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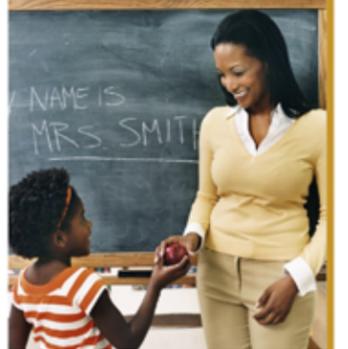
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# TABLE OF CONTENTS

	<b>06</b> Index of Preferred Partners		<b>11</b> Publisher's Note		<b>16</b> Partner Spotlight: 123JUNK
	<b>22</b> 9 Ways Ops Bosses™ Avoid Decision Fatigue		<b>25</b> PIVOT: The New Word For 2020		<b>28</b> Rising Star: Sam Medvene
	<b>34</b> We Ask... You Tell! 3 Words That Best Describe Your Father?		<b>38</b> We Ask... You Tell! Quarantine Togetherness: Harmony or Chaos?		<b>42</b> Special Events
	<b>46</b> Fantastic Fathers In Real Estate		<b>54</b> Cover Story: Juan Umanzor		<b>61</b> Top 250 Standings

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# Happy Father's Day

## ► publisher's note

Dear DC Metro Real Producers,

One of my all-time favorite quotes is: "Necessity is the mother of invention." Plato makes it sound so eloquent. In layman's terms, if you really need to do something, you will think of a way to do it. A follow-up quote, by author Johnny Flora, says, "If necessity is the mother of invention, then adversity must surely be the father of re-invention." We have all experienced this in some form over the past couple of months.

In some ways, I feel more connected to our REALTOR® community than before. Countless REALTORS® and partners have reached out to simply check in to make sure our family was doing okay. Everyone has been so understanding of our delayed response times as we navigate our new business norms. Experiencing a pandemic has been very eye-opening, and it's made me come to appreciate many things that I once took for granted ... like our educational system and the teachers who make it all happen. Toilet paper and hugs. I didn't realize how much of a hugger I am. I get that from my father, David Brindley. He gives the best hugs. The picture is of my father and me, and one of Avery, my daughter, and my father. My father is a man of integrity, love, and laughter. Thank you, Dad.

This entire issue is dedicated to celebrating fathers. Happy Father's Day to all the fathers reading this. We encourage you to find creative and special ways to make the father figures in your life feel loved, and show gratitude for the impact they've had in your life.

Fighting the good fight,



**Kristin Brindley**  
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# Golden Nuggets



**Juan Umazor,**  
Long & Foster Real Estate

“Surround yourself with accomplished individuals, learn from people at the top of their fields.”  
—*Juan's grandfather*

“I'm so in love [with] and impassioned about what I do, and I feel as if I have

not worked a day in my life. The way I feel about this field is beyond words.”



**Kevin Wheeler,**  
123JUNK

“Once your items are loaded onto our trucks, they get delivered to local charities, recycling facilities, and the dump, in that order. Our goal is to minimize the amount of junk that ends up in the landfill and maximize the recycling potential for your unwanted items.”



**Sam Medvene,**  
Century 21 Redwood Realty

“You can have anything you want in life, you just have to work for it.”  
—*Sam's father*

“Money comes and goes, but what doesn't is your relationships, your reputation, and your integrity.”

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# Easy As 1-2-3

▶ partner spotlight

By Zachary Cohen  
Photos by Ryan Corvello Photography

Each member of the 123JUNK team has found their way into the business through their own journey, their own path. As their paths have converged, they've discovered, together, an opportunity to do good in a world where the disposal process (i.e., what happens to our trash after it leaves our home) is often overlooked.

123JUNK is changing the notion of what junk-removal services entail. By focusing on community advocacy, donations, and recycling before trash hits the landfill, they are practicing social and ecological responsibility in a world that so desperately needs more of it.

A full-service junk-removal company, 123JUNK has grown to be the premier provider for the D.C. Metro area, including Northern Virginia and Maryland. The company does more than merely clear out garages, basements, and attics and haul off truckloads of debris. Their commitment to social responsibility and environmental protection is what sets them apart from their competition. Even their name is a nod to the three-step approach they use when getting rid of items: 1. Donate, 2. Recycle, 3. Dispose: 123JUNK.

123JUNK has built a talented client relationship manager team to focus on relationship-building. "We favor relationships over traditional marketing," owner Collin Wheeler says. "It creates accountability when somebody has a dedicated person whom they can contact if something goes wrong."



# 123 JUNK

with Collin Wheeler, Kevin Wheeler, Ethan Delahunty, & Neil McKinnon

123JUNK's client relationship managers, Neil McKinnon, Ethan Delahunty and Kevin Wheeler.

...

### 123JUNK: Meet the Team

123JUNK tailors its business model toward real estate agents. As a referral business, partnering with agents is their niche.

Real estate and junk removal are not as different as some people may think. “Both industries are about providing a solution for a problem, marketing that solution through relationships and quality services, and providing an abundance of value to your clients.”

123JUNK’s humble beginnings and marketing ideology has been woven into the fabric of the company’s DNA. As a bootstrapped start-up, 123JUNK didn’t have the option of traditional marketing.

In 2008, at the height of the recession and with \$4,000 to his name, Collin invested in a 1992 landscape truck and a stack of business cards. The company’s model was simple: Set clear expectations for the client, over-deliver on services, and trust that it will lead to more business.

This survival mentality forced 123JUNK to focus on the client experience rather than marketing and sales. Their logic was as follows: If the quality of the services was high, then their clients would remark to others about their experience, leading to more business. If their service quality was low, then they would stagnate. The degree to which the referrals came in served as a testament to the quality of work provided – and they continue to get positive reports back, in the form of customer testimonials and referrals.

123JUNK’s trio of client relationship managers, Kevin Wheeler, Ethan Delahunty, and Neil McKinnon, are responsible for making sure that their clients and partners are satisfied with the work that gets done.

### Kevin Wheeler

“A big part of success, in my opinion, is helping other people be successful,” Kevin begins.

Kevin is the brother of 123JUNK founder, Collin Wheeler.

“My brother started the company when I was 16 years old, and he saw my friends and me as an opportunity for some cheap labor,” Kevin recalls. “I worked for the company on and off throughout high school and college. Upon graduation, I spent a couple of years in the corporate world, but I decided it was time to rejoin my brother to help expand our D.C. and Montgomery County presence. It’s been over five years, and I couldn’t be happier with my decision.”

Outside of work, Kevin enjoys spending time with his family and fiancée, personal development, going out to eat, and all things sports — playing sports, watching sports, and talking about sports. “I’m always trying to make myself a better person through podcasts, reading, exercise, and volunteering in the community,” Kevin says.

### Ethan Delahunty

“When I was a kid I told my parents that my dream job was working on a garbage truck (so I could ride on the back of the truck), and I feel like I haven’t landed very far off,” Ethan laughs.

“I love talking to people and dealing with other like-minded individuals. I also have a love for entrepreneurship and business development. At 123JUNK, I am able to be a larger part of the development of the company.”

When he’s not working, you’re most likely to find Ethan working out at the gym. He’s done a handful of bodybuilding competitions and aspires to continue them. He enjoys traveling to snowboard during the winter and spending time at the lake during the summer.

In work and outside work, Ethan is honed in on being an authentic human being.

“I am genuine in business and in my personal life. I treat everyone as my friend, not a business opportunity,” he says.

### Neil McKinnon

Neil owned a party equipment rental company for a decade before selling it to a larger supplier. Afterward, he wanted to get into an industry with more growth opportunities, with a company that was growing.

“I also wanted the opportunity to make an impact,” Neil says. “I found 123JUNK via a recruiter, and I was not looking for junk, but junk found me, and I could not be happier.” The most fulfilling part of Neil’s work with 123JUNK is helping people who feel lost and overwhelmed.

At home, Neil has four girls – 10, 8, 6, and 2. He’s a people-person at heart, and loves spending time with both his family and his referral partners.



Kevin Wheeler



Ethan Delahunty



Neil McKinnon



123JUNK’s Client Relationship Managers, Ethan Delahunty, Kevin Wheeler, and Neil McKinnon.



The 123JUNK Team (left to right: Neil McKinnon, Collin Wheeler, Ethan Delahunty, Kevin Wheeler)

### The Road of Social Responsibility

Before items ever get shipped off to the dump, 123JUNK explores two other options: donations and recycling. “Once your items are loaded onto our trucks, they get delivered

to local charities, recycling facilities, and the dump, in that order,” Kevin explains. “Our goal is to minimize the amount of junk that ends up in the landfill and maximize the recycling potential for your unwanted items.”

“

We favor relationships over traditional marketing. It creates accountability when somebody has a dedicated person whom they can contact if something goes wrong.



For more information, please visit [123JUNK.com](https://123JUNK.com).

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# 9 WAYS OPS BOSSES™ AVOID DECISION FATIGUE

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By Christy Belt Grossman

One of the magazines I like to read is *Harper's Bazaar*. They have a column called "A Day In The Life." The subject is often a fashion designer — think Tom Ford, Michael Kors, Donna Karan. After reading the column for a few months, I realized these successful entrepreneurs had **so** much in common:

- They have set routines (think time blocking). They often describe themselves as "boring."
- They accomplish their most important things first thing in the morning.
- They eat healthily (and usually eat the same thing frequently). Christian Louboutin says, "I have lunch in two places."
- They exercise regularly.
- They have some sort of daily uniform. Armani has 42 navy T-shirts. Donna Karan has 60 black bodysuits, and wears skinny jeans and a black leather jacket daily.

**It's said we make 35,000 conscious decisions a day.**

Gosh, no wonder we are tired by day's end! There's even a term for why we feel tired — it's called "decision fatigue."

As I've gotten older (and hopefully wiser!), I have made the move to simplify my daily life. I only have so much room in my head, so I want to make sure I use my brain power on the things that matter most.

Here are 9 ways Ops Bosses™ avoid decision fatigue:

**1. Have a daily uniform.**  
Don't get me wrong, I love expressing myself through fashion. But on a daily basis, I live more like the fashion designers above — with a (less expensive) uniform. For example, in the winter, it's black leggings, black over-the-knee boots, a tunic-length top, and lots of bling. I keep the same color palette most of the year — black, white and pink. This makes getting dressed easy. It makes packing to travel easy. And it's one less decision every day.

**2. Eat the same thing daily, or have a weekly menu.**  
I'm an empty nester. So we eat out daily. At the same places. When I arrive, they already know what I want.

If you bring your lunch to work and cook dinner at home, do what my mom did. Lunch was a sandwich and a piece of fruit. Dinner was a revolving menu, but the same things each week: tacos, spaghetti, hamburgers, fried chicken, enchiladas, roast beef. You get the idea. Doesn't matter what you choose (if it's healthy!). Just set a theme and stick to it. One less decision to make. (It's actually more than one, because you can set up the same shopping list when you know what you'll be eating regularly.)

**3. Have things automatically delivered.**  
Set up a regular Peapod (or Instacart, Amazon, etc.) delivery for your groceries, pet supplies, prescriptions, and other "usuals."

**4. Time block.**  
If you don't time block, then you spend your entire day deciding what to do next. Ask yourself on Friday what your priorities are for the next week, then time block them. This includes your personal schedule. When our kids were small, my husband and I used to meet for 15 minutes every Sunday to coordinate schedules for the week so we knew who needed to be where.

Each day, ask yourself, "What is the one thing I need to accomplish to win the day?" Don't put your feet on the floor until you know the answer.

And when you are "in" your time blocks, turn OFF your email and alerts. Because every time one pops up, you will have to make a

decision whether to read it or not, and whether to act upon it or not. As Bob Newhart would say, just STOP it!

**5. Have a morning and evening routine.**  
Get up at the same time. Do the same things. In the same order. Wind your day down with a routine. And teach your family the same thing. Kids are great accountability partners for this. They LOVE routine.

**6. Keep a bag packed.**  
Don't switch professional bags daily. Keep one awesome bag. Have it stocked with everything you need. I do the same thing with my travel bag for teaching. It stays packed year-round with the essentials. All I add is my actual outfit.

**7. Have a signature gift.**  
One of my BFF's loves Glassybaby hand-blown glass candle holders. They are personal and unique. And a general enough gift that you can send them for almost any occasion. Having a go-to gift cuts down on shopping time and decision fatigue.

**8. Stop being a control freak.**  
Let other people make decisions. Let your family decide where to go on vacation. Let your friends choose the restaurant or bar you'll meet at. Set a budget, and let your team choose what your team closing gift will be.

**9. Set micro rules.**  
Even small decisions add up. I set rules for myself that cover some of these small decisions. Example: elevator or stairs? My rule is, "Always take the stairs." Another rule I have is, "Always choose the line to the left." This comes in handy at places like Disney World or airport bathrooms with multiple entrances. At the grocery store, my rule is "Don't debate the pennies." I used to compare brands to save money. Only to realize I was spending my very valuable time to just save pennies.

**Bottom line:** There are lots more things you can do. These ideas will get you started. True Ops Bosses™ ensure they avoid decision fatigue so they can focus on decisions that are TRULY impactful.



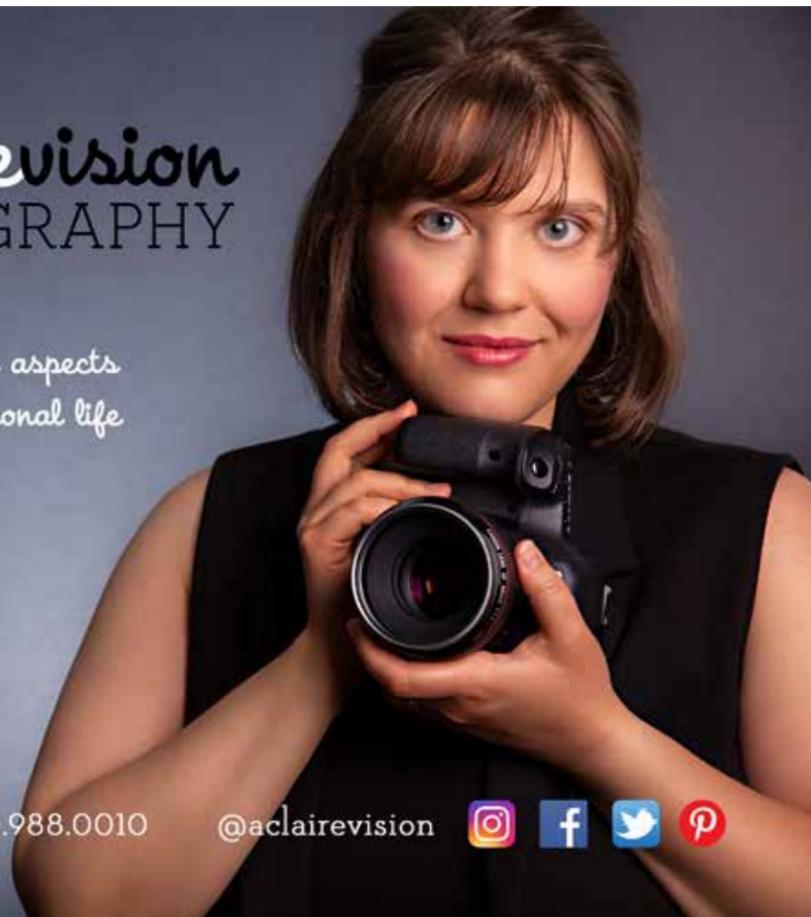
Christy Belt Grossman is the CEO & Owner of Ops Boss Coaching™, and a Director on the Board of NARESP (National Association of Real Estate Professionals). Christy's passion for raising the bar for Ops Bosses™ was fueled by her past experience as COO of one of the nation's first real estate teams to sell \$1 Billion. Ops Boss Coaching™ provides classes, a video resource center, group and 1:1 coaching and an annual conference focused on real estate operations professionals. FREE Reports and Resources at [www.OpsBossCoaching.com](http://www.OpsBossCoaching.com). Contact: [Christy@OpsBossCoaching.com](mailto:Christy@OpsBossCoaching.com)



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# ▶ MASTER THE MEDIA



By Christina Daves

## PIVOT THE NEW WORD FOR 2020

The new word for 2020 appears to be PIVOT. What a year we were thrust into. We all had two choices: a) crawl under a rock and wait until it's all over, or b) step in and lead. The leaders are gaining the visibility and landing in the media. Not sure where you are right now, but here are some things you can do if you haven't started your pivot yet.

### Publish

Now is the time to put out regular content on your expertise. What is your niche in real estate? Whatever platform(s) you are on, you should be sharing that expertise consistently. The media is searching for new content, and by jumping in and being valuable, they might just find you.

### Innovate

Now is the time to adjust to a new way of business. Everything went lightning-fast into virtual business.

Did you adjust, or are you still waiting for our old normal to return? What's next? What trend can you start? Remember, these types of things are appealing to the media and perfect topics to reach out to them about.

### Visibility

Now is the time to stay visible. The days of networking events, open houses, and other ways you could physically be in front of potential sellers and buyers has changed, possibly forever. You need media exposure more than ever right now to stay visible.

### Opportunity

Now is the time to jump into a new opportunity. Are you the one under the rock hiding, or did you jump on the opportunity, and connect with your potential buyers and sellers online or by "old fashioned" telephone calls?

### Teach

Now is the time to educate your following about your niche and expertise. Every time something changes in the real estate market, you should be recording videos and writing articles and posts. Be

the one that everyone is looking to for advice.

This is the time to pivot and shift what you did pre-COVID-19, and make it work in today's world. The media opportunity right now is tremendous; I hope you've jumped on board.



**Christina Daves**  
PR for Anyone®

Christina Daves is the founder of PR For Anyone®. She has trained thousands of real estate agents in gaining visibility by using traditional and social media together for maximum effectiveness. Agents she has worked with have appeared in national magazines, newspapers, radio, television, and blogs. Book your free business strategy session with Christina at [www.ChatWithChristina.com](http://www.ChatWithChristina.com), and learn more about her at [www.ChristinaDaves.com](http://www.ChristinaDaves.com).

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"Kasey was the 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.

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A man in a blue suit stands with his arms crossed in a construction site, smiling. The background shows wooden framing for a building. The text 'Sam Medvene' is overlaid in large blue letters on the right side of the image.

# Sam Medvene

## Entrepreneurial Roots Run Deep

► rising star

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

Sam Medvene was born with a tremendous drive.

One of four sons, he was raised in Herndon with a family that was both extremely entrepreneurial and also deeply supportive. His father would tell his sons, “You can have anything you want in life, you just have to work for it.”

And so, they did.

Sam always knew that he wanted to be an entrepreneur, and after college he worked various jobs and surrounded himself with like-minded individuals.

In 2017, he was being recruited as a construction manager and the opportunity ended up falling apart, which is how he stumbled into real estate.

“I had gotten my license as a result of some development projects I was completing with my brother. My uncle was a broker and said he was super busy at the time. So in my down time, I decided to take a few clients to help out... I have never turned back,” Sam states.

And it has paid off. Sam was named the Greater Capital Area Association of REALTORS® Rookie of the Year and is on track to do over \$20 million in volume this year. He hopes to keep his laser focus going forward, and to keep setting the bar higher and higher.

Though it is not just about financial numbers to him.

“I have always dreamed of finding a ‘job’ that doesn’t feel like work. I have

...



After the opportunity in construction management he was being recruited for fell apart in 2017, Sam got his real estate license and worked with his brother on development projects before joining Century 21 Redwood Realty, in D.C.

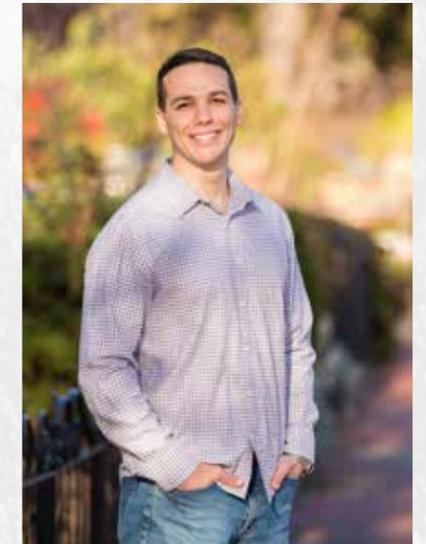


An entrepreneurial spirit and hard work have paid off for rising star Sam Medvene. He is on track to produce over \$20 million this year, and was named GCAAR's Rookie of the Year.

found a true passion and enjoyment from what I now know is not just a job, but a career. The additional element of being able to help others in need through housing is quite possibly the largest factor in my happiness. I have actively been involved with many nonprofits throughout my life, and helping others is a large pillar of my everyday goals. I want to help as many people as possible," he explains. "Money comes and goes, but what doesn't is your relationships, your reputation, and your integrity."

One thing that consistently amazes Sam is how clients can become such good friends — to the point of almost being family. One client originally said few words when they first met, but after a successful transaction and many communications later, they had become such good friends that she asked him to be a groomsman in her wedding!

With his relentless work ethic, being a real estate agent has helped Sam become a better person. "Success, to me, is the ability to apply sufficient skill and knowledge to accomplish one's goals. In my opinion, this, coupled with unwavering patience, empathy, genuineness, and always being fair, leads to the best potential outcomes. Maximizing one's potential, whatever that may mean to a person, is always



another portion I strongly believe in. I am a student of the industry and always seek to learn more, implement better efficiencies, fight for the desired outcome of my clients, and do what is right at all points in time."

Outside of the office, Sam lives in D.C., is an avid skier, traveler, and athlete (basketball, soccer, softball), and loves to give back. "I have dedicated many trips and hours to various nonprofits, another huge passion of mine, a few of which are Living Waters for the World, Solar Under the Sun, Rebuilding Together, and Volunteers in Mission," he says. "There is no problem too big or unsolvable; think outside of the box, be creative, and make it happen for the betterment of those you're assisting."

Sam works tirelessly to make clients' dreams a reality, but not just on a local level; he is also determined to work tirelessly at a global level. And we cannot wait to see what he accomplishes next.

**You can find Sam at Century 21 Redwood Realty in D.C. He can be reached at 703-314-5833 and at [SamMedveneRealtor@gmail.com](mailto:SamMedveneRealtor@gmail.com).**

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# What 3 words best describe your father?

## Happy Father's Day



**LISA STRANSKY BROWN**  
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"Supportive, proud and intelligent. I was lucky to have a great 'girl dad.' He always supported my sister and me, and believed we could accomplish whatever we set out to do. He loved us and never held us back!"



**STACY ALLWEIN**  
**CENTURY 21 REDWOOD REALTY**  
"Strong — resilient — loving!"

"My dad is strong, resilient, and loving. It's hard to say those words without telling why. He was always my 'rock' from the time I was a little girl, as the oldest of three children. Our family lost one of my brothers at age 23 in a car accident (1989), and another at age 38 (2006) from a drug overdose. My dad never gave up, even after losing his two boys. He remained the best husband, father, and grandfather. My mom died from Alzheimer's two years ago. My dad was by her side until the end ... their 55th wedding anniversary was the day before she died. His love was unconditional, and he has always been resilient through it all. My dad had this great idea that we needed more family time ... as I write this, we are building a family beach house with my dad so we can keep our much smaller, but grateful family together."



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**COMPASS**

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**JUAN UMANZOR**  
**LONG & FOSTER REAL ESTATE**

"I did not have my biological father growing up... He is alive, just not responsible! I grew up with my grandfather, and he was tough, hardworking, and happy!"



**ELLIE SHORB**  
**COMPASS**

"My dad, Marvin, in three words: engaging, endearing, loving."



**SAM MEDVENE**  
**CENTURY 21 REDWOOD REALTY**

"Dependable. Loving. Honest. My father is the epitome of who I want to be when I grow up. Dependable in all facets of the word, there when it counts every time. Loving to those in his tribe, and shows it through good and bad times. Honest to a fault, giving truthful and unbiased opinions, as well as advice in all situations."



**KAREN ROLLINGS**  
**EXP REALTY**

"Three words that best describe my father: self-made American."

His family came to this country around 1920. English was not his first language. The family moved to New Hampshire, learned English, and lived the American dream. They lived the American dream because they followed the rules. They came in the right way. They learned English. They worked hard. My grandparents became U.S. citizens in the 1940s. My dad started working very young. He became a machinist. He served in World War II and used his machinist skills in the South Pacific. When he got out, he went to college and got a degree in engineering from Catholic University. He was a brilliant scientist and has 10 U.S. patents for his work at the Naval Ordnance Lab. He had six children and a beautiful wife, Eleanor. He joined the Lord in 2014, at the age of 94. He had a hard life; he had a good life. If our great country had not made him learn English, he would not have lived the American dream the way he did. Valmore F. DeVost (2020-2014)."



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# Quarantine Togetherness: Harmony or Chaos?

What Blessings or Crazyness Can You Share About Being Home With Your Family 24/7?



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- Make meatloaf
- Make brownies
- Do a Zoom call with his teachers

The dog is getting extra love and walks. We’ve seen a lot of movies together.”



**MELINDA ESTRIDGE**  
LONG & FOSTER REAL ESTATE

“Walking every day with my husband, Bob, and our book-club Zoom meetings.”



**LAUREN DONNELLY**  
COMPASS

“So much extra quality time with my family that during normal busy lives we would not have. I count that as the greatest gift, even when there are times I wish I could have five minutes of peace!”



**MATTHEW DUBBANEH**  
THE ONE STREET COMPANY

“Being home for a busybody like me is no blessing. Joke! Well, I would say my health – so far better than most.”



**NATE WARD**  
COMPASS

“I have a 1-year-old and a 3-year-old at home. They change so quickly right now. Being able to see so much more of them lately and watching them develop has been a blessing.”



**ROBYN PORTER**  
LONG & FOSTER REAL ESTATE

“Three weeks ago, we found out our 2-year-old boxer has a tumor and only three months to live. So while COVID-19 is horrible, my son is home from college for the rest of the academic year and can spend quality time with his favorite little buddy.”



**LORI MAGGIN**  
COAKLEY REALTY

“First off, I feel extremely blessed to have our daughter back at home from her first year at college in NYC ... healthy. With that being said, I love having our family all together again. I’ve always book-ended my days with solo long walks with our pup, Sawyer — one at the start of the day and another when the day is done.

“Now, since the virus, either our kids or my husband are walking with me, or my brothers or parents are with me on the phone. I realize that my world can change on a dime, so I feel grateful, and chuckle to myself when I’m headed out the door and hear, ‘Wait for me!’”



**KRISTIN BRINDLEY**  
DC METRO REAL PRODUCERS

“For me, the blessing has been more time with Avery. And without the commute to Zoom meetings, more time to reflect.”



**NIKKI SMITH**  
FEDERAL TITLE

“Overall, it’s gone surprisingly well, living in a 700-square-foot one-bedroom apartment with two cats and two people. There was that ill-fated Friday night, where we accidentally unplugged the internet, and all hell broke loose for about five minutes. We’re blessed with an enclosed patio with screens, so there’s fresh air and a breeze flowing through. Also blessed with warmer weather.”

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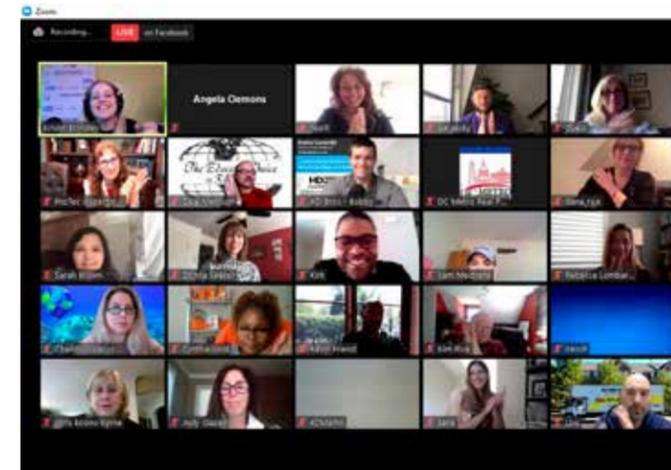
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▶▶ special events

# DC METRO REAL PRODUCERS EVENTS

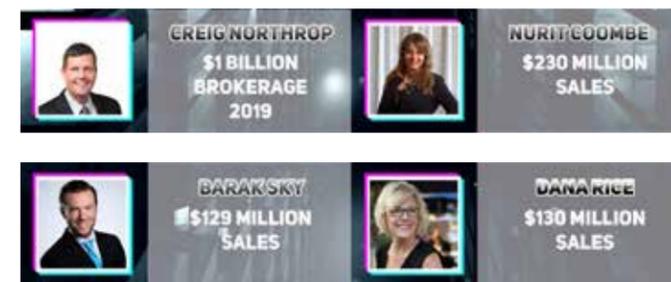
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Thank you to our featured panelists, **Nurit Coombe, Creig Northrop, Barak Sky, Dana Rice, Jenn Smira,** and **Samer Kuraishi**, who shared insights on how to protect our mindset in order to pivot and thrive in these challenging, rapidly changing times in the real estate industry.

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# FANTASTIC FATHERS IN REAL ESTATE

## Jason Martin

Jason Martin Group  
RLAH Real Estate

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

I was seeking a profession that had no boundaries; success was defined and determined by me.

### What do you believe has been the biggest reason for your success?

Time on task.

### Tell us about your family.

My wife, Jennifer, and I have three children. Twins Connor and Isabella are 12, and our youngest daughter, Riley, is 8. We spend lots of time together, but one of our favorites is Friday Night Movie Night. During the holidays, we watch every Christmas movie you can imagine, and our favorite is *Elf*. We used to enjoy family walks, but the twins have decided it's no longer exciting! In the summer, we spend lots of time hanging at our pool.

### How have you juggled the demands of fatherhood and a busy real estate career?

Simple answer — MY WIFE. Without her, I am not sure how it would be possible.

### What have been the most rewarding aspects of being in real estate while raising children?

While demanding, real estate does (most of the time) give you the flexibility to make sure you are present



The Martin family. (From left: Isabella, Riley, Jason, Connor, Jennifer.)

for those most important events in your family life. We never miss a Thanksgiving lunch at Belle View Elementary.

### What has been your happiest or proudest moment?

Not sure I can identify just one. I think each age is special, and we do our best to try and enjoy the journey.

### As a successful businessman, what legacy would you like to leave for your children?

My kids already have the entrepreneurial bug. We can't predict the future, however when your child sells candy at school, I might have a clue.

### What is your favorite quote?

"Every next level of your life will demand a different you."  
—Leonardo DiCaprio

### What has been the most challenging aspect of being home? How are you managing under the quarantine?

Staying productive, but every day, I am getting better at setting boundaries.

### What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

We are enjoying lots of movies, and the simplicity of dinner together every day is very nice.

## Erich Cabe

Compass

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

A knee injury

### What do you believe has been the biggest reason for your success?

Active listening, hard work, and a life of service to my clients.

### Tell us about your family.

From youngest to oldest: Brooks (cancer survivor, 5), Maxwell (7), Amanda, and Erich.

### How have you juggled the demands of fatherhood and a busy real estate career?

Thanks to the efforts of my amazing wife, Amanda.

### What have been the most rewarding aspects of being in real estate while raising children?

Because of our odd schedules, being able to be involved in their school lives.

### Do you have stories about your own father and his influence on you that you would like to share?

My parents owned a ski and snowboard school, and I was raised in it. Too many stories to tell.

### What has been your happiest or proudest moment?

My children

### As a successful businessman, what legacy would you like to leave for your children?

An example of a great work ethic, and a complete, strong standard of ethics.

### What is your favorite quote?

"When there's blood in the streets, buy real estate."  
—Baron Rothschild

### What has been the most challenging aspect of being home? How are you managing under the quarantine?

I'm so thankful that my wife, Amanda, takes charge of homeschooling, and keeping the boys engaged and active. I couldn't manage this without her. I



The Cabe family. (Brooks [back], Maxwell [front], Erich, Amanda.)

think most of us have come to the realization that, if we do our part, our incomes are going to suffer for a couple of months. We really have to prioritize what's important and keep people safe, sometimes from themselves.

### What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

My younger son is learning to ride a bike, my older son is improving his skateboarding, my wife is rapidly improving her Peleton times, and I'm learning to ride a unicycle. We are all spending A LOT more time outside together. Science projects (or rather science explosions) that were previously off limits are now welcomed learning experiences. We now have a marble run duct-taped to the walls of our playroom. Our boys are creative, and we are letting them lead the charge.

## Dale Mattison

Long & Foster Real Estate

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

Prior to real estate, I raced cars, and then went into the gas station business in order to have a place to keep the race cars, work on them, and fund them. After the oil embargo of the early '70s, I decided I needed a different life, and having never really worked for someone, decided the independence of real estate could be appealing. It is still appealing, 45 years later.

### What do you believe has been the biggest reason for your success?

My biggest reason for success came from having and surrounding myself with successful mentors, along with the understanding of knowing that hard work and excellence was essential and a priority to succeeding in any endeavor.

### Tell us about your family.

I am very lucky to have a wonderful family: my wife, Sharon, and my kids, Danai and Daris. We all value family time and involvement in everything we all are involved in. From the kids' early years with school and sports activities, to the many days trolling the waters of the Chesapeake Bay on our boats, to the wide experience of travels and the love of varied tastes, being the foodies we are.

### How have you juggled the demands of fatherhood and a busy real estate career?

Setting priorities is my key to juggling these demands of life and work. I always set my appointment schedule with the family and life appointments first, and then schedule in the work responsibilities.

### What have been the most rewarding aspects of being in real estate while raising children?

Having the flexibility of scheduling has been most rewarding, providing me



The Mattison family. (From left: Daris, Danai, Sharon, Dale.)

with the ability to spend time with the kids while helping them to understand the value of family and hard work.

### Do you have stories about your own father and his influence on you that you would like to share?

My father passed when I was only 11 years old, but I do remember his ability to be so calm and thoughtful through any life diversity. He was skilled at listening first and then offering good advice for those around him, including me.

### What has been your happiest or proudest moment?

In December of 2019, I was so proud to install my daughter as President of the Greater Capital Area Association of REALTORS®, the youngest president ever. Equally proud of my son and his recognition as a member of The Leader's Club for Wells Fargo Mortgage - Private Wealth Division. Both exhibit the understanding of hard work and excellence as they go about their daily work.

### As a successful businessman, what legacy would you like to leave for your children?

My wish for the legacy I leave them is that they must understand the work necessary to excel and the importance of sharing that knowledge with those around them so they may be joined by

others reaching life pinnacles as well. Success is not something for us to enjoy alone, but to share the ways more can achieve that same level of understanding.

### What is your favorite quote?

"When all of the dust is settled, and all of the crowds are gone, the things that matter are faith, family and friends." —*Barbara Bush*

### What has been the most challenging aspect of being home? How are you managing under the quarantine?

One challenging aspect of being home 24/7 is the need to find activities that somewhat vary from day to day. That is an aspect that REALTORS® enjoy, the varied nature of our day-to-day work. I find it helpful to somewhat maintain a normal schedule. I work in my office for six to eight hours daily, just as if I was at the office or out on appointments. The time is spent talking to my sphere of influence to make sure they know I care about their wellbeing, talking to future buyers/sellers to develop a strategy to get ready to do business when the market fully returns, and lastly, actually doing some current business in a safe and cautious manner.

### What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

For family coping, we endeavor to have a dinner preparation and enjoyment event together each day. We also have a happy hour a few times a week, where we sample different drink recipes. Also, a daily walk or workout helps to relieve the stress and anxiety associated with this virus event. Lastly, movie night with popcorn or snacks several nights a week all help to fill the weekly time.

## John Young

RE/MAX Excellence Realty

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

I became a REALTOR® after a career as a pharmaceutical sales rep and manager. My mother had a very successful career as a REALTOR® and used to say to me, "One day, you'll get into real estate." She was right (of course)!

### What do you believe has been the biggest reason for your success?

Persistence, a positive attitude, and a desire to constantly learn and grow.

### Tell us about your family.

My wife, Sharon, and I have an 11-year-old daughter, Chloe. We love to travel, take trips to local parks (especially to Glen Echo Park to ride the carousel), swim, and play music.

### How have you juggled the demands of fatherhood and a busy real estate career?

It's not easy, but I have a very caring and understanding wife who does the hardest work of any mother on the planet (our daughter is on the severe end of the autism spectrum, and needs a lot of support and care). I would not be successful without her.

### What have been the most rewarding aspects of being in real estate while raising children?

Helping families with special needs find homes that will make their day-to-day lives easier and knowing that I was an integral part of fulfilling a life goal of homeownership for many.

### Do you have stories about your own father and his influence on you that you would like to share?

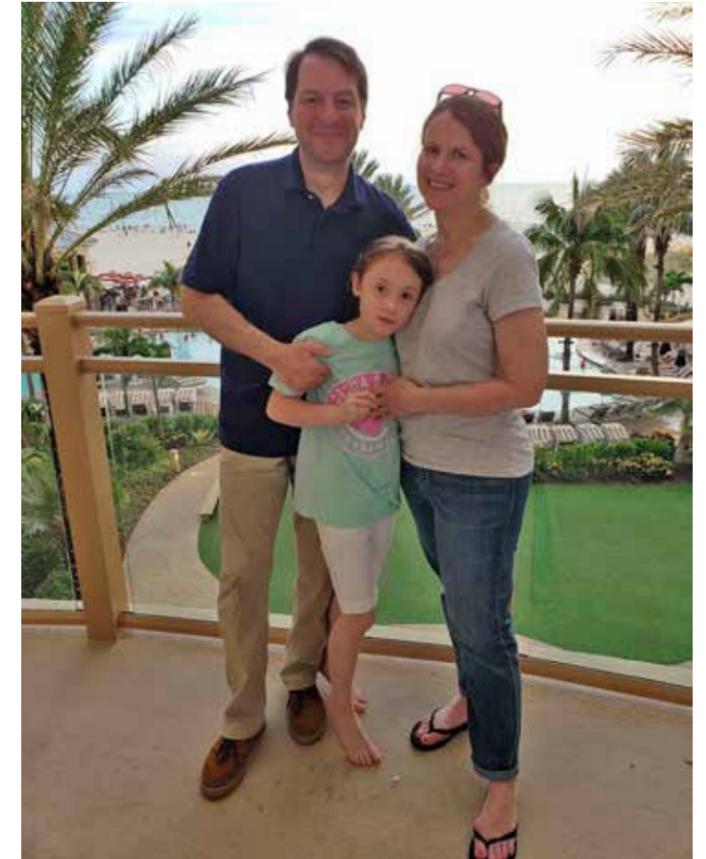
My father helped instill a love of music, which I am working to pass on to my daughter.

### What has been your happiest or proudest moment?

When our daughter spoke her first words at 10.

### As a successful businessman, what legacy would you like to leave for your children?

I have a long-term goal of doing something philanthropic and lasting for the autism community.



The Young family. (John, Sharon, Chloe.)

### What is your favorite quote?

"Life is what happens to you when you're busy making other plans." —*John Lennon*

### What has been the most challenging aspect of being home? How are you managing under the quarantine?

Juggling the increased responsibilities of daily parenting, cooking, cleaning, and general home maintenance has been the biggest challenge. I'm adapting. I've used this down time to reshuffle priorities, and spent a good amount of time creating tools and processes that will help make my work easier when real estate resumes in full swing and things return to some semblance of order. I've also been interacting with the CRS (Certified Residential Specialist) real estate community online, and sharing ideas and best practices.

### What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

We've spent time in the yard and taken drives, walks, etc., to get out of the house. Our parents ordered a huge bounce house for our daughter, and she's having a blast in the yard with it! We are also trying to do our part in supporting local restaurants by ordering take out.

## Keith James

Coalition Properties Group  
Keller Williams Capital Properties

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

Honestly, the life event that led to me getting into real estate was the fact that I was no longer having a sense of fulfillment in my corporate job anymore. I wanted to have a career that directly impacted lives while also educating people about wealth building. Real estate does that for me now! There is a major difference between waking up and living out your dream while helping others achieve theirs versus the mundane corporate structure I was in. It's empowering, and I love what I do now.

### What do you believe has been the biggest reason for your success?

The biggest reason for my success is that I always come from a place of wanting to serve my clients and contribute to their lives. I never meet a client thinking about what I can receive; instead, I figure out how I can best serve them so they are meeting a level of success to leave generational wealth to their children. My passion in life is to be the bridge that helps people get to where they want to go in life. If you go and read all of my reviews online, one consistent message that you see is that I really truly care about my clients' needs.

### Tell us about your family.

Wife: Candace; kids: Khloe (7), Kenley (10), and TJ (16). Some of the things that we like to do are try different foods at restaurants around town, play a nightly game of UNO after dinner, and we also love to travel!

### How have you juggled the demands of fatherhood and a busy real estate career?

I have had to juggle the demands of fatherhood and a busy real estate ca-

reer. In the beginning, there was some sacrificing I had to do. My ultimate goal was to live a life by design and create memorable experiences for me and my family. I made a promise to my kids that I will go on every field trip they have. I am a full-time chaperone because those are some of the experiences that you remember as a kid. I want my kids to remember that Daddy was a hard worker, but he was always there for the small and big things alike.

### What have been the most rewarding aspects of being in real estate while raising children?

Aside from the flexibility in my schedule to make parent conferences, field trips, and assemblies, the most rewarding aspect is being able to create memorable experiences that my kids will always remember. I am also blessed to be able to fund those experiences and create different opportunities for exposure outside of their everyday lives. There are a lot of kids in the country who have not had the opportunity to travel out of the country, much less their state. I pride myself on being able to take my family on vacations to other countries to show them cultures outside of their own. In my opinion, it makes them well-rounded and more appreciative. Because of the nature of the real estate business, I have the flexibility in my schedule to take those long vacations and really spend quality time with my family creating memorable experiences.

### Do you have stories about your own father and his influence on you that you would like to share?

My grandfather was like my father growing up, and the influence that he had on my life is in the many life lessons he taught me. His favorite quote is, "You can be a star today and a nobody tomorrow!" That quote has stood out to me so much; with all of the accolades and awards I have received in my



The James family. (From left: Keith, Khloe, Candace, Kenley, TJ)

lifetime, it is important that I stay humble throughout it all. My grandfather taught me that!

### What has been your happiest or proudest moment?

My happiest moment is when I come home from a long day and my kids run up to me as if I am a celebrity or superhero. That moment, alone, washes away all of the day-to-day stress we encounter as business owners.

### As a successful businessman, what legacy would you like to leave for your children?

The legacy I would like to leave for my kids is making sure they are financially free so that it will be easier for them to pass down a legacy to their kids. I want to be known as the person that changed the trajectory of my family generational wealth. I want them to know that hard work is necessary, and that if you have a dream and a vision, don't let anyone or anything get in your way of achieving that.

### What is your favorite quote?

"Make short-term sacrifices ... for long-term success." —Bhharat Orthant

### What has been the most challenging aspect of being home? How are you managing under the quarantine?

I think the most challenging aspect of being home during quarantine is adjusting my busy schedule.

to a completely online platform while trying to maintain relationships with my clients. It has been a mental shift for me to just stay in the house! I find that my days are filled with multiple Zoom meetings, which is great because it is wonderful to still have the capabilities to see each other, and that allows for a connectedness, which is pivotal in this business. I can't imagine how we would have fared in this quarantine without the technology we are using.

### What has your family been doing to cope? Are you doing any new (or old) things together that everyone is enjoying?

As a family, we are spending a lot of time together and trying to balance a healthy screen-time ratio with physical activity. We are a competitive family who likes to laugh, so we really look forward to our nightly game of UNO or Family Feud (with me as the host, of course). We have started walking our dog, Grace, around the neighborhood as an entire family to get the kids some fresh air in the middle of their distance-learning school day. What has really worked for our family is allowing everyone to have their own workspace. This allows for us to still have independence while knowing that we are still in this together in the room just next door. We still eat dinner together as a family each night, which maintains normalcy at a time when everything feels so different.

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▶▶ cover story

By Molly Laurysens  
Photos by Ryan Corvello Photography

# Juan Umanzor

TREATING EVERYONE LIKE FAMILY

...  
Raised in a small village in El Salvador with dirt roads, no electricity, and little means of transportation, Juan Umanzor learned early on the value of hard work. Living on a farm with his grandparents, he was just five years old when he began getting up at 4:00 a.m. to help care for the livestock and perform the daily chores required of farm life. He recalls milking cows and riding horses and gathering herds or flocks.

Juan had to travel to the city to attend a simple school that provided only a minimal education. When he was in high school, his grandfather found a place for him to stay in the city; Juan returned home on weekends. In spite of their simple life, Juan's grandfather taught him to continually strive for more. "Surround yourself with accomplished individuals, learn from people at the top of their fields," he said. It was his grandfather's wisdom that nourished Juan's drive. At 10 years old, when he watched television for the first time, Juan realized there was much more to life than he had ever imagined.

### **Making His Way**

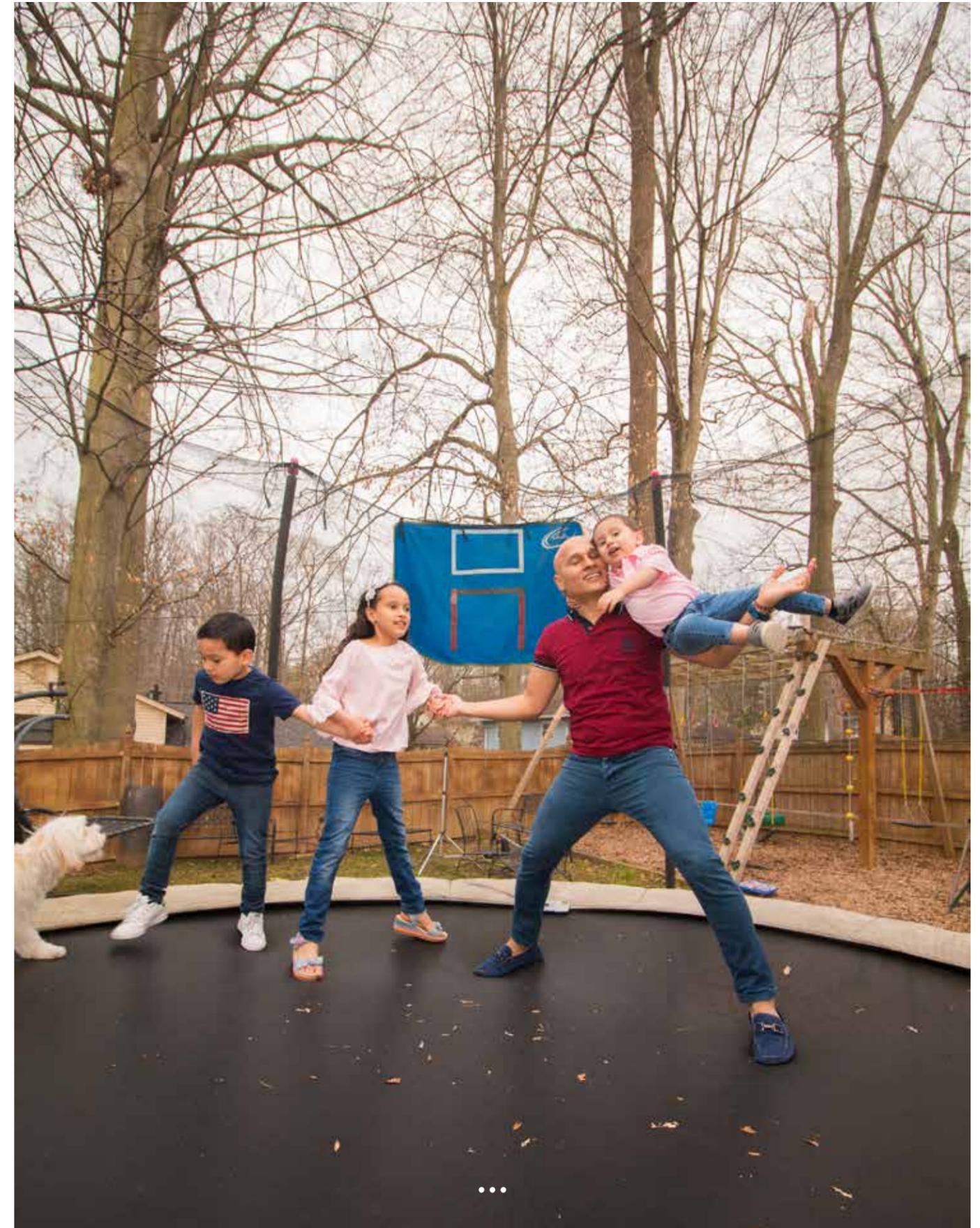
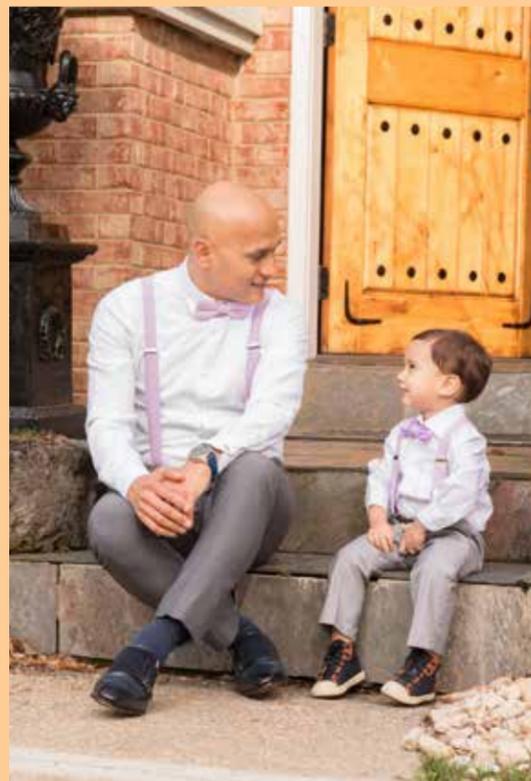
In 1996, Juan immigrated to the United States to live with his aunt. His first job was as a busboy at a restaurant in Bethesda. "I was like, *Wow!* It was so easy." He was astounded. Eager to learn and hungry to make a living, he worked his way up to head waiter, all the while learning English. "I earned the love and respect of everybody because I was a beast. They used to call me 'The Comet.'" While working, he took classes at Montgomery College.

In 2000, Juan bought his first home in Silver Spring, managing to keep up his mortgage payments in spite of financial challenges. With the purchase of his home, he was able to bring his mother, sister, and brother, who had been living on the West Coast, to the Washington, D.C., area.

While he adored the restaurant business, Juan saw much greater potential in real estate. So, in February of 2003, he obtained his license, and in his first year, working only part-time, Juan sold 17 houses. The following year, he sold 37 homes and hired his younger brother as a full-time assistant. Juan cred-



Juan and Andrea met while she was working as an assistant to a loan officer, and were married two years later.



...  
Juan prizes family time with his three children, Samuel, Nicole, and David, and wants to make a memorable Father's Day with them this year.



Juan Umanzor (far right) presents the top three 2019 Top Producer Awards to Ruben Arcila, Jessie Rivera, and Luis Ligorria, at the Umanzor & Associates 2020 Kick-off party, held at Pinstripes, in North Bethesda, on February 7, 2020.

...  
 its Barbara Stone, former Long & Foster manager, with his early real estate success. “She helped me out immensely, sharing all her insights about real estate. I’m grateful to still be very good friends with her to this day.”

Every year, Juan’s real estate business grew, and at 27 years old, he formed a team in order to expand his services to more clients and geographical areas. Today, Umanzor & Associates is one of Long & Foster’s highest-producing teams. In 2019, with seven REALTORS® working in Maryland, the District, and Virginia, they closed 125 units for \$42 million in sales volume.

Key to Juan’s success is his genuine caring for others. He strives to treat everyone as if they were family, something that sets him apart. Also key is his appetite for growth. “Knowledge is power,” he says. “I surround myself with people who want to

succeed and are hungry to achieve great things in their lives.”

Real estate has been a gift that keeps on giving. “I’m so in love [with] and impassioned about what I do, and I feel as if I have not worked a day in my life. The way I feel about this field is beyond words.”

**Family Time**

When he was 32 years old, Juan met his wife, Andrea, who was working as an assistant to a loan officer. Two years later, they were married and have three children: 9-year-old Nicole, 6-year-old Samuel, and 2-year-old David. They’ve recently added a sixth member to the family: Chase, an energetic Maltese puppy, who keeps

them busy and smiling. Juan and his family enjoy traveling to new places and experiencing different cultures, as well as dining out with close friends and relatives. “Friends and family are important,” Juan says. “You need to form strong bonds and let them know you will always be there for them.”

Juan says he plans to get an early start on Father’s Day and spend the day with his wife and children. He hopes he can make the day as memorable for them as he knows it will be for him. He is hoping to visit an orphanage that day. “It would be amazing to be able to make a difference in a young child’s life, to inspire them to strive for more as they get older.” That servant’s heart is always ticking.

“It’s Like You’re There.”



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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Mark C Lowham	TTR Sotheby's International Realty	0	\$0	2	\$57,000,000.00	2	\$57,000,000
2	Russell A Firestone III	TTR Sotheby's International Realty	2	\$45,947,000	1	\$947,000.00	3	\$46,894,000
3	Jennifer S Smira	Compass	26.5	\$24,226,500	21.5	\$18,286,500.00	48	\$42,513,000
4	Michael W Rankin	TTR Sotheby's International Realty	11.5	\$27,390,000	3	\$7,510,000.00	14.5	\$34,900,000
5	Jay A Day	Real Estate Teams, LLC	54.5	\$26,052,338	21	\$8,021,632.00	75.5	\$34,073,968
6	Barak Sky	Long & Foster Real Estate, Inc.	19	\$13,704,244	24.5	\$19,632,230.00	43.5	\$33,336,474
7	Alejandro Luis A Martinez	RE/MAX Elite Services	29	\$11,309,650	57	\$20,264,892.00	86	\$31,574,544
8	Nancy W Taylor Bubes	Washington Fine Properties, LLC	12	\$21,974,600	3.5	\$8,800,000.00	15.5	\$30,774,600
9	William Thomas	TTR Sotheby's International Realty	3	\$22,350,000	1	\$8,250,000.00	4	\$30,600,000
10	Preston E Innerst Jr.	EYA Marketing, LLC	12	\$20,623,800	5	\$6,957,670.00	17	\$27,581,470
11	Thomas S Hennerty	NetRealtyNow.com, LLC	58	\$21,175,190	7	\$4,139,990.00	65	\$25,315,180
12	Trent D Heminger	Compass	31.5	\$19,534,500	6	\$4,101,528.00	37.5	\$23,636,028
13	Marjorie S Halem	Compass	21	\$20,380,266	4	\$3,046,200.00	25	\$23,426,466
14	Mary Anne Kowalewski	Mary Anne Kowalewski	30	\$16,136,546	12	\$6,556,758.00	42	\$22,693,304
15	Hans L Wydler	Compass	11.5	\$13,150,700	6	\$9,080,000.00	17.5	\$22,230,700
16	Daniel M Heider	TTR Sotheby's International Realty	3.5	\$8,791,500	10.5	\$13,358,500.00	14	\$22,150,000
17	Nathan J Guggenheim	Washington Fine Properties, LLC	10	\$7,692,300	16	\$13,989,999.00	26	\$21,682,300
18	Wendy I Banner	Long & Foster Real Estate, Inc.	9	\$9,426,400	13	\$12,179,900.00	22	\$21,606,300
19	David R Getson	Compass	6	\$4,506,556	26	\$17,027,000.00	32	\$21,533,556
20	Frederick B Roth	Washington Fine Properties, LLC	4.5	\$7,507,250	5.5	\$13,625,000.00	10	\$21,132,250
21	Nurit Coombe	RE/MAX Elite Services	13	\$9,161,000	13.5	\$11,505,565.00	26.5	\$20,666,564
22	Jonathan S Lahey	RE/MAX Fine Living	25	\$10,400,475	27	\$10,069,222.00	52	\$20,469,698
23	Kira Epstein Begal	Washington Fine Properties, LLC	10	\$6,007,500	11	\$13,225,500.00	21	\$19,233,000
24	Joel S Nelson	Keller Williams Capital Properties	12	\$12,891,400	5	\$6,270,000.00	17	\$19,161,400
25	Chelsea L Traylor	Redfin Corp	26.5	\$16,597,140	2	\$1,920,000.00	28.5	\$18,517,140
26	Dana Rice	Compass	8.5	\$8,868,800	8	\$9,579,500.00	16.5	\$18,448,300
27	Kimberly A Cestari	Long & Foster Real Estate, Inc.	9	\$9,465,000	8	\$8,695,000.00	17	\$18,160,000
28	Troyce P Gatewood	RE/MAX Results	20.5	\$8,286,142	29	\$9,846,152.00	49.5	\$18,132,294
29	Margaret M Babbington	Compass	6.5	\$6,699,950	14.5	\$11,399,954.00	21	\$18,099,904
30	Mark D McFadden	Compass	4.5	\$11,674,000	2	\$6,098,800.00	6.5	\$17,772,800
31	Margot D Wilson	Washington Fine Properties, LLC	6.5	\$13,484,500	1.5	\$4,265,300.00	8	\$17,749,800
32	Anne C Killeen	Washington Fine Properties, LLC	8.5	\$11,084,310	5.5	\$6,395,500.00	14	\$17,479,810
33	Eric P Stewart	Long & Foster Real Estate, Inc.	20	\$15,587,250	2	\$1,552,500.00	22	\$17,139,750
34	James Bass	Real Estate Teams, LLC	28	\$10,404,876	18	\$6,650,558.00	46	\$17,055,434

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Andrew Riguzzi	Compass	9	\$8,248,700	8	\$8,420,000.00	17	\$16,668,700
36	Erich W Cabe	Compass	4.5	\$4,718,000	12	\$11,667,000.00	16.5	\$16,385,000
37	Cara Pearlman	Compass	14	\$9,837,088	8	\$6,445,900.00	22	\$16,282,988
38	Tim Barley	RE/MAX Allegiance	5	\$5,521,000	11	\$10,697,999.00	16	\$16,218,999
39	Christine R Reeder	Long & Foster Real Estate, Inc.	25.5	\$8,044,650	23.5	\$8,150,349.50	49	\$16,195,000
40	Michael R Brennan	Compass	8	\$8,847,200	6.5	\$7,056,950.00	14.5	\$15,904,150
41	Marc Fleisher	Compass	5.5	\$11,824,250	2	\$3,825,000.00	7.5	\$15,649,250
42	Thomas Lindsay Reishman	Compass	15.5	\$12,731,000	3	\$2,305,000.00	18.5	\$15,036,000
43	Mehrnaz Bazargan	Redfin Corp	22	\$14,615,633	1	\$345,000.00	23	\$14,960,633
44	Melinda L Estridge	Long & Foster Real Estate, Inc.	10	\$7,729,131	14.5	\$7,215,400.00	24.5	\$14,944,530
45	Daryl Judy	Washington Fine Properties ,LLC	4	\$6,858,500	6	\$7,871,500.00	10	\$14,730,000
46	Christopher D Ritzert	TTR Sotheby's International Realty	4	\$8,512,500	2	\$5,965,000.00	6	\$14,477,500
47	Lisa R Stransky Brown	Washington Fine Properties, LLC	11.5	\$10,527,500	4	\$3,945,000.00	15.5	\$14,472,500
48	Pennye Green	Long & Foster Real Estate, Inc.	35.5	\$14,202,250	0	\$0.00	35.5	\$14,202,250
49	Kara K Sheehan	Washington Fine Properties, LLC	4	\$7,919,000	2	\$6,200,000.00	6	\$14,119,000
50	Robert Hryniewicki	Washington Fine Properties, LLC	4.5	\$6,829,488	3	\$7,285,000.00	7.5	\$14,114,488
51	Brian Wilson	EXP Realty	28	\$13,347,773	1	\$710,000.00	29	\$14,057,773
52	Michelle C Yu	Long & Foster Real Estate, Inc.	15	\$11,153,250	3	\$2,639,000.00	18	\$13,792,250
53	Brent E Jackson	TTR Sotheby's International Realty	10	\$9,086,250	5.5	\$4,428,100.00	15.5	\$13,514,350
54	Donna J Yocum	Keller Williams Realty Centre	21	\$12,556,553	2	\$938,990.00	23	\$13,495,543
55	Shahram Aalai	Compass	11	\$7,098,500	6	\$6,331,000.00	17	\$13,429,500
56	Nancy S Itteilag	Washington Fine Properties, LLC	7.5	\$11,555,500	1	\$1,740,000.00	8.5	\$13,295,500
57	Nathan B Dart	RE/MAX Realty Services	17	\$7,471,900	11.5	\$5,811,995.00	28.5	\$13,283,895
58	Norman S Domingo	XRealty.NET LLC	27	\$13,224,200	0	\$0.00	27	\$13,224,200
59	Michael B Aubrey	Compass	10	\$8,057,800	5.5	\$5,078,400.00	15.5	\$13,136,200
60	Ross A Vann	Compass	2.5	\$3,155,000	6	\$9,829,900.00	8.5	\$12,984,900
61	Kathleen A King	Washington Fine Properties, LLC	4.5	\$5,462,500	6	\$7,387,500.00	10.5	\$12,850,000
62	Jeremy E Lichtenstein	RE/MAX Realty Services	7	\$8,663,110	3	\$4,032,600.00	10	\$12,695,710
63	Hazel Shakur	Redfin Corp	32	\$12,119,998	1	\$530,000.00	33	\$12,649,998
64	Sheila R Pack	RE/MAX Roots	33	\$9,560,000	10	\$2,953,925.00	43	\$12,513,925
65	Daniel B Register IV	Northrop Realty, A Long & Foster Company	53.5	\$11,892,125	3	\$571,250.00	56.5	\$12,463,375
66	Nadia Aminov	Long & Foster Real Estate, Inc.	30.5	\$12,181,750	2	\$245,000.00	32.5	\$12,426,750
67	James M Coley	Long & Foster Real Estate, Inc.	6	\$7,132,500	5.5	\$5,217,900.00	11.5	\$12,350,400
68	Kimberly A Casey	Washington Fine Properties ,LLC	3.5	\$4,358,500	2	\$7,950,000.00	5.5	\$12,308,500
69	Charles F Holzwarth Jr.	Washington Fine Properties, LLC	1	\$852,000	2.5	\$11,447,500.00	3.5	\$12,299,500
70	Lawrence M Lessin	Homes By Owner	38	\$12,279,175	0	\$0.00	38	\$12,279,175
71	Antonia Ketabchi	Redfin Corp	4	\$2,204,000	15	\$10,064,300.00	19	\$12,268,300

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Christopher S Burns	TTR Sotheby's International Realty	18	\$10,524,850	4	\$1,742,699.00	22	\$12,267,549
73	Mandy Kaur	Redfin Corp	24	\$10,636,800	4	\$1,594,500.00	28	\$12,231,300
74	Tamara E Kucik	Tower Hill Realty	16.5	\$8,808,300	5	\$3,220,000.00	21.5	\$12,028,300
75	Tyler A Jeffrey	Washington Fine Properties, LLC	4.5	\$3,109,950	9	\$8,772,000.00	13.5	\$11,881,950
76	Rebecca Weiner	Compass	5.5	\$4,538,500	10.5	\$7,251,490.00	16	\$11,789,990
77	Eric Murtagh	Long & Foster Real Estate, Inc.	5	\$9,657,000	1	\$2,100,000.00	6	\$11,757,000
78	Todd A Vassar	Compass	4	\$4,255,000	8	\$7,440,000.00	12	\$11,695,000
79	Cameron H McFadden	Compass	4.5	\$11,674,000	0	\$0.00	4.5	\$11,674,000
80	Jeffrey M Wilson	TTR Sotheby's International Realty	2	\$2,232,750	6	\$9,435,000.00	8	\$11,667,750
81	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	9	\$9,661,850	2	\$1,941,823.00	11	\$11,603,673
82	Meredith L Margolis	Compass	3	\$4,289,000	8.5	\$7,238,500.00	11.5	\$11,527,500
83	Karen D Rollings	EXP Realty, LLC	12.5	\$6,275,400	8	\$5,189,999.00	20.5	\$11,465,399
84	Sarah Jacobs	Washington Fine Properties, LLC	2.5	\$5,535,000	2.5	\$5,870,000.00	5	\$11,405,000
85	Long T Ngo	Redfin Corp	1	\$500,000	20	\$10,751,230.00	21	\$11,251,230
86	Tina C Cheung	EXP Realty, LLC	5	\$1,513,000	19.5	\$9,671,400.00	24.5	\$11,184,400
87	D'Ann K Lanning	Compass	21	\$11,106,250	1	\$15,000.00	22	\$11,121,250
88	Jane Fairweather	Long & Foster Real Estate, Inc.	10	\$7,641,500	3	\$3,431,500.00	13	\$11,073,000

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
89	Sina Mollaani	The ONE Street Company	1	\$582,500	13	\$10,305,900.00	14	\$10,888,400
90	Avi Galanti	Compass	4	\$4,190,000	8	\$6,690,900.00	12	\$10,880,900
91	Wentong Chen	Libra Realty LLC	9	\$6,884,500	5	\$3,988,000.00	14	\$10,872,500
92	Carl G Becker	Premier Properties, LLC	2	\$5,070,000	4	\$5,796,000.00	6	\$10,866,000
93	Jacob Taylor	Blue Valley Real Estate	33	\$10,701,840	1	\$139,125.00	34	\$10,840,965
94	Corey C Burr	TTR Sotheby's International Realty	5	\$6,288,250	3	\$4,543,000.00	8	\$10,831,250
95	Jennifer K Knoll	Compass	3	\$5,120,000	4	\$5,671,500.00	7	\$10,791,500
96	Alyssa A Crilley	Washington Fine Properties, LLC	5	\$5,354,760	4	\$5,425,260.00	9	\$10,780,020
97	Bryan Kerrigan	Redfin Corp	20	\$9,179,000	1	\$1,470,000.00	21	\$10,649,000
98	Jennifer T Chow	Long & Foster Real Estate, Inc.	5	\$5,204,500	4	\$5,155,000.00	9	\$10,359,500
99	Lauren E Davis	TTR Sotheby's International Realty	5.5	\$5,255,500	5.5	\$5,067,500.00	11	\$10,323,000
100	Robert A Sanders	TTR Sotheby's International Realty	8.5	\$7,524,780	4.5	\$2,788,400.00	13	\$10,313,180
101	Patricia G Mills	Charis Realty Group	22.5	\$7,957,189	9.5	\$2,327,000.00	32	\$10,284,189
102	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	7	\$10,210,000.00	7	\$10,210,000
103	Andrew L Pariser	Long & Foster Real Estate, Inc.	5	\$5,723,000	4	\$4,470,000.00	9	\$10,193,000
104	Laura W Steuart	Compass	1	\$990,000	5	\$9,174,900.00	6	\$10,164,900
105	Jose Francisco Ramirez	Urban Pace, a Long & Foster Company	8	\$6,746,250	3.5	\$3,407,150.00	11.5	\$10,153,400

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
106	Roby C Thompson III	Long & Foster Real Estate, Inc.	7	\$4,169,000	7	\$5,960,191.00	14	\$10,129,191
107	Harrison I Beacher	Keller Williams Capital Properties	7.5	\$3,948,500	10.5	\$6,172,500.00	18	\$10,121,000
108	Loic C Pritchett	TTR Sotheby's International Realty	2	\$1,437,500	8	\$8,660,000.00	10	\$10,097,500
109	Koki Waribo Adasi	Compass	9	\$7,338,689	2.5	\$2,691,500.00	11.5	\$10,030,189
110	Pamela B Wye	Compass	4.5	\$4,533,000	5	\$5,486,750.00	9.5	\$10,019,750
111	Sheena Saydam	Keller Williams Capital Properties	8	\$3,760,175	12	\$6,182,518.50	20	\$9,942,694
112	Kimberly N Fallin	Redfin Corp	18	\$9,253,500	1	\$654,900.00	19	\$9,908,400
113	Maxwell E Rabin	TTR Sotheby's International Realty	6.5	\$7,377,500	3.5	\$2,472,400.00	10	\$9,849,900
114	Lee Murphy	Washington Fine Properties, LLC	2	\$1,426,400	7	\$8,263,900.00	9	\$9,690,300
115	Anslie C Stokes Milligan	McEneaney Associates, Inc.	7	\$5,474,900	6	\$4,209,129.00	13	\$9,684,029
116	Brian O Hora	Compass	2	\$1,744,011	9	\$7,888,300.00	11	\$9,632,310
117	Gail E Nyman	RE/MAX United Real Estate	16	\$7,265,251	5	\$2,356,000.00	21	\$9,621,250
118	Casey C Aboulafia	Compass	2	\$1,372,545	10	\$8,245,000.00	12	\$9,617,545
119	Lisa C Sabelhaus	RE/MAX Town Center	14.5	\$6,188,445	7.5	\$3,390,987.50	22	\$9,579,432
120	Ginette R. Winston	Winston Real Estate, Inc.	7	\$4,582,000	5	\$4,962,000.00	12	\$9,544,000
121	Carlos A Garcia	Keller Williams Capital Properties	5.5	\$4,321,500	7	\$5,111,650.00	12.5	\$9,433,150
122	Elysia L Casaday	Compass	3	\$2,120,000	9	\$7,217,000.00	12	\$9,337,000
123	Carolyn H Jordan	GO BRENT, INC.	9	\$6,009,888	5	\$3,295,000.00	14	\$9,304,888
124	Stacy M Allwein	Century 21 Redwood Realty	14	\$3,962,250	17	\$5,338,240.00	31	\$9,300,490
125	Mansour F Abu-Rahmeh	Compass	3	\$1,597,550	7	\$7,688,500.00	10	\$9,286,050
126	Marjorie R Dick Stuart	Coldwell Banker Residential Brokerage	3	\$3,652,000	4	\$5,563,750.00	7	\$9,215,750
127	Annabel D Burch- Murton	Compass	5	\$3,758,000	5	\$5,381,000.00	10	\$9,139,000
128	Andrew K Goodman	Goodman Realtors	11	\$4,797,800	7	\$4,185,000.00	18	\$8,982,800
129	Michael Gailey	Compass	4	\$3,240,500	7	\$5,738,500.00	11	\$8,979,000
130	Shuang Zhao	Signature Home Realty LLC	13	\$5,737,500	6	\$3,143,000.00	19	\$8,880,500
131	Katri I Hunter	Compass	4.5	\$2,645,000	9	\$6,120,400.00	13.5	\$8,765,400
132	Kenneth M Abramowitz	RE/MAX Town Center	12	\$4,316,938	10.5	\$4,354,550.00	22.5	\$8,671,488
133	Bradley J Rozansky	Long & Foster Real Estate, Inc.	9	\$8,587,400	0	\$0.00	9	\$8,587,400
134	Delia E McCormick	Washington Fine Properties, LLC	5.5	\$6,809,000	2	\$1,757,500.00	7.5	\$8,566,500
135	Marin Hagen	Coldwell Banker Residential Brokerage	2.5	\$2,678,500	3.5	\$5,870,000.00	6	\$8,548,500
136	James E Brown	Turning Point Real Estate	7	\$3,149,850	10	\$5,268,370.00	17	\$8,418,220
137	Eva M Davis	Compass	3	\$2,631,000	6	\$5,727,000.00	9	\$8,358,000
138	Cynthia L Howar	Washington Fine Properties, LLC	3.5	\$7,195,000	1	\$1,140,000.00	4.5	\$8,335,000
139	Eric Steinhoff	EXP Realty, LLC	12	\$6,093,400	4	\$2,195,500.00	16	\$8,288,900
140	Teresa A Mueller	Compass	8	\$5,564,990	5	\$2,679,900.00	13	\$8,244,890
141	Robert Crawford	Washington Fine Properties, LLC	5.5	\$3,664,950	5	\$4,566,999.00	10.5	\$8,231,949
142	Gary J Rudden	RE/MAX Realty Services	8	\$6,664,400	2	\$1,560,000.00	10	\$8,224,400

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# TOP 250 STANDINGS

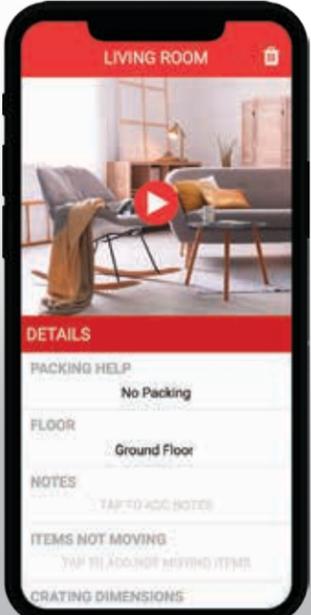
Teams and Individuals Closed Date from Jan. 1 to April 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Eric M Broermann	Compass	4.5	\$4,446,500	5	\$3,765,995.00	9.5	\$8,212,495
144	Victor R Llewellyn	Long & Foster Real Estate, Inc.	7.5	\$3,562,250	10	\$4,645,500.00	17.5	\$8,207,750
145	Anthony Mason	Keller Williams Capital Properties	11	\$6,090,300	5	\$2,039,265.00	16	\$8,129,565
146	Thomas S Buerger	Compass	8	\$3,755,648	6.5	\$4,369,000.00	14.5	\$8,124,648
147	Alan Chargin	Keller Williams Capital Properties	2	\$1,306,250	10	\$6,789,250.00	12	\$8,095,500
148	Amanda M Lasko	Redfin Corp	13	\$7,176,301	1	\$898,000.00	14	\$8,074,301
149	J P Montalvan	Compass	4.5	\$3,242,615	6	\$4,828,960.00	10.5	\$8,071,575
150	Andres A Serafini	RLAH Real Estate	3	\$2,849,000	8.5	\$5,183,526.50	11.5	\$8,032,527
151	Keegan J Dufresne	RE/MAX Allegiance	5	\$2,993,300	7	\$5,035,900.00	12	\$8,029,200
152	Christopher Calabretta	Redfin Corp	3	\$960,999	11	\$7,019,425.00	14	\$7,980,424
153	Deborah C Cheshire	Long & Foster Real Estate, Inc.	5	\$3,884,500	5	\$4,090,000.00	10	\$7,974,500
154	Sam N Solovey	Compass	6	\$4,904,924	2	\$3,062,000.00	8	\$7,966,924
155	Cheryl R Leahy	Long & Foster Real Estate, Inc.	6.5	\$6,982,720	1	\$925,000.00	7.5	\$7,907,720
156	Joshua D Ross	RE/MAX Realty Services	2	\$2,590,000	7	\$5,311,400.00	9	\$7,901,400
157	Meredith M Fogle	Old Line Properties	9.5	\$6,261,900	3	\$1,632,750.00	12.5	\$7,894,650
158	Kenneth A Grant	RE/MAX Plus	7	\$3,019,350	13	\$4,857,400.00	20	\$7,876,750
159	Joseph Himali	RLAH Real Estate	2.5	\$2,297,000	7	\$5,482,500.00	9.5	\$7,779,500
160	Elizabeth J D'Angio	Washington Fine Properties, LLC	2.5	\$6,791,500	0.5	\$975,000.00	3	\$7,766,500
161	Michael P Rose	Rory S. Coakley Realty, Inc.	5	\$4,034,310	5	\$3,721,560.00	10	\$7,755,870
162	Dana S Scanlon	Keller Williams Capital Properties	5	\$3,611,013	5	\$4,078,500.00	10	\$7,689,513

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Kerry E Fortune	Washington Fine Properties, LLC	2.5	\$3,200,000	2.5	\$4,487,500.00	5	\$7,687,500
164	Gladwin S D'Costa	Maryland REO Realty, LLC	33	\$7,625,615	0	\$0.00	33	\$7,625,615
165	William Fastow	TTR Sotheby's International Realty	2	\$2,224,000	3	\$5,359,000.00	5	\$7,583,000
166	Hovanes Suleymanian	The ONE Street Company	5	\$1,907,500	11	\$5,630,500.00	16	\$7,538,000
167	Xuri Wang	Hometown Elite Realty LLC	1	\$830,000	6	\$6,707,000.00	7	\$7,537,000
168	Itamar Simhony	RE/MAX Elite Services	4.5	\$2,925,000	5.5	\$4,601,500.00	10	\$7,526,500
169	Justin Thomas DiFranco	TTR Sotheby's International Realty	2.5	\$7,072,500	1	\$442,500.00	3.5	\$7,515,000
170	Carolyn N Sappenfield	RE/MAX Realty Services	5	\$4,423,500	4	\$3,058,000.00	9	\$7,481,500
171	Marc A Dosik	Century 21 Redwood Realty	10	\$6,405,100	3	\$1,070,000.00	13	\$7,475,100
172	Andrew J Hopley	Keller Williams Realty Centre	9	\$4,095,125	7	\$3,333,000.00	16	\$7,428,125
173	Litsa Laddbush	Redfin Corp	3	\$1,256,425	10	\$6,120,000.00	13	\$7,376,425
174	Lydia C Benson	Long & Foster Real Estate, Inc.	3	\$5,641,000	2	\$1,727,000.00	5	\$7,368,000
175	Ruby A Styslinger	Redfin Corp	1	\$969,000	10	\$6,361,000.00	11	\$7,330,000
176	Elaine S. Koch	Long & Foster Real Estate, Inc.	10	\$5,876,900	1	\$1,440,000.00	11	\$7,316,900
177	Sergei A Goumilevski	RE/MAX Realty Services	6	\$3,224,800	6	\$4,063,000.00	12	\$7,287,800
178	Nicholas W Poliansky	Keller Williams Preferred Properties	19.5	\$6,619,199	2	\$657,500.00	21.5	\$7,276,699
179	Kimberly T Gibson	Washington Fine Properties, LLC	2	\$3,629,500	2	\$3,625,000.00	4	\$7,254,500

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Elizabeth M Lavette	Washington Fine Properties, LLC	4.5	\$7,239,500	0	\$0.00	4.5	\$7,239,500
181	Jaime Willis	Compass	2	\$1,332,500	11	\$5,904,115.00	13	\$7,236,615
182	Matthew D Maury	Stuart & Maury, Inc.	5	\$5,080,000	2	\$2,155,000.00	7	\$7,235,000
183	Ethan F Drath	Washington Fine Properties, LLC	2	\$2,270,000	3	\$4,935,000.00	5	\$7,205,000
184	Richard Michael Morrison	Redfin Corp	0	\$0	12	\$7,162,649.00	12	\$7,162,649
185	Elizabeth S Hitt	RE/MAX Realty Group	6	\$2,609,800	8	\$4,534,900.00	14	\$7,144,700
186	Daniel W Hozhabri	Keller Williams Realty Centre	14	\$4,607,750	7	\$2,507,950.00	21	\$7,115,700
187	Michael W Patrick	RE/MAX United Real Estate	24	\$6,639,600	1	\$470,000.00	25	\$7,109,600
188	Brittany Allison	Compass	3	\$2,702,000	7	\$4,406,500.00	10	\$7,108,500
189	Alana C Aschenbach	Compass	4	\$2,612,550	4	\$4,495,000.00	8	\$7,107,550
190	Farrah E Fuchs	Redfin Corp	18	\$6,271,471	2	\$826,000.00	20	\$7,097,471
191	Matthew U Dubbaneh	The ONE Street Company	2	\$768,000	14	\$6,328,000.00	16	\$7,096,000
192	Lan Yin	LuxManor Real Estate, Inc	13	\$4,898,200	5	\$2,195,140.00	18	\$7,093,340
193	Donna Mank	Compass	4.5	\$3,622,500	4.5	\$3,466,500.00	9	\$7,089,000
194	Keith James	Keller Williams Capital Properties	1	\$246,000	16	\$6,837,725.00	17	\$7,083,725
195	John T Pruski	Jack Realty Group	2.5	\$3,205,500	3	\$3,840,920.00	5.5	\$7,046,420
196	Barbara A Ciment	Long & Foster Real Estate, Inc.	8	\$3,756,000	7.5	\$3,259,900.00	15.5	\$7,015,900
197	Charles L Wilson		5	\$3,879,700	2	\$3,075,000.00	7	\$6,954,700
198	Thomas A Keane	Washington Fine Properties, LLC	1.5	\$2,334,500	3.5	\$4,590,000.00	5	\$6,924,500
199	John M Barry Jr.	Compass	4	\$2,890,898	4	\$4,011,500.00	8	\$6,902,398
200	Kari S Wilner	Washington Fine Properties, LLC	5	\$5,076,000	2	\$1,817,144.00	7	\$6,893,144
201	John L Lesniewski	RE/MAX United Real Estate	13	\$5,184,228	3	\$1,686,340.00	16	\$6,870,568
202	Sharif Ibrahim	Keller Williams Capital Properties	3	\$1,890,000	9	\$4,922,900.00	12	\$6,812,900
203	Christine M Koons-Byrne	Long & Foster Real Estate, Inc.	7.5	\$5,042,300	2	\$1,767,000.00	9.5	\$6,809,300
204	Alecia R Scott	Long & Foster Real Estate, Inc.	9	\$3,766,000	6.5	\$3,030,150.00	15.5	\$6,796,150
205	Renee M Peres	Compass	4.5	\$2,689,000	6	\$4,092,790.00	10.5	\$6,781,790
206	Charles Dudley	Compass	1	\$515,000	9.5	\$6,262,700.00	10.5	\$6,777,700
207	Joseph M Poduslo	TTR Sotheby's International Realty	6	\$5,842,500	1	\$921,500.00	7	\$6,764,000
208	Roman Mychajliw	Long & Foster Real Estate, Inc.	19.5	\$6,759,500	0	\$0.00	19.5	\$6,759,500
209	Gary Foreman	Compass	6.5	\$1,993,400	14.5	\$4,763,799.00	21	\$6,757,199
210	Todd C Harris	Long & Foster Real Estate, Inc.	2.5	\$1,702,500	5	\$5,007,000.00	7.5	\$6,709,500
211	Anna D Mackler	Long & Foster Real Estate, Inc.	2	\$1,126,750	8	\$5,569,000.00	10	\$6,695,750
212	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	6	\$2,176,230	18	\$4,509,230.00	24	\$6,685,460
213	Nathan B Ward	Compass	6	\$2,741,550	6	\$3,887,000.00	12	\$6,628,550
214	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	6.5	\$4,292,400	4.5	\$2,336,000.00	11	\$6,628,400
215	Samer H Kuraishi	The ONE Street Company	8	\$6,604,850	0	\$0.00	8	\$6,604,850
216	Thomas C Williams Jr.	McEneaney Associates, Inc.	4	\$6,600,000	0	\$0.00	4	\$6,600,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Marshall Carey	Redfin Corp	12	\$6,580,000	0	\$0.00	12	\$6,580,000
218	Joaquin Cerritos	RE/MAX Realty Group	8	\$2,322,600	15	\$4,251,000.00	23	\$6,573,600
219	Damian E Buckley	Compass	2	\$770,000	7.5	\$5,801,500.00	9.5	\$6,571,500
220	Andrew A Peers	Compass	6	\$3,344,149	4.5	\$3,200,950.00	10.5	\$6,545,099
221	Marc Bertinelli	Washington Fine Properties, LLC	2	\$2,729,250	2	\$3,815,000.00	4	\$6,544,250
222	Kelly K Virbickas	Compass	0.5	\$637,500	5	\$5,906,150.00	5.5	\$6,543,650
223	Brian A Cusick	Keller Williams Capital Properties	2	\$828,000	10	\$5,694,354.00	12	\$6,522,354
224	Rachel P Levey	Compass	2	\$2,995,000	4	\$3,501,400.00	6	\$6,496,400
225	Christopher M Chambers	The ONE Street Company	10	\$3,346,500	6	\$3,146,900.00	16	\$6,493,400
226	Rory Oblatz	Redfin Corp	0	\$0	10	\$6,458,799.00	10	\$6,458,799
227	Rheetuparna Pal Mahajan	Redfin Corp	1	\$386,000	10	\$6,065,915.00	11	\$6,451,915
228	Fleur V Howgill	TTR Sotheby's International Realty	2	\$1,740,000	5	\$4,706,500.00	7	\$6,446,500
229	Wendy Slaughter	Elevate Real Estate Brokerage	9	\$4,225,500	5.5	\$2,171,503.00	14.5	\$6,397,003
230	Blake Hering	The ONE Street Company	3.5	\$3,141,950	7	\$3,248,400.00	10.5	\$6,390,350
231	Ethan N Carson	Compass	3	\$3,855,000	2	\$2,531,000.00	5	\$6,386,000
232	Aret Koseian	Compass	4.5	\$1,919,500	8	\$4,456,000.00	12.5	\$6,375,500
233	Nicole Roeberg	Redfin Corp	1	\$797,500	8	\$5,574,499.00	9	\$6,371,999

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Tammy Gale	Washington Fine Properties, LLC	0.5	\$265,000	4.5	\$6,096,650.00	5	\$6,361,650
235	Mynor R Herrera	Keller Williams Capital Properties	10.5	\$4,726,750	5	\$1,632,000.00	15.5	\$6,358,750
236	Bobbi Prescott	RE/MAX Results	12	\$4,531,790	5	\$1,803,000.00	17	\$6,334,790
237	Carlos A Espinoza	RE/MAX Realty Group	9	\$3,520,000	6.5	\$2,814,375.00	15.5	\$6,334,375
238	Asif Qadir	RE/MAX Premiere Selections	6	\$3,395,000	5	\$2,934,500.00	11	\$6,329,500
239	Judy G Cranford	Cranford & Associates	4	\$1,929,000	5	\$4,382,500.00	9	\$6,311,500
240	Michael J Schaeffer	Coldwell Banker Residential Brokerage	4.5	\$5,488,250	1	\$821,000.00	5.5	\$6,309,250
241	Robert Jenets	Stuart & Maury, Inc.	2	\$2,126,888	2	\$4,169,000.00	4	\$6,295,888
242	James F Connolly	Long & Foster Real Estate, Inc.	1.5	\$1,515,500	5	\$4,778,000.00	6.5	\$6,293,500
243	David M Wagner	RE/MAX Realty Centre, Inc.	4	\$2,029,000	7	\$4,245,000.00	11	\$6,274,000
244	James L Bell	TTR Sotheby's International Realty	2	\$5,015,000	1	\$1,215,000.00	3	\$6,230,000
245	Michael J Muren	Long & Foster Real Estate, Inc.	9	\$3,318,050	8	\$2,911,709.00	17	\$6,229,759
246	Karen A Kelly	Compass	2.5	\$2,684,500	2	\$3,527,500.00	4.5	\$6,212,000
247	John Coleman	RLAH Real Estate	2	\$1,125,000	7.5	\$5,081,345.00	9.5	\$6,206,345
248	Kara Johnson	Keller Williams Capital Properties	2	\$1,281,250	5	\$4,918,200.00	7	\$6,199,450
249	Leslie C Friedson	Compass	4.5	\$4,174,450	3.5	\$2,020,500.00	8	\$6,194,950
250	Leah Fernandez	Compass	1	\$456,800	4	\$5,734,900.00	5	\$6,191,700

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