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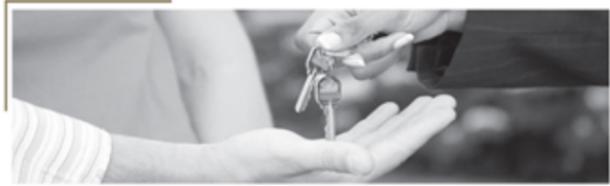
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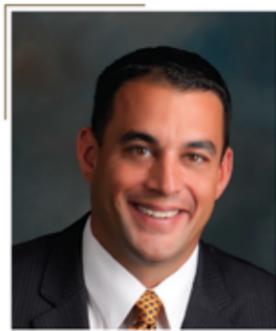


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TABLE OF CONTENTS



13
Publisher's Note



16
Golden Nuggets



19
Get Seen In 2019



22
Partner Spotlight
Tina Del Casale of Sandy Spring Bank



28
We Ask The Questions, You Submit Your Answers



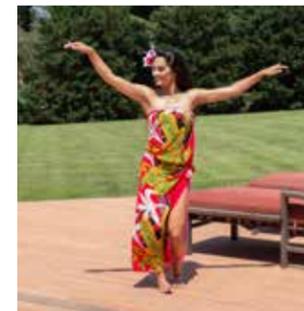
30
Rising Star
Sunita Bali



36
Making A Difference
Cheryl Abrams Davis



42
Cover Story
Lee Murphy



50
DC Metro Real Producers Summer Luau



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▶▶ publisher's note

Hey, everybody! I wanted to take some time out to reiterate some important safety tips. The National Association of REALTORS® highlights this topic once a year during REALTOR® Safety Month. Your safety is paramount and should be at the forefront of your mind before every showing and open house. Here are five safety tips that could make a difference:

Meetings. Oftentimes, the first time you meet your clients is at the location of a house for sale. This could lead to a potentially unsafe environment as you will be alone in an unfamiliar place. Instead, set up your initial meeting at a public place or at the office. This will give you time to assess them properly as well as review their identification to prove their identity.

Open Houses. Where you normally have the opportunity to meet first in a public place, an open house doesn't afford that luxury. Do the before, during and after checks. Communicate with co-workers BEFORE in regards to the time, date and location. DURING the event, keep a close eye on those entering the premises. Finally, don't assume that the house is empty AFTER the close of the event.

Preparation. You can never be too prepared. Let others know the details of the who, what, where, when, and why. You can even set up your phone to let others know your whereabouts. Purchasing

items such as whistles or pepper spray is not a bad idea and can be easily concealed. Another point is to keep your car in working shape with at least a ½ tank of gas. Some locations are miles from civilization, and the last thing you need is to pull over and be stranded because you ran out of gas.

Schedule. You are the master of your schedule. If going out after dark makes you uneasy, then plan around it or work with another person and use the buddy system. Listen to your gut! It's one of the best tools your body has.

Communication. This has been the common theme throughout, but you can never have too much. Letting people know where you are, who you are with, and when you will return is a must. This can be as easy as just sharing your schedule with your colleagues.

Stay safe out there. I wish all of you a happy start to the fall and look forward to seeing you at the upcoming annual Masterminds.

With Gratitude,



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-Meaghan Tuttle from Fort Washington, MD

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GET SEEN IN 2019

Publicity

By Christina Daves



Are you speaking your favorite social media platform's language?

One thing I notice quite a bit with real estate agents is they are posting the exact same image and text on every social media platform – including hashtags. Many agents hire social media posting companies who actually do this for them. Surprisingly, it's actually a detriment to their business.

Each social media platform is like its own language. Let's say Facebook is French, Twitter is German, and Instagram is Italian. If you speak to someone in the wrong language, they won't understand you. In reading a post on one platform, if it's written as if it should be on another platform, the audience will likely ignore it because it's not what they are expecting.

You only need to be on one platform and do it well with engaging content. If you are on more than one platform, take the time to learn the language and speak it when you post. Hashtags are really only used effectively on Twitter and Instagram. Do your research on hashtags so people can find you. Two great resources are www.Hashtagify.me and <https://all-hashtag.com>. Hashtags

never really took off on Facebook, and if the user is only on Facebook, hashtags become confusing. LinkedIn will prompt you for good hashtags to use related to your post.

When you're on social media, make sure you know the language of the platform and are speaking in a way your audience understands.



Christina Daves
PR for Anyone

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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▶ partner spotlight

By Katie Moore | Photos by Ryan Corvello Photography

Tina Del Casale

Sandy Spring Bank

Every agent wants the smooth, no-issues transaction. However, when it comes to those deals that are more complex, the only mortgage banker you want on your team is Tina Del Casale of Sandy Spring Bank.

“My business has always been the specialty markets — the loans other lenders think are too complicated or too hard. Those have always been my bread and butter,” affirms Tina.

Tina has extensive knowledge of loan programs and financing solutions for her clients. From first-time homebuyers, VA, FHA, Conventional and Jumbo financing, she has the expertise and proficiency to connect her clients with the perfect mortgage solution so they can realize their dreams of homeownership. She understands that each client has unique needs and personal goals. Tina is committed to educating homebuyers and helping them find savings.

“I work with first-time buyers who need extra hand-holding, and I layer down payment assistance with grant funds until they can afford to buy a home,” explains Tina. “I do construction and renovation lending, which intimidates some lenders. I work with investors who own multiple properties. I am known for being creative and thinking outside the box.”

Tina’s passion and natural skills in the mortgage industry are a product of the hardworking example set by her



father. As an only child growing up in Rochester, New York, she gained a love for tag sales from her mother and grandmother, and she developed a love for the financing business at a young age from her father.

“My father was a mortgage lender when I was going to college. After my classes, I would go process loans for him to make extra money,” she recounts. “After I graduated, I tried a regular sales job that paid terribly. After six months, my dad sat me down and asked me if I was ready to make real money. The rest is history.”

Tina earned her real estate license in 1989 and has been lending ever since. “My father was my role model, mentor, and boss for the first 10 years of my career in Northern California. We still call each other and run deals by one another when we get stuck. You are never too old to ask your dad for advice!” she smiles.

Tina has put in a tremendous amount of work to make herself stand apart and treats all loans with care and attention no matter the price point. She strongly believes that every referral matters and works closely with her real estate agents because they are not just referral partners, they become her friends. Tina is not afraid of any challenge that comes her way.

“The most fulfilling part of my business is the spoken and unspoken gratitude my clients give me when they get their new home, or when I help them build their personal wealth through real estate,” she explains. “Yes, I have great rates. And yes, I have a great team I work with. But in the end, it is all about making real estate agents and myself look good by closing more deals.”

The tagline for Sandy Spring Bank is, “From here. For here.” That objective is emphasized by what Tina offers her clients: “Local underwriting, processing, and appraisers, which means I know and service the DMV with working local knowledge from the top down,” she informs.

When she is not working, Tina loves to dance, travel, swim, read, and go out with friends. Of course, she



still loves to find unbelievable bargains at tag sales with her mom. Though she struggles with a work/life balance, “It is tough to say no when someone needs you, even when it interferes with your free time,” she asserts.

Tina will never lose sight of what is truly important to her, giving back to the community, working with agents and clients, and spending time with the people she loves. “My friends are my family and getting together with them, traveling the world with them, and exploring new cultures is my true joy in life.”

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▶▶ we ask the questions, you submit your answers

What is the best and worst purchase you've ever made?



MATT PLUMER
EXP REALTY

Oh my! Where shall I begin?
Worst: Brand new cars on payments, timeshares, expensive day-to-day clothes.
Best: Car with cash, condo (good purchase, bad timing).



AMY GOLDSTEIN
BMIC MORTGAGE

The best and worst purchases ever made?! The best purchase I have ever made and continue to make are Tile GPS Trackers. I put them on everything I could possibly lose! Best invention ever! Worst purchase was an iPad for my kiddo. All parents of young kids can relate!

Isn't the perfect answer a boat?!



DAVID WAGNER
RE/MAX REALTY CENTRE

My Big Green Egg is still my favorite purchase. Best purchase still is both houses.



TINA DEL CASALE
SANDY SPRING BANK

My worst purchase, which every self-employed person can appreciate, is I had a lot of extra money sitting in my bank account the first year in sales; so after six months, I figured it was OK to spend it. My ERTE Bronze was exactly what I owed Uncle Sam for taxes but had already spent!



MARILYN CHARITY
WASHINGTON FINE PROPERTIES, LLC

My best purchase was my house in Chevy Chase! I purchased it at the height of the market for \$70,000 under asking. Fifteen years ago, presentation was not a standard. I am very blessed.

My worst purchase was a luxury car that could not stand up to the demands of a real estate agent's life. It handled terribly, needed new tires every year, and was an uncomfortable ride. Never again.



JEREMY LICHTENSTEIN
RE/MAX REALTY SERVICES

My best and worst purchases both happen to be in real estate, coincidentally enough.

My best purchase was buying my beach condo in Rehoboth Beach, Delaware. That is my slice of heaven to get away from it all.

My worst purchase was joining some other investors in investing in some land in an area that I'm not familiar with. So far, it has been disastrous.



ROBY THOMPSON
LONG AND FOSTER REAL ESTATE

The worst purchase I made was in 2007 when I decided to get into development and co-purchased a 12-unit apartment building to flip. Long story short, I ended up having to develop it and nearly two years later sold it and ended up making more on the commissions than the \$1+ million I had invested into it. Learned a big lesson!



SUNITA BALI
RE/MAX TOWN CENTER

The worst purchase I ever made was I bought a pair of shoes that looked cute from a thrift store. They looked very stylish with high heels. With one wear, the rubber sole from the heels came out, and it seemed like I was walking on steel pencils, and also the heels started wobbling. I threw them away after wearing only once.

My best purchase is my iPhone. It is like my walking office. I really enjoy it. It's also my companion when I need to wind down by watching my favorite show even for 15 minutes.



LINDA CHALETZKY
LONG AND FOSTER REAL ESTATE

Worst purchase: White carpet in the master bedroom. It wasn't a problem until my husband had his black shoes polished!



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SUNITA BALI

REACHING FOR
THE STARS



▶ rising star

By Zachary Cohen | Photos by Ryan Covello Photography

“Go for your dreams. You are no less than anyone else; it’s all about your mindset.”

—Sunita Bali

Growing up in the cosmopolitan city of Chandigarh in the north of India, Sunita Bali discovered the power of dreaming big from an early age. She built a life of abundance in her home country, worked as a French-language professor, and eventually accepted a scholarship and moved to France for higher studies in space science, business, and project management.

In 1996, Sunita came to Washington, DC, for an internship and was offered a job with a satellite company. She accepted, and a new international journey was underway. In DC, she continued to shift and move with the times — as did her career. Sunita worked as a marketing manager, strategic planner, and in health care over the next decade and a half.

In 2013, she was working in the health services field when her daughter had an accident and broke both of her knees. There was no hesitation in Sunita’s decision-making process. “I left everything,” she declares.

“I took care of her like a baby and stayed home for four months,” Sunita reflects. “There was a choice to continue with my job or take care of my daughter. Taking care of my daughter was an obvious choice for me. Every challenge represents an opportunity; and hence, this challenge turned out to be a lifetime opportunity.”

During her time home with her daughter, Sunita had the benefit of reflecting

on her career and her next move. For years she had managed her own real estate investments. As the cold winter set in and Sunita continued to ponder her dreams, real estate continued to enter her mind.

“I thought about how I always loved real estate, so I got my license from home, and the rest is history,” Sunita says with a smile. And her decision has been a true blessing. As she says, “This work is what I love the most.”

As for many new agents, success didn’t come easily. “Well, the first year I made only \$22,000,” Sunita recounts. “I had no idea when I got into real estate how hard you have to work and how you have to always keep your pipeline full. I just had one deal I was on top of at the moment.”

Sunita recalls going into an annual sales meeting with top agents and noting their success — \$250,000 income, \$500,000 income, even \$1,000,000 income. And here she was, earning less than \$25,000.

“I thought, ‘I am no less than anyone. They must be doing something differently. I have to find out what they are doing.’ I really had no idea. I had just jumped in,” she states.

Sunita began to research the ways in which she could improve her skills.



As she looked deeper and deeper, Tom Ferry’s coaching program continued to pop up. “He kept coming up, kept coming up. So I signed up, and I never looked back,” she affirms.

Sunita earned over \$125,000 the following year, \$250,000 the next, and has continued to grow her business year after year.

Outside work, Sunita continues to explore her love for travel and the arts. She has traveled to (and lived in) every continent except Antarctica. She loves dancing, both formal and freestyle, and cooking and entertaining. Her daughter, Sheena, is now in her late-20s. “I am most grateful for my daughter, my family, and all that I have today,” Sunita confides.

It’s been quite a journey for Sunita. And if one thing is clear, it’s that Sunita has plenty to be grateful for.



“

I had no idea when I got into real estate how hard you have to work and how you have to always keep your pipeline full. I just had one deal I was on top of at the moment.

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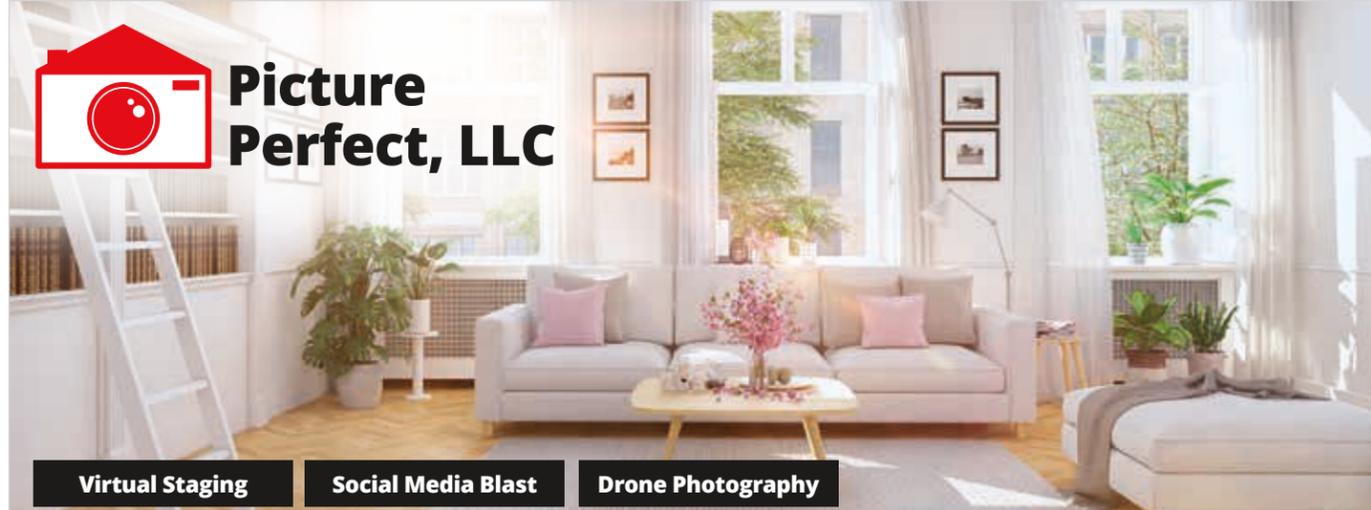
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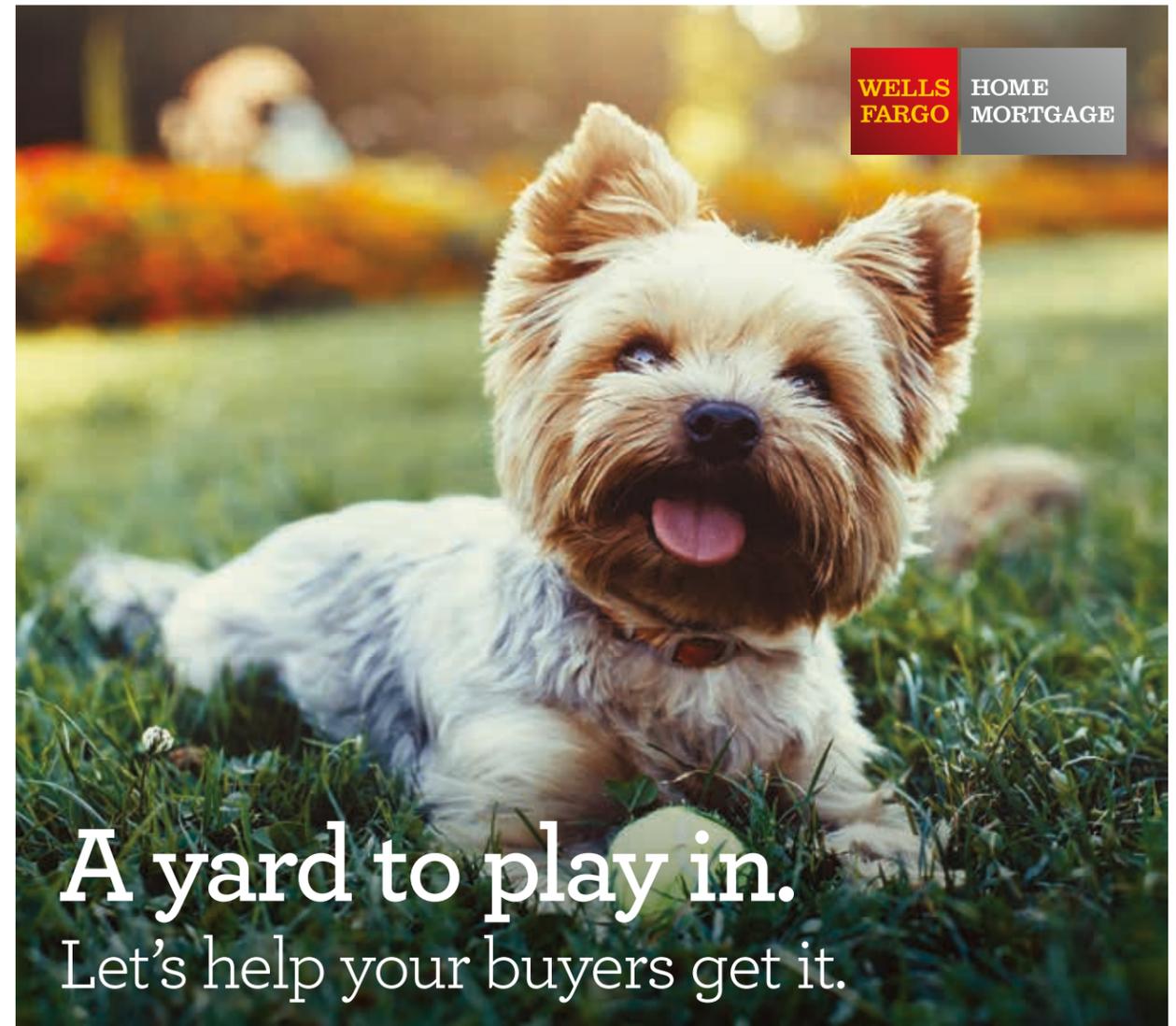
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▶▶ making a difference

By Zach Cohen | Photos by Ryan Corvello Photography



Cheryl Abrams Davis

Children's Miracle Network

"What makes this charity different is I get to contribute to a pot of money along with other real estate professionals. Collectively, we all make a difference in bridging the gap of health care for families and children in need," expresses Cheryl Abrams Davis, RE/MAX United Real Estate.

As a Washington, DC, native with almost two decades of experience in real estate, Cheryl is deeply rooted in her community and committed to giving back to those around her, day in and day out.

"It was always my goal to become connected to a charity outside of real estate," she explains. "I thought about how I could give back and commit to



...

staying involved. RE/MAX made it easy by making it seamless for us to contribute at the close of each transaction, which I have done intermittently since 2015.”

RE/MAX International has a long-standing relationship with Children’s Miracle Network, a program that helps bridge the gap between medical costs and patient care. As stated on their website: “Since 1983, Children’s Miracle Network Hospitals has helped fill those funding gaps by raising more than \$5 billion, most of it \$1 at a time through Miracle Balloon icon campaigns. Its various fundraising partners and programs support the nonprofit’s mission to save and improve the lives of as many children as possible.”

Hospitals rely on donations and community support to provide the

best care for their patients since Medicaid and insurance programs often do not fully cover the cost of medical care. The scope of the charity is far-reaching across the U.S.; however, the money donated goes to the local hospital chosen.

“What I find most fulfilling about working with this charity is I get to do what I love best and contribute a portion from many of my transactions to a local hospital that serves children and families who are unable to wholly or partially financially pay for health care for their loved one,” Cheryl expresses. “The moment I received a call from a seller client who thanked me for my contribution because the local children’s hospital saved her grandchild’s life — that touched me immensely.”

Cheryl has always marched to her own beat, holding true to her inner self and guidance. An eternal optimist, she sees the glass half full and meets others in a place of non-judgment. She’s continuously seeking ways to improve the lives of others, and her connection to the Children’s Miracle Network is one of the ways she’s able to accomplish that.

“Success is being able to live life on your own terms,” Cheryl says. “It is being able to wake up in the morning and be thankful for another day to work towards the goal of living life on your terms, unapologetically, and owning it. No matter how many times you fall or fail, having another opportunity to get it right the next day matters most.”

Through Children’s Miracle Network, Cheryl and her peers at RE/MAX are ensuring that others have that same opportunity for success on their own terms.

For more information on how you can help Children’s Miracle Network Hospitals, visit childrensmiraclenetwork-hospitals.org or remaxllc.childrensmiraclenetworkhospitals.org.



“

What I find most fulfilling about working with this charity is I get to do what I love best and contribute a portion from many of my transactions to a local hospital that serves children and families who are unable to wholly or partially financially pay for health care for their loved one.



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LEE MURPHY

Life-Changing Moments

Lee Murphy was lounging blissfully on a boat in the middle of the Red Sea contemplating her move back to the States after finishing a long journalism assignment in Cairo when a conversation with a good friend changed the course of her future. It would be the beginning of her next great adventure.



spent a year at the American University in Cairo. She received her Master of Arts degree from the Center for Middle Eastern Studies at the University of Texas at Austin. She has worked in the offices of a Texas senator and a Texas representative, in the de-facto embassy in Taiwan, as an editor for several newspapers and industry publications, and as a marketing specialist for an international company.

“I love the feeling of success and accomplishment I get from building my own business, but my greatest satisfaction is helping my clients achieve their dreams. I want everyone to have a shot at owning their own home. I think the notion of freedom and the right to dream bigger than what life has handed you is integral to our nation. It is who we are and what makes America truly great. Homeownership is an enormous symbol of success for so many—fulfilling a dream, putting down roots, helping your neighbors, and the sense of belonging to a community. For me, being a part of making that happen is a beautiful experience. I love to see those smiles on faces at closing!” she shares.

Since Lee began her career 17 years ago in 2002, she has reached a career volume of more than \$300 million. Last year, her volume was nearly \$37 million. Lee’s awards are numerous. She was named a Washingtonian Top Producing Residential Real Estate Agent in 2015, the first year it was created, and again in 2016, 2017, 2018, and 2019. Lee was also named Washingtonian Best Residential Real Estate Agent in 2015 and 2017. Since 2014, she has been recognized in America’s Best Real Estate Professionals list with a ranking in the top 25 agents in individual sales volume for the DC area by REAL Trends (in partnership with Trulia and Zillow).

In 2019, Lee was a Greater Capital Area Association of REALTORS® (GCAAR) Award Winner and received the Individual Gold Award.

Lee attributes much of her success to the teamwork, collegiality, and the support of her colleagues and brokers at Washington Fine Properties. The firm offers a platform of the finest agents in the capital region combined with top-notch marketing and advertising programs to provide the broadest exposure for her clients’ homes.

For Lee, a career in real estate provides the perfect balance: Empowering her to achieve her ambitions, while serving as the conduit for others to realize their dreams.

“Purchasing my first home was a life-changing moment for me,” Lee remembers. “I barely had two nickels to rub together, if that! But my agent was so patient and understanding. She hung in there with me as I tried to find a house within my limited resources, which wasn’t easy with champagne taste on a beer budget. Nothing would satisfy me unless it was a large Victorian with original details intact. When we finally found the perfect house in Eckington, I was beyond thrilled! The night we closed and I finally had the keys to my first home, I was so excited that I slept on the floor just so I could stay in the house.

“When I considered a career in real estate, I thought if I could make someone else as happy as my agent had made me that would be pretty cool. I liked the idea of seeing smiles rather than frowns. I wanted to help others experience the permanence of a home and how it makes them feel safe and confident about the direction they are going in their lives. They feel proud of themselves—I know I certainly did! I

wanted people to feel like I did when I bought my first house. Homeownership is not merely a part of your financial portfolio or a thing you own; it is a powerful, positive emotion!”

Lee’s grit and determination from a young age are also the reasons for her success. She isn’t afraid of new and exciting experiences. She was born in Texas and, impressively, is a sixth-generation Texan.

“My family fought in the Texas Revolution against Mexico, and there is a town named after one of my great grandfathers. But, I always joke that Texas wasn’t big enough for me, and it inspired me to take my first solo trip to France when I was 18. That turned into a trend, maybe even an obses-



sion. From that time, I’ve either been living abroad or have traveled abroad every single year, except the year my daughter was born. I love to travel and explore other cultures. I get a lot of pleasure from wandering around a new city or country, and I especially love Paris and Cairo. They are both similar yet each distinctive, and I feel like I’m at home when I go to these amazing cities,” Lee reflects.

One of the most influential people in Lee’s life has been her grandmother, who instilled in her a strong work ethic and a healthy sense of self-confidence. “My grandmother remains my guiding star. She was my inspiration as a child and remains so to this day. She is a blessed 93-year-old, sharp as a tack and an amazing person, and she still drives every day! We often have a good laugh over the phone over something one of my children has done, or something going on in her life. She follows my career and offers unasked for, but always unflinching, correct advice on my career and as a parent,” she shares.

Lee recalls the lessons she learned working in her grandparents’ business. “I was brought up from an early age to work at their place. It was a meat company—not the most genteel work around! (To this day you can ask me my opinion on steaks. I’m never wrong!) I worked every Saturday in high school and over the summers for a little over \$3 an hour.

“When I considered a career in real estate, I thought if I could make someone else as happy as my agent had made me that would be pretty cool. I liked the idea of seeing smiles rather than frowns. I wanted to help others experience the permanence of a home and how it makes them feel safe and confident about the direction they are going in their lives.”

Ouch! My grandmother was the hardest boss I’ve ever had, but I learned so very much from her. I will forever be grateful for her influence and support of me, and especially for her undying belief that I could go anywhere and be anything I wanted to be. My parents also had that unrelenting faith in me. With a tribe like that, you can’t go wrong!”

Family and Community Always a Priority
Her curious and adventurous spirit has rubbed off on her children: Barratt, 14, Dalton, 13, and

Mary Frances, 11. Her sons go to Deal Middle School in the District, and her daughter has attended Lycee Rochambeau French International School since second grade. “Mary Frances originally wanted to go there so she could learn French and talk with me in secret code about her big brothers who don’t know the language. But now, her French is so perfect she says she can’t possibly speak with me in French because mine is so bad!” she laughs.

Lee’s political prowess is another trait she has instilled in her children. The family has lively debates around the dinner table as they gear up for volunteer work on the upcoming presidential race. “We’ve had a ‘team meeting,’ and it looks like we may have some diverging opinions on who to volunteer for. But, I think we may be close to a consensus!” she smiles.

Lee is also generous with the time she devotes to the community and causes which are close to her heart, especially those that celebrate the contributions of women. She is an ardent volunteer for the National Women’s History Museum (NWHM) and served as co-chair of this year’s distinguished Women Making History Awards. “Next year will be the 100th anniversary of the passage of the 19th Amendment, and we are hoping the NWHM will be making some big announcements. I believe we need to have a museum that shares the accomplishments and contributions of women in building this country. I want both my sons and my daughter to know what women have done and are doing for our country, not just what men have done.”

Additionally, Lee serves as chair of the board of directors for Humanities-DC. She is a sustaining member of the

cover story

By **Karla Lutz Bowling**
Photos by **Ryan Corvello Photography**

“He suggested I try real estate. My first thought was, ‘Well, why not?!’” she reminisces.

Even though real estate was about as far away from her academic and career background as could be, Lee was eager for a challenge. Before she had accepted the assignment in Cairo, Lee had worked primarily in journalism and politics. She assisted with political campaigns in several different states, as well as with a presidential convention, and she had recently served as a communications director for members of Congress.

The Right Stuff

Lee’s impressive credentials proved to be the perfect foundation to build a successful real estate career. Lee holds undergraduate degrees in international studies and French from Austin College. As a junior, she received a Rotary Foundation Fellowship and



Dalton, Lee, Mary Frances and Barratt

Junior League of Washington and on the board of directors of the Junior League Gardeners. She is also a member of the Daughters of the American Revolution and supports other groups such as Refugees International, the National Museum of Women in the Arts, the Citizens Association of Georgetown, and the PTAs of her children's schools.

Surprisingly, Lee finds time in her busy schedule to indulge in her passion for gardening. When she can steal some time away with her family, you will find her at their weekend house on the Eastern Shore. It is called Stone House, named after the third Episcopal Bishop in Maryland, Bishop William Murray Stone, and was built in 1776. Lee has created an exquisite French parterre garden and over the years has planted more than

500 boxwoods, 100 rose bushes and thousands of bulbs and perennials.

"It is all very amateurish and looks like I scribbled out of the lines. But, it is my stab at creating something beautiful. What I love about it is that I can still see my chubby little toddlers racing around the garden with dump trucks like they did so many years ago. It is a place where we are very happy as a family," Lee smiles.

Another one of her lifelong passions is book collecting, a hobby she began when she was appointed fifth-grade class librarian. She started collecting books and established her own library, dutifully cataloged by subject and author, and now has two bountiful libraries, one at each of her homes.

"The one at my home in Washington is a not-so-carefully curated collection of very old books. I have a few vellum books, early-1600s, that I picked up in France and elsewhere. Most are late-1700s to 1800s. I collect whatever interests

me or strikes my fancy in some way or another, and have over the past 40 years. I also have a collection of art books lugged painfully over my shoulder from every place and museum I've visited abroad, adding 30 pounds to my carry-on! It is a compulsion that I can't seem to shake," she reveals.

No Substitute For Hard Work

Lee brings an intense passion and zeal to everything she touches. It's no surprise that her success in real estate can be attributed to this same philosophy of hard work and tenacity. "I've worked very, very hard to get to this point. In the beginning, a 60-hour-plus work week for me was standard. Every week, every year, year after year after year. Determination is key. You need to chart a path that is built on integrity and honesty and never veer from that

course. I see this as a 'must,' not as a goal or a target, but something imperative that has to be met 100 percent every day and always. That was important in building the bedrock of my business."

Lee adds, "I know my clients are confident that when I advise them on an issue, it is coming from the perspective of representing their best interests. It isn't about me or what may work best for me. They know it is about how to help them and make sure they have a good experience."

She encourages agents not to give up when things fall through. "Being from Texas, we believe that if you fall off that horse, you have to get right back on. Immediately! When my horse threw me as a kid, I knew that once I recovered from having the breath knocked out of me, I had to get back

on and ride. It's the same thing in real estate. The blows that happen in real estate can come quickly, with sustained intensity and detrimental effect. When my kids were little, and I was still relatively new, I lost three deals in one day for various reasons. It represented a lot of potential revenue for me, which we needed as a family. I allowed myself a brief moment to catch my breath. But the next day, I was in the office even earlier than usual, more focused, and more determined than ever. You have to get back on that horse!"

Through many years of getting back up on that horse, Lee has a clear view of what success is. "Success is bringing the A-game to every single day. It is striving to be the best person I can be, even though it may be an ongoing evolution, evaluation, and refinement of the product — me! Success is making sure I have smiles at a closing and making sure that at every turn, I approach all matters with strict integrity and honesty. It is teaching my children the values I bring to my business and my approach to life. I want them to be as proud of me as I am of them. THAT is success."

It is teaching my children the values I bring to my business and my approach to life. I want them to be as proud of me as I am of them. THAT is success.

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Summer Luau

Photos by **A. Claire Vision Photography** | **Ryan Corvello Photography**

We would like to thank you from the core of our hearts. *DC Metro Real Producers* showed up and showed out. This LUAU was AMAZING!

The property in Potomac, MD, was beautiful, the food was awesome, and the networking was exciting.

Thank you, Nurit Coombe and Meyer Leibovitch, for this amazing property. We could not have done

it without the support of phenomenal event sponsors: Eastern Title & Settlement, Donofrio & Associates, MK Staging & Design, JK Moving Services, and Strategic Gifting.

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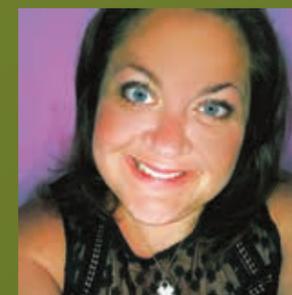


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TOP 250 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	22.5	\$53,546,200	9.5	\$26,085,000	32	\$79,631,200
2	Jennifer S Smira	Compass	55	\$47,732,112	44.5	\$30,405,100	99.5	\$78,137,216
3	John T Kirk	Tower Hill Realty	124	\$64,521,892	3	\$1,940,900	127	\$66,462,792
4	David R Getson	Compass	30.5	\$21,596,514	62.5	\$40,281,488	93	\$61,878,004
5	Alejandro Luis A Martinez	RE/MAX Elite Services	50	\$19,926,588	116.5	\$36,978,072	166.5	\$56,904,660
6	Michael W Rankin	TTR Sotheby's International Realty	11.5	\$28,404,164	11	\$27,432,500	22.5	\$55,836,664
7	Dana Rice	Compass	22.5	\$23,687,000	26	\$27,068,164	48.5	\$50,755,164
8	Avi Galanti	Compass	20	\$25,787,500	19	\$22,438,196	39	\$48,225,696
9	Nathan J Guggenheim	Washington Fine Properties, LLC	27	\$17,513,212	27	\$28,774,650	54	\$46,287,860
10	Marc Fleisher	TTR Sotheby's International Realty	16.5	\$36,053,236	4.5	\$9,677,225	21	\$45,730,460
11	Wendy I Banner	Long & Foster Real Estate, Inc.	16	\$15,843,150	32	\$27,112,850	48	\$42,956,000
12	James M Coley	Long & Foster Real Estate, Inc.	21.5	\$17,079,450	28	\$25,068,628	49.5	\$42,148,080
13	Barak Sky	Long & Foster Real Estate, Inc.	20.5	\$14,997,456	38	\$26,551,700	58.5	\$41,549,156
14	Hans L Wydler	Compass	25	\$30,264,820	14.5	\$10,240,275	39.5	\$40,505,096
15	David Orso	Compass	41	\$26,034,600	20	\$13,958,390	61	\$39,992,992
16	Melinda L Estridge	Long & Foster Real Estate, Inc.	19	\$18,457,820	23.5	\$20,135,930	42.5	\$38,593,752
17	Kimberly A Cestari	Long & Foster Real Estate, Inc.	28.5	\$31,979,000	6.5	\$6,612,635	35	\$38,591,636
18	Nurit Coombe	RE/MAX Elite Services	24	\$17,150,436	29	\$20,473,538	53	\$37,623,972
19	Trent D Heminger	Compass	41.5	\$29,587,500	9	\$7,256,250	50.5	\$36,843,752
20	Christine R Reeder	Long & Foster Real Estate, Inc.	55	\$20,551,024	43.5	\$14,870,190	98.5	\$35,421,212
21	James Bass	Real Estate Teams, LLC	55	\$19,671,336	42.5	\$14,850,690	97.5	\$34,522,024
22	Joel S Nelson	Keller Williams Capital Properties	20	\$19,042,300	15	\$14,568,355	35	\$33,610,656
23	Erich W Cabe	Compass	17.5	\$13,923,475	26.5	\$18,295,724	44	\$32,219,200
24	Thomas K Paolini	Redfin Corp	15.5	\$11,229,000	27	\$20,876,500	42.5	\$32,105,500
25	Kira Epstein Begal	Washington Fine Properties, LLC	13.5	\$12,036,300	21.5	\$19,640,400	35	\$31,676,700
26	Eric P Stewart	Long & Foster Real Estate, Inc.	35.5	\$26,247,632	8.5	\$4,641,250	44	\$30,888,882
27	Nathan B Dart	RE/MAX Realty Services	37.5	\$14,830,703	31	\$15,528,149	68.5	\$30,358,852
28	Tyler A Jeffrey	Washington Fine Properties, LLC	5	\$4,227,250	31	\$25,834,324	36	\$30,061,576
29	Margaret M Babbington	Compass	8	\$5,719,975	29.5	\$22,280,656	37.5	\$28,000,632
30	Antonia Ketabchi	Redfin Corp	8	\$5,283,500	25	\$21,977,850	33	\$27,261,350
31	Jane Fairweather	Long & Foster Real Estate, Inc.	23.5	\$22,011,778	4.5	\$5,117,500	28	\$27,129,278
32	Chelsea L Traylor	Redfin Corp	49	\$27,063,676	0	\$0	49	\$27,063,676
33	Brent E Jackson	TTR Sotheby's International Realty	13	\$14,528,290	10.5	\$12,369,390	23.5	\$26,897,680
34	Troyce P Gatewood	RE/MAX Results	24	\$10,458,151	41	\$16,064,175	65	\$26,522,326

Disclaimer: Information based on numbers reported to the MLS as of August 5, 2019 for Jan. 1 to July 31, 2019. This data represents closed sales of residential new construction, and resale in Washington, D.C., and the Maryland counties (Frederick, Montgomery, Prince Georges). 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 July 31, 2019

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
35	Andrew Riguzzi	Compass	19	\$16,312,255	13	\$10,074,000	32	\$26,386,256
36	Robert A Sanders	TTR Sotheby's International Realty	13.5	\$14,588,940	9.5	\$11,031,590	23	\$25,620,530
37	Michael R Brennan	TTR Sotheby's International Realty	21	\$15,929,125	8	\$9,133,625	29	\$25,062,750
38	Keene Taylor Jr.	Compass	6	\$4,888,000	7	\$20,025,000	13	\$24,913,000
39	Victor R Llewellyn	Long & Foster Real Estate, Inc.	21	\$10,425,575	24	\$14,425,840	45	\$24,851,416
40	Thomas S Hennerty	NetRealtyNow.com, LLC	67	\$22,171,590	9	\$2,625,450	76	\$24,797,040
41	Meredith L Margolis	Compass	8	\$8,311,059	20.5	\$16,420,349	28.5	\$24,731,408
42	Mehrnaz Bazargan	Redfin Corp	42	\$22,563,700	2	\$1,814,000	44	\$24,377,700
43	Carlos A Garcia	Keller Williams Capital Properties	16.5	\$13,124,525	17	\$10,854,300	33.5	\$23,978,824
44	Jay A Day	Real Estate Teams, LLC	54.5	\$17,460,584	20.5	\$6,469,774	75	\$23,930,356
45	Marshall Carey	Redfin Corp	35	\$22,497,820	2	\$1,120,000	37	\$23,617,820
46	Christie-Anne Weiss	TTR Sotheby's International Realty	9	\$18,925,000	2	\$4,380,000	11	\$23,305,000
47	Robert H Myers	RE/MAX Realty Services	25.5	\$10,714,600	27.5	\$12,356,295	53	\$23,070,896
48	Frederick B Roth	Washington Fine Properties, LLC	5.5	\$8,718,790	8.5	\$14,291,500	14	\$23,010,290
49	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	39.5	\$19,482,312	7	\$3,452,500	46.5	\$22,934,812
50	Rina B. Kunk	Compass	13.5	\$14,238,000	7	\$8,514,800	20.5	\$22,752,800
51	Bradley J Rozansky	Long & Foster Real Estate, Inc.	17.5	\$19,708,210	4	\$2,905,000	21.5	\$22,613,210
52	Tamara E Kucik	Tower Hill Realty	24.5	\$14,437,050	14	\$7,990,890	38.5	\$22,427,940
53	Maxwell E Rabin	TTR Sotheby's International Realty	10	\$13,258,500	12	\$9,166,880	22	\$22,425,380
54	Anslie C Stokes Milligan	McEneaney Associates, Inc.	14.5	\$11,106,800	11	\$11,013,900	25.5	\$22,120,700
55	Nancy S Itteilag	Washington Fine Properties, LLC	13.5	\$18,554,000	2	\$3,499,000	15.5	\$22,053,000
56	Roby C Thompson III	Long & Foster Real Estate, Inc.	16	\$14,090,925	8	\$7,923,900	24	\$22,014,824
57	Charles Dudley	Compass	8.5	\$5,835,500	19.5	\$16,178,200	28	\$22,013,700
58	Bryan Kerrigan	Redfin Corp	42	\$20,252,700	1	\$1,440,000	43	\$21,692,700
59	Lori Maggin	Rory S. Coakley Realty, Inc.	6	\$11,348,390	6	\$10,226,770	12	\$21,575,160
60	Gail E Nyman	RE/MAX United Real Estate	36.5	\$16,983,700	7	\$4,424,800	43.5	\$21,408,500
61	Jonathan S Lahey	RE/MAX Fine Living	26.5	\$7,350,190	35.5	\$13,775,950	62	\$21,126,140
62	Norman S Domingo	XRealty.NET LLC	58	\$21,124,560	0	\$0	58	\$21,124,560
63	Leslie B White	Redfin Corp	0	\$0	27	\$21,108,096	27	\$21,108,096
64	Hazel Shakur	Redfin Corp	55	\$20,286,000	1	\$685,438	56	\$20,971,438
65	Michelle C Yu	Long & Foster Real Estate, Inc.	23	\$17,916,200	5.5	\$2,887,950	28.5	\$20,804,150
66	Elaine K Koch	Long & Foster Real Estate, Inc.	19.5	\$12,902,488	9.5	\$7,560,000	29	\$20,462,488
67	Jonathan D Taylor	TTR Sotheby's International Realty	5.5	\$10,459,000	3	\$9,850,000	8.5	\$20,309,000
68	Russell A Firestone III	TTR Sotheby's International Realty	5	\$4,311,000	7	\$15,947,500	12	\$20,258,500
69	Marjorie R Dick Stuart	Keller Williams Capital Properties	12	\$14,104,000	7.5	\$6,056,500	19.5	\$20,160,500
70	Anne C Killeen	Washington Fine Properties, LLC	10.5	\$13,010,500	4.5	\$7,024,250	15	\$20,034,750
71	Lisa C Sabelhaus	RE/MAX Town Center	26.5	\$12,317,364	19	\$7,532,378	45.5	\$19,849,742

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
72	D'Ann K Lanning	Compass	29	\$18,420,900	2	\$1,365,000	31	\$19,785,900
73	Elysia L Casaday	Compass	13.5	\$9,753,489	9	\$9,930,000	22.5	\$19,683,489
74	Sheena Saydam	Keller Williams Capital Properties	17	\$7,615,868	24.5	\$12,061,270	41.5	\$19,677,138
75	Thomas Lindsay Reishman	Compass	26	\$18,384,250	1	\$1,050,000	27	\$19,434,250
76	Lisa R Stransky Brown	Washington Fine Properties, LLC	10	\$9,114,500	10	\$10,193,400	20	\$19,307,900
77	Thomas F Faison	RE/MAX Allegiance	17	\$15,802,104	3	\$3,202,500	20	\$19,004,604
78	Daniel M Heider	TTR Sotheby's International Realty	4	\$5,591,950	13.5	\$13,364,300	17.5	\$18,956,250
79	Scott J Swahl	Redfin Corp	34	\$17,277,800	3	\$1,673,000	37	\$18,950,800
80	Mansour F Abu-Rahmeh	TTR Sotheby's International Realty	6	\$4,238,400	17	\$14,560,100	23	\$18,798,500
81	Kara K Sheehan	Washington Fine Properties, LLC	7	\$14,440,620	3	\$4,355,000	10	\$18,795,620
82	Judy G Cranford	Cranford & Associates	6	\$3,913,900	16	\$14,850,900	22	\$18,764,800
83	Barbara C Nalls	TTR Sotheby's International Realty	12.5	\$11,816,900	7	\$6,937,500	19.5	\$18,754,400
84	Loic C Pritchett	TTR Sotheby's International Realty	12	\$10,641,938	9	\$7,993,400	21	\$18,635,338
85	Marjorie S Halem	Compass	12	\$12,058,900	7.5	\$6,507,450	19.5	\$18,566,350
86	Delilah D Dane	Redfin Corp	29	\$16,565,875	3	\$1,890,000	32	\$18,455,875
87	Daniel F Metcalf	Long & Foster Real Estate, Inc.	26.5	\$17,964,876	1	\$250,000	27.5	\$18,214,876
88	Corey C Burr	TTR Sotheby's International Realty	7	\$9,510,000	6	\$8,650,000	13	\$18,160,000

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TOP 250 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
89	David R Bediz	Keller Williams Capital Properties	16	\$10,316,900	8	\$7,812,500	24	\$18,129,400
90	Daryl Judy	Washington Fine Properties ,LLC	6	\$7,328,500	8.5	\$10,758,400	14.5	\$18,086,900
91	Patricia G Mills	RE/MAX Achievers	38.5	\$12,571,260	17	\$5,329,587	55.5	\$17,900,848
92	Gary J Rudden	RE/MAX REALTY SERVICES	16	\$12,646,400	2	\$5,015,000	18	\$17,661,400
93	Long T Ngo	Redfin Corp	0.5	\$122,500	35	\$17,498,858	35.5	\$17,621,358
94	Amanda M Lasko	Redfin Corp	32.5	\$16,443,801	3	\$1,103,500	35.5	\$17,547,300
95	Leslie C Friedson	Compass	10.5	\$8,696,800	6	\$8,846,000	16.5	\$17,542,800
96	Andres A Serafini	RLAH Real Estate	11	\$6,248,497	16.5	\$11,156,300	27.5	\$17,404,796
97	Tim Barley	RE/MAX Allegiance	11	\$8,541,750	13	\$8,480,111	24	\$17,021,860
98	Cheryl R Leahy	Long & Foster Real Estate, Inc.	10	\$9,113,500	10	\$7,899,350	20	\$17,012,850
99	Michael J Schaeffer	Coldwell Banker Residential Brokerage	10.5	\$11,071,065	4	\$5,838,450	14.5	\$16,909,516
100	Lauren E Davis	TTR Sotheby's International Realty	8	\$7,993,000	7	\$8,657,400	15	\$16,650,400
101	Marsha M Schuman	Washington Fine Properties, LLC	8.5	\$10,517,790	5	\$6,120,000	13.5	\$16,637,790
102	Preston E Innerst Jr.	EYA Marketing, LLC	11	\$11,682,730	5	\$4,932,010	16	\$16,614,740
103	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	21	\$5,452,050	33.5	\$11,007,330	54.5	\$16,459,380
104	Justin Kitsch	TTR Sotheby's International Realty	11.5	\$10,002,000	8	\$6,333,000	19.5	\$16,335,000
105	Mandy Kaur	Redfin Corp	26	\$13,797,500	4	\$2,499,900	30	\$16,297,400

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
106	James C. Peva	Washington Fine Properties, LLC	4	\$8,350,000	4	\$7,914,900	8	\$16,264,900
107	Carmen C Fontecilla	Compass	21.5	\$11,006,000	9.5	\$5,204,650	31	\$16,210,650
108	John L Lesniewski	RE/MAX United Real Estate	36	\$12,784,775	9	\$3,370,435	45	\$16,155,210
109	Tina C Cheung	EXP Realty, LLC	7	\$2,740,000	30.5	\$13,398,855	37.5	\$16,138,855
110	Marin Hagen	Coldwell Banker Residential Brokerage	4.5	\$6,615,500	7	\$9,349,000	11.5	\$15,964,500
111	Eva M Davis	Compass	7.5	\$6,323,950	11	\$9,622,094	18.5	\$15,946,044
112	Kenneth M Abramowitz	RE/MAX Town Center	13	\$5,198,900	25	\$10,705,299	38	\$15,904,199
113	Joseph C Mascio	Redfin Corp	29	\$15,160,900	1	\$606,000	30	\$15,766,900
114	Casey C Abouafia	Compass	6	\$5,162,450	14	\$10,582,000	20	\$15,744,450
115	Cynthia L Howar	Washington Fine Properties, LLC	6.5	\$13,562,500	1	\$1,825,000	7.5	\$15,387,500
116	Alecia R Scott	Long & Foster Real Estate, Inc.	16	\$6,922,289	21	\$8,356,000	37	\$15,278,288
117	Jason E Townsend	Keller Williams Capital Properties	13	\$8,596,135	10	\$6,628,750	23	\$15,224,885
118	Cara Pearlman	Compass	17	\$8,674,250	9	\$6,492,900	26	\$15,167,150
119	Eric M Broermann	Compass	8.5	\$5,078,863	12.5	\$10,073,400	21	\$15,152,263
120	Stacy M Allwein	Century 21 Redwood Realty	20.5	\$7,098,200	22	\$7,901,550	42.5	\$14,999,750
121	Margot D Wilson	Washington Fine Properties, LLC	5.5	\$8,709,750	7	\$6,212,000	12.5	\$14,921,750
122	Margaret M Ferris	Compass	5	\$6,742,500	12	\$8,131,000	17	\$14,873,500
123	Marilyn G Charity	Washington Fine Properties, LLC	5.5	\$13,785,000	2	\$1,074,000	7.5	\$14,859,000
124	Susan G Maguire	Washington Fine Properties, LLC	5	\$8,765,000	5	\$6,074,740	10	\$14,839,740
125	Kelly W Williams	TTR Sotheby's International Realty	11	\$9,721,938	4	\$5,014,000	15	\$14,735,938
126	Elizabeth M Burrow	Keller Williams Realty Centre	19	\$9,421,190	10	\$5,197,322	29	\$14,618,512
127	Carl G Becker	Premier Properties, LLC	8	\$7,323,000	6	\$7,235,000	14	\$14,558,000
128	Pamela B Wye	Compass	7.5	\$7,340,445	6.5	\$7,168,500	14	\$14,508,945
129	Corey J Lancaster	EXIT Right Realty	19.5	\$6,297,940	22	\$8,207,800	41.5	\$14,505,740
130	Katri I Hunter	Compass	3	\$1,834,750	15	\$12,597,350	18	\$14,432,100
131	Carolyn N Sappenfield	RE/MAX Realty Services	9	\$8,591,000	8	\$5,804,500	17	\$14,395,500
132	Elizabeth J D'Angio	Washington Fine Properties, LLC	3	\$7,640,000	3.5	\$6,724,500	6.5	\$14,364,500
133	Jennifer T Chow	Long & Foster Real Estate, Inc.	10	\$11,702,145	3	\$2,607,000	13	\$14,309,145
134	John P. R. Lee	RE/MAX Success	12.5	\$9,422,750	7	\$4,807,020	19.5	\$14,229,770
135	Barbara A Ciment	Long & Foster Real Estate, Inc.	18.5	\$7,669,500	12.5	\$6,517,500	31	\$14,187,000
136	Lee Murphy	Washington Fine Properties, LLC	4	\$3,544,000	9	\$10,548,000	13	\$14,092,000
137	Farrah E Morgan	Redfin Corp	32	\$12,020,503	5	\$2,031,900	37	\$14,052,403
138	John Coleman	RLAH Real Estate	7	\$4,598,665	17	\$9,396,550	24	\$13,995,214
139	Daniel B Register IV	Northrop Realty, A Long & Foster Company	45	\$12,883,918	2	\$1,014,900	47	\$13,898,818
140	Joshua D Ross	RE/MAX Realty Services	5.5	\$6,787,250	7	\$7,106,900	12.5	\$13,894,150
141	Traudel Lange	Compass	7	\$9,212,000	2	\$4,642,500	9	\$13,854,500
142	Andrea S Alderdice	Long & Foster Real Estate, Inc.	10	\$8,635,150	8	\$5,174,000	18	\$13,809,150

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TOP 250 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
143	Rex Thomas	Samson Properties	5	\$2,365,200	20	\$11,353,267	25	\$13,718,467
144	Ginette R. Winston	Winston Real Estate, Inc.	11	\$6,601,500	10	\$7,103,000	21	\$13,704,500
145	Robert Crawford	Washington Fine Properties, LLC	9.5	\$7,771,125	3	\$5,928,780	12.5	\$13,699,905
146	Kerry E Fortune	Washington Fine Properties, LLC	4.5	\$5,137,859	5.5	\$8,456,750	10	\$13,594,609
147	Keith James	Keller Williams Capital Properties	4	\$1,417,000	33	\$12,170,875	37	\$13,587,875
148	Elizabeth M Brent	GO BRENT, INC.	20	\$13,547,750	0	\$0	20	\$13,547,750
149	Aret Koseian	Compass	5.5	\$2,795,500	20	\$10,744,800	25.5	\$13,540,300
150	Cheryl A Kurss	Compass	7.5	\$7,227,000	5.5	\$6,259,350	13	\$13,486,350
151	Debra P Noone	Redfin Corp	34	\$12,526,500	2	\$904,543	36	\$13,431,043
152	Monica Bryant	Redfin Corp	30	\$12,979,730	1	\$446,000	31	\$13,425,730
153	Eric Steinhoff	EXP Realty, LLC	18	\$8,214,350	9	\$5,152,218	27	\$13,366,568
154	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	18	\$8,270,315	10	\$5,034,500	28	\$13,304,815
155	Michael Gailey	Compass	5.5	\$2,767,500	12	\$10,493,400	17.5	\$13,260,900
156	Renee M Peres	Compass	10.5	\$7,061,000	8	\$6,163,900	18.5	\$13,224,900
157	Rachel P Levey	Compass	3	\$3,010,000	12	\$10,189,500	15	\$13,199,500
158	Dominique Rychlik	Long & Foster Real Estate, Inc.	7	\$6,514,000	6	\$6,625,000	13	\$13,139,000
159	Brandon Hoffman	Redfin Corp	29.5	\$13,131,970	0	\$0	29.5	\$13,131,970
160	Steve C Agostino	Compass	9	\$9,313,000	3	\$3,745,000	12	\$13,058,000
161	Rheetuparna Pal Mahajan	Redfin Corp	0	\$0	26	\$13,001,699	26	\$13,001,699
162	Craig O Smith	Redfin Corp	30	\$12,036,099	1	\$955,000	31	\$12,991,099

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
163	Kenneth C Germer	Compass	13	\$9,694,611	4	\$3,243,900	17	\$12,938,511
164	Todd A Vassar	Compass	6	\$3,500,963	10.5	\$9,413,749	16.5	\$12,914,712
165	Robert Jenets	Stuart & Maury, Inc.	13	\$11,599,500	1	\$1,240,000	14	\$12,839,500
166	Kornelia Stuphan	Long & Foster Real Estate, Inc.	6	\$7,419,140	4.5	\$5,390,000	10.5	\$12,809,140
167	Gladwin S D'Costa	Maryland REO Realty, LLC	58	\$12,808,335	0	\$0	58	\$12,808,335
168	Itamar Simhony	RE/MAX Elite Services	13	\$10,093,500	3	\$2,679,900	16	\$12,773,400
169	Amir Tabatabai	TTR Sotheby's International Realty	3	\$1,920,000	13.5	\$10,793,811	16.5	\$12,713,811
170	Ioannis Konstantopoulos	TTR Sotheby's International Realty	9.5	\$4,972,397	10	\$7,652,398	19.5	\$12,624,795
171	Anne-Marie R Finnell	TTR Sotheby's International Realty	10.5	\$6,421,500	5.5	\$6,196,276	16	\$12,617,776
172	Nicholas P Chaconas	Redfin Corp	21	\$9,108,800	5	\$3,500,500	26	\$12,609,300
173	Todd C Harris	Long & Foster Real Estate, Inc.	8	\$6,203,500	9	\$6,340,500	17	\$12,544,000
174	Ronald S Sitrin	Long & Foster Real Estate, Inc.	13	\$9,716,800	2.5	\$2,782,500	15.5	\$12,499,300
175	Nancy L Mannino	Long & Foster Real Estate, Inc.	8.5	\$8,780,500	4	\$3,678,900	12.5	\$12,459,400
176	Robert Hryniewicki	Washington Fine Properties, LLC	3.5	\$6,326,250	4.5	\$6,071,500	8	\$12,397,750
177	David A Ehrenberg	Redfin Corp	1	\$300,000	25	\$11,937,910	26	\$12,237,910
178	Peter D Grimm	Berkshire Hathaway HomeServices PenFed Realty	9.5	\$7,669,400	6	\$4,557,000	15.5	\$12,226,400
179	Rebecca J Love	Redfin Corp	1	\$418,000	15	\$11,795,150	16	\$12,213,150

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TOP 250 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
180	Kenneth A Grant	RE/MAX Plus	5	\$2,683,000	30	\$9,476,750	35	\$12,159,750
181	Meredith M Fogle	Old Line Properties	14.5	\$8,900,550	4	\$3,220,000	18.5	\$12,120,550
182	Vincent E Hurteau	Continental Properties, Ltd.	10	\$4,764,000	10	\$7,342,000	20	\$12,106,000
183	John T Pruski	Jack Realty Group	3.5	\$5,377,000	4	\$6,688,000	7.5	\$12,065,000
184	Lawrence M Lessin	Homes By Owner	37	\$12,059,200	0	\$0	37	\$12,059,200
185	Nicholas W Poliansky	Keller Williams Preferred Properties	25	\$7,781,400	12	\$4,102,600	37	\$11,884,000
186	Anne H Weir	Washington Fine Properties, LLC	4.5	\$7,286,250	2	\$4,595,000	6.5	\$11,881,250
187	William J Skipworth	DC Living Real Estate LLC	9	\$6,133,500	6	\$5,724,030	15	\$11,857,530
188	Dana S Scanlon	Keller Williams Capital Properties	9	\$6,886,511	6	\$4,961,800	15	\$11,848,311
189	Edward Slavis	S&G Realty	8	\$6,594,998	9	\$5,240,415	17	\$11,835,413
190	Fleur V Howgill	TTR Sotheby's International Realty	5	\$5,137,500	8	\$6,691,900	13	\$11,829,400
191	J P Montalvan	Compass	10	\$5,540,600	10.5	\$6,200,400	20.5	\$11,741,000
192	Timothy W Brooks	Keller Williams Realty Centre	21	\$6,477,500	18	\$5,247,955	39	\$11,725,455
193	Katherine Scire	Redfin Corp	2	\$1,083,000	16	\$10,640,729	18	\$11,723,729
194	Lori M Leasure	Washington Fine Properties	6	\$10,387,000	1	\$1,315,000	7	\$11,702,000
195	Adewemimo D Collins	Redfin Corp	34	\$11,695,079	0	\$0	34	\$11,695,079
196	Melissa G Bernstein	RE/MAX Realty Group	14.5	\$7,884,900	5	\$3,797,000	19.5	\$11,681,900
197	Annabel D Burch- Murton	Compass	6	\$5,436,000	5	\$6,220,000	11	\$11,656,000
198	Michael J Matese	Compass	7	\$7,773,000	4	\$3,864,000	11	\$11,637,000
199	Jeremy E Lichtenstein	RE/MAX Realty Services	7	\$6,017,150	5	\$5,610,000	12	\$11,627,150
200	Ross A Vann	Compass	3	\$3,010,000	9	\$8,607,590	12	\$11,617,590
201	Koki Waribo Adasi	Compass	12.5	\$8,472,850	5	\$3,099,899	17.5	\$11,572,749
202	James E Gregory	Washington Fine Properties, LLC	2	\$1,205,450	12	\$10,353,600	14	\$11,559,050
203	Pamela E Ryan-Brye	Long & Foster Real Estate, Inc.	6	\$6,340,000	4	\$5,216,200	10	\$11,556,200
204	Brian Smith	Compass	5	\$5,629,995	6	\$5,894,987	11	\$11,524,982
205	Anthony Mason	Keller Williams Preferred Properties	16	\$6,184,760	15.5	\$5,325,070	31.5	\$11,509,830
206	Andrew K Goodman	Goodman Realtors	11.5	\$4,893,600	12	\$6,587,800	23.5	\$11,481,400
207	Richard Michael Morrison	Redfin Corp	0	\$0	19	\$11,475,300	19	\$11,475,300
208	Maribelle S Dizon	Redfin Corp	7	\$2,300,400	19	\$9,158,800	26	\$11,459,200
209	Mynor R Herrera	Keller Williams Capital Properties	22.5	\$9,455,300	5	\$1,994,314	27.5	\$11,449,614
210	Catherine L Davila	Redfin Corp	26	\$11,128,000	1	\$315,000	27	\$11,443,000
211	Kathleen A King	Washington Fine Properties, LLC	5.5	\$5,318,360	4	\$6,111,000	9.5	\$11,429,360
212	Robert N Whalen	Long & Foster Real Estate, Inc.	21.5	\$10,290,350	3	\$1,041,365	24.5	\$11,331,715
213	Justin Tanner	RE/MAX Allegiance	6	\$4,698,854	10	\$6,631,750	16	\$11,330,604
214	Kimberly D Heath	Redfin Corp	2	\$599,900	21	\$10,676,309	23	\$11,276,209
215	Lise Courtney M Howe	Keller Williams Capital Properties	13	\$6,829,500	8	\$4,441,500	21	\$11,271,000
216	Toni A Ghazi	Compass	3	\$1,225,500	10.5	\$10,033,400	13.5	\$11,258,900

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
217	Sergei A Goumivlevski	RE/MAX Realty Services	12	\$4,853,724	9	\$6,352,500	21	\$11,206,224
218	Annette H Sante	Redfin Corp	23	\$9,416,900	4	\$1,767,800	27	\$11,184,700
219	Matthew B McCormick	TTR Sotheby's International Realty	4	\$7,525,750	3	\$3,615,000	7	\$11,140,750
220	Amalia B Morales Garicoits	RLAH Real Estate	3	\$1,619,000	11	\$9,479,900	14	\$11,098,900
221	Louis G Cardenas	TTR Sotheby's International Realty	6	\$9,073,250	1	\$1,995,000	7	\$11,068,250
222	Seth S Turner	Compass	6	\$3,974,900	11	\$7,068,955	17	\$11,043,855
223	Robert G Carter	Compass	7	\$3,725,800	13	\$7,290,150	20	\$11,015,950
224	Amanda Briggs	Keller Williams Capital Properties	17	\$10,986,500	0	\$0	17	\$10,986,500
225	Laura W Steuart	Compass	4	\$4,215,000	7	\$6,763,500	11	\$10,978,500
226	Mitchell J Toland Jr.	Redfin Corp	15	\$5,793,650	15	\$5,132,400	30	\$10,926,050
227	Matthew E Murton	Long & Foster Real Estate, Inc.	8.5	\$6,467,250	6	\$4,441,000	14.5	\$10,908,250
228	Ruby A Styslinger	Redfin Corp	1.5	\$761,931	17	\$10,141,910	18.5	\$10,903,841
229	Claudia B Donovan	Compass	5.5	\$5,912,745	4.5	\$4,988,000	10	\$10,900,745
230	Mark A Hudson	McEneaney Associates, Inc.	17	\$9,612,100	2	\$1,259,500	19	\$10,871,600
231	JT Powell	Coldwell Banker Residential Brokerage	26	\$8,904,805	3	\$1,934,900	29	\$10,839,705
232	Aya Netanel	Magnolia Realty LLC	0	\$0	19	\$10,821,500	19	\$10,821,500
233	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	6	\$4,944,400	7	\$5,870,000	13	\$10,814,400

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TOP 250 STANDINGS

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

Rank	Name	Office	SELLING #	SELLING \$	BUYING #	BUYING \$	Sales	Total
234	Richard A Fox	RE/MAX Realty Centre, Inc.	7.5	\$2,877,550	17.5	\$7,911,450	25	\$10,789,000
235	Luis A Vivas	Keller Williams Capital Properties	10	\$5,897,000	9	\$4,875,900	19	\$10,772,900
236	Michael B Aubrey	Compass	9	\$6,254,600	5	\$4,516,260	14	\$10,770,860
237	Neil W Bacchus	Long & Foster Real Estate, Inc.	16	\$6,909,900	7	\$3,847,500	23	\$10,757,400
238	Joseph Himali	RLAH Real Estate	4.5	\$3,148,500	8	\$7,588,468	12.5	\$10,736,968
239	Eric Murtagh	Long & Foster Real Estate, Inc.	7.5	\$10,712,000	0	\$0	7.5	\$10,712,000
240	Amanda M Mills	Compass	12.5	\$10,684,278	0	\$0	12.5	\$10,684,278
241	Melanie M Hayes	TTR Sotheby's International Realty	3	\$3,168,000	9	\$7,513,900	12	\$10,681,900
242	Matthew M Koerber	TTR Sotheby's International Realty	3	\$2,182,500	10.5	\$8,425,850	13.5	\$10,608,350
243	Faith M Rosselle	Rosselle Realty Services	36	\$9,923,735	2	\$659,850	38	\$10,583,585
244	David DeSantis	TTR Sotheby's International Realty	4	\$5,188,450	3	\$5,395,000	7	\$10,583,450
245	Frederick P Glucksmann-Kuis	Coldwell Banker Residential Brokerage	3.5	\$9,275,250	1	\$1,301,000	4.5	\$10,576,250
246	Mary Lynn White	Compass	3	\$3,416,500	6	\$7,154,999	9	\$10,571,499
247	Peter J Ferguson	Compass	3.5	\$2,206,000	12	\$8,330,900	15.5	\$10,536,900
248	Alexander J Heitkemper	Long & Foster Real Estate, Inc.	13	\$5,803,000	9	\$4,729,800	22	\$10,532,800
249	Jill C Coleman	RE/MAX Realty Centre, Inc.	19	\$7,431,099	6	\$3,098,000	25	\$10,529,099
250	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	5.5	\$8,205,500	1	\$2,295,000	6.5	\$10,500,500

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