

DC METRO

REAL PRODUCERS.®

CONNECTING. NG. INSPIRING.



**NURIT
COOMBE**

From Ballistic Missile
Expert to Marketing Savant

APRIL 2020

Relax...



Your clients are in the best hands at



Your Key to a Successful Settlement
www.GPNTitle.com



“Working with GPN Title has helped my Real Estate practice grow exponentially.”

-George Papakostas, Long & Foster |
Christie’s International Real Estate

George P. Glekas
Principal

(301) 294-4055
GGlekas@gpntitle.com



@GPNTITLE

GPN TITLE, INC. | ONE IRVINGTON CENTER | 700 KING FARM BLVD., SUITE 130 | ROCKVILLE, MD 20850
SETTLEMENT LOCATIONS IN DC, MD, AND VA

Stay at Home with a RENOVATION 2ND MORTGAGE

Thinking about updating or renovating your home, but love your current interest rate? Do you need more space but don't want the hassle of moving? Whatever the reason, we have the solution for you with our **Stay at Home Program.**



Program highlights include:

- Second mortgage allows your current low fixed rate mortgage to remain in place
- Single closing for both construction and permanent phases
- Interest only payments during construction, followed by automatic conversion to permanent financing
- Primary residence only
- Financing based upon the future value of your property



Tina Del Casale

Mortgage Banker

NMLS# 191852

Phone: 301.850.1326

Mobile Phone: 301.523.1893

Email Address: TDelCasale@sandyspringbank.com

Terms and Conditions Apply. Member FDIC. Sandy Spring Bank
NMLS # 406382. © 2020



APPLY NOW at SSBTina.com


TABLE OF CONTENTS



6
Preferred Partner Index



11
Publisher's Note



13
Save the Date: Summer Solstice Celebration



15
We Ask... You Tell!



16
Golden Nuggets



20
Partner Spotlight: Greg Kingsbury of Vellum Mortgage



26
Rising Star: Russell Brazil



32
Master The Media by Christina Daves



36
A Cool Life Story: Melanie Gamble



42
Cover Story: Nurit Coombe



46
Ops Boss Coaching™ by Christy Belt Grossman



49
Top 250 Standings



TITLE TOWN SETTLEMENTS



Todd Greenbaum
Owner and Founder

"Todd has handled settlements for several of my buyer clients and he has exceeded all my expectations for a settlement attorney! He is both knowledgeable and professional yet remains grounded enough to be approachable. I was particularly amazed by his thoughtfulness and sensitivity in communicating with my clients for whom English is not their first language. My clients, ranging from young first-time home buyer to retired down-sizer, are all exceedingly pleased with his settlement process and, especially, the respect he naturally carries for every one.

I enjoy working with Todd and recommend him highly."

~Realtor

Our Services

Residential & Commercial Transactions • Purchase/Sale • Refinance
Contract Preparation • Deed Preparation • Short Sales

Markets We Serve

Maryland • Virginia • Washington D.C.



If you are interested in contributing or nominating Realtors® for certain stories, please email the publisher at Kristin.Brindley@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed herein do not necessarily reflect the views of N2 Publishing, but remain solely those of the author(s). The paid advertisements contained within DC Metro REAL Producers magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies.

Note: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.

MARYLAND
15201 Diamondback Drive
#200
Rockville, MD 20850

(301) 840-3910
www.titletownsettlements.com
todd@titletownsettlements.com

WASHINGTON, D.C.
1300 I Street NW
Suite 400E
Washington, DC 20005



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLEANING SERVICE

Santos Maid Services
(202) 299-8069
SantosAndAssociates
Cleaning.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

CONTRACTOR/HOME STAGER

Parker Interiors
(866) 512-7659
ParkerInteriorsDC.com

DESIGN/BUILD/ REMODELING

NVP Construction
(202) 846-7196
newvisiondc.com/
construction

EVENT PLANNING

SG3 Events LLC
(240) 813-9292
SG3Events.com

FINANCIAL PLANNING

Socium Advisors
(203) 848-4870
Tripp-Kelly.com

HANDYMAN SERVICES

NVP Home Services
(202) 846-7196
newvisiondc.com

HOME BUILDER

Builders National
Cooperative
(301) 524-4471
BuildersNational
Cooperative.com

HOME INSPECTION

A To Z Inspection Services
(301) 916-2811
AtoZInspectionService.com

Donofrio Property

Inspections
(703) 771-8374
Donofrioinspections.com

ProTec Inspection Services
(301) 972-8531
ProTec-Inspections.com

US Inspect
(703) 293-1400
USinspect.com/maryland
-washington-dc

HOME RENOVATION

Curbio
(978) 888-3958
Curbio.com

HOME STAGING

New Vision Staging
& Design
(202) 846-7196
newvisionstaging.com

HOME WARRANTY

Cinch Home Services
(800) 247-3680
CinchRealEstate.com

HWA Home Warranty
Cynthia Void
(443) 817-3147
HWAHomeWarranty.com

Old Republic Home

Protection
Marlene Campini
(410) 802-8101
ORHP.com

Super

Dilyana Mazur
(202) 750-1618
dilyana@hellosuper.com
HelloSuper.com

JUNK REMOVAL

123JUNK
(800) 364-5778
123JUNK.com

LANDSCAPE

Laser Cut Property Services
Jason Wilder
(410) 216-7825
lasercutlawncare.com

LAWN CARE

Laser Cut Property Services
Jason Wilder
(410) 216-7825
lasercutlawncare.com

MORTGAGE

BMIC Mortgage
Amy Goldstein
(301) 928-0300
BMICMortgage.com

Fairway Independent

Mortgage Corporation
Chong Yi
(301) 917-9420
TheYiTeam.com

First Home Mortgage
Ryan Paquin
(301) 332-1589

First Home Mortgage
Scott Story
(301) 275-8660
ScottStoryLoans.com

First Home Mortgage

Rob Mercer
(301) 332-2745
RobMercerMortgage.com

First Washington Mortgage

Chanin Wisler
(301) 526-0020
ChaninWisler.info

FitzGerald Financial Group

Kasey Martin
(301) 452-5217
KaseyMartin.com

Monarch Mortgage

Richard Early
(301) 332-2184
Monarch1893.com/
rockville/rearly

NXT Home Mortgage

Craig Jenkins
(410) 903-6610
DMVHomeLoanCenter.com

Sandy Spring Bank

Tina Del Casale
(301) 523-1893
SSBTina.com

The Mortgage Link Inc.

Steve Summers
(301) 704-1282
TheMtgLink.com

Vellum Mortgage

Greg Kingsbury
(301) 254-1486
KingsburyMortgage
Team.com

Wells Fargo

Pat Bowman
(301) 956-1589
WFHM.com/loans/pat-bowman

MOVING COMPANY

Bargain Movers
(301) 685-6789
BargainMoversInc.com

JK Moving Services

(703) 260-3031
JKMoving.com

Moyer & Sons Moving & Storage

(301) 869-3896
MoyerAndSons.com

Town & Country Movers

(301) 670-4600
TownAndCountryMovers.com

PHOTOGRAPHY

A. Claire Vision Photography
(240) 988-0010
AClaireVision.com

Ryan Corvello Photography

(757) 685-2077
CorvelloPhotography.com

TruPlace

Colleen Smith
(301) 972-3201 x824
colleensmith@truplace.com
TruPlace.com

PRINTING, DIRECT MAIL SERVICES

My Marketing Matters
(301) 590-9700
MyMarketingMatters.com

PUBLIC RELATIONS AND MARKETING

PR For Anyone
(844) 774-2691
PRForAnyone.com

STAGING

Town & Country Movers
(301) 670-4600
TownAndCountryMovers.com

TITLE SERVICES

Eastern Title & Settlement
(240) 403-1285
EasternTitle.net

GPN Title, Inc.

(301) 294-4055
GPNTitle.com

Title Town Settlements

(301) 840-3910
TitleTownSettlements.com

VIDEO SERVICES

HDBros
(833) 437-4686
HDBros.com

TruPlace

Colleen Smith
(301) 972-3201 x824
TruPlace.com

WINDOWS

Zen Windows
(301) 337-5656
ZenWindows.com

Parker Staging
Presents
Design Heals..

QUICK FACTS:

- **PARKER STAGING** established Design Heals out of the realization that everyone, no matter their situation, is affected by their surroundings.
- **DESIGN HEALS'** mission is to use interior design, decorating services and furniture resources to service people who are living without the essentials.

PARKER STAGING is now donating a percentage of all staging fees towards Design Heals.

Visit our website to learn more and see how you can get involved!

www.parkerinteriorsdc.com 4720 Boston Way Lanham, MD 20706

PS PARKER STAGING **DESIGN HEALS**

1-866-512-7659



PARTNER. PLAN. PROTECT. PROSPER.

Learn how we offer customized solutions designed for DC Metro Real Producers like you.



Herbert Valentine Kelly, III
Financial Advisor
8484 Westpark Dr. Suite 700
McLean, VA 22102
703-848-4870
tripp.kelly@nm.com | tripp-kelly.com

© 2018 Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Herbert Kelly is an Insurance Agent of NM.

MEET THE
DC METRO
 REAL PRODUCERS TEAM



Kristin Brindley
Publisher
 Kristin.Brindley@
 RealProducersMag.com
 (313) 971-8312



Angela Clemons
Events Manager



Ellen Buchanan
Editor



Zach Cohen
Staff Writer



Molly Laurysens
Staff Writer



Katie Moore
Staff Writer



Ryan Corvello
Photographer



Bobby Cockerille
Videographer



Barry Katz
Videographer



Amanda Claire
Photographer

Helping Realtors Sell Houses



"The entire Yi Team was friendly, super responsive and very organized. They gave me a heads up about what to expect next as well as the anticipated timeline for what that next step would occur. Very competitive rates and more importantly a customer service orientation that cannot be beat!"

- Zillow Review, Clarksburg MD



Chong Yi, CMPS, NMLS #198732
 Erin Finke, CMPS, NMLS #536279
 Derek Harman, NMLS #882287



theyiteam.com | 301-917-9420 | chong@theyiteam.com

Copyright (c) 2018, Fairway Independent Mortgage Corporation, NMLS #2288. (http://fbicconsumeraccess.org/entitydetails.aspx/company/2288) 4750 S. Baltimore Lane, Madison WI 53718. 1-877-629-0253. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions may apply.



Think Spring!

HOMEOWNERSHIP BEGINS HERE.

OUR CLIENTS LOVE US
AND YOU WILL TOO.



"Owning a business and trying to get a mortgage can be a tiresome task. The team at BMIC held my hand through the process and made it a breeze. Amy is a rockstar and couldn't have done it without her!!" ~Buyer

ALL PURCHASE AND
REFINANCE OPTIONS
AVAILABLE!



AMY GOLDSTEIN

NMLS: 184642

301-928-0300

amy@bmicmortgage.com

www.bmicmortgage.com



www.nmlsconsumeraccess.org
GCAAR MEMBER AND EDUCATOR



20+ YEARS AS AN INDEPENDENT
MORTGAGE BROKER

publisher's note ◀◀

DC METRO

REAL PRODUCERS®

TOP 500

DEAR DC METRO REAL PRODUCERS,

OMG! What an amazing time we had at our Nationals Stadium Walk of Fame event! Hopefully, you were there to celebrate success with your peers, colleagues, and our amazing partners! Check out our photos on our *Facebook* page and in our upcoming REAL Producers publication, May 2020 issue.

Here at *DC Metro REAL Producers*, we only continue to step up our game so get ready to attend some amazing events over the next year. For those of you who are already anticipating what's next – mark your calendars and save the date for June 11th, 2020!

In addition, I want to send a shout-out to our REAL Producers who have been with us since the beginning! Your consistency, courage, and resilience are only to be admired. It has been amazing to learn and grow with you.

There are lots of new faces in our top 500 this year! For those of you who have made it to our top level and are receiving the publication for the first time – CONGRATULATIONS on becoming a REAL Producer! If you want access to some of our exclusive tools and digital publications, download our App *DigaPub* from Apple or Google Play.

Take a look at our mission and who we are!

OUR MISSION:

Is to connect, elevate, and inspire industry professionals, such as yourselves, within the DC Metro area. It is a badge of honor to be a REAL Producer. Receiving this publication means you are in the top 500 out of close to 20,000 Realtors® in our area.

WHO WE ARE:

We are the local, pro-Realtor® publication and relationship platform, covering our local Real Estate top performers. We accomplish this by providing top Realtor® content in the publication monthly, exclusive quarterly events, and our social media private group.

We give voice to our REAL Producers' stories, and your stories of success leaves clues for our entire community. Our in-person quarterly events offer our REAL Producers an opportunity to meet each other in an ever-growing virtual world. Odds are, you have or will work with them, and be in multiple offer situations. Relationships are key.

This publication is for you. We want your opinion! What topics and/or columns would help you achieve your 2020 goals?

Finally, without our Preferred Partners, none of this would be possible! We are thankful for their participation and all they do for our community.

For more information about our publication, partners, and future events, check out www.DCMetroRealProducers.com, our private *Facebook* group, or email us at info@dcmetrorealproducers.com.



THANKS AGAIN!

Kristin Brindley

Publisher

DC Metro REAL Producers

(313) 971-8312

Kristin.Brindley@REALProducersMag.com



NEW VISION PROPERTIES

DREAM DESIGN BUILD

LUXURY REMODELING AND INTERIOR DESIGN



202-846-7196

NEWVISIONDC.COM

Can't Wait for
Spring?

Neither Can Your
Lawn.

Spring Lawn Care
Packages
Available Now



Laser Cut Property Services

410-216-7825

LaserCutLawnCare.com

DC METRO

REAL PRODUCERS
PRESENTS

SUMMER *Solstice Celebration*

SAVE THE DATE

THURSDAY

JUNE 11, 2020

LOCATION WILL BE REVEALED SOON!

OUR MORTGAGE SPECIALISTS

PREPARE YOUR CLIENTS FOR HOMEOWNERSHIP

Quick-Turn Around
Homebuyer Education
Personalized Home Loan
Outstanding Customer Service

Ask me how to make homeownership a reality.

We'll prepare your clients for the future they've been dreaming of!



VA | FHA | CONVENTIONAL | JUMBO

ROB MERCER | Branch Manager


Office: 240-479-2302 • Cell: 301-332-2745

RMercer@firsthome.com • www.robmercermortgage.com

www.firsthome.com • NMLS ID #147453



30+ YEARS EXPERIENCE

 This is not a guarantee to extend consumer credit. All loans are subject to credit approval and property appraisal. First Home Mortgage Corporation NMLS ID #71603 (www.nmlsconsumeraccess.org) Rob Mercer, a licensed MLO in DE, DC, MD, PA, VA.

▶▶ we ask...you tell!

Do you need to drive a luxury car to sell luxury real estate?



GARY WICKS
Washington Fine Properties

Yes, of course!! We are selling a lifestyle. Would you go to a dirty, unimpressive doctor's office?



PETER FERGUSON
The Ferguson Group

A luxury car never hurts. If you don't have one, but you are working with luxury buyers, you can overcome that easily. If you have one and you work with more middle-class buyers, it could cause you to be unrelatable. So you absolutely are fine without one. Buy one because you love it, not because you think it will get you more business.



MATENE M. OKOYE
Sold 100 Real Estate, Inc.

I don't think having a luxury car is a necessity, but it depends on your clientele. Most consumers want to see their agent as a polished professional, and as long as you are there on time in a clean and up-to-date vehicle, they will not have a problem. If you cater to customers who are image driven, they will want to see their agent in a luxury car since they will use what you are driving as a measuring tool for your success.



ROB KROP
RE/MAX Plus

You don't NEED a luxury car, but it can help in a lot of different ways. As a REALTOR® who started out young, upgrading to my first Porsche and first Mercedes made an enormous positive first impression. They no longer saw my youth as lack of ability, and now saw it as the energy they needed. The same way as you don't NEED to wear a suit, but it definitely sets a professional tone. Ultimately, you need to find the right middle ground. A full suit and tie might be overkill depending on the client and location, just the same as driving up in a Lamborghini Aventador to show a 100+ acre farm (vs. million-dollar listing owned by a *YouTube* star). Some clients don't care one bit about cars, but for the ones that do, this is just another way that you connect with them.



JONATHAN ENG
CENTURY 21 Redwood Realty

In my experience, having a luxury vehicle is not required to sell luxury real estate, although it may give the perception that you're doing something right as an agent. There are demographics all over the country where agents may not have a vehicle at all. Clients want to know that you have ambition, drive and determination and that you will work hard to achieve their goals. This, of course, is true for all real estate transactions.



STANLEY BARSCH
Barsch Realty

A good sales person just needs a set of wheels to get him or her from point A to point B. Luxury real estate is a pain, that's why I don't do it, but it's the gift of gab and personality that sells.



LAUREN DONNELLY
Compass

I have had clients and friends tell me it matters not and others who said it does. One close friend (and since turned client) stated that if they saw someone show up in a Yaris (my pre-RE wheels) that it would be a very negative reflection.



CHRISTINA WOOD
eXp Realty

Newer, spacious, and clean trumps luxury, in my opinion.



BRIAN THOMAS
RLAH Real Estate

I don't think a luxury car is as important as having a clean, well-maintained car, a warm smile, and a thorough knowledge of the market.

DC METRO
REAL PRODUCERS.
PRESENTS

Golden Nuggets



Nurit Coombe
RE/MAX Elite Services

“When you surround yourself with an amazing team that believes in you and vice-versa ... and they believe they have extra cause for the job that they are doing — it’s not just a job — you can do so much more. Everybody feels like they are on a mission.”

“Our job is to think like a public relations firm for each and every home we sell.”



Russell Brazil
Long & Foster Real Estate

“I am passionate about real estate, investing, and personal finance. So pretty much, I have the best job in the world. I get to talk about these things constantly. Basically, I am just making a living getting paid to talk about the things I am most passionate about.”



Melanie Gamble
212 Degrees Realty

“The greatest thing about life is that as long as you are living, in good physical and mental health, you have another chance to improve on yesterday. As a breast cancer survivor, I am acutely aware of just how precious life is, and I wake up every day with the goal of making a positive difference in someone’s life.”



Greg Kingsbury
Vellum Mortgage

“I have trained my team to know how to manage most any scenario. This capacity we have allows for someone to be readily available to help at all hours of the day, while still allowing members of the team to have a work-life balance. There is always someone on the team ready to help.”



PRE-APPROVALS FOR YOUR CLIENTS FROM YOUR LOCAL LENDER

I am committed to providing the convenience of a modern mortgage, while preserving the one-on-one experience that your clients deserve.

Loans Made Easy. Clients Made Happy.

“Kasey was absolutely wonderful!” -Justin S.



“Kasey and her team provided me with excellent around the clock service! The process was extremely stress-free, quick and easy. Kasey took the time to make sure I understood all information provided. I would highly recommend Kasey Martin to all family and friends!” -Austin C.

“Working with Kasey was awesome, she was easy to reach, got everything done quickly and helped us close on a house much faster than I thought would be possible.” -Joshua P.



“Thank you Kasey for one of the most complicated decisions I made concerning my home mortgage. I was limited on time and have to close transaction in 4 weeks. Kasey walk me thru all questions I had and we close this purchase in the timely manner, nice and smooth.” -Olena O.

Get Started at www.KaseyMartin.com

Kasey Martin

Mortgage Loan Officer | NMLS# 192739

301-452-5217

Kasey.Martin@fitzgeraldfinancial.net



FitzGerald Financial Group

A Division of TowneBank Mortgage.

FitzGerald Financial Group NMLS# 512138. This is not a commitment to lend.





HAVE JUNK? WE CAN HELP!

IT'S AS EASY AS POINT AND PICK UP

Just point to the junk and let uniformed **123JUNK** drivers pick it up. We load, haul and dispose of your junk responsibly using the eco-friendly **1-2-3 Disposal Process** everyone's talking about.



1 - DONATE



2 - RECYCLE



3 - DISPOSE

NO-BRAINER PRICING

123JUNK charges a flat fee based on **volume**. Fuel, labor, disposal fees, donation deliveries—it's all in there, and you'll know the price before we begin. We'll even provide receipts for tax-deductible donations!



www.123junk.com

Proud Partner of



Collin Wheeler

Phone: 301-841-8566
info@123junk.com



Kevin Wheeler

Phone: 703-786-5331
kwheeler@123junk.com



Proudly Serving DC, MD & VA

SPRING IS IN THE AIR!

IT'S THE SELLING AND BUYING SEASON!

**CALL US TODAY TO GET YOUR CUSTOMERS
QUALIFIED AND GET THEM INTO THE
HOME OF THEIR DREAMS!**

GREAT RATES | GREAT SERVICE



Steve Summers

NMLS #113062

301.704.1282

summers@themtglink.com

Chrissy Summers

NMLS #891811

301.602.6364

chrissy@themtglink.com

The Mortgage Link, Inc. NMLS#113054 is licensed in Maryland (7957), District of Columbia (MLB113054), Virginia (MC-2236), Delaware (19208), Florida (MLD1556), Pennsylvania (61690) and West Virginia (ML-35608). For more information, please reference the NMLS Consumer Access Website at <http://nmlsconsumeraccess.org>.





GREG KINGSBURY

of Vellum Mortgage

“I joined Vellum with the hopes of helping to create the best mortgage company in the area,” Greg says. “I have made it my team’s focus to enhance the borrower experience, and Vellum provided me with a platform to put my ideas into action.”

At Vellum, one of Greg’s biggest focal points is his relationship with real estate agents.

“We see every referral a real estate agent sends us as possibly the next biggest repeat referral source for their business,” he says. “Our process has been refined with the mindset that every client is a possible referral funnel of untapped business.”

Greg has built his team for capacity. “And we have a ton of it,” he says.

“I have trained my team to know how to manage most any scenario. The capacity we have allows for someone to be readily available to help at all hours of the day, while still allowing members of the team to have a work-life balance. There is always someone on the team ready to help,” he says.

The Kingsbury Mortgage team includes Greg, two production partners, Jeremy Kingsbury and Michael McClellan, and three loan managers, Tina Washburn, Alysia Doyle, and Courtney Short.

Greg Kingsbury joined Vellum Mortgage in December 2018, with the goal of helping create the best mortgage company in the area.



“It’s not enough to just be great at your job,” Greg continues. “You need to have focus on how you can help your partners grow.”

BEYOND THE OFFICE WALLS

Greg and his wife, Natalie, have three daughters: Keira, Aubrey, and Hayden.

“Growing up with three brothers, I always pictured myself having boys and spending my weekends at a ball field,” Greg laughs. “I can’t say I had any idea of how to raise girls. I tried to push them into the team sports, but they instead found a love for dance and gymnastics.”

“Now, I wouldn’t trade it for the world. Outside of dance, we love to go to the beach and spend whatever time we can at the shore.”

If Greg had a perfect morning routine, it would be enjoying a quiet cup of coffee, preferably overlooking the water. Nature and quiet bring incredible peace into his life. He also has a passion for cooking.



Creating Partnerships for Life

“I never set out to become a mortgage professional,” Greg Kingsbury begins with a smile.

Greg started out as a bartender while attending the University of Maryland. It was here that he ended up meeting quite a few loan officers. “They would come into happy hour during the week, and several would tell me that I should come work with them,” Greg recalls.

Greg’s mom had been a real estate agent in southern Maryland since he was four years old, so he was already familiar with the business. At the time, however, he was a criminal justice major with

dreams of working for the FBI or Secret Service. But when he failed to land a job with either organization, he decided to give the mortgage world a shot.

“The rest is history,” he smiles.

VELLUM MORTGAGE: CREATING PARTNERSHIPS FOR LIFE

That was 17 years ago. In late 2018, Greg decided to join Vellum Mortgage, a fairly new mortgage company based out of northern Virginia.

“My favorite hobby would be cooking. If I were independently wealthy and set for the rest of my life, I would love to go to cooking school and learn more,” Greg says.

Whether he’s in the office or at home with his family, one thing remains constant: Greg’s life is all about relationships. The people around him continue to teach him — more about himself, more about the world, and more about the multitude of possibilities in any given situation. It’s Greg’s open-minded nature that allows him to experience and explore so much of the beauty that is alive in this world.



Greg says to have had enough success to help others grow their careers and support their families has been the most fulfilling part of his story.



Front row from left: Alysia Doyle, Tina Washburn, and Courtney Short; Back row from left: Greg Kingsbury, Michael McClellan, and Jeremy Kingsbury.

“I can’t say enough about having an open mind and being willing to learn, adapt, and change. I am always eager to hear how someone else is doing things and what made them successful, as am I equally eager to pass along things I have learned along the way.”

For more information, visit kingsburymortgage.com.



Moyer & SONS
MOVING & STORAGE, INC.

LOCAL • LONG DISTANCE • INTERNATIONAL • COMMERCIAL • PACKING • STORAGE

Call For Your FREE Estimate!

D.C. Metro Area - 301-869-3896 | Baltimore Metro Area - 410-525-2300
MoyerAndSons.com | DOT #222787 | MC #147853

WE'VE GOT YOU COVERED. **HWA** Home Warranty of America **13 mo. WARRANTY**

- ✓ FREE Seller's Coverage
- ✓ VIP concierge service for agents
- ✓ Re-key service
- ✓ No cap on refrigerant
- ✓ Online orders and claims

YOUR LOCAL REPRESENTATIVE

Cynthia Void
Account Executive
443-817-3147
cynthia.void@hwhomewarranty.com

HWAHomeWarranty.com
Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.

RYAN CORVELLO PHOTOGRAPHY
Real Estate Photography in Maryland, D.C., and Virginia
• Fusion Photography • 2D and 3D Floor Plans • Agent and Team Portraits
corvellophotography.com | ryanorvello@gmail.com
757-685-2077

BARGAIN MOVERS



TRUSTWORTHY & RELIABLE

Family Owned & Operated For Over 36 Years

FREE
In-Home
Estimates



Established in 1982 and located in Gaithersburg, MD, Bargain Movers is one of the most trusted local moving companies in the DMV.

CHECK OUT
OUR 5 STAR
REVIEWS
ONLINE!



Residential & Commercial | Local & Long-Distance

301.685.6789

7579 Rickenbacker Drive, Gaithersburg, MD 20879

www.bargainmoversinc.com



NEW CONSTRUCTION? WE HAVE YOU COVERED!

FOOTERS AND FOUNDATION INSPECTIONS | PRE-DRYWALL INSPECTIONS
FINAL WALK-THROUGH INSPECTIONS | 11th MONTH BUILDER WARRANTY INSPECTIONS



703-771-8374

CALL US TODAY TO SCHEDULE WITH THE EXPERTS!



www.donofrioinspections.com | schedule@donofrioinspections.com

HMS
HOME WARRANTY

is now...

cinch
HOME SERVICES

Smart, simple protection for your clients' major home systems and appliances.

- Affordable coverage
- Marketing and sales support
- Easy-to-use online tools

Visit cinchhomeservices.com/realestate or call (800) 521-8264 to learn how we can help grow your business.



WHEN YOU SEE THIS, CALL US.

We renovate homes before you list them, and sellers don't pay until closing.

844-944-2629
www.curbio.com

curbio[®]
Renovate Now, Pay When You Sell

RUSSELL BRAZIL



Investing In His Passions

“Invest in what you know.” —Peter Lynch

Russell Brazil is an investor in what he is passionate about — real estate, life, traveling and in being an investor himself.

He started in real estate in 2015 because he was determined to make a change in his world.

“I had been working in health care full-time in middle management. Being in middle management is about the worst thing I can imagine. You eat crap from the employees you manage, and you eat crap from upper management, so you are really just eating crap from everyone at all times,” Russell affirms. “Real estate offered me the ability to be self-employed and to focus on growing my own wealth instead of other people’s wealth.”

And it has made all the difference. Russell has a high sales volume — sold about 25 homes last year alone — and has received several awards, but perhaps the highest reward of all is the impact in his personal life. “I am passionate about real estate, investing, and personal finance. So pretty much, I have the best job in the world. I get to talk about these things constantly. Basically, I am just making a living getting paid to talk about the things I am most passionate about.”

A few years ago, Russell attended a training that made an incredible impact on his thought process. The trainer asked a room of agents what their most important job in real estate was and while many answered, no one got the

answer that he was looking for. He told them your number one job is to be a lead generator. And that is what he has shifted to focus on for about three hours a day. He is also really active on social media, but the key to converting is high engagement to help build his presence on that platform.

“I was a real estate investor prior to being a real estate agent. Most agents are generalists. I am a specialist. I specialize in working with small investors, primarily on buy-and-hold properties, but also with some who are flippers,” he states. “While I will venture into general properties from my sphere or referrals, really staying within that investor niche is the best use of my time. There is a saying that there are ‘Riches in the Niches.’ That has been true for me. The second factor has been a commitment to lead generating activities, making that the focus of how I spend my day.”

•••



Rising Star Russell Brazil is becoming a go-to agent for small real estate investors on buy-and-hold properties.

...

Outside of the office, Russell is happily married to his wife Liz, an occupational therapist with Montgomery County Public Schools. She is also an active voice in the business and in business decisions, which helps to keep her engaged in their success. "We have been married since 2011, and together since 2008. We live in Downtown Crown with our dog Pumpkin," he exclaims. He also gives back to the community that helped to shape him. "I grew up in a poor area of Boston. I was fortunate enough to get a scholarship to a high school there — Malden Catholic High School — which really changed my life. I try to give back to that community, as well as the religious order that runs it, the Xaverian Brothers."

Russell defines success as getting to live the life he wants on the terms he wants. And with him setting his goals, terms, and investments high, what a great, glorious and successful life it is.

*Russell can be reached at
Russell.Brazil@LNF.com.*

*Washingtonian Magazine Top Agent
Bethesda Magazine Top Agent
Virginia Living Magazine Top Agent
Long & Foster #10 Region Agent for Units Sold*



Russell Brazil's favorite part of being an agent is helping his clients achieve their financial goals and helping put them on the road to financial independence.



Russell Brazil and his wife Liz.



Russell and Liz with their dog Pumpkin.

“ I am passionate about real estate, investing, and personal finance. So pretty much, I have the best job in the world. **”**

a.clairevision
PHOTOGRAPHY

Beautiful photographs for all aspects of your professional and personal life

- Family Portraits
- Creative Headshots
- Personal Branding
- Wall Art

www.aclairevision.com 240.988.0010 @aclairevision

SANTOS MAID SERVICES

A Leader in Cleaning Services & Property Preservation

Where Spotless Cleaning Comes To Your Door!

English, Spanish, and Portuguese Spoken • A Minority-Owned Business

We want you to relax when cleaning day comes. It's done!

**Professional Home & Business Cleaning
Maid Services
Move-in/Move-out Services**

In Business For Over 26 Years
The Highest Level of Service and Performance Every Time

Call Maria
SANTOS MAID SERVICES
(202) 299-8069
santosandassociates@hotmail.com

Serving Montgomery, Howard, and Prince George Counties

Licensed | Bonded | Fully Insured

OLD REPUBLIC HOME PROTECTION

STAY COOL!
Your clients are covered.

ORHP covers the cost of adding refrigerant when completing an A/C repair.

Call me today to learn more.

Marlene Campini
Account Executive
800.282.7131 Ext. 1227
Cell: 410.802.8101
MarleneC@orhp.com
my.orhp.com/marlenecampini

People Helping People

Exclusions and limitations apply. In some states, A/C coverage is an option and additional fees are required. See plan for complete coverage details. This is a paid advertisement.

ANNOUNCING OUR NEW PARTNERSHIP WITH
CUTTING EDGE GIFTS
 TO SERVE YOU ON AN EVEN HIGHER LEVEL!



**OUR GIFTS DELIVER THE
 HIGHEST ROI ON THE MARKET**

- ✓ USED EVERY DAY...FOREVER!
- ✓ CLIENT RETENTION
- ✓ 100% TAX DEDUCTIBLE

919-747-8220

clientservices@cuttingedgegift.com

CUTTING EDGE GIFTS
 STRATEGIC GIFTING & CONCIERGE SERVICE

StrategicGifting.com



**WELLS
 FARGO**

Home Mortgage



Your go-to connection

for products and support to put more buyers in your homes

When your buyers choose to work with Wells Fargo, they can count on unique products, programs, services, and tools - whatever their home financing needs may be. Plus, with reliable preapprovals and personalized support every step of the way, you'll spend time doing what you do best — selling more homes.

Let's work together to turn home shoppers into homeowners.

Let's connect.



Pat Bowman
 Sales Manager
 301-641-3436
 pat.bowman@wellsfargo.com
 NMLSR ID 450411



This information is for real estate and building professionals only and is not intended for consumer distribution. Information is accurate as of date of printing and is subject to change without notice.

Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2020 Wells Fargo Bank, N.A. All rights reserved. NMLSR ID 399801. AS5083982 Expires 02/2021

MASTER THE MEDIA



By Christina Daves

The Media's Word of the 2020 Decade — AUTHENTICITY

In a time of fake news, incredible political discord and lack of trust in this country, the one thing that is standing out to journalists is using experts who are authentic. This authenticity has to stand out in all aspects of your real estate business. Not only do you have to come across as authentic, but your website needs to be congruent with your social media platforms and those need to align with your content and marketing materials. Your messaging and values need to be in alignment.

For the media to use you as their expert, you have to “check out” when they check you out. You also have to check out with their audience in order for them to feel comfortable sending their readers or viewers your way.

Along the same lines with authenticity is being congruent with your messaging. If you are positioning yourself as an expert about first-time homebuyers, do you have content that talks about that? If you are a downsizing expert, do you share articles or write posts about that topic? The best thing you can do is make it easy for the media to use you as an expert. If you are consistently pitching a certain expertise, send them to what you've already written or recorded on that specific topic.

Be consistent and authentic in everything you do. From your written work to your videos, make sure the real you is coming through. This will help not only with landing media, but it will also help close your potential buyers and sellers.

When the media uses you as their real estate expert, they are basically vouching for you. This third-party credibility gives you a huge endorsement to their followers and exposes you to potentially millions of new leads and clients.



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 Christina at www.ChatWithChristina.com, and learn more about her at www.ChristinaDaves.com.



NEW VISION HOME SERVICES

A GOOD GIFT IS GOOD BUSINESS

Introducing Home Repair Gift Cards

Mention this Real Producers exclusive and save 20% off of our normal hourly rate.

202-846-7196

NEWVISIONDC.COM

call for details & terms



NEW VISION STAGING

INTRODUCING ...

DAILY RATE STAGING

ONLY PAY FOR WHAT YOU NEED

202-846-7196

NewVisionDC.com

Call for details and terms



SCHEDULE AN INSPECTION TODAY!



For Customers

- Team of professional inspectors
- 24/7 online inspection scheduling
- Flex calendars, including weekends
- Free infrared scan with every inspection
- Spectacular reports with graphics and photos
- Same day report delivery via e-mail
- Web links to all reports
- 100-day inspection guarantee
- Sign forms and make payment online
- Friendly, on-demand customer service to help you
- First-time homebuyer reports and on-site advice
- Free HVAC air filters through partner
- Free Ring Doorbell through partner
- Weekly home ownership e-mails

TEXT US
854.854.HOME

SCHEDULE ONLINE 24/7
www.usinspect.com

CALL US
888.USINSPECT

CHAT WITH US
www.usinspect.com

For Real Producers

- Everything for your clients and more
- Free addendum with every home inspection
- Free online realtor marketing store
- Office partnerships and event sponsorships
- Weekly Realtor e-mails for your customers

One visit, every inspection. Because you and your customers are busy.



TOWN & COUNTRY MOVERS, INC.

The DMV's top mover for over 40 years. Let our family move your family.



Call today for a free estimate!
301-670-4600 | 800-683-6683
www.townandcountrymovers.com

white-glove EVENT PLANNING SERVICES curated for

YOUR CELEBRATION • YOUR LIFESTYLE
YOUR unforgettable experiences...

We are a **Boutique** Event Planning company specializing in Weddings, Social Events, and Corporate Events.

SG3
Events, Lifestyle, Experiences

Contact us to schedule your complimentary consultation!

sg3events.com hello@sg3events.com @sg3events
240.813.9292

ZEN WINDOWS

Quotes In 5 Minutes!

The ZEN Windows Experience:
NO In-Home Sales Pitch • NO Pricing Games
NO Down-Payment • NO Stress!

SCOTT HALLE, OWNER
301-337-5656
www.ZenWindows.com

Check Out What Our Customers Are Saying About Us Online!

Angie's List 2019 Awardee
BBB A+ Rating
G+
Yelp 4.5 stars

Servicing Maryland, Northern Virginia and DC



MELANIE GAMBLE

►► a cool life story

By **Zachary Cohen**
Photos by **Jackie Hicks**



The Path to Real Estate: An Unexpected Inheritance

“You only live once, but if you do it right, once is enough,” Melanie Gamble begins with a smile. “The greatest thing about life is that as long as you are living, in good physical and mental health, you have another chance to improve on yesterday. As a breast cancer survivor, I am acutely aware of just how precious life is, and I wake up every day with the goal of making a positive difference in someone’s life.”



The Gamble family plays games together at home and spends a lot of time at sporting events. (Jeremiah, Julius III, Melanie, Jonathan, and Jay Gamble.)

FROM ALABAMA TO D.C.: THE ROAD TO REAL ESTATE

In 1994, Melanie lost her maternal grandmother.

“Bigmama,” Melanie recalls fondly. “I was devastated.”

Bigmama’s love and presence filled an essential space in Melanie’s life, from her childhood to her young adult years. It was excruciating to imagine a world without her in it, physically.

“She was my main confidante and cheerleader, and I felt a new kind of loneliness when she wasn’t just a phone call or road trip away anymore,” Melanie explains.

Two years after Bigmama passed, Melanie’s mother casually mentioned during conversation that Bigmama had left Melanie some land in neighboring Daphne, Alabama.

“That was news to me. I’d never heard anyone mention it at all before, much less that it had been willed to me. Although she never lived there, it was family property that Bigmama had inherited herself at some point, and it was special because she’d left it with me specifically in mind.”

At that time, however, Melanie wasn’t quite ready to assume the demands of being a new landowner. So her mother, who lived nearby in Pensacola, Florida, only about 40 miles from Daphne, put the deed in her name.

“When my husband Jay and I were married in 2000, we were doing well financially and decided together that we could take over responsibility for the land, its carrying costs, and its other related expenses,” Melanie explains. “My mom had been managing it for several years, and it would be one less thing for her to worry about. As her 60th birthday approached, our plan was to surprise her with a visit, a family celebration, and this great news. Except we were the ones in for a surprise — we discovered that Mom had forgotten to pay the property taxes on the land, and an investor had swooped in and purchased it from a tax auction for a mere \$1,000.”

FROM HEARTBREAK TO INSPIRATION

Melanie was heartbroken. Yet, true to her spirit of determination, she began contacting the local courts to see if the transaction could be reversed. She was hoping that by some act of divine intervention, there would be a way to get the land back.

•••

...

“It was too late. We had missed the 12-month redemption period. The land my grandmother intended for me to enjoy and protect was permanently gone.”

Melanie was hurt, brokenhearted. Still, she was able to channel her frustration into something positive. By June of that same year, she was taking real estate classes. By September, she was a licensed agent. That was 19 years ago.

The real estate courses inspired a sense of joy in Melanie. She wanted to help others avoid the same pitfalls as she did.

“I knew if the loss of property could happen so easily to my family in Daphne, Alabama, it could likely happen just about anywhere to anyone,” Melanie says. “Because of that, I am sure of this: a real estate loss will never happen to me again, nor will it happen to anyone who is within my power to help — at least not without a fight.”

“I lost my grandmother’s land, but I gained a career that’s proving to be an inheritance not only for me, but for my three children.”

A CAREER BUILT ON THE PASSION TO SERVE

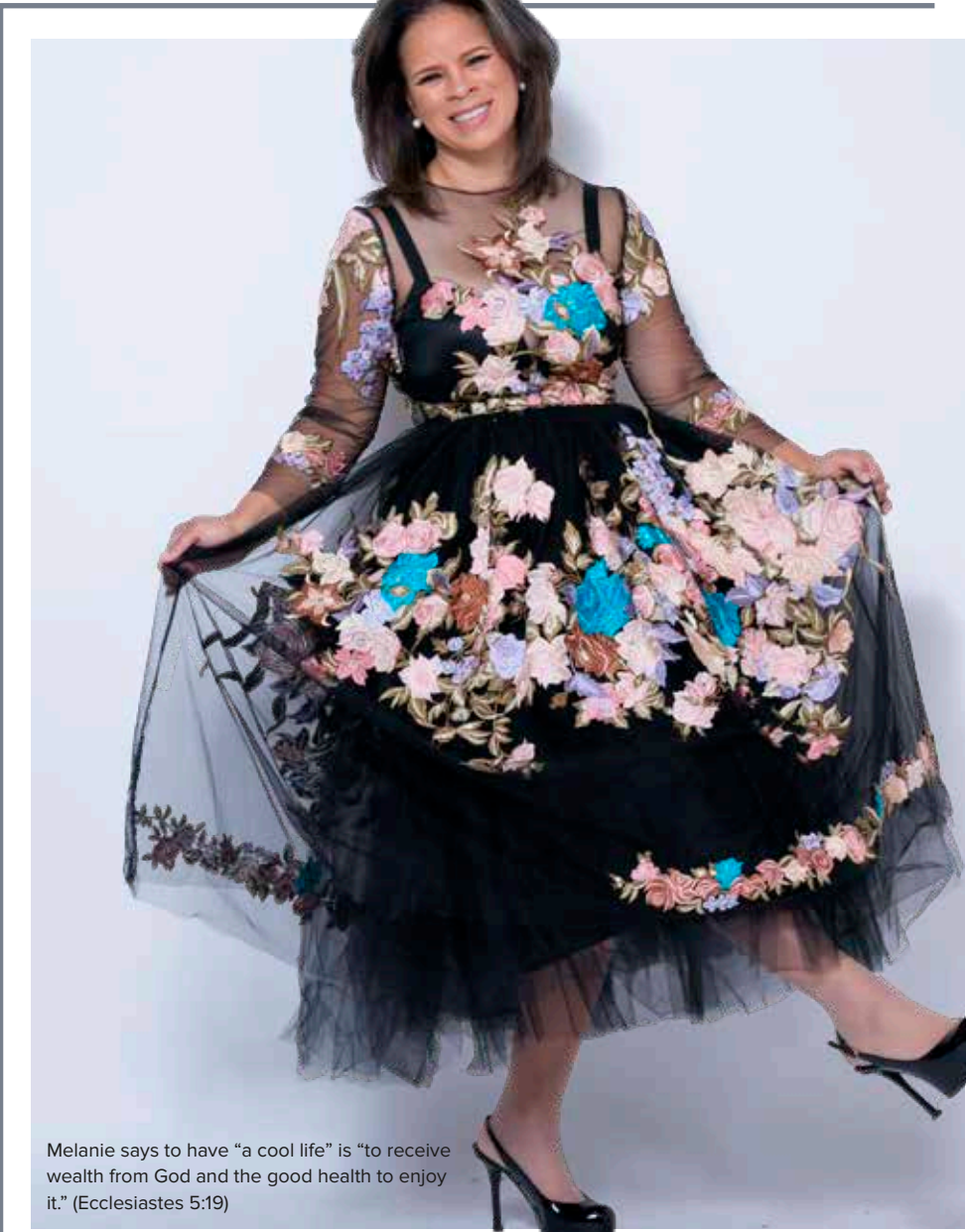
Almost two decades later, Melanie’s passion for real estate — or perhaps better said, her desire to help others — remains strong.

“[I’m passionate about] educating agents and consumers,” Melanie says. “Living in the metropolitan Washington, D.C., area, we are somewhat insulated to huge unemployment numbers and severe underemployment. However, throughout this country, home prices have risen nationally three times faster than incomes since the turn of the century. This is making homeownership extremely difficult for many Americans, unlike we have ever seen before. I am passionate about not only helping someone acquire real estate, but it is important for me that they have all of the tools necessary to keep the real estate.”

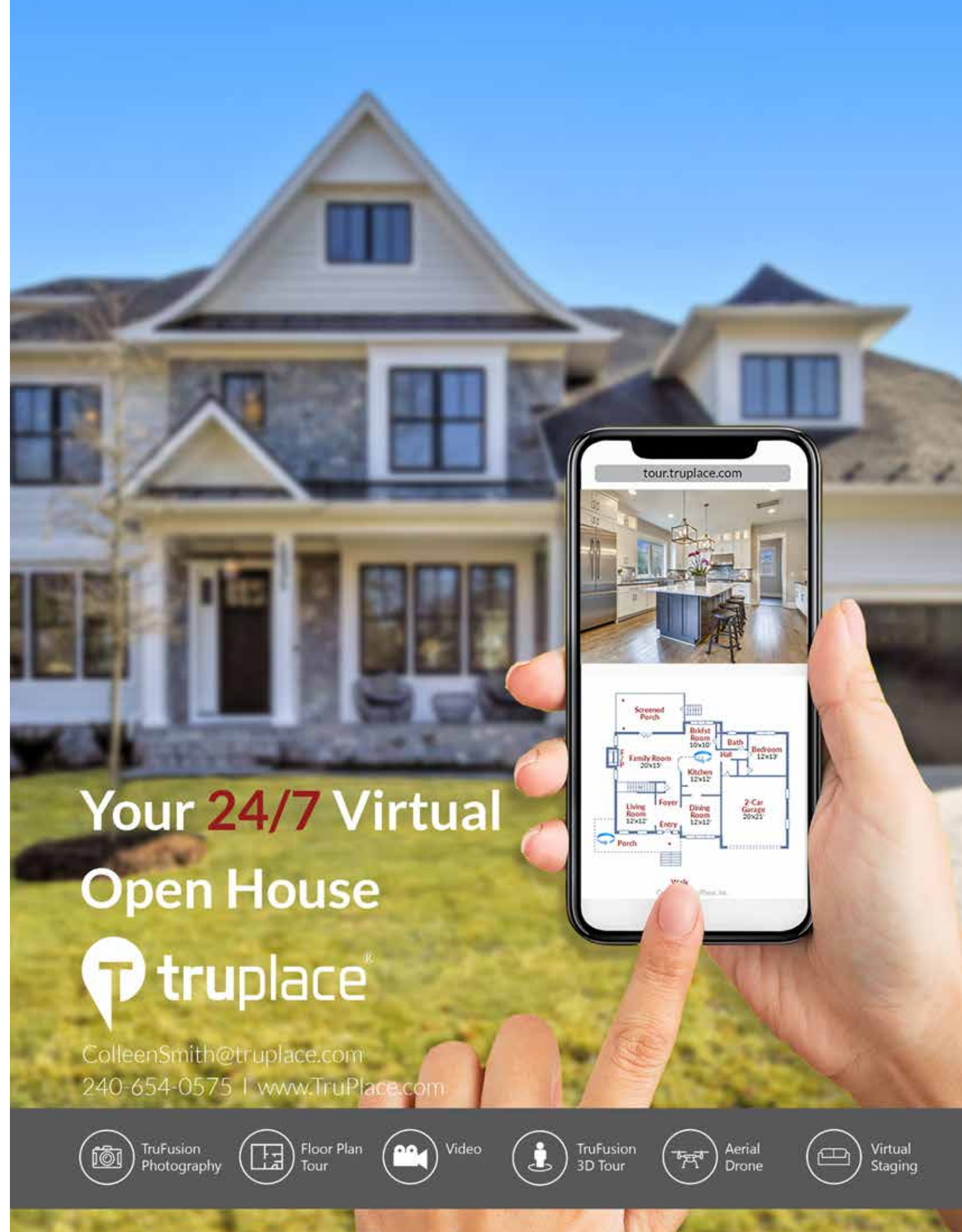
Melanie is a woman of faith. She believes that, at heart, regardless of what we believe in, we are all people of faith.

“Growing up, I would always hear, ‘If you can believe it, you can achieve it.’ For a little black girl growing up in the ‘70s in the South, that wasn’t always the case. There were barriers to overcome and prejudices to squash. However, I did learn that once I determined in my mind exactly what I wanted to accomplish, and put in the necessary work, it would come to fruition.”

Day by day, Melanie remains determined to accomplish her goals. And day by day, she continues to watch her dreams come to life.



Melanie says to have “a cool life” is “to receive wealth from God and the good health to enjoy it.” (Ecclesiastes 5:19)



Your **24/7** Virtual Open House



ColleenSmith@truplace.com
240-654-0575 | www.TruPlace.com

- TruFusion Photography
- Floor Plan Tour
- Video
- TruFusion 3D Tour
- Aerial Drone
- Virtual Staging

Real estate photos and video.

www.hdbros.com
schedule@hdbros.com
833 437 4686



Easy online booking.
HDBROS

SUPER

Home Warranty. Reinvented.
Silicon Valley Style

hellosuper.com/realestate
844-55-SUPER

Contact: Dilyana Mazur
202-750-1618 | dilyana@hellosuper.com

HOME BUILDING

Simplified.



We work with Realtors to provide their builder and developer client's outsourced plans and operations services. With BNC, your builder can build faster, better and cheaper and you can sell more homes!

Contact Us Today To Get Started!



Builders National
COOPERATIVE

244 N Market St Frederick, MD 21701
301-524-4471

www.buildersnationalcooperative.com



Check out our featured blog post, "What Happens at Closing," to learn tips about what to bring, who attends, signing documents, and getting the key!

FIRST HOME MORTGAGE

Maryland's largest independent mortgage company

We do everything in-house, from processing to closing, including underwriting.

FHA • VA • CONVENTIONAL • JUMBO



MORTGAGE TEAM
STORY

Your Story Begins with Us

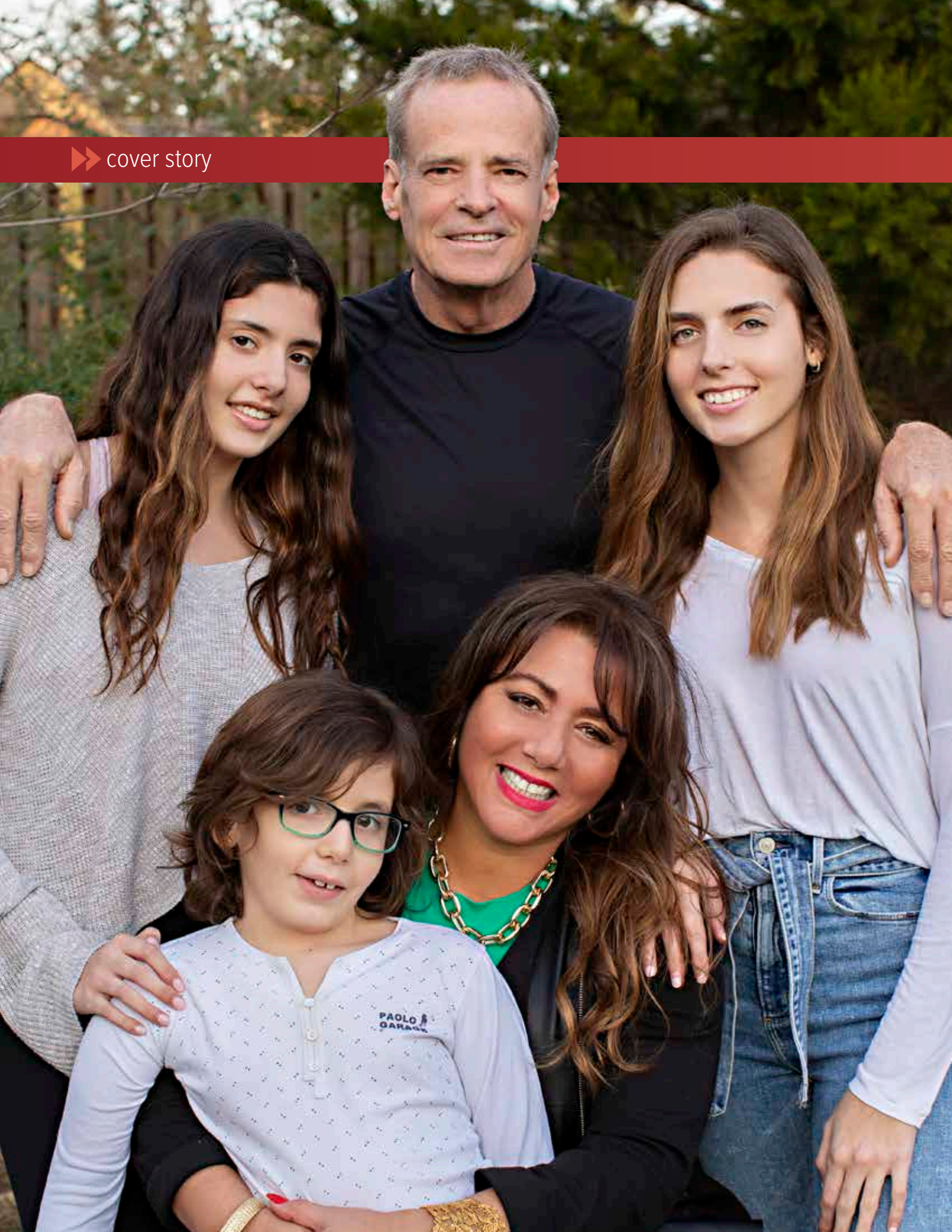
Scott Story
Branch Sales Manager
NMLS ID 207468

301-275-8660 Mobile
240-479-7656 Office
sstory@firsthome.com
www.scottstoryloans.com

Closing a loan in 2 weeks is subject to loan program, borrower response, and market conditions. This is not a guarantee to extend consumer credit as defined by Section 1026.2 of Regulation Z. Programs, interest rates, terms and fees are subject to change without notice. All loans are subject to credit approval and property appraisal. First Home Mortgage Corporation NMLS ID #71603 (www.nmlsconsumeraccess.org)



cover story



For Team Nurit, it's all about working with your heart.
(Back Row: Brenda Trammelle, Doryss Amar, Albert Amar, Nurit Coombe, Etay Simhony, Gosha Bawiec;
Front Row: Shannon Homans, Christine Shapiro, Meyer Leibovitch, Meaghan Miller, Jenny Atkins, Sabrie Morales)



NURIT COOMBE

From Ballistic Missile Expert
to Marketing Savant

By Molly Laurysens
Photos by A. Claire Vision Photography

There's a special kind of gene required for members of Team Nurit, from RE/MAX Elite Services. According to Nurit Coombe, that gene is all about **"Having heart: a big sparkling, amazing red heart!"**

...

When you surround yourself with an amazing team that believes in you and vice-versa ... and they believe they have extra cause for the job that they are doing — it's not just a job — you can do so much more. Everybody feels like they are on a mission.



Nurit Coombe was acknowledged by Tom Clancy in his novel *Fighter Wing* for consulting on weapons and military defense technology.

Of course, team members need the smarts, commitment and drive, but above all else, the heart is where it's at. "When you surround yourself with an amazing team that believes in you and vice-versa ... and they believe they have extra cause for the job that they are doing — it's not just a job — you can do so much more. Everybody feels like they are on a mission."

Clearly, it's working, as they've just had their best year yet with over 500 homes sold and \$220 million in sales. This team of 21, led by Nurit, has a rigorous interviewing and selection process but, "Once you are hired, you are not just hired, I adopt you! I really do. When it comes to my team, I will do anything and everything for them and they will do anything and everything for each other. We are a family!"

To be clear, it's not all hearts and roses. Nurit is in touch with who she is and her high expectations. Her imagination never stops. "I'm crazy demanding! I have tons of stuff I'm doing at any one time and get so many ideas, all day long. I have so many projects for [the team], and they roll their eyes, but they do it."

BEYOND TECH SAVVY

Nurit is at the forefront of innovation and outsources technology globally. From the custom video brochures to the unique "Alexa Open House" experience to smart technologies for homes, their high-tech marketing

has proven extremely successful. Nurit said she believes that it doesn't matter what the price range of the home they are listing is, "Our job is to think like a public relations firm for each and every home we sell." Each home receives a customized marketing plan offering social media campaigns, high end brochures, state-of-the-art videos, national TV exposure, and global marketing efforts, among other services. They even host interactive demonstrations, such as wine tastings or dessert presentations, instead of doing a standard open house. Her ingenious visions spare no expense.

Born in Israel, Nurit was a former soldier in the Israeli Army and attributes this time to making her strong and independent. She's gregarious, owning her big personality, and has always had an affinity for technology. An out-of-the-box-type thinker, she says, "I was taught to look at a picture from a thousand feet away, then go closer and break it down into pieces and then rebuild it, while always keeping your eye on the big picture."

She also worked at a technology company known as RAFAEL, which produces weapons and military defense technology for export abroad. As the Director of Business Development, she came to the U.S. representing Israel. At a very young age, this taught her how to work decisively.

This put her in a unique position. One day, she received a phone call from Tom Clancy's team. Known for his technical tales of military espionage, Baltimore novelist Clancy needed some information for a novel he was working on titled, *Fighter Wing*. She was a consultant for that book and he acknowledged her in the introduction. "That was so cool. They were very sweet and smart people and did great due diligence and research for him. It was fun," she recalled.

While Nurit was working for the government, she began going to school at nights and on weekends, eventually earning her master's degree in international business at the University of Maryland. This is where she met her husband, Dave. When the couple was married, Nurit decided to change career paths. It was not an easy decision.

"I cried for two months because I didn't know what to do. It was such turmoil, as my life was in the defense industry." But then she found real estate and, fortunately for her, she was an immediate success. In her first year, she was named Rookie of the Year for the Maryland/Washington, D.C., metro area by the Greater Capital Association of REALTORS®. With over eighteen years' experience, the accolades keep rolling in.

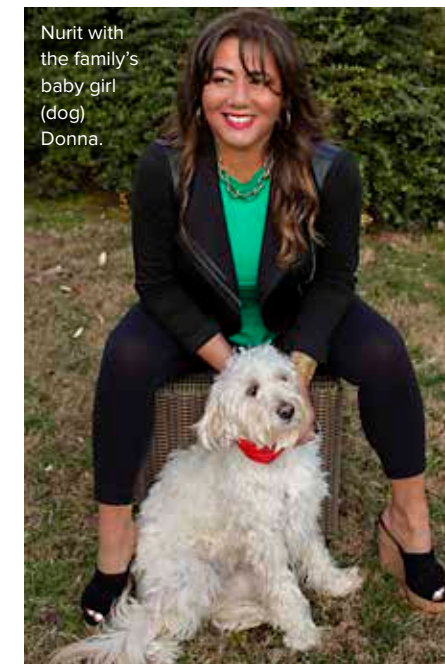


Nurit brings her creativity to the kitchen, as well.

OUTSIDE THE OFFICE

Nurit's generosity and compassion keep her active in the local community. She serves on different boards and is passionate about the Israel American Council and an organization called Larger Than Life, which helps families who have a child with cancer. The Adel Fund is another local organization she supports, which helps families in financial need. Giving back is imperative for her.

Nurit has been in the U.S. for 30 years now. She and Dave have three children: 16-year-old Carmel, 15-year-old Lielle, and eight-year-old Ari. The two oldest are following in their mother's footsteps and volunteer in the community. Nurit calls her youngest *Boo-boo* and said, "He is my little one and I'm trying to keep him little for as long as I possibly can." The family has a dog named Donna, as well.



Nurit with the family's baby girl (dog) Donna.

Nurit credits Dave for being the anchor in the house and her world. "I wouldn't be able to do what I do without him! He supports this house and our kids. He takes care of our investment properties and does the financials. He does it all! He is my cheerleader and he supports me."

The Coombe clan is in love with the beach, so all vacations are beach vacations and involve things like swimming and snorkeling. Their favorite place is Tel

Aviv Beach, followed by Eilat, which is on the Red Sea. Beach time is where Nurit recharges and connects with her family. This reset keeps her creative juices flowing and the positivity always on tap.



LION TAMER or KITTEN WRANGLER

Does Your Assistant's Title Matter?

By Christy Belt Grossman

If you ask agents what title their Ops Bosses™ have, you'll hear all sorts of answers:

- Administrative Assistant (AA)
- Executive Assistant (EA)
- Director of Operations (DOO)
- Chief Operating Officer (COO)
- Kitten Wrangler (MEW)
- Lion Tamer (ROAR)

Does it really even matter what title you give them?

YES!

Because their title not only indicates their role *and* what level of responsibility and authority they have, it sets expectations of the results you want (and what and how you pay them). Your clients very much understand that. And when YOU and your assistant have that clarity, they are empowered to succeed.

Here's how I differentiate roles:

Assistant (Administrative or Executive Assistant – AA/EA)

- Task-oriented
- It's a "job"
- Part of a team (not a leader)
- Paid for time

Director of Operations (DOO)/Kitten Wrangler

- They have "operations" to direct (i.e., they are not the only admin on the team)
- "Own" the operations side of the business
- Paid for results
- Results-focused and have a deeper understanding of the "business" of real estate
- Lead a department or division (Operations)
- Execute the leader's (your) vision

Chief Operating Officer (COO)/Lion Tamer

- They have "operations" to direct (i.e., they are not the only admin on the team)
- "Own" the operations side of the business
- Paid for results AND growth
- Use systems to generate income and power growth
- May also "own" additional pieces of the business (e.g., recruiting, agent accountability, setting standards)
- Lead a department AND are part of the leadership of the team

- More heavily involved in strategy and direction of team
- May collaborate in creating the Vision
- Help cast the Vision to the team
- Execute the Vision
- Operate as an *intrepeneur* (No ownership or risk like the entrepreneur, but think and act like an entrepreneur)

Now that you know what each title/role looks like, you can decide which you need (and can afford).

There is some overlap in skills and behavioral profile needed for each role. There are also differences.

For example, each role requires the person to be detail-oriented. How that looks in each role is very different. An EA is task-oriented. They need to be able to do repetitive tasks over and over without making a mistake (e.g., MLS entry, database input). While a DOO or COO also needs to be detailed (enough to write systems and checklists), they may not be the one who is actually following the checklists daily. They need to be more of a driver, to move things along and get results.

An EA and a DOO might both create marketing plans for your business. An EA (who is task-oriented) might create a direct-mail piece you request for your farm, while a DOO (results-oriented) or COO (results- and growth-oriented) might create a direct-mail campaign, design the marketing, analyze the cost, do research on how long it will take to get a return, implement the campaign and track your return on investment so you know whether to do the campaign again next year.

Your budget will help dictate which person you hire.

- An AA or EA (who is paid for time) is likely paid by the hour or with a salary.
- A DOO (who is paid for results) will command a higher salary, and often receive some sort of bonus or profit share, along with coaching, event travel and an education budget.
- Compensation for a COO (who is paid for results and growth) may include an even higher salary, coaching, event travel, an education budget — and a percentage of net, bonuses based on profit growth, eq-

uity in the business, equity in buildings, opportunities for business investment, and a whole slew of other benefits.

Moral of the story: Titles provide clarity to your assistant and to your clients. Clarity empowers people and dictates the results you get. Titles matter. Choose wisely!



Christy Belt Grossman is the CEO and owner of Ops Boss Coaching™ and a director on the board of the National Association of Real Estate Professionals.

Christy's passion for raising the bar for Ops Bosses™ was fueled by her past experience as COO of one of the nation's first real estate teams to sell \$1 billion. Ops Boss Coaching™ provides classes, a video resource center, coaching and an annual conference focused on real estate operations professionals. Free reports and resources at www.OpsBossCoaching.com. Contact Christy@OpsBossCoaching.com

The HOMELIFE marketing program brands you as the neighborhood real estate EXPERT.

Put your marketing on AUTOPILOT!

- ✓ CHOOSE YOUR PRODUCT
- ✓ CHOOSE YOUR AREA
- ✓ CHOOSE YOUR FREQUENCY
- ✓ APPROVE YOUR DESIGN

FOR MORE INFORMATION CONTACT:

BETHANY RAMIREZ | 301-590-9700
bethany@mymarketingmatters.com

my marketing matters
design | print | mail



GET YOUR CLIENTS PREPARED FOR THE *Spring Selling Season*



Schedule a Home Inspection with Our **Trusted & Experienced Inspectors!**

HOME INSPECTIONS | MOLD SERVICES | LEAD PAINT TESTING
 TERMITE INSPECTIONS | PRE-LISTING / PRE-OFFER INSPECTIONS | POOL INSPECTIONS
 COMMERCIAL INSPECTIONS | CHIMNEY INSPECTIONS



BUY-BACK GUARANTEE

We offer the Buy-Back Guarantee with all of our inspections.

- It's valid for home inspections performed for home buyers only by participating InterNACHI® members.
- The home must be listed with a licensed real estate agent.
- The Guarantee excludes homes with material defects not present at the time of the inspection, or not required to be inspected, per InterNACHI's Residential Standards of Practice.
- The Guarantee will be honored for 90 days after closing.
- We'll pay you whatever price you paid for the home.



We've also partnered with Porch, a national home services company, to offer our clients Porch Home Assistant Gold, a personalized move-in concierge service. This service is normally \$350 per year but as a thank you for working with A to Z Inspection Services, it's completely free to your clients who hire us for a full home inspection with report. Included with Home Assistant Gold are \$100 in Porch handyman coupons, that your client can use towards home repairs or projects.

301-916-2811
 12819 Fox Fern Ln | Clarksburg, MD 20871

Available 7 Days a Week
 Online Scheduling Available
www.atozinspectionsservice.com

TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Mark C Lowham	TTR Sotheby's International Realty	0	\$0	2	\$57,000,000	2	\$57,000,000
2	Russell A Firestone III	TTR Sotheby's International Realty	2	\$45,947,000	1	\$947,000	3	\$46,894,000
3	William Thomas	TTR Sotheby's International Realty	2	\$20,250,000	1	\$8,250,000	3	\$28,500,000
4	Jennifer S Smira	Compass	8	\$8,988,000	13	\$11,819,999	21	\$20,808,000
5	Jay A Day	Real Estate Teams, LLC	25	\$11,970,520	12	\$4,524,488	37	\$16,495,008
6	Frederick B Roth	Washington Fine Properties, LLC	2.5	\$5,105,500	3.5	\$9,611,000	6	\$14,716,500
7	Hans L Wydler	Compass	6.5	\$8,848,500	3	\$5,020,000	9.5	\$13,868,500
8	Joel S Nelson	Keller Williams Capital Properties	8	\$7,500,400	4	\$5,040,500	12	\$12,540,900
9	Barak Sky	Long & Foster Real Estate, Inc.	8.5	\$6,730,844	9.5	\$5,627,500	18	\$12,358,344
10	Thomas Lindsay Reishman	Compass	14	\$11,086,000	1	\$575,000	15	\$11,661,000
11	Nancy S Itteilag	Washington Fine Properties, LLC	6	\$9,818,000	1	\$1,740,000	7	\$11,558,000
12	Alejandro Luis A Martinez	RE/MAX Elite Services	13.5	\$4,936,400	20	\$6,399,800	33.5	\$11,336,200
13	Kimberly A Casey	Washington Fine Properties, LLC	2.5	\$3,381,000	2	\$7,950,000	4.5	\$11,331,000
14	Margot D Wilson	Washington Fine Properties, LLC	2.5	\$5,145,000	2	\$6,015,300	4.5	\$11,160,300
15	Mark D McFadden	Compass	2.5	\$6,911,500	1	\$3,748,800	3.5	\$10,660,300
16	Lisa R Stransky Brown	Washington Fine Properties, LLC	8	\$7,330,000	3	\$2,950,000	11	\$10,280,000
17	Daryl Judy	Washington Fine Properties, LLC	3	\$5,881,000	3	\$4,375,000	6	\$10,256,000
18	Nathan J Guggenheim	Washington Fine Properties, LLC	6	\$4,180,300	8	\$5,950,499	14	\$10,130,799
19	Tim Barley	RE/MAX Allegiance	2	\$1,640,000	7	\$7,792,000	9	\$9,432,000
20	Nurit Coombe	RE/MAX Elite Services	4.5	\$3,764,000	5	\$5,656,500	9.5	\$9,420,500
21	Christopher D Ritzert	TTR Sotheby's International Realty	2	\$6,150,000	1	\$3,250,000	3	\$9,400,000
22	Michael R Brennan	TTR Sotheby's International Realty	4	\$3,879,000	5	\$5,385,000	9	\$9,264,000
23	Jonathan S Lahey	RE/MAX Fine Living	12	\$4,871,575	12.5	\$4,002,818	24.5	\$8,874,393
24	Michael W Rankin	TTR Sotheby's International Realty	3.5	\$8,795,000	0	\$0	3.5	\$8,795,000
25	Marjorie S Halem	Compass	6.5	\$7,943,017	1.5	\$737,500	8	\$8,680,516
26	Chelsea L Traylor	Redfin Corp	13	\$8,625,640	0	\$0	13	\$8,625,640
27	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	6	\$7,656,900	1	\$926,923	7	\$8,583,823
28	Erich W Cabe	Compass	1	\$1,495,000	6.5	\$7,060,500	7.5	\$8,555,500
29	Robert Hryniewicki	Washington Fine Properties, LLC	3.5	\$5,735,000	1	\$2,795,000	4.5	\$8,530,000
30	David R Getson	Compass	4	\$2,984,500	8.5	\$5,511,000	12.5	\$8,495,500
31	Ross A Vann	Compass	2.5	\$3,155,000	4	\$5,264,900	6.5	\$8,419,900
32	Eric Murtagh	Long & Foster Real Estate, Inc.	3	\$6,302,000	1	\$2,100,000	4	\$8,402,000
33	Trent D Heminger	Compass	11	\$6,938,499	2.5	\$1,287,500	13.5	\$8,225,999
34	Jeremy E Lichtenstein	RE/MAX Realty Services	3	\$5,000,600	2	\$3,180,600	5	\$8,181,200

Disclaimer: Information based on MLS closed data as of March 4, 2020, for residential sales from January 1, 2020, to February 29, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved 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 Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Kimberly A Cestari	Long & Foster Real Estate, Inc.	5	\$5,145,000	3	\$2,745,000	8	\$7,890,000
36	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	5	\$7,615,000	5	\$7,615,000
37	Sarah Jacobs	Washington Fine Properties, LLC	2	\$4,748,000	1.5	\$2,795,000	3.5	\$7,543,000
38	Margaret M Babbington	Compass	3	\$2,321,000	5	\$5,215,200	8	\$7,536,200
39	Anne C Killeen	Washington Fine Properties, LLC	4.5	\$6,332,560	1	\$1,200,000	5.5	\$7,532,560
40	Thomas S Hennerty	NetRealtyNow.com, LLC	19	\$6,308,900	1	\$1,175,000	20	\$7,483,900
41	Todd A Vassar	Compass	3	\$3,400,500	3.5	\$3,853,000	6.5	\$7,253,500
42	Alyssa A Crilley	Washington Fine Properties, LLC	3	\$3,191,000	3	\$4,036,260	6	\$7,227,260
43	Marin Hagen	Coldwell Banker Residential Brokerage	1.5	\$2,101,500	2.5	\$4,920,000	4	\$7,021,500
44	James Bass	Real Estate Teams, LLC	11	\$4,246,135	8	\$2,769,249	19	\$7,015,384
45	Cameron H McFadden	Compass	2.5	\$6,911,500	0	\$0	2.5	\$6,911,500
46	Christopher S Burns	TTR Sotheby's International Realty	8	\$5,493,900	3	\$1,392,499	11	\$6,886,399
47	Loic C Pritchett	TTR Sotheby's International Realty	0.5	\$412,500	6	\$6,450,000	6.5	\$6,862,500
48	Shahram Aalai	Compass	7	\$4,414,000	3	\$2,426,000	10	\$6,840,000
49	Mehrnaz Bazargan	Redfin Corp	8.5	\$6,692,734	0	\$0	8.5	\$6,692,734
50	Daniel B Register IV	Northrop Realty, A Long & Foster Company	28.5	\$6,301,025	2	\$361,250	30.5	\$6,662,275
51	James M Coley	Long & Foster Real Estate, Inc.	4	\$4,572,500	3	\$1,965,400	7	\$6,537,900
52	Eric P Stewart	Long & Foster Real Estate, Inc.	5	\$4,830,000	2	\$1,552,500	7	\$6,382,500
53	Brent E Jackson	TTR Sotheby's International Realty	3	\$2,315,250	3.5	\$4,031,600	6.5	\$6,346,850
54	Nancy W Taylor Bubes	Washington Fine Properties, LLC	4.5	\$6,314,500	0	\$0	4.5	\$6,314,500
55	Jeffrey M Wilson	TTR Sotheby's International Realty	2	\$2,232,750	3	\$3,945,000	5	\$6,177,750
56	Andrew Riguzzi	Compass	2	\$1,126,400	4	\$4,977,500	6	\$6,103,900
57	Sam N Solovey	Compass	4	\$4,119,000	1	\$1,837,000	5	\$5,956,000
58	Jennifer K Knoll	Compass	2	\$4,170,000	1	\$1,728,000	3	\$5,898,000
59	Mark A Frisco Jr.	Century 21 New Millennium	4	\$2,154,500	8	\$3,696,299	12	\$5,850,799
60	Marc Fleisher	TTR Sotheby's International Realty	3	\$5,816,750	0	\$0	3	\$5,816,750
61	Christine R Reeder	Long & Foster Real Estate, Inc.	8.5	\$2,582,800	8.5	\$3,199,800	17	\$5,782,600
62	Brian O Hora	Compass	0.5	\$387,500	6	\$5,384,720	6.5	\$5,772,220
63	Troyce P Gatewood	RE/MAX Results	8	\$2,902,700	8.5	\$2,841,000	16.5	\$5,743,700
64	Keegan J Dufresne	RE/MAX Allegiance	2	\$1,618,900	5	\$4,095,900	7	\$5,714,800
65	Krystyna Kazerouni	Long & Foster Real Estate, Inc.	3	\$5,700,000	0	\$0	3	\$5,700,000
66	Laura E Peruzzi	RE/MAX One	5	\$3,294,313	3	\$2,388,792	8	\$5,683,105
67	Daniel M Heider	TTR Sotheby's International Realty	1.5	\$2,596,500	3.5	\$3,086,500	5	\$5,683,000
68	Pennye Green	Long & Foster Real Estate, Inc.	10.5	\$5,559,150	0	\$0	10.5	\$5,559,150
69	Mansour F Abu-Rahmeh	Compass	1	\$602,450	3.5	\$4,911,000	4.5	\$5,513,450
70	Tamara E Kucik	Tower Hill Realty	8	\$4,210,750	1.5	\$1,265,000	9.5	\$5,475,750
71	Tyler A Jeffrey	Washington Fine Properties, LLC	2	\$1,201,000	5	\$4,265,000	7	\$5,466,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Kira Epstein Begal	Washington Fine Properties, LLC	1	\$375,000	4	\$5,088,000	5	\$5,463,000
73	Long T Ngo	Redfin Corp	0	\$0	10	\$5,355,500	10	\$5,355,500
74	Mandy Kaur	Redfin Corp	10	\$4,486,900	2	\$837,500	12	\$5,324,400
75	Elaine S. Koch	Long & Foster Real Estate, Inc.	6	\$3,859,900	1	\$1,440,000	7	\$5,299,900
76	Rachel P Levey	Compass	1.5	\$2,420,000	2	\$2,870,000	3.5	\$5,290,000
77	Dana Rice	Compass	2	\$2,959,300	1	\$2,262,500	3	\$5,221,800
78	Ethan N Carson	Compass	2	\$2,650,000	2	\$2,531,000	4	\$5,181,000
79	Kara K Sheehan	Washington Fine Properties, LLC	2	\$3,219,000	1	\$1,950,000	3	\$5,169,000
80	Cheryl A Bare	Century 21 New Millennium	8	\$3,280,700	4	\$1,795,900	12	\$5,076,600
81	Sharif Ibrahim	Keller Williams Capital Properties	2	\$1,275,000	7	\$3,672,900	9	\$4,947,900
82	Pamela B Wye	Compass	1.5	\$1,375,000	3	\$3,558,750	4.5	\$4,933,750
83	Robert Crawford	Washington Fine Properties, LLC	2.5	\$1,455,500	4	\$3,474,999	6.5	\$4,930,499
84	Carlos A Garcia	Keller Williams Capital Properties	3.5	\$2,971,500	2	\$1,940,000	5.5	\$4,911,500
85	Hazel Shakur	Redfin Corp	13	\$4,905,500	0	\$0	13	\$4,905,500
86	Thomas S Buerger	Compass	5	\$2,150,148	4.5	\$2,744,000	9.5	\$4,894,148
87	Andres A Serafini	RLAH Real Estate	2	\$1,850,000	5.5	\$3,034,371	7.5	\$4,884,371
88	Tina C Cheung	eXp Realty, LLC	2	\$655,000	9.5	\$4,193,000	11.5	\$4,848,000

Disclaimer: Information based on MLS closed data as of March 4, 2020, for residential sales from January 1, 2020, to February 29, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

**Professional Service
Competitive Products
Local Decision Making
Great Rates**



Richard Early
Executive Vice President | NMLSR# 698683
1 Research Court, Suite 345, Rockville, MD | 301-332-2184
monarch1893.com/rearly | rearly@monarch1893.com



TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Lee Murphy	Washington Fine Properties, LLC	2	\$1,426,400	4	\$3,405,000	6	\$4,831,400
90	Cara Pearlman	Compass	5.5	\$3,825,000	2	\$1,005,900	7.5	\$4,830,900
91	Sheila R Pack	RE/MAX Roots	12	\$3,167,800	6	\$1,638,525	18	\$4,806,325
92	Gary P Jankowski	Coldwell Banker Residential Brokerage	2.5	\$2,700,000	1	\$2,100,000	3.5	\$4,800,000
93	Wendy I Banner	Long & Foster Real Estate, Inc.	1	\$670,000	6	\$4,075,900	7	\$4,745,900
94	Sina Mollaani	The ONE Street Company	0	\$0	6	\$4,727,400	6	\$4,727,400
95	Tammy Gale	Washington Fine Properties, LLC	0	\$0	3	\$4,721,650	3	\$4,721,650
96	Harrison I Beacher	Keller Williams Capital Properties	4	\$2,332,500	3.5	\$2,382,500	7.5	\$4,715,000
97	Kimberly N Fallin	Redfin Corp	9	\$4,612,500	0	\$0	9	\$4,612,500
98	Leigh Adams Slaughter	Long & Foster Real Estate, Inc.	1	\$910,000	1	\$3,700,000	2	\$4,610,000
99	Corey C Burr	TTR Sotheby's International Realty	0.5	\$650,750	2.5	\$3,925,000	3	\$4,575,750
100	Joanne B Pinover	Washington Fine Properties, LLC	0.5	\$825,000	2	\$3,695,590	2.5	\$4,520,590
101	Gladwin S D'Costa	Maryland REO Realty, LLC	19	\$4,505,715	0	\$0	19	\$4,505,715
102	Pamela E Ryan-Brye	Compass	3	\$2,975,000	2	\$1,508,300	5	\$4,483,300
103	Matthew A Burgan	RE/MAX One	7	\$2,018,580	7	\$2,431,201	14	\$4,449,781
104	Itamar Simhony	RE/MAX Elite Services	1.5	\$1,166,500	2.5	\$3,237,500	4	\$4,404,000
105	Seema Rodriguez	AveryHess, REALTORS	4	\$1,872,000	6	\$2,530,000	10	\$4,402,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Daniel W Hynes	Compass	1.5	\$4,370,000	0	\$0	1.5	\$4,370,000
107	Marsha M Schuman	Washington Fine Properties, LLC	2	\$2,390,000	1	\$1,950,000	3	\$4,340,000
108	Eric M Broermann	Compass	3	\$3,400,500	2	\$935,995	5	\$4,336,495
109	Keith James	Keller Williams Capital Properties	0	\$0	10	\$4,317,000	10	\$4,317,000
110	Brian Wilson	eXp Realty	9	\$4,308,973	0	\$0	9	\$4,308,973
111	Nadia Aminov	Long & Foster Real Estate, Inc.	8.5	\$4,306,150	0	\$0	8.5	\$4,306,150
112	Josephine P Mourning	RE/MAX Professionals	4	\$2,131,999	4	\$2,159,999	8	\$4,291,998
113	Norman S Domingo	XRealty.NET LLC	11	\$4,266,300	0	\$0	11	\$4,266,300
114	Cynthia L Howar	Washington Fine Properties, LLC	1.5	\$4,250,000	0	\$0	1.5	\$4,250,000
115	Christopher R Leary	Washington Fine Properties, LLC	1.5	\$2,372,500	1	\$1,875,000	2.5	\$4,247,500
116	Gail E Nyman	RE/MAX United Real Estate	7	\$3,251,444	2	\$924,000	9	\$4,175,444
117	Fleur V Howgill	TTR Sotheby's International Realty	1	\$665,000	4	\$3,506,500	5	\$4,171,500
118	Kenneth A Grant	RE/MAX Plus	3	\$1,482,300	7	\$2,685,400	10	\$4,167,700
119	Barbara J Higdon	RE/MAX One	5	\$2,520,553	3	\$1,635,613	8	\$4,156,166
120	Stacy M Allwein	Century 21 Redwood Realty	4	\$777,250	11	\$3,377,340	15	\$4,154,590
121	Ginette R. Winston	Winston Real Estate, Inc.	1	\$720,000	2	\$3,425,000	3	\$4,145,000
122	Nathan B Dart	RE/MAX Realty Services	4.5	\$1,996,000	4	\$2,110,000	8.5	\$4,106,000
123	Douglas W Smith	RE/MAX 100	3	\$1,966,401	4	\$2,139,501	7	\$4,105,902
124	Nicole Roeberg	Redfin Corp	0	\$0	6	\$4,101,499	6	\$4,101,499
125	James E Brown	Turning Point Real Estate	2.5	\$1,326,850	5	\$2,762,000	7.5	\$4,088,850
126	Mary Tinsley Raul	TTR Sotheby's International Realty	2	\$2,935,000	0.5	\$115,000	2.5	\$4,085,000
127	Kenneth M Abramowitz	RE/MAX Town Center	6	\$2,345,500	4	\$1,729,900	10	\$4,075,400
128	Martin L Toews	Compass	0.5	\$712,500	2	\$3,285,000	2.5	\$3,997,500
129	Anthony Mason	Keller Williams Preferred Properties	5	\$2,892,500	2	\$1,075,000	7	\$3,967,500
130	Melissa A Brown	Evers & Co. Real Estate, A Long & Foster Company	0	\$0	2	\$3,955,000	2	\$3,955,000
131	Adaline B Neely	Washington Fine Properties, LLC	1.5	\$2,095,560	1	\$1,820,000	2.5	\$3,915,560
132	Lan Yin	Luxmanor Real Estate, Inc	8	\$2,947,400	3	\$963,500	11	\$3,910,900
133	Allison Carle	Compass	2.5	\$3,897,800	0	\$0	2.5	\$3,897,800
134	Jennifer Kirstein Czekaj	Compass	0.5	\$587,500	2	\$3,291,120	2.5	\$3,878,620
135	Casey C Aboulafia	Compass	1	\$1,082,545	5	\$2,772,000	6	\$3,854,545
136	Christopher M Chambers	The ONE Street Company	6	\$2,470,500	3	\$1,379,900	9	\$3,850,400
137	Eva M Davis	Compass	3	\$2,631,000	2	\$1,208,000	5	\$3,839,000
138	Roby C Thompson III	Long & Foster Real Estate, Inc.	5	\$2,183,000	3	\$1,652,000	8	\$3,835,000
139	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	5	\$1,783,800	9	\$2,046,900	14	\$3,830,700
140	Lisa Tucker	Redfin Corp	7	\$3,414,000	1	\$391,000	8	\$3,805,000
141	Brittany Allison	Compass	2	\$1,537,000	3	\$2,238,000	5	\$3,775,000
142	Bryan Kerrigan	Redfin Corp	8	\$3,735,000	0	\$0	8	\$3,735,000

Disclaimer: Information based on MLS closed data as of March 4, 2020, for residential sales from January 1, 2020, to February 29, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

SPRING INTO ACTION!

Let me help you **GROW** your business - with more choices for buyers. My experience and suite of unique products will help you **close more purchase transactions this spring.**

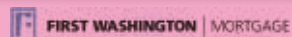
"Chanin is a true professional and masterful at what she does. Her industry knowledge, attention to detail, and care are bar none. I will continue to work with Chanin in the future and I encourage anyone reading this review to work with her and her team." -Theron Christopher



Chanin Wisler
Mortgage Loan Officer



18+ YEARS EXPERIENCE



2233 Wisconsin Ave NW Ste 232
Washington, DC 20007-4153
NMLS #206900

INVESTOR LOANS • FHA/VA • JUMBO • DOCTOR LOANS • SELF-EMPLOYED LOANS

301-526-0020 | chanin@firstwashingtonmortgage.com | www.ChaninWisler.info

TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Katie R Nicholson	RE/MAX Plus	6	\$2,566,800	2	\$1,164,900	8	\$3,731,700
144	Michael B Aubrey	Compass	4	\$3,367,000	0.5	\$349,500	4.5	\$3,716,500
145	Daniel W Hozhabri	Keller Williams Realty Centre	6.5	\$2,102,450	4.5	\$1,608,950	11	\$3,711,400
146	James F Connolly	Long & Foster Real Estate, Inc.	1.5	\$1,515,500	2	\$2,195,000	3.5	\$3,710,500
147	Roman Mychajliw	Long & Foster Real Estate, Inc.	9.5	\$3,695,450	0	\$0	9.5	\$3,695,450
148	Leyla Torres	RE/MAX Town Center	3	\$926,000	3	\$2,765,000	6	\$3,691,000
149	Douglas C Perry	RE/MAX Excellence Realty	9.5	\$3,689,263	0	\$0	9.5	\$3,689,263
150	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	4.5	\$1,760,500	3	\$1,925,000	7.5	\$3,685,500
151	Christopher R Miller	Redfin Corp	1	\$180,000	8	\$3,487,900	9	\$3,667,900
152	Lauren E Davis	TTR Sotheby's International Realty	2	\$846,000	3.5	\$2,817,500	5.5	\$3,663,500
153	Kerry E Fortune	Washington Fine Properties, LLC	2	\$2,637,500	0.5	\$1,012,500	2.5	\$3,650,000
154	Ruby A Styslinger	Redfin Corp	0	\$0	6	\$3,635,000	6	\$3,635,000
155	Andrew L Pariser	Long & Foster Real Estate, Inc.	2	\$2,553,000	1	\$1,075,000	3	\$3,628,000
156	Vanessa M Patterson	Berkshire Hathaway HomeServices PenFed Realty	1	\$1,771,000	3	\$1,853,900	4	\$3,624,900
157	Kari S Wilner	Washington Fine Properties, LLC	2	\$2,641,000	1	\$977,144	3	\$3,618,144
158	Marjorie R Dick Stuart	Keller Williams Capital Properties	2	\$2,767,000	1	\$822,750	3	\$3,589,750
159	Michael W Patrick	RE/MAX United Real Estate	13	\$3,585,050	0	\$0	13	\$3,585,050
160	Delia E McCormick	Washington Fine Properties, LLC	2.5	\$3,529,000	0	\$0	2.5	\$3,529,000
161	Florence C Meers	Washington Fine Properties, LLC	1	\$3,500,000	0	\$0	1	\$3,500,000
162	Leslie C Friedson	Compass	2.5	\$3,082,500	1	\$415,000	3.5	\$3,497,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Nicholas W Poliansky	Keller Williams Preferred Properties	10.5	\$3,456,799	0	\$0	10.5	\$3,456,799
164	Michael J Schaeffer	Coldwell Banker Residential Brokerage	2.5	\$3,453,750	0	\$0	2.5	\$3,453,750
165	Samuel Dweck	TTR Sotheby's International Realty	1	\$735,000	2	\$2,712,500	3	\$3,447,500
166	Russell E Chandler	Redfin Corp	8	\$3,171,999	1	\$250,000	9	\$3,421,999
167	John M Barry Jr.	Compass	3	\$2,400,500	1	\$1,011,000	4	\$3,411,500
168	Carlos A Gautier	RE/MAX 100	3	\$2,253,000	3	\$1,155,000	6	\$3,408,000
169	Amalia B Morales Garicoits	RLAH Real Estate	0	\$0	4	\$3,406,200	4	\$3,406,200
170	Stuart N Naranch	Redfin Corp	0.5	\$136,225	6	\$3,256,000	6.5	\$3,392,225
171	Joshua A Oliver	RLAH Real Estate	3	\$1,857,500	3	\$1,526,000	6	\$3,383,500
172	Kelly K Virbickas	Compass	0	\$0	3	\$3,367,150	3	\$3,367,150
173	Bradley J Rozansky	Long & Foster Real Estate, Inc.	2.5	\$3,366,500	0	\$0	2.5	\$3,366,500
174	Meredith L Margolis	Compass	1.5	\$1,926,500	1.5	\$1,440,000	3	\$3,366,500
175	Charles L Wilson	RE/MAX Metropolitan Realty	2	\$2,220,000	1	\$1,125,000	3	\$3,345,000
176	Marc Bertinelli	Washington Fine Properties, LLC	1	\$1,204,750	1.5	\$2,127,500	2.5	\$3,332,250
177	Ryan N Lancaster	Long & Foster Real Estate, Inc.	2.5	\$1,082,743	5	\$2,235,500	7.5	\$3,318,243
178	Carolyn N Sappenfield	RE/MAX Realty Services	3	\$3,305,500	0	\$0	3	\$3,305,500
179	Joshua D Ross	RE/MAX Realty Services	2	\$2,590,000	1	\$699,900	3	\$3,289,900

Disclaimer: Information based on MLS closed data as of March 4, 2020, for residential sales from January 1, 2020, to February 29, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



JK MOVING SERVICES

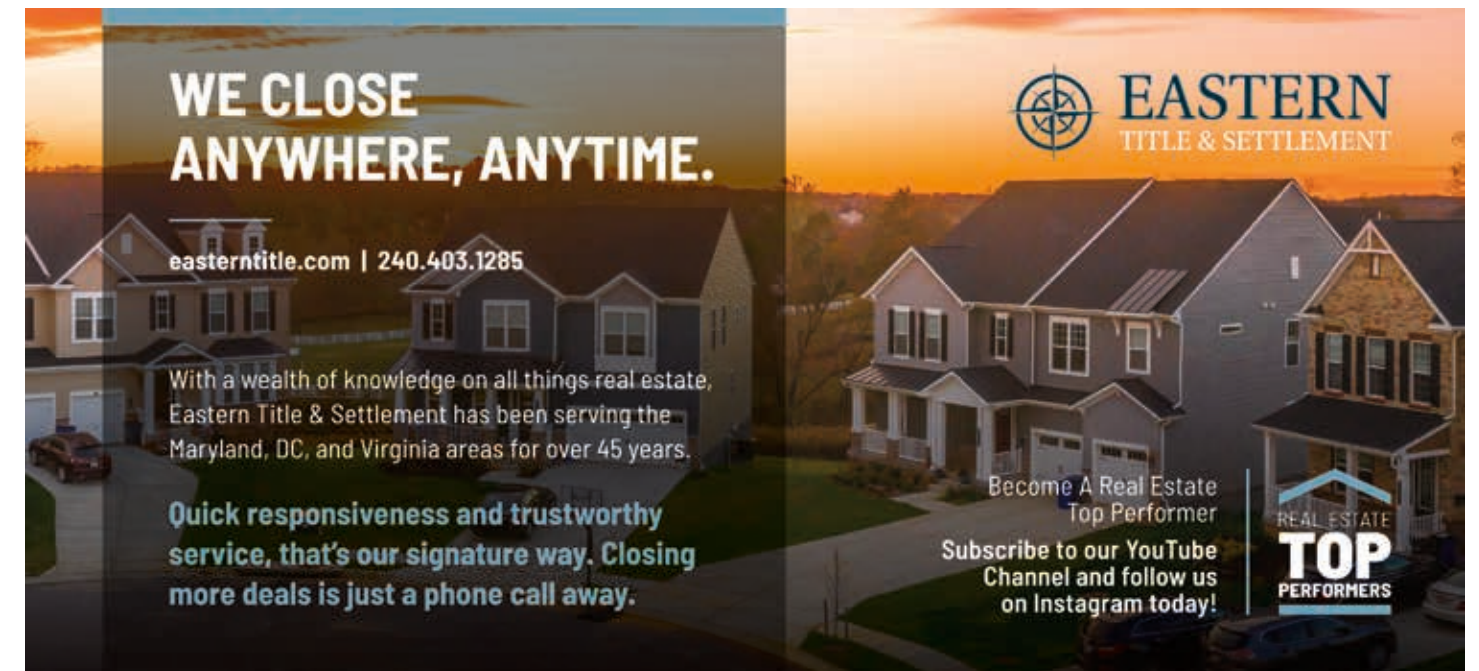
JK Moving focuses on What Matters Most to you, everything from treasured family photos to your favorite chair. Care and respect for the community – including our customers – are at the heart of what we do.

Our 24-hour customer service and 5-star rated customer mobile app help make your move easy, straightforward, and efficient.

Trust your household goods to the residential mover of diplomats and presidents – and enjoy VIP service from door to door.

What Matters Most To You, Matters Most To Us.

JKMoving.com | 703-260-3031 LOCAL | LONG DISTANCE | GLOBAL | PACKAGING | STORAGE



WE CLOSE ANYWHERE, ANYTIME.

easterntitle.com | 240.403.1285

With a wealth of knowledge on all things real estate, Eastern Title & Settlement has been serving the Maryland, DC, and Virginia areas for over 45 years.

Quick responsiveness and trustworthy service, that's our signature way. Closing more deals is just a phone call away.

Become A Real Estate Top Performer

Subscribe to our YouTube Channel and follow us on Instagram today!

REAL ESTATE TOP PERFORMERS

TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Philip E Guire	Compass	2	\$1,073,000	2	\$2,209,000	4	\$3,282,000
181	Amanda M Lasko	Redfin Corp	5	\$2,373,401	1	\$898,000	6	\$3,271,401
182	Alecia R Scott	Long & Foster Real Estate, Inc.	3.5	\$1,766,500	3	\$1,500,000	6.5	\$3,266,500
183	Susan Van Nostrand	Compass	0	\$0	4	\$3,254,000	4	\$3,254,000
184	Elizabeth M Burrow	Keller Williams Realty Centre	5	\$2,322,746	2	\$928,797	7	\$3,251,543
185	Melinda L Estridge	Long & Foster Real Estate, Inc.	2	\$2,116,000	2	\$1,131,000	4	\$3,247,000
186	Ellen E Hatoum	Washington Fine Properties	1	\$964,000	2	\$2,264,000	3	\$3,228,000
187	Antonia Ketabchi	Redfin Corp	2	\$714,000	4	\$2,507,400	6	\$3,221,400
188	Aya Netanel	Magnolia Realty LLC	0	\$0	6	\$3,216,500	6	\$3,216,500
189	Joseph Olatunde Seriki	TTR Sotheby's International Realty	1	\$1,110,000	2	\$2,094,000	3	\$3,204,000
190	Carroll H Thornton-Chapin	Washington Fine Properties, LLC	1	\$3,175,000	0	\$0	1	\$3,175,000
191	Melanie M Hayes	TTR Sotheby's International Realty	0	\$0	1	\$3,175,000	1	\$3,175,000
192	Greylin L Thomas Jr.	Redfin Corp	1	\$395,000	5	\$2,766,000	6	\$3,161,000
193	Lawrence M Lessin	Save 6, Incorporated	7	\$3,135,400	0	\$0	7	\$3,135,400
194	Jennifer K Sproul	Washington Fine Properties, LLC	0	\$0	1	\$3,125,000	1	\$3,125,000
195	Lasonya J Abney	Cosmopolitan Properties Real Estate Brokerage	13	\$3,124,900	0	\$0	13	\$3,124,900
196	Katherine E Wellborn	Compass	3	\$1,721,500	1	\$1,395,000	4	\$3,116,500
197	Lee E Arrowood	TTR Sotheby's International Realty	1.5	\$3,110,500	0	\$0	1.5	\$3,110,500
198	Eric T Hovanky	Redfin Corp	8	\$3,095,000	0	\$0	8	\$3,095,000
199	Pattee McInerney	RE/MAX One	5	\$2,292,200	1.5	\$792,500	6.5	\$3,084,700
200	Thomas M Corcoran	Samson Properties	3	\$2,072,000	1	\$1,010,000	4	\$3,082,000
201	Trinity L Jennings	Trinity L Jennings & Associates Real Estate Co	3	\$3,075,020	0	\$0	3	\$3,075,020
202	William J Shaver	RE/MAX Realty Centre, Inc.	1	\$1,145,000	3	\$1,930,000	4	\$3,075,000
203	Nathan B Ward	Compass	2	\$871,250	4	\$2,197,000	6	\$3,068,250
204	Michelle Diana Upton	Grateful Real Estate, Inc.	5	\$3,063,000	0	\$0	5	\$3,063,000
205	Asif Qadir	RE/MAX Premiere Selections	4	\$1,915,000	3	\$1,144,500	7	\$3,059,500
206	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	2.5	\$1,617,500	2.5	\$1,441,000	5	\$3,058,500
207	Jim T Winn	RE/MAX Realty Group	6	\$2,426,800	1	\$625,000	7	\$3,051,800
208	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	1.5	\$2,101,500	0.5	\$950,000	2	\$3,051,500
209	Mary K Magner	Long & Foster Real Estate, Inc.	3	\$2,185,000	1	\$850,000	4	\$3,035,000
210	Maxwell E Rabin	TTR Sotheby's International Realty	2	\$2,572,500	0.5	\$462,500	2.5	\$3,035,000
211	Andrew K Goodman	Goodman Realtors	4	\$2,009,500	2	\$1,020,000	6	\$3,029,500
212	Samer H Kuraishi	The ONE Street Company	4.5	\$3,026,350	0	\$0	4.5	\$3,026,350
213	Kathy Xu	RE/MAX Realty Group	1	\$340,000	3	\$2,682,500	4	\$3,022,500
214	Marc Ross	Compass	0.5	\$767,500	1	\$2,250,000	1.5	\$3,017,500
215	Justin Warren Noble	TTR Sotheby's International Realty	0	\$0	3	\$3,014,000	3	\$3,014,000
216	Catherine Carlstedt	Coldwell Banker Residential Brokerage	0	\$0	1	\$3,000,010	1	\$3,000,010

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Susan Cahill-Tully	Compass	1.5	\$1,380,000	2	\$1,615,000	3.5	\$2,995,000
218	Diana I Faulkner	RE/MAX Metropolitan Realty	2.5	\$1,815,000	2	\$1,175,000	4.5	\$2,990,000
219	Peter J Ferguson	Compass	0.5	\$115,000	3	\$2,874,900	3.5	\$2,989,900
220	Xinya Zhang	Long & Foster Real Estate, Inc.	1	\$310,000	5	\$2,675,000	6	\$2,985,000
221	Frank J Gamez	RE/MAX Platinum Realty	4	\$1,214,000	5	\$1,770,499	9	\$2,984,499
222	Shelby Colette Weaver	Redfin Corp	0	\$0	6	\$2,982,000	6	\$2,982,000
223	Deborah C Cheshire	Long & Foster Real Estate, Inc.	1	\$720,000	3	\$2,261,000	4	\$2,981,000
224	Michael W Moore	Compass	1	\$705,000	1	\$2,275,000	2	\$2,980,000
225	VJ Derbarghamian	TTR Sotheby's International Realty	2	\$1,695,000	2	\$1,283,000	4	\$2,978,000
226	Kelly C Kelley	Compass	0	\$0	4	\$2,968,900	4	\$2,968,900
227	Paul N Crampton III	RE/MAX Achievers	3	\$1,484,106	3	\$1,484,106	6	\$2,968,212
228	Anna Masica	Long & Foster Real Estate, Inc.	2	\$1,293,500	1.5	\$1,673,500	3.5	\$2,967,000
229	Thomas A Powers	Long & Foster Real Estate, Inc.	5	\$2,966,999	0	\$0	5	\$2,966,999
230	Paras Dhoj Karki	RE/MAX Allegiance	1	\$1,293,000	2	\$1,668,500	3	\$2,961,500
231	Julie S Cronan	RE/MAX 100	4.5	\$1,890,975	2	\$1,069,900	6.5	\$2,960,875
232	Barbara A Ciment	Long & Foster Real Estate, Inc.	5.5	\$2,200,500	2.5	\$750,000	8	\$2,950,500
233	Carmen C Fontecilla	Compass	3	\$1,294,000	4	\$1,647,500	7	\$2,941,500

Disclaimer: Information based on MLS closed data as of March 4, 2020, for residential sales from January 1, 2020, to February 29, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



Call Today!

100% Financing is Here!



CRAIG JENKINS
Branch Manager
NMLS # 197149



📞 443 283 1334
📱 410 903 6610
🏠 443 283 1334

🌐 www.dmvhomeloancenter.com
✉️ craig@nxthomemortgage.com

TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Feb. 29, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	D'Ann K Lanning	Compass	6	\$2,924,500	1	\$15,000	7	\$2,939,500
235	Mary Noone	Compass	0	\$0	2	\$2,935,000	2	\$2,935,000
236	Lynne A Tucker	Compass	3	\$1,436,500	2	\$1,460,000	5	\$2,896,500
237	Corey J Lancaster	EXIT Right Realty	3.5	\$989,381	5	\$1,904,775	8.5	\$2,894,156
238	Young C Kang	Trademark Realty, Inc	3	\$1,655,000	2	\$1,224,400	5	\$2,879,400
239	Carolyn A Kalmus-Choporis	Century 21 New Millennium	5.5	\$1,931,000	2	\$942,050	7.5	\$2,873,050
240	Sergei A Goumilevski	RE/MAX Realty Services	3	\$1,640,000	3	\$1,230,500	6	\$2,870,500
241	Amy E Wease	RLAH Real Estate	0	\$0	3	\$2,861,000	3	\$2,861,000
242	Kathleen A King	Washington Fine Properties, LLC	1	\$1,595,000	1	\$1,260,000	2	\$2,855,000
243	Sheena Saydam	Keller Williams Capital Properties	2	\$502,575	5	\$2,352,269	7	\$2,854,844
244	Todd W Bissey	Compass	0	\$0	2	\$2,842,020	2	\$2,842,020
245	Silvana P Dias	Long & Foster Real Estate, Inc.	2	\$804,000	4	\$2,029,000	6	\$2,833,000
246	Richard Michael Morrison	Redfin Corp	0	\$0	5	\$2,831,150	5	\$2,831,150
247	Aret Koseian	Compass	2.5	\$1,137,000	3	\$1,692,700	5.5	\$2,829,700
248	Lisa M Cox	Colony Realty	6	\$1,535,400	5	\$1,283,400	11	\$2,818,800
249	Craig B McCullough	RLAH Real Estate	2	\$1,268,265	3	\$1,550,000	5	\$2,818,265
250	Noel P Sesay	The ONE Street Company	2	\$926,500	3	\$1,885,000	5	\$2,811,500

Disclaimer: Information based on MLS closed data as of March 4, 2020, for residential sales from January 1, 2020, to February 29, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



Why First Home?

- Largest private lender in the state of Maryland
- Access to a variety of loan programs and competitive pricing
- Faster processing turn times because loans are processed, approved, and closed locally
- Commitment to customer service
- Conventional, FHA, USDA and VA financing
- 97% Conventional Financing
- 100% VA Financing
- Second mortgage up to 95% financing
- Consistent pre-qualifications and on-time closings
- Experience in condo lending and condo project approvals
- Over 25 years of on-time, hassle free closings
- Ability to originate loans from the South-Atlantic states to New England

We look forward to working with you!

(301) 972-8531
ClientCare@ProTec-Inspections.com
www.ProTec-Inspections.com

LUXURY HOME SPECIALISTS

INTEGRITY
Although no home inspection company can provide a complete list of house defects, we do expect to find all visible problems in excess of \$500 and stake our reputation on it with our ProTec Promise!

SOLUTIONS
With access to thousands of local contractors, Porch Home Assistant has helped millions of homeowners ease the pain of moving. Free to your client forever with every ProTec Inspection!

EXPERIENCE
Over 30,000 inspections performed since 1986—we have seen it all! ProTec stands above the rest with the best team of inspectors in the industry!

TIME SAVING
Saving Realtors® countless hours each transaction with our one-stop shop and full-time support staff!

RADON TESTING • MOLD SAMPLING • INFRARED SCANS • POOL INSPECTIONS • TERMITES INSPECTIONS • SEWER SCOPES & MORE!

RESIDENTIAL & COMMERCIAL INSPECTIONS

Ryan Paquin Branch Manager NMLS ID 187868 301.332.1589	Jay Franklin Branch Sales Manager NMLS ID 199740 240.463.1634	Jessica Enfinger Loan Officer NMLS ID 513123 301.905.7773	Olu Ajayi Loan Officer NMLS ID 189732 301.343.5551	Jordan Eng Loan Officer NMLS ID 1217691 410.353.5693	Ryan Kurrle Loan Officer NMLS ID 1631310 443.504.7152	Blake Price Loan Officer NMLS ID 1423057 301.440.0789

FIRST HOME MORTGAGE

2200 Defense Highway, Suite 400 Crofton, MD 21114

This is not a guarantee to extend consumer credit as defined by Section 1026.2 of Regulation Z. Programs, interest rates, terms and fees are subject to change without notice. All loans are subject to credit approval and property appraisal. First Home Mortgage Corporation NMLS ID #71603 (www.nmlsconsumeraccess.org).



PRSRT STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40



“*Greg Kingsbury is the best. Full Stop. He’s my go-to expert, having provide me and hundreds of my clients with the highest level of service for over 10 years! The Kingsbury Team is knowledgeable, succinct and trustworthy. I’d rate them a 10 out of 10!*

Carlos Garcia, Principal Eng Garcia Group, Keller Williams Capital Properties



“*If you are in this business and plan to have a meaningful career, you need to have true partners like we have with Greg and his team. They understand the business inside and out and always go the extra mile to create an experience that our clients want to tell their friends and family about.*

Jason Martin, CEO Jason Martin Group, RLAH Real Estate

Get Your Clients Started Out on the Right Foot with a Verified Pre-Approval



Greg Kingsbury
Senior Vice President
NMLS ID #: 476367
Office: (202) 540-9999 Ext 101
Mobile: (301) 254-1486
greg@vellummortgage.com
www.KingsburyMortgageTeam.com

