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Tina Del Casale

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The History of **VETERANS DAY**



►► publisher's note

World War I began shortly after the assassination of Archduke Ferdinand (Austria) on July 28, 1914, and lasted until 1918. Archduke Ferdinand was the future heir to the throne of Austria-Hungary (the second-largest empire in Europe). The outrage of his death caused Austria-Hungary to form alliances with Germany against Russia, Belgium, France, Great Britain, and Serbia. Thus, World War I, also known as "The Great War", officially started.

The war officially ended when the Treaty of Versailles was signed on June 28, 1919. However, the fighting had already ceased seven months earlier. An armistice, or cease-fire, between the Allied Nations and Germany had gone into effect on the *Eleventh Hour, on the Eleventh Day, of the Eleventh Month*. For this reason, **November 11 has been honored to be called Veterans Day**. Obviously, there is much more to this story, but I thought it was interesting to share a little history about the birth of Veterans Day.

Veterans Day is an official United States public holiday, observed annually on November 11th, that honors military veterans. Interestingly enough, it also coincides with other holidays, including Armistice Day and Remembrance Day, celebrated in other countries to mark the anniversary of the end of World War I.

According to the US Census Bureau, currently, there are about 18.2 million veterans in the United States. There are many ways to honor and celebrate the men and women who so proudly served our country. Here are a few ideas:

1. Treat them to lunch or dinner. You can host a lunch or take them to a restaurant. Many restaurants have deals especially for veterans on this day. Ask them to share their military experience.

2. Recognize them. If your company has social media outlets or internal newsletters, have something prepared for them to be honored. Include their military background, but also include information about hobbies and family.
3. Share their story. With respect to sensitivity, share the story of the veterans around you and learn about the challenges and accomplishments of your veterans.
4. Serve the family. When a service member commits to military life, this commitment impacts the family. Honor the families who serve and support the veteran.
5. Serve the community. Every community has veterans' organizations. Volunteering to build a house, provide on-site coaching, or handing out supplies to veteran homeless shelters brings light to the issues facing our veterans today.

Thanks for taking the time out to honor our veterans. Highlighting them in this Real Producers publication makes me proud of our Real Producers community. We have amazing people we interact with every single day.

Thanks again for reading, and hopefully we saw you at our Annual Mastermind. If you couldn't make it this time, get ready for next year! Our Masterminds just keep getting better and better! Have a great month!



With Gratitude,

Kristin Brindley
Publisher DC Metro Real Producers
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Giving Thanks

There is no better time than now to express how grateful I am for my wonderful clients and partners. They make my job rich with gratitude.

Wishing everyone a Happy Thanksgiving season!



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“You miss 100 percent of the shots you don’t take.” -Michael Jordan



Karen Wenner Cooper

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By Christina Daves



Are you going live?

According to Cisco, 90 percent of all content consumed online is video, and live video will grow 15-fold between now and 2022. Social media algorithms favor live video over native video. What does that mean for you? It means that those platforms will let more people see your video if you host it live.

Additionally, live videos produce six times more interaction than traditional videos. This means your customers are actually speaking with you and wanting to learn more about you.

Live video is available on Facebook, YouTube, and has just been launched on LinkedIn. Not all LinkedIn users have it yet, but keep an eye out for it.

The early adopters will receive the benefits of a massive audience seeing their live videos on LinkedIn.

When planning your live videos, keep these steps in mind:

1. Topic: What are you going to talk about?
2. Format: Is it just you speaking to the camera, or will you have a guest?
3. Length: Optimal time for a live video is 7 to 10 minutes.
4. When: What time of day is ideal for your audience? Look at your insights.
5. Call to Action: Always have a way for your audience to connect with you.

There should always be a strategy and purpose behind your live videos. Also, provide value with every video you produce. You want your audience waiting for you to go live again because they can't wait to hear what you have to say next.

Christina Daves
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Christina Daves is the founder of PR For Anyone®. She has trained thousands of real estate agents in gaining visibility by using traditional and social media together for maximum effectiveness. Agents she has worked with have appeared in national magazines, newspapers, radio, television, and blogs. Book your free business strategy session with her at www.ChatwithChristina.com, and learn more about her at www.ChristinaDaves.com.

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►► coach's corner

By Karen Wenner Cooper

Don't try to manage your time, learn to **MASTER IT.**



Time. It's the thing we want most, but tend to use worst. The amazing thing about time is that some people seem to be able to accomplish so much more than others. Think of people like Richard Branson and Oprah Winfrey. The level of accomplishment and productivity is unreal, yet they have the exact same amount of time -- 24 hours in a day ... that we all have. So, how is that possible? It is because they have learned to master their time, and in this three-part series, I can teach you some key principles to do the same!

The most important key to mastering your time is understanding the concept of yes = no.

Every time you say yes to something, happy hour with colleagues, a mid-day Netflix binge, you are saying no to something else, dinner with your family, prospecting, or appointment time. It is critical to be intentional with your time and what you say yes to.

If you are like me, you have requests and demands for your time constantly. Clients, other agents, and prospect calling, emailing, texting, and messaging at all hours of the day and night. Invites for coffee and lunches, happy hours, broker's opens. And these are just the work-related things. Throw a spouse or partner, some kids and/or pets, and an extended family into the mix and your head (and schedule) are probably spinning on a daily basis.

While many of these may be really good things, they may not be a really good thing for you right now. Saying "no" now doesn't mean "no" forever. Prioritize that which is most important and most impactful and let the rest go. Know that when you say "yes" to something, it is a "heck yes," and when you say no, it's okay to be a hard no or a not right now.

Our time is finite. It's your life, your schedule, your business. You get to decide how you spend it.

Next Month: Do, Delegate or Delete



Karen Wenner Cooper is wife, mom of 3 boys, real estate veteran, and owner of the 31 woman strong Platinum Group Real Estate team at Pearson Smith Realty. She is the founder of Empowering Women In Real Estate, a nationwide group of 10,000+ women, and is the principle behind Empower Coaching by Karen Cooper, providing coaching and marketing systems for women in the real estate industry. Connect with Karen on Instagram @karen.w.cooper.

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VETERANS
 IN REAL ESTATE

November is National Veterans and Military Families Month. DC Metro Real Producers proudly presents the Veterans in our real estate community and their significant contributions as American service members, as well as their families and loved ones.

Carey C. Riel
 The Mortgage Link, Inc.

How long were you in the service and which branch?
 Six years USMC.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

My father was a Marine, and in large part, I joined following in his footsteps. I always respected the uniform and the camaraderie that came with being a Marine, and I wanted to be a part of that brotherhood. My time in the Marines was short but filled with many memories. I was active during Desert Storm and had the honor to serve my country, and I am most proud of being ready to fight for my country when called upon.

What made you decide to pursue a career in the real estate industry?

I have always had an interest in financing, and I enjoy working with people. Working as a loan officer allows me to do both of those things, and what can be better and more rewarding than helping people realize their dreams of homeownership?

Tell us about your real estate business. What are your most important successes?

I most enjoy the relationships that I have built with my coworkers, the agents that refer their clients to me, and the clients that trust me enough to assist them with the purchase of their properties. I have clients that continue to contact me from when I first entered the business in 1994.

How did your military service prepare you for your career, and/or how has being a veteran impacted your civilian life and career?

Being in the military taught me how to work hard, how to be organized, and it taught me about respect, punctuality, and how to pay attention to detail. These are all tools that I can carry with me in any environment, and if practiced, will help me achieve success.

Please tell us anything else related to being a veteran that you would like to share with our Real Producers community.

There are many professionals and clients in our industry that were also in one of the armed services. There is an immediate bond and an immediate trust and respect that occurs when doing business with one of your brothers in arms. We were taught to have each other's backs while in the service, and those same teachings have carried through to how we do business today. We always take care of one another.

Define success.
 Success in business is hearing from my clients and business



partners that they were happy with the experience and that they cannot wait to work with me again.

Do you have a favorite quote?
Work hard, play hard!

John A. Breast
 TTR Sotheby's International Realty

How long were you in the service and which branch?

Twenty-six years in the U.S. Navy.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I am most proud that I had the opportunity to serve this great nation in peace and combat to protect our ideals of "Life, Liberty, and the pursuit of Happiness."

What made you decide to pursue a career in real estate?

My best friends encouraged me to do it, and so I stepped way outside my comfort zone and made the leap.

Tell us about your real estate business. What are your most important successes?

I am most pleased with fostering relationships and making new friends and clients that will last forever.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

I initially thought there were few similarities between my military career and life as a real estate agent, but I strongly believe now that we are all crisis managers, and the great agents have learned how to cope with client, contract, and housing issues while making a seamless and pleasant experience for their client. Similarly, leading men and women in combat is no different.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

I value my time in the military and lean on those lessons to enhance the experience of my clients. Veterans want to purchase homes too, but they are often cautious as the relocation cycle is often 2-3 years.

Define success.
 Success to me is measured in client satisfaction, one client at a time.

Do you have a favorite quote?
#ilovemyjob



Carl Franceski

Long & Foster Real Estate

**How long were you in the service and which branch?**

Army for two years (1968-1970). Artillery in Vietnam.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

Although I was not anxious to go to Vietnam, in the end, I certainly matured. Being drafted at 19, although I was old enough to serve, I needed to mature. I was selected “Soldier of the Month” while serving, picked out of over 10,000 other soldiers.

What made you decide to pursue a career in real estate?

After more than 25 years in the corporate world reporting to various managers over the years and having people report to me, I was ready for a change to work on my own. Although I eventually put together a small team, it was nothing like managing over 100 salesmen in my previous life.

Tell us about your real estate business. What are your most important successes?

Throughout the past 17 years, I have developed a past client base that has allowed me to serve other family members and friends of these clients. I learned early on to keep in touch with all past clients on a regular basis. That was the best thing I learned early on that has proven to grow my business over these years.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

After many years of being shunned for being a Vietnam veteran, from 9/11 moving forward, we began to receive recognition for our service, regardless of the war’s outcome. I have been able to provide real estate services to other vets. This has been most rewarding on a personal level.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

I have been volunteering at Olney Golf Driving Range in which disabled vets, mostly from Walter Reed, are brought over to the complex and taught how to play and enjoy golf. This has worked perfectly for me as it brings my love of golf and my mission to serve veterans.

Define success.

Success to me is having satisfied clients, one at a time. Clients that are pleased with your service will refer you to their friends,

family, co-workers, etc. If an agent has made mistakes and delivered a perception that you are a “transaction agent,” you will never hear from these clients again.

Do you have a favorite quote?

If you work smarter and harder than the next guy, you’ll always be successful. –My Father

Frank Mena

Long and Foster Real Estate

**How long were you in the service and which branch?**

I served in the Marine Corps for a little over five years.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I served in the Marine Corps as an 0311, Rifleman. I have been on multiple deployments in the Middle East, Europe, and South-east Asia. My proudest moment was being selected as one of the few from my battalion to join the Scout Sniper platoon, where I served two years and got promoted to the rank of Sergeant. During a training event last September, I fell seriously ill, leaving me with Inflammatory Liver Disease and was forced into medical retirement.

What made you decide to pursue a career in real estate?

After being forced into medical retirement, I decided to pursue my other passion, which is real estate sales and investing. My mentor, and good friend, Jason Rogers, initially sparked my interest in investing in real estate, as he himself is a successful real estate investor, developer, and broker in my hometown in Florida.

Tell us about your real estate business. What are your most important successes?

After being selected for an internship with The Fitzpatrick Group of Long and Foster, the team invited me to join their group of top producing agents in a billion-dollar office. It’s an honor to have been chosen and to know they believe in me and my ability to be very successful.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

I believe the discipline required as a Marine translates well into a business that requires a lot of self-discipline. In real estate, you don’t have a typical 9 to 5 routine, so it requires that you have to be self-driven.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

The three core values in the Marine Corps are honor, courage, and commitment, which I feel will translate over into how I run my real estate business.

Define success.

Success to me is establishing and then accomplishing the goals I set for myself. My goal is to become one of the top real estate agents in DC/Maryland/Virginia while providing my clients with superior service and eventually owning multiple apartment complexes. But most importantly, I want to provide for my future family and give them everything I didn’t have growing up.

Do you have a favorite quote?

Try not to become a man of success, but rather try to become a man of value. —Albert Einstein

Brian Keith Bailey

Bailey’s Professional Services

**How long were you in the service and which branch?**

Twenty-four years total service in the U.S. Air Force and the Air National Guard.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I joined the military in 1984, at 17 years of age, at the end of the Cold War Era and served under the MAJCOM called the Strategic Air Command. My job had a direct mission in regards to protecting our American citizens from the Russian military. As most of our mission was classified, knowing how important my mission was gave me daily satisfaction. After four years of active duty service, I joined the Maryland Air National Guard, which gave me another type of daily satisfaction as our mission was twofold: 1) The Home Game: Protect our fellow Marylanders through emergency management and support services with the assistance of other local support agencies if the need for assistance arises; 2) The Away Game: Protecting our country from foreign enemies along with international peacekeeping efforts to include strengthening ties with our allies. As a kid from Baltimore, being part of the military gave me a sense of responsibility and pride. My service created my legacy.

What made you decide to pursue a career in real estate?

I wanted a way to give back to my fellow veterans. Real estate

allows me to continue serving veterans while also providing a great service to the civilian community with military-related core values such as “service before self” and “excellence in all we do.” From assisting a homeowner in the home selling process to helping a buyer purchase his or her dream home, both scenarios give you a high level of satisfaction when your mission is complete. My clients and my associated partners (lender, title company, home inspectors, etc.) become “ONE” team, and we adopt this motto during the process of One Team, One Fight, Total Success!

Tell us about your real estate business. What are your most important successes?

My most important success today is to be able to tell my home buying success story in my book, *Buying My First Home As A Military Veteran*. This book has a mission attached to it – to help 5,000 veterans become homeowners. I give more copies out than I probably should, but it’s not about the money, it’s about sharing helpful information with my fellow vets. I affectionately call it the *Veteran Homebuyers Battle Book*.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

The military taught me the importance of seeing a mission through, especially when other people are involved. I am very strategic, and it was ingrained in me from my military upbringing – little things like being able to explore multiple ways to get a home sold or finding strategic ways to negotiate the best deal for my buyer. These were talents I obtained during my military service. Even in my civilian life, I make calculated moves while thinking about completing the mission to the end.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

A veteran has a sense of service when it comes to his or her real estate customers. The mindset of a veteran/real estate agent is one who is focused on success. Failure is never an option.

Define success.

Any time you set out to achieve a written goal and obtain that goal, you have created a level of success that works for you.

Do you have a favorite quote?

It’s better to be prepared for an opportunity and not have one than to have an opportunity and not be prepared. –Les Brown

•••

David L. Rouse

Barsch Realty



How long were you in the service and which branch?

Army, 15 years.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I always took pride in being a trainer/instructor for both U.S. forces and coalition partners, but nothing compares to the pride and honor of lending and working with members of the *Finest Fighting Force* in the world. Simply being counted among them is pride enough.

What made you decide to pursue a career in real estate?

The idea of being my own boss and relying on my self-motivation to succeed seemed like a welcome challenge, but the opportunity to help veterans outside of the military was a significant draw.

Tell us about your real estate business. What are your most important successes?

Every home I've ever listed for a client has been under contract at or above asking price in five days or less, and I've won every bidding my buyer clients have ever entered. I take extra pride in being able to negotiate the VA loan process, as well.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

Being trained in negotiation and conflict resolution has been invaluable, and the NCO mindset of always taking care of your soldiers translates well to ensuring that my clients' interests are always represented.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Every veteran deserves advocates who can help them understand and utilize the benefits they earned by their service. It is an honor to be able to give back in that regard.

Define success.

Success is the knowledge that you have made the world a better place; that even if it is small, you have made a meaningful difference.

Do you have a favorite quote?

To be pleased with one's limits is a wretched state. –Johann Wolfgang von Goethe

It is foolish and wrong to mourn the men who died. Rather, we should thank God that such men lived. –George S. Patton

Edward Slavis

The Slavis Group of S&G Realty



How long were you in the service and which branch?

Five years in the U.S. Marines (2001-2006).

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I was fortunate enough to serve 45 months with the same Marine rifle company (Kilo Company, 3d Battalion, 4th Marines) and to deploy three times to Iraq, one each as a rifle platoon commander, weapons platoon commander, and company executive officer. Perhaps the most interesting point of my career was in April 2003 when my battalion tore down the famous statue of Saddam Hussein in Firdos Square. (A piece of that statue now decorates my living room.) I am most proud, however, of the lasting relationships I formed with the Marines who served under my command.

What made you decide to pursue a career in real estate?

Five years ago, I was unsatisfied at work and decided to pursue my interest in real estate as a part-time job. My business grew, and I decided to pursue it full time. I have never looked back. It was an interest that became a hobby that became a career.

Tell us about your real estate business. What are your most important successes?

The best feeling of success is a referral from a past client. In a way, it is more satisfying than even a settlement because I am reassured by the referral. I am reassured that my services had a lasting positive impact and that I still have their trust and confidence. That is more rewarding than a payday.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

All of my success can be attributed to my military training; the ability to work under stress; resourcefulness; the ability to properly and thoroughly plan and execute; clear and professional communication; the dedication to the mission; loyalty; a winning mindset; etc. It is hard to imagine how I could have been successful without having first been a Marine.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Hire a veteran. You won't regret it.

Define success.

Having a eulogy more impressive than your resume.

Do you have a favorite quote?

If not me, then who? –Travis Manion

•••



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DEREK HARMAN
The Yi Team

THEYITEAM.COM | derek@theyiteam.com
tel: 301.917.9416 | cell: 703.309.4886

NMLS: 882287

Eric Broermann

Compass

**How long were you in the service and which branch?**

USAF four years of active duty and about 1.5 years in the reserves.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

For me, it was a huge honor to put on the uniform every day, to think of those that came before me, served with me and are serving now, and the sacrifices they have made in the service of and the protection of our country gives me great pride. Getting a pilot training slot was pretty cool, as well.

What made you decide to pursue a career in real estate?

I bought my first house at my second duty station in NC in my early 20s and have been hooked on real estate ever since. I love design, architecture and people. Real estate perfectly brought all of that together for me.

Tell us about your real estate business. What are your most important successes?

I'm one of the partners in the Vassar Broermann Group. Todd Vassar and I started our group in 2019 and have two additional agents on our team.

Our real estate business is mostly built on referrals from friends and past clients, which I'm very proud of. Our clients are our family, and we are honored to be a part of such a memorable and meaningful decision in their lives – finding the right home for them or selling their home.

My most important success is being able to assist people with buying and selling and the trust our clients put in us. I am also very proud to have been selected as a Washingtonian Magazine Top Producer and Best Agent in 2017 and 2018.

I'm licensed in DC, Maryland and Virginia.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

The leadership experience and organizational skills gained in my military career have helped me tremendously. In many of my positions, listening skills and finding out what people needed was a core component, and I've been able to use that in real estate. Organization played a big part in my military career and has been

very needed in my real estate career with all the moving parts that comprise each transaction.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Having been a part of the military and moving around the country, I know what it's like – search time constraints and getting to know a new area. I've been there many times, and now, I get to help clients going through it find the perfect home or sell their current home as they move to their next assignment. Having that background has helped me tremendously with my military clients.

Define success.

Success for me is getting up every morning and being able to help people. I've never really defined success in numbers. I want to get up every day and give 100 percent and make a difference in peoples' lives. If I do that, that to me is success.

Do you have a favorite quote?

I love positive quotes and often post them.

Here is one: *You Don't Have To Be Great To Start, But You Have To Start To Be Great.* –Zig Ziglar

Dyema LaMar

Keller Williams Capital Properties

**How long were you in the service and which branch?**

In the United States Army for 13 years.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

I'm very fortunate to have served with some of the bravest and humble people of all races and genders. One of the highlights of my career is serving two combat deployments in the Special Operations Community and being the only black female officer in my unit each time. Sometimes I don't notice, but on occasion, I'll look around the room and realize it's really "just me," there's no one else that looks like me. I've earned my "seat at the table" and want more than anything for more women and more minorities to make it to the table – that's what motivates me to keep pushing. I have to lead by example and have been an example for those that need to see to believe. I sometimes feel alone as I rise up the ranks, but I'm motivated to show other minorities and women of all colors that we are just as capable.

What made you decide to pursue a career in real estate?

I have my father's entrepreneurial spirit. I also have a passion for helping people. I am a resident of Ward 8, specifically Anacostia. I purchased there in 2014, and I began to see families losing their homes or selling well below market value as a last resort because they were uninformed. My goal in entering real estate was to be a resource for my community, to help families stay in their homes, and if they chose to sell, I'd like to ensure they get top dollar for their home.

In short, I like to make money and serve my community. Real estate allows me to do both.

Tell us about your real estate business. What are your most important successes?

On my first listing, I trusted my gut; and though I was told by a few seasoned agents that I wouldn't get more than \$325,000, I priced it at \$480,000 and sold it in less than 10 days for \$485,000. My client has a need that will always be my priority, even if that means advising them not to sell until market conditions improve. Closing my first transaction gave me the confidence I needed, and it started a ripple effect. I absolutely love real estate!

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

LDRSHIP: Loyalty. Duty. Respect. Selfless Service. Honor. Integrity. Personal Courage.

The Army Values are ingrained in my being. I carry them with me in and out of uniform. My clients trust me because they see that I carry these values in my spirit. I'm always honest and they never have to question my integrity. These values, along with the level of discipline I've learned from the military, have provided me with the moral and ethical framework I need to accomplish anything I set my mind to while spreading love and happiness along the way.

Please tell us anything else related to being a veteran and a real estate agent that you would like to share with our Real Producers community.

Less than 1 percent of the nation has walked in our shoes, and I am proud to be a part of that 1 percent. The military has taught me to be fearless, to use my voice, and to break down any barrier that I encounter without reservation. If there's a will, there's a way.

Define success.

Success is a mindset. Once you believe - it's yours!

Do you have a favorite quote?

The question isn't who is going to let me; it's who is going to stop me. –Ayn Rand

Brian E. McGuinness

JK Moving Services

**How long were you in the service and which branch?**

Nine years, including military college.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

Being selected to train the Japanese Self Defense Ground Forces Special Ops in Japan.

What made you decide to pursue a real estate affiliated career?

As the VP of Sales at JK Moving Services, real estate agents are our greatest lead referral generators and supporters of their customers' moves. It is an honor to work with our NOVA and DC METRO Real Producers.

Tell us about your business. What are your most important successes?

Teaming up with our many Preferred Partners and assisting people move into the home of their dreams.

Please tell us anything else related to being a veteran that you would like to share with our Real Producers community.

As a military officer, my position of leadership, responsibility, and authority prepared me well for just about any civilian career or situation. This valuable leadership experience and training under fire proved to be desirable to civilian employees who were looking for these type of management skills. It was an honor and privilege to serve my country and utilize those skills learned in the military and incorporate them into coaching, parenting, and real-life opportunities.

Define success.

Success comes when you do what you love to do and commit to being the best in your field.

Do you have a favorite quote?

At 211 degrees, water is hot. At 212 degrees, it boils. And with boiling water, comes steam. And with steam, you can power a train. Just one extra degree makes all the difference. –Sam Parker

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How long were you in the service and which branch?

I served for eight years in U.S. Air Force.

Please tell us what you are most proud of regarding your military service and any other interesting facts about your story.

In the military, one learns to get the mission done, no matter what it takes. Secondly, never leave your fellow veteran to be taken advantage of. Learn the details of the mission and perform them to the best of your ability. Working in communications, we had to make sure the right people were kept informed as to what was happening in and around the region we were in, and keep classified messages secure but delivered them in a timely matter. Sometimes, delivery of messages was the difference between life and death for some soldiers in the field. I'm glad that while on duty, I never delayed or lost a message that would cause harm to someone else.

What made you decide to pursue a career in real estate?

I like to work with people, especially my fellow veterans. Having been on the other side I know that finding a home and school during a duty station change can be challenging, especially if you move in the middle of the school year. I found that a good agent should take the time to go beyond the normal steps and over-deliver so the veteran knows their family will be safe while he or she is performing their duties. I knew the urgency and concerns and felt that I could help put their minds at ease.

Tell us about your real estate business. What are your most important successes?

I feel successful every time I help a family to find a place to call HOME! A place to make new friends, new memories, and spread lots of joy and love.

How did your military service prepare you for a career in real estate, and/or how has being a veteran impacted your civilian life and real estate career?

It prepared me to stick to the details, never give up, and work until the job is done. Whether the mission is buying, selling, or renting, I get it done and make sure the client is happy and satisfied.

Define success.

Success is the ability to identify the problem or concerns, find the solutions, put them into action, and end up with a successful conclusion.

Do you have a favorite quote?

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- Zillow Review, Clarksburg MD



Chong Yi, CMPS, NMLS #198732
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PETER FERGUSON

THE SHOT
TAKER

rising star

By **Katie Moore**

Photos by **Ryan Corvello Photography**

Peter Ferguson is a born entrepreneur. He always wanted to sell real estate, but it was a move to DC in 2012 where he fell in love with the city that convinced him to get his license and start selling two years later.

“I really wanted to learn more about the city and be involved. I felt real estate was a great way to be part of this amazing area,” he states.

Also, real estate ultimately helped him achieve his own definition of success: “The ability to do something that I am passionate about, to do the thing that gets me excited every day, and I am able to earn a great living doing it.”

His love of the city and helping the people within it has been rewarding on many fronts. In 2017, he was the top individual in sales volume for Long & Foster Montgomery County. When he joined Compass in 2018, he was in the top 10 for all individual agents in Compass DMV.

“It is rewarding to help people find a home that they will have many memories in,” he emphasizes. “I like the idea that I play a small part in the history of people’s lives. Real estate really allows my entrepreneurial spirit to work in full force. Strategizing, marketing, selling, you name it, it is part of the job. It is an absolutely amazing job!”

A game-changer for his business was building a team so that they can be in multiple places at once to achieve their ultimate goal: to be a \$100 million-plus team. He sees The Ferguson Group as an ultimate work in progress that is constantly improving and growing while continually getting their name out there. He is confident that they will get to where they want to be.

One of his favorite quotes is by Michael Jordan, “You miss 100 percent of the shots you don’t take.” Peter is passionate about the business and his team. He exclaims, “I love spreading the word to the masses. Part of our business is a numbers game. If you don’t get yourself out

...

there, you won't go anywhere. You have to take shots. Even if they aren't good, you have to take them. You will get better with the more shots that you take."

For marketing, Peter loves Facebook and his CRM, Chime Inc. He focuses a good portion of his time on client follow-ups through email and text. "I spend a lot of time thinking and implementing follow-up for my marketing campaigns. Marketing can be easy. Getting leads can be easy. How to follow up, nurture, and drip campaigns are the key," he affirms.

He is continually inspired by the city and all there is to discover. "Selling in this area, you meet people with fascinating jobs and lives. You see homes that are really crazy and inspiring. Neighborhoods that you can fantasize living in. I often take a day or two or a week and go find a different coffee shop in a neighborhood that I may not know, just to take in a different social scene. Those kinds of things keep me going."

At home, his day begins at 5:30 in the morning and always by eating four eggs. He lives with his amazing family: two kids from a past marriage (Ariana, 13, and Noah, 10) and his current wife, Shirin. (They are not married, but she has been his partner for seven years, so he refers to her as his wife.)

"She is really supportive of all my shenanigans," he smiles. They have a daughter, Leela, who was born in 2017. "Everyone in my family is funny. So, we laugh a lot. Ariana is the nice one. Noah is a lot like me. Leela is the boss."

At dinner, he puts the phone away. Peter asserts, "I have to put work away for a little while each day. I have to be present for my kids and Shirin. I owe it to them to be present. Also, I try to have other interests. Life and family should be about having good experiences. No one wants to watch me stare at my phone all day."

Peter Ferguson is a shot taker, but what seems to work the most magic in both his personal and professional life is consistency. He shows up. And, he shows up well. We are on the sidelines, cheering his success and looking forward to watching him win again and again.



"You have to take shots. Even if they aren't good, you have to take them. You will get better with the more shots that you take."



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-Adam Chasen, Compass **"**



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What is the most bizarre experience you've had in real estate?



JIM BASS
JIM BASS GROUP OF REAL ESTATE TEAMS, LLC
I got chased into a bedroom by a cat. In my defense, that thing had to be 50 lbs and was growling like a dog. #Embarrassing



JOHN YOUNG
RE/MAX EXCELLENCE REALTY
A few years ago, I represented a young couple who were first-time homebuyers. They were a bit nervous about the entire process, but I spent time allaying their fears – especially about home inspection items. They were concerned that the seller either might not do the repairs that were agreed to or do them poorly. One of the inspection items was a gutter pulling loose from the house. The seller sent a handyman over and he repaired the gutter, but as he was pulling out of the driveway, he inadvertently put his truck in reverse and ran into the corner of the house at a high speed. The exterior corner foundation cinder block wall cracked and looked really bad. The buyers freaked out and said they didn't want to buy the house anymore. I let everyone cool off for 24 hours, then I got a structural engineer to come and diagnose the damage. The seller had to do some fairly significant repairs, and we got a warranty from the contractor. The buyers came around and bought the house. A few years later when they were buying up into a better house, they thanked me for guiding them through this and said, "If it weren't for you, we would still be renting."



LAVINA SAMTANI
RE/MAX REALTY CENTRE
Seeing a snake in a basement on the sliding glass door.



ELLEN COLEMAN
RE/MAX REALTY CENTRE
My client passed away about an hour before settlement. I had gone to pick her up to drive her. She didn't answer the door. Leisure World personnel opened the door, and we called a rescue squad. The settlement company was annoyed I didn't give more notice – after all, it was Friday.



SUZANNE DES MARAIS
COMPASS
The tenant, who was a professional basketball player, left an exotic snake in a glass case. I was the listing agent. Seven-figure sale. Made client feed it and drive it to a reptile rescue place in Virginia (would not let it in my car).



RUSSELL BRAZIL
LONG & FOSTER REAL ESTATE
Was showing a property in Baltimore City and this was in the back yard: there was a huge black pig!



WENDY ISAACMAN BANNER
LONG & FOSTER REAL ESTATE
Sold a house to a woman whose boyfriend was buying her a home. Cash transaction went well, and she settled and was happy. About six months later, I was helping a young, newbie agent with



ZELDA HELLER
LONG & FOSTER REAL ESTATE
My craziest experience was when my client who was dressed to the nines in a suit and tie with Gucci loafers decided to walk across the pool cover. He was totally submerged when the cover caved in and all we could do was dry him off with a hairdryer! He did not buy the house.



ROBERT SANDERS
TTR SOTHEBY'S INTERNATIONAL REALTY
Showing a two-level penthouse with a huge terrace at 1401 Church St. NW. I was told it was vacant, took the key from the lockbox, went to enter the property, looked in the unit, and on the terrace level there was a woman standing there, naked, getting photographed by some "photographer." They said, "Please, give us a minute." My clients and I shut the door, the lady getting photographed said please come in now. She had put on a full-length mink and watched us tour the unit. Needless to say, my clients loved the whole experience and they purchased the unit!



CYNTHIA HOWAR
WASHINGTON FINE PROPERTIES
I once had a potential purchaser want to spend the night in a vacant house to see if she could sleep through the night at that Georgetown location.



NANCY BOWLUS
RE/MAX RESULTS
Well Kristin, being in the business 45-plus years, I've had many. When I first started in 1973, discrimination was not the most talked about aspect of real estate, but it still was a good ole boy network. During my first settlement, I was told to wait outside the conference room until the settlement was finished because I was not a party to the contract. I did, and after the settlement was all over, everyone came out happy and talking, including the other agent (male agent). That never happened to me again.



EMILY JACKSON
RE/MAX PROFESSIONALS
This actually happened when I bought my own home. We knew the sellers were currently living

in the home but were separated. He wanted to sell the house, and she didn't. He was the sole owner. The day before settlement, he had a heart attack and was thankfully OK, but obviously couldn't attend settlement. We were a little nervous because he had given his soon-to-be ex-wife power of attorney to sign the settlement papers, and remembering she didn't want to sell the house, we wondered if she would actually do it. She did (Phew!), and we have enjoyed living in our home!



NURIT COOMBE
RE/MAX ELITE SERVICES
I was showing a home in Bethesda. As my buyer and I were going downstairs to the basement, the buyer suddenly stopped and backed up slowly all scared (I was behind her). I had no idea what it was, but it was a scary moment. My buyer charged outside to the front yard and then told me, "I saw a ghost of a dead man laying down at the bottom of the steps!" Needless to say, she didn't buy this home



ALEXA GOULDING
LONG & FOSTER REAL ESTATE
I had a vacant listing in Kensington under contract. When I met the appraiser at the house, we discovered that the buyer started work on the house – the whole basement was GONE! He removed the bedroom, the bath, all the walls, and the floor as well! Needless to say, the appraiser could not appraise the house. On top of all of this, there were people (his workers) living in the house! Thank God for my manager who came over and helped me straighten things out.



MARIA KOLICK
RE/MAX REALTY CENTRE
One time, I was showing a property that was on 10 acres. It was a super hot day, in the 90s, with high humidity. The seller was home, and my client asked him if he would walk the property with him. At first, the seller said, "Wow, it's really hot!" He didn't seem to want to walk with my buyer, but then he said, "OK. Let me grab a beer and we will go." Upon their return, they were dripping with sweat. My client says to the seller, "Would you mind if I took a shower?" I could not believe what I was hearing, and I was a bit embarrassed. The seller looked at me, looked at the buyer and said, "Let me grab you a towel." I could not believe it. Off went my buyer to take a shower in the seller's house. Did my buyer buy the property you ask? Of course not. It rarely works out that way!

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DAVID COX

JK Moving Services

▶▶ partner spotlight

Photos by A. Claire Vision Photography



Simply put, David Cox loves the moving industry. He got his start in the industry at the age of 15. His dad worked in the industry, so he and his brothers started working in the warehouses and on the trucks when they were in high school and college during their summer breaks.

After graduating from Carleton College in Minnesota, David did a two-year tour in the Peace Corps. Upon his return, he wondered what was next.

“I was an English major in college. I love language. I love to write,” he shares. “Yet, when I found myself sitting at a desk, I missed the physicality of work. When opportunity knocked to get into the moving industry, I jumped at it.”

David’s storied career in the moving and relocation industries has taken him to eight U.S. cities.

“Since 1995, I’ve led teams that were the personal movers for some very influential corporate leaders. In 2005, I saw on the news that George Bush was doing a town hall from a moving company, which was JK. To me, this event with the president dignified the industry, and JK had been on my radar ever since,” he recounts.

In May 2017, David joined JK Moving Services as Executive Vice President of Residential Services. This was his chance to be a part of a company culture “that embraces the service principles that





David Cox, Johnny Harris, Brian McGuinness, Michael Bennett, Jim Firnbach, and David Henderson.

••• produce growth – which is reflected by its 36 consecutive years of growth. I’m very, very proud to be a part of this,” he expresses.

As the largest independently owned moving company in North America, JK Moving Services provides local, long-distance, and global moving services to residential, commercial, and government clients. For residen-

tial customers, JK can “move any household from anywhere globally to anywhere globally.”

According to David, what sets JK Moving apart from other moving companies is its investment in its teams. “It’s more than a job for the people that work here. You’ve got to be passionate about what you do to be successful, so we’re surrounded by

driven people that embrace the core value of, “Together, we succeed.” JK Moving’s brand promise centers on care and respect, and is reflected by its seven core values, which David insists are “more than just marketing material – they’re lived” every day by each JK team member.

David loves working with people that are on an upward path, which he

believes is tied to another core value: “Commit to growth.” “Growth is business growth and personal growth,” he notes. “Watching this growth is the most fulfilling part of what I do.”

Committed to growth, JK Moving invests in technology that will revolutionize the moving industry. In the past year, the company has stepped away from paper-based to fully digital documentation. JK recently introduced a customer mobile app. “It’s a phenomenal tool for our customers to manage



every aspect of their move,” explains David. The company also has installed dashboard cameras in its fleet of tractors, trucks, and vans to promote safe driving and reduce costs due to accidents.

David is married with three boys. He and his wife met and married in Tirana, Albania, while in the Peace Corps. The family relocated from Jacksonville, Florida. David, his wife, two youngest sons, his parents, and his father-in-law now all live in Purcellville. “We’re a great big, extended family living on a farm, getting outside every chance we can,” he smiles. His eldest son lives and works in Seattle.



his time in the Peace Corps, he has been an active board member in volunteer organizations.

“I work in an industry where people who are moving are experiencing one of the most stressful life events,” he points out. Helping him in his mission to serve others is his team at JK, including sales, operations, move management, customer care, and international. His team inspires him to give his best because he knows they are giving their best.

When it comes to a successful move, the trust of a real estate agent is of the utmost importance to David and his team. The agent is typically the first point of contact when someone is going through the life transition of moving from one home to another, and David’s JK team understands that. “We are acting as an extension of that agent, and our performance will reflect on them. Our goal is always to be a source of praise for the real estate agent who referred us,” affirms David.

“From the time I was very young, my dad shared this wisdom with me: ‘You can get anything in life that you want by helping people get what they want.’ Using that as a starting point has been pretty good to me.”

Service to others is the way David defines success personally, “and it is one of the ways our organization defines success,” he states. Besides

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Sept. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Jennifer S Smira	Compass	73	\$63,837,156	64.5	\$49,010,596	137.5	\$112,847,752
2	Nancy W Taylor Bubes	Washington Fine Properties, LLC	30.5	\$70,105,744	10.5	\$35,200,000	41	\$105,305,744
3	John T Kirk	Tower Hill Realty	165	\$88,328,240	6	\$3,949,900	171	\$92,278,144
4	Jay A Day	Real Estate Teams, LLC	153.5	\$64,765,144	42	\$15,441,840	195.5	\$80,206,984
5	Alejandro Luis A Martinez	RE/MAX Elite Services	68.5	\$27,481,888	154.5	\$49,511,472	223	\$76,993,360
6	Michael W Rankin	TTR Sotheby's International Realty	12.5	\$31,004,164	17	\$45,834,500	29.5	\$76,838,664
7	Barak Sky	Long & Foster Real Estate, Inc.	35.5	\$28,345,710	66.5	\$48,420,500	102	\$76,766,208
8	David R Getson	Compass	34.5	\$24,230,292	76.5	\$50,238,040	111	\$74,468,336
9	Hans L Wydler	Compass	44	\$50,860,320	24	\$21,061,776	68	\$71,922,096
10	Marc Fleisher	TTR Sotheby's International Realty	23.5	\$53,883,984	6.5	\$15,267,975	30	\$69,151,960
11	Dana Rice	Compass	31	\$33,676,540	34	\$34,553,064	65	\$68,229,600
12	Wendy I Banner	Long & Foster Real Estate, Inc.	24.5	\$29,413,900	37.5	\$33,564,848	62	\$62,978,752
13	Nathan J Guggenheim	Washington Fine Properties, LLC	38	\$24,490,552	39	\$37,162,448	77	\$61,653,004
14	James M Coley	Long & Foster Real Estate, Inc.	31.5	\$26,004,950	40	\$34,631,528	71.5	\$60,636,480
15	Avi Galanti	Compass	26.5	\$32,414,800	22	\$26,092,196	48.5	\$58,506,996
16	Nurit Coombe	RE/MAX Elite Services	29	\$22,523,684	52.5	\$34,504,708	81.5	\$57,028,392
17	Trent D Heminger	Compass	63	\$42,184,648	13	\$10,399,250	76	\$52,583,900
18	Melinda L Estridge	Long & Foster Real Estate, Inc.	28	\$24,618,090	36	\$27,846,930	64	\$52,465,020
19	Christine R Reeder	Long & Foster Real Estate, Inc.	82.5	\$31,493,824	62	\$20,773,980	144.5	\$52,267,804
20	Kimberly A Cestari	Long & Foster Real Estate, Inc.	35.5	\$38,442,000	9.5	\$8,486,635	45	\$46,928,636
21	Thomas S Hennerty	NetRealtyNow.com, LLC	128	\$43,402,448	11	\$3,307,450	139	\$46,709,896
22	Tyler A Jeffrey	Washington Fine Properties, LLC	7	\$5,867,750	45	\$39,900,324	52	\$45,768,076
23	Norman S Domingo	XRealty.NET LLC	120	\$45,672,232	0	\$0	120	\$45,672,232
24	Erich W Cabe	Compass	25.5	\$21,974,476	33.5	\$23,220,276	59	\$45,194,752
25	James Bass	Real Estate Teams, LLC	70	\$25,759,442	57.5	\$19,253,090	127.5	\$45,012,532
26	Nathan B Dart	RE/MAX Realty Services	48	\$19,438,204	41	\$22,815,948	89	\$42,254,152
27	Kira Epstein Begal	Washington Fine Properties, LLC	17.5	\$15,378,250	29.5	\$25,712,300	47	\$41,090,552
28	Joel S Nelson	Keller Williams Capital Properties	25	\$23,235,300	17.5	\$17,599,856	42.5	\$40,835,156
29	Nancy S Itteilag	Washington Fine Properties, LLC	17.5	\$26,259,000	6	\$14,201,500	23.5	\$40,460,500
30	Antonia Ketabchi	Redfin Corp	12	\$7,270,400	39	\$32,747,250	51	\$40,017,648
31	Eric P Stewart	Long & Foster Real Estate, Inc.	46	\$34,111,632	10.5	\$5,701,250	56.5	\$39,812,882
32	Chelsea L Traylor	Redfin Corp	67	\$38,053,572	1	\$445,000	68	\$38,498,572
33	Jane Fairweather	Long & Foster Real Estate, Inc.	31	\$28,907,778	6.5	\$9,337,500	37.5	\$38,245,276
34	Margaret M Babbington	Compass	14.5	\$10,889,474	36.5	\$26,773,184	51	\$37,662,660

Disclaimer: Information based on numbers reported to the MLS as of October 5, 2019 for Jan. 1 to Sept. 30, 2019. This data represents closed sales of residential new construction and resale. Numbers not reported to the MLS by the date the information is pulled are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Sept. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Robert A Sanders	TTR Sotheby's International Realty	21	\$20,796,504	16	\$16,787,820	37	\$37,584,324
36	Thomas K Paolini	Redfin Corp	19.5	\$12,709,500	32	\$24,609,500	51.5	\$37,319,000
37	Brittany Dawn Newman	Dan Ryan Builders Realty, LLC	77	\$28,401,163	21	\$8,085,127	98	\$36,486,290
38	Rong Ma	Libra Realty LLC	5	\$2,866,000	47	\$32,964,300	52	\$35,830,300
39	Brent E Jackson	TTR Sotheby's International Realty	18	\$18,411,790	17	\$17,109,680	35	\$35,521,472
40	Andrew Riguzzi	Compass	24	\$20,293,668	18	\$14,788,900	42	\$35,082,568
41	Troyce P Gatewood	RE/MAX Results	30.5	\$12,872,812	56	\$21,880,898	86.5	\$34,753,712
42	Meredith L Margolis	Compass	10.5	\$12,155,309	29	\$22,093,348	39.5	\$34,248,656
43	Preston E Innerst Jr.	EYA Marketing, LLC	19	\$24,672,670	8	\$9,014,630	27	\$33,687,300
44	Daniel M Heider	TTR Sotheby's International Realty	8.5	\$15,199,450	16.5	\$18,023,050	25	\$33,222,500
45	Maxwell E Rabin	TTR Sotheby's International Realty	16.5	\$22,130,276	13	\$10,446,880	29.5	\$32,577,156
46	Jonathan S Lahey	RE/MAX Fine Living	48.5	\$14,888,690	44.5	\$17,581,450	93	\$32,470,140
47	Michelle C Yu	Long & Foster Real Estate, Inc.	33	\$25,260,276	12	\$6,996,450	45	\$32,256,724
48	Robert H Myers	RE/MAX Realty Services	34.5	\$14,561,300	38	\$17,689,644	72.5	\$32,250,944
49	Victor R Llewellyn	Long & Foster Real Estate, Inc.	28	\$13,888,825	32	\$18,341,640	60	\$32,230,464
50	Judy G Cranford	Cranford & Associates	14	\$8,791,100	28	\$23,257,700	42	\$32,048,800
51	Sheena Saydam	Keller Williams Capital Properties	25.5	\$11,586,968	40	\$20,210,048	65.5	\$31,797,016
52	Anne C Killeen	Washington Fine Properties, LLC	16.5	\$20,471,500	7.5	\$11,081,250	24	\$31,552,750
53	Sheila R Pack	RE/MAX Roots	67	\$19,029,900	38	\$12,186,904	105	\$31,216,804
54	Jonathan D Taylor	TTR Sotheby's International Realty	8.5	\$17,647,776	5	\$13,482,550	13.5	\$31,130,324
55	Mehrnaz Bazargan	Redfin Corp	54	\$28,657,950	3	\$2,394,000	57	\$31,051,950
56	Marjorie S Halem	Compass	21.5	\$21,066,900	10.5	\$9,722,450	32	\$30,789,352
57	Tamara E Kucik	Tower Hill Realty	33.5	\$19,465,550	19	\$10,837,690	52.5	\$30,303,240
58	Michael R Brennan	TTR Sotheby's International Realty	24	\$18,719,124	10	\$11,489,625	34	\$30,208,750
59	Frederick B Roth	Washington Fine Properties, LLC	8	\$12,086,290	11	\$18,049,000	19	\$30,135,290
60	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	50.5	\$25,890,712	8	\$3,962,500	58.5	\$29,853,212
61	Russell A Firestone III	TTR Sotheby's International Realty	7	\$8,146,000	9	\$21,197,500	16	\$29,343,500
62	Anslie C Stokes Milligan	McEanearney Associates, Inc.	17.5	\$12,784,800	16.5	\$16,520,400	34	\$29,305,200
63	Lauren E Davis	TTR Sotheby's International Realty	10	\$11,708,000	12	\$17,348,680	22	\$29,056,680
64	Roby C Thompson III	Long & Foster Real Estate, Inc.	20	\$16,951,180	12	\$11,979,300	32	\$28,930,480
65	Bryan Kerrigan	Redfin Corp	56	\$26,693,600	2	\$2,140,000	58	\$28,833,600
66	Hazel Shakur	Redfin Corp	75	\$27,479,900	2	\$1,235,438	77	\$28,715,338
67	Bradley J Rozansky	Long & Foster Real Estate, Inc.	21.5	\$22,935,834	6	\$5,291,500	27.5	\$28,227,334
68	Carlos A Garcia	Keller Williams Capital Properties	17.5	\$13,622,760	22	\$14,587,800	39.5	\$28,210,560
69	Tina C Cheung	EXP Realty, LLC	11	\$4,656,100	51.5	\$23,094,556	62.5	\$27,750,656
70	Christie-Anne Weiss	TTR Sotheby's International Realty	10	\$22,775,000	3	\$4,970,500	13	\$27,745,500
71	Lori Maggin	Rory S. Coakley Realty, Inc.	9	\$14,199,390	8	\$13,104,830	17	\$27,304,220

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Marshall Carey	Redfin Corp	42	\$25,957,070	2	\$1,120,000	44	\$27,077,070
73	Eva M Davis	Compass	12	\$9,268,450	21	\$17,748,094	33	\$27,016,544
74	Charles Dudley	Compass	11.5	\$7,457,500	26	\$19,321,600	37.5	\$26,779,100
75	Lawrence M Lessin	Homes By Owner, Inc.	77	\$26,554,250	0	\$0	77	\$26,554,250
76	Rina B. Kunk	Compass	16.5	\$17,160,000	8	\$9,249,800	24.5	\$26,409,800
77	Gail E Nyman	RE/MAX United Real Estate	47	\$21,807,184	7	\$4,424,800	54	\$26,231,984
78	Keene Taylor Jr.	Compass	7	\$5,713,000	7	\$20,025,000	14	\$25,738,000
79	Scott J Swahl	Redfin Corp	44	\$22,616,100	5	\$3,090,000	49	\$25,706,100
80	Robert G Carter	Compass	12	\$6,788,350	26.5	\$18,739,650	38.5	\$25,528,000
81	Kara K Sheehan	Washington Fine Properties, LLC	9	\$16,690,620	5	\$8,814,200	14	\$25,504,820
82	Lisa C Sabelhaus	RE/MAX Town Center	33	\$15,322,454	23	\$9,503,400	56	\$24,825,852
83	D'Ann K Lanning	Compass	36	\$22,128,350	4	\$2,554,900	40	\$24,683,250
84	Carolyn N Sappenfield	RE/MAX Realty Services	14	\$15,000,180	11	\$9,625,180	25	\$24,625,360
85	Delilah D Dane	Redfin Corp	40	\$22,704,876	3	\$1,890,000	43	\$24,594,876
86	Daryl Judy	Washington Fine Properties, LLC	9	\$11,832,992	10.5	\$12,758,400	19.5	\$24,591,392
87	Lisa R Stransky Brown	Washington Fine Properties, LLC	11	\$9,948,500	15	\$14,498,188	26	\$24,446,688
88	Elysia L Casaday	Compass	17.5	\$12,904,389	11	\$11,135,888	28.5	\$24,040,276

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Sept. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Stacy M Allwein	Century 21 Redwood Realty	30.5	\$10,705,439	37	\$13,197,805	67.5	\$23,903,244
90	Leslie B White	Redfin Corp	0	\$0	32	\$23,830,096	32	\$23,830,096
91	Mandy Kaur	Redfin Corp	39	\$19,989,000	6	\$3,818,900	45	\$23,807,900
92	Corey C Burr	TTR Sotheby's International Realty	11.5	\$14,151,000	7.5	\$9,512,500	19	\$23,663,500
93	Andres A Serafini	RLAH Real Estate	16	\$9,499,596	21.5	\$14,139,682	37.5	\$23,639,280
94	Elaine K Koch	Long & Foster Real Estate, Inc.	24.5	\$15,562,488	11.5	\$8,066,000	36	\$23,628,488
95	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	29	\$8,055,050	45	\$15,485,020	74	\$23,540,070
96	Tim Barley	RE/MAX Allegiance	13	\$11,107,750	20	\$12,390,020	33	\$23,497,770
97	Lee Murphy	Washington Fine Properties, LLC	6	\$7,179,000	13	\$16,223,500	19	\$23,402,500
98	Marjorie R Dick Stuart	Keller Williams Capital Properties	15	\$15,620,000	8.5	\$7,732,500	23.5	\$23,352,500
99	Pamela B Wye	Compass	12.5	\$11,263,545	10.5	\$12,062,500	23	\$23,326,044
100	Gary J Rudden	RE/MAX REALTY SERVICES	20	\$16,349,400	4	\$6,820,000	24	\$23,169,400
101	Amanda M Lasko	Redfin Corp	39.5	\$19,938,800	6	\$3,186,400	45.5	\$23,125,200
102	Joshua D Ross	RE/MAX Realty Services	9.5	\$10,996,000	12	\$12,045,900	21.5	\$23,041,900
103	Sergei A Goumilevski	RE/MAX Realty Services	20	\$8,349,824	23	\$14,655,300	43	\$23,005,124
104	John L Lesniewski	RE/MAX United Real Estate	47.5	\$17,798,276	12.5	\$5,079,200	60	\$22,877,476
105	Loic C Pritchett	TTR Sotheby's International Realty	12.5	\$11,449,438	13	\$11,413,400	25.5	\$22,862,838

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	James C. Peva	Washington Fine Properties, LLC	5.5	\$14,587,500	4	\$7,914,900	9.5	\$22,502,400
107	Marsha M Schuman	Washington Fine Properties, LLC	10	\$12,294,790	8	\$10,049,000	18	\$22,343,790
108	Cheryl R Leahy	Long & Foster Real Estate, Inc.	15	\$14,265,865	11	\$8,054,250	26	\$22,320,116
109	Todd A Vassar	Compass	6.5	\$3,715,963	20	\$18,479,648	26.5	\$22,195,612
110	Rex Thomas	Samson Properties	9	\$4,088,200	31	\$18,078,816	40	\$22,167,016
111	Patricia G Mills	RE/MAX Achievers	49	\$14,983,714	22	\$7,078,587	71	\$22,062,300
112	Laura W Steuart	Compass	8	\$10,489,000	9	\$11,553,500	17	\$22,042,500
113	Barbara C Nalls	TTR Sotheby's International Realty	13.5	\$12,035,900	10	\$9,882,500	23.5	\$21,918,400
114	Thomas F Faison	RE/MAX Allegiance	19	\$17,786,664	4	\$4,102,500	23	\$21,889,164
115	Eric M Broermann	Compass	9.5	\$5,441,363	21	\$16,388,300	30.5	\$21,829,664
116	Jennifer T Chow	Long & Foster Real Estate, Inc.	14.5	\$18,447,144	4	\$3,127,000	18.5	\$21,574,144
117	Mansour F Abu-Rahme	Compass	6	\$4,238,400	22	\$17,236,900	28	\$21,475,300
118	Leslie C Friedson	Compass	13	\$9,971,050	9.5	\$11,452,520	22.5	\$21,423,570
119	Carl G Becker	Premier Properties, LLC	11	\$10,161,900	10	\$11,087,000	21	\$21,248,900
120	Kenneth M Abramowitz	RE/MAX Town Center	21.5	\$8,333,350	32	\$12,904,899	53.5	\$21,238,248
121	Mark D McFadden	Compass	5.5	\$8,297,500	8	\$12,878,600	13.5	\$21,176,100
122	Monica Bryant	Redfin Corp	47	\$19,932,324	3	\$1,201,000	50	\$21,133,324
123	Cynthia L Howar	Washington Fine Properties, LLC	8.5	\$17,102,500	2	\$3,890,000	10.5	\$20,992,500
124	Eric Steinhoff	EXP Realty, LLC	29	\$13,657,350	13	\$7,261,218	42	\$20,918,568
125	Margot D Wilson	Washington Fine Properties, LLC	8	\$11,278,750	10	\$9,634,000	18	\$20,912,750
126	Michael J Schaeffer	Coldwell Banker Residential Brokerage	13	\$15,068,065	4	\$5,838,450	17	\$20,906,516
127	Farrah E Fuchs	Redfin Corp	45	\$18,121,428	6	\$2,606,400	51	\$20,727,828
128	Long T Ngo	Redfin Corp	0.5	\$122,500	42	\$20,582,358	42.5	\$20,704,858
129	Justin Kitsch	TTR Sotheby's International Realty	12.5	\$10,901,000	13	\$9,780,000	25.5	\$20,681,000
130	David R Bediz	Keller Williams Capital Properties	18	\$11,284,900	11	\$9,392,500	29	\$20,677,400
131	Kathleen A King	Washington Fine Properties, LLC	8.5	\$10,047,360	7	\$10,581,000	15.5	\$20,628,360
132	John Coleman	RLAH Real Estate	9	\$5,218,665	27	\$15,212,469	36	\$20,431,134
133	Daniel F Metcalf	Long & Foster Real Estate, Inc.	30.5	\$20,170,876	1	\$250,000	31.5	\$20,420,876
134	Katri I Hunter	Compass	6	\$4,230,000	21	\$16,085,850	27	\$20,315,850
135	Ginette R. Winston	Winston Real Estate, Inc.	15	\$10,119,505	14	\$10,148,000	29	\$20,267,504
136	Cara Pearlman	Compass	24	\$12,200,680	11	\$8,047,900	35	\$20,248,580
137	Thomas Lindsay Reishman	Compass	26.5	\$19,144,250	1	\$1,050,000	27.5	\$20,194,250
138	Ross A Vann	Compass	6	\$5,755,000	16	\$14,291,590	22	\$20,046,590
139	Mark C Lowham	TTR Sotheby's International Realty	1	\$5,500,000	2	\$14,250,000	3	\$19,750,000
140	Carmen C Fontecilla	Compass	24	\$11,741,625	14.5	\$7,958,650	38.5	\$19,700,276
141	Robert Crawford	Washington Fine Properties, LLC	13	\$10,699,125	4	\$8,869,790	17	\$19,568,916
142	Anne H Weir	Washington Fine Properties, LLC	5.5	\$12,786,250	3	\$6,780,000	8.5	\$19,566,250

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Sept. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Rheetuparna Pal Mahajan	Redfin Corp	0	\$0	37	\$19,485,996	37	\$19,485,996
144	Nicholas P Chaconas	Redfin Corp	32	\$14,003,300	7	\$5,240,500	39	\$19,243,800
145	Alecia R Scott	Long & Foster Real Estate, Inc.	24	\$10,666,938	21.5	\$8,418,500	45.5	\$19,085,438
146	Ioannis Konstantopoulos	Compass	18	\$8,478,396	14	\$10,307,298	32	\$18,785,694
147	Andrea S Alderdice	Long & Foster Real Estate, Inc.	14	\$11,676,650	10	\$7,055,500	24	\$18,732,150
148	John M Barry Jr.	Compass	15.5	\$9,011,300	13	\$9,696,250	28.5	\$18,707,550
149	Seth S Turner	Compass	11.5	\$7,285,250	18.5	\$11,409,905	30	\$18,695,156
150	Keith James	Keller Williams Capital Properties	7.5	\$2,501,738	44	\$16,190,875	51.5	\$18,692,612
151	Kathy Xu	RE/MAX Realty Group	17	\$9,226,500	15	\$9,400,350	32	\$18,626,850
152	Lynda O O'Dea	Long & Foster Real Estate, Inc.	3	\$5,228,000	10	\$13,370,000	13	\$18,598,000
153	Corey J Lancaster	EXIT Right Realty	28	\$8,662,940	28	\$9,928,200	56	\$18,591,140
154	Marin Hagen	Coldwell Banker Residential Brokerage	6.5	\$8,718,000	8	\$9,801,000	14.5	\$18,519,000
155	Daniel B Register IV	Northrop Realty, A Long & Foster Company	65.5	\$16,934,668	3	\$1,544,900	68.5	\$18,479,568
156	Casey C Aboulafia	Compass	7.5	\$6,069,950	16	\$12,386,900	23.5	\$18,456,850
157	Molly O Branson	RLAH Real Estate	20.5	\$14,183,950	9	\$4,265,000	29.5	\$18,448,950
158	John J Lavery	Mid-Atlantic Builders Realty, Inc	2	\$997,181	32	\$17,442,816	34	\$18,439,996
159	Debra P Noone	Redfin Corp	47	\$17,445,500	2	\$904,543	49	\$18,350,044
160	Joseph C Mascio	Redfin Corp	34	\$17,722,900	1	\$606,000	35	\$18,328,900
161	John T Pruski	Jack Realty Group	5	\$7,727,000	9	\$10,538,000	14	\$18,265,000
162	Koki Waribo Adasi	Compass	18	\$11,228,250	8	\$6,949,899	26	\$18,178,148

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Dominique Rychlik	Long & Foster Real Estate, Inc.	12	\$11,499,000	6	\$6,625,000	18	\$18,124,000
164	Claudia B Donovan	Compass	9.5	\$10,804,745	6.5	\$7,245,000	16	\$18,049,744
165	Steve C Agostino	Compass	13	\$14,211,000	3	\$3,745,000	16	\$17,956,000
166	Kelly W Williams	TTR Sotheby's International Realty	12	\$11,884,438	5	\$6,065,000	17	\$17,949,438
167	Annette H Sante	Redfin Corp	38	\$15,877,800	5	\$2,052,800	43	\$17,930,600
168	Jason E Townsend	Keller Williams Capital Properties	14	\$9,051,635	14.5	\$8,852,275	28.5	\$17,903,910
169	Michael J Matese	Compass	11	\$14,003,000	4	\$3,864,000	15	\$17,867,000
170	Adewemimo D Collins	Redfin Corp	51	\$17,790,580	0	\$0	51	\$17,790,580
171	Elizabeth M Burrow	Keller Williams Realty Centre	23	\$11,522,925	12	\$6,244,322	35	\$17,767,248
172	Robert Hryniewicki	Washington Fine Properties, LLC	6	\$11,390,750	5	\$6,309,000	11	\$17,699,750
173	Ronald S Sitrin	Long & Foster Real Estate, Inc.	18.5	\$13,919,800	3.5	\$3,700,500	22	\$17,620,300
174	Mitchell J Toland Jr.	Redfin Corp	29	\$10,963,400	20	\$6,591,845	49	\$17,555,244
175	Elizabeth J D'Angio	Washington Fine Properties, LLC	6	\$9,682,540	5.5	\$7,543,581	11.5	\$17,226,122
176	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	24	\$10,701,315	12	\$6,504,500	36	\$17,205,816
177	Xuri Wang	Hometown Elite Realty LLC	7	\$4,661,900	13	\$12,462,250	20	\$17,124,150
178	Lise Courtney M Howe	Keller Williams Capital Properties	19	\$10,030,500	13	\$7,043,900	32	\$17,074,400
179	James E Brown	Turning Point Real Estate	14	\$7,300,550	17	\$9,746,000	31	\$17,046,550

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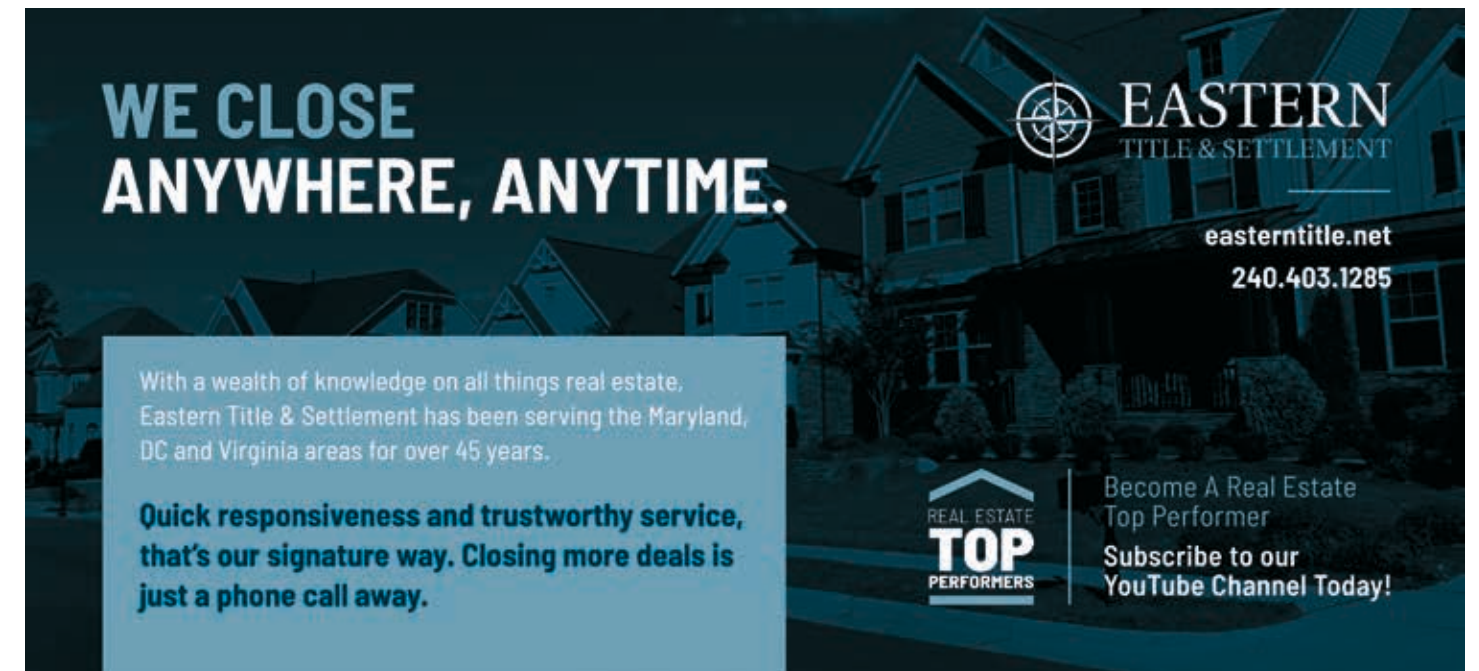
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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Sept. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Aret Koseian	Compass	6.5	\$3,130,500	27	\$13,915,800	33.5	\$17,046,300
181	Todd C Harris	Long & Foster Real Estate, Inc.	12	\$9,954,500	10	\$7,079,000	22	\$17,033,500
182	Craig O Smith	Redfin Corp	39	\$16,057,499	1	\$955,000	40	\$17,012,500
183	Barbara A Ciment	Long & Foster Real Estate, Inc.	23	\$8,409,000	18	\$8,575,000	41	\$16,984,000
184	William T Gossett	Washington Fine Properties, LLC	7.5	\$10,878,000	5	\$5,955,900	12.5	\$16,833,900
185	Annabel D Burch- Murton	Compass	10	\$9,449,650	6	\$7,345,000	16	\$16,794,650
186	Linda Pettie	Coldwell Banker Residential Brokerage	6	\$6,294,500	7	\$10,434,450	13	\$16,728,950
187	Gladwin S D'Costa	Maryland REO Realty, LLC	75	\$16,672,535	0	\$0	75	\$16,672,535
188	Anthony Mason	Keller Williams Preferred Properties	24.5	\$9,340,260	21	\$7,288,870	45.5	\$16,629,130
189	Ethan F Drath	Washington Fine Properties, LLC	1	\$1,345,000	10	\$15,159,000	11	\$16,504,000
190	Melissa G Bernstein	RE/MAX Realty Group	18	\$10,169,850	8	\$6,327,562	26	\$16,497,412
191	David A Ehrenberg	Redfin Corp	2	\$524,500	30	\$15,916,910	32	\$16,441,410
192	Edward Slavis	S&G Realty	16	\$11,092,998	10	\$5,340,415	26	\$16,433,413
193	Jeremy E Lichtenstein	RE/MAX Realty Services	10	\$10,773,330	5	\$5,610,000	15	\$16,383,330
194	Kenneth A Grant	RE/MAX Plus	7	\$3,447,900	42	\$12,900,550	49	\$16,348,450
195	Kerry E Fortune	Washington Fine Properties, LLC	8.5	\$7,831,859	5.5	\$8,456,750	14	\$16,288,609
196	Elizabeth M Brent	GO BRENT, INC.	24	\$16,256,250	0	\$0	24	\$16,256,250
197	Michael Gailey	Compass	8.5	\$4,708,500	14	\$11,545,300	22.5	\$16,253,800
198	Vincent E Hurteau	Continental Properties, Ltd.	14	\$7,200,400	12	\$8,883,000	26	\$16,083,400
199	Justin Thomas Difranto	TTR Sotheby's International Realty	7	\$13,259,450	2	\$2,822,500	9	\$16,081,950
200	Jennifer Felix	Urban Pace, a Long & Foster Company	10.5	\$14,528,050	0.5	\$1,512,500	11	\$16,040,550
201	Marilyn G Charity	Washington Fine Properties, LLC	6.5	\$14,940,000	2	\$1,074,000	8.5	\$16,014,000
202	J P Montalvan	Compass	12.5	\$6,430,600	15.5	\$9,572,400	28	\$16,003,000
203	Kenneth C Germer	Compass	14	\$10,353,611	8.5	\$5,551,900	22.5	\$15,905,511
204	Nicholas W Poliansky	Keller Williams Preferred Properties	35	\$11,361,200	14	\$4,479,600	49	\$15,840,800
205	Yvonne T Lee II	RE/MAX Allegiance	19	\$8,280,247	22.5	\$7,527,240	41.5	\$15,807,487
206	Margaret M Ferris	Compass	6	\$7,170,500	13	\$8,601,180	19	\$15,771,680
207	JT Powell	Coldwell Banker Residential Brokerage	42	\$13,818,105	3	\$1,934,900	45	\$15,753,005
208	Susan G Maguire	Washington Fine Properties, LLC	5.5	\$9,615,000	5	\$6,074,740	10.5	\$15,689,740
209	Kevin Gray	Compass	12.5	\$9,289,450	10	\$6,320,400	22.5	\$15,609,850
210	Rebecca J Love	Redfin Corp	1	\$418,000	19	\$15,165,775	20	\$15,583,775
211	Meredith M Fogle	Old Line Properties	20.5	\$12,328,500	4	\$3,220,000	24.5	\$15,548,500
212	John P. R. Lee	RE/MAX Success	14.5	\$10,723,389	7	\$4,807,020	21.5	\$15,530,409
213	Alyssa A Crilley	Washington Fine Properties, LLC	7.5	\$8,934,500	6	\$6,583,000	13.5	\$15,517,500
214	Robert G Spicer	Spicer Real Estate	12	\$6,059,000	9	\$9,438,600	21	\$15,497,600
215	Toni A Ghazi	Compass	5	\$1,925,500	15.5	\$13,552,400	20.5	\$15,477,900
216	Natalie Erin Perez	Donna Kerr Group	26.5	\$14,487,561	1	\$975,000	27.5	\$15,462,561

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Amy E Wease	RLAH Real Estate	13	\$7,333,030	14	\$8,111,285	27	\$15,444,315
218	Thomas S Buerger	Compass	13	\$7,235,000	15	\$8,206,200	28	\$15,441,200
219	Bobbi Prescott	RE/MAX Results	33	\$12,471,550	8	\$2,940,390	41	\$15,411,940
220	Wendy Slaughter	Elevate Real Estate Brokerage	16.5	\$7,866,610	17	\$7,513,394	33.5	\$15,380,004
221	Heidi E Hatfield	Washington Fine Properties, LLC	2.5	\$3,600,000	3	\$11,775,000	5.5	\$15,375,000
222	Cynthia T Grimes	J&B Real Estate	40	\$10,506,500	16.5	\$4,813,200	56.5	\$15,319,700
223	Renee M Peres	Compass	12.5	\$7,785,500	10	\$7,517,900	22.5	\$15,303,400
224	Fleur V Howgill	TTR Sotheby's International Realty	7	\$6,932,500	11	\$8,346,800	18	\$15,279,300
225	Cheryl A Kurss	Compass	8	\$7,417,000	6.5	\$7,859,350	14.5	\$15,276,350
226	Brandon Hoffman	Redfin Corp	34.5	\$15,267,470	0	\$0	34.5	\$15,267,470
227	Kimberly D Heath	Redfin Corp	3	\$1,138,900	28	\$14,109,709	31	\$15,248,609
228	James E Gregory	Washington Fine Properties, LLC	4.5	\$3,360,450	15	\$11,875,350	19.5	\$15,235,800
229	Brian Smith	Compass	7	\$8,239,995	8	\$6,989,887	15	\$15,229,882
230	Faith M Rosselle	Rosselle Realty Services	49	\$14,545,653	2	\$659,850	51	\$15,205,503
231	Dana S Scanlon	Keller Williams Capital Properties	12	\$7,896,532	10.5	\$7,296,550	22.5	\$15,193,082
232	Nadia B Nejaime	Compass	7	\$6,560,100	9	\$8,626,240	16	\$15,186,340
233	Richard A Fox	RE/MAX Realty Centre, Inc.	11	\$4,421,423	23.5	\$10,762,450	34.5	\$15,183,872

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Sept. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Brittany Allison	Compass	11	\$7,388,800	10	\$7,762,615	21	\$15,151,415
235	Katie R Nicholson	RE/MAX Plus	22.5	\$10,364,550	11.5	\$4,731,399	34	\$15,095,949
236	Andrew J Hopley	Keller Williams Realty Centre	14.5	\$6,164,300	19	\$8,915,400	33.5	\$15,079,700
237	Susan B Leavitt	Compass	7.5	\$7,828,514	8	\$7,163,400	15.5	\$14,991,914
238	Andrew Essreg	RLAH Real Estate	10	\$5,732,000	13	\$9,208,182	23	\$14,940,182
239	Anne-Marie R Finnell	TTR Sotheby's International Realty	12.5	\$8,726,500	5.5	\$6,196,276	18	\$14,922,776
240	Elizabeth A Hughes	Compass	9	\$9,384,000	7	\$5,514,600	16	\$14,898,600
241	Jill C Coleman	RE/MAX Realty Centre, Inc.	27	\$9,851,099	10	\$5,037,480	37	\$14,888,579
242	Amalia B Morales Garicoits	RLAH Real Estate	4	\$2,332,500	16	\$12,488,900	20	\$14,821,400
243	Traudel Lange	Compass	8	\$10,047,000	2	\$4,642,500	10	\$14,689,500
244	Christopher R Sanders	Compass	4	\$2,529,000	14	\$12,080,579	18	\$14,609,579
245	Mynor R Herrera	Keller Williams Capital Properties	28.5	\$12,141,535	6	\$2,446,814	34.5	\$14,588,349
246	Richard Michael Morrison	Redfin Corp	0	\$0	24	\$14,485,000	24	\$14,485,000
247	Joshua J Harrison	Washington Fine Properties, LLC	2.5	\$1,878,450	13.5	\$12,525,640	16	\$14,404,090
248	James A Grant	Keller Williams Capital Properties	3	\$2,822,500	14	\$11,570,000	17	\$14,392,500
249	Maribelle S Dizon	Redfin Corp	8	\$2,723,400	23	\$11,628,600	31	\$14,352,000
250	Kimberly N Fallin	Redfin Corp	30	\$14,347,830	0	\$0	30	\$14,347,830

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