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Building a Future Together: Sandy Spring Mortgage



Contact Tina Del Casale of
Sandy Spring Bank today!

At **Sandy Spring Bank**, not only do we have a stellar team of mortgage experts, but we also have committed volunteers across the bank and exceptional community partners that help us advance and improve homeownership. We want to highlight just a few of the ways that we’re working together to provide safe and affordable housing, educate homebuyers, and to help people achieve their homeownership goals.

Habitat for Humanity of Washington, D.C.

As rent prices continue to rise, purchasing a home for low-income residents is becoming increasingly difficult in Washington, DC. That’s why we’re working closely with DC Habitat to finance energy- and resource-efficient homeownership opportunities for low-income, working families. Through this partnership, we’re creating more opportunities for families in DC access to secure, safe, decent places they can call home.

According to Maria Mastorakos, Director of Development & Marketing at DC Habitat, “The team at Sandy Spring Bank develops customized solutions to meet the unique needs of our organization and our families. Thanks to their support, we’re able to help deserving families buy their first home.”

Rebuilding Together

For more than twenty years, we’ve partnered with Rebuilding Together chapters across our footprint to help preserve homeownership in our communities. We also have numerous employees across the bank who serve on Rebuilding Together boards and volunteer all year long to improve the homes and lives of low-income homeowners in our communities.

Greater Washington Urban League

Our mortgage team collaborates with Greater Washington Urban League (GWUL) to increase the economic and political empowerment of minorities across the region through special homeownership initiatives. This partnership includes participating in GWUL’s First-Time Homebuyer Class to educate area individuals and families who are interested in purchasing a home. From facilitating educational seminars and workshops, to attending outreach events and home shows, our mortgage team works hard to be an active and visible resource in the D.C. community.

By Sandy Spring Bank

Helping others is not just a goal, but a passion for Tina. That’s why she volunteers her time and expertise for the betterment of her industry and community. Since 2001, Tina has been an active committee member and chairperson of GCAAR, teaches for LEDC, HCI, The City of Takoma Park and other non-profits in the DMV. She is also proud of her work with Habitat for Humanity, Alzheimer’s, and the Susan G. Komen foundation just to name a few of the charities she supports.

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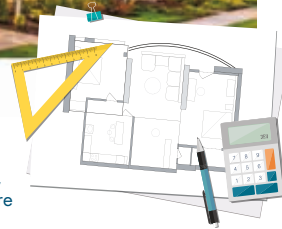


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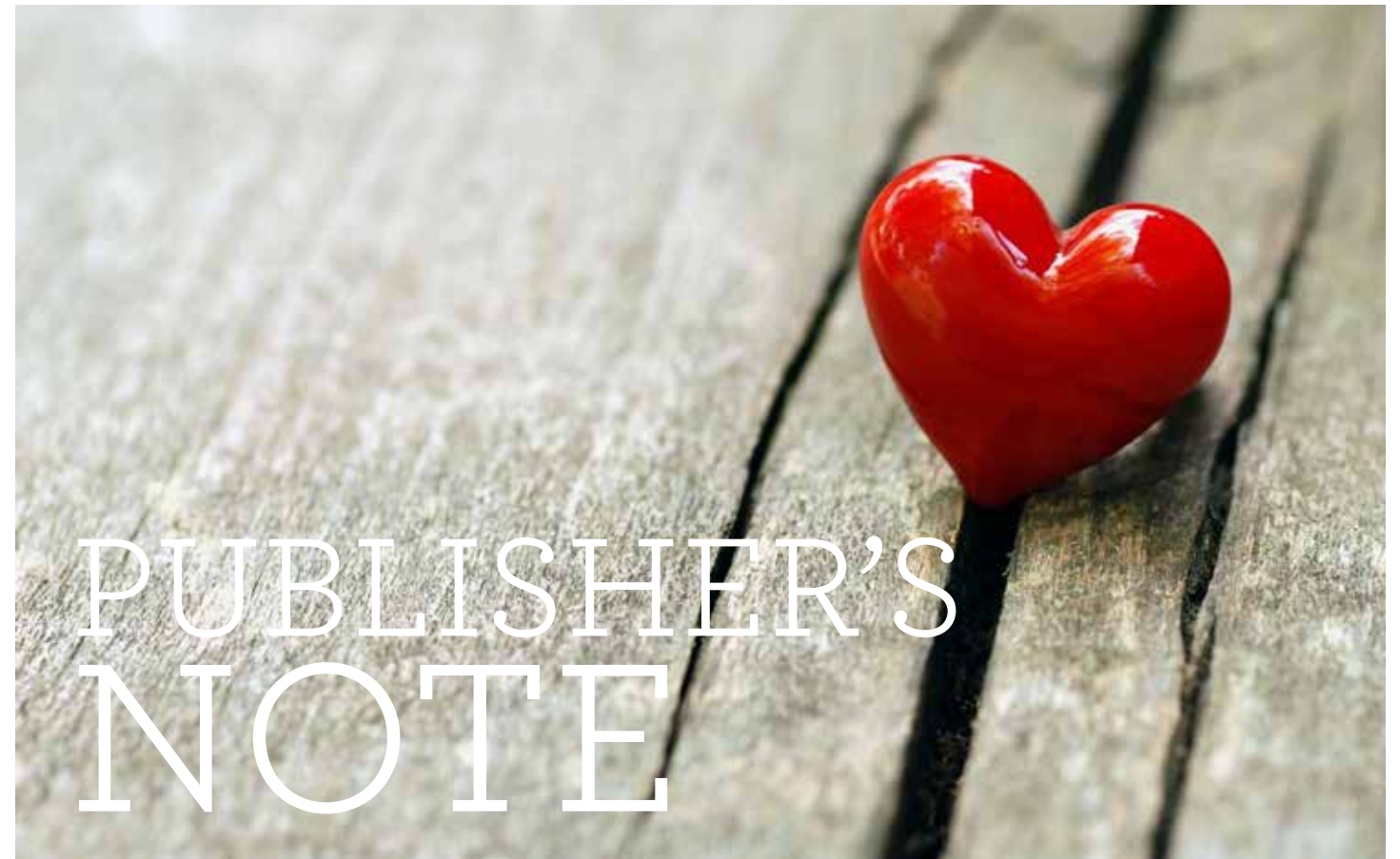
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Valentine's Day can be AMAZING. It can be the start of something exciting and new, such as asking out that cute guy or gal you just met. Or, it's a day celebrating a romantic relationship that's already happening between you and your significant other. Traditionally, it's a day dedicated to loving and appreciating someone you are romantically involved with.

Well, what about the rest of the world? For some, Valentine's Day is nothing more than a reality check that they are alone. But before all the singles out there start resenting the happy couples around them, there might be some solace in understanding that

significant others can mean more than just someone you're romantically involved with.

You can celebrate loving yourself or you might celebrate by calling family and close friends, or even throwing a get-together. My favorite part of Valentine's Day is the beautiful cards I get from my daughter! Maybe your Valentine happens to be your pet cat, dog, rat or hedgehog that makes you feel warm when you come home. It doesn't matter. Love is love!

Valentine's Day can be something entirely different than what it tradi-

tionally is. Candlelit dinner dates and a bouquet of flowers for your partner sure are nice, but who's to say we can't do these things by ourselves or with a friend, family member or even a pet! The bottom line is to love yourself and those around you. The world will be a better place for it.

With Gratitude,

Kristin Brindley

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PRESENTS

Golden Nuggets



Kymber Lovett-Menkiti

**Keller Williams
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[We] are profoundly motivated to create opportunities for those around us while also continuing to widen the path for those that will come behind us.

[Partnering with the Masons] also allows us to expand our hyper-local model across neighborhoods in DC, Maryland and VA.



Anthony and Lashika Mason

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Anthony: Aligning with the Menkiti group allows us to accomplish the goals we had when we established the Mason Team: wealth building, positive outlook, relentless pursuit of results, ethics in service, constant

learning and bridge building.

Lashika: *"Like the marathon, life can sometimes be difficult, challenging and present obstacles, however if you believe in your dreams and never ever give up, things will turn out for the best."*

—Meb Keflezighi, U.S. Olympic marathoner



Jack Shorb

Compass

I begin [each day] with a gratitude log, prioritize important tasks, and plan my day. I then head to the gym before heading to the office. Those are the two things I keep consistent throughout my week.

I am a firm believer in [being happy].

Having a well-balanced, rewarding life with meaningful friendships and a career that fulfills you is everything.



Danai Mattison Sky

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Especially with a dad that has achieved so much — not only in sales but in his volunteer efforts in the industry at a local, state and national level — it is somewhat daunting to follow in his footsteps ... I am creating

my own path in the business, and am beyond grateful to have [my dad] as my mentor and often my guide.



Dan Deist

Top To Bottom Services, LLC

I like to keep it simple. It's all about the people. Get great, trustworthy people with high empathy, teach them how to do their jobs well, and you will find success.



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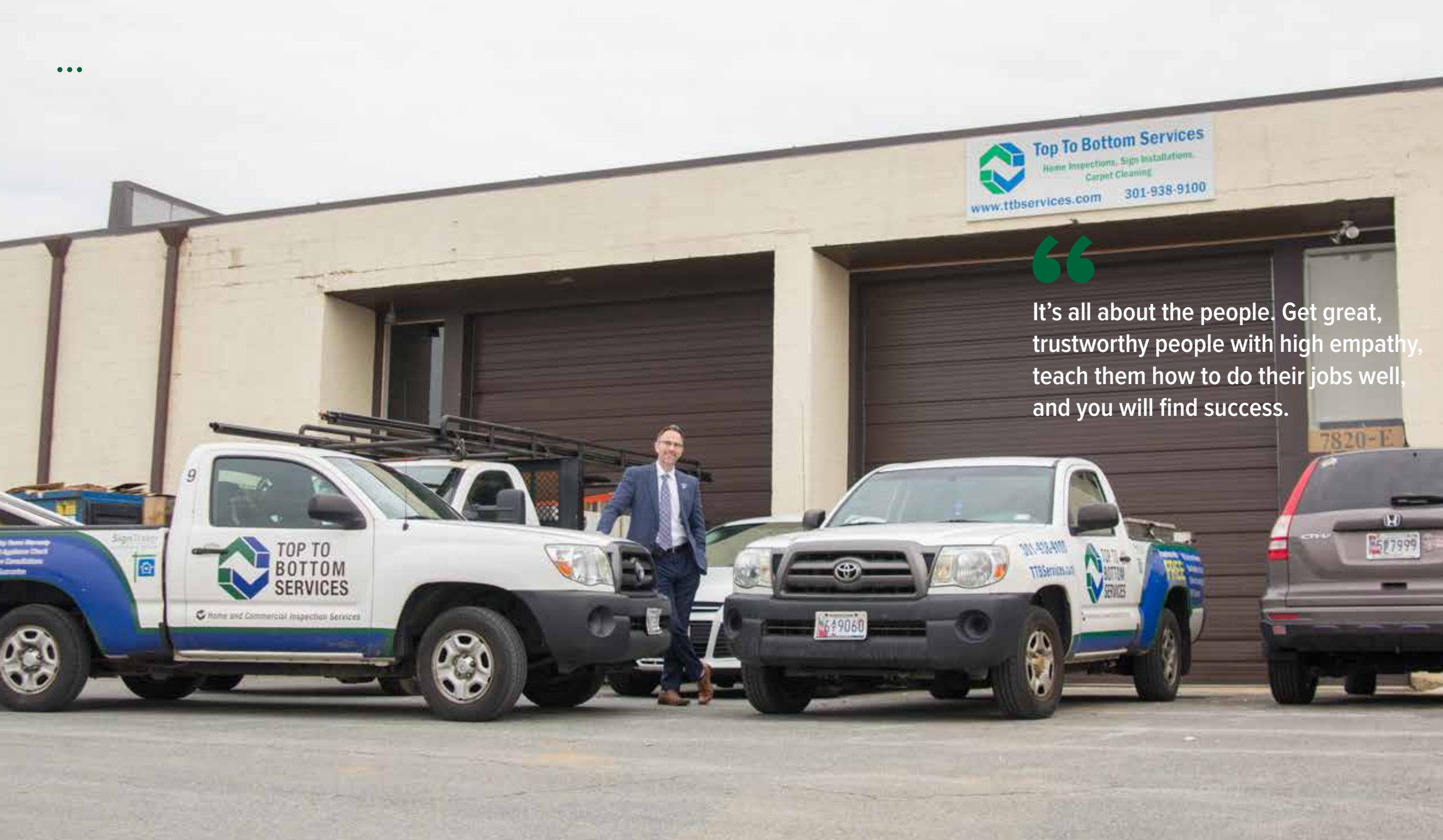
Dan Deist isn't who you may have suspected and came into our industry from an unconventional channel. Dan is a proud graduate of the University of Maryland University College in business management (he is a prior business coach and mentor for the university's graduate business program). Before creating his four businesses, Dan worked as an executive for Fiserv Securities, a Fortune 500 company. For over a decade, Dan worked long hours, traveling all over the United States as Vice President and Director of Operations for Fiserv Securities. However, when asked to relocate to Philadelphia to lead an emerging market segment, he decided it was time to hang up his suits for an opportunity to own his own business.

He was sitting in a dentist's office, flipping through an entrepreneur magazine, when he came across an article on upcoming industries for 2004. Home inspections was on that list, and since he helped put himself through college building decks and finishing basements for Worthy Construction, he figured he could learn. He decided to attend an inspection school in Manassas, Virginia.

Dan opened Top To Bottom Services in September 2004, a residential and commercial inspection company with a complete suite of complementary services, like radon testing, mold sampling, lead testing, water quality, and septic inspections. About a year into his new endeavor, Dan was introduced to another entrepreneurial opportunity.

A close friend and Realtor®, David Nichols, suggested he start installing real estate sign posts for Realtors® because the market was void of dependable and professional service providers and he would have access to tons of new agents. The idea was that





It's all about the people. Get great, trustworthy people with high empathy, teach them how to do their jobs well, and you will find success.

lion-dollar companies. Then in November, Dan was sworn in as new Director of Membership for Women's Council of Realtors® – their Montgomery County and DC network.

Dan governs his business by three basic rules: always speak the truth, do what you say you will, and help others whenever possible. “I like to keep it simple,” says Dan. “It’s all about the people. Get great, trustworthy people with high empathy, teach them how to do their jobs well, and you will find success.”

To maintain their successes, they’ve integrated unique selling points into their companies. For example, they fund their own inspection guarantee for all their clients, and provide a 200% guarantee — if a client isn’t satisfied and they hire another company that finds something significant that was missed, Dan will not only refund their fee but also pay 100% of the other company’s charge up to what they paid Dan. One of the most important things Dan’s inspection company offers is a \$1 million agent referral bond to protect agents against a client suing for referring them. They also provide free lifetime consultations, free subscriptions to leading industry service providers, and a year’s guarantee of radon testing and other related service results.

When Dan isn’t running one of his four businesses or traveling to coach others, he decompresses by serving at Church of the Redeemer in Gaithersburg. He loves hanging out with close friends, enjoying a glass of red wine, and watching the big game on TV. He has been married to his wife, Mariken, since 1993. They have two children, Harrison and Chase. Harrison is a sophomore in college and is looking to transfer to UMD. Chase is a freshman and an architectural student at UMD. As a family, they love traveling, shopping for antiques, and watching movies together.



Dan says he wants to be remembered as a great father, a loving and supportive husband, and a wonderful brother and for all the good deeds he’s done throughout his life to help others. His business ethic is guided by knowing how hard Realtors® work and that they need partners who understand their role in the transaction. “We know our role clearly, work hard for our clients, and appreciate the opportunity to serve.”

You can check out Dan’s businesses at www.TTBServices.com; www.rest.signtracker.com; www.greenhomesolutions.com; and www.signtraker.com. All companies are located at 7820E Airpark Road, Gaithersburg, MD 20879.

once a Realtor® leaned of Dan’s sign business and tried him out, then they would get to know him personally, like him and trust him enough to allow him to service their customers for a home inspection. The plan worked perfectly. Dan and one of his older brothers, Doug, worked to create Real Estate SignTraker (REST).

REST is a full-service real estate signpost and Realtor® panel/rider inventory management company. They store Realtor® panel/rider inventory and install and remove real estate pots. Realtor® use their proprietary software to build date-specific custom installation requests, removals, and manage their inventory, all from their smartphones. REST, in turn, physically installs the posts as built online, eliminating errors and increasing efficiency. They make over two thousand stops a month and have 26 other companies sprinkled around the United States that use their proprietary software to manage and run their sign businesses.

Dan has now built his inspection business to include women and bilingual inspectors and they cover VA, WV, MD and DC. Early in 2014, the owner of Green Home Solutions, a franchisor of a low cost, safe, effective non-toxic EPA approved mold and odor solution, approached Dan and wanted him to accept a position as a Maryland state rep. After declining, he happily accepted the challenge of opening their first franchise in the DMV, and thus Green Home Solutions of Maryland was born.

Green Home Solutions of Maryland provides safe, fast, effective, and affordable mold remediation and odor-treatment services. They use a proprietary enzyme product that is applied using a fine mist (or fogger) and kills mold within seconds, often without having to remove or replace uncompromised substrate (drywall, cabinets, and trim), like that of more out-of-date and familiar remediation methods of removal and disposal, which saves time and money.

Dan jumped at the opportunity to provide his existing Realtor® customers with a low-cost and extremely effective mold-remediation solution. Over the years, he learned of overpriced mold-remediation solutions that required extensive demolition and rebuild. He hired Jenn Sherwood to run the business, who moved down from Connecticut to take the helm. They have since created strategic partnerships with property managers, commercial and residential Realtors®, and general contractors to provide a low-cost mold-remediation solution.

“I’ve been blessed throughout my career,” says Dan. “I’ve had tremendous success in four businesses, and I’m thankful for great mentors, excellent coaches, supportive peers, and exceptional employees.” As of April, of this year, Dan had accepted a head coaching opportunity from a natural coaching organization to help others in the real estate service industry build multimil-

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3 TIPS TO HIRING A GREAT ASSISTANT

By Christy Belt Grossman



Realtors® tell us one of their biggest pain points is hiring an assistant. They often hire what turns out to be the wrong person. Then wonder whether they're cut out to have an assistant in the first place, because all their fears about delegating to someone come true.

Here are three tips to mitigate the risk of a bad hire:

1. INTERVIEW ENOUGH PEOPLE

When you finally get to the point of hiring, whether it's your first hire or fifth, you're in pain. You need help. Yesterday. You interview a handful of people. And as soon as one person "shines," you think they're "THE ONE!"

The problem is, if you're not comparing them to great people, they're probably average, not great. If you only talk to five people, and all five are 4-5s on a scale of 1-10 (you probably discarded the 1-3s),

then when you interview a 6, the 6 looks like a "Rockstar." You got to where you are in your career because YOU are a 10.

You need to interview enough people so you're comparing 9s and 10s to each other.

How many? My last hire started required 400 resumes, 100 phone interviews, 20 Zooms, then personality assessments, and three people who went through multiple in-person interviews.

2. HAVE AN ELEVATOR SCRIPT

Unemployment is at historic lows. Great candidates

are hard to find. Your best candidates are working elsewhere and have bumped into a ceiling of opportunity. So how do you find them?

You DON'T tell everyone you know, "I'm looking for an assistant. Do you know anybody?"

When you do that, people only think of the unemployed. Or they think of people who are "assistant material." (Which is only defined by *their* experience, not by what *you* are looking for.)

Instead, create an elevator script that captures the qualities you want, and don't mention the job title.

Example: "I have an amazing opportunity for the right person. I'll describe who I'm looking for. I want you to think of who you know that sounds like that. They're probably already working somewhere else. Ready?"

Then: "Who do you know that's really detail oriented, never gets flustered with a million things going on, and is someone people love? For example, they might not be the PTA President, they're more likely the behind-the-scenes person running all the committees."

3. HIRE PEOPLE YOU LIKE, NOT PEOPLE LIKE YOU

When you interview a candidate, and it feels great because you "click," take a step back and determine *why*.

Do you like them because you share the same values?

Or does it feel good because they're like you? For example, you chatted away, the hour flew by, and you had the time of your life because they were as outgoing as you.

You need to like the person you're about to spend a lot of time with. AND you need to ensure they balance you. If you're not detail oriented, hire someone who is. If you hate paperwork, hire someone who loves it. If you're big picture, hire someone who loves making things happen after someone else has the ideas.

Bottom Line: There's a lot that goes into hiring. Spend as much time hiring your "work spouse" as you would preparing to marry. That will set you up for success.



Christy Belt Grossman is the CEO and Owner of Ops Boss Coaching™. 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

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JACK SHORB

Real Estate Is In His Genes

Jack Shorb grew up in a house of entrepreneurs. And they are nothing short of inspiring.

He works on the Shorb Team, alongside his mom, Ellie Shorb, and while he only began his real estate career in June of 2018, he has already done over \$10 million in volume. He and The Shorb Team were named a Top Team of Two at Compass. His father also owns Shorb Landscaping.

“At family dinners, I remember my dad would often ask me what I would do with different scenarios he was having at work. Looking back at it

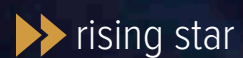
now, I know he, of course, didn’t need the advice, but rather wanted me to think through how to best handle interesting situations with clients, or employees,” Jack explains. “I loved these exercises and found it fascinating to think through the nuances of business decision making. Real estate combines my passion for customer service and marketing.”

Jack is a creature of habit (he even drinks the same smoothie for breakfast every day), has an incredible work ethic and stands by the motto, “If it’s not in my calendar, it doesn’t exist.” His day begins with doing a daily journal exercise from Tom Bilyeu’s Impact Journal.

“There I begin a gratitude log, prioritize important tasks, and plan my day. I then head

to the gym before heading to the office. Those are the two things I keep consistent throughout my week. From there, the day can take you anywhere, answering questions for clients, previewing properties, and creating marketing campaigns for upcoming listings.”

Jack grew up in Bethesda, studied marketing and psychology at Indiana University, a background which has immensely helped his real estate career with all aspects of working with clients, and the full process of the transaction itself. He sees it as enormously satisfying and fulfilling.



By Katie Moore
Photos by A. Claire Vision Photography





COMPASS

“

Every day is different with real estate and there are different and unique challenges for every client. As an agent, you have to be able to think on your feet and find creative solutions to problems.



Jack loves DC's impressive and diverse restaurant scene.

Jack and Ellie work on The Shorb Team's marketing plan.

“Whether it is a first-time home buyer, someone downsizing, moving to a different state, or moving to DC for the first time, someone's home and move make a big impact on their lives,” Jack states. “I feel like my empathy is able to shine through — being able to put myself in my client's shoes — explaining the pros and cons of a transaction in a manner that provides clarity and calm in a sometimes stressful transition. Every day is different with real estate and there are different and unique challenges for every client. As an agent, you have to

be able to think on your feet and find creative solutions to problems.”

Jack defines success as being happy. “I am a firm believer in this. Having a well-balanced, rewarding life with meaningful friendships and a career that fulfills you is everything.”

Jack wants to continue to learn and grow in the industry. He is constantly looking at ways to improve systems and customer experience. Outside of the office, you can find him enjoying all that the city has to offer.

“I am a big fan of music, concerts, and food. I recently started taking DJ lessons, which has been a very fun creative outlet for me. And I have been very into cooking from a young age. I love DC's impressive and diverse restaurant scene. It is so fun exploring new restaurants as they pop up throughout the city.”

Jack will continue to follow his family's entrepreneurial footsteps while persisting to be a rising star to watch. And he will, no doubt, leave a tremendous mark, all his own.

Jack Shorb can be reached at 301-767-7545 and emailed at jack.shorb@compass.com.



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“From initial inquire to closing, Derek and his team ensured a smooth transaction. Their online tools for document gathering and quick responses to my million questions allowed for an efficient turn around. They saved my husband and I nearly \$1,000 a month on our refi. This is my second dealing for Home Savings and Trust and it certainly won't be my last. I highly recommend Derek and this company. Such a pleasure to work with!” —Sarah Yelton from Gainesville, VA

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“My husband and I spent years looking at buying a house but were always nervous about the financial part and never thought we were quite in the right place. We were fortunate enough to get in contact with Derek who effortlessly guided us through the process. If I had known that we could have gone through this process earlier, we definitely would have!” —Meaghan Tuttle from Fort Washington, MD

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▶ MASTER THE MEDIA



By Christina Daves

How To Write A Catchy Media Hook

The absolute best way to attract the media is in your subject line. You only have a few seconds to draw people in, so it's vital that you learn how to write a great hook.

The first thing to remember is: who is the demographic? Make sure you do your homework. You can pitch a real estate story to any media outlet, but incorporating whom you are pitching will help with your success. You won't hook an AARP magazine editor with a subject line about first-time homebuyers.

Here are some examples of great real estate hooks featuring some of our clients:

"Five Ways to Use Social Media to Help Sell Your Home"
(Washington Post)

"The 3 Relationship Red Flags That Only Your REALTOR® Might Notice"(Women's Health magazine)

"Do Sellers Have to Disclose a Death in the Home or if It's a Haunted House?" (WUSA)

"Restoring this House in Burke, VA, was Truly a Labor of Love" (Washington Post)

"To Stage or Not to Stage? Secrets to Selling Your Home" (WRC)

"Developers Contest Turns House Hunters into Scavenger Hunters" (Washington Post)

"The Amazon Effect: House Hunting in the DC Area's Hottest Zip Code" (WRC)

Using hooks that relate to fear, controversy, timely trends, or current news are a great way to grab a journalist's attention and get them to read your pitch. Take the time to write out a well-thought-out hook, as you only get a split second in their in-box to hook them in.



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.

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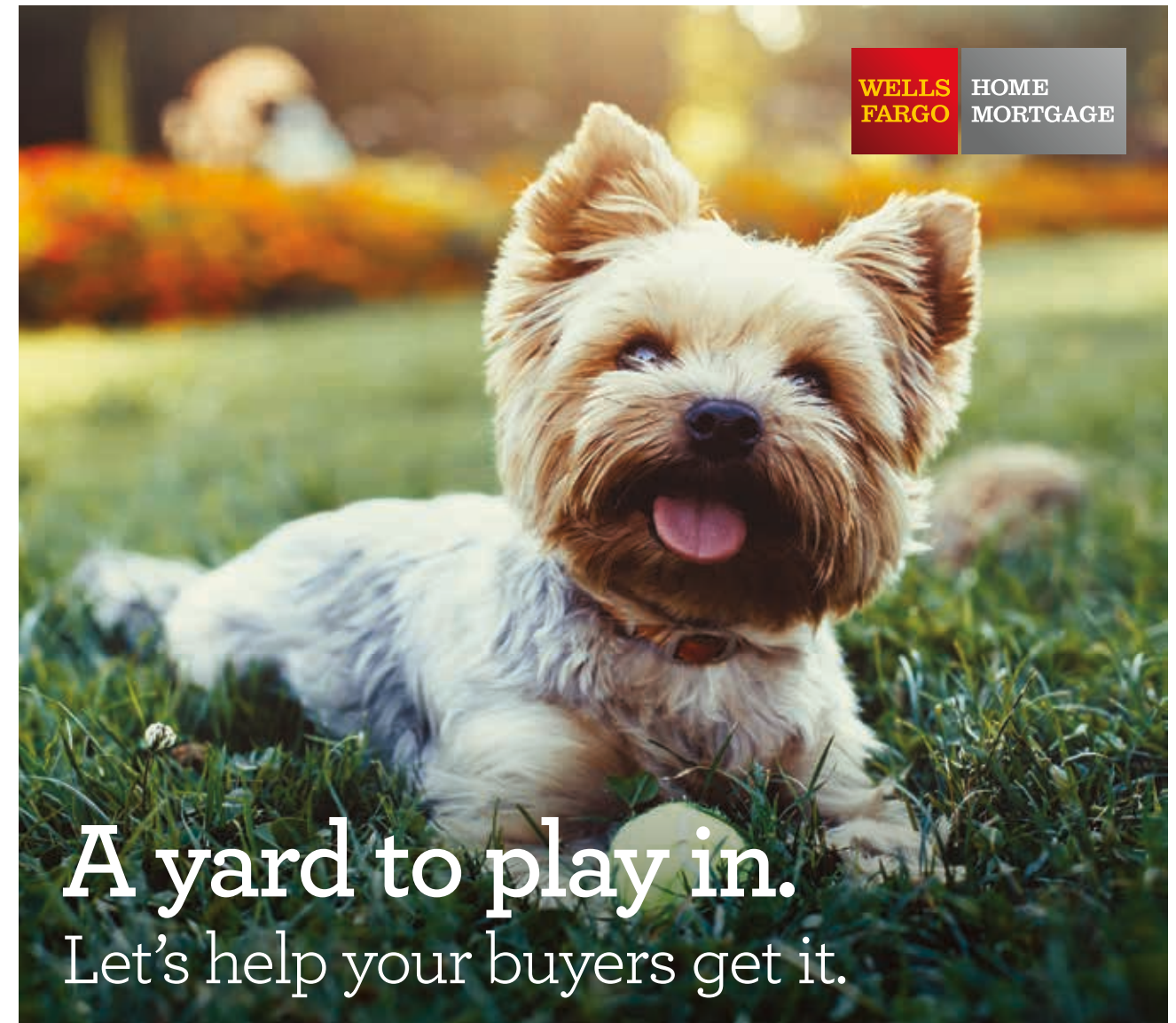


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► a cool life story

By Zachary Cohen
Photos by Ryan Corvello Photography

DANAI MATTISON SKY

FORGING HER OWN PATH TO SUCCESS

“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget the way you made them feel.”
—*Maya Angelou*

“Ultimately, I’d want to be remembered for being kind. To be kind and have empathy goes a long way in business and in life. It makes people feel comfortable, secure, happy, and cared for. And especially in our industry, that’s exactly how I want my clients to feel,” Danai Mattison Sky begins.

Danai has been selling real estate for 10 years — yet she’s been in and around the real estate business for much longer. She’s gone from working as an administrative assistant to managing the Long & Foster Capitol Hill sales office, and back into a sales role as the director of sales for The Brooks Condominiums at Historic Walter Reed with Urban Pace. While her knowledge, experience, and achievements in real estate are astounding, Danai actively practices going back to the basics. She works hard to continue to tap into the emotional aspects of real estate, which allows her to give each and every client the care they deserve.

“As cliché as it sounds, the most rewarding part of the business is helping clients achieve their real estate goals,” Danai continues. “Whether it’s a first time home buyer or a seller that is looking to move on to their next chapter, knowing you were a part of helping them is very rewarding.”

Real Estate Roots

“I started in the business when I was 14 years old,” Danai smiles.

Her father, Dale, has been in the business for 44 years now. In high school at the time, Danai was looking for her



first summer job, so she asked her father’s broker for a job.

“I helped with paperwork, stocking the office, answering phones. I did that for two summers and then began working for my dad’s team in transaction management throughout college.”

While in college, Danai got licensed, and right out of college, hit the ground running in the new home condo sales arena.

“A big part of it is it’s what I knew best,” Danai says.

She began as a transaction manager, but after only three months, a sales position opened up.

“While I didn’t know if I wanted to jump into sales, it seemed like an incredible opportunity, so, being licensed already, I asked for the opportunity and joined the sales team while also handling the transaction management. That first month we did almost \$20M in volume, and I was hooked. The position showed me I enjoyed sales, I was good at it, that

...



“
I AM CREATING
MY OWN PATH IN
THE BUSINESS
— AND BEYOND
GRATEFUL TO
HAVE [MY DAD] AS
MY MENTOR AND
OFTEN MY GUIDE.”



I love new home sales, and condos were and would be my niche.”

Danai has always had a love for real estate. Being a second-generation real estate agent, she had the pleasure of growing up around the business — observing what was needed to succeed, as well as the significance of the work that real estate agents do.

“I knew it was an industry I wanted to be involved in and make a mark in,” Danai says.

A Community Staple

As a native Washingtonian, Danai learned early on how important community involvement is.

“Especially with a dad that has achieved so much — not only in sales but in his volunteer efforts in the industry at a local, state and national level — it is somewhat daunting to follow in his footsteps.”

Still, Danai recognizes that the steps she takes are her own. “I am creating my own path in the business — and beyond grateful to have [my dad] as my mentor and often my guide.”

Danai is passionate about giving back to the industry in the form of volunteer leadership. She will be 2020 President of the 11,000-member local association of Realtors® — GCAAR (Greater Capital Area Association of REALTORS®).



Danai looks out over The Parks at Walter Reed from the balcony of The Brooks Condominiums' Sales Gallery.

“In that position, I will work to continue to support our membership and lobby for their interests, as well as [for] the consumers we serve. I am also extremely passionate about the current project I am working on, the redevelopment of the historic Walter Reed. The Parks at Walter Reed is the largest mixed-use development in DC right now, and I am honored to be the director of sales for the first of the condominium buildings on-site, The Brooks. My love has always been new home condo sales and to

be involved in a project like this from the ground up — one that will make such a positive imprint in the community — is exciting and fulfilling.”

Redefining Success

“Michelle Obama said it so well, ‘Success isn’t about how your life looks to others, it’s about how it feels to you. We realized that being successful isn’t

about being impressive, it’s about being inspired. That’s what it means to be true to yourself.”

In real estate and in all things, Danai aspires to be true to herself. She knows that it’s the only path to true fulfillment — for herself, for her family, and for her clients.

POWER COUPLES 2.0



The
**MENKITIS
MASON'S** &
on a Mission!

▶ cover story

By Molly Laurysens
Photos by A. Claire Vision Photography



Anthony & Lashika Mason head The Mason Team at Keller Williams Preferred Properties.



Bo Menkiti & Kymber Lovett-Menkiti head the Menkiti Group and Keller Williams Capital Properties.

What do you get when you combine the impactful and prolific visions of two real estate power couples? A powerhouse real estate team, of course!

MG Residential now brings together the juggernauts of the Menkiti Group and The Mason Team. Anchored by Bo and Kymber Menkiti and Anthony and Lashika Mason, this group joined forces to take their respective games to the next level.

To be clear, we go beyond the numbers when defining *power couple* and assert that they possess a strong desire to revitalize and enhance the communities they live in and love.

They are also resolute in empowering those they work and play with, all the while relentless in broadening their reach.

Kymber + Bo

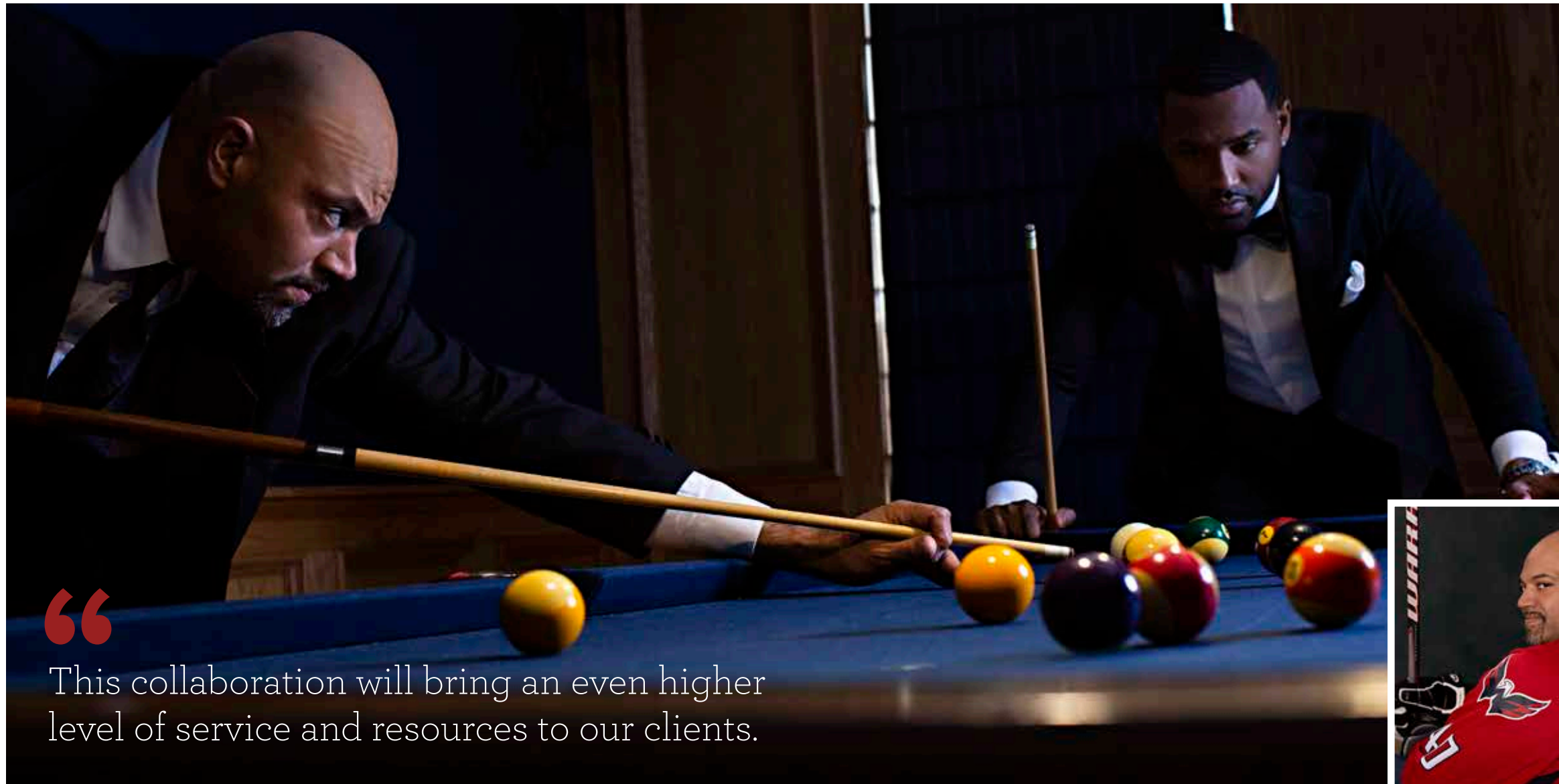
The formation of the Menkiti team began in the summer of 2002. Bo and Kymber met while working for a DC-based nonprofit called the College Summit. Bo, a Harvard graduate, would eventually become the COO of that nonprofit. Throughout that summer, their relationship flourished, so when Kymber went to Philadelphia for graduate school, they decided to make the long-distance relationship work. Clearly, it wasn't too much trouble, as they were married in 2006.

Bo was first to get his real estate license in 2004, after taking a sabbatical from the College Summit. He went on to become rookie of the year as a part-time agent and then leveraged his first house to create the equity to launch The Menkiti Group. Kymber joined Bo in 2007, a few months after the launch of Keller Williams (KW) Capital Properties. This award-winning team has sold over \$1 billion in real estate and now operates seven KW offices in DC, Maryland and Virginia, with over 1,000 real estate agents and partners.

The couple deems themselves social entrepreneurs, driven by their passion to do work that is meaningful day in and day out, while running a profitable, sustainable business. This led them, early on, to expand beyond the residential platform, harnessing commercial, development, asset management, and a brokerage to create a fully integrated firm.

Their mission to do good runs deep, and they are profoundly motivated "to create opportunities for those around us while also continuing to widen the path for those that will come behind us," Kymber indicated. In fact, they are expanding their neighborhood investment model to Massachusetts and Maryland. Kymber continued, "With an industry that is rapidly changing, seeing the impact that we can have on communities, which drive economic development and wealth determiners for those engaged, keeps us moving forward."

So how do they do it, as a couple, that is? For starters, Kymber noted that one of their keys to successfully working together is having separate offices. In addition, they understand the unique dynamic each offers. "This led us to leverage our different skills



“This collaboration will bring an even higher level of service and resources to our clients.”

The Menkitis and the Masons have partnered up to dominate in the DC, Maryland and Virginia real estate markets.

to grow the business and allowed us to focus and drive different parts of the business, which fueled our success.”

What else fuels this dynamic duo? Of course, their four boys: 10-year-old Braxton, 8-year-old Carter, 6-year-old Clayton, and 3-month-old Kameron. This active family spends a lot of time at the hockey rink on the weekends, where two of the boys play. Bo also manages to get some ice in, as well, and plays in an adult league. Meanwhile, Kymber enjoys squeezing in time for a quick spin class.



Lashika Mason says her life goal is a marathon a year, and with the right mindset, if it's humanly possible, she knows she can achieve anything. #GoBeyondYourComfortZone

Lashika + Anthony
The Mason team got its unofficial start in the summer of 1999, when they first met at an amusement

park. Anthony is two years older than Lashika and attended the same school as her sister. Lashika's sister wasted no time calling it and told Anthony, “When my sister comes to this high school you are going to date her.” Lashika and Anthony took it to the next level; they have been together for 20 years and counting, and were married in 2005.

“It's such a blessing to be able to marry your best friend,” Lashika swooned. Now they have two daughters, 9-year-old Chloé and 4-year-old Kylié. Both girls love to sing and dance, while Chloé is a cheerleader and aspiring kid DJ, and Kylié plays soccer. The girls are an integral part of the Mason family business and will occasionally go on appointments, showings or even to sales meetings.

Prior to real estate, Anthony served in the Air Force and then worked at the Department of Defense. Lashika graduated from UNC Charlotte in 2007 with a bachelor's degree in accounting and became a budget analyst for the federal government. In 2010, they purchased their first home and welcomed Chloé, but quickly realized they'd need to supplement their income for things like savings and travel. Enter real estate.

Anthony began in 2013 (part-time until 2015) and was KW's MD/DC Region Rookie of the Year in 2014. Lashika started in 2014 (going full-time in 2016). They've been going hard since, with over \$105 million in sales so far. They are setting their sights even higher for 2020 and looking to become investors and developers. They also created a class and wrote a book titled, *Can Spouses Team Up in Real Estate? We Did and Here's How.*

Since they wrote a book on it, they offered up some advice on making it work as a couple. “I think the reason why this works is because we actually enjoy each other's company and we respect each other's roles within the business,” Lashika remarked. Another thing that helps them on the business side: “We don't count the dollar, meaning, no matter the price point of the real estate transaction, we treat all transactions with the same quality customer service, care and attention to detail.”

It Started with Steaks on the Grill

In the summer of 2017, Lashika reached out to Kymber. She wanted to get some advice on building a team, so they set up a couples' dinner date that ended up at the Menkiti home. Bo did some grilling, Lashika recalled. “We had food and wine and the older kids played. Bo talked about the business and how to build a team and what that would look like. At that time, I didn't imagine that we'd be partnering together.”



Bo Menkiti played hockey at Harvard and continues to enjoy ice time with his 3-Disciples recreation team.



Anthony Mason displays his prized sneaker collection.

Yet here they are! For six months now, MG Residential has been combining their team cultures to become one solid unit that can benefit both. Kymber asserts, “It also allows us to expand our hyper-local model across neighborhoods in DC, Maryland and Virginia.” Anthony sums it up for the Mason's, saying, “Aligning with the Menkiti Group allows us to accomplish the goals we had when we established The Mason Team: wealth building, positive outlook, relentless pursuit of results, ethics in service, constant learning and bridge-building.”

Ultimately the true beneficiaries of this alliance will be the communities and clients they serve, and Kymber says it best: “This collaboration will bring an even higher level of service and resources to our clients.”

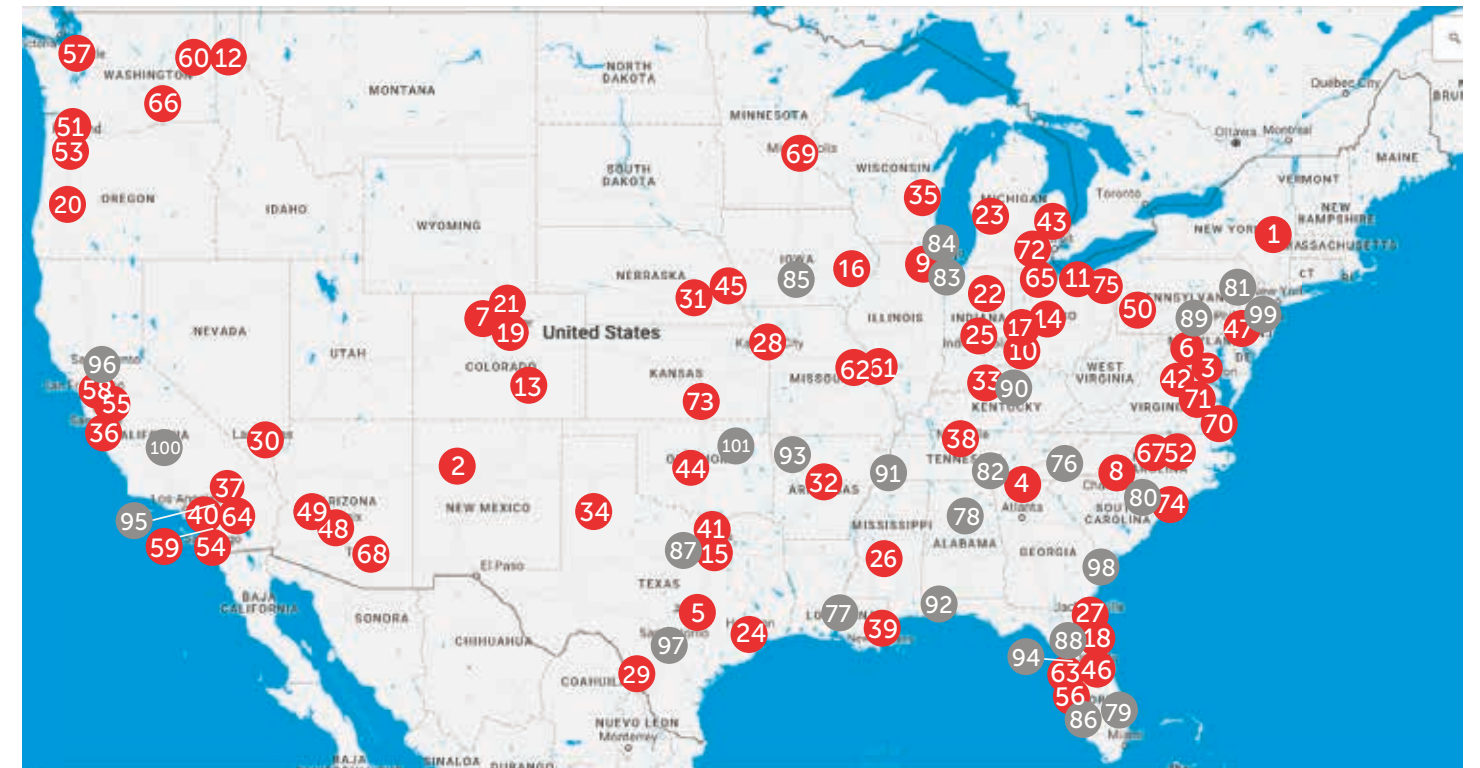


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BILL AND MARJORIE STUART

Keller Williams Capital Properties

How many years have you been together?
36.

How did you meet?
Bill ran a real estate brokerage and Marjorie was the top agent.

What is the biggest win-win for you both?
We can go anywhere, anytime.

What is your career volume?
Marjorie over \$700,000,000. Bill has mentored hundreds of agents.

What awards have you received?
Marjorie: Top 1% in North America, #1 Keller Williams Capital Properties, #1 Keller Williams DC | Maryland Region, Ranked #28 Keller Williams agents worldwide, Washingtonian Magazine 2019 Best Agent, *Washingtonian* Magazine 2019 Top Producer, Recipient of Benjamin E. Cooper Award recognizing leadership in helping those experiencing homelessness.

What were your previous jobs/careers?
Marjorie tended bar and waited tables. Bill worked for the recreation department coaching kids.

What were the life events that led you to become a real estate agent?
Marjorie saw her roommate's boyfriend studying to take the real estate exam so he could make a lot of money. That sounded good, so she took the exam. Bill got his real estate license that summer, too.

What has been the most rewarding part of your business?
The freedom we enjoy.

Tell us about your team.
Marjorie is a "solo" agent with a support team. She develops relationships, meets with clients and negotiates contracts. Bill creates the marketing and now invests most of his time developing programs for the Ambitious Agent Network. Cass Pyles is Marjorie's "right hand" and her husband, Ryan, is Marjorie's licensed assistant. Trudy Wise works part-time filling in the gaps. We contract with Rod Rochowiak for contract processing.

Tell us about your family.
Our son, Rhett, 24; Bill's son, Trek; daughter-in-law, Jenny; grandson, Finn, 9; and granddaughter, Ivy, 6; Bill's daughter, Cass; son-in-law, Ryan; grandson, Sean, 11; and granddaughter, Teagan, 8.



Marjorie and Bill Stuart.

What are your hobbies and interests?
We both love to travel. Marjorie loves lizards and Bill keeps trying to play golf.

What advice you would give up-and-coming agents?
First, realize that real estate is a start-up business, not a sales job. Second, like all businesses, marketing always comes first. Then sales.

What sets you apart?
We keep things simple. If something works, we keep doing it. If it doesn't, we stop and try something else.

What do you want to be remembered for?
Bill: I think people will remember Marjorie's spirit and my laugh.

DENISE AND RICH FOX RE/MAX Realty Centre

How many years have you been together?
25 years and we just celebrated our 21st wedding anniversary.

How did you meet?
Rich's best friend introduced us. We dated long distance for a year and then Rich moved back to Maryland and we've been together ever since.

What is the biggest win-win for you both?
Doing WHAT we love with WHO we love.

What is your career volume?
\$240,448,761

What awards have you received?
Re/Max Platinum Club, Re/Max Chairman Club, Re/Max Hall of Fame, Re/Max Lifetime Achievement Award. Denise has received the Mayoral Award for Exemplary Community Service.

What were your previous jobs/careers?
Denise: accountant and business development advisor. Rich worked in the automotive industry.

What were the life events that led you to become real estate agents?
A job change for Rich was going to involve an enormous amount of travel. He'd previously gotten his license, but then quit his job and jumped in full force. Failure was not an option!

Best tips for working with your spouse/partner?
Work on communication constantly and respect each other's opinions.

What has been the most rewarding part of your business?
Not having anyone else set limits for our success.

Tell us about your team.
Molly Love, Buyer Specialist; Jennifer Hewitt, Transaction Coordinator; and Jen Loiodice, Office Manager.

Tell us about your family.
Jennifer Hewitt, 32 (mother of our grandsons Wyatt, 10, and Morgan, 5); Molly Love, 29 (mother of our granddaughter Melody, 4).

What are your hobbies and interests?
Rich: Golf; Denise: Yoga and energy healing, such as Reiki. Together: Live music, warm sunshine, palm trees and water views.



Denise and Rich Fox.

What advice you would give up-and-coming agents?
Don't be afraid to do something new or different. It's often what helps you achieve higher success.

What sets you apart?
We zig when others zag. This has never been a numbers game to us; it's always been about building relationships and helping clients.

What do you want to be remembered for?
Bringing the fireworks event to Mount Airy, Maryland. Community service and how many people we've helped to achieve their dreams.

Anything else?
We've created a niche specialty of succeeding where others have failed. We've achieved record sales of being the second or third agent and helping very frustrated sellers achieve the sale of their homes, creating a large group of raving fans.



Janine & Josh Waxman.

JANINE AND JOSH WAXMAN

Long & Foster | Christie's International Real Estate

How many years have you been together?

We have been married since March 2014.

How did you meet?

Janine wanted to find a listing to hold open on a weekend. Josh had a listing in Maryland and a listing in Virginia that both needed to be held open. Janine offered to hold the Maryland property open. Josh had to give marketing material to Janine before the open, so we met for breakfast that morning before the two open houses. Janine had two dogs and Josh had one...now we have three dogs and two kids.

What is the biggest win-win for you both?

In our case, meeting each other and starting a family.

What is your career volume?

Janine and Josh have sold over \$85 million since working together in 2013. Josh has sold over \$100 million as an individual agent.

What awards have you received?

Washingtonian Top Agent, GCAAR Gold Agent, Virginia Living Top Agent, and Long & Foster's Master Club (individual agent over \$20 million in a calendar year).

What were your previous jobs/careers?

Janine taught school for DC Public Schools for 15 years. Josh is a former software consultant, where he helped associations, non-profits, and other organizations streamline their organizations.

What were the life events that led you to become a real estate agent?

Janine flipped a few homes before becoming an agent. Josh is the son of a mall manager and stepson of a real estate broker, so this was always something Josh wanted to do.

Best tips for working with your spouse/partner?

Running a business together is similar to having kids

together — you are always on, and you share the struggles and the joys together. The best tip is to have patience with your partner and not push your own opinions too hard.

What has been the most rewarding part of your business?

Each transaction is a milestone for that client. We recognize this every day and it has been incredibly rewarding.

Tell us about your team.

We work with a fabulous transaction coordinator, Nancy Joseph, and first-rate in-house graphic artists.

Tell us about your family.

Ginger (3), Davey (1), plus three dogs: Opie (15), Ruby (10), and Chi Chi (8).

What are your hobbies and interests?

Josh is a long-time wrestling coach at St. John's College High School in DC. Janine's passions are gardening and interior design.



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How did you meet your significant other?



HAZEL JEAN BURNS BULLOCK
Long & Foster Real Estate

I knocked on his door and asked him if he wanted to sell his house. He did! The rest is history.



CHANIN SHARPLESS WISLER
First Washington Mortgage

On the basketball court!



STACY KOPPER ALLWEIN
Century 21 Redwood Realty

My husband and I met way before real estate was in the stars for either of us. It was St. Patrick's Day 1988, in an alley in Washington, DC. Yes, as the story goes, we met in an alley! Rally in the Alley, to be exact, which was a big event hosted each year by Mr. Days bar. We were 25 and just out with our friends. Not looking for love, that's for sure. We actually lived two miles from each other, but we were about an hour from home. It's been a great story for 31+ years, especially when we've told our kids that we met in an alley in DC.



CHERYL ABRAMS DAVIS
RE/MAX United Real Estate

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LYNDA ROTHSCHILD
Town & Country Movers, Inc.

I walked into a Harmony Hut Record Store in Richmond, VA, and there was a guy named Rich Rothschild that worked for Columbia Records doing some retail marketing. We met and I thought that was it. Little did I know he would be transferred back up to the DC area later that year. Mutual friends insisted that we meet again, since we



shared an obsession with Bruce Springsteen. Well, we were married the following year, and I can say that after 38 years, we are still obsessed with each other, as well as with Bruce Springsteen's music.



PETER FERGUSON
Compass

We tell the kids it was at the library. I'm sticking to it.



ROBERT RUSSELL
Centralized Showing Service, Inc.

I met my wife at the drive-through bank. She saw my bank account, so I knew she didn't marry me for my money!



FAITH ROSELLE
Roselle Realty

Both my husband and I worked for a new home builder. We met on the job.



HEATHER DAVENPORT
Washington Fine Properties

My husband and I met at summer camp in Maine when we were about 11 years old. We went to camp for several years together and then started dating when we were in our 30s, when I lived just a few blocks from his mom. Our kids are going to the same camp this summer for the first time!



MARIA KOLICK
RE/MAX Realty Centre

I was his waitress at the restaurant I worked at. He was a big tipper and wanted a date with me, so I played hard to get to keep the big tips coming in until I couldn't resist any longer.

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PARTNER APPRECIATION HAPPY HOUR

December 5, 2019

▶▶ special events

Thank you to our amazing partners for coming out to the end-of-the-year Partner Happy Hour on Thursday, December 5, 2019, at the Norbeck Country Club. This was our year-end celebration honoring our Preferred Partners for their continued contribution, support and participation in a fantastic year in 2019!





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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Jennifer S Smira	Compass	88	\$75,445,424	89.5	\$67,453,992	177.5	\$142,899,408
2	Nancy W Taylor Bubes	Washington Fine Properties, LLC	42	\$94,213,640	15.5	\$47,200,760	57.5	\$141,414,400
3	Michael W Rankin	TTR Sotheby's International Realty	22.5	\$54,982,664	24	\$61,798,500	46.5	\$116,781,168
4	Jay A Day	Real Estate Teams, LLC	215	\$92,845,440	59	\$22,246,676	274	\$115,092,120
5	Alejandro Luis A Martinez	RE/MAX Elite Services	105	\$39,398,628	216	\$69,707,712	321	\$109,106,344
6	John T Kirk	Tower Hill Realty	186	\$100,789,440	6	\$3,949,900	192	\$104,739,336
7	Barak Sky	Long & Foster Real Estate, Inc.	54.5	\$40,729,084	88	\$63,355,948	142.5	\$104,085,032
8	Hans L Wydler	Compass	61.5	\$68,640,336	31.5	\$29,442,964	93	\$98,083,304
9	David R Getson	Compass	46.5	\$30,278,340	96.5	\$63,829,440	143	\$94,107,784
10	Dana Rice	Compass	45.5	\$46,266,640	43.5	\$43,068,688	89	\$89,335,328
11	Marc Fleisher	TTR Sotheby's International Realty	32.5	\$64,949,984	8	\$22,357,976	40.5	\$87,307,960
12	Wendy I Banner	Long & Foster Real Estate, Inc.	34.5	\$42,433,400	49.5	\$41,540,848	84	\$83,974,248
13	Nathan J Guggenheim	Washington Fine Properties, LLC	44	\$28,019,952	58	\$51,130,300	102	\$79,150,256
14	Trent D Heminger	Compass	92.5	\$60,698,980	18.5	\$16,130,450	111	\$76,829,432
15	James M Coley	Long & Foster Real Estate, Inc.	42	\$34,234,648	47	\$40,467,992	89	\$74,702,640
16	Tyler A Jeffrey	Washington Fine Properties, LLC	11.5	\$9,564,700	72	\$64,341,800	83.5	\$73,906,496
17	Thomas S Hennerty	NetRealtyNow.com, LLC	186	\$64,835,712	19	\$6,677,450	205	\$71,513,160
18	Nurit Coombe	RE/MAX Elite Services	39.5	\$29,308,936	65.5	\$42,200,796	105	\$71,509,728
19	Christine R Reeder	Long & Foster Real Estate, Inc.	106	\$39,002,808	91.5	\$30,648,842	197.5	\$69,651,648
20	Kimberly A Cestari	Long & Foster Real Estate, Inc.	49.5	\$54,960,500	15	\$13,684,135	64.5	\$68,644,632
21	Melinda L Estridge	Long & Foster Real Estate, Inc.	36.5	\$30,474,340	47.5	\$37,838,432	84	\$68,312,768
22	Norman S Domingo	XRealty.NET LLC	166	\$67,120,160	0	\$0	166	\$67,120,160
23	Erich W Cabe	Compass	36	\$33,095,224	44	\$33,409,776	80	\$66,505,000
24	Avi Galanti	Compass	30.5	\$37,469,700	23	\$28,652,196	53.5	\$66,121,896
25	James Bass	Real Estate Teams, LLC	99	\$35,931,816	82	\$27,163,464	181	\$63,095,280
26	Laura E Peruzzi	RE/MAX One	62	\$37,705,088	41	\$24,059,720	103	\$61,764,808
27	Nancy S Itteilag	Washington Fine Properties, LLC	22.5	\$35,909,000	10	\$20,561,500	32.5	\$56,470,500
28	Kira Epstein Begal	Washington Fine Properties, LLC	27.5	\$23,342,750	35.5	\$32,852,800	63	\$56,195,552
29	Chelsea L Traylor	Redfin Corp	92	\$53,754,572	3	\$1,936,500	95	\$55,691,072
30	Joel S Nelson	Keller Williams Capital Properties	36	\$33,933,200	23.5	\$21,232,156	59.5	\$55,165,356
31	Antonia Ketabchi	Redfin Corp	19	\$11,156,400	56	\$43,502,552	75	\$54,658,952
32	Jonathan S Lahey	RE/MAX Fine Living	69.5	\$22,515,090	83	\$31,129,624	152.5	\$53,644,712
33	Eric P Stewart	Long & Foster Real Estate, Inc.	60.5	\$44,540,576	14	\$8,360,000	74.5	\$52,900,574
34	Jane Fairweather	Long & Foster Real Estate, Inc.	41.5	\$39,811,204	10	\$13,041,350	51.5	\$52,852,552

Disclaimer: Information based on MLS closed data as of January 7, 2020, for residential sales from January 1, 2019, to December 31, 2019, in Virginia, Maryland, and Washington, D.C., by agents licensed in our DC 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 Dec. 31, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Nathan B Dart	RE/MAX Realty Services	61.5	\$25,778,204	52	\$26,685,048	113.5	\$52,463,252
36	Troyce P Gatewood	RE/MAX Results	46	\$19,254,274	85	\$32,448,552	131	\$51,702,828
37	Jonathan D Taylor	TTR Sotheby's International Realty	10.5	\$22,824,776	8	\$28,627,550	18.5	\$51,452,324
38	Margaret M Babbington	Compass	19	\$13,759,474	50.5	\$36,672,240	69.5	\$50,431,716
39	Robert A Sanders	TTR Sotheby's International Realty	31.5	\$29,992,004	18.5	\$20,304,800	50	\$50,296,804
40	Brent E Jackson	TTR Sotheby's International Realty	28.5	\$28,100,290	22	\$21,533,680	50.5	\$49,633,968
41	Daniel M Heider	TTR Sotheby's International Realty	13	\$23,964,450	22.5	\$24,646,050	35.5	\$48,610,500
42	Christie-Anne Weiss	TTR Sotheby's International Realty	13	\$34,159,500	5.5	\$14,148,500	18.5	\$48,308,000
43	Cheryl A Bare	Century 21 New Millennium	83	\$29,418,500	38	\$18,216,912	121	\$47,635,412
44	Mark D McFadden	Compass	9.5	\$25,236,000	13	\$22,108,600	22.5	\$47,344,600
45	Frederick B Roth	Washington Fine Properties, LLC	12	\$24,984,290	12	\$21,574,000	24	\$46,558,288
46	Michelle C Yu	Long & Foster Real Estate, Inc.	50	\$38,196,276	14	\$8,025,950	64	\$46,222,224
47	Meredith L Margolis	Compass	15	\$16,020,309	39	\$29,835,848	54	\$45,856,160
48	Anne C Killeen	Washington Fine Properties, LLC	20.5	\$28,420,000	11	\$17,236,250	31.5	\$45,656,248
49	Russell A Firestone III	TTR Sotheby's International Realty	10	\$14,996,000	11	\$30,384,500	21	\$45,380,500
50	Lawrence M Lessin	Homes By Owner, Inc.	129	\$44,731,200	1	\$86,400	130	\$44,817,600
51	Sheila R Pack	RE/MAX Roots	90	\$25,303,000	56.5	\$19,262,004	146.5	\$44,565,004
52	Rong Ma	Libra Realty LLC	7	\$4,741,000	57	\$39,630,300	64	\$44,371,300
53	Tim Barley	RE/MAX Allegiance	24	\$20,284,250	30	\$23,314,020	54	\$43,598,272
54	Marjorie S Halem	Compass	31	\$29,606,900	15.5	\$13,962,600	46.5	\$43,569,500
55	Andrew Riguzzi	Compass	31	\$26,493,468	21	\$16,994,350	52	\$43,487,816
56	Michael R Brennan	TTR Sotheby's International Realty	32	\$28,062,124	15	\$15,316,625	47	\$43,378,752
57	Sheena Saydam	Keller Williams Capital Properties	34.5	\$15,682,452	52	\$27,204,514	86.5	\$42,886,968
58	Thomas K Paolini	Redfin Corp	21.5	\$14,494,500	36	\$28,267,500	57.5	\$42,762,000
59	Tamara E Kucik	Tower Hill Realty	47.5	\$26,326,050	29	\$15,879,690	76.5	\$42,205,740
60	Robert H Myers	RE/MAX Realty Services	48	\$20,778,740	46.5	\$21,411,208	94.5	\$42,189,948
61	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	67	\$34,829,860	13.5	\$7,231,400	80.5	\$42,061,260
62	Victor R Llewellyn	Long & Foster Real Estate, Inc.	38.5	\$18,702,580	43	\$23,177,540	81.5	\$41,880,120
63	Anslie C Stokes Milligan	McEneaney Associates, Inc.	25.5	\$17,162,824	27.5	\$24,507,156	53	\$41,669,980
64	Hazel Shakur	Redfin Corp	105	\$39,386,876	2	\$1,235,438	107	\$40,622,312
65	Kara K Sheehan	Washington Fine Properties, LLC	12	\$26,830,620	6	\$13,764,200	18	\$40,594,820
66	Barbara J Higdon	RE/MAX One	50.5	\$25,820,668	28	\$14,740,745	78.5	\$40,561,412
67	Judy G Cranford	Cranford & Associates	18.5	\$12,006,100	32	\$28,259,200	50.5	\$40,265,300
68	Mehrnaz Bazargan	Redfin Corp	71	\$37,636,448	3	\$2,394,000	74	\$40,030,448
69	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	48	\$14,473,650	71.5	\$25,122,320	119.5	\$39,595,968
70	Tina C Cheung	EXP Realty, LLC	18	\$8,535,100	69	\$30,597,844	87	\$39,132,944
71	Maxwell E Rabin	TTR Sotheby's International Realty	19	\$25,627,276	16	\$13,205,880	35	\$38,833,156

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Carolyn N Sappenfield	RE/MAX Realty Services	21	\$23,415,850	16	\$15,331,960	37	\$38,747,808
73	Lauren E Davis	TTR Sotheby's International Realty	15	\$16,741,500	15	\$21,478,680	30	\$38,220,180
74	Marshall Carey	Redfin Corp	58	\$35,527,472	4	\$2,330,000	62	\$37,857,472
75	Margot D Wilson	Washington Fine Properties, LLC	12	\$19,703,750	13.5	\$17,984,000	25.5	\$37,687,752
76	John L Lesniewski	RE/MAX United Real Estate	77.5	\$29,187,716	19.5	\$8,323,649	97	\$37,511,364
77	Carlos A Garcia	Keller Williams Capital Properties	27.5	\$20,239,736	25	\$17,237,800	52.5	\$37,477,536
78	Lee Murphy	Washington Fine Properties, LLC	15	\$14,599,250	19	\$22,231,490	34	\$36,830,740
79	Lori Maggin	Rory S. Coakley Realty, Inc.	13	\$20,058,720	11	\$16,549,860	24	\$36,608,580
80	Roby C Thompson III	Long & Foster Real Estate, Inc.	24.5	\$21,423,324	16	\$15,166,200	40.5	\$36,589,524
81	Stacy M Allwein	Century 21 Redwood Realty	56	\$18,327,888	57.5	\$18,063,376	113.5	\$36,391,264
82	Robert G Carter	Compass	18	\$9,635,600	38.5	\$26,667,650	56.5	\$36,303,248
83	Pamela B Wye	Compass	17	\$17,168,800	16.5	\$18,922,500	33.5	\$36,091,300
84	Gail E Nyman	RE/MAX United Real Estate	66.5	\$30,376,068	9	\$5,210,800	75.5	\$35,586,868
85	Daryl Judy	Washington Fine Properties, LLC	14.5	\$19,502,992	13	\$15,843,400	27.5	\$35,346,392
86	Charles Dudley	Compass	19.5	\$12,822,995	29.5	\$22,312,600	49	\$35,135,596
87	Lisa C Sabelhaus	RE/MAX Town Center	43.5	\$19,249,978	36	\$15,577,612	79.5	\$34,827,592
88	Marjorie R Dick Stuart	Keller Williams Capital Properties	19	\$19,348,500	16.5	\$15,127,400	35.5	\$34,475,900

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Patricia E Stueckler	RE/MAX One	42.5	\$18,612,880	41	\$15,844,077	83.5	\$34,456,956
90	D'Ann K Lanning	Compass	52	\$32,027,478	3	\$1,925,000	55	\$33,952,480
91	Thomas F Faison	RE/MAX Allegiance	24.5	\$22,715,414	9.5	\$10,697,000	34	\$33,412,414
92	John Coleman	RLAH Real Estate	15.5	\$8,902,464	41	\$24,497,468	56.5	\$33,399,934
93	Todd A Vassar	Compass	12	\$7,665,613	27.5	\$25,734,000	39.5	\$33,399,612
94	James C. Peva	Washington Fine Properties, LLC	8	\$24,361,500	5	\$8,981,780	13	\$33,343,280
95	Bradley J Rozansky	Long & Foster Real Estate, Inc.	24.5	\$25,893,184	7	\$7,041,500	31.5	\$32,934,684
96	Lisa R Stransky Brown	Washington Fine Properties, LLC	13	\$12,328,500	21	\$20,563,688	34	\$32,892,188
97	Mandy Kaur	Redfin Corp	56	\$28,744,500	6	\$3,818,900	62	\$32,563,400
98	Loic C Pritchett	TTR Sotheby's International Realty	17	\$16,317,188	18	\$16,133,900	35	\$32,451,088
99	Bryan Kerrigan	Redfin Corp	64.5	\$29,954,500	2	\$2,140,000	66.5	\$32,094,500
100	Patricia G Mills	RE/MAX Achievers	70	\$23,241,476	27	\$8,825,487	97	\$32,066,962
101	Jennifer T Chow	Long & Foster Real Estate, Inc.	17	\$20,919,644	10	\$11,104,500	27	\$32,024,144
102	Scott J Swahl	Redfin Corp	60	\$28,301,700	6	\$3,518,000	66	\$31,819,700
103	Long T Ngo	Redfin Corp	3.5	\$1,221,500	60	\$30,572,358	63.5	\$31,793,858
104	Cheryl R Leahy	Long & Foster Real Estate, Inc.	19.5	\$19,114,864	17	\$12,469,026	36.5	\$31,583,892
105	Sergei A Goumivlevski	RE/MAX Realty Services	24	\$10,464,824	31	\$20,955,284	55	\$31,420,108

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Carmen C Fontecilla	Compass	34.5	\$16,848,680	26	\$14,557,550	60.5	\$31,406,230
107	Joshua D Ross	RE/MAX Realty Services	14	\$12,851,500	21	\$18,383,900	35	\$31,235,400
108	Robert J Krop	RE/MAX Plus	21.5	\$7,670,270	68	\$23,494,400	89.5	\$31,164,670
109	Alecia R Scott	Long & Foster Real Estate, Inc.	29.5	\$13,273,788	43	\$17,881,340	72.5	\$31,155,128
110	Mynor R Herrera	Keller Williams Capital Properties	36.5	\$15,942,035	32.5	\$14,946,914	69	\$30,888,948
111	Elysia L Casaday	Compass	20.5	\$15,154,389	16	\$15,723,248	36.5	\$30,877,636
112	Leslie C Friedson	Compass	17.5	\$13,055,300	16.5	\$17,271,636	34	\$30,326,936
113	J P Montalvan	Compass	25	\$14,778,650	25.5	\$15,529,300	50.5	\$30,307,950
114	Rina B. Kunk	Compass	17.5	\$18,569,000	11	\$11,613,700	28.5	\$30,182,700
115	Leslie B White	Redfin Corp	0	\$0	41	\$29,764,044	41	\$29,764,044
116	Eric M Broermann	Compass	15	\$9,391,013	27	\$20,188,938	42	\$29,579,952
117	David R Bediz	Keller Williams Capital Properties	28	\$18,622,660	12.5	\$10,830,000	40.5	\$29,452,660
118	Cara Pearlman	Compass	28	\$15,432,180	14.5	\$13,892,850	42.5	\$29,325,030
119	Daniel B Register IV	Northrop Realty, A Long & Foster Company	115	\$27,774,280	3	\$1,544,900	118	\$29,319,180
120	Koki Waribo Adasi	Compass	25.5	\$17,214,350	14	\$12,062,716	39.5	\$29,277,066
121	Delilah D Dane	Redfin Corp	46	\$25,707,376	5	\$3,510,000	51	\$29,217,376
122	Elizabeth M Burrow	Keller Williams Realty Centre	32	\$17,191,020	19	\$11,283,917	51	\$28,474,936
123	Barbara C Nalls	TTR Sotheby's International Realty	16.5	\$14,916,900	14	\$13,381,000	30.5	\$28,297,900
124	Xuri Wang	Hometown Elite Realty LLC	10	\$7,094,400	22	\$21,130,250	32	\$28,224,650
125	Katri I Hunter	Compass	12	\$6,970,999	28	\$21,139,250	40	\$28,110,248
126	Rex Thomas	Samson Properties	13.5	\$5,663,150	40	\$22,350,838	53.5	\$28,013,988
127	Jeremy E Lichtenstein	RE/MAX Realty Services	16	\$19,315,500	7	\$8,665,000	23	\$27,980,500
128	Kenneth M Abramowitz	RE/MAX Town Center	27	\$10,653,050	43.5	\$17,310,300	70.5	\$27,963,348
129	Kathleen A King	Washington Fine Properties, LLC	13	\$14,314,360	9	\$13,576,000	22	\$27,890,360
130	Ginette R. Winston	Winston Real Estate, Inc.	19	\$14,232,505	18	\$13,510,900	37	\$27,743,404
131	Daniel F Metcalf	Long & Foster Real Estate, Inc.	42	\$27,488,376	1	\$250,000	43	\$27,738,376
132	Eva M Davis	Compass	13	\$9,805,950	21	\$17,903,400	34	\$27,709,348
133	Joseph C Mascio	Redfin Corp	48	\$27,096,900	1	\$606,000	49	\$27,702,900
134	David A Ehrenberg	Redfin Corp	3	\$856,500	46	\$26,771,936	49	\$27,628,436
135	Robert Hryniewicki	Washington Fine Properties, LLC	9	\$15,895,250	7.5	\$11,708,000	16.5	\$27,603,250
136	Rheetuparna Pal Mahajan	Redfin Corp	0	\$0	53	\$27,602,980	53	\$27,602,980
137	Justin Kitsch	TTR Sotheby's International Realty	13.5	\$11,511,000	18	\$15,890,000	31.5	\$27,401,000
138	Keith James	Keller Williams Capital Properties	8	\$3,026,738	65	\$24,165,778	73	\$27,192,516
139	John T Pruski	Jack Realty Group	8	\$9,856,500	12	\$17,222,000	20	\$27,078,500
140	Amanda M Lasko	Redfin Corp	48.5	\$23,853,100	6	\$3,186,400	54.5	\$27,039,500
141	Farrah E Fuchs	Redfin Corp	64	\$24,303,028	6	\$2,606,400	70	\$26,909,428
142	Monica Bryant	Redfin Corp	61	\$25,679,724	3	\$1,201,000	64	\$26,880,724

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Corey C Burr	TTR Sotheby's International Realty	14	\$16,384,000	8.5	\$10,147,000	22.5	\$26,531,000
144	Toni A Ghazi	Compass	6	\$3,825,500	21.5	\$22,652,900	27.5	\$26,478,400
145	Barbara A Ciment	Long & Foster Real Estate, Inc.	31.5	\$12,605,000	28.5	\$13,828,570	60	\$26,433,570
146	Nicholas P Chaconas	Redfin Corp	48	\$20,819,600	8	\$5,460,000	56	\$26,279,600
147	Michael J Matese	Compass	15	\$18,030,000	9	\$8,175,050	24	\$26,205,050
148	Christopher S Burns	TTR Sotheby's International Realty	35	\$20,234,698	10	\$5,843,535	45	\$26,078,232
149	Mansour F Abu-Rahmeh	Compass	7	\$5,438,400	26	\$20,567,524	33	\$26,005,924
150	Mark A Frisco Jr.	Century 21 New Millennium	32	\$13,235,775	45	\$12,676,065	77	\$25,911,840
151	Marsha M Schuman	Washington Fine Properties, LLC	11	\$15,682,290	8	\$10,049,000	19	\$25,731,290
152	Kelly W Williams	TTR Sotheby's International Realty	17.5	\$18,302,188	6	\$7,390,000	23.5	\$25,692,188
153	Gary J Rudden	RE/MAX REALTY SERVICES	24	\$18,845,900	4	\$6,820,000	28	\$25,665,900
154	Elizabeth J D'Angio	Washington Fine Properties, LLC	7.5	\$11,881,500	6.5	\$13,743,500	14	\$25,625,000
155	Ross A Vann	Compass	6	\$5,755,000	21	\$19,868,500	27	\$25,623,500
156	Ronald S Sitrin	Long & Foster Real Estate, Inc.	26	\$21,832,800	3.5	\$3,700,500	29.5	\$25,533,300
157	Rebecca Weiner	Compass	15	\$9,476,650	22.5	\$15,959,950	37.5	\$25,436,600
158	Lynda O O'Dea	Long & Foster Real Estate, Inc.	3.5	\$5,678,000	13	\$19,745,000	16.5	\$25,423,000
159	Claudia B Donovan	Compass	13.5	\$18,177,500	6.5	\$7,245,000	20	\$25,422,500
160	Todd C Harris	Long & Foster Real Estate, Inc.	17	\$13,672,500	16	\$11,694,000	33	\$25,366,500
161	Corey J Lancaster	EXIT Right Realty	35	\$10,757,439	41	\$14,497,527	76	\$25,254,966
162	Andres A Serafini	RLAH Real Estate	17.5	\$9,910,346	24.5	\$15,293,182	42	\$25,203,528

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Kimberly A Casey	Washington Fine Properties ,LLC	15	\$19,808,992	4	\$5,383,000	19	\$25,191,992
164	Gladwin S D'Costa	Maryland REO Realty, LLC	113	\$25,171,930	0	\$0	113	\$25,171,930
165	Jeffrey M Wilson	TTR Sotheby's International Realty	10	\$12,367,750	11.5	\$12,778,100	21.5	\$25,145,850
166	Anne H Weir	Washington Fine Properties, LLC	7	\$14,616,250	6	\$10,520,000	13	\$25,136,250
167	Elizabeth W Wills	RE/MAX 100	58	\$20,351,724	14	\$4,713,113	72	\$25,064,836
168	Casey C Aboulafla	Compass	9.5	\$7,589,350	22	\$17,459,500	31.5	\$25,048,850
169	Jennifer K Knoll	Compass	12	\$13,194,800	11	\$11,850,999	23	\$25,045,800
170	Marin Hagen	Coldwell Banker Residential Brokerage	10	\$13,146,500	9.5	\$11,816,000	19.5	\$24,962,500
171	Eric Steinhoff	EXP Realty, LLC	37	\$17,172,144	14	\$7,695,718	51	\$24,867,864
172	James E Brown	Turning Point Real Estate	23	\$11,846,800	23	\$12,952,000	46	\$24,798,800
173	Debra P Noone	Redfin Corp	62	\$23,144,400	3	\$1,564,543	65	\$24,708,944
174	Wendy Slaughter	Elevate Real Estate Brokerage	24	\$11,181,775	28.5	\$13,480,762	52.5	\$24,662,538
175	John M Barry Jr.	Compass	20.5	\$12,868,750	15	\$11,745,250	35.5	\$24,614,000
176	Anthony Mason	Keller Williams Preferred Properties	36.5	\$13,554,260	30	\$10,865,947	66.5	\$24,420,208
177	Carl G Becker	Premier Properties, LLC	13	\$11,696,900	11	\$12,572,000	24	\$24,268,900
178	Carolyn A Kalmus-Choporis	Century 21 New Millennium	44.5	\$16,383,600	19	\$7,874,751	63.5	\$24,258,350
179	Andrew K Goodman	Goodman Realtors	28.5	\$12,824,300	19	\$11,316,800	47.5	\$24,141,100

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Adewemimo D Collins	Redfin Corp	69	\$23,928,580	1	\$115,000	70	\$24,043,580
181	Laura W Steuart	Compass	8	\$10,489,000	12	\$13,478,500	20	\$23,967,500
182	Richard Michael Morrison	Redfin Corp	0	\$0	37	\$23,914,500	37	\$23,914,500
183	Mitchell J Toland Jr.	Redfin Corp	43	\$14,924,100	25	\$8,845,300	68	\$23,769,400
184	Ioannis Konstantopoulos	Compass	21	\$10,042,007	19	\$13,711,498	40	\$23,753,504
185	Alyssa A Crilley	Washington Fine Properties, LLC	11.5	\$14,103,500	8	\$9,613,090	19.5	\$23,716,590
186	Michael A Jacques	Century 21 New Millennium	41	\$16,457,982	17	\$7,247,403	58	\$23,705,384
187	Dominique Rychlik	Long & Foster Real Estate, Inc.	15	\$14,758,000	8	\$8,935,000	23	\$23,693,000
188	Steve C Agostino	Compass	17	\$18,378,000	4	\$5,194,900	21	\$23,572,900
189	Ruby A Stysliger	Redfin Corp	2.5	\$1,151,931	32	\$22,376,310	34.5	\$23,528,240
190	Elaine S. Koch	Long & Foster Real Estate, Inc.	27.5	\$16,579,033	11	\$6,890,423	38.5	\$23,469,457
191	Michael J Schaeffer	Coldwell Banker Residential Brokerage	14	\$16,362,665	5	\$7,050,450	19	\$23,413,116
192	Mark C Lowham	TTR Sotheby's International Realty	1.5	\$6,650,000	3	\$16,745,000	4.5	\$23,395,000
193	Molly O Branson	RLAH Real Estate	26	\$16,473,950	13	\$6,699,000	39	\$23,172,950
194	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	22	\$23,131,500	22	\$23,131,500
195	Thomas Lindsay Reishman	Compass	28.5	\$22,074,500	1	\$1,050,000	29.5	\$23,124,500
196	Kenneth C Germer	Compass	17	\$12,962,111	12.5	\$10,100,300	29.5	\$23,062,412
197	Brandon Hoffman	Redfin Corp	46.5	\$20,551,970	4	\$2,479,800	50.5	\$23,031,770
198	Sina Mollaani	The ONE Street Company	17	\$10,852,900	18	\$12,097,645	35	\$22,950,544
199	Amy E Wease	RLAH Real Estate	16	\$9,061,930	20	\$13,830,785	36	\$22,892,716
200	Cynthia L Howar	Washington Fine Properties, LLC	9.5	\$17,352,500	5	\$5,530,000	14.5	\$22,882,500
201	Justin Thomas DiFranco	TTR Sotheby's International Realty	9.5	\$19,706,950	2.5	\$3,146,000	12	\$22,852,950
202	Matthew L Modesitt	Redfin Corp	8	\$3,626,300	33	\$19,221,300	41	\$22,847,600
203	Kevin Gray	Compass	17	\$12,145,700	16	\$10,691,400	33	\$22,837,100
204	Melissa G Bernstein	RE/MAX Realty Group	25.5	\$14,845,250	10	\$7,932,562	35.5	\$22,777,812
205	Margaret M Ferris	Compass	12	\$12,712,500	16	\$9,976,180	28	\$22,688,680
206	Vincent E Hurteau	Continental Properties, Ltd.	16	\$8,415,400	18	\$14,256,000	34	\$22,671,400
207	Justin Tanner	RE/MAX Allegiance	13.5	\$11,612,164	16	\$11,036,750	29.5	\$22,648,914
208	Aret Koseian	Compass	8.5	\$4,354,000	35.5	\$18,264,800	44	\$22,618,800
209	Katie R Nicholson	RE/MAX Plus	32	\$14,485,685	19.5	\$8,027,153	51.5	\$22,512,838
210	John P. R. Lee	RE/MAX Success	18.5	\$13,115,389	13	\$9,317,004	31.5	\$22,432,392
211	Seth S Turner	Compass	12.5	\$7,606,250	23.5	\$14,822,744	36	\$22,428,994
212	Kenneth A Grant	RE/MAX Plus	10	\$4,347,800	57	\$18,027,730	67	\$22,375,530
213	Maribelle S Dizon	Redfin Corp	13	\$5,423,300	33	\$16,875,100	46	\$22,298,400
214	Michael A Gonzalez	Redfin Corp	2	\$720,000	37	\$21,552,300	39	\$22,272,300
215	Nicole Roeberg	Redfin Corp	1	\$415,000	29.5	\$21,771,840	30.5	\$22,186,840
216	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	33	\$14,703,215	14	\$7,404,500	47	\$22,107,716

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Neil W Bacchus	Long & Foster Real Estate, Inc.	24	\$13,796,900	13	\$8,151,230	37	\$21,948,130
218	Lise Courtney M Howe	Keller Williams Capital Properties	23	\$11,547,400	20	\$10,396,705	43	\$21,944,104
219	Elizabeth M Brent	Go Brent, Inc.	32.5	\$21,844,250	0	\$0	32.5	\$21,844,250
220	Kathy Xu	RE/MAX Realty Group	21	\$11,117,500	18	\$10,721,350	39	\$21,838,850
221	Eileen McGrath	Washington Fine Properties, LLC	7.5	\$20,685,000	0.5	\$1,137,500	8	\$21,822,500
222	Nicholas W Poliansky	Keller Williams Preferred Properties	46	\$15,140,199	21	\$6,636,560	67	\$21,776,760
223	Jason E Townsend	Keller Williams Capital Properties	20.5	\$12,439,135	15	\$9,269,775	35.5	\$21,708,910
224	Susan Van Nostrand	Compass	18	\$18,489,204	3	\$3,197,600	21	\$21,686,804
225	William T Gossett	Washington Fine Properties, LLC	8.5	\$11,528,000	8.5	\$9,950,900	17	\$21,478,900
226	Shuang Zhao	Signature Home Realty LLC	26	\$10,287,800	25	\$11,087,500	51	\$21,375,300
227	Renee M Peres	Compass	20.5	\$12,430,500	12	\$8,942,900	32.5	\$21,373,400
228	Gordon P Harrison	Compass	8.5	\$6,241,200	17	\$14,976,200	25.5	\$21,217,400
229	Catherine A Czuba	Compass	19	\$17,421,850	3	\$3,794,000	22	\$21,215,850
230	Annette H Sante	Redfin Corp	46	\$19,105,700	5	\$2,052,800	51	\$21,158,500
231	Lindsay W Lucas	Compass	10.5	\$9,670,100	10	\$11,454,523	20.5	\$21,124,624
232	Kerry E Fortune	Washington Fine Properties, LLC	10.5	\$8,970,359	9.5	\$12,086,750	20	\$21,057,108
233	Cheryl A Kurss	Compass	13	\$10,526,500	8.5	\$10,357,350	21.5	\$20,883,850

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Kornelia Stuphan	Long & Foster Real Estate, Inc.	10	\$12,290,140	7.5	\$8,576,000	17.5	\$20,866,140
235	Heidi E Hatfield	Washington Fine Properties, LLC	3.5	\$4,725,000	4	\$16,135,000	7.5	\$20,860,000
236	Daniel J Whitacre	Colony Realty	45	\$13,655,400	17	\$7,152,900	62	\$20,808,300
237	Dana S Scanlon	Keller Williams Capital Properties	16	\$10,675,482	17.5	\$10,118,750	33.5	\$20,794,232
238	Andrea S Alderdice	Long & Foster Real Estate, Inc.	16	\$12,206,650	13	\$8,490,750	29	\$20,697,400
239	Matthew A Burgan	RE/MAX One	49	\$16,440,100	15	\$4,225,705	64	\$20,665,804
240	Maulik B Dave	Redfin Corp	55	\$20,303,190	1	\$319,999	56	\$20,623,188
241	Elizabeth A Hughes	Compass	11.5	\$12,178,450	10	\$8,400,849	21.5	\$20,579,300
242	Russell E Chandler	Redfin Corp	45.5	\$17,835,648	5	\$2,682,279	50.5	\$20,517,928
243	Martin M Signore	Keller Williams Capital Properties	12	\$8,469,390	19	\$12,032,899	31	\$20,502,288
244	Edward Slavis	S&G Realty	21	\$14,039,097	13	\$6,399,415	34	\$20,438,512
245	Robert Jenets	Stuart & Maury, Inc.	18	\$16,868,500	4	\$3,535,275	22	\$20,403,776
246	Richard A Fox	RE/MAX Realty Centre, Inc.	16.5	\$6,605,235	31.5	\$13,773,300	48	\$20,378,536
247	Thomas N Mathis	Redfin Corp	28	\$12,211,993	14	\$8,161,700	42	\$20,373,692
248	Daniel Brewer	Compass	13.5	\$12,807,444	7.5	\$7,519,000	21	\$20,326,444
249	Dawn F Riley	RE/MAX One	47	\$18,759,796	3	\$1,546,500	50	\$20,306,296
250	Andrew A Peers	Compass	13.5	\$8,825,102	22.5	\$11,478,100	36	\$20,303,202

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