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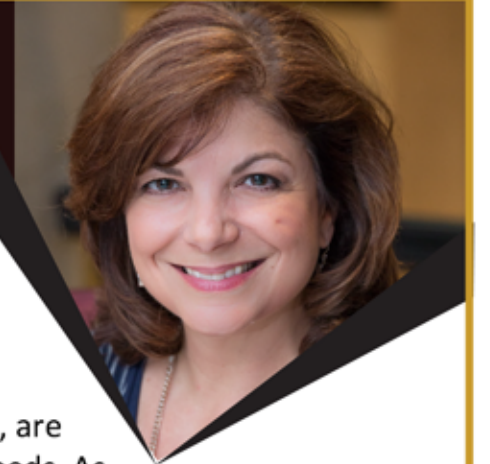
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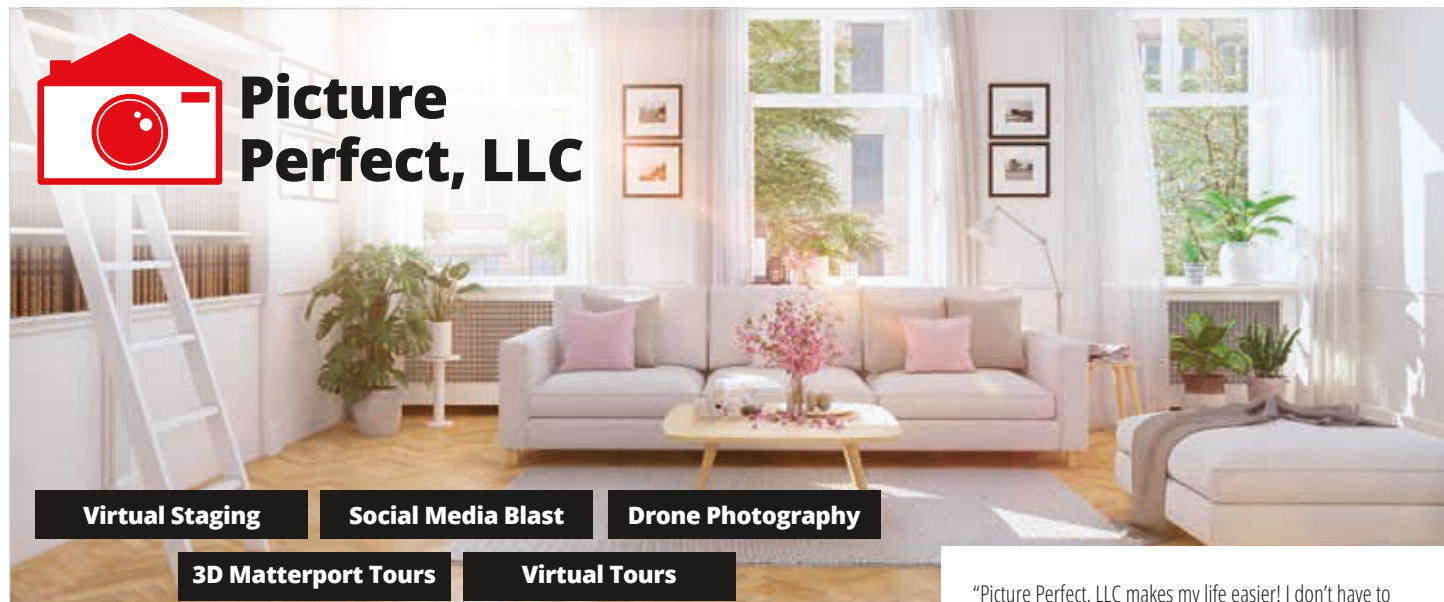
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▶ publisher's note

This month our magazine is highlighting cancer awareness. Cancer is one of those things you don't think will happen to you or someone you love until it does. In the early fall of 2013, I found out I had cervical cancer which would require extensive chemotherapy and radiation (internal and external) treatment. Hearing the diagnosis of cancer is like getting punched in the gut and you lose your breath. I think the kicker for me was that my wife, Kellie, was also six months pregnant with our little girl Avery. It was NOT how we were supposed to celebrate the addition to our family, but Kellie proved to be the rock she normally is and handled it with more strength than I think was humanly possible.

Cancer interrupts your life, and sarcastically, I have to say it's a bitch to work around. I had chemo treatments once a week, and the rest of the week I walked around in a complete fog. I had believed that I would still be working and functioning normally, and oftentimes I did, but oh man...when the chemo fog hits, you really can't do much more than just sit down and rest. On Halloween, my lab work came back indicating I was down a few pints of blood, so the hospital gave me a blood transfusion to perk me up a bit. Kellie had a bit of fun with that one as she told everyone how I was a real-life vampire!

Cancer also impacts your family and friends. The phone calls to loved ones were some of the hardest. The reactions felt were either sadness, anger, empathy, or emptiness. Some just completely lost it on the phone, and when they lost it, I lost it and it would turn into an awful crying mess. Others drifted off and didn't maintain contact during the entire treatment process. Cancer is scary, so oftentimes people run from scary things. At first, I was upset, but now I completely understand and I'm not upset with them for it. I think the hardest part of cancer is the impacts on your immediate family. Kellie now had to drive me to appointments almost every single day. She had to deal with all of my stages of grief and also had to manage the daily/weekly calls to friends and family about the progress. She did all of this while pregnant and handling a full-time job in the Navy. God bless the

woman! Also, I want to give a shout out to my BFF, Brooke! She drove all the way down from NYC to sit with me during some of my treatment and gave Kellie a bit of a break. I will always cherish the love that I have for that woman. Thank you, Brooke!

I was one of the lucky ones! Treatment worked for me. The tumor started shrinking, and my body was responding. As I was approaching the end of my treatment protocol, Kellie became preeclamptic and Baby Avery made her way into the world a whole month early. She was 4 pounds, 14 ounces of pure joy. Though her timing seemed early, she came exactly when she was supposed to. You see, after you complete cancer treatment, you are left with this complete worry between checkups. You start fearing that each time you see the doctor you will be told the cancer is back and that the treatment failed. Thankfully for me, I had a little girl that demanded all of my attention, and I had very little time to dwell on the scary negative. She kept me on my toes and helped bring back my spark. The doctors may have healed my body, but that little girl healed my spirit.

This year marked five years cancer-free. I rang the bell at the hospital, Avery celebrated her 5th birthday, and we continue to celebrate life to the fullest. My biggest takeaway from cancer is that you can't sit back and wait for life. You have to go after it. You have to continue to cherish and not take it for granted. Life is, after all, worth living!

Once again, thank you for reading! I'll see you at the upcoming Mastermind on October 7.

With Gratitude,



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Kristin Brindley

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My biggest takeaway from cancer is that you can't sit back and wait for life. You have to go after it. You have to continue to cherish and not take it for granted. Life is, after all, worth living!

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GET SEEN IN 2019

Publicity

By Christina Daves



How to Pitch the Media

In this column, I've shared many ways to come up with creative, newsworthy ideas, but we haven't talked about how you actually pitch the media. The Get PR Famous Formula is a three-step system that almost always ensures success when you do it consistently.

- Step 1: Have a newsworthy story idea.
- Step 2: Create a great hook so the journalist will read your email.
- Step 3: Pitch the *right* journalist (i.e., the one who covers real estate).

Now that you have all of the steps in place, what exactly should you do? Formulate a short email that consists of a two- to three-sentence introduction that tells the journalist exactly what your idea is. Support it with a few bulleted facts or statistics.

Sign the email and put a line under your name and include a short bio

on why you have expertise on this subject matter.

If a photograph is applicable, include that.

Put your great hook in the subject line and send it off to the real estate journalist.

After two to three days, follow up with a phone call referencing your email. If leaving a voicemail, let them know you will re-send it so it's fresh in their inbox. In the email, share that you just left them a message. Always offer your cell phone number so they can reach you directly.

It's very important that you pitch consistently to stay front of mind with a journalist. Pitch different stories every month. Your story idea might be great, but it might not fit into the

content they are currently covering. Most journalists keep a file of good story ideas, so you might hear back in a month, even a year.

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ALIVE

...

"I've faced a lot of loss and obstacles, like so many others, and I have been able to come out better each time. It takes a little longer to bounce back as I get older, but I still have a lot of fight left in me."

Six years ago, Judy Glazer was diagnosed with stage I breast cancer. Judy always had a sense of joy and pride in her health and body. At the time, she was at the peak of athletic performance, having completed a marathon recently.

When the diagnosis came down, "I had a moment of complete denial and disbelief," Judy reflects. "I would suspect everyone who hears 'you have cancer' does. I thought, 'That's not right; it can't be cancer.'"

It turned out that Judy was half right. She had a benign cyst that was housing some cancer cells. According to her doctors, less than 1 percent of all cancers present this way.

"Not the 1 percent group I was hoping to be in," Judy quips.

Judy went on to have two lumpectomies — a procedure that she recalls as being far more invasive than it sounds. "I mean, it's not a mastectomy, but there are copious amounts of breast tissue removed. It's not just the lump that's being excised."

After weeks of accelerated radiation, Judy was tumor-free, and the dust finally began to settle. In this space, she began to focus on the aesthetic nature of her body as a result of the procedure.

"I could no longer wear clothes as I could before. There was no symmetry in my breasts, so cute sundresses and tops were out. Forget anything sexy. Oh, and then there was the whole getting naked in front of a new partner. As if getting back on the



'saddle' after 25 years of marriage wasn't hard enough. I now had to tackle the dating jungle without all of my man-hunting equipment intact."

Being outwardly focused for much of her life, Judy decided to have augmentation surgery to correct her "problem." After two surgeries, she was finally happy with her body again.

"I was thrilled. I could wear T-shirts and tops with no bra. I felt sexy again! It was so wonderful until it wasn't. I started to have pain under my radiated breast. Sores started to form; and soon, the implant became exposed. I called my plastic surgeon who had me come to his office where he proceeded to remove the implant."

It was back to square one.

Through all of the challenges, Judy began to learn it's more than okay to be

exactly who she is. Today, she's happy with her body and says she may never have any more work done to "fix" her issues.

"Would I love to be able to wear whatever I want with ease? Of course. But, this does not and never will define me again. I am more than the sum of my external parts," Judy proclaims.

And after all these years, she's cancer-free.

"I survived f**king cancer!" she exclaims. "If I am okay with how I look, then so should you. I'm alive!"

Judy and her late husband, Paul, have a son, Cory, and a daughter, Nicole. While her husband has passed, his legacy lives on through Judy, through their children, and through all of those he touched.

In real estate and in life, Judy is slowly learning how to let go. "When you reach the end of your rope, tie a knot in it and swing!" Judy says enthusiastically. "Just when you think you have had about all you can take and you want to give up — don't! Find the humor, joy, and fun in life, and let go!"

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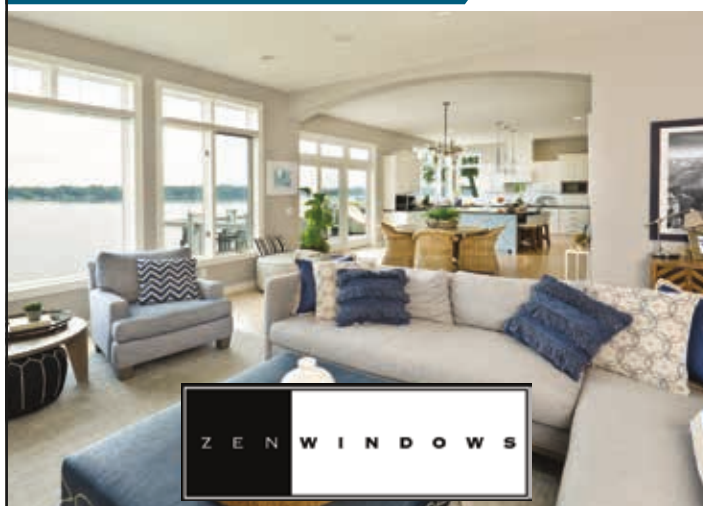
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Sandi Thompson, Travena Bunn,
Jerrise Spencer & Barbara Spencer.



The Buyer's Specialist

► rising star

By Zachary Cohen
Photos by A. Claire Vision Photography

“Handing that child their diploma is the same as handing my buyer the keys to their new home.”

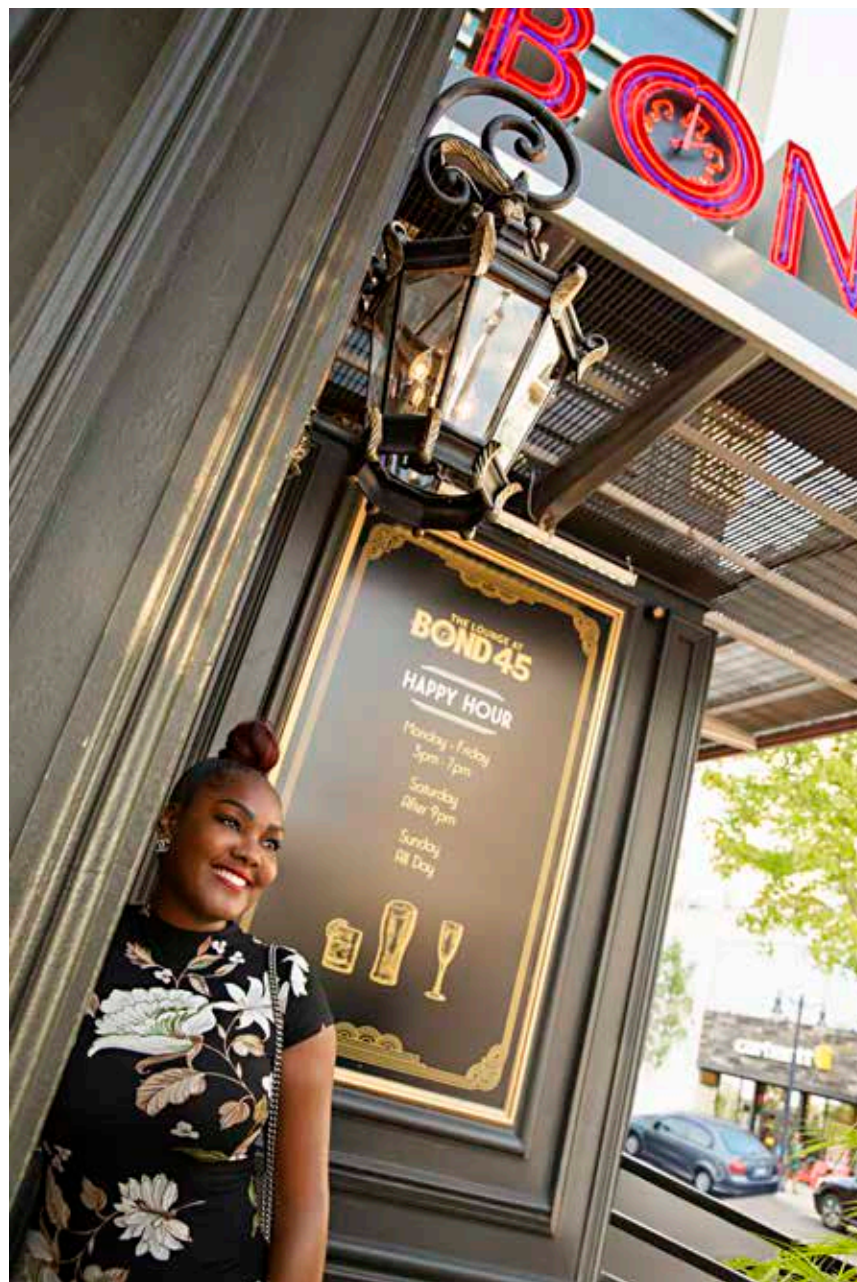
After 17 years as a teacher and educator, three years ago, Jerrise Spencer decided to become an educator of a different type: A real estate agent. She has quickly discovered that the skills she learned as an educator in the school system translate flawlessly to her work in real estate.

“There is a difference between a teacher and an educator,” Jerrise emphasizes. That is why throughout her professional career, from the classroom to the real estate office, Jerrise has focused on keeping herself squarely on the side of “educator.”

“Teachers make great agents because we’re patient and methodical,” Jerrise adds. “I realized my passion for education could transfer over to real estate.”

Jerrise found it was a smooth transition from the classroom where she educated children to educating adults about the home buying and home selling

...



I closed about 60 deals with only buyers. In this real estate field, they teach you to leverage listings, to be a listing agent, and work with sellers. [They say,] 'Buyers run you around and take up so much time.' But I jumped in, and I realized I loved working with buyers. My success last year was all because of them."

It is Jerrise's strong passion for education that drives her business forward. It's that passion that allows her to have a strong connection to buyers because they are often the ones who need the most education. "And buyers are the ones who will always remember you," Jerrise says.

The Future is Bright

Jerrise is a mother of one and grandmother of three. She's a young grandma after becoming a mother at 17. She put herself through college, obtained a master's degree, and built a stable career in the education field. She even bought her first home at 22. She's been practicing how to balance work and family time for over two decades.



My family is my big "WHY!" I do this for them! Jerrise Spencer, Riley Larios Webster, Barbara Spencer, Treyvon Webster, Cornell Posey

Looking ahead, Jerrise has big goals. In 2019, she is aiming for 80 transactions. In the years ahead, she hopes to build a team of real estate experts that can dominate the market. And while she's formed a specialty working with buyers, Jerrise is working to open up her business to more sellers.

"I know I can improve in getting more listings. It's an area where I'm building confidence. I want to be able to compete," she explains. "I want to be able to take on anyone who needs me, whether they are buying or selling. I don't want to limit myself."

Whether she's working with buyers, sellers, or at home with her family, Jerrise is focused on the type of success that enables others to be their best selves.

"That's what makes me feel successful: being able to empower others," she expresses. "Good, better, best. May you never rest until your good is better and your better is best."

process. She's doing the same work she's always done: walking others through a process, slowly, patiently, and with care.

The Buyer's Specialist

"I loved educating children...And, I love educating first-time homebuyers," she professes.

Jerrise has found a niche working with homebuyers — many of whom are first-time homebuyers — during her first two years in real estate. Since

getting her start in February 2017, she has steadily climbed the real estate rankings. She earned Rookie of the Year in 2017, while still working as a full-time educator. In 2018, she was ranked the No. 1 individual agent in her market center by Keller Williams Preferred Properties closing over \$17 million in transactions. In 2018, all of her deals were with buyers.

"I want to let people in the real estate world know that an individual lead buyer's agent can kick butt. Last year,

Kasey Martin

Mortgage Loan Officer
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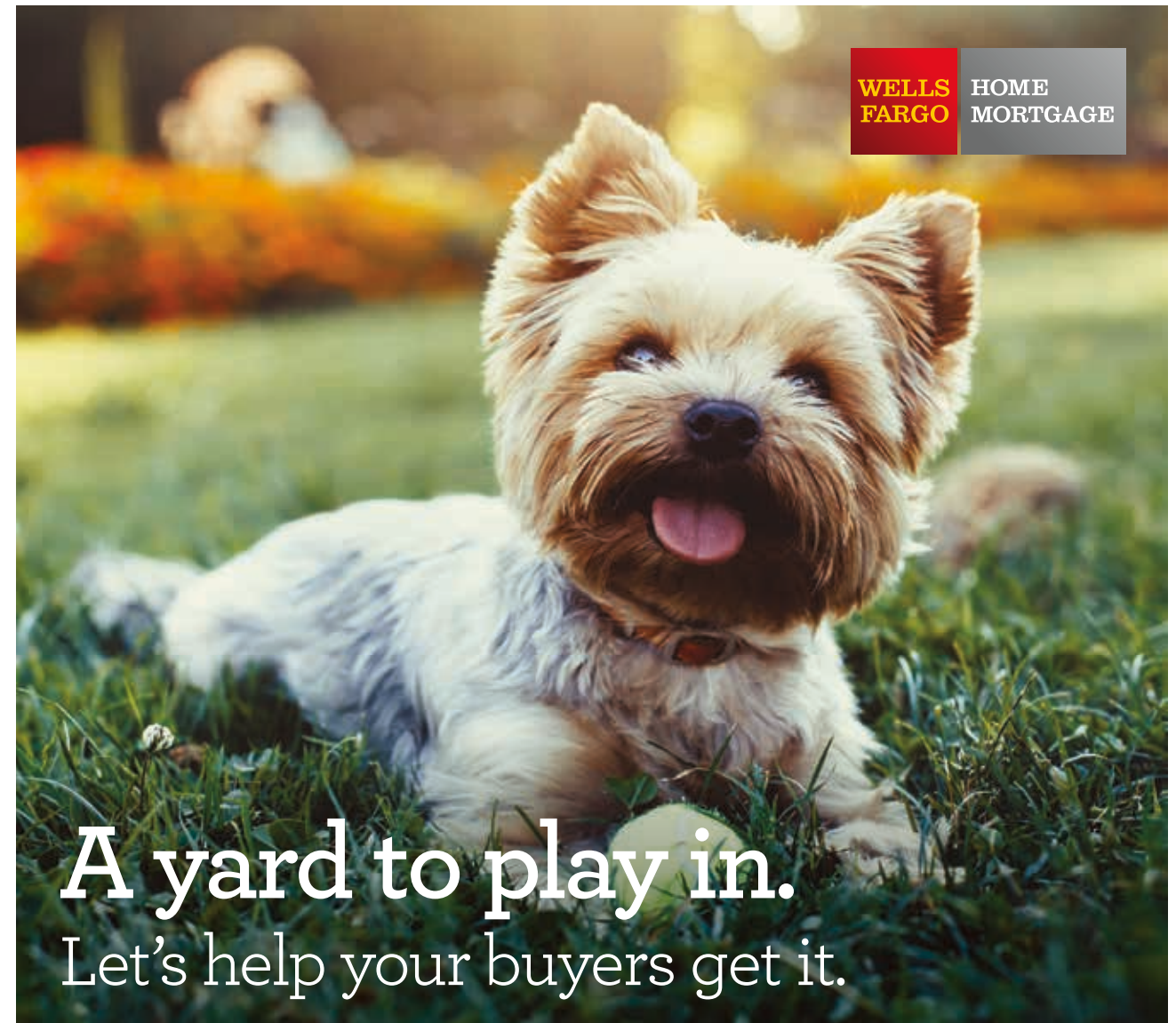
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Chrissy & Steve Summers

STEVE & CHRISSEY SUMMERS

— THE MORTGAGE LINK, INC. —



Summers Team

— TRUE WASHINGTONIANS —

▶ partner spotlight

By Zachary Cohen | Photos by Ryan Corvello Photography

“We believe real estate is local,”
Steve Summers begins.

Both born and raised right here in Washington, DC, Steve and Chrissy Summers, of The Mortgage Link, Inc., know what it means to be a true, local Washingtonian. In a city that has become, in many ways, transient, Steve and Chrissy are like anchors, deeply rooted in their hometown community.

“It’s somewhat uncommon for us both to be born and raised in Washington all 52 years of our lives. We’ve grown up here, lived here, raised our children here,” Steve shares. “This has been our community all of our lives.”

Steve goes on to note that with all of the national players in the mortgage world, there is still tremendous value in working with a local company. Steve

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...

and Chrissy have an intimate understanding of the market and the area.

“This is where we live, and this is where we are going to live. This place becomes a part of you,” smiles Steve.

Beginnings

Steve and Chrissy both got into the mortgage industry in the early ‘90s. Back in 1992, Steve was working in insurance and had a few friends that were working in mortgages. With some convincing, he decided to give mortgages a shot and found great success. In 1996, he started The Mortgage Link.

Chrissy worked in 1989 as a real estate paralegal for a local firm. She went on to work in wholesale mortgage sales for 20 years, which included a year in the mortgage insurance space. In 2016, she officially joined her husband at The Mortgage Link.

The Mortgage Link

“We’re a local mortgage lender licensed in seven states,” Chrissy explains. “We are relationship-driven. Most of what we do is by referral, so relationships are extremely important to us.”

Steve and Chrissy separate themselves from their peers in two critical ways: Availability and knowledge.

“I’m available 24/7,” Steve affirms. “Dealing with as many agents as we’ve dealt with, it’s amazing how when they get into a situation, they need to get a hold of me. National brands may not have any direct contact. They are a little removed. Having our availability for an agent is important.”



Availability and a relationship-driven mentality are the values Steve has brought to the industry for over two decades. Chrissy adds, “I think the most important advantage we possess is the knowledge we have. We are incredibly knowledgeable. I’ve been on both sides of the fence, working with large lenders, too. We can find the best fit for the consumer that works for them.”



“

We want to raise our kids to be great contributors to society, and we want to run a successful business. Success is something we’re always striving for, personally and professionally. We both have that same perspective.

Working Together, Living Together

Steve and Chrissy not only run The Mortgage Link together, but they’ve lived their lives side by side, raising their two girls, Haley and Morgan, and building a life for themselves in their hometown. Working together isn’t always easy for couples, but Steve and Chrissy seem to have it down.

“We’re not trying to make it sound easy, but it’s kind of easy for us,” Steve laughs.

“We don’t always agree with everything, and that works,” Chrissy chimes in. “We feed off of each other. It’s awesome. We love it.”

Steve and Chrissy always looked at the job of raising their girls as something that they do together. When it comes to business, they take the same approach — it’s something that they do together.

“We have the same goal in mind,” Steve reports. “We want to raise our kids to be great contributors to society, and we want to run a successful business. Success is something we’re always striving for, personally and professionally. We both have that same perspective.”



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What is your favorite book and why?



AMY GOLDSTEIN
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Many Lives, Many Masters; a good easy read that makes your jaw drop at the same time!



RYAN CORVELLO
RYAN CORVELLO PHOTOGRAPHY

Sphere by Michael Crichton.



SAMER KURAISHI
THE ONE STREET COMPANY

The Art of War. You never know what will come at you, but if you are always prepared, you will not be surprised.



STACY ALLWEIN
CENTURY 21 REDWOOD REALTY

My favorite book is Jon Gordon's *The Energy Bus*. This book has had such an impact on me, and I've taken little steps and made big changes both in my personal life and business based on the rules of *The Energy Bus*. It's all about fueling your bus with positive energy and not tolerating energy vampires. When I've applied these rules, it's helped me move mountains.



MARIA KOLICK
RE/MAX REALTY CENTRE, INC.

I read a lot. The best book I ever read and continue to read is the *Bible*. Everything you could ever want to know about life and business is in there. It's amazing.

I also love *The E Myth Revisited*. Every entrepreneur should read that book.

The Circle Maker by Mark Batterson. Beautiful book on setting goals and lots of other great stuff, plus he is local and in DC.



KATHY BYARS
MCENEARNEY ASSOCIATES, INC.

One of my new favorite books is *Grandma Gatewood's Walk* by Ben Montgomery (Pulitzer Prize finalist).

It is a nature/biographical book, beautifully written, and so inspiring. A 67-year-old woman (and mother of 11) sets off to walk the entire Appalachian Trail in 1955. Her survivorship skills, love of nature, and faith are amazing. A recap of U.S. history goes along with this great read. A real gem and must-read!



MELINDA ESTRIDGE
LONG & FOSTER REAL ESTATE

Favorite book of all time is *To Kill a Mockingbird*. Although I read it in junior high, it was eye-opening about racial prejudice, social injustice, bullying, and good parenting. It was a book about doing the right thing in life and standing up for those less fortunate than you. I have tried to live my life that way.



JOHN LESNIEWSKI
RE/MAX UNITED REAL ESTATE

Think and Grow Rich by Napoleon Hill. It's motivational/inspiring and keeps me in a positive vibe.



JOSH GREENE
EASTERN TITLE & SETTLEMENT

10x by Grant Cardone. It gets you in the mindset to make money and spend money.



LORI MAGGIN
COAKLEY REALTY, INC.

I have so many favorite books; it's hard to pick just one. With that said, I loved *Elephant Company*.

It's the amazing true story of a British man, Billy Williams, whose craving for the company of elephants takes him to colonial Burma in 1920 to work for a teak company that uses elephants to haul logs through the jungle. His sensitivity and love for these great animals give him new insights into their care and a keen understanding of their intelligence and courage. Overall, this is a fascinating and inspiring story about one man's courage and leadership in a part of the world seldom visited or written about.

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CANCER AWARENESS

*Inspiring Stories From
Our Community*

October is National Breast Cancer Awareness Month, which reminds us to salute breast cancer survivors, as well as all those who have struggled with cancer. The courage and determination to beat the odds shown by cancer survivors in our *Real Producers* community are awe-inspiring. That many have forged ahead with their businesses regardless is simply stunning. We are proud to share a few of their stories.

Melanie Gamble
eXp Realty, LLC



Melanie Gamble

Type of cancer?
Breast.

Are you currently in treatment?
No.

Please tell us your story.

I was diagnosed with breast cancer in March 2009, the height (tip) of the Great Recession. It was just one month after the brokerage I was working for went out of business. It was stage II, and it had traveled to my lymph nodes. I was advised to have chemotherapy and radiation. I endured both and have been cancer-free for the past 10 years. This actually marks my 10th year.

While I was on “sabbatical” during 2019, I started my brokerage and went full steam ahead in my pursuit of becoming a sought after REO agent in the Maryland/DC and Virginia region.

Did you continue to sell real estate during treatment?

Yes, but not much. I had some listings on the books when I started, and I worked with one buyer.

Have you recovered, and how has it affected your business?

I have fully recovered, and it took my business to an entirely different level.

I had drive and determination like never before. My goal was to crack into the REO business, and I was able to bust the door down by becoming a subcontractor for HUD, Freddie Mac, Fannie Mae, Bank of America, and a host of others.

If you had to take time off from work, how long did you take?

I call 2009 my “year of sabbatical” because I didn’t work most of the year.

What is your favorite quote?

Almost all of Vince Lombardi’s quotes, but my favorite as it relates to my business is: “The only place success comes before work is in the dictionary.”



Adam Gelb

Long and Foster Real Estate

Type of cancer?

Colon.

Are you currently in treatment?

All finished.

Please tell us your story.

In August 2016, I went in for a routine colonoscopy and cancer was found. I had surgery in October but experienced complications that required emergency surgery eight days later. I had to have a colostomy bag attached, and that was a part of me for five long months. After that was removed, I was told I was clean. I had follow-up visits every three months with the oncologist. In April 2018, my blood work came back showing the cancer had returned. I went to Johns Hopkins in Baltimore, and they took control. I started radiation and chemo in May, which lasted six weeks. I took off six weeks and started intensive chemo in August. That will wipe you out. In November 2018, I had surgery, and they rooted around in there and made sure they got every last bit of cancer. I was put back on a colostomy bag and told that if everything was clear, I would have the bag removed in three months. Three months to the day, I had surgery to remove the bag. I now continue my routine of three-month visits with the oncologist. A long process that zapped me of strength, I lost 30 pounds and was constantly exhausted. Now, of course, the weight has come back, I am working on my stamina and strength.

Did you continue to sell real estate during treatment?

I continued to sell real estate. Cancer doesn't pay the bills.

Have you recovered, and how has it affected your business?

I have recovered, and I never let it affect my business.

If you had to take time off from work, how long did you take?

I committed to keeping my business and social life unaffected by my treatment. I was slower and more tired, but I kept pushing on. While I was in chemo and radiation in Baltimore five days a week, I would come into the office in the afternoon. I even played golf the day after an intensive chemo treatment in August. Maybe not the best decision, but I was determined to keep my life as normal as possible.

What is your favorite quote?

#Fccancer



Adam Gelb

Eva Benedict for Holly Francis O'Neill

Eva of Town & Country Movers, Holly of My Marketing Matters

Type of cancer?

Holly was diagnosed with stage III breast cancer that went metastatic.



Eva Benedict and Holly Francis O'Neill

Please share your story.

I met Holly when I was 13 years old, and she immediately became my best friend. She never let physical distance get in the way of our friendship, and she made sure to write me weekly letters and attach updated pictures when I moved from Maryland to Illinois. She completely included me in every aspect of her life so I never felt like I was missing out. I was her maid of honor, and she was my matron of honor. Every time we got together, we would make each other cry from laughter. She was also the type of person that you could pour your heart out to and feel completely heard. Holly was diagnosed with stage III breast cancer in October 2016, and she underwent her first round of chemotherapy on her 29th birthday on November 21. Holly kept a positive and lighthearted attitude throughout her battle, always making jokes and lifting up her friends and family who were having a hard time coping with her diagnosis. That's the kind of person she was — the absolute definition of strength and peace. She kept her family and friends close and especially cherished the moments she could soak in with her son Braden. Holly had experienced a lot of loss, but she never let that harden her. Her motto throughout her entire battle was, "Strong like a bull," which was a saying she and her late aunt Pam would say while Pam was battling cancer before we were made aware of Holly's diagnosis. Holly never backed down from her fight, even when her diagnosis shifted from stage III to stage IV and went metastatic. The oncologist said that she was "non-curable," but Holly did not let that keep her from attending and being in big life events. I just celebrated my first birthday without her and without receiving one of her infamous handmade cards, with the writing on the back that read, "Made with love by Hollmark." She was incredibly inclusive, compassionate, protective, creative, strong, warm, and hilarious. While I know time heals all wounds, I can't help the restless feeling of waiting to hear from her. I know I'll never stop missing her, but I am beyond blessed to have had her in my life for the time that I did. Please do not take your loved ones for granted. Live by one of Holly's favorite quotes: "Don't wait for things to get better. Life will always be complicated. Learn to be happy right now; otherwise, you'll run out of time."

Dyema LaMar

Keller Williams Capital Properties

Type of cancer?

Father: Lung cancer. Mother: Cancerous tumor that was connected to multiple internal organs.

Please tell us your story.

My father was very much an entrepreneur. He had multiple successful businesses in Philadelphia. I remember being so proud of my father when the President of the United States Bill Clinton came all the way to Philadelphia to visit The Cookie Jar to taste his famous lemon pound cake. My mother was a cosmetologist. I guess that's where I get my hairstyling skills from.



Dyema LaMar

During my junior year in high school, my father had a stroke. What we thought was a typical stroke actually turned out to be the result of a brain aneurysm. My father survived the stroke, survived brain surgery, and just when we thought all would be okay, he was diagnosed with lung cancer. Meanwhile, my mother's health was declining.

For obvious reasons, the perception of time is a blur for me during that period. In the midst of it all, I went away to college at Morgan State University in Baltimore, Maryland, in 2005. On February 6, 2007, when I arrived to work in the office of admissions, I immediately felt something was wrong because of the way everyone looked at me. The energy was heavy, and I could feel my father was gone — I was right. My family had been trying to reach me, but they couldn't because my cell phone was disconnected. I was struggling on my own to pay tuition and to make ends meet. I had joined the Maryland Army National Guard to help pay for school, and I never got a chance to talk to my father about it. I have no idea whether he would have supported me or not, and to this day, I still pray that he does.

Shortly after my father's death, my mother's health started to decline rapidly. She struggled with diabetes, obesity, and then cancer showed up. I can't remember the exact year that we found out about the cancer, but I do remember how it felt to lose her without closure. Three years after my father passed, I lost my mother to the same disease.

I had come to town for the weekend to work at IHOP, and before returning to school on Sunday, I went to the hospital to see my mother for what I didn't realize would be the last time. My mom had been in and out of the hospital often, and the family wouldn't

always tell me because they didn't want to distract me from my studies. I was disappointed that they didn't tell me, but I made sure to visit her on Mother's Day before heading back to school.

When I arrived at the hospital, my mom couldn't talk. There was a feeding tube in her throat, and she was sedated. I was confused, angry. Why would the doctors do this without contacting her family? What happened? How long has she been here? I had and still have so many questions. When I saw a tear roll down her eye as I spoke to her, I knew that she could hear me, and I also realized then that I would never have a conversation with my mom again. It was shortly after midnight the next morning that my mom passed away. Cancer won. Mother's Day for me is never a happy day. It's the day my mother left this world. It's a reminder that I'm here by myself. The one piece of advice I would give is to love your parents every day as if it's their last day. Tomorrow is promised to no one.

Did you continue to sell real estate during treatment?

During my parents' treatment, I was not involved in real estate yet.

How did cancer affect you and your business?

I don't think you can ever recover from losing a parent. I've lost a part of myself, my history, my DNA. There's a void in my heart that I carry with me every day.

Losing my parents has given me motivation in my business. I want to make them proud, to be successful so that I can provide for my children the life that I know my parents wanted for me.

How did cancer impact your daily life?

I was in college at the time. I missed class frequently, and my grades suffered as a result.

What is your favorite quote?

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

•••

Silvana Dias

Long & Foster



Silvana Dias

Type of cancer?

Breast.

Are you currently in treatment?

No.

Please tell us your story.

In 2015, I celebrated one of my most successful years in real estate sales with 58 transactions — all by myself! It was the beginning of the end of my marriage as my ex-husband found it very difficult to handle my success. We separated in 2016, and in 2017, I was diagnosed with breast cancer. The diagnosis paralyzed me. I was just out of a 20-year relationship, alone for the first time, a single mother of two teenagers, and this was the last thing I expected to have to face at this time. I crawled into a virtual hole. I removed myself from social media, hardly picked up my phone. My energy level went from 100 to zero. My saving grace was my hobby of weight lifting, which helped me to get out of my head. I took some time to really process my diagnosis, and after much research, I decided on what the best treatment for myself would be. I had surgery in February 2018; thereafter I became cancer-free, and I am still currently cancer-free.

Did you continue to sell real estate during treatment?

Yes, but it was difficult. Our job requires us to pour so much energy and empathy into our clients, and I had almost nothing to give as my own cup felt completely empty. But somehow, I managed to keep afloat and still have a quite successful sales track even though much of it was a blur. It was a blessing to still be able to work during this time as I had bills to pay!

Have you recovered, and how has it affected your business?

I have recovered. Most of my clients had no idea what I went through. I have the strength, mentally and physically, to work at 100 percent, and it is a true blessing.

If you had to take time off from work, how long did you take?

I never stopped working! I couldn't. I was the only source of income in my household, and I had two teenagers in private school, many mortgages to pay, and no help from my estranged spouse.

What is your favorite quote?

“She stood in the storm, and when the wind did not blow her way, she adjusted her sails.”

Luis Cardenas

Bargain Movers



Luis Cardenas

Type of cancer?

Father was diagnosed with colon cancer.

Please tell us your story.

My father, Luis Cardenas, Sr., was diagnosed with colon cancer in early 2008. Unfortunately, at the time of diagnoses, it was already stage IV. At this time, he was running Bargain Movers himself. My father was a stubborn man who didn't believe he had cancer, or would he let it slow him down. He continued to work every day until September 2008. At that point, the chemo treatments were taking their effect, and he was unable to continue running day-to-day operations. I, Luis Cardenas, Jr., decided to step in and help the business as it was the only way my father would stay at home.

Once I took over the daily operations of the company, my father decided to stop his chemo treatments. It was too exhausting and taking a toll on him. Through sheer willpower and mindset, my father lived until September 1, 2010, without any treatment. My father started Bargain Movers in 1982, and his memory lives on with what he created. Unfortunately, earlier this year, my mother Dilcia Cardenas was diagnosed with stage III colon cancer. She is currently in treatment and enjoying every day she has.

How has cancer affected you and your business?

Cancer not only affects the individual with cancer, but also the entire family unit and business. During the first stages of treatment, we would have to take my father to bi-weekly chemo treatments. The treatments would cause fatigue and an inability to be able to go to work. This began impacting the business as there wasn't anybody running the day-to-day operations. The business began to feel the effects as volume was reducing month after month. It wasn't until September 2008 when I stepped in and began running day-to-day operations that Bargain Movers started to grow again. Today, Bargain Movers is a thriving business helping families relocate all across the DMV.

What is your favorite quote?

“Every situation is neutral; it's your choice how to react.”
—Unknown

Judy Glazer

CENTURY 21 Redwood



Judy Glazer

Type of cancer?

Breast.

Are you currently in treatment?

NOPE!

Please tell us your story.

Being an active woman, I workout regularly and typically wear workout tops. I felt a small hard “bump” right where my workout top hits under my right breast. I naturally assumed it was a cyst and let it go, but I kept an eye on it. I was always sure I wasn't going to be one of those people you read about. I was wrong. I was ultimately diagnosed with stage I breast cancer. I was half right in that it was, in fact, a benign cyst, but mine had cancer cells within it. Less than 1 percent of cancers present like this. I always wanted to be in the top 1 percent, but this was not what I had in mind. I will say, please, please, please do self-examination, as the mammogram came back clear! It was only after a detailed sonogram and needle biopsy, and a review by two medical boards was my diagnosis confirmed. I had my lumpectomy on September 8, 2013 — a year and one day of the anniversary of my husband's passing. (I drink heavily on that weekend from now on!)

During the surgery (yes, a lumpectomy is a surgery), I only had the central lymph node removed, and fortunately, it did show that the cancer had NOT entered my lymph nodes. This was especially great news! Frankly, the worst part of the recovery of the healing is of the removed lymph node. It's pretty fascinating actually. The body doesn't realize that there is nowhere for the blood and fluid to go, yet it continues to try. Eventually, it reroutes itself, but until then, it's messy, to say the least. Being the active, stubborn person I am, I also did not sit still to let it heal quickly. I remember coming home from the hospital and cleaning my bathroom because friends were coming over to see me.

A week after my surgery, I went for a follow-up. The tumor was gone! However, there was not enough “clean tissue” around the affected area to suffice. I had to go back for a second surgery.

My doctor explained that they used to take more breast tissue but were getting too many 100 percent clean margin results, so they determined that meant they were being overly aggressive and decided to scale that back. Lucky me!

Okay, so more tissue is gone, but now we have 100 percent clean margins! Once I had healed, I was off to radiation. Fortunately, my type of cancer did not require chemo, it would have had a negative impact. I felt radiation would be a simple treatment, and as far as the treatment itself, it was. Because of my age and the fact

that my cancer was on my right side (not impacting the heart), I was able to have an accelerated treatment taking only 15 minutes of radiation every day for four weeks instead of seven. I opted not to take Tamoxifen, as it would have been needed for life, and I felt I made a good choice for me. I finished with all of this just in time for Christmas vacation and went to Florida!

Did you continue to sell real estate during treatment?

I worked every day I was in treatment. I was lucky because I am active, and I had virtually no side effects. I was a little tired, but nothing overwhelming.

Have you recovered, and how has it affected your business?

I am six years clean, which means I no longer get “special” treatment when I go for my follow up mammograms! It has affected my business by showing me that with the right plan and people around you, I can accomplish anything. This is how I am trying to run my business now. I had the right team of medical professionals and personal support, and that is what I am doing now in my business life.

If you had to take time off from work, how long did you take?

I did not need to take off much time, fortunately.

•••




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...

Brian McGuinness
JK Moving Services

Type of cancer?
Prostate cancer.

Are you currently in treatment?
Yes.

Please tell us your story.

As a marathon runner and triathlete, I didn't think I needed to have an annual physical. Ten years passed by in the blink of an eye, and my RN wife ordered me to have a physical on my most recent birthday. Much to my surprise, my urologist told me that on a PSA scale of 1-10 (10 being the worst) my score was 158.5. My cancer was very aggressive and spreading. The only option was immediate surgery and radiation. Recovery went very well, and I was back to work in just two weeks.

Did you continue to manage your business during treatment?

As the VP of sales at JK Moving Services, I continued to work with our many agents at NOVA and DC METRO Real Producers every day during my radiation treatment.

Have you recovered, and how has it affected your business?

Currently in remission and receiving my monthly hormone injections.

If you had to take time off from work, how long did you take?

Two weeks.

What is your favorite quote?

"Success stops when you do."



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- Zillow Review, Clarksburg MD



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-Sarah Yelton from Gainesville, VA

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-Meaghan Tuttle from Fort Washington, MD

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Aug. 31, 2019

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|---------------------------|------------------------------------|-----------|--------------|----------|--------------|-------|---------------|
| 1 | Jennifer S Smira | Compass | 72 | \$63,120,504 | 59.5 | \$45,053,596 | 131.5 | \$108,174,096 |
| 2 | Nancy W Taylor Bubes | Washington Fine Properties, LLC | 30 | \$69,865,744 | 10.5 | \$35,200,000 | 40.5 | \$105,065,744 |
| 3 | John T Kirk | Tower Hill Realty | 165 | \$88,328,240 | 5 | \$3,729,900 | 170 | \$92,058,144 |
| 4 | Jay A Day | Real Estate Teams, LLC | 149 | \$62,840,416 | 40 | \$14,530,614 | 189 | \$77,371,032 |
| 5 | Barak Sky | Long & Foster Real Estate, Inc. | 35 | \$27,041,110 | 65 | \$47,953,048 | 100 | \$74,994,160 |
| 6 | David R Getson | Compass | 34 | \$24,117,792 | 76.5 | \$50,238,040 | 110.5 | \$74,355,832 |
| 7 | Alejandro Luis A Martinez | RE/MAX Elite Services | 68 | \$27,264,388 | 147.5 | \$47,011,572 | 215.5 | \$74,275,960 |
| 8 | Michael W Rankin | TTR Sotheby's International Realty | 12.5 | \$31,004,164 | 16 | \$41,839,500 | 28.5 | \$72,843,664 |
| 9 | Dana Rice | Compass | 28.5 | \$30,799,040 | 32 | \$32,663,064 | 60.5 | \$63,462,104 |
| 10 | Wendy I Banner | Long & Foster Real Estate, Inc. | 23.5 | \$28,557,900 | 36.5 | \$32,786,850 | 60 | \$61,344,752 |
| 11 | Hans L Wydler | Compass | 35.5 | \$40,698,820 | 23 | \$19,376,776 | 58.5 | \$60,075,596 |
| 12 | Nathan J Guggenheim | Washington Fine Properties, LLC | 36 | \$22,685,552 | 38 | \$36,044,952 | 74 | \$58,730,504 |
| 13 | Avi Galanti | Compass | 25.5 | \$30,632,800 | 21 | \$25,698,196 | 46.5 | \$56,330,996 |
| 14 | Marc Fleisher | TTR Sotheby's International Realty | 21 | \$45,509,484 | 5.5 | \$10,567,975 | 26.5 | \$56,077,460 |
| 15 | James M Coley | Long & Foster Real Estate, Inc. | 28.5 | \$23,403,950 | 37 | \$32,106,528 | 65.5 | \$55,510,480 |
| 16 | Nurit Coombe | RE/MAX Elite Services | 28.5 | \$21,946,184 | 49.5 | \$32,785,708 | 78 | \$54,731,892 |
| 17 | Trent D Heminger | Compass | 61.5 | \$41,449,552 | 12 | \$9,854,250 | 73.5 | \$51,303,800 |
| 18 | Melinda L Estridge | Long & Foster Real Estate, Inc. | 27.5 | \$24,123,090 | 34 | \$26,411,930 | 61.5 | \$50,535,020 |
| 19 | Christine R Reeder | Long & Foster Real Estate, Inc. | 74.5 | \$28,578,474 | 60.5 | \$20,258,480 | 135 | \$48,836,952 |
| 20 | Kimberly A Cestari | Long & Foster Real Estate, Inc. | 34.5 | \$37,977,000 | 8.5 | \$8,021,635 | 43 | \$45,998,636 |
| 21 | Norman S Domingo | XRealty.NET LLC | 120 | \$45,672,232 | 0 | \$0 | 120 | \$45,672,232 |
| 22 | Thomas S Hennerty | NetRealtyNow.com, LLC | 124 | \$42,101,448 | 11 | \$3,307,450 | 135 | \$45,408,900 |
| 23 | Erich W Cabe | Compass | 25.5 | \$21,974,476 | 32 | \$22,267,276 | 57.5 | \$44,241,752 |
| 24 | Tyler A Jeffrey | Washington Fine Properties, LLC | 6 | \$5,257,750 | 43 | \$38,183,324 | 49 | \$43,441,076 |
| 25 | James Bass | Real Estate Teams, LLC | 67 | \$24,285,442 | 55.5 | \$18,678,090 | 122.5 | \$42,963,532 |
| 26 | Nathan B Dart | RE/MAX Realty Services | 48 | \$19,438,204 | 40 | \$22,295,948 | 88 | \$41,734,152 |
| 27 | Joel S Nelson | Keller Williams Capital Properties | 24 | \$22,980,300 | 17.5 | \$17,599,856 | 41.5 | \$40,580,156 |
| 28 | Chelsea L Traylor | Redfin Corp | 67 | \$38,053,572 | 1 | \$445,000 | 68 | \$38,498,572 |
| 29 | Margaret M Babbington | Compass | 13.5 | \$10,237,474 | 36 | \$26,583,684 | 49.5 | \$36,821,160 |
| 30 | Kira Epstein Begal | Washington Fine Properties, LLC | 15.5 | \$13,688,300 | 27.5 | \$23,132,300 | 43 | \$36,820,600 |
| 31 | Robert A Sanders | TTR Sotheby's International Realty | 21 | \$20,796,504 | 15 | \$15,988,820 | 36 | \$36,785,324 |
| 32 | Eric P Stewart | Long & Foster Real Estate, Inc. | 43 | \$32,022,632 | 8.5 | \$4,641,250 | 51.5 | \$36,663,882 |
| 33 | Brittany Dawn Newman | Dan Ryan Builders Realty, LLC | 76 | \$28,051,173 | 21 | \$8,085,127 | 97 | \$36,136,300 |
| 34 | Jane Fairweather | Long & Foster Real Estate, Inc. | 28.5 | \$26,638,278 | 6.5 | \$9,337,500 | 35 | \$35,975,776 |

Disclaimer: Information based on numbers reported to the MLS as of September 5, 2019 for Jan. 1 to Aug. 31, 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 Aug. 31, 2019

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|--------------------------|---|-----------|--------------|----------|--------------|-------|--------------|
| 35 | Rong Ma | Libra Realty LLC | 5 | \$2,866,000 | 47 | \$32,964,300 | 52 | \$35,830,300 |
| 36 | Brent E Jackson | TTR Sotheby's International Realty | 18 | \$18,411,790 | 17 | \$17,109,680 | 35 | \$35,521,472 |
| 37 | Antonia Ketabchi | Redfin Corp | 11 | \$6,860,500 | 34 | \$28,612,250 | 45 | \$35,472,752 |
| 38 | Nancy S Itteilag | Washington Fine Properties, LLC | 16.5 | \$23,409,000 | 5 | \$11,351,500 | 21.5 | \$34,760,500 |
| 39 | Thomas K Paolini | Redfin Corp | 18.5 | \$12,330,500 | 29 | \$22,205,500 | 47.5 | \$34,536,000 |
| 40 | Andrew Riguzzi | Compass | 23 | \$19,508,668 | 18 | \$14,788,900 | 41 | \$34,297,568 |
| 41 | Preston E Innerst Jr. | EYA Marketing, LLC | 19 | \$24,672,670 | 8 | \$9,014,630 | 27 | \$33,687,300 |
| 42 | Meredith L Margolis | Compass | 10.5 | \$12,155,309 | 28 | \$21,393,348 | 38.5 | \$33,548,658 |
| 43 | Daniel M Heider | TTR Sotheby's International Realty | 8 | \$14,841,950 | 16.5 | \$18,023,050 | 24.5 | \$32,865,000 |
| 44 | Troyce P Gatewood | RE/MAX Results | 29.5 | \$12,437,812 | 52 | \$20,112,898 | 81.5 | \$32,550,710 |
| 45 | Judy G Cranford | Cranford & Associates | 14 | \$8,791,100 | 28 | \$23,257,700 | 42 | \$32,048,800 |
| 46 | Jonathan S Lahey | RE/MAX Fine Living | 47.5 | \$14,413,690 | 44.5 | \$17,581,450 | 92 | \$31,995,140 |
| 47 | Robert H Myers | RE/MAX Realty Services | 32.5 | \$14,061,800 | 37.5 | \$17,472,264 | 70 | \$31,534,064 |
| 48 | Anne C Killeen | Washington Fine Properties, LLC | 16 | \$20,071,500 | 7.5 | \$11,081,250 | 23.5 | \$31,152,750 |
| 49 | Sheila R Pack | RE/MAX Roots | 67 | \$19,029,900 | 37 | \$11,803,004 | 104 | \$30,832,904 |
| 50 | Michelle C Yu | Long & Foster Real Estate, Inc. | 32 | \$24,742,776 | 10.5 | \$5,943,950 | 42.5 | \$30,686,724 |
| 51 | Karen D Rollings | Berkshire Hathaway HomeServices PenFed Realty | 50.5 | \$25,890,712 | 8 | \$3,962,500 | 58.5 | \$29,853,212 |
| 52 | Anslie C Stokes Milligan | McEneaney Associates, Inc. | 17.5 | \$12,784,800 | 16.5 | \$16,520,400 | 34 | \$29,305,200 |
| 53 | Mehrnaz Bazargan | Redfin Corp | 51 | \$26,910,450 | 3 | \$2,394,000 | 54 | \$29,304,450 |
| 54 | Victor R Llewellyn | Long & Foster Real Estate, Inc. | 25 | \$12,365,825 | 29 | \$16,800,740 | 54 | \$29,166,564 |
| 55 | Tamara E Kucik | Tower Hill Realty | 32 | \$18,609,550 | 18 | \$10,423,890 | 50 | \$29,033,440 |
| 56 | Sheena Saydam | Keller Williams Capital Properties | 23 | \$10,313,342 | 36.5 | \$18,709,898 | 59.5 | \$29,023,240 |
| 57 | Jonathan D Taylor | TTR Sotheby's International Realty | 8 | \$16,805,276 | 4 | \$12,057,550 | 12 | \$28,862,824 |
| 58 | Maxwell E Rabin | TTR Sotheby's International Realty | 13 | \$19,249,776 | 12 | \$9,166,880 | 25 | \$28,416,656 |
| 59 | Marjorie S Halem | Compass | 18 | \$18,566,900 | 10.5 | \$9,722,450 | 28.5 | \$28,289,350 |
| 60 | Michael R Brennan | TTR Sotheby's International Realty | 22 | \$16,274,125 | 10 | \$11,489,625 | 32 | \$27,763,750 |
| 61 | Christie-Anne Weiss | TTR Sotheby's International Realty | 10 | \$22,775,000 | 3 | \$4,970,500 | 13 | \$27,745,500 |
| 62 | Roby C Thompson III | Long & Foster Real Estate, Inc. | 20 | \$16,951,180 | 11 | \$10,594,300 | 31 | \$27,545,480 |
| 63 | Lori Maggin | Rory S. Coakley Realty, Inc. | 9 | \$14,199,390 | 8 | \$13,104,830 | 17 | \$27,304,220 |
| 64 | Hazel Shakur | Redfin Corp | 71 | \$25,899,900 | 2 | \$1,235,438 | 73 | \$27,135,338 |
| 65 | Carlos A Garcia | Keller Williams Capital Properties | 16.5 | \$13,124,525 | 21 | \$13,937,800 | 37.5 | \$27,062,324 |
| 66 | Eva M Davis | Compass | 12 | \$9,268,450 | 21 | \$17,748,094 | 33 | \$27,016,544 |
| 67 | Bradley J Rozansky | Long & Foster Real Estate, Inc. | 20 | \$21,693,334 | 6 | \$5,291,500 | 26 | \$26,984,834 |
| 68 | Bryan Kerrigan | Redfin Corp | 51 | \$24,812,600 | 2 | \$2,140,000 | 53 | \$26,952,600 |
| 69 | Frederick B Roth | Washington Fine Properties, LLC | 7.5 | \$11,308,790 | 9 | \$15,429,000 | 16.5 | \$26,737,790 |
| 70 | Tina C Cheung | EXP Realty, LLC | 11 | \$4,656,100 | 47.5 | \$21,708,156 | 58.5 | \$26,364,256 |
| 71 | Lawrence M Lessin | Homes By Owner, Inc. | 76 | \$26,351,150 | 0 | \$0 | 76 | \$26,351,150 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-------------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 72 | Marshall Carey | Redfin Corp | 40 | \$24,903,070 | 2 | \$1,120,000 | 42 | \$26,023,070 |
| 73 | Rina B. Kunk | Compass | 15.5 | \$16,650,000 | 8 | \$9,249,800 | 23.5 | \$25,899,800 |
| 74 | Keene Taylor Jr. | Compass | 7 | \$5,713,000 | 7 | \$20,025,000 | 14 | \$25,738,000 |
| 75 | Gail E Nyman | RE/MAX United Real Estate | 46 | \$21,292,184 | 7 | \$4,424,800 | 53 | \$25,716,984 |
| 76 | Robert G Carter | Compass | 12 | \$6,788,350 | 26.5 | \$18,739,650 | 38.5 | \$25,528,000 |
| 77 | Russell A Firestone III | TTR Sotheby's International Realty | 5 | \$4,311,000 | 9 | \$21,197,500 | 14 | \$25,508,500 |
| 78 | Charles Dudley | Compass | 10.5 | \$6,700,500 | 25 | \$18,766,350 | 35.5 | \$25,466,850 |
| 79 | Lauren E Davis | TTR Sotheby's International Realty | 9 | \$9,588,000 | 11 | \$15,228,680 | 20 | \$24,816,680 |
| 80 | D'Ann K Lanning | Compass | 35.5 | \$21,886,750 | 4 | \$2,554,900 | 39.5 | \$24,441,650 |
| 81 | Daryl Judy | Washington Fine Properties ,LLC | 8.5 | \$11,621,000 | 10.5 | \$12,758,400 | 19 | \$24,379,400 |
| 82 | Scott J Swahl | Redfin Corp | 41 | \$21,056,100 | 5 | \$3,090,000 | 46 | \$24,146,100 |
| 83 | Lisa R Stransky Brown | Washington Fine Properties, LLC | 11 | \$9,948,500 | 14 | \$14,188,188 | 25 | \$24,136,688 |
| 84 | Lee Murphy | Washington Fine Properties, LLC | 6 | \$7,179,000 | 13 | \$16,223,500 | 19 | \$23,402,500 |
| 85 | Pamela B Wye | Compass | 12.5 | \$11,263,545 | 10.5 | \$12,062,500 | 23 | \$23,326,044 |
| 86 | Lisa C Sabelhaus | RE/MAX Town Center | 30 | \$13,867,564 | 22.5 | \$9,373,010 | 52.5 | \$23,240,574 |
| 87 | Delilah D Dane | Redfin Corp | 38 | \$21,154,876 | 3 | \$1,890,000 | 41 | \$23,044,876 |
| 88 | Leslie B White | Redfin Corp | 0 | \$0 | 30 | \$23,037,096 | 30 | \$23,037,096 |

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Aug. 31, 2019

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|----------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 89 | Sergei A Goumilevski | RE/MAX Realty Services | 20 | \$8,349,824 | 23 | \$14,655,300 | 43 | \$23,005,124 |
| 90 | Elaine K Koch | Long & Foster Real Estate, Inc. | 23.5 | \$14,878,488 | 11.5 | \$8,066,000 | 35 | \$22,944,488 |
| 91 | Kara K Sheehan | Washington Fine Properties, LLC | 9 | \$16,690,620 | 4 | \$6,205,000 | 13 | \$22,895,620 |
| 92 | Corey C Burr | TTR Sotheby's International Realty | 11 | \$13,738,500 | 7 | \$9,100,000 | 18 | \$22,838,500 |
| 93 | Mandy Kaur | Redfin Corp | 37 | \$18,866,500 | 6 | \$3,818,900 | 43 | \$22,685,400 |
| 94 | Gary J Rudden | RE/MAX REALTY SERVICES | 20 | \$16,349,400 | 3 | \$6,315,000 | 23 | \$22,664,400 |
| 95 | Stacy M Allwein | Century 21 Redwood Realty | 29.5 | \$10,355,439 | 34 | \$12,280,905 | 63.5 | \$22,636,344 |
| 96 | Elysia L Casaday | Compass | 15.5 | \$11,379,489 | 11 | \$11,135,888 | 26.5 | \$22,515,376 |
| 97 | Amanda M Lasko | Redfin Corp | 37.5 | \$19,328,800 | 6 | \$3,186,400 | 43.5 | \$22,515,200 |
| 98 | Cheryl R Leahy | Long & Foster Real Estate, Inc. | 15 | \$14,265,865 | 11 | \$8,054,250 | 26 | \$22,320,116 |
| 99 | Juan Umanzor Jr. | Long & Foster Real Estate, Inc. | 27 | \$7,335,050 | 42.5 | \$14,656,020 | 69.5 | \$21,991,070 |
| 100 | Tim Barley | RE/MAX Allegiance | 13 | \$11,107,750 | 18 | \$10,835,020 | 31 | \$21,942,770 |
| 101 | Barbara C Nalls | TTR Sotheby's International Realty | 12.5 | \$11,816,900 | 10 | \$9,882,500 | 22.5 | \$21,699,400 |
| 102 | Loic C Pritchett | TTR Sotheby's International Realty | 12.5 | \$11,449,438 | 12 | \$10,213,400 | 24.5 | \$21,662,838 |
| 103 | John L Lesniewski | RE/MAX United Real Estate | 44.5 | \$16,567,275 | 12.5 | \$5,079,200 | 57 | \$21,646,476 |
| 104 | Eric M Broermann | Compass | 9 | \$5,226,363 | 21 | \$16,388,300 | 30 | \$21,614,664 |
| 105 | Patricia G Mills | RE/MAX Achievers | 47.5 | \$14,663,714 | 21 | \$6,913,587 | 68.5 | \$21,577,300 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-------------------------|---------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 106 | Mansour F Abu-Rahmeh | Compass | 6 | \$4,238,400 | 22 | \$17,236,900 | 28 | \$21,475,300 |
| 107 | Laura W Steuart | Compass | 7 | \$9,849,000 | 9 | \$11,553,500 | 16 | \$21,402,500 |
| 108 | Marjorie R Dick Stuart | Keller Williams Capital Properties | 14 | \$15,195,000 | 7.5 | \$6,056,500 | 21.5 | \$21,251,500 |
| 109 | Carl G Becker | Premier Properties, LLC | 11 | \$10,161,900 | 10 | \$11,087,000 | 21 | \$21,248,900 |
| 110 | Joshua D Ross | RE/MAX Realty Services | 8.5 | \$9,046,000 | 12 | \$12,045,900 | 20.5 | \$21,091,900 |
| 111 | Jennifer T Chow | Long & Foster Real Estate, Inc. | 14 | \$17,894,644 | 4 | \$3,127,000 | 18 | \$21,021,644 |
| 112 | Todd A Vassar | Compass | 6 | \$3,500,963 | 19 | \$17,434,648 | 25 | \$20,935,612 |
| 113 | Margot D Wilson | Washington Fine Properties, LLC | 8 | \$11,278,750 | 10 | \$9,634,000 | 18 | \$20,912,750 |
| 114 | Leslie C Friedson | Compass | 13 | \$9,971,050 | 8.5 | \$10,923,020 | 21.5 | \$20,894,070 |
| 115 | Thomas F Faison | RE/MAX Allegiance | 18 | \$16,739,164 | 4 | \$4,102,500 | 22 | \$20,841,664 |
| 116 | James C. Peva | Washington Fine Properties, LLC | 4.5 | \$12,907,500 | 4 | \$7,914,900 | 8.5 | \$20,822,400 |
| 117 | David R Bediz | Keller Williams Capital Properties | 18 | \$11,284,900 | 11 | \$9,392,500 | 29 | \$20,677,400 |
| 118 | Andres A Serafini | RLAH Real Estate | 13.5 | \$7,535,997 | 19.5 | \$12,970,800 | 33 | \$20,506,796 |
| 119 | Daniel F Metcalf | Long & Foster Real Estate, Inc. | 30.5 | \$20,170,876 | 1 | \$250,000 | 31.5 | \$20,420,876 |
| 120 | Thomas Lindsay Reishman | Compass | 26.5 | \$19,144,250 | 1 | \$1,050,000 | 27.5 | \$20,194,250 |
| 121 | Rex Thomas | Samson Properties | 8 | \$3,628,200 | 29 | \$16,539,287 | 37 | \$20,167,488 |
| 122 | Farrah E Fuchs | Redfin Corp | 45 | \$18,121,428 | 5 | \$2,031,900 | 50 | \$20,153,328 |
| 123 | Marsha M Schuman | Washington Fine Properties, LLC | 9 | \$11,037,790 | 7 | \$9,090,000 | 16 | \$20,127,790 |
| 124 | Michael J Schaeffer | Coldwell Banker Residential Brokerage | 12.5 | \$14,243,065 | 4 | \$5,838,450 | 16.5 | \$20,081,516 |
| 125 | John Coleman | RLAH Real Estate | 9 | \$5,218,665 | 26 | \$14,642,469 | 35 | \$19,861,134 |
| 126 | Mark C Lowham | TTR Sotheby's International Realty | 1 | \$5,500,000 | 2 | \$14,250,000 | 3 | \$19,750,000 |
| 127 | Ross A Vann | Compass | 6 | \$5,755,000 | 15 | \$13,866,590 | 21 | \$19,621,590 |
| 128 | Monica Bryant | Redfin Corp | 43 | \$18,392,476 | 3 | \$1,201,000 | 46 | \$19,593,476 |
| 129 | Anne H Weir | Washington Fine Properties, LLC | 5.5 | \$12,786,250 | 3 | \$6,780,000 | 8.5 | \$19,566,250 |
| 130 | Kenneth M Abramowitz | RE/MAX Town Center | 18 | \$7,140,400 | 30 | \$12,284,999 | 48 | \$19,425,400 |
| 131 | Long T Ngo | Redfin Corp | 0.5 | \$122,500 | 39 | \$19,188,358 | 39.5 | \$19,310,858 |
| 132 | Katri I Hunter | Compass | 5.5 | \$3,148,750 | 21 | \$16,085,850 | 26.5 | \$19,234,600 |
| 133 | Alecia R Scott | Long & Foster Real Estate, Inc. | 24 | \$10,666,938 | 21.5 | \$8,418,500 | 45.5 | \$19,085,438 |
| 134 | Ginette R. Winston | Winston Real Estate, Inc. | 14 | \$9,524,505 | 13 | \$9,553,000 | 27 | \$19,077,504 |
| 135 | Cara Pearlman | Compass | 22 | \$11,015,730 | 11 | \$8,047,900 | 33 | \$19,063,630 |
| 136 | Justin Kitsch | TTR Sotheby's International Realty | 12.5 | \$10,901,000 | 11 | \$7,973,000 | 23.5 | \$18,874,000 |
| 137 | Kathleen A King | Washington Fine Properties, LLC | 8.5 | \$10,047,360 | 6 | \$8,771,000 | 14.5 | \$18,818,360 |
| 138 | John M Barry Jr. | Compass | 15.5 | \$9,011,300 | 13 | \$9,696,250 | 28.5 | \$18,707,550 |
| 139 | Carmen C Fontecilla | Compass | 23.5 | \$11,612,125 | 13.5 | \$7,058,650 | 37 | \$18,670,776 |
| 140 | Robert Crawford | Washington Fine Properties, LLC | 11.5 | \$9,786,625 | 4 | \$8,869,790 | 15.5 | \$18,656,416 |
| 141 | Rheetuparna Pal Mahajan | Redfin Corp | 0 | \$0 | 35 | \$18,620,996 | 35 | \$18,620,996 |
| 142 | Lynda O O'Dea | Long & Foster Real Estate, Inc. | 3 | \$5,228,000 | 10 | \$13,370,000 | 13 | \$18,598,000 |

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Aug. 31, 2019

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-----------------------|--|-----------|--------------|----------|--------------|-------|--------------|
| 143 | Casey C Aboulafia | Compass | 7.5 | \$6,069,950 | 16 | \$12,386,900 | 23.5 | \$18,456,850 |
| 144 | Molly O Branson | RLAH Real Estate | 20.5 | \$14,183,950 | 9 | \$4,265,000 | 29.5 | \$18,448,950 |
| 145 | John J Lavery | Mid-Atlantic Builders Realty, Inc | 2 | \$997,181 | 32 | \$17,442,816 | 34 | \$18,439,996 |
| 146 | Eric Steinhoff | EXP Realty, LLC | 27 | \$12,092,350 | 12 | \$6,346,218 | 39 | \$18,438,568 |
| 147 | Joseph C Mascio | Redfin Corp | 34 | \$17,722,900 | 1 | \$606,000 | 35 | \$18,328,900 |
| 148 | Keith James | Keller Williams Capital Properties | 7.5 | \$2,501,738 | 43 | \$15,783,875 | 50.5 | \$18,285,612 |
| 149 | Seth S Turner | Compass | 11.5 | \$7,285,250 | 17.5 | \$10,989,405 | 29 | \$18,274,656 |
| 150 | Carolyn N Sappenfield | RE/MAX Realty Services | 12 | \$11,070,500 | 10 | \$7,160,500 | 22 | \$18,231,000 |
| 151 | Koki Waribo Adasi | Compass | 18 | \$11,228,250 | 8 | \$6,949,899 | 26 | \$18,178,148 |
| 152 | Marin Hagen | Coldwell Banker Residential Brokerage | 6 | \$8,245,500 | 8 | \$9,801,000 | 14 | \$18,046,500 |
| 153 | Nicholas P Chaconas | Redfin Corp | 30 | \$13,261,300 | 6 | \$4,705,500 | 36 | \$17,966,800 |
| 154 | Corey J Lancaster | EXIT Right Realty | 27 | \$8,287,940 | 27 | \$9,670,700 | 54 | \$17,958,640 |
| 155 | Kelly W Williams | TTR Sotheby's International Realty | 12 | \$11,884,438 | 5 | \$6,065,000 | 17 | \$17,949,438 |
| 156 | Jason E Townsend | Keller Williams Capital Properties | 14 | \$9,051,635 | 14.5 | \$8,852,275 | 28.5 | \$17,903,910 |
| 157 | Michael J Matese | Compass | 11 | \$14,003,000 | 4 | \$3,864,000 | 15 | \$17,867,000 |
| 158 | Elizabeth M Burrow | Keller Williams Realty Centre | 23 | \$11,522,925 | 12 | \$6,244,322 | 35 | \$17,767,248 |
| 159 | Robert Hryniewicki | Washington Fine Properties, LLC | 6 | \$11,390,750 | 5 | \$6,309,000 | 11 | \$17,699,750 |
| 160 | Ronald S Sitrin | Long & Foster Real Estate, Inc. | 18 | \$13,769,800 | 3.5 | \$3,700,500 | 21.5 | \$17,470,300 |
| 161 | Daniel B Register IV | Northrop Realty, A Long & Foster Company | 62 | \$15,881,018 | 3 | \$1,544,900 | 65 | \$17,425,918 |
| 162 | Adewemimo D Collins | Redfin Corp | 50 | \$17,325,580 | 0 | \$0 | 50 | \$17,325,580 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-------------------------|--------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 163 | Debra P Noone | Redfin Corp | 44 | \$16,187,500 | 2 | \$904,543 | 46 | \$17,092,044 |
| 164 | Lise Courtney M Howe | Keller Williams Capital Properties | 19 | \$10,030,500 | 13 | \$7,043,900 | 32 | \$17,074,400 |
| 165 | Todd C Harris | Long & Foster Real Estate, Inc. | 12 | \$9,954,500 | 10 | \$7,079,000 | 22 | \$17,033,500 |
| 166 | Barbara A Ciment | Long & Foster Real Estate, Inc. | 23 | \$8,409,000 | 18 | \$8,575,000 | 41 | \$16,984,000 |
| 167 | William T Gossett | Washington Fine Properties, LLC | 7.5 | \$10,878,000 | 5 | \$5,955,900 | 12.5 | \$16,833,900 |
| 168 | Dominique Rychlik | Long & Foster Real Estate, Inc. | 11 | \$10,124,000 | 6 | \$6,625,000 | 17 | \$16,749,000 |
| 169 | Gladwin S D'Costa | Maryland REO Realty, LLC | 75 | \$16,672,535 | 0 | \$0 | 75 | \$16,672,535 |
| 170 | Elizabeth J D'Angio | Washington Fine Properties, LLC | 5 | \$9,033,540 | 5.5 | \$7,543,581 | 10.5 | \$16,577,122 |
| 171 | Ethan F Drath | Washington Fine Properties, LLC | 1 | \$1,345,000 | 10 | \$15,159,000 | 11 | \$16,504,000 |
| 172 | Melissa G Bernstein | RE/MAX Realty Group | 18 | \$10,169,850 | 8 | \$6,327,562 | 26 | \$16,497,412 |
| 173 | Jeremy E Lichtenstein | RE/MAX Realty Services | 10 | \$10,773,330 | 5 | \$5,610,000 | 15 | \$16,383,330 |
| 174 | Jean M Bourne-Pirovic | Long & Foster Real Estate, Inc. | 22 | \$9,819,815 | 12 | \$6,504,500 | 34 | \$16,324,315 |
| 175 | Ioannis Konstantopoulos | Compass | 12 | \$5,875,397 | 14 | \$10,307,298 | 26 | \$16,182,695 |
| 176 | Mark D McFadden | Compass | 4 | \$5,040,000 | 7 | \$11,113,600 | 11 | \$16,153,600 |
| 177 | Marilyn G Charity | Washington Fine Properties, LLC | 6.5 | \$14,940,000 | 2 | \$1,074,000 | 8.5 | \$16,014,000 |
| 178 | Kathy Xu | RE/MAX Realty Group | 16 | \$8,854,000 | 13 | \$7,100,350 | 29 | \$15,954,350 |
| 179 | Anthony Mason | Keller Williams Preferred Properties | 23.5 | \$9,045,260 | 20 | \$6,903,870 | 43.5 | \$15,949,130 |

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Aug. 31, 2019

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-------------------------|---------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 180 | Linda Pettie | Coldwell Banker Residential Brokerage | 5 | \$5,497,000 | 7 | \$10,434,450 | 12 | \$15,931,450 |
| 181 | Aret Koseian | Compass | 6 | \$2,990,500 | 25 | \$12,940,800 | 31 | \$15,931,300 |
| 182 | Kenneth C Germer | Compass | 14 | \$10,353,611 | 8.5 | \$5,551,900 | 22.5 | \$15,905,511 |
| 183 | Kerry E Fortune | Washington Fine Properties, LLC | 7.5 | \$7,378,859 | 5.5 | \$8,456,750 | 13 | \$15,835,609 |
| 184 | Claudia B Donovan | Compass | 7.5 | \$8,534,745 | 6.5 | \$7,245,000 | 14 | \$15,779,745 |
| 185 | James E Brown | Turning Point Real Estate | 13 | \$6,775,550 | 15 | \$8,981,000 | 28 | \$15,756,550 |
| 186 | JT Powell | Coldwell Banker Residential Brokerage | 42 | \$13,818,105 | 3 | \$1,934,900 | 45 | \$15,753,005 |
| 187 | Justin Thomas Difranto | TTR Sotheby's International Realty | 6.5 | \$12,901,950 | 2 | \$2,822,500 | 8.5 | \$15,724,450 |
| 188 | Susan G Maguire | Washington Fine Properties, LLC | 5.5 | \$9,615,000 | 5 | \$6,074,740 | 10.5 | \$15,689,740 |
| 189 | John T Pruski | Jack Realty Group | 5 | \$7,727,000 | 6 | \$7,950,500 | 11 | \$15,677,500 |
| 190 | Elizabeth M Brent | GO BRENT, INC. | 23 | \$15,672,250 | 0 | \$0 | 23 | \$15,672,250 |
| 191 | David A Ehrenberg | Redfin Corp | 2 | \$524,500 | 29 | \$15,127,910 | 31 | \$15,652,410 |
| 192 | Andrea S Alderdice | Long & Foster Real Estate, Inc. | 12 | \$9,842,150 | 9 | \$5,801,500 | 21 | \$15,643,650 |
| 193 | Mitchell J Toland Jr. | Redfin Corp | 25 | \$9,329,100 | 19 | \$6,307,845 | 44 | \$15,636,945 |
| 194 | J P Montalvan | Compass | 11.5 | \$6,063,100 | 15.5 | \$9,572,400 | 27 | \$15,635,500 |
| 195 | Yvonne T Lee II | RE/MAX Allegiance | 19 | \$8,280,247 | 21.5 | \$7,281,340 | 40.5 | \$15,561,587 |
| 196 | Edward Slavis | S&G Realty | 14 | \$10,194,998 | 10 | \$5,340,415 | 24 | \$15,535,413 |
| 197 | John P. R. Lee | RE/MAX Success | 14.5 | \$10,723,389 | 7 | \$4,807,020 | 21.5 | \$15,530,409 |
| 198 | Toni A Ghazi | Compass | 5 | \$1,925,500 | 15.5 | \$13,552,400 | 20.5 | \$15,477,900 |
| 199 | Craig O Smith | Redfin Corp | 36 | \$14,473,499 | 1 | \$955,000 | 37 | \$15,428,499 |
| 200 | Cynthia L Howar | Washington Fine Properties, LLC | 6.5 | \$13,562,500 | 1 | \$1,825,000 | 7.5 | \$15,387,500 |
| 201 | Kenneth A Grant | RE/MAX Plus | 7 | \$3,447,900 | 39 | \$11,931,550 | 46 | \$15,379,450 |
| 202 | Heidi E Hatfield | Washington Fine Properties, LLC | 2.5 | \$3,600,000 | 3 | \$11,775,000 | 5.5 | \$15,375,000 |
| 203 | Margaret M Ferris | Compass | 5 | \$6,742,500 | 13 | \$8,601,180 | 18 | \$15,343,680 |
| 204 | Renee M Peres | Compass | 12.5 | \$7,785,500 | 10 | \$7,517,900 | 22.5 | \$15,303,400 |
| 205 | Cheryl A Kurss | Compass | 8 | \$7,417,000 | 6.5 | \$7,859,350 | 14.5 | \$15,276,350 |
| 206 | Xuri Wang | Hometown Elite Realty LLC | 6 | \$4,036,900 | 12 | \$11,214,750 | 18 | \$15,251,650 |
| 207 | Annabel D Burch- Murton | Compass | 9 | \$7,899,650 | 6 | \$7,345,000 | 15 | \$15,244,650 |
| 208 | Michael Gailey | Compass | 6.5 | \$3,697,500 | 14 | \$11,545,300 | 20.5 | \$15,242,800 |
| 209 | James E Gregory | Washington Fine Properties, LLC | 4.5 | \$3,360,450 | 15 | \$11,875,350 | 19.5 | \$15,235,800 |
| 210 | Faith M Rosselle | Rosselle Realty Services | 49 | \$14,545,653 | 2 | \$659,850 | 51 | \$15,205,503 |
| 211 | Nadia B Nejaime | Compass | 7 | \$6,560,100 | 9 | \$8,626,240 | 16 | \$15,186,340 |
| 212 | Brittany Allison | Compass | 11 | \$7,388,800 | 10 | \$7,762,615 | 21 | \$15,151,415 |
| 213 | Rebecca J Love | Redfin Corp | 1 | \$418,000 | 18 | \$14,595,775 | 19 | \$15,013,775 |
| 214 | Susan B Leavitt | Compass | 7.5 | \$7,828,514 | 8 | \$7,163,400 | 15.5 | \$14,991,914 |
| 215 | Annette H Sante | Redfin Corp | 31 | \$12,922,900 | 5 | \$2,052,800 | 36 | \$14,975,700 |
| 216 | Andrew Essreg | RLAH Real Estate | 10 | \$5,732,000 | 13 | \$9,208,182 | 23 | \$14,940,182 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|--------------------------|--------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 217 | Kevin Gray | Compass | 12.5 | \$9,289,450 | 9 | \$5,650,400 | 21.5 | \$14,939,850 |
| 218 | Anne-Marie R Finnell | TTR Sotheby's International Realty | 12.5 | \$8,726,500 | 5.5 | \$6,196,276 | 18 | \$14,922,776 |
| 219 | Vincent E Hurteau | Continental Properties, Ltd. | 12 | \$5,895,900 | 12 | \$8,883,000 | 24 | \$14,778,900 |
| 220 | Jennifer Felix | Urban Pace, a Long & Foster Company | 10 | \$13,223,450 | 0.5 | \$1,512,500 | 10.5 | \$14,735,950 |
| 221 | Richard A Fox | RE/MAX Realty Centre, Inc. | 11 | \$4,421,423 | 21.5 | \$10,240,450 | 32.5 | \$14,661,872 |
| 222 | Katie R Nicholson | RE/MAX Plus | 21.5 | \$9,899,550 | 11.5 | \$4,731,399 | 33 | \$14,630,949 |
| 223 | Christopher R Sanders | Compass | 4 | \$2,529,000 | 14 | \$12,080,579 | 18 | \$14,609,579 |
| 224 | Nicholas W Poliansky | Keller Williams Preferred Properties | 32 | \$10,096,200 | 14 | \$4,479,600 | 46 | \$14,575,800 |
| 225 | Richard Michael Morrison | Redfin Corp | 0 | \$0 | 24 | \$14,485,000 | 24 | \$14,485,000 |
| 226 | Andrew J Hopley | Keller Williams Realty Centre | 13.5 | \$5,792,400 | 18 | \$8,632,400 | 31.5 | \$14,424,800 |
| 227 | James A Grant | Keller Williams Capital Properties | 3 | \$2,822,500 | 14 | \$11,570,000 | 17 | \$14,392,500 |
| 228 | Elizabeth A Hughes | Compass | 8.5 | \$8,829,000 | 7 | \$5,514,600 | 15.5 | \$14,343,600 |
| 229 | Brandon Hoffman | Redfin Corp | 32.5 | \$14,292,470 | 0 | \$0 | 32.5 | \$14,292,470 |
| 230 | Mynor R Herrera | Keller Williams Capital Properties | 27.5 | \$11,842,035 | 6 | \$2,446,814 | 33.5 | \$14,288,849 |
| 231 | Michael E Shapiro | Compass | 10 | \$6,857,200 | 9 | \$7,354,000 | 19 | \$14,211,200 |
| 232 | Wendy Slaughter | Elevate Real Estate Brokerage | 15 | \$7,000,110 | 16 | \$7,158,394 | 31 | \$14,158,504 |
| 233 | Kornelia Stuphan | Long & Foster Real Estate, Inc. | 7 | \$8,759,140 | 4.5 | \$5,390,000 | 11.5 | \$14,149,140 |

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Aug. 31, 2019

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|----------------------------|--------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 234 | Robert Jenets | Stuart & Maury, Inc. | 14 | \$12,888,500 | 1 | \$1,240,000 | 15 | \$14,128,500 |
| 235 | Steve C Agostino | Compass | 10 | \$10,362,000 | 3 | \$3,745,000 | 13 | \$14,107,000 |
| 236 | Marc A Dosik | Help-U-Sell Federal City Realty, LLC | 30.5 | \$11,999,366 | 3 | \$2,050,000 | 33.5 | \$14,049,366 |
| 237 | Amy E Wease | RLAH Real Estate | 11 | \$6,557,930 | 13 | \$7,486,285 | 24 | \$14,044,215 |
| 238 | Natalie Erin Perez | Donna Kerr Group | 24.5 | \$13,064,311 | 1 | \$975,000 | 25.5 | \$14,039,311 |
| 239 | Jeffrey S Ganz | Century 21 Redwood Realty | 14.5 | \$5,656,275 | 18 | \$8,380,975 | 32.5 | \$14,037,250 |
| 240 | Kimberly A Casey | Washington Fine Properties ,LLC | 9 | \$11,927,000 | 2.5 | \$2,108,000 | 11.5 | \$14,035,000 |
| 241 | Thomas S Buerger | Compass | 11 | \$6,375,000 | 14 | \$7,656,200 | 25 | \$14,031,200 |
| 242 | Amalia B Morales Garicoits | RLAH Real Estate | 4 | \$2,332,500 | 15 | \$11,611,900 | 19 | \$13,944,400 |
| 243 | Maribelle S Dizon | Redfin Corp | 7 | \$2,300,400 | 23 | \$11,628,600 | 30 | \$13,929,000 |
| 244 | Ira M Hersh | Long & Foster Real Estate, Inc. | 5 | \$3,530,500 | 6 | \$10,339,900 | 11 | \$13,870,400 |
| 245 | Traudel Lange | Compass | 7 | \$9,212,000 | 2 | \$4,642,500 | 9 | \$13,854,500 |
| 246 | Zhihao H Wang | UnionPlus Realty, Inc. | 7 | \$4,868,900 | 12.5 | \$8,982,890 | 19.5 | \$13,851,790 |
| 247 | Matthew L Modesitt | Redfin Corp | 4 | \$1,938,900 | 20 | \$11,848,800 | 24 | \$13,787,700 |
| 248 | Nancy L Mannino | Long & Foster Real Estate, Inc. | 9.5 | \$9,325,500 | 5 | \$4,443,900 | 14.5 | \$13,769,400 |
| 249 | Stuart N Naranch | Redfin Corp | 0 | \$0 | 26 | \$13,651,431 | 26 | \$13,651,431 |
| 250 | Brian Smith | Compass | 6 | \$7,164,995 | 7 | \$6,464,887 | 13 | \$13,629,882 |

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