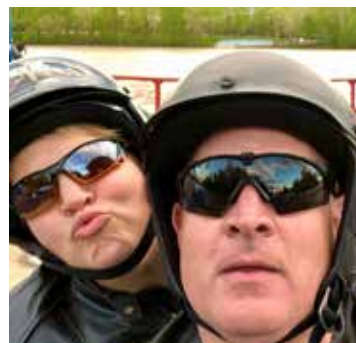
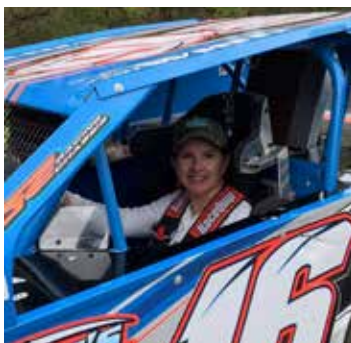
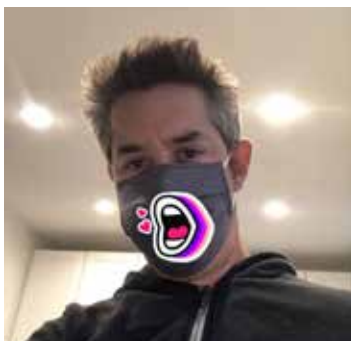
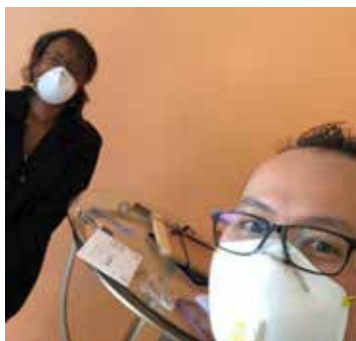


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▶▶ publisher's note



WE'RE IN THIS TOGETHER

Dear DC Metro Real Producers,

This is a time in history that will be remembered. There are days I have wondered if we are in a sci-fi movie. Many of us have lots of contingency plans for lots of scenarios. I don't believe there were a lot of people prepared with a contingency plan for this.

There are three classic ways humans react to situations that inspire fear. Fight, flight, or freeze. I am personally proud of this community and the people in it. Many of you are fighting — for your family, community, and your businesses. I have seen a lot of community outreach and support by this, our *Real Producers* community. The quick pivot many of you made was, and is, impressive and inspiring.

This special issue shares our community's experiences during quarantine. We

are in this together. Our experiences during this pandemic can vastly differ. We have friends in the medical field living in RVs so as not to endanger their families. Friends who are unemployed, partners of *Real Producers* who have run amazing businesses of integrity and character, who are struggling, wondering if they will make it through. We have other *Real Producers* Partners and REALTORS® having their best months ever. There are businesses thriving, and others struggling.

The same can be said on a human level for our families. We have members who have lost family members to this pandemic. Take a moment to breathe and acknowledge what we, as a community and society, are going through. This is a marathon, not a sprint.

As entrepreneurs, we act and adapt. Our community has the ability and

responsibility to be an example, and a shining light, in this time of change. During radiation and chemo, one of the lessons that emerged for me was, we control our mindset and the actions we take. That's it. If your thoughts were on a loudspeaker, would you be proud?

Wishing you all health, encouragement, and happiness as we move through and out of the pandemic. We appreciate and are inspired by you! Keep shining your bright light, and...

Have a wonderful Fourth of July!

With Gratitude,



Kristin Brindley
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What does Independence Day mean to you, and how do you celebrate it?



ROB MERCER
FIRST HOME MORTGAGE

I feel extremely lucky to have a birthday on July 3rd. With a holiday on the 4th, the surrounding two or three days become a much longer celebration for me, personally.

July 4th is a day I celebrate with family and friends. We do the traditional BBQ and fireworks. For the past few years, we have gone to the beach. It will be challenging to celebrate in the same way this year, but I am sure we will find a way to be creative and have fun.

The day is pretty emotional for me. I was raised to love and honor America. My father and grandfather served in the military. I love to read about American history, and all these thoughts and memories seem to come together, for me, on the Fourth of July. It is a great day to reflect, honor, and be thankful to be an American.



MATTHEW DUBBANEH
THE ONE STREET COMPANY

Independence Day is a great day. It means, for me, personally, a chance for my family to have a piece of the American dream — having come from a war-torn country and not having cer-



ELLIE SHORB
THE SHORB TEAM
AT COMPASS

The tradition in my neighborhood, Kenwood, is to start the day at 10 a.m. at the circle (in the center of the neighborhood) and then have a parade of people, bikes, strollers, and cars fall in line behind the Bethesda Fire Department from Station 6. Then we have a picnic, catered by Rocklands. For the last five years, I've treated my neighbors to Clayboy's shave ice, post-picnic. After dusk, we watch Kenwood Country Club's fireworks from neighboring backyards. Wonder what will happen this July?

tain rights that we are blessed to have in the U.S. It gave them a chance to start a new life opportunity for our generations to grow and prosper. So when I think of Independence and what our forefathers went through to give us equal rights, Independence Day is for all the ones before us that sacrificed their lives for a new beginning.

What do I do to celebrate? If not working, I'd be drinking and BBQing or on a boat somewhere, hopefully down south somewhere. Not this year, though.



CHANIN WISLER
FIRST WASHINGTON MORTGAGE

The Fourth of July means FAMILY and TRADITION to me....my grandmother's birthday was July 3, followed by the Fourth of July, and then my dad's birthday is the 5th. We usually go to the beach, make a plan to watch fireworks on the beach, then, the next day, celebrate with Dad at his favorite pizza place, Grotto Pizza.



CHRIS REEDER
LONG & FOSTER REAL ESTATE

Independence Day has always meant a lot to all of us as Americans. I think this year, and in the years to follow, we will be much more appreciative of the holiday, our freedom, and our ability to be with family and friends.



ALYSSA CRILLEY
WASHINGTON FINE PROPERTIES

If I think of Independence Day, I immediately picture our neighborhood parade and party in The Hamlet neighborhood of Chevy Chase. Flags are on everyone's front walk. We gather for an old-fashioned parade with decorated bikes and strollers. It is a wonderful afternoon connecting with family, friends, and neighbors.



NIKKI PATTERSON
SAMSON PROPERTIES

I absolutely love to celebrate the Fourth of July. It is a big tradition within my family, where we all go to a house at a different location each year to spend time together and celebrate. I am reminded of the great sacrifices, and victories won. I am also reminded of what was given up so that we, as a nation, can have the independence that we have in this country. This is what Independence Day means to me.



VIRGINIA GERGOFF
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Freedom! And we celebrate it by teaching our kids what freedom and democracy mean.



MAUREEN NICHOLS
RE/MAX REALTY PLUS

July 4, Independence Day, is an annual reminder of how great America is, and the roots of how, where, and why our independence was achieved. I have always taken time to relax and celebrate with fireworks, food, friends, and family. I am fortunate to live in a small town filled with like-minded people and small businesses which have pooled their resources to show us how important our freedom is, by way of a fun-filled and free gathering — the Mount Airy fireworks!



ADRIAN SMALL
THE LUX DWELLING GROUP

As history enthusiasts, my husband and I make it a point to remember that the U.S. was a young country trying to get away from the yoke of authoritarian rule by the King of England. That is worth celebrating. We get together with friends to celebrate. We shall see how this year turns out in these unusual times.



JOREY RAMER
SUPER

To me, the meaning of Independence Day is unique versus other national holidays, in that it goes beyond commemorating people or events; it is a reminder of the core values that we all share and tie us all together. It's the one day each year where my wife and I normally bring together the most number of friends to celebrate.

➤ special events

VIRTUAL MASTERMINDS

As soon as the shutdown began in early March, *DC Metro Real Producers* quickly made the shift to virtual events. We held our first big, virtual mastermind on Zoom in mid-April, and just held “Mastermind 2.0” on June 4th.



“Mastermind 2.0” — June 4, 2020

We had a nice turnout of top Real Producers and preferred partners who participated live, and a couple hundred people who viewed the Mastermind on Facebook. We appreciate so many in our community who took the time to watch the Masterminds on Facebook ... and hope next time you’ll join us on the Zoom for the valuable personal interaction and exchange of ideas, best practices, and insider secrets on topics relevant to Real Producers and their business.



We especially want to thank our fantastic panelists: Jenn Smira, of Compass, and Samer Kuraishi, of The ONE Street Company. They shared insights and tips on surviving and thriving in today’s challenging climate, and we received great feedback from participants after the event. Thank you, Jenn and Samer, for sharing your time and expertise with us!

Exclusive Mini Masterminds

In addition to these larger Mastermind events, we have been holding mini masterminds for select participants whom we invite to an even more personal exchange. Future get-togethers, before we are fully out of the shutdown and able to hold live events again, will be these select mini masterminds, which are a wonderful opportunity to participate virtually in smaller, more collaborative groups for interactions with powerful gains.

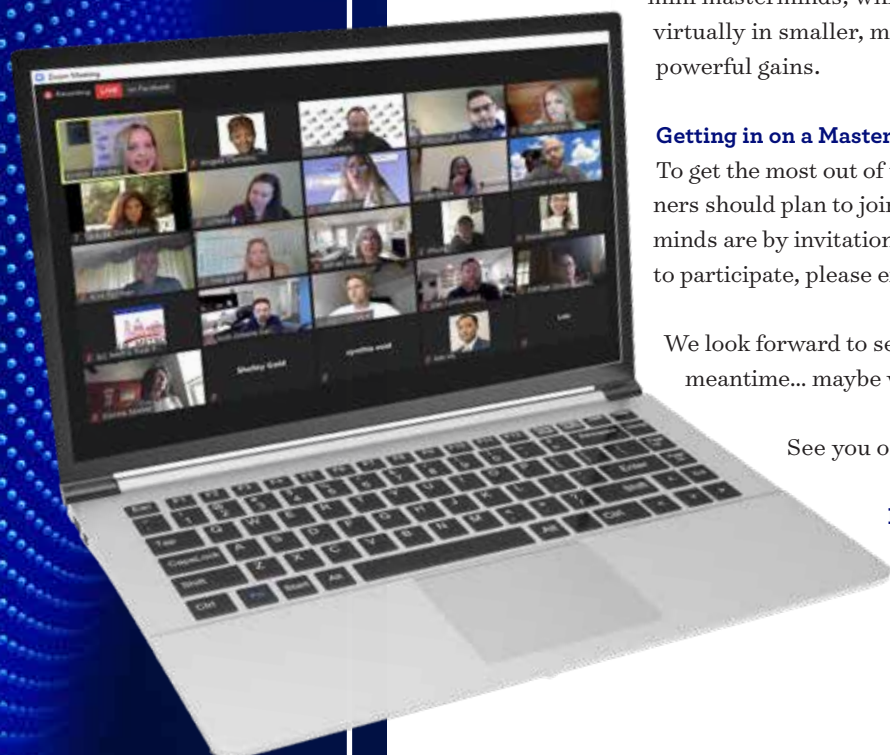
Getting in on a Mastermind

To get the most out of the *Real Producers* platform, Realtors® and Partners should plan to join us for a virtual mastermind. Future mini masterminds are by invitation; if you haven’t heard from us yet and would like to participate, please email us at events@dcmetrorealproducers.com.

We look forward to seeing you all in person sometime very soon. In the meantime... maybe we’ll see you at an exclusive mini mastermind!

See you on Zoom!

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MASTER THE MEDIA



Pitch Ideas:
July — Get to Know Your Customers Day
August — National Safe at Home Week
September — Indoor Plant Week

Season 4: October–December

This is the busiest time of the media calendar and also the most competitive. Business media is looking for wrap-ups. What happened in real estate throughout the year? Business editors are taking stock of the market and the economy and how the year fared.

Did the predictions you made in Season One happen? If so, this is your time to shine.

Pitch Ideas:
October — Fire Prevention Week
November — National Gratitude Month
December — Roof Over Your Head Day

Plan your media calendar accordingly. Prepare a strategy and see yourself in the media throughout the year.



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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.

THE FOUR SEASONS OF PUBLICITY

By Christina Daves

Landing publicity should not be a “one and done” approach for your business. In order to be successful, it’s important to plan an annual calendar for pitching the media and have an actual strategy in place. Landing media exposure is a game-changer for a business. Not only does it give you massive visibility, it also positions you as the expert in real estate. Understanding what happens in the media throughout the year will help you lay this out.

Season 1: January–March

This is when the media is looking ahead. This is a great time to make market predictions for the year. It’s also a great time to be provocative — even controversial — about real estate. If you think something is likely to happen that no one is seeing yet, now is the time to talk about it. You’ll look like a hero at the end of the year. Is there a new president being inaugurated? Will the new administration be good or bad for the real estate market?

Pitch Ideas:
January — Home Office Safety & Security Week
February — National Green Week
March — National Neighbor Day

Season 2: April–June

There are no major holidays or big events this time of year, so it’s a good time for general stories. Light or fun stories related to spring are appealing to the media now. What outdoor features are trending in real estate — backyard kitchens? A new type of patio material? Unique décor trend?

Pitch Ideas:
April — Lawn & Garden
May — New Homeowner’s Day
June — Pet Appreciation Week

Season 3: July–September

This time of year is the easiest to land publicity, especially in August. Many people are on vacation. Marketing budgets are being reserved for holiday and fourth quarters. Reporters are looking for creative stories during this time. This is your opportunity to stand out before reporters get inundated in September with back-to-school. Build your relationships and pitch wisely during these months.



ops boss coaching™
By Christy Belt Grossman

5 “Must-Reads” For Ops Bosses™ (And Their Agents)

4. Fierce Conversations: Achieving Success at Work & in Life, One Conversation at a Time —by Susan Scott
Communication is the key to a great partnership with your Ops Boss™. The behavioral profile of the average assistant means they sometimes struggle with very direct communication and may shy away from what they perceive as confrontation. The most successful partnerships have meaningful communication. This book provides the format and thought process to facilitate that. (Another great book in this same vein is *Dare To Lead* by Brené Brown.)

5. The One Thing: The Surprisingly Simple Truth Behind Extraordinary Results —by Gary Keller, with Jay Papasan
One of the hardest things for Ops Bosses™ is knowing how to prioritize the myriad of things that come at them on a daily basis. This book helps you understand how to “set up your dominos” and learn to be effective, rather than just efficient. It also creates a framework of permission to prioritize and to know when to say “yes” and when to say “no” to one another.

Bottom Line: “Leaders are readers!” If you want our full recommended reading list for Ops Bosses™, you’ll find it on our blog. The key is not just reading the books. The power lies in the discussion *and* implementation as you read them *together*.



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

Do you wish your assistant was more on the same page with you? Try reading books together. If you follow this column, you’ve heard me talk about the importance of going to classes and events together. (“*Those who GO together, GROW together.*”) Well, I have another saying. “*Those who READ together, LEAD together.*”

Whether you’re a Team Leader or a Solo Agent, you want an Ops Boss™ with a leader mentality. They may be leading your team and/or leading your clients and vendors. One thing you can do to develop this quality is to read *together*.



Here are five “Must-Reads” for Agents (And their Ops Bosses™):

1. Rocket Fuel —by Gino Wickman and Mark Winters
This book talks about the relationship and role of the “Visionary” and the “Integrator” (the idea person/entrepreneur and the person who executes and makes the vision happen). Understanding how the other person is “wired,” what their role is, and the importance of *both* roles is vital to a great partnership, as well as to facilitate the growth of the business.

2. The Founder & The Force Multiplier —by Adam Hergenrother and Hallie Warner
I call this book the “down and dirty, easy-read version of Rocket Fuel.” It’s authored by one of the nation’s most

successful REALTORS® turned serial entrepreneur, and co-authored by his executive assistant turned chief of staff. It’s written with incredible authenticity and directness and is chock-full of implementable ideas for taking your business partnership to the next level.

3. The Millionaire Real Estate Agent: It’s Not About the Money...It’s About Being the Best You Can Be! —by Gary Keller, with Dave Jenks and Jay Papasan
The first time I read this, I thought it was boring as all get out. After 25 years in the business, I now see its genius. It’s a book of compiled best practices of the REALTORS® in the country, across all brands, and a great blueprint for business building. I highly recommend reading it annually. You’ll find new nuggets to implement each time, depending on where you are in your career.

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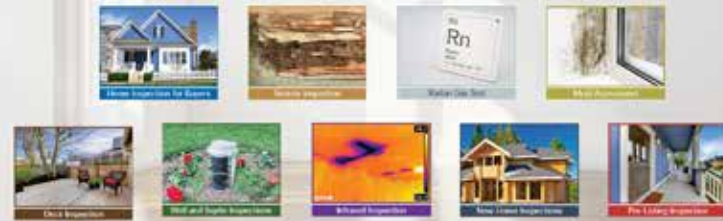
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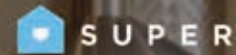
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QUARANTINE SPECIAL FEATURE

DC METRO REAL PRODUCERS TRIBE IN LOCKDOWN

Since the COVID-19 outbreak in early 2020, individuals around the globe were forced to make changes to almost every part of their daily lives, especially those in careers that thrive on conducting business in a personal, face-to-face manner, such as real estate.

Here's an intimate look at how members of our DC Metro Real Producers community have adjusted — rising to the occasion, facing the challenges, pivoting, adapting, thriving...



Photo by
A. Claire Vision Photography



SHARMILA VISWASAM Barsch Realty

How has the pandemic affected your business?

It's made it more challenging, to say least, but nothing we can't navigate to find a solution for.

Are you continuing to conduct business? If so, how?

Business as usual, for me, just with a lot more precautions in place for the health and safety of my clients, myself, and the public. As REALTORS®, we should be part of the solution, not the problem, so I want to make sure I follow all protocols from the governor's office and mayor's office, and the recommendations from the real estate board.

How has the pandemic affected your family/home life?

Not really changed much, since I'm single and it's just me and my dog.

What does your daily routine look like now?

It hasn't changed much besides being extra careful.

What new challenges are you facing and navigating?

Just trying to stay on top, and developing new ways to be responsive and navigate through this pandemic.

What are you currently doing differently?

No more in-person open houses; we are doing virtual ones, using 3D tours, practicing six feet of distance, at all times, during tours of houses, and making sure everyone is washing hands before they start their tour at my listings.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Just being extra careful. Making sure I wash my hands 10 times more than I did before.

What are you focused on?

My focus will always be the needs of my clients and their well-being, especially now, during these unprecedented times.

What are you grateful for?

I'm grateful for my health, my family, and my friends. I'm grateful for life and the opportunity that God has given me to be in service for others. It's the most rewarding and satisfying job ever. I'm grateful for the small things, like going out to eat at a restaurant or hanging out with friends. I want to be grateful for the little things and not take any of this for granted.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

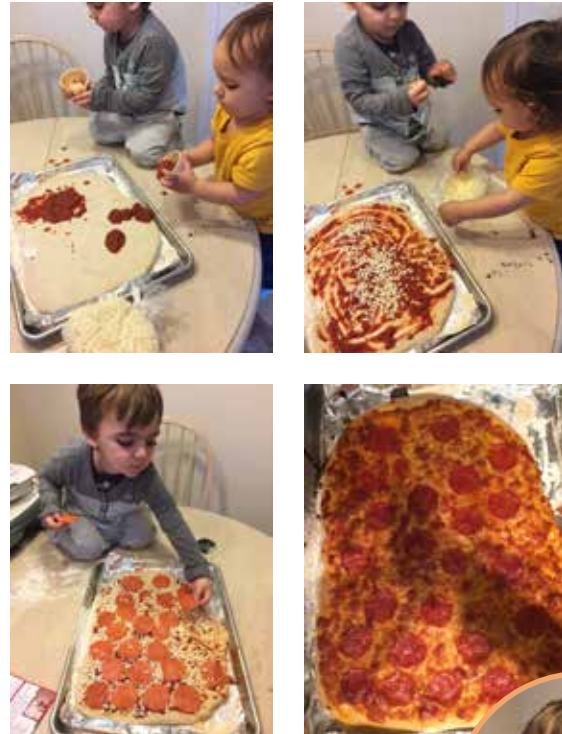
I love how my neighborhood has come together to help the needy and the elderly. I love seeing and reading about so many acts of kindness. It touches my heart and shows that there is still humanity left. We are in this together, as Americans, and I believe that's what makes our country the best on earth. God bless America!

How has the "good" of humanity shown up during this time?

It's amazing to see so many come together to help others. It melts my heart, and, honestly, that's the best part during this crisis.

Sharmila Viswasam having some "me time" to catch up on great books...and work on her makeup skills.





Dinner, supporting a local restaurant, and lots of fun with a make-your-own-pizza kit.

DONNA SEEKER

Donofrio & Associates Property Inspections

How has the pandemic affected your business?

Slowed it down, but not stopped it!

Are you continuing to conduct business? If so, how?

Meeting virtually instead of in person.

How has the pandemic affected your family/home life?

Improved it, because we are fortunate to be healthy and to enjoy each other and our home.

What are you currently doing differently?

Using virtual platforms instead of meeting for coffee or lunch or at events.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Learned virtual platforms and am using social media.

What are you focused on?

Meeting as many people as possible throughout the course of the day.

What are you grateful for?

Good health and a positive attitude.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Time to enjoy home and read more!

How has the "good" of humanity shown up during this time?

Reconnecting with friends and family members with phone calls instead of emails and texting.

Donna Seeker is a valued DC Metro Real Producers partner. To contact Donofrio Inspections, call 703-771-8374 or visit www.donofrioinspections.com.



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▶ agent in lockdown



ELIZABETH RUSSELL
Long & Foster | Christie's International Realty

How has the pandemic affected your business?

Way down.

Are you continuing to conduct business? If so, how?

With a goody bag full of equipment, as if I was planning to do thoracic surgery in a leper colony.

How has the pandemic affected your family/home life?

Have quiet serenity. Loving the solitude...

What does your daily routine look like now?

Much more sleep, procrastination-baking, and very relaxed...
Need to force exercise to maintain stamina, however.

What new challenges are you facing and navigating?

How to get the same energy exchange in communication through instrumentation.

What are you currently doing differently?

No direct new-client contact and ones known are at 10 feet of separation.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

I have limited email review to the beginning, and response to the end, of the working day, and delegated the middle emergency management to other watchers!

What are you focused on?

Maintaining stamina and energy while re-evaluating priorities.

What are you grateful for?

A gene pool with strong immune systems and attentive offspring who are managing their families with the loving discipline and stamina at which I can only marvel! Previous conservative and careful strategic planning.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Time for reflection and actually living in my wonderful (often unappreciated) home, and truly taking the time to enjoy its spaces and light. Though alone, I am feeling neither lonely nor isolated.

How has the "good" of humanity shown up during this time?

I have been embarrassingly flooded by family, friends, neighbors, and clients with attention, concern, and goodies of varying kinds. Truly moving...

Every grandmother's fantasy,

says Elizabeth — staying at home with her: Peter (6), Sarah (5), Harry (newborn), Marguerite (1), Nathan (6), and William (4). "Russells, every one!" Celebrating Will's birthday and Harry's arrival...





in people's homes, which is urgent right now. Our property visuals help potential buyers learn a lot more before going to see it in person — about the location, the dimensions, and the aesthetics of the space. So we feel like we're a critical tool — now, more than ever. That's the mindset we go to work with every day.

How has the pandemic affected your family/home life?

The dogs don't go into the office anymore. They're going a bit stir-crazy.

What does your daily routine look like now?

Rise and grind. Sleep. Rinse. Repeat. Okay, maybe there's some wine consumption in there, too.

What new challenges are you facing and navigating?

Same as everyone else. Rapidly changing market conditions — changing at a pace faster than in 2008. I feel like we are doing everything we were doing before, but at 10 times the speed.

What are you currently doing differently?

We are all working from home, whereas before, we all used to be in the office every day. We are updating our policies and procedures page of our website hourly or daily, based on local government changes. We're structuring the communication about our products to make it clear how they help with social distancing best practices, yet still help sell the home.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

We don't have in-person events to attend, so we are spending that time

on the phone and on social media networks (more so than before). We've all streamlined our schedules and reduced or eliminated meetings so we can spend more time on the phone with clients. Who likes meetings anyway?

What are you focused on?

Helping more agents.

What are you grateful for?

Relationships within this industry — ones that are rewarding and challenging.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

One silver lining is that we've improved our product development pipeline and roll-out plans. The clients who have joined our "Brand Ambassador" program have been a blessing in this as well.

How has the "good" of humanity shown up during this time?

We've kept our sense of humor. We've increased our patience levels. We've literally driven out of our way to help new friends. Instead of giving push-back, we're giving push-forward. And that has been good for all of us.

Rebecca Lombardo is a valued DC Metro Real Producers partner. To contact TruPlace, email RealProducers@truplace.com or visit www.TruPlace.com.



REBECCA LOMBARDO
TruPlace

How has the pandemic affected your business?

We've added personal protective equipment to our photographers' outfits, and implemented a social distancing compliance order for our clients. Our business is our clients, who have always been our focus, so we listen to what they need. We increased our time on the phone with them (by about 25%) to match them with the best product, amid changing circumstances. Our marketing team shifted towards a more educational focus in our content, again, based on what our clients were saying. In the last four weeks, we've flexed our agility and our level of customer care. Even our products and product pipeline look a lot more "virtual" than they did before. Our entire staff is working remotely, which is strange, considering how close we were before. And our huddle-up meetings are now all online.

Are you continuing to conduct business? If so, how?

We're updating our policies and procedures, in sync with local governments, and communicating with our photographers, videographers, and agents on a daily basis. We're also in super-helpful mode, as we know we are preventing unnecessary foot traffic



The TruTeam Zoom meeting.



JASON COHEN
Compass

How has the pandemic affected your business?

It has basically stopped me in my tracks. I made the decision on March 12 to stay home. I have only been out a couple times, so pretty much just been at home. Luckily, I had a decent Q1, so just taking care of the kids.

Jason says, "How did I do? Boys wanted crew cuts, now known as **the Corona Cut!**"



Are you continuing to conduct business? If so, how?

Not really doing much.

How has the pandemic affected your family/home life?

Been spending lots and lots of time with the kids, learning how to be a first and second-grade teacher.

What new challenges are you facing and navigating?

How to resume a normal, but keep safe.

What are you grateful for?

All the fantastic people that are giving time and money now to help those in need.

How has the "good" of humanity shown up during this time?

I think people will have more patience now!



If Marlene isn't working with clients, she's learning all about the new sport during the quarantine. (Courtesy of JD Willey, of Edge Racing Chassis.)

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Making an even stronger effort to connect and be there in service to others. Finding that you can accomplish a lot when strategic in your methods.

What are you focused on?

I am actually dialing down instead of out. Realizing that focusing on one thing, with passion, can bring more than you expected.

What are you grateful for?

I am grateful for my health and the health of my family and friends. I am grateful to work for an incredible company that believes in the mission of "People Helping People" and standing behind their vision — even during times of uncertainty.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Having the time to refocus, organize, and be prepared to work differently in the future. I think we have all sharpened our skills!

How has the "good" of humanity shown up during this time?

What divides us has connected us. Understanding that we all have missed the human-connection boat and realizing how much we truly desire it. Respecting social distance, and walking through a neighborhood to see someone else can bring a smile that you have never experienced before. It's about being present.

Marlene Campini is a valued DC Metro Real Producers partner. To contact Marlene at Old Republic Home Protection, call 410-802-8101 or visit my.orhp.com/marlenecampini.



MARLENE CAMPINI

Old Republic Home Protection

How has the pandemic affected your business?

As an industry, we have all seen a decline in our sales.

Are you continuing to conduct business? If so, how?

Being creative and thinking outside of our everyday box. Learning how to connect and share experiences in a way that has been available to us, but underutilized. Now, more than ever, our technological advances are what have kept our business going.

How has the pandemic affected your family/home life?

My kids have grown and gone; I am used to keeping myself busy with work and activities. Since being quarantined, you find the necessary time alone to understand how fragile life is and what is really

important. Connection to family and friends. The companionship of a pet. Stopping to make conversation with a total stranger, hearing the sounds of children laughing and screaming. That's the good stuff!

What does your daily routine look like now?

Other than not being out in the field, my days remain the same. I am always at my desk first thing in the morning, connecting and helping others.

What new challenges are you facing and navigating?

Not having the office setup needed to work day after day from home.

What are you currently doing differently?

Talking more on the phone, texting, emailing. Reaching out to just say, "How are you doing?"



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Kasey was the bedrock of my home-buying process. She is direct, kind and a hard worker. I have no doubt her help made this purchase happen as smoothly as it did. It was so nice to be able to trust that someone has your best interest as much as I did Kasey. I appreciated her feedback and communicating "without frill."

- Amanda G.



Kasey Martin is the best! I got a great rate and my loan went through smoothly and seemingly effortlessly. Kasey was professional, super sweet, and tremendously helpful throughout the process. Her calming manner and words kept me from a great deal of worry, which is essential since selling a home and buying another is already quite overwhelming! I highly recommend Kasey Martin for your next mortgage or financial needs!

- Lori M.



Kasey was incredibly helpful in executing the refi of our current home. She was able to quickly help us apply online (the portal is GREAT!), and lock in a great rate before anything changed. This is the 3rd time we've worked with Kasey, and each time gets better. Thanks, Kasey!

- Adam J.

Kasey Martin

Mortgage Loan Officer | NMLS# 192739

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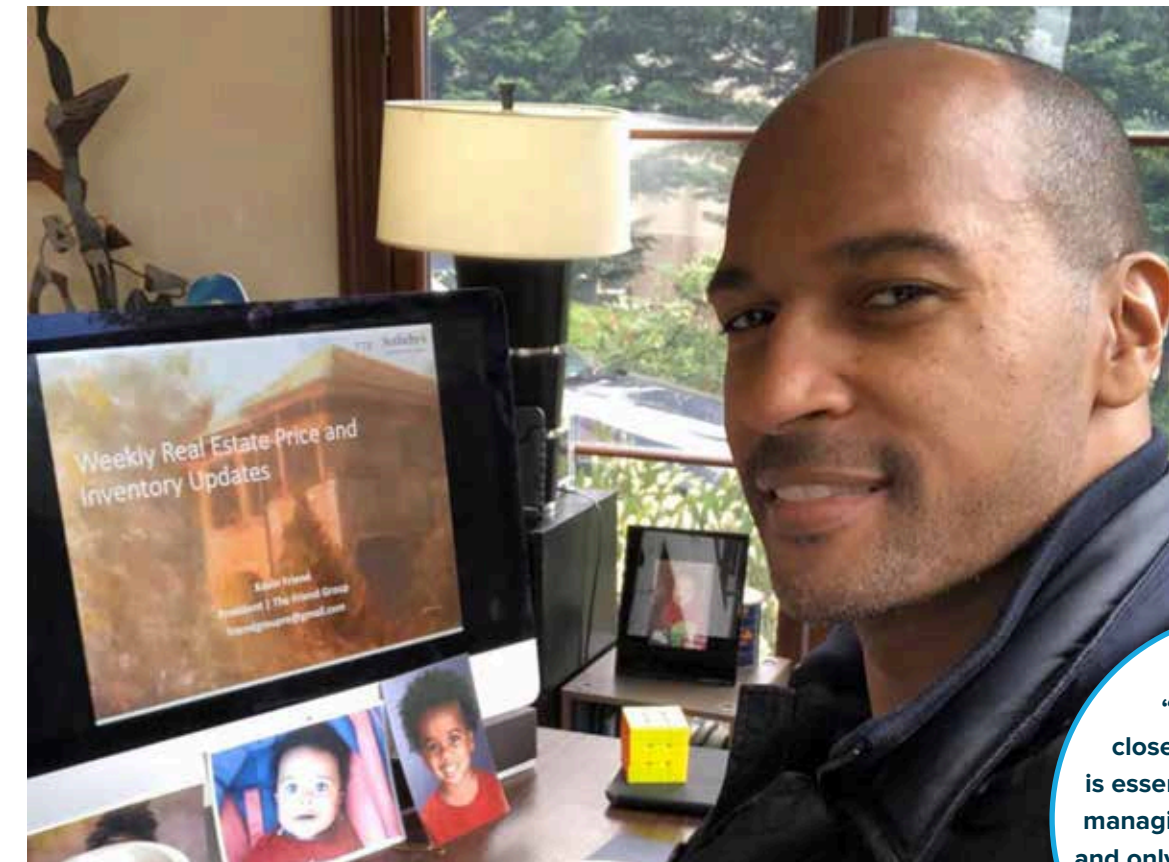
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Kevin says,
 “Our offices are closed, but our business is essential. We are currently managing all clients virtually, and only conducting showings with appropriate distance — wearing appropriate safety gear.”

KEVIN FRIEND

TTR Sotheby’s International Realty

How has the pandemic affected your business?

My group is seeing delayed growth, in terms of sellers and buyers signing up for the summer, but also have contracts being written.

Are you continuing to conduct business? If so, how?

Safely and with distance. Gloves, masks, Clorox wipes.

How has the pandemic affected your family/home life?

We are all healthy and safe, thankfully.

What does your daily routine look like now?

Morning routine has not changed. It’s now from the home office, amidst my kids.

What new challenges are you facing and navigating?

Childcare, distance learning, isolation.

What are you currently doing differently?

More digital and social media marketing.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

More video calls, and phone or video listing appointments.

What are you focused on?

Client outreach, service, and safety.

What are you grateful for?

Life, my family, and this amazing opportunity to refine my business and continue to do what I love: Real Estate.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

More quality time with my kids.

How has the “good” of humanity shown up during this time?

More authentic, genuine outreach and responses.

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DAN CUMBERLAND, JR.

Moyer & Sons Moving & Storage

How has the pandemic affected your business?

Moyer has moved to virtual-only estimates during the pandemic, so this has allowed us to enhance our abilities in the virtual world. So when we return to the new normal, virtual service for our clients will be a constant option. As for the day-to-day moving, Moyer had to make some minor changes for moving crews to be staggered, and make our daily cleanings of the truck more regimented.

Are you continuing to conduct business? If so, how?

Each day, I try to learn something new about the virtual world, so each day I can use it to conduct business. Lots of Zoom calls, Facebook Live, and IGTV.



How has the pandemic affected your family/home life?

Summer, Jaxon, and I have been able to take nice evening walks around our neighborhood. I think when this is done, we will keep these walks!

What does your daily routine look like now?

Same as before, except now I don't have to wear pants to my meetings.

What new challenges are you facing and navigating?

People keep talking about going back to "normal." I want to take all we learned from all this and make the "new normal" better than what we previously had!

What are you currently doing differently?

Getting used to seeing my face virtually. I am so sorry you guys have to look at it all the time (JK). Since I can't go out to meet people, what's different is using virtual. It is an area I didn't use enough and knew it; now I am forced to, and getting more and more comfortable each day.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Playtime with my son. Each day, we spend some time playing with his soccer ball and/or learning a new color or word. It has been phenomenal.

Eating so much better! Events and meetups don't usually have a bunch of healthy food sitting around.

What are you focused on?

Learning what the "new normal" will be and how to prepare for it.

What are you grateful for?

My family and friends!

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

The amazing amount of time I get to spend with my son!

How has the "good" of humanity shown up during this time?

At 8 p.m., my neighborhood bangs pots and pans to say we are all in this together. So the closeness of the people around me has shown the good.

Dan Cumberland is a valued DC Metro

Real Producers partner. To contact

Moyer & Sons Moving & Storage, call

301-869-3896 or visit www.MoyerAndSons.com.



MOLLY CARTER

Long & Foster Real Estate

How has the pandemic affected your business?

It has initiated more deep conversations with my clients and people within my community who look to me for answers. Some buyers have pushed pause, while others have zoomed into action. Listings are going quickly under contract.

Are you continuing to conduct business? If so, how?

Lots of calls, and FaceTime, and Zoom, and social distancing protocols with PPE, if face-to-face, with masks, hand sanitizer, etc.

How has the pandemic affected your family/home life?

We are certainly getting more done around our home! We travel a lot during downtime, so we have ignored some things around the house. In fact, two things came up regarding my flock of ducks and my beehives. In a normal traveling year, with the added factor of my son, who helps us when we travel, moving out of state, I would have not refreshed my flock or acquired more honey bees. But because of the quarantine, I am. This was the first year, in fact, that I wasn't going to garden, but we are. I love sharing and trading with neighbors, friends, and clients, so I brought in three more hens and two three-pound packages of bees and their respective queens. I've mentored young couples in my community and

helped people on social media platforms and when socially distancing so they feel more in control of the situation. Providing eggs when there are store shortages, and even live chicks I'm hatching for new flock keepers is a wonderful way to be in front of others in a human way and not as just the neighborhood real estate agent.

What does your daily routine look like now?

Sleep deeply (surprisingly), get up, tend my flock, have breakfast with my husband on admin leave, work out (in a.m. or p.m. with husband), catch up on work items, do a project around the house, hike with husband and dog, more work, reading, a movie, etc. May work in making homemade soap, kombucha, artwork, etc.

What new challenges are you facing and navigating?

The underlying tension and tiredness. My clients have been wonderful, and meeting new people in my community through this has put me out there more. It's challenging because I like to meet and greet face-to-face. I garner a lot of business with open houses, both with my regular groupie fans who come, as well as meeting and signing new buyers. I am looking into doing more live stream-type things as I go.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Just connecting more and more, which is what I normally do.

What are you focused on?

Honestly, getting through the day, and

helping others through too. Really focusing on ways to help my community with mental health and sustaining their spirits through this.

What are you grateful for?

God, my family, health, community, colleagues, pets, and the beauty of nature.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Stronger and more vulnerably open-spirited dialogue with so many people I come in contact with.

How has the "good" of humanity shown up during this time?

Sharing and helping is really at its highest! I belong to a "Buy Nothing" group, and we've stopped that for now, except for essential needs, but the outpouring of kindness and sharing has been phenomenal.

Molly Carter "just hangin out with m' boyfriend."





JOSH GREENE AND ROBERT DINH

Eastern Title & Settlement

happen, and what we need to do to stay ahead of the curve.

What new challenges are you facing and navigating?

Conducting the settlements in a way that everyone is safe and feels safe.

What are you currently doing differently?

Everything. Every day, we are evolving.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Definitely staying away from people shaking hands, and making sure we have sanitizer, gloves, and mask to make sure our staff and clients are safe and stay safe.

What are you focused on?

Growing and helping our network of clients, friends, and family with what they need right now. We had a client looking for rubbing alcohol, and we found it and delivered it to them. We have sanitizer and gloves for anyone who needs them, while supplies last, though.

What are you grateful for?

To be able to help the community.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

We are actually becoming more virtual, if even

possible, in our industry. We have access to video conferencing clients when we weren't thinking about it before.

How has the "good" of humanity shown up during this time?

Our company has really come together and become stronger, and the commitment is showing to our clients.



Josh Greene and Robert Dinh are valued DC Metro Real Producers partners. To contact Eastern Title & Settlement, call 240-403-1285 or visit www.EasternTitle.com.



Robert Dinh, Account Executive/Settlement Agent with Eastern Title, is still hard at work during quarantine.



How has the pandemic affected your business?

We have actually had to perform virtual settlements or RON closings, closings in parks, closings in the backs of cars, closings in garages. Check out our Instagram, Facebook, LinkedIn, and YouTube.

Are you continuing to conduct business? If so, how?

Yes, we are growing our business, so if you have an issue with a title company being closed or not being flexible, we are here, and we are open and thriving.

How has the pandemic affected your family/home life?

I actually am spending more time with my loved ones and am more present than I usually am. I am always working, so it's a nice shift — or pivot.

What does your daily routine look like now?

Thinking about next month, and what is going to

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agent in lockdown



What are you currently doing differently?

Making more phone calls.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Not enough changes.

What are you focused on?

Service to my clients and business partners.

What are you grateful for?

I am grateful that my kids, grandkids, husband, and I are all healthy.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

I have been able to help my husband work on cleaning out my house to get it ready to sell next spring.

How has the “good” of humanity shown up during this time?

I am seeing more kindness.

PEGGY MAGNANELLI

RE/MAX Results

How has the pandemic affected your business?

I am taking the time to go through my database and reconnect with past clients that I haven't talked to in a long time.

Are you continuing to conduct business? If so, how?

Still doing business, but a lot of my clients are on hold, for the moment. So keeping them on track getting their homes ready for the market, but also seeing what I can do to help them.

How has the pandemic affected your family/home life?

I am home a lot more and cooking a lot. Did a Zoom call for Easter dinner with my kids and grandkids.

What does your daily routine look like now?

I have been getting up later than usual, which needs to change. I have to get back on routine.

What new challenges are you facing and navigating?

I'm eating way too much and not staying on my routine.

Peggy Magnanelli working from her home office that she hasn't used in years, "still adjusting to WFH."



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LEXY KRAUSE

ProTec Inspection Services

How has the pandemic affected your business?

As of today (April 10), we have only six of our 15 inspectors working. Business is down about 40 percent and seems to keep creeping down. However, we are feeling extremely *strong*. Our determination to shift and to gain market share is exciting, and we are really staying optimistic. Focusing on the future as much as we possibly can. Our team has definitely gotten stronger — they've all really stepped up in huge ways and have worked together more than ever. We feel like our new "way of business" is something that will carry on, even once this is over, allowing us to deliver a better overall product.

Are you continuing to conduct business? If so, how?

Yes, we are still doing inspections. This week, we will complete about 60 inspections — our lowest week yet.

How has the pandemic affected your family/home life?

It's just different. I've been working from home, and my fiance has been out in the field. My favorite thing about my job is meeting and connecting with a lot of different people. Although I can still accomplish that, to a certain extent, it's not the same as in-person connection. When he is home for a short period of time, it's very hard for me to concentrate at "work." New challenges every day, but, overall, we are both very happy to be working still, healthy, and we have a wonderful place to live (with hundreds of acres of park in our backyard, so that's a plus!).

What does your daily routine look like now?

Athletic Greens, coffee, breakfast, work, mid-day walk with my dog, work, workout, make dinner, read, house project, family time! Repeat, repeat, repeat.

What new challenges are you facing and navigating?

I'm getting really bored doing the same thing over and over at work. I didn't realize how much I like the diversity.

What are you currently doing differently?

We are not having anyone at our inspections. We've implemented "ProTec RedZone," which is our way of communication via text to our agents and clients on our findings at the home, using videos. Real-time updates as we walk through, inspecting, showing clients just the "highlights."

Sellers are turning off radon tests and sticking them outside, if possible, so our techs don't have to go into as



many homes. Our marketing is 100 percent online-based, as opposed to being everywhere, all the time. Our office staff is working remotely.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Personally, I work out now way more than I did before, which is wonderful! I stay pretty active, overall, but since I've been at home, I make it a point, every single day, to do something. An online yoga class, Orange Theory online class, a hike, a quick walk — anything!



Lexy at the grocery store
the day Montgomery County passed the law requiring masks to be worn in grocery stores.

Professionally, I've really stepped out of my comfort zone on social media, utilizing video way more.

What are you focused on?

Personally, sanity and self-care. Professionally, growth! Focusing on systems and new things we can implement that will help us later on. Completing old ideas or projects that we've started or wanted to start.

What are you grateful for?

My family and I are all healthy and staying safe. I have the capability to continue to work from home.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

I've been way more connected with my friends than normal, which I absolutely love!

How has the "good" of humanity shown up during this time?

Everywhere I look, the country, as a whole, has



A few of ProTec's inspectors conducting home inspections in PPE.

stepped up. Everyone is willing to help out in whatever way or to support one another.

Lexy Krause is a valued DC Metro Real Producers partner. To contact ProTec Inspection Services, call 301-972-8531 or visit www.ProTec-Inspections.com.



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The pandemic encouraged Adrian Small to start making videos of all sorts of projects and posting them on her YouTube channel.

ADRIAN SMALL

The Lux Dwelling
at TTR Sotheby's International Realty

How has the pandemic affected your business?

It has slowed down, but not as much as I thought it would.

Are you continuing to conduct business? If so, how?

I cannot say "business as usual," as I have had more work than before. Buyers and sellers are still out there.

How has the pandemic affected your family/home life?

Not really. As a REALTOR®, we always have the option of working at home, so I already have a system in place.

What does your daily routine look like now?

A lot more work than before. You add

chores, cooking, etc., in the middle of Zoom appointments, webinars, etc.

What new challenges are you facing and navigating?

Trying to focus when we do not know what lies in the future.

What are you currently doing differently?

Reaching out to everybody in my database, even clients that had not heard from me in a while. I am putting out videos on subjects not related to real estate to engage with my community. Training on new platforms I will be using in the future.

Doing marketing to ensure, as buyers and sellers are out there. Conducting virtual open houses.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

I have become more strict with my routine. I exercise more to stay healthy.

What are you focused on?

Positioning my brand. Creating greater brand awareness. Improving my social media. Modifying my website.

What are you grateful for?

That my family is healthy and that we are surrounded by excellent women and men putting their lives in harm's way to ensure that others stay healthy.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Reconnecting with many friends and contacts all over the world. I also have a lot more family integration.

How has the "good" of humanity shown up during this time?

As strongly as it always does in a crisis.



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AMANDA CLAIRE

A. Claire Vision Photography

How has the pandemic affected your business?

Being the owner of a small business that is considered “non-essential” has been surreal. While I’ve been able to use this time to catch up on other projects and computer backlog, not being able to go out and take pictures, coupled with the uncertainty of when I will be able to resume business as usual, has been stressful and disappointing, for sure.

Are you continuing to conduct business? If so, how?

I am very limited in what I can do, as I can’t drum up new business, and have actually had to cancel or postpone scheduled photo shoots. I have been able to use this time to catch up on a backlog of editing, as well as planning for when we all get back to work. Brainstorming ideas to help my clients now and over the next year has been a big focus.

How has the pandemic affected your family/home life?

Being a very close-knit family has been a blessing. We’ve actually had a great time being home together, and my puppy is ecstatic to have us all here to play with.

What does your daily routine look like now?

Honestly, my day-to-day hasn’t changed that much. I continue to

work from home, like I always have, with fewer distractions, like running errands and going to appointments outside the house.

What new challenges are you facing and navigating?

As I’m still recovering from a concussion, I’m limited in how much time I can spend on the computer before my symptoms increase, so having everything moved online has forced me to really prioritize and sometimes say no. Learning my limits and staying within them.

What are you currently doing differently?

Having always worked from home, I’m probably one of the few that hasn’t had to make big adjustments. I am not photographing clients right now and I’m conducting all meetings over Zoom instead of in-person, but, otherwise, things are about the same.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

I have embraced Zoom culture. Hosting my meetings with clients on Zoom instead of in-person has been a major shift in how I conduct business. I’m a print photographer — all about connection — which means I’ve always been focused on in-person conversations and encouraging tactile interaction with my products. It’s a whole new world.



What are you focused on?

I’m focused on figuring out how to best serve my clients right now, in this new normal, and in the future. I have shifted my focus more toward the future than ever before, thinking about how to take care of my business so that I have something to come back to, how I can stay in business, and what big things are next.

What are you grateful for?

I am so grateful for my family, who continue to love and support me. I am grateful for my amazing clients, who have been so patient and considerate during uncertain times.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Spending more time with my family has been so wonderful.

How has the “good” of humanity shown up during this time?

It’s been wonderful to hear from all kinds of different people, who reach out just to see how I am doing, offering help and well wishes. I think we’d gotten too far away from that.

Amanda Claire is a valued DC Metro Real Producers partner. To contact A. Claire Vision Photography, call 240-988-0010 or visit www.AClaireVision.com.



@realproducers



STACY ALLWEIN

Century 21 Redwood

How has the pandemic affected your business?

I have had to change the way I am doing business, from in-person to many virtual appointments. Zoom, FaceTime, and the phone have become how I interact with my clients. I am finding that doing “care calls” to my family, friends, and clients is not only helping them but helping me to stay focused on the basics. My business continues to work; listing appointments and buyer consultations are filling my pipeline. Much more time is spent talking about “life” with people during conversations.

Are you continuing to conduct business? If so, how?

I have become much more structured in how I do business, by not only making a to-do list, but putting the exact time that I will be doing each thing, along with setting reminders on my phone to make certain calls or sign onto the computer for appointments.

How has the pandemic affected your family/home life?

My husband and I are both working from home 100 percent. We are not seeing our kids, grandkids, or

parents, and that is sad for us all. Lots of FaceTime. I am grateful for the technology.

What does your daily routine look like now?

Working lots of hours in my home office, walking outside, listening to podcasts, eating meals with my husband, binge-watching TV at night (guilty pleasure).

What new challenges are you facing and navigating?

Running my business in a socially responsible way that allows me to serve my clients. I’m learning new skills, networking with like-minded agents in my area, to help each other, and staying positive!

What are you currently doing differently?

So many things! The way I’ve adapted my business has made me feel much more in control, for some reason, which has resulted in much more organization and innovation in my work style. Not watching or listening to the media. In fact, I watch very little news. Listening to podcasts that offer positive reinforcement and education.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

I am walking my dogs every day, and taking time to enjoy the outdoors more than I ever have since my kids were little is the biggest change in my personal life. Eating healthier, because we eat all meals at home.

What are you focused on?

One-hundred-percent focused on calm and positive thoughts. Not letting things stress me out or make me anxious, which is not my norm. It is working. I’ve learned some things about myself, and that is that when things are really tough, I am able to compartmentalize the negative things and do what I have to do. I’ve endured several tragic events in my life, losing both of my siblings at fairly young ages, and I believe God gave me the strength to take on the unimaginable several times. I don’t want to do that again, so as long as my family is healthy, I know we can do this. I tell myself this every day.

What are you grateful for?

My family and friends being healthy. I have the opportunity to control my own destiny, even during turbulent times.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Kindness from others. Offers of assistance seen on social media, phone calls, or texts just saying someone cares. People taking an extra step to reach out of their comfort zone.

How has the “good” of humanity shown up during this time?

I believe people are naturally good. Making masks and distributing them to others is awesome, grocery shopping for those who cannot, providing food to sober homes/homeless shelters, and showing support by putting up blue ribbons to show first responders that we support them. I love “do-gooders,” and that’s what I strive to be in everything I do for my community.

At the Allwein Team at Century 21 Redwood, meetings have turned into Happy Hours.





Ethan always tries to look sharp for a Zoom meeting. **“I feel like the business-on-top, casual-on-bottom look may be a new style that comes out of quarantine.”**

How has the pandemic affected your family/home life?

I am used to going out and about frequently with the abundance of stores, restaurants, and bars around. Now, staying at home, my daily routine has changed significantly, as far as how often I cook for myself, do at-home workouts, entertainment, etc.

What does your daily routine look like now?

Around 8 a.m., I will catch up with my other two colleagues, Kevin and Neil, about what everyone else is doing that day. Throughout the day, I try to work outside for at least one hour if it is nice. I make sure to get my workout in every day around 4-6 p.m. Then, my roommates and I might go on a walk or talk over dinner. I have been catching up on a lot of movies with my roommates, so we will usually pick out something to watch. Some nights, I will catch up with people I haven't seen in a while to see how everything is going, especially my college teammates who lost their senior season due to the virus. I also DJ with the tables and everything, so I'm trying to make a lot of setlists by finding new music and developing existing music.

What are you currently doing differently?

No more meetings means that my public presentations and lunch meetings are now over the phone. Since that is the only form of contact, these are no longer quick, to-the-point phone calls. They've gone to longer, more informational phone calls to discuss things we would otherwise do in person.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Staying active is very important for me, so I always try to work out for at least one hour every day. I also like to bring my work outside and get some sun, so I'm not sitting inside all day.

Professionally, I want to make sure when I am having a conversation with a client I am able to find some ways I can add value. One thing we are doing right now is providing our clients with some special promotions so that they can use it as a reason to reach out to their clients.

What are you focused on?

Catching up on some reading and other things that I didn't have time for before.

What are you grateful for?

I recently joined a Facebook group of individuals in Arlington, and everyone in the group has been nothing but helpful. It is good to see, in a time like this, how supportive the community is being. I really like to see people and strangers coming together and simply being

kind. There just isn't enough of that these days.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

In my personal life, it has shown me that we don't need to be moving at 100 miles per hour all the time. I feel like I was always trying to move too quickly. When something like this happens, it really shows you what is important and what isn't.

I have always enjoyed seeking out new clients, coffee meetings, and opportunities to do public presentations. Now, with the turn of events, I've resorted to activities that I am not necessarily comfortable or even good at doing. It is an opportunity to become well-rounded. Prior to this, I would have avoided my weaknesses, and now I have no choice!

How has the “good” of humanity shown up during this time?

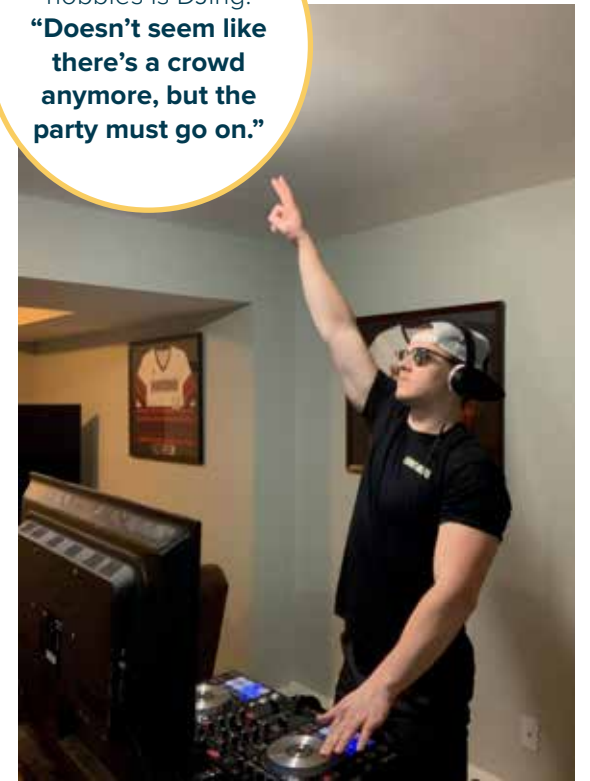
There was a time that I let work consume me. I think people are opening their eyes to the important things now and enjoying the little things in the day that are often overlooked.

I think people are also starting to realize how they've been separated over the years from friends and family they miss. Just go hang out with them (not in person, right now) because you will almost always be happier that you did.

Ethan Delahunty is a valued DC Metro Real Producers partner. To contact 123JUNK, call 301-841-8566 or visit www.123JUNK.com.



One of Ethan's hobbies is DJing. **“Doesn't seem like there's a crowd anymore, but the party must go on.”**



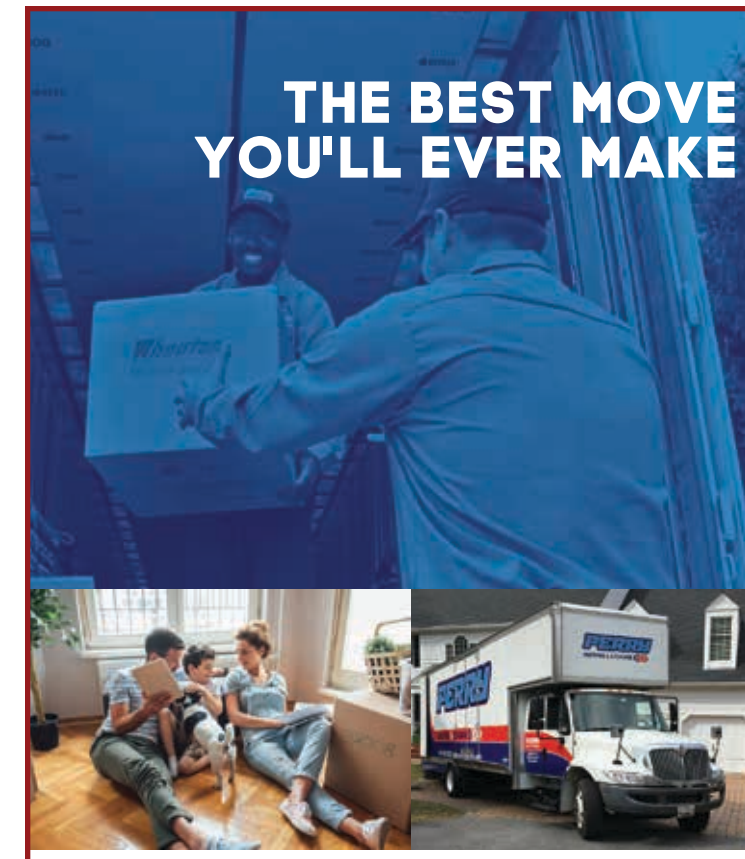
ETHAN DELAHUNTY
123JUNK

How has the pandemic affected your business?

We have to take extra safety measures to ensure the safety of our staff and our clients. When in transition, people have a need to get rid of some items, especially since in-home auctions and donation drives have decreased significantly. This means doing whatever we can to limit contact and interaction with the client, which sounds weird in the service industry, but at a time like this, it is well received.

Are you continuing to conduct business? If so, how?

Now more than ever is a good time to have longer conversations with existing clients about how everything is going. Now that we have essentially slowed down, it is good to catch up, on a personal level, with people you sometimes only get to talk to when they have a business need.



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KRISTIN BRINDLEY DC Metro Real Producers

How has the pandemic affected your business?

As a serial entrepreneur, my businesses have been affected. We doubled our efforts for a couple of months and pivoted quickly, so, fortunately, most haven't slowed too much. Another business emerged from the change occurring. Change creates opportunity.

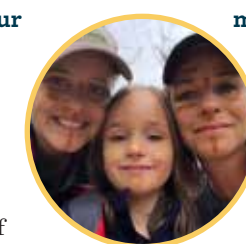
Are you continuing to conduct business? If so, how?

Virtually, on Zoom.

How has the pandemic affected your family/home life?

Home life for me has been mostly a blessing. More quality time with family from lack of transit time. Kellie has been able to work at NASA from home, and I have been able to do all of my appointments via Zoom or over the phone. We are extremely fortunate to have an au pair during this challenging time. I can only imagine the challenges I have seen most parents navigating. Both parents at home working and doing their best to educate and pay attention to their children. We are humans; cannot split ourselves in two. Being okay with doing our best has to be enough.

The biggest challenge, for me, has been seeing Avery and Kellie home and staying in my office working. The challenge isn't in doing it. It is in the disappointment they have of not spending time with me. If I treat my business and personal development as a calling, it



flourishes. If I take advantage of the freedom my position affords, I may risk the security of my employees and all the people that depend on what we do for their livelihood. There comes a point when it is no longer just about you and your family. It is about all the families you also affect.

What does your daily routine look like now?

Same. Up at 5 a.m., miracle morning, Avery time, let's go.

What new challenges are you facing and navigating?

Family wanting to spend time during the workday. Leadership fatigue sometimes. Feeling like I am needed to lead in mindset and help people with a positive perspective. How might we do this? How can we act now? Action is immediate medicine for melancholy.

What are you currently doing differently?

I am habit stacking, as normal. Routine hasn't changed, to a great extent.

What changes have you already made in your personal or professional habits, routines, strategies, or methods?

Fifty-minute appointments and 10 minutes between, to finalize actions from the last meeting, and prep for the next meeting.

What are you focused on?

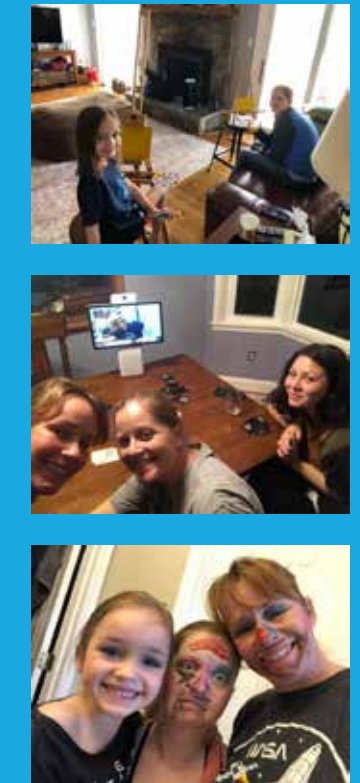
Growth, adding value to all those I touch.

What are you grateful for?

The ability to adapt and grow. Very fortunate to be able to adapt and grow.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

With the new venture, I have reached out to people from many phases of my life. I have found a very humbling



theme. We have heard a few times, "If Kristin is involved, I'm in." There are people from all stages of my life with this theme. I have been humbled, and am very committed to continuing to do all we set out to do. This feeds the fire that is my resolve. I always laugh, and yet...#blessed.

How has the good of humanity shown up during this time?

In so many ways. Communities supporting the local restaurants and hospitals, PPE being bought and sent to front-line workers. Food being delivered to those in need.

People are stepping up in many ways. Communities of support are being founded.

Kristin Brindley is the Owner and Publisher of DC Metro Real Producers. To contact Kristin, call 313-971-8312 or visit www.dcmetrorealproducers.com.



► cover
story

DC METRO REAL PRODUCERS TEAM

IN LOCKDOWN

The Team: Angela Clemons, Ellen Buchanan, Wendy Ross, Michael Abella, Kristina Richardson, Yhan Rivera, and Mark Celeste.



What new challenges are you facing and navigating?

Angela: The constant adjustments to the unknown, while maintaining some normalcy.

Ellen: Finding peace amidst a lot of news, noise, worry, social media craziness, and stressed-out loved ones. I try to practice positivity to not only help those around me...but to help (and convince!) myself.

Wendy: Of course, I could say the PC thing and state that I face the challenge of working around my family now, but the reality for everyone in this country is the amount of food we go through with everyone home. I never realized how much my kids can eat!

Michael: What will be the “new normal”? How will the RE market react to not only COVID-19, but the downturn in the oil and gas industry, and many other things? With a few changes in our everyday routines, I feel we can overcome the challenges.

Kristina: Technical issues, and the programs for keeping up with the masses sharing the same bandwidth.

Yhan: The bills are piling up, and packages and shipments are being delayed.

Mark: Just trying to stay positive and find new ways to keep my family safe and healthy through this pandemic.

How has the pandemic affected your family/home life?

Angela: It has given me more tolerance and compassion as to one’s personal space and desires.

Ellen: My elderly, widowed mother was mostly left by herself during the pandemic, which has been sad and bad for her. I live at a distance, so can’t get over as often as I’d like. Now (late May, as I write this), with things opening up, my sibs are feeling braver and have started seeing Mom again. Thank goodness!

Wendy: We definitely spend more time together as a family since everyone is now at home full-time.

...



“
Our team, sticking together even with the fear of uncertainty. Our family members, each stepping up to help others adjust and keep moving forward in new ways.”

Michael: Life is good. Our family is just the five of us (me, my parents, younger sister, and Champee, our Beagle). Nothing much has changed. I actually enjoy not having to go out so much. Grocery shopping is my biggest challenge. I'm not used to buying/getting pretty much everything needed by everyone.

Kristina: Fortunately, it hasn't affected our home life as much as it has others. We have been some of the lucky ones, and we try and remember others who are in need. We focus on the good and keep watching for the helpers in the dire circumstances. We help where we can, and ask others how they are doing often to see who we can assist. We've been a lot more conscious about sanitizing and keeping people outside of our family at a distance, while still keeping open lines of communication. We have found new ways to interact with others and help others to stay safe and in good spirits.

Yhan: It's had a big impact. We get to eat together all the time, it's hard to get a haircut, it's hard to go outside, the lockdown here gave us only two days every week to get food and go out to do errands.

Mark: Some of my siblings got their work suspended because of the lockdown. We are a big family of 12 members, but only me and my older sister are currently working to support our family. I'm grateful that I'm still working and I'm happy that I am able to help with our daily expenses.

What are you currently doing differently?

Angela: I am continuously trying to be more available to the constant change of workflow because of the pandemic and social distancing.

Ellen: I've started taking a ton of vitamins and supplements that support the immune system. I spend a lot of time reading about how to bullet-proof ourselves against the coronavirus.

Wendy: I am more hyper-aware of any possible noise, so I make sure everyone is aware when I am making a call or getting on a Zoom.

Michael: More time to sleep! Not worrying much about the things I would do over the weekend.

Kristina: Virtual meetings and lots of phone calls, as opposed to sitting down with someone for coffee. We have virtual coffee dates!

Yhan: I sleep a lot now. Every weekend, I'm taking online classes to enhance my knowledge.

Mark: I do extra work on weekends. Need to have extra income to support my family.

What are you grateful for?

Angela: The wake-up!

Ellen: Grateful for God, my health, my family, friends, teammates, and my country.

Wendy: That I still have a job and income, while many do not.

Michael: I'm so grateful for my family, and my team, who work hard alongside me every day. And that no one in my family, team, or friendship circle is sick. There are so many people that are hurting right now. Grateful to everyone in the medical industry who are working so hard to keep us healthy and safe and who are putting their own families at risk by showing up for work every day.

Kristina: Our team, sticking together even with the fear of uncertainty. Our family members, each stepping up to help others adjust and keep moving forward in new ways.

Yhan: I'm grateful for my work, since I'm still employed while others have lost theirs.

Mark: I am very grateful for my family's health. Grateful that they are all safe and no one in my family, friends, and our team got the coronavirus.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

Angela: I am grateful to be able to offer words of comfort or condolence to those who are troubled in this pandemic.

Ellen: Families have been drawn back together — college students are home, traveling professionals are home ... everyone is home. I think revisiting the importance of family has been a huge gift that this pandemic has given. Humans are *social* creatures ... families are essential!

Wendy: The surprising gift is that my kids have not killed each other yet and are actually learning to get along better. The silver lining is that since we are all bored, we now walk two to four miles daily, go on hikes, and my kids and I have a nightly workout routine. We are all getting healthier.

Michael: Being able to spend more time with family and other family members whom I haven't spoken to for years. Also, really savoring the time with my younger sister as we know once she graduates she will be off doing great things in our world.

Kristina: The people who are typically overlooked for the most part — grocery store clerks, janitors,

drivers, healthcare workers. Those who are typically interacted with, but not thanked, for all that they do. Instead of focusing on superstars or the wealthy, people are realizing without the everyday people, our world wouldn't function. I'm thankful those on the front lines of our world are finally being thanked for everything they do for everyone else.

Yhan: Support from the government.

Mark: I've been more connected with my family and get to spend more quality time with them.

How has the good of humanity shown up during this time?

Angela: It warms my heart to see people coming together to help others less fortunate or in crisis.

Ellen: Challenging times can sometimes drive people apart, but this pandemic seems to have brought people together, with more concern for others being demonstrated all around.

Wendy: I see people coming together for a common cause. Whether it be to fight the lockdown or agree with it ... people are helping people.

Michael: There are thousands of stories of people helping people — just look around online and you can find them everywhere. We are all in this together and will get through this together!

Kristina: People are more thankful for others and the time we've typically spent with them. During this time, we realize how much we appreciate our friends and the ability to move freely throughout our world.

Yhan: Lots of people are doing good deeds. In my town, lots of people are sharing their blessings to help others be safe. Lots of food and necessities are being donated.

Mark: Seeing many amazing people come together to help each other makes my heart melt, and that, I think, is the best part of this crisis.



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“Look for the helpers. You will always find people who are helping.” How have you, or others you know, shown up as “The Helpers” during the coronavirus pandemic?



CHRIS REEDER
LONG & FOSTER REAL ESTATE

I had a contest going where anyone that orders carryout from our local restaurants and emailed us proof of purchase during the month of May got entered in a drawing for five \$100 gift cards to their favorite restaurants.



CHANIN WISLER
FIRST WASHINGTON MORTGAGE

I organized a Food Drive in the Rockshire neighborhood. We collected 1,117 pounds of food and over \$300 in cash donations to benefit Nourish Now.



STACY ALLWEIN
CENTURY 21 REDWOOD REALTY

I feel very blessed that my business is still prospering during COVID-19. Two weeks ago, I felt restless and needed to do something, but didn't know what. I reached out to some people I volunteer with in the recovery community because I know those struggling with sobriety are hurting worse than ever. There have been seven fatal overdoses right in the community I volunteer with. I located a women's sober house that has three babies and started a collection for diapers, wipes, formula, and other baby needs. The response



CARA PEARLMAN
COMPASS

Our family has made brown-bag lunches for Shepherd's Table, and plan to continue to do so every Monday when my husband is home from work.



SHERRI ANNE GREEN
COLDWELL BANKER
RESIDENTIAL BROKERAGE

I volunteer for an organization called Georgetown Village. The Village exists to keep seniors active, engaged, and living at home. During the pandemic, I've helped by doing grocery shopping for a couple so they could stay away from the crowds. I also lead their social media volunteer team and when the pandemic hit, we rallied to find articles and information on staying safe and also staying active while alone at home.

was fantastic. Today, my son Michael, a REALTOR® on my team, and I dropped off a trailer of things to these wonderful ladies. Met them and a sweet 10-week-old baby that I wish I could've squeezed. Blessed to have been able to give back, just a little. Thanks to everyone that helped!



MICHELLE HOPKIN
PROTEC INSPECTION SERVICES

During the quarantine, my 14-year-old daughter and I have started picking up trash on different hiking trails. We started along Seneca Creek and have moved to some of the Lochs.



ROSE BUCKLEY
US INSPECT

I donated extra masks to the hospital and delivered snacks and coffee to the nurses at the testing facility.



MARK ELLINGTON
KELLER WILLIAMS REALTY

Paid for BOLD for four agents to grow mindset and activities.



JENNIFER GUNLICKS MACK
KELLER WILLIAMS REALTY

Had a huge food drive and donated gallons of hand sanitizers to medical professionals!



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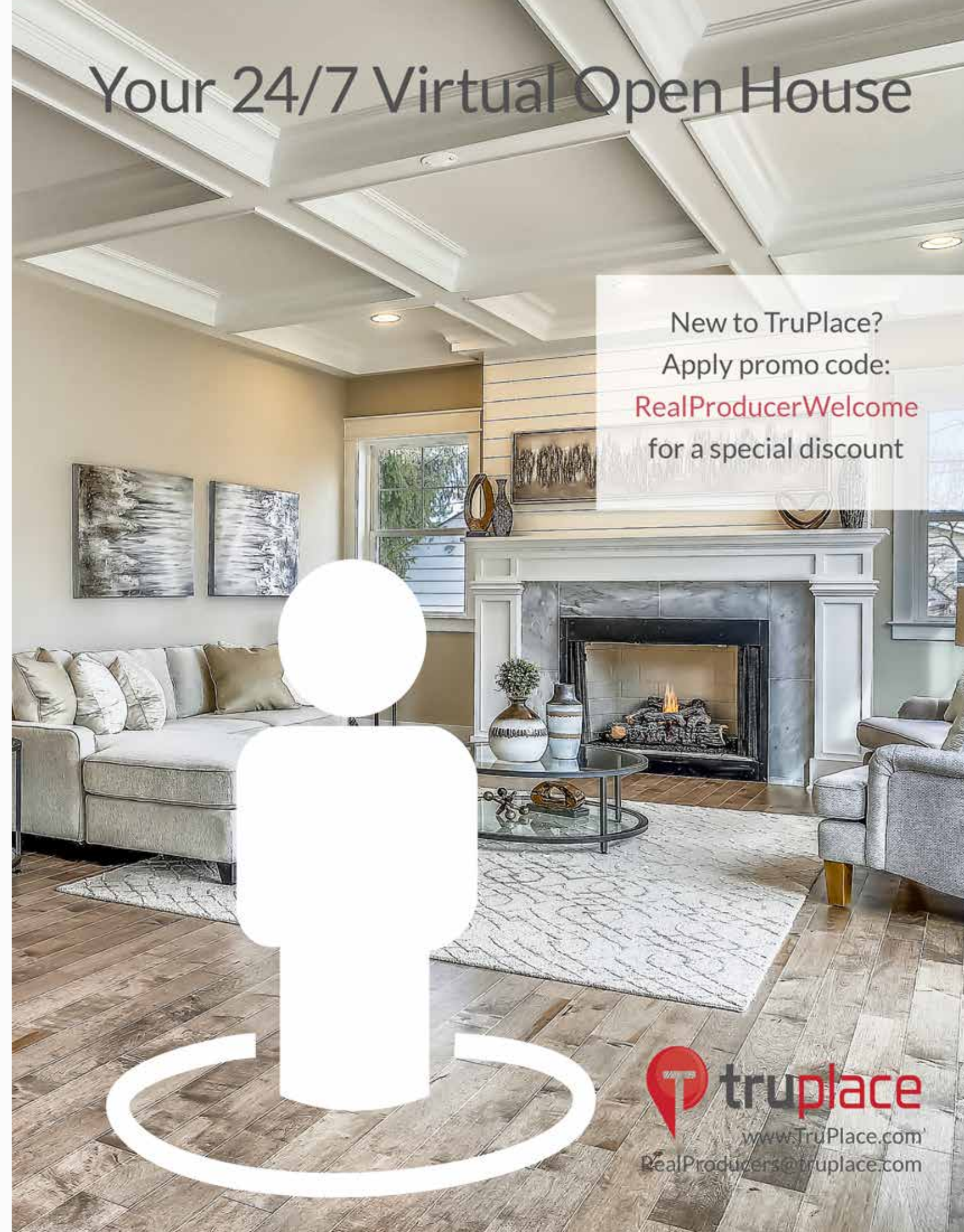
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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Mark C Lowham	TTR Sotheby's International Realty	0.5	\$8,875,000	2	\$57,000,000	2.5	\$65,875,000
2	Jennifer S Smira	Compass	30.5	\$27,370,850	28	\$22,541,500	58.5	\$49,912,348
3	Russell A Firestone III	TTR Sotheby's International Realty	2	\$45,947,000	1	\$947,000	3	\$46,894,000
4	Barak Sky	Long & Foster Real Estate, Inc.	23	\$17,262,744	32	\$25,910,980	55	\$43,173,724
5	Jay A Day	Real Estate Teams, LLC	70	\$32,554,244	26	\$10,003,716	96	\$42,557,960
6	Nancy W Taylor Bubes	Washington Fine Properties, LLC	15	\$28,750,600	6	\$13,725,000	21	\$42,475,600
7	Alejandro Luis A Martinez	RE/MAX Elite Services	38	\$15,223,050	67	\$24,525,892	105	\$39,748,944
8	Michael W Rankin	TTR Sotheby's International Realty	11.5	\$27,390,000	3	\$7,510,000	14.5	\$34,900,000
9	Nurit Coombe	RE/MAX Elite Services	17	\$12,041,250	25	\$20,669,016	42	\$32,710,264
10	Thomas S Hennerty	NetRealtyNow.com, LLC	75	\$27,186,216	10	\$5,292,915	85	\$32,479,130
11	Mary Anne Kowalewski	Mary Anne Kowalewski	41	\$21,695,640	17	\$9,122,578	58	\$30,818,218
12	William Thomas	TTR Sotheby's International Realty	3	\$22,350,000	1	\$8,250,000	4	\$30,600,000
13	Trent D Heminger	Compass	40	\$24,392,200	6	\$4,101,528	46	\$28,493,728
14	Hans L Wydler	Compass	12.5	\$14,225,700	9	\$12,977,000	21.5	\$27,202,700
15	Wendy I Banner	Long & Foster Real Estate, Inc.	10.5	\$11,375,350	15.5	\$15,537,400	26	\$26,912,750
16	Kira Epstein Begal	Washington Fine Properties, LLC	12	\$8,022,500	16	\$18,580,500	28	\$26,603,000
17	Frederick B Roth	Washington Fine Properties, LLC	6.5	\$12,976,000	5.5	\$13,625,000	12	\$26,601,000
18	Thomas Lindsay Reishman	Compass	29.5	\$23,851,500	3	\$2,305,000	32.5	\$26,156,500
19	Marjorie S Halem	Compass	22	\$20,632,766	6	\$5,466,200	28	\$26,098,966
20	David R Getson	Compass	6.5	\$4,614,056	30	\$21,121,000	36.5	\$25,735,056
21	Nathan J Guggenheim	Washington Fine Properties, LLC	11	\$8,992,300	18	\$15,739,999	29	\$24,732,300
22	Jonathan S Lahey	RE/MAX Fine Living	29	\$12,021,475	33	\$12,514,022	62	\$24,535,498
23	Dana Rice	Compass	13	\$14,412,800	9	\$9,972,500	22	\$24,385,300
24	Daniel M Heider	TTR Sotheby's International Realty	5	\$10,399,000	10.5	\$13,358,500	15.5	\$23,757,500
25	Joel S Nelson	Keller Williams Capital Properties	16	\$16,338,950	6	\$7,294,000	22	\$23,632,950
26	Kimberly A Cestari	Long & Foster Real Estate, Inc.	11	\$11,830,000	10	\$10,951,126	21	\$22,781,126
27	Eric P Stewart	Long & Foster Real Estate, Inc.	25.5	\$19,582,250	4	\$3,057,500	29.5	\$22,639,750
28	Chelsea L Traylor	Redfin Corp	32.5	\$20,398,640	2	\$1,920,000	34.5	\$22,318,640
29	Christine R Reeder	Long & Foster Real Estate, Inc.	35	\$10,742,400	32	\$11,065,230	67	\$21,807,630
30	Troyce P Gatewood	RE/MAX Results	24.5	\$10,130,922	31	\$10,735,152	55.5	\$20,866,074
31	Erich W Cabe	Compass	6	\$6,367,400	15	\$14,434,000	21	\$20,801,400
32	Lawrence M Lessin	Save 6, Incorporated	56	\$20,225,075	1	\$211,050	57	\$20,436,125
33	James Bass	Real Estate Teams, LLC	36	\$12,845,877	21	\$7,404,358	57	\$20,250,236
34	Margaret M Babbington	Compass	7	\$6,924,900	17	\$12,972,204	24	\$19,897,104

Disclaimer: Information based on MLS closed data as of June 8, 2020, for residential sales from January 1, 2020, to May 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Brian Wilson	EXP Realty	37	\$19,160,472	1	\$710,000	38	\$19,870,472
36	Andrew Riguzzi	Compass	11	\$9,528,700	9	\$10,315,000	20	\$19,843,700
37	Carl G Becker	Premier Properties, LLC	3	\$10,170,000	6	\$9,656,000	9	\$19,826,000
38	Tim Barley	RE/MAX Allegiance	6	\$6,019,500	15	\$13,352,999	21	\$19,372,500
39	Margot D Wilson	Washington Fine Properties, LLC	7.5	\$14,949,500	1.5	\$4,265,300	9	\$19,214,800
40	Mehrnaz Bazargan	Redfin Corp	30	\$18,656,832	1	\$345,000	31	\$19,001,832
41	Antonia Ketabchi	Redfin Corp	5	\$2,559,000	23	\$16,408,800	28	\$18,967,800
42	Daryl Judy	Washington Fine Properties ,LLC	5	\$9,783,500	7	\$8,696,500	12	\$18,480,000
43	Sheila R Pack	RE/MAX Roots	41	\$12,843,583	14	\$5,576,705	55	\$18,420,288
44	Michael R Brennan	Compass	9	\$9,340,700	7.5	\$8,905,750	16.5	\$18,246,450
45	Anne C Killeen	Washington Fine Properties, LLC	9	\$11,746,810	5.5	\$6,395,500	14.5	\$18,142,310
46	Nathan B Dart	RE/MAX Realty Services	21	\$8,873,425	17.5	\$9,212,205	38.5	\$18,085,630
47	Jeremy E Lichtenstein	RE/MAX Realty Services	10	\$13,394,610	4	\$4,670,100	14	\$18,064,710
48	Tamara E Kucik	Tower Hill Realty	25	\$14,227,500	5.5	\$3,615,000	30.5	\$17,842,500
49	Mark D McFadden	Compass	4.5	\$11,674,000	2	\$6,098,800	6.5	\$17,772,800
50	Roma Elhabashy	The Blackstone Real Estate LLC	0	\$0	1	\$17,750,000	1	\$17,750,000
51	Michelle C Yu	Long & Foster Real Estate, Inc.	18.5	\$13,656,750	4	\$3,788,000	22.5	\$17,444,750
52	Lauren E Davis	TTR Sotheby's International Realty	6.5	\$5,865,500	8	\$11,557,500	14.5	\$17,423,000
53	Robert Hryniewicki	Washington Fine Properties, LLC	5.5	\$8,048,238	4	\$9,285,000	9.5	\$17,333,238
54	Hazel Shakur	Redfin Corp	43	\$16,681,998	1	\$530,000	44	\$17,211,998
55	Cara Pearlman	Compass	15.5	\$10,621,988	8	\$6,445,900	23.5	\$17,067,888
56	Marc Fleisher	Compass	7	\$13,067,950	3	\$3,993,000	10	\$17,060,950
57	Sheena Saydam	Keller Williams Capital Properties	13.5	\$6,917,375	19	\$9,991,718	32.5	\$16,909,094
58	Lisa R Stransky Brown	Washington Fine Properties, LLC	12.5	\$11,162,500	6	\$5,423,500	18.5	\$16,586,000
59	James M Coley	Long & Foster Real Estate, Inc.	8.5	\$8,043,450	11.5	\$8,420,050	20	\$16,463,500
60	Brent E Jackson	TTR Sotheby's International Realty	12.5	\$11,275,500	6	\$5,028,100	18.5	\$16,303,600
61	Melinda L Estridge	Long & Foster Real Estate, Inc.	10.5	\$8,609,130	15.5	\$7,635,300	26	\$16,244,430
62	Pennye Green	Long & Foster Real Estate, Inc.	40	\$15,960,750	0	\$0	40	\$15,960,750
63	Mandy Kaur	Redfin Corp	31	\$13,596,700	5	\$2,181,500	36	\$15,778,200
64	Roby C Thompson III	Long & Foster Real Estate, Inc.	11	\$7,928,000	9	\$7,721,691	20	\$15,649,691
65	Meredith L Margolis	Compass	4.5	\$6,750,400	9.5	\$8,789,500	14	\$15,539,900
66	Michael B Aubrey	Compass	11	\$8,942,800	7.5	\$6,520,342	18.5	\$15,463,142
67	Tyler A Jeffrey	Washington Fine Properties, LLC	4.5	\$3,109,950	12	\$12,302,000	16.5	\$15,411,950
68	Jacob Taylor	Blue Valley Real Estate	42	\$15,257,340	1	\$139,125	43	\$15,396,465
69	Kara K Sheehan	Washington Fine Properties, LLC	5	\$9,144,000	2	\$6,200,000	7	\$15,344,000
70	Sina Mollaani	The ONE Street Company	4	\$1,789,177	17	\$13,445,900	21	\$15,235,077
71	Daniel B Register IV	Northrop Realty, A Long & Foster Company	62.5	\$14,531,625	3	\$571,250	65.5	\$15,102,875

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Nancy S Itteilag	Washington Fine Properties, LLC	9	\$13,228,000	1	\$1,740,000	10	\$14,968,000
73	Nadia Aminov	Long & Foster Real Estate, Inc.	35	\$13,940,250	3	\$875,000	38	\$14,815,250
74	Kimberly N Fallin	Redfin Corp	23	\$12,098,400	3	\$2,592,900	26	\$14,691,300
75	Sarah Jacobs	Washington Fine Properties, LLC	2.5	\$5,535,000	3.5	\$9,120,000	6	\$14,655,000
76	Eric Murtagh	Long & Foster Real Estate, Inc.	7	\$12,442,000	1	\$2,100,000	8	\$14,542,000
77	Christopher D Ritzert	TTR Sotheby's International Realty	4	\$8,512,500	2	\$5,965,000	6	\$14,477,500
78	Norman S Domingo	XRealty.NET LLC	30	\$14,461,700	0	\$0	30	\$14,461,700
79	William Fastow	TTR Sotheby's International Realty	6	\$5,987,500	4	\$8,309,000	10	\$14,296,500
80	Bradley J Rozansky	Long & Foster Real Estate, Inc.	12	\$12,437,300	1	\$1,650,000	13	\$14,087,300
81	Jeffrey M Wilson	TTR Sotheby's International Realty	3	\$4,565,250	6	\$9,435,000	9	\$14,000,250
82	Kathleen A King	Washington Fine Properties, LLC	4.5	\$5,462,500	6.5	\$8,500,000	11	\$13,962,500
83	Donna J Yocum	Keller Williams Realty Centre	21	\$12,556,553	3	\$1,313,990	24	\$13,870,543
84	Avi Galanti	Compass	7.5	\$6,245,500	10	\$7,600,900	17.5	\$13,846,400
85	Ginette R. Winston	Winston Real Estate, Inc.	10	\$7,247,000	7	\$6,467,000	17	\$13,714,000
86	Cynthia L Howar	Washington Fine Properties, LLC	5.5	\$11,639,000	2	\$1,975,000	7.5	\$13,614,000
87	James E Brown	Turning Point Real Estate	11.5	\$5,653,350	15	\$7,951,870	26.5	\$13,605,220
88	Jane Fairweather	Long & Foster Real Estate, Inc.	12.5	\$9,816,500	4	\$3,780,500	16.5	\$13,597,000

Disclaimer: Information based on MLS closed data as of June 8, 2020, for residential sales from January 1, 2020, to May 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
89	Annabel D Burch-Murton	Compass	8	\$7,502,000	6	\$5,999,000	14	\$13,501,000
90	Tina C Cheung	EXP Realty, LLC	6	\$1,888,000	24.5	\$11,605,400	30.5	\$13,493,400
91	Patricia G Mills	Charis Realty Group	29.5	\$10,704,249	11.5	\$2,766,900	41	\$13,471,149
92	Lisa C Sabelhaus	RE/MAX Town Center	19	\$8,394,496	11	\$5,063,533	30	\$13,458,028
93	Loic C Pritchett	TTR Sotheby's International Realty	2.5	\$1,827,500	11	\$11,611,500	13.5	\$13,439,000
94	Shahram Aalai	Compass	11	\$7,098,500	6	\$6,331,000	17	\$13,429,500
95	Wentong Chen	Libra Realty LLC	10	\$8,509,500	6	\$4,893,000	16	\$13,402,500
96	Jennifer T Chow	Long & Foster Real Estate, Inc.	7.5	\$8,234,499	4	\$5,155,000	11.5	\$13,389,499
97	Karen D Rollings	EXP Realty, LLC	15.5	\$8,079,400	8	\$5,189,999	23.5	\$13,269,399
98	Kimberly A Casey	Washington Fine Properties ,LLC	4	\$5,283,500	2	\$7,950,000	6	\$13,233,500
99	Kenneth M Abramowitz	RE/MAX Town Center	17	\$6,283,088	15.5	\$6,909,650	32.5	\$13,192,738
100	Long T Ngo	Redfin Corp	1	\$500,000	24	\$12,684,230	25	\$13,184,230
101	Christopher S Burns	TTR Sotheby's International Realty	19	\$11,339,850	4	\$1,742,699	23	\$13,082,549
102	Robert H Myers	RE/MAX Realty Services	8	\$5,346,240	15	\$7,735,399	23	\$13,081,639
103	Todd A Vassar	Compass	5	\$4,952,500	9	\$8,105,000	14	\$13,057,500
104	Ross A Vann	Compass	2.5	\$3,155,000	6	\$9,829,900	8.5	\$12,984,900
105	D'Ann K Lanning	Compass	24	\$12,905,750	1	\$15,000	25	\$12,920,750

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
106	Victor R Llewellyn	Long & Foster Real Estate, Inc.	10.5	\$5,129,750	14.5	\$7,605,400	25	\$12,735,150
107	Casey C Aboulafia	Compass	4	\$3,422,545	11	\$9,225,031	14	\$12,647,576
108	Stacy M Allwein	Century 21 Redwood Realty	20	\$6,050,500	21.5	\$6,439,725	41.5	\$12,490,225
109	Rebecca Weiner	Compass	6.5	\$4,948,500	11	\$7,501,440	17.5	\$12,449,940
110	Anslie C Stokes Milligan	McNearney Associates, Inc.	9	\$7,584,900	7	\$4,809,129	16	\$12,394,029
111	Charles F Holzwarth Jr.	Washington Fine Properties, LLC	1	\$852,000	2.5	\$11,447,500	3.5	\$12,299,500
112	Bryan Kerrigan	Redfin Corp	24	\$10,810,000	1	\$1,470,000	25	\$12,280,000
113	Harrison I Beacher	Keller Williams Capital Properties	8	\$4,113,500	13.5	\$8,137,500	21.5	\$12,251,000
114	Gail E Nyman	RE/MAX United Real Estate	21	\$9,348,193	6	\$2,855,500	27	\$12,203,693
115	Pamela B Wye	Compass	5	\$4,988,000	7	\$7,210,875	12	\$12,198,875
116	Koki Waribo Adasi	Compass	12	\$8,563,589	3.5	\$3,579,000	15.5	\$12,142,589
117	Elizabeth J D'Angio	Washington Fine Properties, LLC	2.5	\$6,791,500	2	\$5,325,000	4.5	\$12,116,500
118	Meredith M Fogle	Old Line Properties	12.5	\$8,424,400	5.5	\$3,648,000	18	\$12,072,400
119	Cameron H McFadden	Compass	4.5	\$11,674,000	0	\$0	4.5	\$11,674,000
120	Ethan F Drath	Washington Fine Properties, LLC	2.5	\$3,382,500	5	\$8,285,000	7.5	\$11,667,500
121	Alyssa A Crilley	Washington Fine Properties, LLC	6	\$6,191,260	4	\$5,425,260	10	\$11,616,520
122	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	9	\$9,661,850	2	\$1,941,823	11	\$11,603,673
123	Michael J Muren	Long & Foster Real Estate, Inc.	18	\$6,877,766	12	\$4,698,441	30	\$11,576,207
124	Jose Francisco Ramirez	Urban Pace, a Long & Foster Company	9.5	\$7,806,150	4	\$3,757,150	13.5	\$11,563,300
125	Mansour F Abu-Rahmeh	Compass	3	\$1,597,550	9	\$9,876,500	12	\$11,474,050
126	Carolyn H Jordan	Go Brent, INC.	11	\$7,413,188	6	\$3,832,000	17	\$11,245,188
127	Michael Bowers	Long & Foster Real Estate, Inc.	3	\$4,016,000	8	\$7,195,650	11	\$11,211,650
128	Andrew K Goodman	Goodman Realtors	14	\$6,057,800	9	\$5,147,500	23	\$11,205,300
129	Corey C Burr	TTR Sotheby's International Realty	5	\$6,288,250	3.5	\$4,890,500	8.5	\$11,178,750
130	Robert A Sanders	TTR Sotheby's International Realty	9.5	\$8,279,280	4.5	\$2,788,400	14	\$11,067,680
131	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	8	\$11,065,000	8	\$11,065,000
132	Marjorie R Dick Stuart	Coldwell Banker Residential Brokerage	4	\$4,381,000	6	\$6,659,750	10	\$11,040,750
133	Elysia L Casaday	Compass	3	\$2,120,000	10	\$8,817,000	13	\$10,937,000
134	Jennifer K Knoll	Compass	3	\$5,120,000	4	\$5,671,500	7	\$10,791,500
135	Elaine S. Koch	Long & Foster Real Estate, Inc.	13	\$8,171,900	3	\$2,615,000	16	\$10,786,900
136	Mitchell J Toland Jr.	Redfin Corp	24	\$7,223,989	10	\$3,552,335	34	\$10,776,324
137	Kenneth A Grant	RE/MAX Plus	8	\$3,499,350	19	\$7,223,200	27	\$10,722,550
138	Andres A Serafini	RLAH Real Estate	4.5	\$3,284,500	13	\$7,394,922	17.5	\$10,679,422
139	Katri I Hunter	Compass	5	\$2,807,450	12	\$7,864,400	17	\$10,671,850
140	Lee Murphy	Washington Fine Properties, LLC	3	\$2,406,400	7	\$8,263,900	10	\$10,670,300
141	Brian O Hora	Compass	2	\$1,744,011	10	\$8,803,300	12	\$10,547,310
142	Eva M Davis	Compass	3	\$2,631,000	7	\$7,822,000	10	\$10,453,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to May 31, 2020


RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Gary J Rudden	RE/MAX REALTY SERVICES	9	\$7,664,300	4	\$2,695,000	13	\$10,359,300
144	Michael Gailey	Compass	4	\$3,240,500	8	\$6,973,500	12	\$10,214,000
145	Nathan B Ward	Compass	9	\$4,756,550	8	\$5,447,000	17	\$10,203,550
146	Andrew L Pariser	Long & Foster Real Estate, Inc.	5	\$5,723,000	4	\$4,470,000	9	\$10,193,000
147	Gladwin S D'Costa	Maryland REO Realty, LLC	41	\$10,174,715	0	\$0	41	\$10,174,715
148	Laura W Steuart	Compass	1	\$990,000	5	\$9,174,900	6	\$10,164,900
149	Maribelle S Dizon	Redfin Corp	6	\$3,288,990	14	\$6,827,800	20	\$10,116,790
150	Daniel W Hozhabri	Keller Williams Realty Centre	18.5	\$6,585,150	9.5	\$3,434,650	28	\$10,019,800
151	John T Kirk	Tower Hill Realty	16	\$10,005,924	0	\$0	16	\$10,005,924
152	Anthony Mason	Keller Williams Capital Properties	14.5	\$7,365,550	6	\$2,516,265	20.5	\$9,881,815
153	Carlos A Garcia	Keller Williams Capital Properties	6.5	\$4,746,500	7	\$5,111,650	13.5	\$9,858,150
154	Maxwell E Rabin	TTR Sotheby's International Realty	6.5	\$7,377,500	3.5	\$2,472,400	10	\$9,849,900
155	David M Wagner	RE/MAX Realty Centre, Inc.	7	\$3,179,000	11	\$6,555,942	18	\$9,734,942
156	Christopher Calabretta	Redfin Corp	6	\$1,883,999	14	\$7,825,825	20	\$9,709,824
157	Charles Dudley	Compass	2.5	\$1,325,000	12	\$8,366,200	14.5	\$9,691,200
158	Farah E Fuchs	Redfin Corp	25	\$8,841,526	2	\$826,000	27	\$9,667,526
159	Elizabeth M Lavette	Washington Fine Properties, LLC	5.5	\$8,788,500	1	\$825,000	6.5	\$9,613,500
160	Thomas A Keane	Washington Fine Properties, LLC	2.5	\$4,084,500	4	\$5,527,500	6.5	\$9,612,000
161	Shuang Zhao	Signature Home Realty LLC	14	\$6,442,500	6	\$3,143,000	20	\$9,585,500
162	Nicholas W Poliansky	Keller Williams Preferred Properties	24.5	\$8,372,699	4	\$1,118,000	28.5	\$9,490,699

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Robert Jenets	Stuart & Maury, Inc.	5	\$5,291,888	2	\$4,169,000	7	\$9,460,888
164	Joseph Himali	RLAH Real Estate	2.5	\$2,297,000	8	\$7,132,400	10.5	\$9,429,400
165	Rory Oblatz	Redfin Corp	0	\$0	14	\$9,387,799	14	\$9,387,799
166	Eric M Broermann	Compass	5.5	\$5,144,000	6	\$4,215,995	11.5	\$9,359,995
167	Christopher R Leary	Washington Fine Properties, LLC	2.5	\$3,466,988	2	\$5,875,000	4.5	\$9,341,988
168	Teresa A Mueller	Compass	9	\$6,129,990	6	\$3,204,900	15	\$9,334,890
169	Amanda M Lasko	Redfin Corp	14	\$8,336,301	1	\$898,000	15	\$9,234,301
170	Brittany Allison	Compass	5	\$4,122,000	8	\$5,101,500	13	\$9,223,500
171	Justin Kitsch	TTR Sotheby's International Realty	4	\$3,500,000	6	\$5,655,500	10	\$9,155,500
172	Marshall Carey	Redfin Corp	15.5	\$9,142,275	0	\$0	15.5	\$9,142,275
173	Eric Steinhoff	EXP Realty, LLC	13.5	\$6,927,400	4	\$2,195,500	17.5	\$9,122,900
174	Justin Thomas DiFranco	TTR Sotheby's International Realty	4	\$8,680,000	1	\$442,500	5	\$9,122,500
175	Jubril O Wilson	Bennett Realty Solutions	14	\$6,128,272	7	\$2,993,561	21	\$9,121,833
176	Andrew J Hopley	Keller Williams Realty Centre	11	\$4,672,625	9	\$4,413,000	20	\$9,085,625
177	Joseph M Poduslo	TTR Sotheby's International Realty	7	\$6,757,500	2	\$2,298,500	9	\$9,056,000
178	Katie R Nicholson	Coldwell Banker Residential Brokerage	12.5	\$6,481,200	4.5	\$2,541,400	17	\$9,022,600
179	Jill C Coleman	RE/MAX Realty Centre, Inc.	13	\$5,879,000	6	\$3,138,630	19	\$9,017,630

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Aya Netanel	Magnolia Realty LLC	1	\$414,000	12	\$8,582,800	13	\$8,996,800
181	Veronica Seva-Gonzalez	Keller Williams Capital Properties	3.5	\$1,431,200	8	\$7,534,500	11.5	\$8,965,700
182	Charles P Gilroy	Redfin Corp	19	\$8,963,075	0	\$0	19	\$8,963,075
183	Mynor R Herrera	Keller Williams Capital Properties	13.5	\$6,154,750	8	\$2,802,000	21.5	\$8,956,750
184	Non Subscribing Member	Non Subscribing Office	0	\$0	19	\$8,943,854	19	\$8,943,854
185	Lisa Tucker	Redfin Corp	16.5	\$8,093,932	2	\$840,900	18.5	\$8,934,832
186	Rachel K Valentino	Keller Williams Capital Properties	5.5	\$6,340,601	3	\$2,520,000	8.5	\$8,860,601
187	Joshua D Ross	RE/MAX Realty Services	2	\$2,590,000	9	\$6,259,400	11	\$8,849,400
188	Monica Bryant	Redfin Corp	21	\$7,712,630	3	\$1,128,000	24	\$8,840,630
189	Richard Michael Morrison	Redfin Corp	0	\$0	15	\$8,819,649	15	\$8,819,649
190	Lenore G Rubino	Washington Fine Properties, LLC	5	\$5,101,350	3.5	\$3,678,000	8.5	\$8,779,350
191	Thomas S Buerger	Compass	8	\$3,755,648	7.5	\$5,021,000	15.5	\$8,776,648
192	Keith James	Keller Williams Capital Properties	1.5	\$411,000	20	\$8,350,725	21.5	\$8,761,725
193	Alecia R Scott	Long & Foster Real Estate, Inc.	11.5	\$5,232,900	7.5	\$3,525,040	19	\$8,757,940
194	Michael W Patrick	RE/MAX United Real Estate	28	\$7,989,500	2	\$765,000	30	\$8,754,500
195	Elizabeth S Hitt	RE/MAX Realty Group	9	\$4,214,800	8	\$4,534,900	17	\$8,749,700
196	Seth S Turner	Compass	3	\$2,448,900	9	\$6,292,400	12	\$8,741,300
197	Alan Chargin	Keller Williams Capital Properties	2	\$1,306,250	11	\$7,407,250	13	\$8,713,500
198	Joan Cromwell	McEneaney Associates, Inc.	2	\$2,949,000	5	\$5,729,999	7	\$8,678,999
199	Nicholas P Chaconas	Redfin Corp	15.5	\$7,611,500	2	\$1,062,400	17.5	\$8,673,900
200	Ioannis Konstantopoulos	Compass	5	\$2,771,800	8	\$5,864,000	13	\$8,635,800
201	Leslie B White	Redfin Corp	0	\$0	11	\$8,625,000	11	\$8,625,000
202	Marc Bertinelli	Washington Fine Properties, LLC	2.5	\$3,854,250	2.5	\$4,752,500	5	\$8,606,750
203	John L Lesniewski	RE/MAX United Real Estate	18	\$6,909,226	3	\$1,686,340	21	\$8,595,566
204	Delia E McCormick	Washington Fine Properties, LLC	5.5	\$6,809,000	2	\$1,757,500	7.5	\$8,566,500
205	Amalia B Morales Garcoits	RLAH Real Estate	1	\$745,000	11	\$7,812,200	12	\$8,557,200
206	Marin Hagen	Coldwell Banker Residential Brokerage	2.5	\$2,678,500	3.5	\$5,870,000	6	\$8,548,500
207	Gary P Jankowski	Coldwell Banker Residential Brokerage	4	\$4,067,500	3	\$4,465,000	7	\$8,532,500
208	Teresa M Burton	Long & Foster Real Estate, Inc.	8.5	\$6,127,500	3	\$2,398,000	11.5	\$8,525,500
209	Bobbi Prescott	RE/MAX Results	15.5	\$5,836,315	7	\$2,662,500	22.5	\$8,498,815
210	Matthew D Maury	Stuart & Maury, Inc.	6	\$6,335,000	2	\$2,155,000	8	\$8,490,000
211	Rheetuparna Pal Mahajan	Redfin Corp	1	\$386,000	13	\$8,069,915	14	\$8,455,915
212	Jaime Willis	Compass	3	\$2,097,500	12	\$6,329,115	15	\$8,426,615
213	Aret Koseian	Compass	5.5	\$2,040,500	11.5	\$6,379,500	17	\$8,420,000
214	Anne-Marie R Finnell	TTR Sotheby's International Realty	3	\$3,778,050	3.5	\$4,584,000	6.5	\$8,362,050
215	Stuart N Naranch	Redfin Corp	0.5	\$136,225	13	\$8,216,899	13.5	\$8,353,124
216	Lydia C Benson	Long & Foster Real Estate, Inc.	4	\$6,100,000	3	\$2,253,000	7	\$8,353,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Xuri Wang	Hometown Elite Realty LLC	2	\$1,620,000	6	\$6,707,000	8	\$8,327,000
218	Kerry E Fortune	Washington Fine Properties, LLC	3	\$3,825,000	2.5	\$4,487,500	5.5	\$8,312,500
219	Michael P Rose	Rory S. Coakley Realty, Inc.	6	\$4,562,810	5	\$3,721,560	11	\$8,284,370
220	Robert Crawford	Washington Fine Properties, LLC	5.5	\$3,664,950	5	\$4,566,999	10.5	\$8,231,949
221	Ruby A Styslinger	Redfin Corp	1	\$969,000	11	\$7,256,000	12	\$8,225,000
222	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	8.5	\$4,925,946	6.5	\$3,281,400	15	\$8,207,346
223	John T Pruski	Jack Realty Group	3.5	\$4,340,500	3	\$3,840,920	6.5	\$8,181,420
224	Dana S Scanlon	Keller Williams Capital Properties	5	\$3,611,013	7	\$4,530,500	12	\$8,141,513
225	Joseph Olatunde Seriki	TTR Sotheby's International Realty	4	\$3,073,750	6	\$5,015,000	10	\$8,088,750
226	Samuel Dweck	TTR Sotheby's International Realty	5	\$2,489,000	7	\$5,590,001	12	\$8,079,001
227	J P Montalvan	Compass	4.5	\$3,242,615	6	\$4,828,960	10.5	\$8,071,575
228	Molly O Branson	RLAH Real Estate	11	\$4,840,400	5	\$3,218,900	16	\$8,059,300
229	Asif Qadir	RE/MAX Premiere Selections	6	\$3,395,000	7	\$4,659,500	13	\$8,054,500
230	Keegan J Dufresne	RE/MAX Allegiance	5	\$2,993,300	7	\$5,035,900	12	\$8,029,200
231	Carolyn N Sappenfield	RE/MAX Realty Services	5	\$4,423,500	6	\$3,585,500	11	\$8,009,000
232	Daniel J Whitacre	Colony Realty	16	\$5,525,100	8	\$2,478,800	24	\$8,003,900
233	Thomas C Williams Jr.	McEneaney Associates, Inc.	5	\$6,899,900	1	\$1,100,000	6	\$7,999,900

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to May 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Marc A Dosik	Century 21 Redwood Realty	11	\$6,907,100	3	\$1,070,000	14	\$7,977,100
235	Deborah C Cheshire	Long & Foster Real Estate, Inc.	5	\$3,884,500	5	\$4,090,000	10	\$7,974,500
236	Christine M Koons-Byrne	Long & Foster Real Estate, Inc.	7.5	\$5,042,300	3	\$2,927,000	10.5	\$7,969,300
237	Sam N Solovey	Compass	6	\$4,904,924	2	\$3,062,000	8	\$7,966,924
238	Phyllis R Wiesenfelder	Long & Foster Real Estate, Inc.	1.5	\$2,273,000	4	\$5,675,000	5.5	\$7,948,000
239	Lizbeth E Cain	Mackintosh, Inc.	9	\$4,735,381	5	\$3,199,469	14	\$7,934,850
240	Hovanes Suleymanian	The ONE Street Company	5	\$1,907,500	12	\$6,008,500	17	\$7,916,000
241	Cheryl R Leahy	Long & Foster Real Estate, Inc.	6.5	\$6,982,720	1	\$925,000	7.5	\$7,907,720
242	Nicole Roeberg	Redfin Corp	1	\$797,500	11	\$7,108,499	12	\$7,905,999
243	Matthew U Dubbaneh	The ONE Street Company	2	\$768,000	17	\$7,121,000	19	\$7,889,000
244	Litsa Laddbush	Redfin Corp	4	\$1,625,425	11	\$6,254,900	15	\$7,880,325
245	Gary Foreman	Compass	7	\$2,113,400	17.5	\$5,765,049	24.5	\$7,878,449
246	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	8	\$2,715,230	20	\$5,141,480	28	\$7,856,710
247	Donna Mank	Compass	4.5	\$3,622,500	5.5	\$4,224,777	10	\$7,847,277
248	Kornelia Stuphan	Long & Foster Real Estate, Inc.	3	\$3,150,000	4	\$4,680,000	7	\$7,830,000
249	Michael A Gonzalez	Redfin Corp	2	\$880,000	12.5	\$6,945,000	14.5	\$7,825,000
250	Judy G Cranford	Cranford & Associates	4	\$1,929,000	7	\$5,895,000	11	\$7,824,000

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FIRST HOME MORTGAGE

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



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Jason Martin, CEO Jason Martin Group, RLAH Real Estate

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