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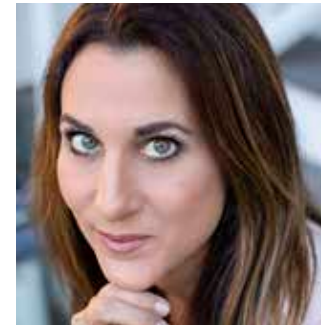
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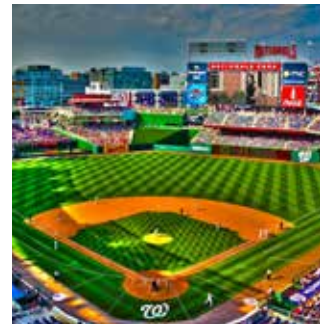
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▶ publisher's note

Dear DC Metro Real Producers & valued Partners,

As I write this Publisher's Note, some six weeks in advance of its publication date, our nation is in the midst of a powerful movement seeking justice and an end to systemic racism. This magazine exists for you to hear the voices and stories of your colleagues in the real estate industry, not my personal views, but I would like to at least share this: *I stand against racism and police brutality against people of color.* This is not a political stance — it's a reflection of my love for all people and my vision for a nation that is finally just and peaceful.

This magazine has always served as a tool for building community. I, along with my fellow team members at *Real Producers*, believe no community can

be healthy and prosperous so long as racism exists. We stand alongside every team member, real estate agent, and advertising partner who has ever had to suffer the overwhelming injustice of racism and prejudice.

As a magazine publisher, I have a platform to encourage change, and I don't take this lightly. My hope is that this magazine, which continues to introduce you to influencers within the community — sharing their personal passions, experiences, and values — will serve as a vehicle for positivity and possibly even for challenging your perspective. Hard conversations are rightfully being had all around us, and here at *DC Metro Real Producers*, we are

committed to our mission of connecting, elevating, and inspiring; we will continue our own dialogue about who we are, and who we want to be, as a collective group of real estate industry leaders.

Ours, I am proud to say, is a community that supports and cherishes every single agent and partner, and I hope you will always feel welcomed and encouraged to share your unique story with us.

With love and gratitude,



Kristin Brindley
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Local Entrepreneur Launches SafeTree PPE

Filling a Need for Personal Protective Equipment

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Summary

- In May 2020, Mitch Felix, Kristin Brindley, and Alby Luciani co-founded SafeTree PPE.
- SafeTree PPE was born with the vision of being a transparent, community-focused partner in the PPE marketplace.
- SafeTree is, at its core, a relationship-centered business. They seek to leverage community connections to provide PPE with integrity.
- SafeTree serves individuals, businesses, health-care facilities, and government entities from large to small.



BROOKEVILLE, MD, July 1, 2020 — The need for PPE is clear. Yet, reliable companies are lacking. Coming from a place of education and contribution, *DC Metro Real Producers*' Publisher Kristin Brindley founded SafeTreePPE alongside co-founders Mitch Felix and Alby Luciani. SafeTree PPE was born with the vision of being a transparent, community-focused partner in the PPE marketplace.



Kristin Brindley



Alby Luciani



Mitch Felix

Built on Community Values

SafeTree started as a relationship-building business. In our digital world, customers still prefer personal connection. SafeTree PPE leverages community connections to provide PPE with integrity. As Kristin says, "We're not creating a one-time client. We're creating relationships."

"The spirit of SafeTree PPE is about transparency," co-founder Alby Luciani adds. "Our goal is to provide safe, approved, high quality, and well-priced PPE of all kinds as America goes back to work."

SafeTree serves individuals, businesses, healthcare facilities, and

government entities, from large to small. Their goal is to offer customers a variety of PPE options to fit their needs, including several N95 mask styles, gloves, surgical gowns, hand sanitizer, and much more.

"Our salespeople have the ability to leverage the personal connections they have within their communities and approach conversations from a perspective of trust. That's where the name SafeTree came from. The tree trunk is the supply, and all of our salespeople are the branches into their communities."



Kristin Brindley, Co-Founder: Serving the U.S. and the Global Community

Three words show up on Kristin's phone daily: legacy, impact, and growth. "I ask myself, 'What am I doing to create these things in the lives of my family and the people around me? How am I moving the needle every day?'"

With genuine warmth and relentless determination, Kristin brings incredible value to those in her community through the businesses she runs. Alongside her role as a co-founder of SafeTree PPE, she is the publisher and president of *DC Metro Real Producers Magazine* and *NOVA Real Producers Magazine*.

Kristin's success has not come without challenges. In 2013, she survived cervical cancer while her wife, Kellie, was pregnant. "I went through about 40 radiation treatments. I learned a lot about myself and the people around me during that time," Kristin says. "I now look at things like working out as something I get to do, not have to do. There is so much to be grateful for."

Kristin continues to carry that immense gratitude into all aspects of her life — including her new venture with SafeTree PPE.

Relationships First

SafeTree PPE has created an atmosphere of collaboration, and it's not the norm in this industry.

"We want to reach everyone," Alby says. "Even the rural communities that don't have the right brokers...We want to be the pipeline to get the Amer-

ican public access to the equipment that they need. They've never needed PPE before, and we're providing it in a way that does not take advantage of people. We're trying to hold people's hand through the new normal."

"We can't do what we do without serving our communities," Mitch Felix adds. "When we sell our product, it's important to remember that we're saving lives. The next sale that we make may save a life."

For more information, please contact Kristin Brindley at 202-926-3359, email kristin@safetreeppe.com, or visit the SafeTree PPE website at www.safetreeppe.com.

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How does the 2020 pandemic market

compare to the market plunge of 2008?

What have you done to build and maintain

resilience for your business?



CHRIS REEDER
LONG & FOSTER REAL ESTATE

I don't think [the 2020 pandemic market] compares [to the market plunge of 2008] at all. The market is already getting hotter and hotter. I think this was just a small speed bump in the overall housing market.

I've been doing business as usual, but as much remotely as possible. Have been checking in with past clients more frequently.



MAUREEN WEAVER
COMPASS

From everything I am reading and seeing in the market, it appears that real estate will be a key factor in recovery this time around, whereas in 2008, real estate was a key factor in causing the recession. So far, the local real estate market has not flinched. We continue to have a lack of inventory, we continue to see a flood of buyers, and we continue to see multiple offers on well-priced listings.

I have worked very hard to stay in touch with my sphere, keep them informed about what I am seeing in the market, and share market data. I think it's important to be a source of information when people are confused about what is going on around them.



ANGELO TERRANA
NEW VISION PROPERTIES

It is difficult to project how the current market



JOHN LESNIEWSKI
RE/MAX UNITED REAL ESTATE

This will be much shorter than the 2008–2013 mortgage crisis.

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J.P. MONTALVAN
CAPITAL ESTATE GROUP OF COMPASS

Real estate will rebound more quickly, but what people will want will change.

will track over the next while, as we begin to re-open several facets of our economy. As our numbers improve, we do believe the underlying economy is positioned to rebound. The residual impact on consumers will remain for some time, but if we remain on this track, we are very hopeful we will avoid the worst impacts of the plunge of 2008.

Our existing model of maintaining close contact with our clients has allowed us to transition well during this time. We believe that is the key to a successful business, regardless of extenuating circumstances. Understandably, consumers are also anxious. By way of response, we have stressed the steps we have taken to ensure the safety of both our customers and our employees. We also know that financial pressures are significant for some of our customers, and we have worked on promoting ways to provide services that take that reality into consideration.



MAUREEN NICHOLS
RE/MAX REALTY PLUS

I do not think 2020 will be impacted by price crashing due to the pandemic as it did in 2008. Our prices have not sky-rocketed as they did from 2003–2005. They have risen slowly, normally, at a 3% annual appreciation rate over the past 10 years. Prices may level out, maybe dip a bit, but they won't crash. There is still way too much demand. We have a strong economy that will recover, and interest rates are favorable.

We have been focused on taking care of business — it has been intense! We've also focused on communicating how we are going about business safely, along with our protocols and guidelines during the pandemic.



SUSAN LEAVITT
LEAVITT REALTY TEAM

Since I did not really suffer at all during 2008, I do not see it as a huge event. I understand what happened in the lending markets and with the foreclosures, but the housing market was still fairly robust, with pockets of value. I feel as if the pandemic is going to take a back seat to getting a change in administration in the U.S. In my opinion, the pandemic has helped our local market by getting sellers to put homes on the market in a housing market that has been suffering from a lack of inventory for quite some time.

To build and maintain resilience — I think checking in with clients and keeping them up-to-speed on market conditions is critical ... and promoting the continuation of buying and selling. Sometimes, when things feel the most unstable, that is the time to find a jewel!



MALIA TARASEK
LUCIDO AGENCY

I don't think 2020 and 2008 compare at all. I have not seen a negative effect on the housing market — just a negative effect on the number of people losing their jobs. I have noticed buyers have become more "serious." This has allowed me to require an agency agreement be signed before touring properties without any pushback from customers. This also has allowed for people only truly interested in homes to be touring the homes in person. Another difference between 2020 and 2008 is we still have a massive shortage of inventory today, which was the complete opposite in 2008. We need more sellers to sell!



KELLIE HODGES
THE YI TEAM HOME LOANS

I passed your email on to the rest of the team. I'm sure you have a flood of LOs with great tips. Online is king right now, so I thought a perspective on that might be helpful.

Guiding customers through this quickly changing environment is definitely challenging! Part of my job as brand manager is helping customers find us *before* they need a home loan or refinance. It is important that our online presence is on point. Customers need to know that we are available where they are: online. That means virtual face-to-face relationships, and with tools and resources they can use.

We've always understood that people want to work with a real person. So being present on social media is essential, but so is the tone of voice. Studies show that social media usage has increased 61% during the pandemic. I make sure we show up every day on our social media pages, with fresh and curated content that is personal to The Yi Team. By limiting the corporate tone, I'm building community on a more personal level. Maybe more importantly, I make sure we are supporting our referral partners on *their* pages. By sharing a REALTOR'S® listings or a cause they're championing, we're helping to spread the word to a larger audience.

During the quarantine, we've improved our website design and SEO. It helps borrowers access the resources on the website that they need to save money on their home loan or offer a more competitive bid on their new home. We've seen an enormous uptick on the website, and it's continuing. The active users have gone up another 65% in the last 30 days. 77% of all visitors are new customers.

Strengthening our online presence now is important to maintain the resilience of our business. We want our current and future borrowers to be a step ahead once house-hunting and business returns to the new normal. Building personal relationships online helps get those connections solidified.

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 PRESENTS

Golden Nuggets



MELISSA BERNSTEIN

RLAH | Berkshire Hathaway
 “I’m selling a lifestyle. I know the swimming pools, restaurants, memberships... this is my home. I am selling more than just a house; I am selling a home and a community in every way imaginable.”

“If someone closes a door in your face, climb up a window. And make it your mission to open doors for others!”



SUSAN KIRN and NATALIE PEREZ

Donna Kerr Group
 “[I have] no regrets! Life is too short. I am this person that I love because of all of my experiences in life. I feel that life is complete with its mistakes and successes, and that makes me a resilient and knowledgeable individual with depth and broad perspective.” —Susan

“A cool life is doing what you love. Enjoying every moment of it, being passionate about the people in your life, being true to who you are, and, most importantly, living every day to the fullest — because you never know what tomorrow may bring.” —Natalie



MARY SCHROTH

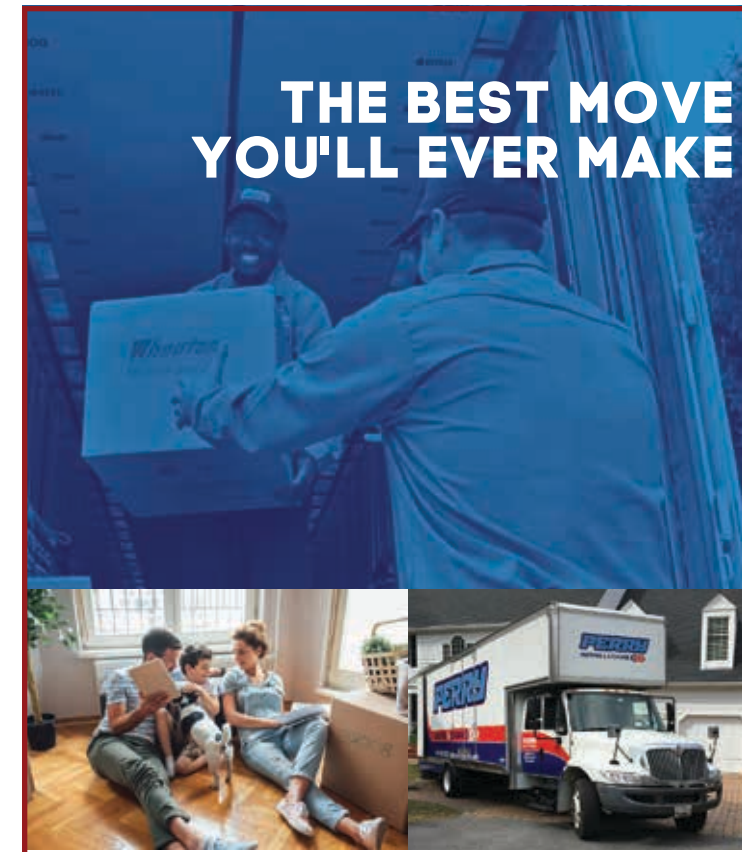
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 “I didn’t realize how isolating being an agent was until I hired a coach. Now, I have consistent outside perspective — someone who sets the direction of the ship and gives me tasks that focus on moving myself and the business forward. I learn so much from my coach.”



RON NOCERA and ANNIE MURPHY

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 “I like to see the warranty help create repeat and referral business for the real estate agent.” —Ron

“With inventory being at a record low, homeowners are stretching their budgets, leaving very little in savings to cover a system or appliance failure. That makes the home warranty a vital piece of the contract. It’s the best financial decision and safety net that a homeowner can have after closing on a home.” —Annie



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▶▶ partner spotlight

By Zachary Cohen
Photos by Ryan Corvello Photography

Ron Nocera &
Annie
Murphy

Cinch Home
Services



Protecting Homes, One Family at a Time

“Have more than you show; speak less than you know.”

—William Shakespeare, *King Lear*

“Homeowners are stretching their budgets, leaving very little in savings to cover a system or appliance failure. That makes the home warranty a vital piece of the contract. And now, with COVID-19 and social distancing in place, and with many of us working from home and teaching our children from home, the increased usage and added wear and tear increases the likelihood of system and appliance breakdown. A home warranty is more important now than ever, and is available for all homeowners, not just those who are buying or selling their home.”

Owning a home is one of the most rewarding journeys a family can embark upon, and yet, it’s not always easy. When home systems break down or major appliances fail, coming up with the finances to replace or repair them can often be a challenge. Finding a trustworthy service technician can be a significant hurdle too.

That’s where Cinch Home Services steps in. With over four decades of industry experience, Ron Nocera, Annie Murphy, and the Cinch Home Services team are committed

...



“
**A home warranty
 is the best
 financial decision
 and safety net that
 a homeowner can
 have after closing
 on a home.**”

to making home repairs simpler for their clients.

“Cinch uses smart, modern tools and award-winning customer support to remove the guesswork around preventing, diagnosing, and solving a wide variety of home-related issues,” Ron begins. “Through digital-forward strategies, platforms, and initiatives, Cinch is modernizing home management services to address today’s customer needs.”

Cinch employs over 900 people, partners with thousands of reliable, pre-screened service professionals, and guarantees covered repairs for an

industry-leading 180 days. Modern tools get homeowners the help that they need, when they need it — whenever or wherever that happens to be. A nationwide network of service pros (that Cinch has vetted) ensures repairs get done right.

Getting to Know You: Ron Nocera

Growing up, Ron Nocera was heavily influenced by his father’s entrepreneurial spirit. The Nocera family owned a variety of businesses, ranging from international housing to oil and gas to land development. One of those businesses was HMS Home Warranty.

Ron’s family owned and operated the HMS franchises for the Mid-Atlantic, Pennsylvania, New Jersey, Illinois, and Florida regions, and Ron worked for his family business until the end of 2012. At that time,



Annie with her cockapoo Hudson.

HMS, the franchisor, bought back all of the franchises throughout the United States, and in 2019 they rebranded to the current name, Cinch Home Services.

Ron has been with HMS Home Warranty and Cinch Home Services for a combined (and impressive) 27 years.

“Cinch is a 40-year-old business,” Ron explains.

Outside the office, Ron enjoys spending time with his family. Whether it’s traveling or just hanging out watching a movie, Ron’s family time is most dear to him.

Getting to Know You: Annie Murphy

Annie began her professional career working in



Outside of work, Annie is an active member of her community and her local church. She enjoys spending time with her family, friends, and her beloved pooch. She also enjoys cooking and gardening (growing her own herbs).

Partnering for Success

With a combined 35-plus years of experience in the Home Warranty business, Ron and Annie have a clear understanding of how important it is to build and maintain lasting, strong relationships with real estate partners. It’s how they’ve built their business into one of the top home warranty services in Northern Virginia, and is a pillar of their success.



Ron and Annie understand that partnering with agents is all about creating value. They know they must be an asset to their partners.

“I like to see the warranty help create repeat and referral business for the real estate agent,” Ron explains.

There is a multitude of ways in which offering a home warranty service to new buyers can provide value for a real estate agent.

“Cinch’s home warranty plan can help your business by protecting the home sale from last-minute delays, offering peace of mind to potential home buyers, and reducing post-close risk,” Ron says.

“And with inventory being at a record low,” Annie adds, “homeowners are stretching their budgets, leaving very little in savings to cover a system or appliance failure. That makes the home warranty a vital piece of the contract. It’s the best financial decision and safety net that a homeowner can have after closing on a home.”

For more information, please visit cinchhs.com.





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ARE YOU ATTRACTING LEADS WITH YOUR MESSAGING?

By Christina Daves

We are in information overload. Have you adjusted your messaging accordingly? Are you listening when people speak and giving them what they want? Are you breaking through the noise to get to your ideal client? Without this, you are just like everyone else — and not standing out.

In order to be successful landing sellers and buyers:

1. You should have a strong presence to draw in your potential buyer so they feel connected to you. You don't want to overpower, but use your knowledge of the current market to gain their trust and confidence in choosing to use you.
2. You should know how to pitch them without seeming too eager. Don't "push" your message. Make them want to work with you just by what you share with them and the value you provide. The first seven seconds is critical.

3. You should know how to use your speaking voice to engage your clients and convert them. High-pitched and soft-spoken tones show insecurity. You also don't want to be too loud or boisterous. A strong, confident, but engaging and welcoming voice is best.

4. It's important to unlock a powerful body language that makes these ideal clients see you as an expert. Don't cross your arms. Arms out and palms up are most welcoming.

5. You must get their initial attention and keep them focused throughout your presentation. The number one way of doing this is by having a great message that is delivered with authenticity.

You do this by:

- Having a clear, relatable message that the person receiving your message understands.
- Having a message that immediately gets the attention of the prospect.
- Having a message that holds the focus of that person to keep their interest.
- And finally, you must have a call to action (i.e., sign the listing agreement).

People are overloaded with offers and have an eight-second attention span. It's up to you to quickly grab their attention and keep it with a strong, engaging message. The only chance you have of making the sale is if you gain the sellers' or buyers' attention... and keep it.



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. To learn more about Christina, visit www.ChristinaDaves.com. Book your free business strategy session with her at www.ChatWithChristina.com.

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By Zachary Cohen
Photos by Ryan Corvello Photography

NATALIE & SUSAN PEREZ & KIRN

The Donna Kerr Group

LIFE IS GOOD

"Life is good! I even have it tattooed on my ankle."

—Natalie Perez

"Honestly, life just gets better and better."

—Susan Kirn

NATALIE PEREZ

"I believe everything happens for a reason; we are who we are today because of who we were in the past," Natalie Perez begins.

Born and raised in Montgomery County, Natalie was brought up by a strong, independent, single mother who taught her the value of work — and love — from an early age.

"One of the most influential experiences in my life, although I didn't realize it at the time, was when my parents divorced when I was four years old," Natalie says. "My mom was a stay-at-home mom and had to work full-time, and also went back to college."

This created an environment in which Natalie learned to become self-reliant. She got her first job at 13 years old and hasn't stopped working since.

"[My mother] taught me from a young age that there isn't time to wallow and feel sorry for myself, and to always keep my chin up and constantly move forward in life," Natalie says.

When Natalie started her real estate career with The Donna Kerr Group, she held several different roles. Eventually, Donna encouraged her to get her real estate license.

"Susan Kirn was her partner, at the time, on the listing side of the company," Natalie reflects. "Donna had decided she wanted to step back and take on more of a role in the company as a broker, growing the company, marketing, etc. She could see the potential in a partnership with Susan. We complemented each other. Susan is analytical and amiable, whereas I am a driver and expressive. She is the yin to my yang, and vice versa."



Natalie Perez

Natalie and Susan have made a powerhouse of a team. They respect each other and the different skill sets that each brings.

"We each have qualities that enhance our relationship and our abilities. Being able to partner with someone who you trust is an incredible feeling. We always have each other's back," Natalie smiles.

Natalie is passionate about raising her two sons, who are now 17 and 19. She hopes to inspire the same sense of strength and independence in her sons that her own mother inspired in her all those years ago.

"Being a single mother and showing my boys what hard work can accomplish, and that regardless of how much we struggle at times, in the end, it is worth it, is important because they will be strong men and better prepared for the future."

"A cool life is doing what you love," Natalie concludes. "Enjoying every moment of it, being passionate about the people in your life, being true to who you are, and, most importantly, living every day to the fullest — because you never know what tomorrow may bring."





Susan Kirm



SUSAN KIRM

As a young person, Susan was a budding environmental enthusiast. She grew up in the country with a love of animals and went on to study biology and environmental science at the University of Pennsylvania.

Susan’s professional career began as a government contractor on superfund sites. She then founded a title company, worked in general contracting, traveled across the country in an RV, lived in an Airstream off-grid in Maine (where she helped build custom homes), and worked in

commercial — and eventually residential — real estate.

“At times I have been a tropical fish enthusiast, track athlete, world traveler, herpetology enthusiast, photographer, jewelry maker, ballroom dancer, yogi, motorcycle rider, home improvement guru, and pet-lover of all kinds,” Susan beams.

“I know a huge pivoting point in my life was graduating from college. All the typical things...you have this great degree, but you are inexperienced, uncertain about the future and what I re-

ally wanted to do or be,” she continues. “I was very idealistic and just wanted to rebel against all convention. I had always done what was expected of me, and now was my opportunity to create my life. Conventional paths bored me.”

With such an inspired view on life, it’s no wonder Susan has experienced so much. When she returned to Maryland after her stint as a general contractor in Maine, she landed a temp job in real estate. Once she got to witness the inner workings of the real estate world, she was hooked. “I saw what the agents were doing and decided I wanted to do what they did,” Susan says.

Susan was hired as a listing agent with the Donna Kerr Group and transitioned into the lead listing agent and manager of the listing team. When Natalie joined her on the listing team, Susan quickly realized the potential of a powerful partnership due to their complementary personalities and skills.

“Our partnership is great! We have fun together, work effortlessly together and, most importantly, we excel at selling homes.”

At home, Susan lives with her partner, Eric, and his daughter, Zahra. She recently discovered her biological family, after having been adopted through a closed adoption at three months old.

“[I have] no regrets!” Susan exclaims. “Life is too short. I am this person that I love because of all of my experiences in life. I feel that life is complete with its mistakes and successes, and that makes me a resilient and knowledgeable individual with depth and broad perspective.”

“My happiest moment is now because I am alive and well, and I have a wonderful family and life. Life is good.”





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Mary Schroth

THE POWER OF PERSEVERANCE

“There is no chance, no destiny, no fate, that can hinder or control the firm resolve of a determined soul.”
—Ella Wheeler Wilcox

Rising Star Mary Schroth has proved her purpose with relentless diligence in the six years that she has been a solo real estate agent.

A proud agent with Keller Williams Realty Centre, she learned early in her career that lead generation is critical to success, and she was determined not to be in the large percentage of agents that fall out within the first year or two. She also strives to live up to her potential every single day.

“I think my biggest win-win is time with Jesus, my family, and feeling fulfilled with work (challenged and learning),” she exclaims. “There is nothing better than a day where you accomplished those three items.”

Every day, she focuses on the activities that move her business forward and delegates other items. “It’s so easy to spend time and focus on the little things that can be done by others. I want to spend 60 percent of each workday on the five things that will move the business forward. I also want to become more targeted with my lead generation. For years, I’ve cold door-knocked. I want to focus more on referrals and use my door-knocking skills in a more targeted way.”



Mary Schroth and her husband Mike.



Maggie (left), a pit bull/Rottweiler mix, and Jade (right), a basenji/pit bull mix.

Mary now shifts the questions she asks each day. Now, she asks, “Did I spend time with family and was I fully present? Did I complete the business tasks that truly matter? Did I serve my clients at the highest possible level? Did I show others that they matter and are loved?”

...



•••

A game-changer in her business has also been hiring a coach. She realized that she needed to be comfortable with being uncomfortable. And it has made all the difference.

“I didn’t realize how isolating being an agent was until I hired a coach. Now, I have consistent outside perspective — someone who sets the direction of the ship and gives me tasks that focus on moving myself and the business forward. I learn so much from my coach,” she explains. “It’s like being back in school... and I love school.”

The emotion that Mary most feels toward her real estate career is gratitude. A year after she began her real estate career, her father was diagnosed with cancer. She was able to go to every chemotherapy session and every doctor’s appointment and she was still able to run her business. Her father is now a two-time cancer survivor. She is grateful for the priceless time she has managed

to balance in both her personal and professional life.

She has been married to her husband Mike for thirteen years. “I am the luckiest girl in the world to have him as my husband!” Together, they enjoy hiking in parks with their dogs. Mary also enjoys reading, learning, traveling, swimming, and all things four-legged. “I am actively involved in dog rescue and dog training. I have a special place in my heart for unwanted dogs and, specifically, pit bulls!”

Mary lives every part of her life to the absolute fullest. She sets herself apart by being an advocate and a protector, does it with a high level of diligence, and doesn’t view herself as a salesperson. “This is the most significant

holding or outlay most people make in their lives. Our roles are incredibly important. I enjoy knowing the ins and outs of the contract, helping clients make big decisions, problem-solving, and growing incredibly close with my clients.”

And she never gives up.

“It is all about perseverance. I read about Orville Redenbacher stating his persistence was part of his success. I said to myself, ‘I can do that. I can be persistent.’”

And that has carried her all the way home.

Mary Schroth can be reached at mary@schrothpropertyadvisors.com.



“
I enjoy knowing the
ins and outs of the
contract, helping
clients make big
decisions, problem-
solving, and growing
incredibly close with
my clients.”

legal hotline

By Joe Gentile, Esq.



Comprehensive Guide to D.C. TOPA

Perhaps no other real estate law on the books in the District of Columbia has caused as much consternation and frustration among REALTORS® with investor clients as the Tenant's Opportunity to Purchase Act — better known as D.C. TOPA.

The law dates back to the 1980s and was originally intended to protect renters from being displaced from their homes by granting renters the first opportunity to purchase at fair market price.

It was amended in 2018, after critics appealed for reforms, saying the law was originally intended to protect residents of larger-scale housing developments and that renters were abusing their rights to negotiate, or even selling their rights to the highest bidder.

The revised law excludes single-family homes — including co-ops and

condos. Landlords must still notify these tenants of their intent to sell, but the notice no longer triggers a renter's first right to purchase.

There are a few exemptions.

Renters who are over 62 years of age and renters who are disabled are exempt, meaning they can still exercise TOPA rights. However, they can't assign their rights for cash anymore in single-family properties, only rent concessions by the assignee.

Finally, occupants of accessory dwelling units (sometimes referred to as in-law suites) are exempt as well. An ADU can be attached to a house or garage or built as a stand-alone unit. ADUs have their own kitchens and living spaces — and a separate entrance.

Whenever possible, it is best for the property owner to wait for the renters to vacate the property of their own free will before indicating, formally or informally, an intent to sell.

"It's important to ensure strict compliance with TOPA, and sellers and listing agents should take it

very seriously. There may be additional steps to take or even exemptions that could apply, depending on the facts," said real estate settlement attorney John E. Reid. "If all parties are aware of the steps required and their respective rights prior to listing the property for sale, it can help set expectations for the transaction."

You may wish to advise clients with rental properties in the District of Columbia to consult a real estate attorney prior to listing to ensure they don't run afoul of D.C. TOPA laws.

Below are a few frequently asked questions to help you speak to your clients with more confidence and authority on D.C. TOPA.

Q: How are the landlords of properties with two or more units impacted by TOPA changes?

A: The revised D.C. TOPA law pri-

marily focused on the exclusion of single-family homes, including condos and co-ops. For landlords of properties with two or more units, D.C. TOPA law remains pretty much the same.

Q: Does the new TOPA law change/affect how a property owner may regain possession of the unit?

A: TOPA compliance does nothing to resolve possession of the unit. Only an agreement of the tenant or a 90-day notice to quit for personal use, among a few other grounds, can be used to gain possession.

Q: What does it mean to "assign" TOPA rights?

A: A renter's TOPA rights to purchase a property aren't triggered until the owner offers to sell or gets an offer and notifies the renter of intent to sell through the proper channels, i.e., specific forms, certified mail. At that point, if the renter can demonstrate

he or she is among the exempt classes and responds to the seller and the D.C. Department of Housing and Community Development, TOPA rights are assigned to the renter. TOPA rights can be assigned with or without a sales contract.

Q: How should a tenant in a single-unit property who is considered exempt under the new D.C. TOPA law and wishes to exercise TOPA rights respond to a notice of intent to sell?

A: The tenant claiming an exemption must respond to the landlord's notice of intent to sell by completing and delivering the proper TOPA forms by hand or certified mail within 20 days. The tenant must also notify the D.C. Department of Housing and Community Development.

Q: When must a landlord make an offer of sale to the tenant and what are the stipulations?

A: If a tenant can demonstrate he or she is in an exempted class and wishes to exercise TOPA rights, the landlord must afford the tenant first right to purchase the property at fair market value and for substantially similar terms. There are also limits on the down payment requirements regardless of the contract terms being matched.

Q: Where can I find the latest tenant notice forms and additional information about D.C. TOPA?

A: Visit the District of Columbia's Department of Housing and Community Development web page at: <https://dhcd.dc.gov/page/rental-conversion-and-sale-forms>.



Joe Gentile is a seasoned settlement attorney and president of Federal Title & Escrow Company, an independently owned title company in the Capital Region that has a reputation of using technology to deliver a seamless closing experience. With an easy-going personality and fine attention to detail, Gentile is adept at distilling complicated legal concepts and making clients feel at ease around the closing table.

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cover story

By Molly Lauryssens
Photos by A. Claire Vision Photography

MELISSA BERNSTEIN

NO PLACE LIKE HOME ...



...

Imagine donning a Washington Redskins cheerleading outfit on Sundays in front of 80,000-plus diehard football fans and then switching gears Monday morning to your business suit and acting as assistant general counsel for the team? This was Melissa Bernstein's life for one year. What was that like for this Berkshire Hathaway REALTOR®? "I literally ate, slept, breathed, and bled the Redskins. It was amazing!"

As a straight-A, Dean's List student at the University of Maryland, College Park, she was driven and focused. While being a cheerleader was a hobby, she also said it was an incredibly uplifting experience. "It really kept me inspired during college and law school. I could step out of my studies and be a part of something that was so much bigger, which was wonderful," she explained, noting that, as a cheerleader, it was all about community service. They visited hospitals and did USO tours. "We were really seen as role models."

At one particularly notable charity event, Melissa ran into the president of the team, which would land her an interview with the Redskins front office. Obviously, she got the job, and it was an experience she won't ever forget. What was it like being a lawyer for the Washington Redskins? "It was certainly a dream job for someone right out of law school. I was lucky enough to be there when Dan Snyder took over ownership and was forming his legal staff. He is known for being one of the best marketers and having a brilliant marketing mind, so I was really able to learn not just legal skills, but also how to market."



For five years, she worked with the NFL team on real estate matters. "Since they own their own stadium, I did the land use and leases, things like that. I really loved that part of it." This is where Melissa's passion for real estate presented itself. After the Redskins, she moved on to Shulman Rogers, where she concentrated on commercial real estate. She worked there for a decade. While she loved what she was doing, she realized she needed to flex those entrepreneurial muscles. "I wasn't being fulfilled. I knew I didn't want my own law firm. So I made the decision and took the plunge. I decided to take a risk and give up my cushy, six-figure salary and work on 100-percent commission."



This was a challenge for her, but Melissa pointed out that you cannot be brave without fear. "I believed in myself and had a great network of family, friends, and colleagues who also believed in me." She knew that her competitive edge would be her background and legal expertise. She decided, early on, that she'd invest in high-level marketing, and while digital is crucial, she is a strong proponent of print. "There is still something to be said for a really good print ad. If you do it right, they will use it as an informational piece. I've gone on listings where they will have four of my past mailers on their coffee table, using it as a tool." Another tool she endorses is working with an amazing stager.

No Place Like Home

Growing up in Montgomery County and living in North Potomac now, she says she's in love with her community, so it's an easy sell. "I'm selling a lifestyle. I know the swimming pools, restaurants, memberships...this is my home. I am selling more than just a house; I am selling a home and a community in every way imaginable." And it's paying off. In 2019, she did \$30 million in volume, and for the six years she has been a Realtor, she has done over \$100 million. Each year is better than the last.

Helping make her house a happy home is her husband Darren. They have known each other since middle school. While they shared the same circle of friends, they never started dating until she got into law school. Darren is also in sales and marketing, and Melissa says it's fun to have two marketing minds together, where they

...





“
IF SOMEONE
CLOSES A DOOR
IN YOUR FACE,
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MISSION TO
OPEN DOORS
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•••

can bounce ideas off each other. The couple shares the same strong family values, enjoys working out together (Orangetheory and Peloton are her favorites), and have plenty of date nights. As foodies, they enjoy checking out all the great restaurants around town.

One of their favorite things to do together is watch their children play sports. Ethan is 14 years old and plays ice hockey, basketball, and travel baseball. Recently, they celebrated his Bar Mitzvah in St. Thomas. Taylor is 12 years old and a competitive cheerleader and Melissa remarked, “Taylor is, for sure, a little mini-me. She is 100-percent going to be a real estate agent! She will ask me these follow-up questions [after a call] that are so thoughtful and smart; she takes it to the next level. She already knows a lot.”

When it comes to real estate, Melissa says she hardly feels like its work, it’s that fulfilling. “Becoming an agent was the perfect way to put my legal expertise, professionalism, unique marketing, stylistic approach to staging and decorating, strong work ethic, and love for my community together.”



Melissa Bernstein with her husband Darren, daughter Taylor, and son Ethan.

With that positive attitude, she doesn’t like to take no for an answer. “If someone closes a door in your face, climb up a window. And make it your mission to open doors for others! I wake up every day and say ‘thank you.’ I never take anything for granted and will always look for the next open door.”





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9 IDEAS TO “RETREAT OR ADVANCE”

Executive Assistants and Directors of Operations (or Ops Bosses™, as we call them!) are often the ones in charge of planning (or supporting the planning) of their team’s annual/semi-annual retreat or business planning days. If you’re wondering what to do at your advance, or you’ve run out of ideas from past years, here are nine ideas to consider:

1. Choose a Theme — Either for the retreat or the upcoming year. What is the *one thing* you want to get out of your retreat? Or, what is the *one thing* your team will focus on next year? One of the teams I coached chose “151.” Their goal is 151 sales. When they hit 151, a round of Bacardi 151 shots will unofficially go down.

2. State of the Company Address — usually given by the team leader. Some things to include that can be prepared by your Ops Boss™:

- 2020 Production — Goals vs. YTD Actual (units, sales volume, commission income)
- Sources of YTD business
- Profitability review (expenses and net)
- Average commission percentage, average sales price
- Significant “wins” the team had (charity contributions or service work, new people added to the team, big “workaversaries” or an admin who got their license)

The rainmaker should also take this opportunity to “recast” the Vision — why you started in the beginning, where you’re going, and what the opportunity map looks like.

3. Awards — Obvious categories are Top Producer, Rookie of the Year/Rising Star, Ultimate Team Player and Customer Service Star. You can also get creative with awards for Most Google Reviews, Tech King/Queen, Biggest Ray of Sunshine, Most Caffeinated, Best Dressed/Fashionista, Best Shark Tooth (Top Negotiator), and/or Most Likely To Win A Script-Off.

4. MVVB — Mission, Vision, Values, Beliefs. If you don’t have an MVVB for your team, a retreat is a great place to start the discussion. If you already have your MVVB, it’s a terrific time to update it/reinforce it. Sometimes there’s a gap between the written MVVB and actually bringing the written words to life. Does your team’s video match the audio?

5. Goal Setting — Some teams set goals ahead of time individually, then share and pool them at the retreat to get to the team goals. Some teams set team goals together at the retreat and then drive their individual goals from there. (The reasoning behind each train of thought is fodder for a whole different article.) The general idea is

that you walk out of the retreat with clarity, unity, and excitement about what you’ll do in 2021.

6. Vision Boards — This can be a *very* powerful exercise. Turn on some music. Go old-school. Spread out the supplies (poster board, stickers, magazines, scissors, markers, and glue sticks). People can chat while they create their vision board. The power comes when each person takes a turn sharing their board, because what they are talking about are their hopes, dreams, and the most important things in their lives. It’s often a very moving and intimate peek into what’s meaningful to people. What better way to get to know each other and each other’s goals so we can help each other get there faster!

7. Team Building — One year, the team I was on did an activity tied into the mission statement, “Changing Lives For The Better.” When everyone arrived, we announced that year’s retreat theme: “Mission (im)Possible.” We pulled out the iPad (modern version of tape recorder) and played the *Mission: Impossible* theme. Then, our owner said, “Your mission, should you choose to accept it, is to take the \$100 bill we give you, go out, change someone’s life for the better, and be back in your seat in one hour. As always, should you or any of your Force be caught or killed, the Secretary will disavow any knowledge of your actions. This tape will self-destruct in five seconds. Good luck.” Everyone accepted the challenge. We gave each person \$100 and they bolted. When everyone returned, we shared stories. It was phenomenal to see what each person did. All were different, very reflective of what was important to each person. Another team-building activity we have done is “Two Truths and A Lie.” Each person makes three

statements about themselves — two are true, one is made up. The others have to guess which one is the lie. Whoever gets the most right wins a prize.

8. Brainstorming — A retreat is ideal for brainstorming because you are outside your “normal” environment. Work first at quantity over quality, meaning, the goal is to come up with as many ideas as you can before weighing and debating which are best. This fuels creativity. *After* you come up with quantity, you can go back and whittle down to the ones you want to implement. Examples of brainstorming topics are marketing ideas, client events, ideas for your “touch” program, what should we do

more of, what should we stop doing, or how we can generate more listings.

9. Guest speaker — A guest speaker is a fantastic way to add energy and expertise to your day. I like to do interviews with people who have mastery in other fields outside of real estate. One year, I invited the Director of Learning for Discovery Channel (who is also an award-winning musician). We interviewed him about being learning-based and the things that took him to mastery level in his music career. He brought his guitar and played for us after the interview. Another year, we invited the business reporter for WTOP, the Washington, D.C., news radio station. He had just completed a triathlon while in the midst of a cancer battle. We interviewed him about grit and what that looked like. Both of these speakers were part of our sphere of influence. If you go through your sphere/past client list, you’ll find some pretty incredible people who

would be happy to spend time inspiring and teaching your team.

These are just a few of many ideas for an annual off-site. Before you decide which to implement, it’s important to articulate what your exact purpose is for the day. True Ops Bosses™ will take a look at our “5 Steps to Create a System” blog post at www.opsbosscoaching.com and go through that exercise first. Then, you can set about creating an agenda for an awesome off-site retreat. Whether you call it a “retreat” or an “advance,” these ideas will help you get *bossy* in your business!



Christy Belt Grossman is the CEO and Owner of Ops Boss Coaching™, and a Director on the Board of NARESP (National Association of Real Estate Professionals). Prior to that, Christy was the COO of one of the nation’s first real estate teams to sell \$1 billion. Ops Boss Coaching™ provides classes, a video resource center, group coaching, 1:1 coaching, and an annual conference focused on real estate operations professionals. More Info: OpsBossCoaching.com. Contact: Christy@OpsBossCoaching.com



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- Aileen L.

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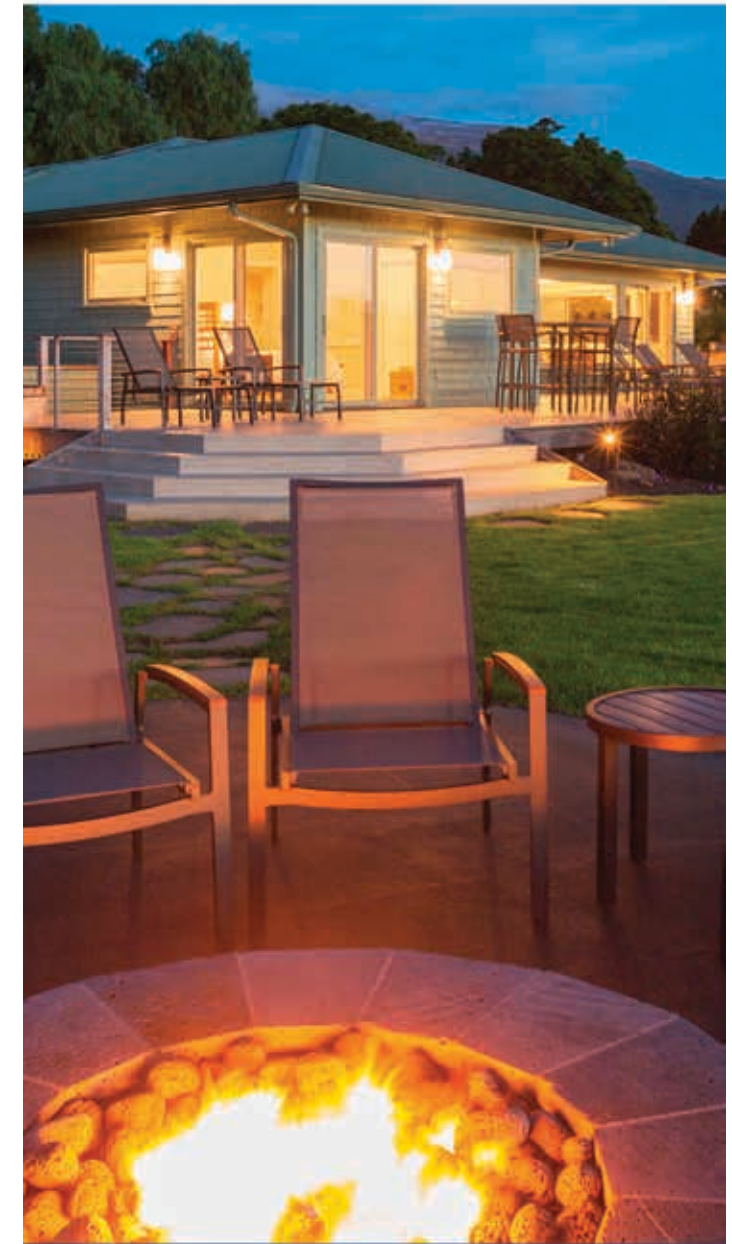
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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Mark C Lowham	TTR Sotheby's International Realty	0.5	\$8,875,000	2	\$57,000,000	2.5	\$65,875,000
2	Jennifer S Smira	Compass	39	\$34,523,848	37	\$28,435,048	76	\$62,958,900
3	Barak Sky	Long & Foster Real Estate, Inc.	27	\$20,560,994	43	\$33,522,980	70	\$54,083,976
4	Jay A Day	Real Estate Teams, LLC	90	\$41,464,408	32	\$12,211,700	122	\$53,676,108
5	Russell A Firestone III	TTR Sotheby's International Realty	2	\$45,947,000	2	\$2,532,000	4	\$48,479,000
6	Alejandro Luis A Martinez	RE/MAX Elite Services	42.5	\$16,767,850	85	\$30,413,968	127.5	\$47,181,816
7	Nancy W Taylor Bubes	Washington Fine Properties, LLC	18	\$32,911,850	6	\$13,725,000	24	\$46,636,848
8	Michael W Rankin	TTR Sotheby's International Realty	13.5	\$32,505,500	4	\$10,275,500	17.5	\$42,781,000
9	Nurit Coombe	RE/MAX Elite Services	19.5	\$14,797,700	35	\$27,877,516	54.5	\$42,675,216
10	Mary Anne Kowalewski	KOVO Realty	56	\$28,501,856	25	\$13,121,756	81	\$41,623,612
11	Hans L Wydler	Compass	15	\$17,765,700	13	\$22,562,000	28	\$40,327,700
12	Trent D Heminger	Compass	53.5	\$33,008,348	9.5	\$6,944,528	63	\$39,952,876
13	Thomas S Hennerty	NetRealtyNow.com, LLC	89	\$32,438,300	12	\$5,555,123	101	\$37,993,424
14	Wendy I Banner	Long & Foster Real Estate, Inc.	13.5	\$15,833,550	19.5	\$20,459,650	33	\$36,293,200
15	David R Getson	Compass	8	\$5,637,056	42	\$29,700,400	50	\$35,337,456
16	Nathan J Guggenheim	Washington Fine Properties, LLC	17	\$14,241,300	22	\$20,802,000	39	\$35,043,300
17	Dana Rice	Compass	17.5	\$19,760,300	14.5	\$14,799,550	32	\$34,559,848
18	Kimberly A Cestari	Long & Foster Real Estate, Inc.	20	\$21,067,944	12	\$12,596,126	32	\$33,664,072
19	Margot D Wilson	Washington Fine Properties, LLC	9.5	\$23,599,500	3.5	\$9,554,300	13	\$33,153,800
20	Jonathan S Lahey	RE/MAX Fine Living	38	\$15,659,925	44	\$17,053,772	82	\$32,713,696
21	Joel S Nelson	Keller Williams Capital Properties	21	\$22,870,450	8	\$8,723,900	29	\$31,594,350
22	William Thomas	TTR Sotheby's International Realty	4	\$23,215,000	1	\$8,250,000	5	\$31,465,000
23	Frederick B Roth	Washington Fine Properties, LLC	6.5	\$12,976,000	7.5	\$17,922,500	14	\$30,898,500
24	Erich W Cabe	Compass	10	\$10,026,850	20.5	\$20,462,650	30.5	\$30,489,500
25	Thomas Lindsay Reishman	Compass	32	\$26,318,000	4	\$4,015,000	36	\$30,333,000
26	Eric P Stewart	Long & Foster Real Estate, Inc.	33.5	\$26,001,050	5	\$3,522,500	38.5	\$29,523,550
27	Andrew Riguzzi	Compass	12	\$10,228,700	13	\$19,215,000	25	\$29,443,700
28	Christine R Reeder	Long & Foster Real Estate, Inc.	43	\$13,534,700	45	\$15,323,840	88	\$28,858,540
29	Troyce P Gatewood	RE/MAX Results	30.5	\$12,329,922	46	\$16,360,927	76.5	\$28,690,848
30	Marjorie S Halem	Compass	25	\$23,172,766	6	\$5,466,200	31	\$28,638,966
31	Brian Wilson	EXP Realty	49	\$26,192,872	3	\$2,105,000	52	\$28,297,872
32	Daniel M Heider	TTR Sotheby's International Realty	7.5	\$14,581,500	10.5	\$13,358,500	18	\$27,940,000
33	Kira Epstein Begal	Washington Fine Properties, LLC	12	\$8,022,500	17	\$19,305,500	29	\$27,328,000
34	Chelsea L Traylor	Redfin Corp	37	\$22,758,640	2	\$1,920,000	39	\$24,678,640

Disclaimer: Information based on MLS closed data as of July 6, 2020, for residential sales from January 1, 2020, to June 30, 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 June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Carl G Becker	Premier Properties, LLC	4	\$12,320,000	7	\$12,211,000	11	\$24,531,000
36	Sheena Saydam	Keller Williams Capital Properties	16	\$8,168,875	28	\$16,340,724	44	\$24,509,600
37	James Bass	Real Estate Teams, LLC	40	\$14,620,843	27	\$9,758,758	67	\$24,379,600
38	Mehrnaz Bazargan	Redfin Corp	39.5	\$23,677,232	1	\$345,000	40.5	\$24,022,232
39	Antonia Ketabchi	Redfin Corp	7	\$3,774,000	26	\$19,948,700	33	\$23,722,700
40	Mandy Kaur	Redfin Corp	44	\$18,636,700	11	\$5,036,500	55	\$23,673,200
41	Margaret M Babbington	Compass	8.5	\$7,692,400	21	\$15,898,654	29.5	\$23,591,054
42	Brent E Jackson	TTR Sotheby's International Realty	17.5	\$15,824,500	8.5	\$6,990,000	26	\$22,814,500
43	Michael R Brennan	Compass	12	\$12,418,700	9.5	\$10,310,750	21.5	\$22,729,450
44	Hazel Shakur	Redfin Corp	56	\$22,168,998	1	\$530,000	57	\$22,698,998
45	Daryl Judy	Washington Fine Properties ,LLC	6	\$12,258,500	9	\$10,343,000	15	\$22,601,500
46	Lawrence M Lessin	Save 6, Incorporated	62	\$22,355,575	1	\$211,050	63	\$22,566,625
47	Michael B Aubrey	Compass	13	\$9,997,200	10.5	\$12,315,342	23.5	\$22,312,542
48	Tim Barley	RE/MAX Allegiance	7	\$6,626,500	18	\$15,138,999	25	\$21,765,500
49	Sheila R Pack	RE/MAX Roots	47	\$14,520,983	21	\$7,200,655	68	\$21,721,638
50	Mark D McFadden	Compass	6.5	\$15,550,000	2	\$6,098,800	8.5	\$21,648,800
51	Anne C Killeen	Washington Fine Properties, LLC	11	\$14,571,810	6	\$7,033,000	17	\$21,604,810
52	Jacob Taylor	Blue Valley Real Estate	55	\$20,396,320	4	\$735,675	59	\$21,131,996
53	Meredith L Margolis	Compass	5.5	\$7,320,400	15	\$13,634,786	20.5	\$20,955,186
54	Nathan B Dart	RE/MAX Realty Services	23	\$9,780,925	22	\$11,057,055	45	\$20,837,980
55	Kara K Sheehan	Washington Fine Properties, LLC	7	\$14,444,000	2	\$6,200,000	9	\$20,644,000
56	Christopher D Ritzert	TTR Sotheby's International Realty	6	\$14,407,500	2	\$5,965,000	8	\$20,372,500
57	Cara Pearlman	Compass	17.5	\$11,841,988	10.5	\$8,488,400	28	\$20,330,388
58	Tyler A Jeffrey	Washington Fine Properties, LLC	6	\$3,994,450	16	\$16,326,000	22	\$20,320,450
59	D'Ann K Lanning	Compass	35.5	\$19,655,900	2	\$655,000	37.5	\$20,310,900
60	Michelle C Yu	Long & Foster Real Estate, Inc.	21	\$15,399,750	5	\$4,898,000	26	\$20,297,750
61	Eric Murtagh	Long & Foster Real Estate, Inc.	8	\$16,942,000	2	\$3,307,000	10	\$20,249,000
62	Jane Fairweather	Long & Foster Real Estate, Inc.	18	\$14,140,500	6	\$6,065,500	24	\$20,206,000
63	Jeremy E Lichtenstein	RE/MAX Realty Services	11	\$15,264,610	4	\$4,670,100	15	\$19,934,710
64	Pennye Green	Long & Foster Real Estate, Inc.	51	\$19,646,550	0	\$0	51	\$19,646,550
65	Tamara E Kucik	Tower Hill Realty	28.5	\$15,796,000	5.5	\$3,615,000	34	\$19,411,000
66	Nadia Aminov	Long & Foster Real Estate, Inc.	46	\$17,626,050	5	\$1,663,000	51	\$19,289,050
67	Nancy S Itteilag	Washington Fine Properties, LLC	11	\$17,438,000	1	\$1,740,000	12	\$19,178,000
68	Corey C Burr	TTR Sotheby's International Realty	8.5	\$12,661,000	5	\$5,920,550	13.5	\$18,581,550
69	James M Coley	Long & Foster Real Estate, Inc.	10.5	\$9,331,700	13	\$9,118,800	23.5	\$18,450,500
70	Roma Elhabashy	The Blackstone Real Estate LLC	0	\$0	2	\$18,325,000	2	\$18,325,000
71	Roby C Thompson III	Long & Foster Real Estate, Inc.	13.5	\$10,427,950	9	\$7,721,691	22.5	\$18,149,640

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Kenneth M Abramowitz	RE/MAX Town Center	23	\$8,402,830	21.5	\$9,602,040	44.5	\$18,004,870
73	Lisa R Stransky Brown	Washington Fine Properties, LLC	14.5	\$11,947,500	7	\$6,002,500	21.5	\$17,950,000
74	Victor R Llewellyn	Long & Foster Real Estate, Inc.	15.5	\$8,162,100	18.5	\$9,700,400	34	\$17,862,500
75	Bradley J Rozansky	Long & Foster Real Estate, Inc.	15	\$15,265,230	3	\$2,499,900	18	\$17,765,130
76	Jennifer T Chow	Long & Foster Real Estate, Inc.	9.5	\$10,059,499	6	\$7,505,000	15.5	\$17,564,500
77	Melinda L Estridge	Long & Foster Real Estate, Inc.	12	\$9,362,880	16	\$8,197,800	28	\$17,560,680
78	Norman S Domingo	XRealty.NET LLC	36	\$17,540,868	0	\$0	36	\$17,540,868
79	Sina Mollaian	The ONE Street Company	5	\$2,364,177	20	\$15,143,900	25	\$17,508,076
80	Lauren E Davis	TTR Sotheby's International Realty	6.5	\$5,865,500	8	\$11,557,500	14.5	\$17,423,000
81	Long T Ngo	Redfin Corp	1	\$500,000	32	\$16,850,380	33	\$17,350,380
82	Avi Galanti	Compass	9.5	\$8,246,500	11.5	\$9,100,900	21	\$17,347,400
83	Robert Hryniewicki	Washington Fine Properties, LLC	5.5	\$8,048,238	4	\$9,285,000	9.5	\$17,333,238
84	Pamela B Wye	Compass	5.5	\$5,818,000	10	\$11,320,875	15.5	\$17,138,876
85	Loic C Pritchett	TTR Sotheby's International Realty	4	\$3,184,500	13	\$13,931,500	17	\$17,116,000
86	Daniel B Register IV	Northrop Realty, A Long & Foster Company	78.5	\$16,494,682	3	\$571,250	81.5	\$17,065,932
87	Marc Fleisher	Compass	7	\$13,067,950	3	\$3,993,000	10	\$17,060,950
88	Lisa C Sabelhaus	RE/MAX Town Center	21	\$9,225,246	16	\$7,828,509	37	\$17,053,754

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
89	Robert H Myers	RE/MAX Realty Services	12.5	\$7,345,240	18	\$9,628,069	30.5	\$16,973,308
90	Robert A Sanders	TTR Sotheby's International Realty	14	\$12,543,475	6	\$4,426,400	20	\$16,969,876
91	Kathleen A King	Washington Fine Properties, LLC	7.5	\$8,112,500	6.5	\$8,500,000	14	\$16,612,500
92	Tina C Cheung	EXP Realty, LLC	8	\$3,409,000	28.5	\$13,152,400	36.5	\$16,561,400
93	Christopher S Burns	TTR Sotheby's International Realty	24	\$13,303,741	7	\$2,700,698	31	\$16,004,439
94	Cameron H McFadden	Compass	5.5	\$13,524,000	1	\$2,375,000	6.5	\$15,899,000
95	Todd A Vassar	Compass	7.5	\$6,896,250	10	\$8,985,000	17.5	\$15,881,250
96	William Fastow	TTR Sotheby's International Realty	7	\$7,537,500	4	\$8,309,000	11	\$15,846,500
97	Karen D Rollings	EXP Realty, LLC	21	\$10,627,400	8	\$5,189,999	29	\$15,817,399
98	Kimberly A Casey	Washington Fine Properties, LLC	5	\$7,758,500	2	\$7,950,000	7	\$15,708,500
99	Gail E Nyman	RE/MAX United Real Estate	27.5	\$12,760,226	6	\$2,855,500	33.5	\$15,615,726
100	Annabel D Burch-Murton	Compass	10	\$9,892,000	5	\$5,719,000	15	\$15,611,000
101	Ross A Vann	Compass	4.5	\$5,766,510	6	\$9,829,900	10.5	\$15,596,410
102	Michael J Muren	Long & Foster Real Estate, Inc.	26	\$10,009,343	14	\$5,463,447	40	\$15,472,790
103	Mitchell J Toland Jr.	Redfin Corp	31	\$10,011,889	15	\$5,320,335	46	\$15,332,224
104	Andres A Serafini	RLAH Real Estate	6	\$5,145,500	18	\$10,160,422	24	\$15,305,922
105	Cynthia L Howar	Washington Fine Properties, LLC	6.5	\$13,089,000	2	\$1,975,000	8.5	\$15,064,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
106	Patricia G Mills	Charis Realty Group	33	\$11,718,026	13.5	\$3,330,300	46.5	\$15,048,326
107	Cheryl R Leahy	Long & Foster Real Estate, Inc.	10.5	\$11,939,620	3	\$2,987,000	13.5	\$14,926,620
108	Kimberly N Fallin	Redfin Corp	23.5	\$12,278,400	3	\$2,592,900	26.5	\$14,871,300
109	Stacy M Allwein	Century 21 Redwood Realty	23	\$7,030,700	26.5	\$7,762,625	49.5	\$14,793,325
110	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	11	\$11,180,850	3	\$3,586,823	14	\$14,767,673
111	Koki Waribo Adasi	Compass	17	\$11,180,089	3.5	\$3,579,000	20.5	\$14,759,089
112	Kenneth A Grant	RE/MAX Plus	11	\$4,853,450	26	\$9,889,595	37	\$14,743,045
113	Ethan F Drath	Washington Fine Properties, LLC	3	\$3,882,500	7	\$10,809,000	10	\$14,691,500
114	Sarah Jacobs	Washington Fine Properties, LLC	2.5	\$5,535,000	3.5	\$9,120,000	6	\$14,655,000
115	Wentong Chen	Libra Realty LLC	10	\$8,509,500	7	\$6,118,000	17	\$14,627,500
116	James E Brown	Turning Point Real Estate	13.5	\$6,663,050	15	\$7,951,870	28.5	\$14,614,920
117	Marin Hagen	Coldwell Banker Residential Brokerage	3.5	\$5,328,500	6	\$9,268,500	9.5	\$14,597,000
118	Carlos A Garcia	Keller Williams Capital Properties	11	\$7,096,450	10	\$7,477,050	21	\$14,573,500
119	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	12	\$14,533,500	12	\$14,533,500
120	Shahram Aalai	Compass	11	\$7,098,500	7	\$7,431,000	18	\$14,529,500
121	Meredith M Fogle	Old Line Properties	15	\$10,416,300	6.5	\$4,093,000	21.5	\$14,509,300
122	Katri I Hunter	Compass	6	\$3,857,450	15	\$10,513,400	21	\$14,370,850
123	Farrah E Fuchs	Redfin Corp	32	\$11,831,226	6	\$2,537,000	38	\$14,368,226
124	Elaine S. Koch	Long & Foster Real Estate, Inc.	16.5	\$10,607,800	5	\$3,709,900	21.5	\$14,317,700
125	Bryan Kerrigan	Redfin Corp	29	\$12,306,400	2	\$1,815,000	31	\$14,121,400
126	Maxwell E Rabin	TTR Sotheby's International Realty	7	\$8,227,500	6.5	\$5,812,400	13.5	\$14,039,900
127	Jeffrey M Wilson	TTR Sotheby's International Realty	3	\$4,565,250	6	\$9,435,000	9	\$14,000,250
128	Thomas S Buerger	Compass	12	\$6,255,648	10.5	\$7,623,000	22.5	\$13,878,648
129	Laura W Steuart	Compass	3	\$3,777,000	6	\$10,076,800	9	\$13,853,800
130	Donna J Yocum	Keller Williams Realty Centre	21	\$12,530,002	3	\$1,313,990	24	\$13,843,992
131	Charles Dudley	Compass	3.5	\$2,710,000	16.5	\$11,101,200	20	\$13,811,200
132	Anslie C Stokes Milligan	McEneaney Associates, Inc.	12	\$8,571,900	8	\$5,199,129	20	\$13,771,029
133	William T Gossett	Washington Fine Properties, LLC	7.5	\$12,428,000	1	\$1,325,000	8.5	\$13,753,000
134	Ginette R. Winston	Winston Real Estate, Inc.	10	\$7,247,000	7	\$6,467,000	17	\$13,714,000
135	John T Kirk	Tower Hill Realty	22	\$13,504,862	0.5	\$162,500	22.5	\$13,667,362
136	Harrison I Beacher	Keller Williams Capital Properties	8	\$4,113,500	15.5	\$9,521,500	23.5	\$13,635,000
137	Monica Bryant	Redfin Corp	34	\$12,386,380	3	\$1,128,000	37	\$13,514,380
138	Elizabeth J D'Angio	Washington Fine Properties, LLC	3.5	\$8,175,250	2	\$5,325,000	5.5	\$13,500,250
139	Richard Michael Morrison	Redfin Corp	0	\$0	23	\$13,464,049	23	\$13,464,049
140	Charles F Holzwarth Jr.	Washington Fine Properties, LLC	1	\$852,000	3.5	\$12,379,500	4.5	\$13,231,500
141	Keith James	Keller Williams Capital Properties	1.5	\$411,000	33	\$12,819,150	34.5	\$13,230,150
142	Eric Steinhoff	EXP Realty, LLC	20.5	\$10,340,399	5	\$2,835,500	25.5	\$13,175,899

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Nicholas P Chaconas	Redfin Corp	27	\$12,057,500	2	\$1,062,400	29	\$13,119,900
144	Joseph Himali	RLAH Real Estate	3.5	\$2,914,500	10	\$10,202,400	13.5	\$13,116,900
145	Casey C Aboulafia	Compass	4	\$2,687,545	13.5	\$10,363,531	17.5	\$13,051,076
146	Eva M Davis	Compass	4	\$3,040,000	10	\$9,976,900	14	\$13,016,900
147	Marjorie R Dick Stuart	Coldwell Banker Residential Brokerage	5	\$5,856,000	7	\$7,009,750	12	\$12,865,750
148	Justin Thomas DiFranco	TTR Sotheby's International Realty	6	\$12,405,000	1	\$442,500	7	\$12,847,500
149	Kornelia Stuphan	Long & Foster Real Estate, Inc.	6	\$6,626,000	5	\$6,130,000	11	\$12,756,000
150	Thomas K Paolini	Redfin Corp	5	\$3,254,000	15	\$9,458,900	20	\$12,712,900
151	Carolyn H Jordan	Go Brent, Inc.	12	\$7,928,188	8	\$4,745,000	20	\$12,673,188
152	Leslie B White	Redfin Corp	0	\$0	17	\$12,600,000	17	\$12,600,000
153	Rebecca Weiner	Compass	7	\$5,091,750	11	\$7,501,440	18	\$12,593,190
154	Robert Jenets	Stuart & Maury, Inc.	9	\$8,389,888	2	\$4,169,000	11	\$12,558,888
155	Alyssa A Crilley	Washington Fine Properties	7	\$7,101,260	4	\$5,425,260	11	\$12,526,520
156	Amanda M Lasko	Redfin Corp	17	\$9,886,301	3	\$2,613,000	20	\$12,499,301
157	Alan Chargin	Keller Williams Capital Properties	2	\$1,306,250	17	\$11,173,250	19	\$12,479,500
158	Elysia L Casaday	Compass	5	\$3,625,000	10	\$8,817,000	15	\$12,442,000
159	Jubril O Wilson	Bennett Realty Solutions	19	\$8,825,472	8	\$3,610,801	27	\$12,436,273
160	Carolyn N Sappenfield	RE/MAX Realty Services	7	\$6,507,500	8	\$5,873,500	15	\$12,381,000
161	Rory Oblatz	Redfin Corp	0	\$0	18	\$12,361,799	18	\$12,361,799
162	Mansour F Abu-Rahmeh	Compass	3.5	\$1,757,550	10	\$10,601,500	13.5	\$12,359,050

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Marshall Carey	Redfin Corp	19.5	\$11,472,275	0.5	\$862,500	20	\$12,334,775
164	Christopher Calabretta	Redfin Corp	9	\$3,147,549	17	\$9,184,325	26	\$12,331,874
165	Daniel J Whitacre	Colony Realty	25	\$8,156,400	14	\$4,146,800	39	\$12,303,200
166	Peter D Grimm	Berkshire Hathaway HomeServices PenFed Realty	5	\$4,984,000	8	\$7,232,100	13	\$12,216,100
167	Andrew J Hopley	Keller Williams Realty Centre	15	\$5,919,125	13	\$6,289,900	28	\$12,209,025
168	Michael Gailey	Compass	5	\$4,209,500	9	\$7,993,500	14	\$12,203,000
169	David M Wagner	RE/MAX Realty Centre, Inc.	9	\$3,836,150	15	\$8,331,934	24	\$12,168,084
170	Andrew K Goodman	Goodman Realtors	16	\$6,970,200	9	\$5,147,500	25	\$12,117,700
171	Lee Murphy	Washington Fine Properties, LLC	3	\$2,406,400	8	\$9,663,900	11	\$12,070,300
172	Shuang Zhao	Signature Home Realty LLC	18	\$8,482,500	7	\$3,567,000	25	\$12,049,500
173	Anthony Mason	Keller Williams Capital Properties	19.5	\$9,510,450	6	\$2,516,265	25.5	\$12,026,715
174	Michael Bowers	Long & Foster Real Estate, Inc.	4.5	\$4,831,000	8	\$7,195,650	12.5	\$12,026,650
175	Marc Bertinelli	Washington Fine Properties, LLC	3.5	\$5,612,000	3.5	\$6,197,750	7	\$11,809,750
176	Asif Qadir	RE/MAX Premiere Selections	9	\$4,990,500	10	\$6,718,500	19	\$11,709,000
177	Sam N Solovey	Compass	8	\$7,329,924	3	\$4,377,000	11	\$11,706,924
178	Ruby A Styslinger	Redfin Corp	1	\$969,000	15	\$10,735,000	16	\$11,704,000
179	Katie R Nicholson	Coldwell Banker Residential Brokerage	17.5	\$8,727,300	5.5	\$2,936,400	23	\$11,663,700

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Joan Cromwell	McEanearney Associates, Inc.	3	\$3,675,000	8	\$7,976,499	11	\$11,651,499
181	Joshua D Ross	RE/MAX Realty Services	5	\$4,663,500	10	\$6,934,400	15	\$11,597,900
182	Gladwin S D'Costa	Maryland REO Realty, LLC	49	\$11,575,015	0	\$0	49	\$11,575,015
183	Jose Francisco Ramirez	Urban Pace, a Long & Foster Company	10.5	\$7,814,150	4	\$3,757,150	14.5	\$11,571,300
184	Gary J Rudden	RE/MAX Realty Services	10	\$8,294,300	5	\$3,265,000	15	\$11,559,300
185	Evan D Johnson	Compass	9	\$7,350,200	8	\$4,173,200	17	\$11,523,400
186	Carmen C Fontecilla	Compass	9.5	\$4,973,500	12	\$6,533,250	21.5	\$11,506,750
187	Nathan B Ward	Compass	9	\$4,756,550	11	\$6,740,000	20	\$11,496,550
188	Edward Slavis	S&G Realty	16	\$9,240,997	4	\$2,224,000	20	\$11,464,997
189	Brian O Hora	Compass	3	\$2,631,511	10	\$8,803,300	13	\$11,434,810
190	Brittany Allison	Compass	7	\$5,679,900	9	\$5,741,500	16	\$11,421,400
191	Rheetuparna Pal Mahajan	Redfin Corp	1	\$386,000	18	\$11,027,315	19	\$11,413,315
192	Andrew L Pariser	Long & Foster Real Estate, Inc.	7	\$6,938,000	4	\$4,470,000	11	\$11,408,000
193	Maribelle S Dizon	Redfin Corp	6	\$3,288,990	16	\$8,097,150	22	\$11,386,140
194	Eric M Broermann	Compass	8.5	\$7,163,250	6	\$4,215,995	14.5	\$11,379,245
195	Mynor R Herrera	Keller Williams Capital Properties	18.5	\$8,295,750	9	\$3,037,000	27.5	\$11,332,750
196	Anne-Marie R Finnell	TTR Sotheby's International Realty	4	\$5,048,050	4.5	\$6,234,000	8.5	\$11,282,050
197	Elizabeth M Lavette	Washington Fine Properties, LLC	5.5	\$8,788,500	2	\$2,490,000	7.5	\$11,278,500
198	Judy G Cranford	Cranford & Associates	5.5	\$3,192,000	10	\$8,081,000	15.5	\$11,273,000
199	Seth S Turner	Compass	5	\$4,107,900	10	\$7,145,500	15	\$11,253,400
200	Jacqueline T Appel	Washington Fine Properties, LLC	4	\$4,637,000	2	\$6,525,000	6	\$11,162,000
201	Donna Mank	Compass	7	\$5,019,500	8.5	\$6,139,277	15.5	\$11,158,777
202	Carly N Guirola	Redfin Corp	2	\$1,330,000	20	\$9,809,400	22	\$11,139,400
203	Xuri Wang	Hometown Elite Realty LLC	3	\$2,388,000	7	\$8,733,000	10	\$11,121,000
204	Matthew U Dubbaneh	The ONE Street Company	3	\$1,021,000	21	\$10,096,000	24	\$11,117,000
205	Jill C Coleman	RE/MAX Realty Centre, Inc.	17	\$7,348,500	7	\$3,718,630	24	\$11,067,130
206	Lisa Tucker	Redfin Corp	18.5	\$8,718,932	5	\$2,339,900	23.5	\$11,058,832
207	Alecia R Scott	Long & Foster Real Estate, Inc.	15.5	\$6,784,900	9.5	\$4,267,840	25	\$11,052,740
208	Nicholas W Poliansky	RE/MAX United Real Estate	27.5	\$9,592,699	5	\$1,453,000	32.5	\$11,045,699
209	Veronica Seva-Gonzalez	Keller Williams Capital Properties	4.5	\$3,076,200	9	\$7,964,500	13.5	\$11,040,700
210	Rina B. Kunk	Compass	7	\$6,292,257	6	\$4,693,990	13	\$10,986,247
211	Daniel W Hozhabri	Keller Williams Realty Centre	21.5	\$7,545,150	9.5	\$3,434,650	31	\$10,979,800
212	Thomas A Keane	Washington Fine Properties, LLC	3	\$4,917,000	4.5	\$6,047,500	7.5	\$10,964,500
213	Joseph M Poduslo	TTR Sotheby's International Realty	9	\$8,627,500	2	\$2,298,500	11	\$10,926,000
214	Matthew D Maury	Stuart & Maury, Inc.	7	\$7,484,000	4	\$3,435,000	11	\$10,919,000
215	Robert J Krop	RE/MAX Plus	12.5	\$4,525,000	22	\$6,383,437	34.5	\$10,908,437
216	Adewemimo D Collins	Redfin Corp	28	\$10,908,300	0	\$0	28	\$10,908,300

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Litsa Laddbush	Redfin Corp	5	\$2,485,425	15	\$8,387,300	20	\$10,872,725
218	Jennifer K Knoll	Compass	3	\$5,120,000	4	\$5,671,500	7	\$10,791,500
219	John M Barry Jr.	Compass	6	\$4,082,898	6	\$6,611,500	12	\$10,694,398
220	Michael W Patrick	RE/MAX United Real Estate	34	\$9,896,275	2	\$765,000	36	\$10,661,275
221	Bobbi Prescott	RE/MAX Results	18	\$6,521,315	11	\$4,124,400	29	\$10,645,715
222	Elizabeth M Burrow	Keller Williams Realty Centre	11	\$5,844,496	9	\$4,724,292	20	\$10,568,788
223	Nicole Roeberg	Redfin Corp	1	\$797,500	15	\$9,682,999	16	\$10,480,499
224	Roman Mychajliw	Long & Foster Real Estate, Inc.	29	\$10,375,898	0	\$0	29	\$10,375,898
225	John L Lesniewski	RE/MAX United Real Estate	22.5	\$8,554,101	3	\$1,686,340	25.5	\$10,240,441
226	Stuart N Naranch	Redfin Corp	0.5	\$136,225	15	\$10,093,899	15.5	\$10,230,124
227	Teresa M Burton	Long & Foster Real Estate, Inc.	9.5	\$7,102,500	4	\$3,063,000	13.5	\$10,165,500
228	Michael A Gonzalez	Redfin Corp	4	\$1,697,000	15.5	\$8,447,000	19.5	\$10,144,000
229	Maureen C Weaver	Compass	7.5	\$5,198,500	4	\$4,945,000	11.5	\$10,143,500
230	Russell E Chandler	Redfin Corp	20	\$7,467,398	5	\$2,675,900	25	\$10,143,298
231	Samuel Chase Medvene	Century 21 Redwood Realty	6	\$2,955,000	14	\$7,176,350	20	\$10,131,350
232	Lenore G Rubino	Washington Fine Properties, LLC	5	\$5,101,350	4.5	\$5,028,000	9.5	\$10,129,350
233	Leah Fernandez	Compass	2	\$1,631,800	10	\$8,484,783	12	\$10,116,583

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to June 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Melissa G Bernstein	RLAH Real Estate	8	\$6,455,000	6	\$3,657,500	14	\$10,112,500
235	Thomas Campbell	Charis Realty Group	18.5	\$5,605,150	12	\$4,499,200	30.5	\$10,104,350
236	William D Richards	TTR Sotheby's International Realty	6.5	\$5,430,725	5	\$4,659,877	11.5	\$10,090,602
237	Shierra Houston	XRealty.NET LLC	30	\$9,991,700	0	\$0	30	\$9,991,700
238	J P Montalvan	Compass	6	\$4,438,365	7	\$5,528,960	13	\$9,967,325
239	Marian Marsten Rosaaen	Compass	3	\$1,885,000	9	\$8,077,000	12	\$9,962,000
240	Teresa A Mueller	Compass	9	\$6,129,990	7	\$3,819,900	16	\$9,949,890
241	Elizabeth S Hitt	RE/MAX Realty Group	10	\$4,460,800	10	\$5,428,900	20	\$9,889,700
242	John T Pruski	Jack Realty Group	4.5	\$5,400,500	4	\$4,488,670	8.5	\$9,889,170
243	Anna-Louisa A Yon	Compass	7	\$3,676,900	8	\$6,210,500	15	\$9,887,400
244	Michael P Rose	Rory S. Coakley Realty, Inc.	8	\$5,594,810	6	\$4,196,560	14	\$9,791,370
245	Aya Netanel	Magnolia Realty LLC	1	\$414,000	14	\$9,372,495	15	\$9,786,495
246	Charles P Gilroy	Redfin Corp	22	\$9,773,075	0	\$0	22	\$9,773,075
247	Justin Kitsch	TTR Sotheby's International Realty	4	\$3,500,000	7	\$6,205,000	11	\$9,705,000
248	Sean M Der	Alpha Realty, LLC.	5	\$1,839,900	17	\$7,858,285	22	\$9,698,185
249	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	11.5	\$5,732,946	7.5	\$3,957,350	19	\$9,690,296
250	Aret Koseian	Compass	6	\$2,206,000	13.5	\$7,483,000	19.5	\$9,689,000

Disclaimer: Information based on MLS closed data as of July 6, 2020, for residential sales from January 1, 2020, to June 30, 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.



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