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

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► publisher's note

Happy New Year, Real Producers!

Now that the New Year is upon us, we can focus on our promised resolutions. Every year, we vow to make changes in order to better ourselves, our families and our lives. Regardless if it's quitting bad habits, weight loss, making more time for the family or a hobby, or even taking on larger goals at work, there are a slew of reasons why we come to the conclusion that we should implement these goals. Sometimes, though, our goals are too drastic or difficult or maybe life had other ideas for you to focus on — and they end up falling through or fading out.

The New Year brings change, which isn't always easy, and sometimes it can be hard to get motivated to embrace something new and different. Doing things "the way they've always been done" feels so much more simple and comfortable in many cases. Change can be good for us though, and sometimes even necessary.

The change concept can also be applied to your life in Real Estate. Maybe you have spent too much time operating in a certain direction or your business goals do not align with your personal goals. Change can be stressful and it has a rippling effect that touches everything that surrounds you. Sometimes change is unexpected and unwelcome — from rapidly evolving technology to new regulations and everything in between.

So how do we address change?? The only answer is *change*.

Change keeps businesses competitive. Implement new technology to improve operations, make eco-friendly changes to save on costs, use software to better track customers — make these changes because, after the initial rough patch of transitioning from one method to another, you will very likely see improvement.

Of course, sometimes we have a choice in making the change, and other times changes are simply thrust upon us. In either case, it is important to focus on not just the desired goals of your operations, but the necessary changes — whether you choose them or they choose you — that you must make for overall productivity.

Rather than shy away from change, I encourage you to embrace it. Why? Because that change can make you competitive. It can improve a previously lengthy or complicated process. In some cases, it can save you money and time by increasing efficiency. Other times, change is simply the only option to stay afloat during a challenge in the industry.

Stepping out of your comfort zone can prove to be very rewarding.

We wish all our Real Producers a very Happy New Year and look forward to seeing you at our 2020 New Year Kickoff Mixer on January 15th!

With Gratitude,



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PRESENTS

Golden Nuggets



Anna Mackler
Long & Foster Real Estate

“My current goal is to streamline things to work smarter, not harder. I want to achieve a positive work-life balance and provide a great quality of life for my family.”



David Wagner
RE/MAX Realty Centre

“The mistakes, faults, errors, wins, losses, embarrassments and joyful moments all create and shape who I am and have become. If you remove any of those actions or events, it changes the outcome or failure or victory that I’ve learned from. Every mistake creates a learning situation that may have been a loss then, but it’s a victory today.”



Amanda Claire
A. Claire Vision Photography

“I love finding new ways to help my clients personally or professionally. For example, I recently started making digital business cards for my personal branding clients. Ultimately, though, giving confidence to everyone that steps in front of my camera is everything. No matter their age

or gender, everybody deserves to feel good about themselves. The photographs we create are simply a visual reminder of that. My work is fulfilling because I create art that I love that makes people happy.”



Kristin Brindley
DC Metro Real Producers

“The New Year brings change, which isn’t always easy, and sometimes it can be hard to get motivated to embrace something new and different. Rather than shy away from change, I encourage you to embrace it. Why? Because that change can make you competitive... In some cases, it can

save you money and time by increasing efficiency. Other times, change is simply the only option to stay afloat during a challenge in the industry. Stepping out of your comfort zone can prove to be very rewarding.”



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What is the funniest holiday gift you've ever received?



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A 6'-tall cut-out of myself that said "Merry Christmas" in my voice.



ROSE BUCKLEY
US INSPECT

I had just graduated with a bachelor's degree in French, Italian and Spanish literature - having lived abroad during multiple semesters - and landed my first full-time job as a translator. That Christmas, my mom got me an "Instant Language Translator" (looked like a Game Boy). I thought it was a joke (as I just spent 4 years and \$45,000 at the University of Delaware to BE a language translator) but my mom was legitimately excited, saying "Now when you travel you can talk to the locals!" #stillconfused



DAN HOZHABRI
THE DAN HOZHABRI GROUP

When I was 5, all I wanted was a guitar. Christmas morning I wake up to find a gift wrapped and shaped like a guitar - so much so that I picked it up while wrapped and played air guitar on it. It turned out to be a snow shovel. Funny now...not when you're 5.



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A prank fart pillow.

AMANDA CLAIRE

A. Claire Vision Photography

▶▶ partner spotlight

Photos by **A. Claire Vision Photography**

Most photographers will tell you they started in photography because they loved taking pictures of friends and family, but Amanda Claire's story is a little different. When she was three, she was photographed by award-winning photographer Jeff Lubin. She loved the experience and admired the portraits he took.

As she grew up, she also enjoyed sitting and looking at her grandparents' wedding albums. They were magnificent black-and-white photos that looked like old Hollywood movie stills. Her great uncle had been the photographer, but he was also a press photographer who was assigned to the White House during the Kennedy era. While he died long before she was born, he inspired in her a passion for classic, quality photographs that would become heirlooms.

After attending college to study photography, Amanda Claire mentored under several world-renowned photographers, both locally and in New



Amanda Claire in her happy place, Paris.
Captured by Celine Chan Photographie.

York, before she branched out on her own. She wanted to set herself apart from what she saw happening in the photography industry. She watched as digital cameras brought in countless untrained 'photographers' and cheap digital printing. Having trained on film and in the darkroom, Amanda looks at

digital differently; she uses a digital camera, but prints with a true photographic process so her images will be preserved for generations. Clients immediately see the difference, from her artistry and skill to the quality of printing.

They also are often surprised how much fun they have at their sessions. Amanda carefully edits each photograph to create a unique collection for them, which is then turned into heirloom albums and wall collections, which may include fine art photography from her travels.

After a few years in business by herself, Amanda grew to the point of needing an assistant. Who could be better to hire than Mom? Amanda Claire's mom was an avid travel photographer, so Amanda knew it wouldn't be hard to teach her the skills of portrait photography. Thus, their team was born.





example, I recently started making digital business cards for my personal branding clients. Ultimately, though, giving confidence to everyone that steps in front of my camera is everything. No matter their age or gender, everybody deserves to feel good about themselves. The photographs we create are simply a visual reminder of that. My work is fulfilling because I create art that I love that makes people happy.”

Family and friends are very important to Amanda. She and her mom cook together all the time, something her sister also loves to do. “My dad has an incredible palate, so he makes a great taste tester.” Amanda is extremely close with both of her parents, claiming she and her dad are two peas in a pod. “We are so much alike, especially our sense of humor; we’re often racing each other to a punchline, somehow anticipating what’s coming.” They are big entertainers, taking every opportunity to have friends over, whether for a meal, to watch a football game, or just sit around and laugh with a bottle of wine and the people they love.

“When I can get away, Paris is always a good idea! Actually, given the opportunity, I’ll travel just about anywhere. If I can’t get away for a big trip, I love the theatre, music, reading, and watching tennis. I’ve been to New York for the U.S. Open many times, camera in hand, of course. All my adventures fuel my creativity, inspiring new ideas and energizing me when I get back to work.”

Amanda Claire measures success through the reactions of her clients. Terry handles client photo-reveal meetings, but as soon as they’re done, Amanda always asks, “Did I make them cry?” (Happy tears, of course.) “It makes me proud to be able to capture their personality in their pictures.”

Amanda also attributes success to the idea that, in a world dominated by instant gratification and mass media, quality still matters. While she utilizes social media and stays relevant in the digital age, she’s an old soul and knows that a beautifully printed heirloom photograph that lasts for generations will always be better than a Snapchat selfie.

To learn more or to book a private photo session with Amanda, contact her at:

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Terry Hinds serves as a model for test shots on every job.



Amanda Claire and Terry creating in the kitchen together; this is their board meeting.

Mom (Terry) studied posing techniques and drew inspiration from classic fashion magazine photographers like Annie Liebowitz. While Amanda says she often fires mom on the job, it’s always in fun, and they work well together. “Mom is my studio manager, partner, posing guru, and girl Friday.”



Mother-Daughter duo Amanda Claire and Terry Hinds having fun brainstorming as a team to improve and unify their vision.

Amanda Claire is committed to helping her clients feel confident in front of the camera, whether they want to improve their online presence with personal branding photos, stay current with a creative headshot, or update their family portraits. “I love finding new ways to help my clients personally or professionally. For

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▶▶ announcement!

Making Home Management A Cinch, HMS National Announces Rebrand

The Newly Rebranded Company Makes it Easier than Ever to Build Your Business While Giving Top-Tier Service to Clients



For more than 40 years, real estate professionals have looked to HMS National as a trusted partner, with thousands of agents and brokers around the country lauding the company's commitment to making selling and buying real estate an easier, more efficient process.

Now, Cinch Home Services — the HMS team's new brand image — is making things even more straightforward for consumers, while driving the entire industry forward.

Built upon more than four decades of proven experience and success, Cinch brings a refreshed approach to home management. Combining its predecessor's legendary customer-first philosophy with a host of modern tools, Cinch makes home care easy and pain-free, all while continuing to bring value to its countless national partners.

"Recent years have seen major changes in our industry, with turnkey, on-demand home management solutions becoming even more important to homeowners," said Steve Upshaw, CEO of Cinch. "We've dedicated considerable time and resources to meeting and anticipating these evolving needs, and now, after years of exponential growth, it was time to update our brand image to better match with our refreshed approach."

With long-standing connections and relationships with countless real estate organizations around the country, Cinch's real estate partners remain a key component of its business.

Boasting over 900 full-time staff members, Cinch has numerous highly specialized teams solely dedicated to ensuring agents and brokers win more and worry less. The company also makes things easier for real estate professionals and their clients through:

- Easy-to-use online tools:** from electronic forms to a digital dashboard everything real estate professionals need is at their fingertips
- Marketing and sales support:** local account executives and customizable marketing collateral help drive business
- Affordable coverage:** flexible, budget-friendly plans offer the right coverage for home buyers and sellers
- National network:** thousands of reliable, pre-screened service professionals
- 24/7 customer service:** online and over the phone

When asked about the significance of this brand change, Upshaw stated, "Cinch represents the start of a new chapter for our team and the industry as a whole. We've made some incredible strides in recent years and we look forward to continuing to advance as a company and provide stellar service and offerings."

To discover more about Cinch's approach to home protection, visit their Facebook, YouTube, and the *Easy Living by Cinch* blog. Real estate professionals can also go to www.cinch-homeservices.com/real-estate-pros to learn how Cinch can help grow your business.



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ANNA MACKLER

Talent & Hard Work

▶▶ rising star

By **Katie Moore**
Photos by **Ryan Corvello Photography**

“Hard work beats talent when talent fails to work hard.”

This is not only Anna Mackler’s favorite quote, but it embodies her drive and inspiring work ethic.

Anna has lived in the DC/MD/VA area most of her life and is intimately familiar with the area. She currently lives in Takoma Park with her two sons Luca (11 years old) and Émile (8 years old). It was changes in her life that brought her to this career — one that she has absolutely thrived in.

“I only wish I had done it sooner,” she exclaims. She is a partner, along with Barak Sky of The Sky Group of Long and Foster, helps to onboard new agents, had a volume of \$23 million last year, and was named Washingtonian’s Best Agent. And she’s just getting started.

“I am excited every day to get up and do what I do,” Anna states with a smile. “I love it. I work very hard. I have so much care and concern for my clients and I feel so privileged to help them; it is nothing I take lightly.”



...



“ I HONE IN ON WHAT I AM GOOD AT, AND IT FEELS SO GOOD TO REACH MORE PEOPLE AND TO DO BETTER.

Anna has a background in landscape design/build. “It is a huge bonus to my clients. For buyers, it’s helping them to envision the potential of what could be done, and for sellers, it’s about the greatest return on their investment and what changes they can make to achieve it,” she says. “I hone in on what I am good at, and it feels so good to reach more people and to do better.”

This sentiment also carries over to Anna’s passion for giving back. A Wider Circle, Washington Animal Rescue League and Casa of MD are a few of her favorite charities.

Anna longs to keep growing and keep refining her process. Technology that has helped her business are the apps Homesnap and Walkscore, and she also uses the CRM Boomtown. “My current goal is to streamline things to work smarter, not harder. I want to achieve a positive work-life balance and provide a great quality of life for my family.” Eventually, she wants to hire an assistant so that she can be in two places at once. Long term, Anna hopes to grow her business so that she can travel with family and friends a few times a year and relax while she is there.

With most of her family from Belgium, Anna spent summers there as a child. She also speaks French as her first language. “I still have so much family there. That is our go-to spot to go away to.” In her free time, Anna loves cooking, being outdoors, sewing (she used to want to be a fashion designer), traveling, going out with friends, and spending time at the beach.

But for now, she is hard at work, and is embracing all of the titles that she carries — caring, successful agent, amazing mother and daughter (her parents live only a block away), and leader. “I love my team and the energy they provide. They have become like family to me and we have a ton of fun! It is exciting knowing that my clients are well taken care of throughout the process.”

Anna Mackler is one of the most compassionate agents out there, but it is her drive and relentless grit and grace both in and out of the office that make her character second to none. She uplifts the industry. Merci beaucoup, Anna. Merci.

Anna can be contacted at 202-460-8786 and at anna@theskygroup.com.



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Chong Yi, CMPS, NMLS #198732
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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

DEREK HARMAN
The Yi Team

THEYITEAM.COM | derek@theyiteam.com
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NMLS: 882287

PGCAR Installs 2020 Officers & Directors



Yolanda Muckle
PGCAR 2020 President

FOR IMMEDIATE RELEASE

September 23, 2019

REALTORS®, friends and colleagues turned out in great numbers to attend the Installation Ceremony of PGCAR 2020 President Yolanda Muckle, (Associated with Long and Foster Real Estate in Mitchellville, MD). The event was held at Camelot in Upper Marlboro, MD on September 19, 2019 and Triscina Grey, from WHUR Radio (96.3) was our Mistress of Ceremonies for the evening. The evening was enchanted by the wonderful sounds of the Johnny Steele Band and the room was saturated with purple and silver, Yolanda's favorite colors. Yolanda will be taking the helm of PGCAR on October 1st and was installed by County Council Chairman Todd Turner. Maryland Association of REALTORS® President, John A. Harrison, installed the Officers and Directors at the event.

Muckle has served PGCAR in a number of capacities through the years most recently as President-Elect. During her many years of membership Mrs. Muckle has served on many PGCAR committees. She is always willing to take on any task to benefit the community and the Association.

President Muckle plans to enhance PGCAR's presence in the media during her year as President and will actively encourage the membership to participate in Association activities.



Prince George's County Association of Realtors Board of Directors featured Rachel Jeffries, Willie Rhone, Donald L. Frederick, Jr., Veera Phillips (Past President), Paul C. Lancaster (Treasurer), Shameeka Price (President-Elect), Melanie Gamble (Secretary), Dee Barino, Kenneth Fagan, Pamela Jenkins. Not pictured Sherman Hardy and Connie Stommel. On the stage is Triscina Grey (WHUR-FM Mid-Day personality) and Mike Graziano (PGCAR Executive Vice President).



Yolanda Muckle was installed by Prince George's County Council Chairman Todd Turner as the 2020 President of the Prince George's County Association of Realtors at the Camelot of Martin's on Thursday, September 19, 2019. Ms. Muckle's term commenced on October 1, 2019

Other installed officers and directors include:

Officers

President – Yolanda Muckle, Long and Foster Real Estate
President-Elect – Shameeka Price, Capital Structures Real Estate
Secretary – Melanie Gamble, exp Realty LLC
Treasurer – Paul "Carlos" Lancaster, Exit Right Realty
Past President Director – Veera Phillips, Keller Williams Preferred Properties

Directors

Dee Barino, Exit Landmark Realty
Kenneth Fagan, Long and Foster Real Estate
Donald Frederick, RE/MAX United Real Estate
Sherman Hardy, Exit Landmark Realty
Rachel Jefferies, Keller Williams Preferred Properties
Pamela Jenkins, Weichert REALTORS®
Willie Rhone, Weichert REALTORS®
Connie Stommel, Exit 1 Stop Realty

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CONTACT:

Yolanda Muckle, 2020 PGCAR President –
301-455-9081, yolanda@yolandamuckle.com
Mike Graziano, Executive Vice President –
301-306-7900, mike@pgcar.com

The Prince George's County Association of REALTORS® is the voice for real estate in Prince George's County, Maryland. Representing more than 3,000 real estate professionals in the national capital area, PGCAR is an affiliate of the Maryland and National Association of REALTORS®. We are proud to serve our members and our community and work to ensure professionalism in the industry. Our volunteers and staff work to offer services to real estate professionals and to provide avenues for our members to become more successful. We proudly work to promote and protect home ownership and private property rights.

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MASTER THE MEDIA



By Christina Daves

How To Get In The Media

Let's kick off 2020 by landing you in the media! It's really as simple as following the steps below. There is no easier way to get in front of hundreds of thousands of potential customers than through M-E-D-I-A.

M-ake it interesting – the media wants interesting stories. Think about what you want to read in print or see on television. Give them a great hook and tell a story that is unique and interesting.

E-ntertain the audience – who wants a boring story? It's your job as an expert in the media to entertain the reader or viewer. Give them good quotes in print or good energy on television. Make them love you and your expertise and leave them wanting more.

D-eliver value – as an expert in the media, it's up to you to provide value. The audience is expecting something from you so give them some great nuggets of information they can take with them.

I-nformative – be informative. Show up as an expert in real estate. Give information that can help the audience. Do your homework and provide statistics, trends, or studies that back your story.

A-wesome – be awesome! When you are a good interviewee or a good television guest, the media wants to work with you again. A print journalist or television producer will add you to their expert list and reach out to you again.

The key to landing in the media is to make it interesting, entertain the audience, deliver value, and be both informative and awesome. Remember, the media today is 24/7/365. They actually need us more than we need them. If you can become a resource by following the steps above, the media will welcome you into their tribe. Can't wait to see you in the M-E-D-I-A!



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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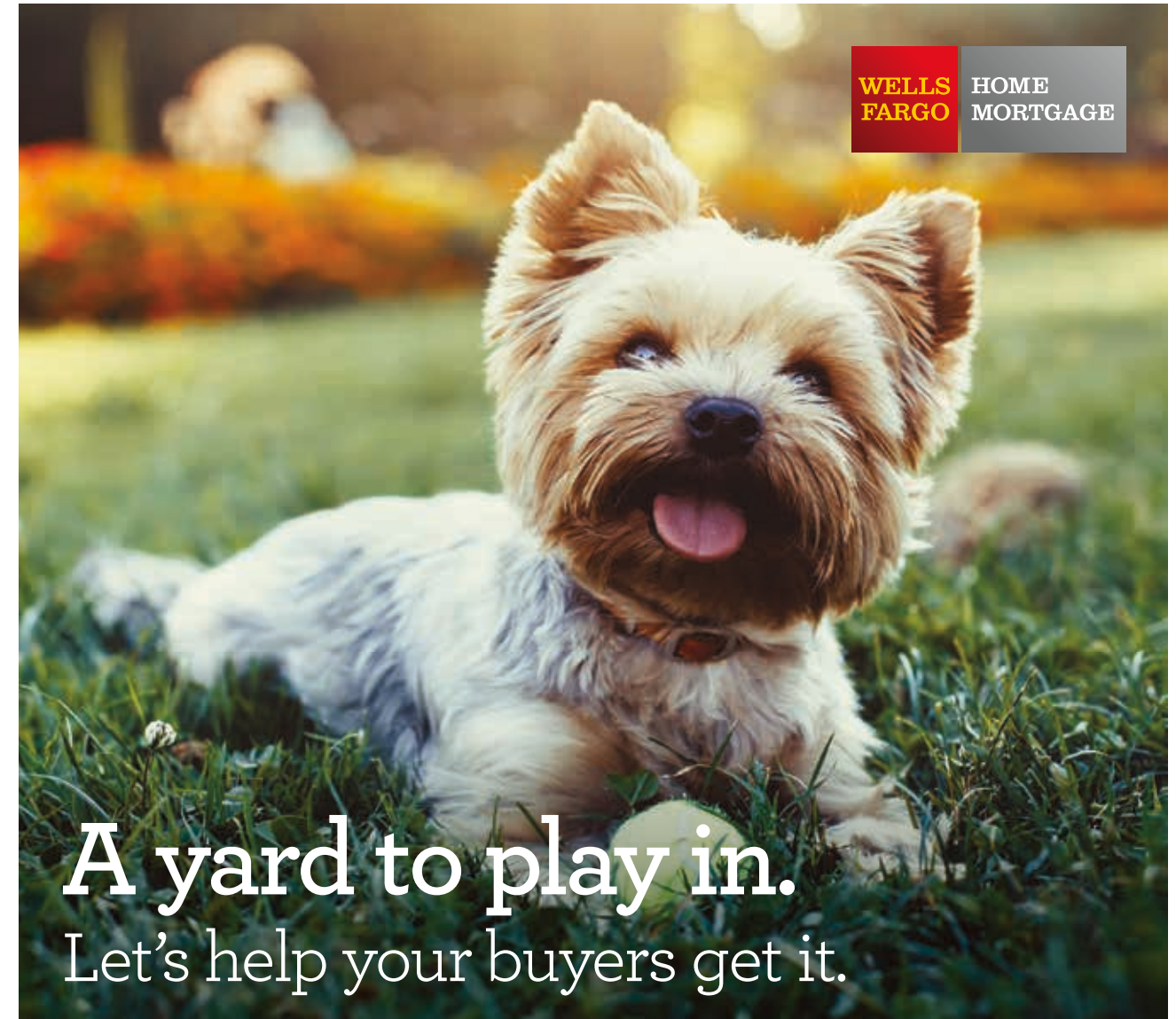
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By Katie Moore
Photos by Ryan Corvello Photography

DAVID WAGNER



The Wagner Family
(David, John, Henry and Emily)

— It's A Cool Life —



**“The road to a friend’s house is never long.”
(Danish proverb)**

David Wagner is a man with many passions.

He is passionate about giving back, spending time with family and friends, caring deeply

about his clients, striving to work on his personal growth, cheering for the Nats, and occasionally getting in a round of golf. And he lives a life of no regrets.

He describes a cool life as one that is, “Full of friends, family and partners who support you. A business that you can enjoy being a part of. Knowing that you can make an impact and help change someone’s life through work,” he states. “Having a business that can build wealth and a promising future for your family all while helping people you care about.”

David grew up in a home with a father who is a self-employed entrepreneur and a mother who works as an administrator in a real estate office, so real estate was always a part of their family dynamic. He decided to take a different path and initially went to law school. “I thought, this is going to be awesome. And it wasn’t. I went back to what I was trying to get away from.” So he left law school to pursue a career in real estate. “I always wanted to help and serve people, and I decided at a young age I wanted to go against the grain. Realizing the aspects of law — negotiation and contracts — could still be applied into what I do. I take what I learned from law school and apply it to my business, but do it on a more personal level that I enjoy and feel more passionate about.”

He decided to try doing what he knew and he crushed it. He loves finding

what his clients are looking for before they even know what that is. He has strived to maintain a true work-life balance in being there for his wife Emily and two children, Henry (5 years old) and John (3 years old), while being a top producing agent with the Wagner Home Group of RE/MAX Realty Centre.

“Real estate is often a hard, cold, and number-driven business. I try to show empathy and compassion and care about my clients’ wants and needs versus it being purely number-driven,” he affirms. “You have to listen to them and what they are trying to accomplish. Ask questions and actually listen to what they say. WHY are they moving? WHAT are they looking for and WHY is that important to them? If you take a few extra moments to actually listen and care, it’s a very different experience.”





Emily and David Wagner

David runs an almost entirely referral-based business. For new agents starting out, his advice would be to figure out a niche and to take care of it yourself. He is persistent, authentic and has learned a tremendous amount along the way. Most importantly, he believes in failing forward. "The mistakes, faults, errors, wins, losses, embarrassments and joyful moments all create and shape who I am and have become. If you remove any of those actions or events, it changes the outcome or failure or victory that I've learned from. Every mistake creates a learning situation that may have been a loss then, but it's a victory today," he exclaims. "Don't move on from it — embrace it. Failing means you put yourself out there versus holding back and wondering what could have been."

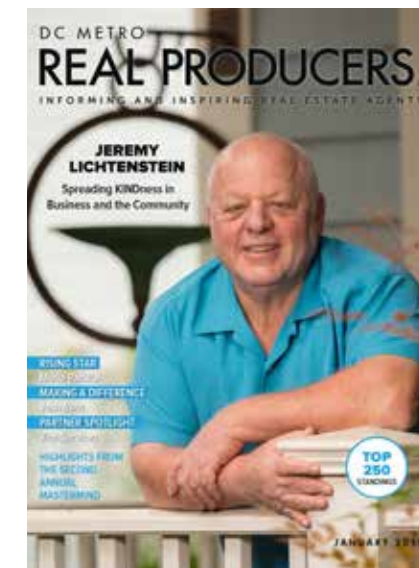
Inspiring words from a friend to all and one of the most inspiring in the business.

David can be reached at david@wagnerhomegroup.com and you can also find him online at www.wagnerhomegroup.com.



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OUR STARS OF 2019

▶▶ cover story

With 2019 in the rearview mirror, we'd like to reflect on the very special, super successful Real Producers who have shared their inspiring stories with us at DC Metro Real Producers over the last 12 months. We are pleased to bring you some of the many highlights from our 2019 cover stories. A big thank you to these amazing agents and, of course, to our DC Metro Real Producers readers! If 2019 is any indication, there are great things to come in 2020!

January 2019

JEREMY LICHTENSTEIN RE/MAX Realty Services

Jeremy Lichtenstein is a well-known figure in Montgomery County – not only as one of the premier Realtors® in the region (he is one of the highest-ranking RE/MAX agents in the country), but as a generous businessman making a profound difference in the lives of children throughout the community.

Jeremy conceived the idea to start his charity, KIND (Kids In Need Distributors), in 2012 after learning that 35 percent of children in the Montgomery County school system are on the Free and Reduced Meal program (FARM), which equates to more than 55,000 food-insecure children. Even though children in this program receive breakfast and lunch at school, there are no provisions for after school or week-ends. Many of these children go home

to empty cabinets and refrigerators and sometimes don't eat for an entire weekend. Jeremy was astonished that the numbers could be so high, especially in Montgomery County, one of the wealthiest counties in the country.

KIND is an all-volunteer program that distributes food to these disadvantaged children. Every six weeks, at least 50 to 60 volunteers from a list of more than 150 mobilize to coordinate the transport of up to 90,000 food items purchased from Costco in Wheaton. Once at the school, more volunteers help sort items into individual bags which are discreetly slipped into needy students' backpacks each Friday.

"The whole community, both young and old, rich or poor, wants to make KIND work. We started with one school, 37 kids, and a budget of \$3,000. Today, we're feeding 2,200 kids at 26 different schools with a budget of over \$300,000," Jeremy says.



"My success in real estate enabled me to provide the initial funding to start KIND, and now gives me the platform to expand it. The most rewarding part of being successful is being able to give back to the community. You do well so you can do good," he says.

February 2019

ELAINE KOCH Long & Foster | Christie's International Real Estate

Elaine Koch is a commanding force in the D.C. metro real estate arena. With more than 30 years of experience, her reputation as a respected, trustworthy, and experienced REALTOR® is known throughout the region.

Elaine leads her own dynamic team of professionals who are recognized as one of the leading real estate groups in the D.C. metro region. She is most passionate about the prospects of

growing her business and mentoring the agents on her team.

"That piece of the business — the everyday interaction with my agents, coming to me for advice, seeking my opinion and guidance — is so personally rewarding. It is gratifying to be able to help them with their business, help them succeed, and see how happy they are when they have a win."

"Being remembered as that person who had a reputation as one of the best real estate agents in the industry would mean a lot to me. I think I'm there, but I know I will never stop striving to be the best for my clients and my team."



March 2019

MYNOR HERRERA Keller Williams Capital Properties

Mynor Herrera was born and raised in D.C. and has lived inside the Beltway his entire life. His upbringing as the proud son of Guatemalan parents was the catalyst for his tireless work ethic and ambition to succeed.

"My dad always told me that, as a Latino, I would have to be better than everyone else just to be considered equal. He told me that I would not just be representing my family and school,

I would also be representing our entire race. It was a huge responsibility, but it's one I took head on, and I still do," Mynor shares.

By age 30, Mynor owned three properties. He graduated first in his class at the Weichert Real Estate Academy, and within six weeks, he sold his first home. By his second year, he was the No. 1 agent in his office, producing \$10 million in sales. Currently in his 12th year as an agent, he is ranked among the top one percent of all REALTORS® nationwide and is recognized as one of the nation's top 250 Latino real estate agents.



April 2019

BRENT JACKSON & ROB SANDERS
TTR Sotheby's International Realty

Rob and Brent met through a mutual friend. "When he partnered us up together, he said we would be a perfect fit because we're night-and-day different," says Brent.

However, when it comes to real estate, they are unified in their shared passion for redefining real estate in the Washington, D.C., metropolitan area. Their vision took shape immediately once they established their partnership in 2007.

Rob and Brent's work and personal styles differ, which they say benefits the partnership. Brent is an early riser and prefers to stick to a strict schedule, and Rob frequently burns the midnight oil. "Because of our different work habits, our clients can reach us from 4 a.m. to midnight every day, virtually around the clock.

Today, The Rob & Brent Group is well known in the region and consistently ranks among the area's top producers. The team has had over \$100 million in sales a year the last two years. "We're focused on customer service first and results second. If your main focus is on the customer, results will naturally fall into line."



June 2019

BARAK SKY
Long and Foster Real Estate

Barak Sky is the charismatic managing partner of The Sky Group of Long & Foster Real Estate in Bethesda. He began his real estate career in 2008 and has since increased his annual sales volume by double-digit margins each year. He is the 2013 recipient of REALTOR® magazine's prestigious "30 under 30" honor — a national award given to 30 REALTORS® under the age of 30 based on sales volume, innovation, and community service.

Barak has built the foundation of his business on what he refers to as "The

Sky Group Culture" — created for both his team and his clients. "I try to connect with people on a deeper level and understand their expectations. I go in with the mindset that my team and I are going to do everything in our power to ensure they achieve their real estate goals."

Barak advises agents to commit 100 percent if they're going to make it in real estate. "If you're not mentally committed to making this a successful career, if there's any doubt in your mind, you will not be successful. You've got to be all in, and know that this is going to be your passion and what you're going to do."



May 2019

MARJORIE DICK STUART
Keller Williams Capital Properties

Marjorie Dick Stuart is not afraid to be different. It's part of her persona and lifestyle and the cornerstone of her imaginative and innovative approach to marketing. "You don't need to do what everyone else is doing. Make your own sales model, create your own logo—be you! Let your life be your brand," she says.

Marjorie got her license and launched her real estate business in 1980. In her first twelve months, she sold nineteen properties and quickly earned a reputation for her extraordinary negotia-

tion skills. Her bottom line is to ensure her clients have their best shot to beat the competition for their dream home or to get more money when it's time to sell. Together with her husband, they have steadily grown their business year after year. Marjorie is the No. 1 Agent in the Keller Williams DC/Maryland Region and the Top Agent at Keller Williams Capital Properties.

Marjorie's current passion is to use her experience and expertise to help upgrade the real estate industry. "I don't want to see agents do what I did—work 100 hours a week, burn out, and quit. When I came back, I was determined to work differently. I changed my attitude, changed my business style, and tripled my income."



July 2019

KEN ABRAMOWITZ
RE/MAX Town Center

"My background was in running medical companies—a very orderly, predictable business. Real estate was its polar opposite. I figured real estate would be just like any other new venture—work my tail off for a couple of years and then I'd be good. Little did I know!"

"The most challenging part for me was all mental. You start with a transaction and then it is a whirlwind of motion, lots of moving parts, lots of people involved, LOTS of emotional ups and downs. This profession has really taught me to manage my mental

state and my emotions!" Ken says that "time out of the game is invaluable, at least a long weekend every quarter to clear your head." One of the ways Ken unwinds is by escaping to the backroads on his Harley, preferably listening to his favorite rock bands from the '70s and '80s.

The most significant priority in Ken's life is his family. "It was important for me to have a career where I could succeed in business, but also have the flexibility where I could attend my oldest daughter's opera performances, my son's swim meets, or my daughter's field hockey games in New Jersey. Real estate lets me share in my family's special moments and accomplishments."

August 2019

JOHN LESNIEWSKI
RE/MAX United Real Estate

When John was 18, he began working part-time with his brother, Jack, who was focusing on VA foreclosures. [Jack] said, 'I need you to come work with me.'" At 22, John accepted his proposition and has never looked back. "I'm fortunate to have him as a brother, mentor, and business partner," he says.

In 2008, the [RE/MAX] office John had worked at for two decades closed its doors. He doubled down on his work in real estate, opening his own office — RE/MAX United Real Estate.

His brother Jack went in with him as his partner. Today, RE/MAX United Real Estate has 50 agents and three staff members.

Besides selling real estate as an agent, John is a broker, owns a property management company, and runs John L's Investor Academy, where he partners with other agents on their investments.

"Agents go hunt for houses, find deals, and bring them to me. If it's a good deal, I provide money for acquisition and renovation, and we split profits 50/50. Who doesn't want to be a real estate investor? But many agents don't have the money or expertise, [so] it's a win-win-win."



October 2019

CANCER AWARENESS
Inspiring Stories From Our Community

October was National Breast Cancer Awareness Month, which reminded us to salute breast cancer survivors, as well as all those who have struggled with cancer. The courage and determination to beat the odds shown by cancer survivors in our Real Producers community is awe-inspiring. That many have forged ahead with their businesses regardless is simply stunning. In October 2019, we were privileged to have been able to

share the cancer survivor stories of the following members of our Real Producers community:

- Melanie Gamble**, of eXp Realty, LLC
- Adam Gelb**, of Long and Foster Real Estate
- Eva Benedict for Holly Francis O'Neill** (Eva of Town & Country Movers, Holly of My Marketing Matters)
- Dyema LaMar**, of Keller Williams Capital Properties
- Silvana Dias**, of Long & Foster
- Luis Cardenas**, of Bargain Movers
- Judy Glazer**, of CENTURY 21 Redwood
- Brian McGuinness**, of JK Moving Services



September 2019

LEE MURPHY
Washington Fine Properties

For Lee, a career in real estate provides the perfect balance: Empowering her to achieve her ambitions, while serving as the conduit for others to realize their dreams. Since she began her career 17 years ago in 2002, Lee has reached a career volume of more than \$300 million. Last year, her volume was nearly \$37 million, and her awards are numerous.

"I've worked very, very hard to get to this point. In the beginning, a 60-hour-plus work week for me was

standard. Every week, every year, year after year after year. Determination is key. You need to chart a path that is built on integrity and honesty and never veer from that course. I see this as a 'must,' not as a goal or a target, but something imperative that has to be met 100 percent every day and always."

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



November 2019

VETERANS APPRECIATION
Honoring Military Veterans In Real Estate

November was National Veterans and Military Families Month. DC Metro Real Producers proudly presented the following Veterans in our real estate community and their significant contributions as American service members, as well as their families and loved ones:

- Carey C. Riel**, The Mortgage Link, Inc., U.S. Marine Corps.
- John A. Breast**, TTR Sotheby's International Realty, U.S. Navy

- Carl Franceski**, Long & Foster Real Estate, U.S. Army
- Frank Mena**, Long and Foster Real Estate, U.S. Marine Corps.
- Brian Keith Bailey**, Bailey's Professional Services, U.S. Air Force and Air National Guard
- David L. Rouse**, Barsch Realty, U.S. Army
- Edward Slavis**, The Slavis Group of S&G Realty, U.S. Marine Corps.
- Eric Broermann**, Compass, U.S. Air Force and Reserves
- Dyema LaMar**, Keller Williams Capital Properties, U.S. Army
- Brian E. McGuinness**, JK Moving Services, U.S. Army
- Karen Kennard**, eXp Realty, LLC, U.S. Air Force

...

December 2019

DANA RICE
Compass

A professed Maryland girl to her core, Dana Rice has been licensed for six years now and joined the Compass team four years ago. A former Rising Star in this magazine, Dana is growing lightning fast. What has changed since her debut on these pages?

“I’m starting to figure out how special my team is — they are the best. I mean, really, we have an amazing, collaborative dynamic!” The team sets their goals high, holds each other accountable, and truly cares about the entire team’s success.

Things have never been better for Dana, thanks in part to a friend and client, Jennifer McCollum, CEO of Linkage — a women’s global leadership company that specializes in corporate visioning. Jennifer has graciously been working with the team once a year and they recently reviewed their goals from last year. All those fantastic milestones Dana has been dreaming of have come to fruition.

But to date, Dana’s most prized award has come from Compass. They asked all agents who they would personally want to list their home and they chose Dana, earning her the affectionate title “Ms. Compass.”



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By Karen Wenner Cooper

Don't try to manage your time, learn to

MASTER IT. Part 3



In part one, we covered the importance of the concept of yes = no, and last month we were super tactical with “do, delegate, delete.” Today, we are going to talk about establishing boundaries.

Boundaries may sound like a dirty word to Realtors® or, more likely, you may be scratching your head and wondering how in the world it is possible to establish boundaries and still provide great service to your clients.

Get ready. You may want to sit down for this...

Your value is not in your availability.

There is so much more value that you bring to your clients than in being available 24/7. So with that in mind, let's set some boundaries, shall we?

First, I want you to be the boss of your schedule. You are a professional; act like it. Never ask a client or prospect when they would like to meet. Offer two options, and 99 percent of the time they will choose one of them. And now you have set the expectation that you are a professional and they need to work within your schedule.

Second, realize that when you answer the phone or respond to the text message or email at 6 a.m. or 11 p.m., you are teaching your clients (and others in

your life) that this is a great time to reach you. For me, I have chosen this cut-off to be around 8 p.m. at night and around 8:30 a.m. in the morning. Of course, there are always exceptions (like negotiating a contract or emergencies), but, for the most part, when I get that late-evening call or text, I reply to say that I am settling in for the evening, ask if it is urgent and, if not, may I call them in the morning. I've never had it turn out to be urgent, and once you provide this response once you won't have to provide it to the same client again.

When it comes to appointments, EVERYTHING you do is an appointment. Whether it is a meeting with clients or a dentist appointment for yourself, or maybe date night or attending your child's baseball game, they are all appointments. You don't need to explain or discuss otherwise with anyone.

Lastly, have some boundaries for yourself. It can be far too easy to “work from home,” and before you know it you are doing laundry, watching the

news, scrolling Facebook, running errands. Next thing you know the day is gone and you've done nothing to move your business forward. Establishing a rhythm or framework for your work-day can help you to stay focused.

Boundaries aren't a bad thing. In fact, they can help you to be more productive and balanced, which leads to providing a higher level of care and service for your clients. And isn't that what it's all about?



Karen Wenner Cooper is a wife, mom of 3 boys, real estate veteran, and owner of the 31-woman (and 1 brave man!)-strong Platinum

Group Real Estate team at Pearson Smith Realty, located in Leesburg, Virginia. She is the founder of Empowering Women In Real Estate, a nationwide group of 10,000+ women, and is the principal behind Empower Coaching by Karen Cooper, providing coaching and marketing systems for Realtors®. Connect with Karen on Instagram @karen.w.cooper.



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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Jennifer S Smira	Compass	79.5	\$69,332,160	80	\$57,811,744	159.5	\$127,143,904
2	Nancy W Taylor Bubes	Washington Fine Properties, LLC	39	\$84,631,680	12.5	\$38,225,760	51.5	\$122,857,440
3	Michael W Rankin	TTR Sotheby's International Realty	20	\$49,950,164	23	\$59,998,500	43	\$109,948,664
4	Jay A Day	Real Estate Teams, LLC	202.5	\$87,970,000	55	\$20,591,012	257.5	\$108,561,016
5	John T Kirk	Tower Hill Realty	180.5	\$98,186,344	6	\$3,949,900	186.5	\$102,136,248
6	Alejandro Luis A Martinez	RE/MAX Elite Services	92	\$34,902,328	204	\$66,056,816	296	\$100,959,144
7	Barak Sky	Long & Foster Real Estate, Inc.	48.5	\$37,355,036	83	\$60,385,948	131.5	\$97,740,984
8	Hans L Wydler	Compass	57	\$64,068,340	28.5	\$26,585,464	85.5	\$90,653,808
9	David R Getson	Compass	43	\$28,087,840	92	\$59,722,440	135	\$87,810,280
10	Dana Rice	Compass	40.5	\$41,866,540	40.5	\$40,963,764	81	\$82,830,304
11	Marc Fleisher	TTR Sotheby's International Realty	28	\$59,934,984	8	\$22,357,976	36	\$82,292,960
12	Wendy I Banner	Long & Foster Real Estate, Inc.	32.5	\$41,443,900	44.5	\$39,178,352	77	\$80,622,248
13	Nathan J Guggenheim	Washington Fine Properties, LLC	41	\$26,096,052	54.5	\$48,892,848	95.5	\$74,988,904
14	James M Coley	Long & Foster Real Estate, Inc.	38	\$32,006,700	45	\$39,743,092	83	\$71,749,792
15	Tyler A Jeffrey	Washington Fine Properties, LLC	9.5	\$7,925,750	70	\$62,556,800	79.5	\$70,482,552
16	Trent D Heminger	Compass	83	\$54,670,680	17	\$14,095,450	100	\$68,766,128
17	Nurit Coombe	RE/MAX Elite Services	36	\$26,856,684	63.5	\$40,901,796	99.5	\$67,758,480
18	Avi Galanti	Compass	29.5	\$36,634,700	23	\$28,652,196	52.5	\$65,286,896
19	Melinda L Estridge	Long & Foster Real Estate, Inc.	35	\$29,529,340	46	\$34,273,432	81	\$63,802,768
20	Erich W Cabe	Compass	35	\$32,460,224	41	\$31,189,276	76	\$63,649,500
21	Thomas S Hennerty	NetRealtyNow.com, LLC	166	\$58,153,412	15	\$4,929,450	181	\$63,082,860
22	Christine R Reeder	Long & Foster Real Estate, Inc.	97	\$36,083,072	80.5	\$26,845,798	177.5	\$62,928,872
23	Norman S Domingo	XRealty.NET LLC	154	\$62,009,160	0	\$0	154	\$62,009,160
24	James Bass	Real Estate Teams, LLC	90	\$33,521,742	79	\$26,881,028	169	\$60,402,772
25	Brittany Dawn Newman	Dan Ryan Builders Realty, LLC	117	\$43,520,371	40	\$16,198,991	157	\$59,719,364
26	Kimberly A Cestari	Long & Foster Real Estate, Inc.	42.5	\$46,793,000	11.5	\$10,866,635	54	\$57,659,636
27	Kira Epstein Begal	Washington Fine Properties, LLC	26.5	\$22,663,750	33.5	\$31,293,800	60	\$53,957,552
28	Nancy S Itteilag	Washington Fine Properties, LLC	22.5	\$31,562,850	11	\$20,575,350	33.5	\$52,138,200
29	Joel S Nelson	Keller Williams Capital Properties	33	\$31,348,300	21.5	\$19,824,656	54.5	\$51,172,956
30	Preston E Innerst Jr.	EYA Marketing, LLC	32	\$39,681,220	10	\$11,190,805	42	\$50,872,024
31	Nathan B Dart	RE/MAX Realty Services	58.5	\$24,288,204	50	\$26,346,048	108.5	\$50,634,252
32	Antonia Ketabchi	Redfin Corp	16	\$9,726,400	51	\$40,716,648	67	\$50,443,048
33	Chelsea L Traylor	Redfin Corp	85	\$48,882,572	2	\$1,021,500	87	\$49,904,072
34	Christie-Anne Weiss	TTR Sotheby's International Realty	13	\$34,159,500	6.5	\$15,398,500	19.5	\$49,558,000

Disclaimer: Information based on MLS closed data for residential sales in Washington, D.C., Maryland, and Virginia by agents licensed in our service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland as of December 4, 2019, for sales from January 1, 2019 to November 30, 2019. Numbers not reported to the MLS by the date the information is pulled are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Eric P Stewart	Long & Foster Real Estate, Inc.	56.5	\$41,347,076	12.5	\$7,222,500	69	\$48,569,574
36	Robert A Sanders	TTR Sotheby's International Realty	29	\$28,506,004	18	\$19,980,300	47	\$48,486,304
37	Brent E Jackson	TTR Sotheby's International Realty	25.5	\$25,510,290	22	\$21,533,680	47.5	\$47,043,968
38	Jane Fairweather	Long & Foster Real Estate, Inc.	37.5	\$35,081,204	9	\$11,866,350	46.5	\$46,947,552
39	Daniel M Heider	TTR Sotheby's International Realty	12.5	\$23,376,950	19.5	\$22,012,550	32	\$45,389,500
40	Margaret M Babbington	Compass	16.5	\$11,643,224	46.5	\$33,292,240	63	\$44,935,464
41	Troyce P Gatewood	RE/MAX Results	41.5	\$17,529,838	72	\$26,885,776	113.5	\$44,415,612
42	Jonathan D Taylor	TTR Sotheby's International Realty	10.5	\$22,824,776	7	\$20,627,550	17.5	\$43,452,324
43	Jonathan S Lahey	RE/MAX Fine Living	60.5	\$19,274,590	63	\$23,988,032	123.5	\$43,262,624
44	Russell A Firestone III	TTR Sotheby's International Realty	9	\$12,371,000	11	\$30,384,500	20	\$42,755,500
45	Meredith L Margolis	Compass	13.5	\$13,684,059	36	\$28,723,848	49.5	\$42,407,908
46	Rong Ma	Libra Realty LLC	6	\$4,536,000	54	\$37,606,300	60	\$42,142,300
47	Mark D McFadden	Compass	8	\$20,901,000	12	\$21,233,600	20	\$42,134,600
48	Michelle C Yu	Long & Foster Real Estate, Inc.	44.5	\$34,201,524	13	\$7,365,950	57.5	\$41,567,476
49	Marjorie S Halem	Compass	28.5	\$27,215,400	15.5	\$13,962,600	44	\$41,178,000
50	Andrew Riguzzi	Compass	30	\$25,993,568	18	\$14,788,900	48	\$40,782,468
51	Sheena Saydam	Keller Williams Capital Properties	31.5	\$14,316,802	49	\$25,516,512	80.5	\$39,833,312
52	Judy G Cranford	Cranford & Associates	17.5	\$11,478,100	32	\$28,259,200	49.5	\$39,737,300
53	Victor R Llewellyn	Long & Foster Real Estate, Inc.	36.5	\$17,999,580	39	\$21,699,540	75.5	\$39,699,120
54	Frederick B Roth	Washington Fine Properties, LLC	10	\$18,114,290	12	\$21,574,000	22	\$39,688,288
55	Lawrence M Lessin	Homes By Owner, Inc.	113	\$39,452,950	1	\$86,400	114	\$39,539,350
56	Sheila R Pack	RE/MAX Roots	84	\$23,556,700	50	\$15,902,533	134	\$39,459,232
57	Thomas K Paolini	Redfin Corp	19.5	\$12,709,500	34	\$26,496,500	53.5	\$39,206,000
58	Robert H Myers	RE/MAX Realty Services	44	\$18,864,000	43.5	\$20,198,708	87.5	\$39,062,708
59	Kara K Sheehan	Washington Fine Properties, LLC	11	\$25,235,620	6	\$13,764,200	17	\$38,999,820
60	Anslie C Stokes Milligan	McEneaney Associates, Inc.	21.5	\$15,441,425	26.5	\$23,452,156	48	\$38,893,580
61	Maxwell E Rabin	TTR Sotheby's International Realty	19	\$25,627,276	16	\$13,205,880	35	\$38,833,156
62	Mehrnaz Bazargan	Redfin Corp	67	\$35,787,648	3	\$2,394,000	70	\$38,181,648
63	Michael R Brennan	TTR Sotheby's International Realty	28	\$24,414,124	13	\$13,746,625	41	\$38,160,752
64	Tamara E Kucik	Tower Hill Realty	44	\$23,868,550	26.5	\$13,887,190	70.5	\$37,755,740
65	Anne C Killeen	Washington Fine Properties, LLC	18.5	\$23,561,500	9.5	\$14,111,250	28	\$37,672,752
66	Tim Barley	RE/MAX Allegiance	21	\$17,115,250	27	\$20,485,020	48	\$37,600,272
67	Tina C Cheung	EXP Realty, LLC	17	\$8,161,100	65.5	\$29,073,096	82.5	\$37,234,196
68	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	60.5	\$30,393,212	10.5	\$5,407,500	71	\$35,800,712
69	Roby C Thompson III	Long & Foster Real Estate, Inc.	24.5	\$20,408,680	16	\$15,166,200	40.5	\$35,574,880
70	Lauren E Davis	TTR Sotheby's International Realty	13	\$15,190,500	14	\$20,308,680	27	\$35,499,180
71	Hazel Shakur	Redfin Corp	91	\$33,936,300	2	\$1,235,438	93	\$35,171,736

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Robert G Carter	Compass	17	\$9,155,600	37.5	\$25,997,650	54.5	\$35,153,248
73	Carolyn N Sappenfield	RE/MAX Realty Services	18	\$20,305,850	15	\$14,671,960	33	\$34,977,808
74	Carlos A Garcia	Keller Williams Capital Properties	25.5	\$19,174,736	24	\$15,537,800	49.5	\$34,712,536
75	Marshall Carey	Redfin Corp	52	\$32,048,970	4	\$2,330,000	56	\$34,378,968
76	Gail E Nyman	RE/MAX United Real Estate	60.5	\$28,337,324	9	\$5,210,800	69.5	\$33,548,124
77	John L Lesniewski	RE/MAX United Real Estate	68.5	\$25,828,724	17.5	\$7,475,695	86	\$33,304,420
78	Daryl Judy	Washington Fine Properties ,LLC	14	\$18,803,492	12.5	\$14,468,400	26.5	\$33,271,892
79	Lori Maggin	Rory S. Coakley Realty, Inc.	11	\$16,577,990	11	\$16,549,860	22	\$33,127,850
80	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	39	\$11,063,650	63	\$21,499,320	102	\$32,562,968
81	Lisa C Sabelhaus	RE/MAX Town Center	40.5	\$18,033,478	32.5	\$14,424,249	73	\$32,457,728
82	Bryan Kerrigan	Redfin Corp	64	\$29,933,600	2	\$2,140,000	66	\$32,073,600
83	D'Ann K Lanning	Compass	48	\$29,516,178	4	\$2,554,900	52	\$32,071,078
84	Pamela B Wye	Compass	15.5	\$15,048,545	15.5	\$16,725,000	31	\$31,773,544
85	Lisa R Stransky Brown	Washington Fine Properties, LLC	12	\$11,208,500	20	\$20,263,688	32	\$31,472,188
86	Charles Dudley	Compass	18	\$10,948,495	27.5	\$20,347,600	45.5	\$31,296,096
87	Lee Murphy	Washington Fine Properties, LLC	12	\$11,874,250	16	\$18,856,490	28	\$30,730,740
88	Todd A Vassar	Compass	11	\$7,120,613	25.5	\$23,525,000	36.5	\$30,645,612

Disclaimer: Information based on MLS closed data for residential sales in Washington, D.C., Maryland, and Virginia by agents licensed in our service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland as of December 4, 2019, for sales from January 1, 2019 to November 30, 2019. Numbers not reported to the MLS by the date the information is pulled are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Cheryl R Leahy	Long & Foster Real Estate, Inc.	19	\$18,360,864	16	\$11,594,026	35	\$29,954,892
90	Sergei A Goumivlevski	RE/MAX Realty Services	23	\$10,206,824	29	\$19,691,284	52	\$29,898,108
91	Bradley J Rozansky	Long & Foster Real Estate, Inc.	23.5	\$24,518,184	6	\$5,291,500	29.5	\$29,809,684
92	Loic C Pritchett	TTR Sotheby's International Realty	16	\$15,727,188	15	\$13,888,400	31	\$29,615,588
93	Patricia G Mills	RE/MAX Achievers	65	\$21,088,778	26	\$8,516,487	91	\$29,605,266
94	Scott J Swahl	Redfin Corp	54	\$26,266,900	5	\$3,090,000	59	\$29,356,900
95	Thomas F Faison	RE/MAX Allegiance	22.5	\$20,922,414	7.5	\$8,200,000	30	\$29,122,414
96	John J Lavery	Mid-Atlantic Builders Realty, Inc	3	\$1,640,768	50	\$27,479,104	53	\$29,119,872
97	Marjorie R Dick Stuart	Keller Williams Capital Properties	17	\$17,380,000	13.5	\$11,627,400	30.5	\$29,007,400
98	James C. Peva	Washington Fine Properties, LLC	7.5	\$19,986,500	5	\$8,981,780	12.5	\$28,968,280
99	John Coleman	RLAH Real Estate	14.5	\$8,362,515	35	\$20,508,968	49.5	\$28,871,484
100	Stacy M Allwein	Century 21 Redwood Realty	39.5	\$13,439,639	46	\$15,177,405	85.5	\$28,617,044
101	Mandy Kaur	Redfin Corp	47	\$24,710,000	6	\$3,818,900	53	\$28,528,900
102	Elaine K Koch	Long & Foster Real Estate, Inc.	29.5	\$18,350,488	13.5	\$10,146,250	43	\$28,496,738
103	Eric M Broermann	Compass	14	\$8,846,013	26	\$19,423,938	40	\$28,269,952
104	Eva M Davis	Compass	13	\$9,805,950	23	\$18,453,094	36	\$28,259,044
105	J P Montalvan	Compass	22	\$12,628,600	24.5	\$15,059,300	46.5	\$27,687,900

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Joshua D Ross	RE/MAX Realty Services	14	\$12,851,500	17	\$14,701,900	31	\$27,553,400
107	Keene Taylor Jr.	Compass	8	\$6,523,000	8	\$20,975,000	16	\$27,498,000
108	Leslie B White	Redfin Corp	0	\$0	38	\$27,441,044	38	\$27,441,044
109	Justin Kitsch	TTR Sotheby's International Realty	13.5	\$11,511,000	18	\$15,890,000	31.5	\$27,401,000
110	Rina B. Kunk	Compass	16.5	\$17,160,000	10	\$10,204,700	26.5	\$27,364,700
111	Delilah D Dane	Redfin Corp	44	\$24,819,376	4	\$2,360,000	48	\$27,179,376
112	Elysia L Casaday	Compass	18.5	\$13,744,389	14	\$13,434,888	32.5	\$27,179,276
113	Long T Ngo	Redfin Corp	1.5	\$492,500	53	\$26,680,358	54.5	\$27,172,858
114	Cara Pearlman	Compass	25	\$13,125,680	14.5	\$13,892,850	39.5	\$27,018,530
115	David R Bediz	Keller Williams Capital Properties	25	\$16,132,761	12.5	\$10,830,000	37.5	\$26,962,760
116	Leslie C Friedson	Compass	15.5	\$11,494,850	14.5	\$15,256,635	30	\$26,751,484
117	Margot D Wilson	Washington Fine Properties, LLC	10	\$14,153,750	11	\$12,484,000	21	\$26,637,750
118	Corey C Burr	TTR Sotheby's International Realty	14	\$16,384,000	8.5	\$10,147,000	22.5	\$26,531,000
119	Xuri Wang	Hometown Elite Realty LLC	9	\$6,569,400	20	\$19,895,250	29	\$26,464,650
120	Andres A Serafini	RLAH Real Estate	18.5	\$10,540,346	25.5	\$15,923,182	44	\$26,463,528
121	Amanda M Lasko	Redfin Corp	47.5	\$23,253,100	6	\$3,186,400	53.5	\$26,439,500
122	Robert J Krop	RE/MAX Plus	15	\$5,804,900	58	\$20,301,800	73	\$26,106,700
123	Monica Bryant	Redfin Corp	59	\$24,866,224	3	\$1,201,000	62	\$26,067,224
124	Carmen C Fontecilla	Compass	30	\$14,912,180	20	\$11,142,550	50	\$26,054,730
125	Ginette R. Winston	Winston Real Estate, Inc.	18	\$13,344,505	17	\$12,622,900	35	\$25,967,404
126	Kenneth M Abramowitz	RE/MAX Town Center	25.5	\$10,203,150	39.5	\$15,699,299	65	\$25,902,448
127	Katri I Hunter	Compass	10	\$6,225,000	26	\$19,658,750	36	\$25,883,750
128	Daniel F Metcalf	Long & Foster Real Estate, Inc.	39	\$25,603,376	1	\$250,000	40	\$25,853,376
129	Toni A Ghazi	Compass	6	\$3,825,500	19.5	\$21,912,400	25.5	\$25,737,900
130	Gary J Rudden	RE/MAX REALTY SERVICES	24	\$18,845,900	4	\$6,820,000	28	\$25,665,900
131	Ross A Vann	Compass	6	\$5,755,000	22	\$19,877,990	28	\$25,632,990
132	Koki Waribo Adasi	Compass	23.5	\$15,341,350	11.5	\$10,160,399	35	\$25,501,748
133	Rex Thomas	Samson Properties	12.5	\$5,203,150	36	\$20,281,944	48.5	\$25,485,092
134	Lynda O O'Dea	Long & Foster Real Estate, Inc.	3.5	\$5,678,000	13	\$19,745,000	16.5	\$25,423,000
135	Nicholas P Chaconas	Redfin Corp	46	\$19,869,600	8	\$5,460,000	54	\$25,329,600
136	Jennifer T Chow	Long & Foster Real Estate, Inc.	15.5	\$19,569,644	6	\$5,747,000	21.5	\$25,316,644
137	Elizabeth M Burrow	Keller Williams Realty Centre	29	\$15,257,985	17	\$9,838,882	46	\$25,096,868
138	David A Ehrenberg	Redfin Corp	3	\$856,500	42	\$24,218,536	45	\$25,075,036
139	Mansour F Abu-Rahmeh	Compass	6.5	\$4,413,400	26	\$20,567,524	32.5	\$24,980,924
140	Rheetuparna Pal Mahajan	Redfin Corp	0	\$0	48	\$24,956,426	48	\$24,956,426
141	Robert Hryniewicki	Washington Fine Properties, LLC	7.5	\$13,150,250	7.5	\$11,708,000	15	\$24,858,250
142	Farrah E Fuchs	Redfin Corp	57	\$22,168,228	6	\$2,606,400	63	\$24,774,628

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Daniel B Register IV	Northrop Realty, A Long & Foster Company	101.5	\$23,223,180	3	\$1,544,900	104.5	\$24,768,080
144	Kathleen A King	Washington Fine Properties, LLC	12	\$13,419,360	8	\$11,251,000	20	\$24,670,360
145	Keith James	Keller Williams Capital Properties	7.5	\$2,501,738	60	\$22,117,778	67.5	\$24,619,516
146	Anne H Weir	Washington Fine Properties, LLC	7	\$14,616,250	5	\$9,535,000	12	\$24,151,250
147	Marsha M Schuman	Washington Fine Properties, LLC	10.5	\$14,094,790	8	\$10,049,000	18.5	\$24,143,790
148	James E Brown	Turning Point Real Estate	21.5	\$11,094,300	23	\$12,952,000	44.5	\$24,046,300
149	Jeremy E Lichtenstein	RE/MAX Realty Services	13	\$15,278,330	7	\$8,665,000	20	\$23,943,330
150	Ronald S Sitrin	Long & Foster Real Estate, Inc.	25	\$20,223,800	3.5	\$3,700,500	28.5	\$23,924,300
151	Alecia R Scott	Long & Foster Real Estate, Inc.	28.5	\$12,678,964	27	\$11,214,700	55.5	\$23,893,664
152	Michael J Matese	Compass	13	\$16,407,000	8	\$7,461,050	21	\$23,868,050
153	Barbara A Ciment	Long & Foster Real Estate, Inc.	29.5	\$11,648,000	25.5	\$12,190,070	55	\$23,838,070
154	Kelly W Williams	TTR Sotheby's International Realty	16.5	\$17,712,188	5	\$6,065,000	21.5	\$23,777,188
155	Jeffrey M Wilson	TTR Sotheby's International Realty	10	\$12,367,750	10.5	\$11,403,100	20.5	\$23,770,850
156	Marin Hagen	Coldwell Banker Residential Brokerage	9.5	\$12,963,000	9	\$10,716,000	18.5	\$23,679,000
157	Anthony Mason	Keller Williams Preferred Properties	35	\$13,243,760	29	\$10,360,992	64	\$23,604,752
158	Barbara C Nalls	TTR Sotheby's International Realty	14.5	\$12,674,900	11	\$10,797,500	25.5	\$23,472,400
159	Elizabeth J D'Angio	Washington Fine Properties, LLC	6	\$9,682,540	7.5	\$13,743,581	13.5	\$23,426,122
160	Mark C Lowham	TTR Sotheby's International Realty	1.5	\$6,650,000	3	\$16,745,000	4.5	\$23,395,000
161	Eric Steinhoff	EXP Realty, LLC	33	\$15,677,345	14	\$7,695,718	47	\$23,373,064
162	Rebecca Weiner	Compass	13	\$8,371,750	21	\$14,990,000	34	\$23,361,750

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Corey J Lancaster	EXIT Right Realty	32.5	\$9,879,940	37	\$13,237,627	69.5	\$23,117,568
164	Kimberly A Casey	Washington Fine Properties ,LLC	14.5	\$19,109,492	3.5	\$4,008,000	18	\$23,117,492
165	Ioannis Konstantopoulos	Compass	22	\$10,042,013	18	\$12,976,498	40	\$23,018,512
166	Joseph C Mascio	Redfin Corp	42	\$22,262,900	1	\$606,000	43	\$22,868,900
167	Laura W Steuart	Compass	8	\$10,489,000	10	\$12,223,500	18	\$22,712,500
168	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	21	\$22,626,500	21	\$22,626,500
169	Gladwin S D'Costa	Maryland REO Realty, LLC	104	\$22,590,088	0	\$0	104	\$22,590,088
170	Cynthia L Howar	Washington Fine Properties, LLC	9.5	\$17,352,500	4	\$5,225,000	13.5	\$22,577,500
171	Claudia B Donovan	Compass	12.5	\$15,294,745	6.5	\$7,245,000	19	\$22,539,744
172	Justin Thomas Difranco	TTR Sotheby's International Realty	9.5	\$19,706,950	2	\$2,822,500	11.5	\$22,529,450
173	Adewemimo D Collins	Redfin Corp	64	\$22,507,580	0	\$0	64	\$22,507,580
174	Steve C Agostino	Compass	16	\$17,303,000	4	\$5,194,900	20	\$22,497,900
175	John T Pruski	Jack Realty Group	6	\$8,202,500	10	\$14,278,000	16	\$22,480,500
176	Casey C Aboulafla	Compass	9.5	\$7,589,350	20	\$14,889,500	29.5	\$22,478,850
177	Thomas Lindsay Reishman	Compass	27.5	\$21,425,500	1	\$1,050,000	28.5	\$22,475,500
178	Kenneth C Germer	Compass	16	\$12,347,111	12.5	\$10,100,300	28.5	\$22,447,412
179	Sina Mollaan	The ONE Street Company	16.5	\$10,587,900	17	\$11,472,645	33.5	\$22,060,544

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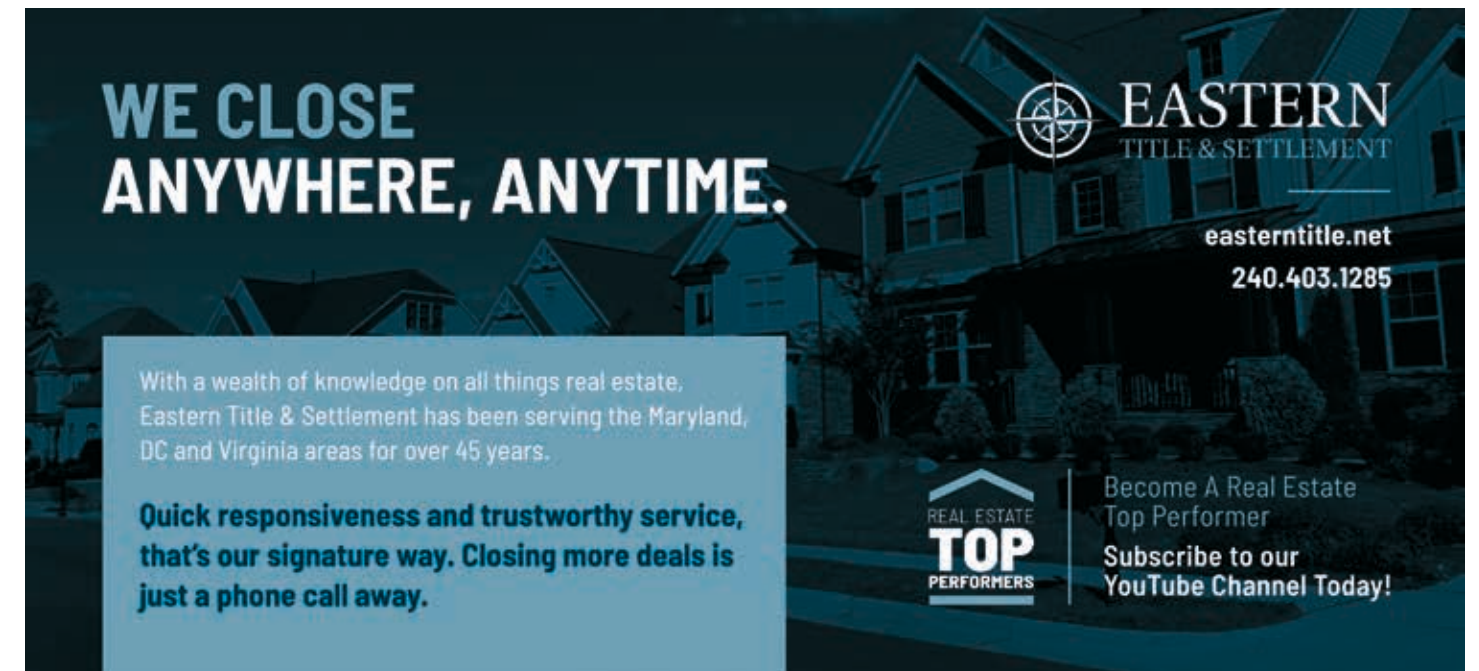
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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	John M Barry Jr.	Compass	19	\$11,156,250	14	\$10,896,250	33	\$22,052,500
181	Debra P Noone	Redfin Corp	56	\$20,401,400	3	\$1,564,543	59	\$21,965,944
182	Michael J Schaeffer	Coldwell Banker Residential Brokerage	14	\$16,090,565	4	\$5,838,450	18	\$21,929,016
183	Kevin Gray	Compass	16.5	\$11,778,200	15	\$10,133,400	31.5	\$21,911,600
184	Eileen McGrath	Washington Fine Properties, LLC	7.5	\$20,685,000	0.5	\$1,137,500	8	\$21,822,500
185	Kathy Xu	RE/MAX Realty Group	21	\$11,117,500	17	\$10,700,350	38	\$21,817,850
186	Ruby A Stysliger	Redfin Corp	2.5	\$1,151,931	29	\$20,512,310	31.5	\$21,664,240
187	Alyssa A Crilley	Washington Fine Properties, LLC	9.5	\$12,034,500	8	\$9,613,090	17.5	\$21,647,590
188	Molly O Branson	RLAH Real Estate	22.5	\$15,313,950	12	\$6,314,000	34.5	\$21,627,950
189	Brandon Hoffman	Redfin Corp	44.5	\$19,796,970	3	\$1,759,800	47.5	\$21,556,770
190	Katie R Nicholson	RE/MAX Plus	30.5	\$13,833,285	17.5	\$7,584,153	48	\$21,417,438
191	Carl G Becker	Premier Properties, LLC	11	\$10,161,900	10	\$11,087,000	21	\$21,248,900
192	Elizabeth M Brent	GO BRENT, INC.	31.5	\$21,219,250	0	\$0	31.5	\$21,219,250
193	Wendy Slaughter	Elevate Real Estate Brokerage	21	\$10,259,775	25	\$10,956,612	46	\$21,216,388
194	Aret Koseian	Compass	8	\$4,154,000	33.5	\$17,004,800	41.5	\$21,158,800
195	Kenneth A Grant	RE/MAX Plus	9	\$4,072,900	55	\$17,082,830	64	\$21,155,730
196	Renee M Peres	Compass	20	\$12,010,500	12	\$8,942,900	32	\$20,953,400
197	Kornelia Stuphan	Long & Foster Real Estate, Inc.	10	\$12,290,140	7.5	\$8,576,000	17.5	\$20,866,140
198	Jason E Townsend	Keller Williams Capital Properties	19	\$11,594,135	15	\$9,269,775	34	\$20,863,910
199	Richard Michael Morrison	Redfin Corp	0	\$0	33	\$20,786,000	33	\$20,786,000
200	Seth S Turner	Compass	12.5	\$7,606,250	21.5	\$13,098,744	34	\$20,704,994
201	Mitchell J Toland Jr.	Redfin Corp	35	\$12,722,700	23	\$7,800,845	58	\$20,523,544
202	Amy E Wease	RLAH Real Estate	16	\$9,061,930	17	\$11,458,785	33	\$20,520,716
203	Jean M Bourne-Pirovic	Long & Foster Real Estate, Inc.	30	\$13,458,215	13	\$7,019,500	43	\$20,477,716
204	Margaret M Ferris	Compass	11	\$11,712,500	14	\$8,750,180	25	\$20,462,680
205	Lise Courtney M Howe	Keller Williams Capital Properties	21	\$10,369,500	19	\$10,076,705	40	\$20,446,204
206	Justin Tanner	RE/MAX Allegiance	11.5	\$9,819,164	15	\$10,626,750	26.5	\$20,445,914
207	Todd C Harris	Long & Foster Real Estate, Inc.	13	\$10,629,500	13	\$9,732,000	26	\$20,361,500
208	Annette H Sante	Redfin Corp	44	\$18,290,700	5	\$2,052,800	49	\$20,343,500
209	Maribelle S Dizon	Redfin Corp	12	\$4,893,300	30	\$15,420,100	42	\$20,313,400
210	James A Grant	Keller Williams Capital Properties	7	\$6,823,500	16	\$13,440,000	23	\$20,263,500
211	Andrew K Goodman	Goodman Realtors	25.5	\$11,229,300	15	\$8,977,800	40.5	\$20,207,100
212	Melissa G Bernstein	RE/MAX Realty Group	21.5	\$12,160,350	10	\$7,932,562	31.5	\$20,092,912
213	Marc A Dosik	Help-U-Sell Federal City Realty, LLC	41.5	\$17,482,366	4	\$2,590,000	45.5	\$20,072,366
214	William T Gossett	Washington Fine Properties, LLC	8.5	\$11,528,000	8	\$8,525,900	16.5	\$20,053,900
215	Elizabeth A Hughes	Compass	11.5	\$12,178,450	10	\$7,794,599	21.5	\$19,973,048
216	Edward Slavis	S&G Realty	20	\$13,559,097	13	\$6,399,415	33	\$19,958,512

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Kerry E Fortune	Washington Fine Properties, LLC	9.5	\$8,445,359	8.5	\$11,261,750	18	\$19,707,108
218	Neil W Bacchus	Long & Foster Real Estate, Inc.	23	\$11,946,900	12	\$7,555,500	35	\$19,502,400
219	Michael Gailey	Compass	10	\$5,587,525	18	\$13,880,300	28	\$19,467,824
220	Dominique Rychlik	Long & Foster Real Estate, Inc.	13	\$12,834,000	6	\$6,625,000	19	\$19,459,000
221	Richard A Fox	RE/MAX Realty Centre, Inc.	16	\$6,496,735	29.5	\$12,954,750	45.5	\$19,451,484
222	Robert Jenets	Stuart & Maury, Inc.	17	\$15,888,500	4	\$3,535,275	21	\$19,423,776
223	Russell E Chandler	Redfin Corp	42.5	\$16,725,649	5	\$2,682,279	47.5	\$19,407,928
224	Matthew L Modesitt	Redfin Corp	7	\$3,037,300	28	\$16,344,300	35	\$19,381,600
225	Joshua J Harrison	Washington Fine Properties, LLC	5	\$4,327,350	16.5	\$14,926,040	21.5	\$19,253,390
226	Nadia B Nejaime	Compass	8	\$7,520,100	12	\$11,691,140	20	\$19,211,240
227	Lindsay W Lucas	Compass	10.5	\$9,670,100	9	\$9,539,523	19.5	\$19,209,624
228	Nicholas W Poliansky	Keller Williams Preferred Properties	42	\$13,682,199	17	\$5,524,560	59	\$19,206,760
229	Eric Murtagh	Long & Foster Real Estate, Inc.	12.5	\$17,169,500	1	\$2,000,000	13.5	\$19,169,500
230	Andrea S Alderdice	Long & Foster Real Estate, Inc.	15	\$11,866,650	11	\$7,300,750	26	\$19,167,400
231	Jennifer K Knoll	Compass	11	\$12,179,800	6	\$6,908,000	17	\$19,087,800
232	Nicole Roeberg	Redfin Corp	1	\$415,000	26.5	\$18,651,840	27.5	\$19,066,840
233	Bobbi Prescott	RE/MAX Results	37	\$14,278,250	12	\$4,732,880	49	\$19,011,130

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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Nov. 30, 2019

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Mynor R Herrera	Keller Williams Capital Properties	33.5	\$14,953,035	10	\$3,932,319	43.5	\$18,885,354
235	Philip E Guire	Compass	8	\$7,027,800	10.5	\$11,788,500	18.5	\$18,816,300
236	Cheryl A Kurss	Compass	12.5	\$10,044,000	7.5	\$8,758,350	20	\$18,802,350
237	Adam M Isaacson	TTR Sotheby's International Realty	13	\$9,156,950	13.5	\$9,632,500	26.5	\$18,789,450
238	Shuang Zhao	Signature Home Realty LLC	24	\$9,667,800	22	\$9,092,500	46	\$18,760,300
239	Michael A Gonzalez	Redfin Corp	2	\$720,000	32	\$18,038,300	34	\$18,758,300
240	Matthew B McCormick	TTR Sotheby's International Realty	5.5	\$9,813,250	5	\$8,925,000	10.5	\$18,738,250
241	Daniel J Whitacre	Colony Realty	36	\$11,352,600	17	\$7,152,900	53	\$18,505,500
242	Maulik B Dave	Redfin Corp	51	\$18,473,190	0	\$0	51	\$18,473,190
243	Joseph Himali	RLAH Real Estate	12	\$9,035,200	11	\$9,393,778	23	\$18,428,978
244	Craig O Smith	Redfin Corp	43	\$17,419,000	1	\$955,000	44	\$18,374,000
245	Dana S Scanlon	Keller Williams Capital Properties	16	\$10,675,482	11.5	\$7,691,550	27.5	\$18,367,032
246	Daniel Brewer	Compass	12	\$10,843,944	7.5	\$7,519,000	19.5	\$18,362,944
247	Traudel Lange	Compass	9	\$11,228,000	5	\$7,096,500	14	\$18,324,500
248	Andrew Essreg	RLAH Real Estate	11	\$6,182,000	17	\$12,121,958	28	\$18,303,958
249	Jeffrey S Ganz	Century 21 Redwood Realty	19.5	\$7,587,775	23	\$10,645,475	42.5	\$18,233,250
250	Thomas S Buerger	Compass	14	\$8,035,000	18	\$10,192,700	32	\$18,227,700

Disclaimer: Information based on MLS closed data for residential sales in Washington, D.C., Maryland, and Virginia by agents licensed in our service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland as of December 4, 2019, for sales from January 1, 2019 to November 30, 2019. Numbers not reported to the MLS by the date the information is pulled are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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