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PUBLISHER'S
 NOTE

Dear DC Metro REAL Producers,

Lucky March to you! This is our three-year anniversary issue! To those receiving this for the first time, congratulations and welcome. To those receiving this for the second or third year, hats off to your consistent excellence in real estate.

Our mission: To inform and inspire industry professionals such as yourselves all over the DC Metro area. It is a badge of honor to be a REAL Producer. Receiving this publication means you are in the top 500 (top 2 percent) of your industry.

Without our preferred partners, none of this would be possible! We are thankful for their participation and all they do for this community. The publication, our quarterly events, and being featured is free because of our partners. Thank you! We also appreciate our REAL Producers who referred them. All partners have been referred by REAL Producers.

Our REAL Producers are wonderful people who do great work in real estate and in our communities. We are taking nominations for the rest of this year right now! Nominate your fellow agents to be

featured. You can nominate a cover story, a rising star, a "Making A Difference" agent who does great work with a charity, and a "Cool Life Story" of an agent with an amazing life story to share. Nominate in the private Facebook group, by email or on the digital app for our community. Download *DigaPub* on Apple or Google Play.

The January New Year's Kickoff Mixer was a hit! Check out the photos on Facebook and in this issue. Our community will connect in person again this month on March 12! Our Spring Walk of Fame event at Nationals Park (home of the Washington Nationals) will be our largest event yet. We look forward to gathering both DC Metro and Nova REAL Producers together for the first time.

For more information about our publication, partners, and future events, check out www.DCMetroREALProducers.com or our private Facebook group or email us at info@dcmetrorealproducers.com.

With Gratitude,



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PRESENTS

Golden Nuggets



Eric Stewart
Long & Foster
Real Estate

“I am sincerely happy to train from my failures and successes; my door is always open.”

“The greatest worry that anybody has when they’re hiring you is can they

trust you? Are you going to be more interested in the sale for what you put in their pocket or yours?”



Peggy Magnanelli
RE/MAX Results

“The American Red Cross is an international relief agency that is funded entirely on donations. They provide for immediate needs to victims of natural disasters like floods and wildfires, but locally, typically, they provide services for victims of house fires.”

“The sense of satisfaction of being able to help someone at the worst time in their life, helping them see that there is a future and they will be able to recover [is what’s most fulfilling].”



Matthew Dubbaneh
The ONE Street
Company

“The biggest reason for success is a positive mindset. In a business that relies on the performance of others, it is key to look at the good and bad and learn a lesson from it. It can come in waves, but it’s how you ride the tide

that determines if you will be able to grow and reach new heights.”



Bob and Suzi Cusack
TruPlace Inc.

“It takes processes to scale a successful business, but it also takes flexibility and the ability to have relationships with our clients and listen to their needs.... Humility goes a long way.” —Suzi

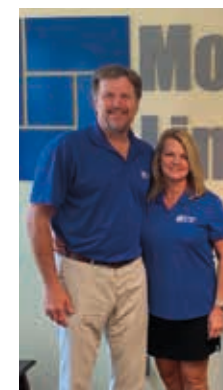
“We don’t swing to the ‘shiny new penny’ but rather listen to our clients’ needs to develop visual marketing solutions that will help them achieve their objectives.” —Bob

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Bob & Suzi Cusack of TruPlace, Inc.



The TruPlace Team

The Visual Marketing Differentiator: TruPlace is Born

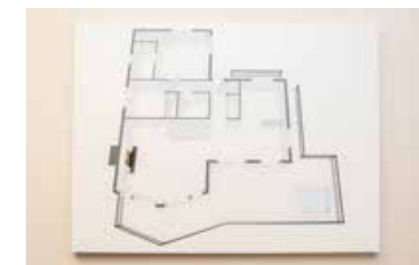
Back in 2003, Bob and Suzi Cusack bought a vacation home in Canaan Valley, West Virginia. The decision to purchase the house was exciting, but also a significant financial leap.

“We knew maximizing rentals was critical. What would differentiate our home from others? What would provide renters enough information, get them engaged, excited to go on vacation, and the confidence to book?” Suzi questioned.

At settlement, a floor plan was included in the closing documents; this became the catalyst for what is now TruPlace’s signature floor plan virtual tour.

“What if you not only could see more photos, but you could see how it all flowed together?” Suzi continues. “What if you simply moved your computer mouse on the house floor plan to see the corresponding photo?”

Bob and Suzi came up with the idea of an interactive floor plan. They showed it to their property manager, who said that they really had something unique. That gave birth to Mouse on House, which has since changed its name to TruPlace.



The beginning: A rendering of the original TruPlace floor plan tour of company owners Bob and Suzi Cusack’s vacation rental property (circa 2003).

In their first two years, Bob and Suzi focused on the vacation rental

industry, but a call from a real estate agent gave birth to another arm of the TruPlace model. After creating a floor plan tour for the real estate agent’s listing, they recognized that it was a need in the real estate market as well.

The TruPlace Difference

Over the past 13 years, Bob and Suzi have built TruPlace to be a leading visual marketing solutions provider in the DC metro area and have continued to expand their business in both the vacation rental space and the real estate sales industry. With a national network of vetted and trained professional photographers, they are able to help agents both acquire and sell listings.

TruPlace produces property listing websites for their clients with products and services such as 3D tours, floor

•••

plan tours, TruFusion photography, video, drones, and virtual staging. This suite of marketing tools creates demand by providing a prospective guest or buyer with a quick, easy, and accurate visual of the property. Suzi and Bob aspire to help agents sell homes faster, grow their brand, and set themselves apart from their competition.

“TruPlace is committed to adapting to the ever-changing, fast-moving, disrupting, aggregating industry so we can better serve our clients with the most useful products to differentiate their brand and add value to their business,” Suzi explains. “Because TruPlace products and services are proprietary, we welcome feedback to create and improve the things that matter most.”

Built on Teamwork

“We created this business from an idea, and we took the idea and ran with it. It’s easy to forget about all the things that could have gone wrong that didn’t, and all the things that turned out well,” Bob smiles.

Looking back over the past decade and a half, Bob and Suzi are ever-grateful to be right where they are today. Hard work and doing business with integrity has paid massive dividends in both their personal and professional lives. TruPlace has grown from its first real estate agent in 2006 to thousands of happy clients and brokerages.

“It takes processes to scale a successful business, but it also takes flexibility and the ability to have relationships with our clients and listen to their needs,” Suzi says. “We have a great team of passionate people who truly care about what we’re doing for our clients. Humility goes a long way. We collaborate well, and everyone shares their ideas.”

The TruPlace team now includes over 20 employees and hundreds of photographers across the United States. Their first employee from over 13 years ago, Sean Sheppard, has gone on to open the first TruPlace expansion office in Charleston, South Carolina.

“We have a great team that professionally delivers quality products and services to our amazing clients,” Bob boasts. “TruPlace creates and delivers relevant products with the agent and the end consumer in mind. We don’t swing to the ‘shiny new

penny,’ but rather listen to our clients’ needs to develop visual marketing solutions that will help them achieve their objectives.”

For more information, please visit www.truplace.com.



Bob and Suzi with their dogs, Stella (left) and Jessie (right).



Colleen Smith, DC Metro Business Development Manager, delivers new product trainings to TruPlace clients and staff.



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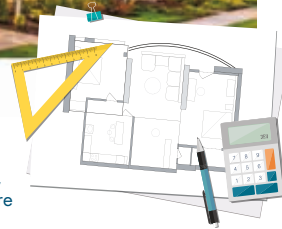


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MATTHEW DUBBANEH



Matthew Dubbaneh with Samer Kuraishi, founder of The ONE Street Company.

ONE TO WATCH

“My brain...it cannot process failure. It will not process failure. Because if I sit there and have to face myself and tell myself, ‘You’re a failure’...I think that’s almost worse than death.” —Kobe Bryant [“RIP Black Mamba and Gianna, in loving memory of the Mamba Sports Academy.” —Matthew Dubbaneh]

Matthew Dubbaneh has never considered failure.

Prior to starting his real estate career, he was in the horse racing business and also owned a hair salon. “The hair salon really helped me gain first-hand business experience and taught me a lot about interacting with customers and assessing their needs,”

Matthew explains. “The horse racing business gave me the stomach to deal with the unexpected and welcome both wins and losses. The combination of the two business experiences shaped me into the multifaceted person that I am today.”

Matthew started his real estate career in Florida in 2015. After a conversation with his now-colleague and mentor Samer Kuraishi, though, he realized that in Washington, DC, there was a bigger opportunity to be around like-minded people and a better culture there to collaborate, build his career and utilize his talents. He joined The ONE Street Company in Northwest DC and hasn’t looked back.

“I’m here to always be a partner with my clients,” he exclaims. He wants them to feel as though they are working with a friend, not just an agent. “What I feel in my heart, I try to translate into words to them. My clients are not numbers or sales figures. What makes me different is persistence, my drive, and my willingness to always go above and beyond for my clients. Understanding people’s unique needs and how to tailor my business model accordingly is what sets me apart.”

Outside of the work Matthew does to serve his clients, family is the most important thing to him. A proud uncle, brother, and son, he loves to spend time with his sup-





Just four years into real estate, rising star Matthew Dubbaneh, of The ONE Street Company, has reached annual sales of over \$16 million.

portive siblings and their children and appreciates that they all look out for one another. “My mother is a very strong influence in my life; she is very independent and selfless. I believe that family is the cornerstone

of every successful business person,” he states.

Matthew also enjoys working out, outdoor activities, sports, and live music. Seeing the world is at the top

of his bucket list. He hopes to travel to one new place a year. He supports the Ronald McDonald House of Greater Washington DC, the Capital Area Food Bank, and the Humane Rescue Alliance. And he is just getting started.

“My long-term goals would be to be able to meet someone to share life experiences with. I would like to venture off into different arteries in the real estate industry such as teaching, development projects, and creating one synchronized system to make each transaction much more agent and client related. I feel that I am achieving my short-term goals every day I am here on this planet, such as staying focused and helping one client at a time — never miss a beat.”

He is striving to balance work and life — one of the biggest struggles he has — though he is learning every day about the value of hustle and success while still enjoying his lifestyle outside of the office. He aims to help educate his clients and to ensure that all parties are happy. “You have to be like an octopus, reaching different directions at the same time,” he says with a smile. “The biggest reason for success is a positive mindset. In a business that relies on the performance of others, it is key to look at the good and bad and learn a lesson from it. It can come in waves, but it’s how you ride the tide that determines if you will be able to grow and reach new heights.”

Those heights keep growing taller, and Matthew Dubbaneh will continue to be one to keep looking up to.

You can reach Matthew at matt@onestreet.one and at 240-271-7778.

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—Sarah Yelton from Gainesville, VA

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

DEREK HARMAN
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MASTER THE MEDIA



By Christina Daves

Other Agents In The Media

Do you see other real estate agents in the media and wish that was you? It can be you! Here is the good news: if another agent was featured in a publication sharing their expertise, it means that specific media outlet covers real estate stories. Do some homework and see what topics they have covered in the past. Make a plan of what you could provide expertise on that they have not covered yet.

much easier on the local level than it is nationally and, as a local real estate agent, this is where you want to be featured. Offer to provide value to them in the form of story ideas, other experts in real estate, and then perhaps you for a story. At the end of the day, you are there to help the journalist provide value to their audience. How can you best serve them so they will then use you in future stories?

In the DC Metro area, NBC4/WRC television consistently covers stories related to real estate. If your goal is to be on television, focus on them. Newspapers like the *Washington Post* and *Washington Business Journal* consistently cover real estate. Hone in on your local area, too, and find which local paper is in your area and pitch stories to them. These are the *Times* and *Gazettes* in the area. Some of the most read media is the community newspaper. That is where your ideal customer is, so see what you can do to get covered in that paper.



Christina Daves
PR for Anyone®

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

Do not be afraid to pick up the phone and get the journalist, producer, or editor on the phone. This is

PEGGY MAGNANELLI

▶ making a difference
By Zachary Cohen
Photos by Ryan Corvello Photography

Making A Difference With The American Red Cross

Peggy Magnanelli is best known in DC for her role as a top-producing real estate agent; for the past 17 years, she has been a staple in the real estate community. Yet, her role in the community at large goes well beyond her role in real estate. She's a mother, an avid community builder, and a staunch supporter of the American Red Cross.



Peggy Magnanelli with Realtor® friend Filomena Thompson, of South Carolina.

Peggy's journey with the Red Cross began after 9/11. She contacted the organization to give blood but discovered that she was unable to. "I wanted to help, so I called and found out that I could be trained to respond to disasters," Peggy reflects. "I wanted to do something. But I also wanted to do something that would last, not just be immediate. So, I signed up, took

the training, and signed on with a Disaster Action Team."

The American Red Cross

For 10 years, Peggy worked with victims of house fires. It's a role that many aren't aware that the American Red Cross takes on. "The American Red Cross is an international relief agency that is funded entirely on do-

nations. They provide for immediate needs to victims of natural disasters like floods and wildfires, but locally, typically, they provide services for victims of house fires," Peggy explains. Disaster Action Teams are designed to help with house fires. "[A team is available to respond] seven days a week, 24 hours a day, 365 days a year."



For 10 years, Peggy Magnanelli was on an American Red Cross Disaster Action Team assisting victims of house fires with food, clothing, and shelter.

“

The sense of satisfaction of being able to help someone at the worst time in their life, helping them see that there is a future and they will be able to recover [is what's most fulfilling].

The Disaster Action Teams' objective is to take care of clients' immediate needs, such as food, clothing, and shelter. "We typically will put the clients up in a hotel for three nights, give them money for clothes to get them through the next couple days, and money for food. We follow up the next day to help them with their plan for moving forward. If they don't have insurance, we put them in touch with Social Services and Goodwill to help with the transition," Peggy explains.

According to Peggy, 96% of all the money donated to the American Red Cross goes directly to the people who need help. While the American Red Cross does have paid staff, the majority of the work is done by volunteers.

Making a Difference

"When I responded to my first house fire, I was well-trained but not really sure how things would go," Peggy reflects. "It was gratifying to be able to help out this family in their time of need. People who have been through a house fire pretty much have a 'deer in the headlights' look. They are seeing possibly everything they own

ruined. And honestly, they have no idea what to do next."

It was 1:30 in the morning and 30 degrees out. Peggy and her team guided the family through the night, got them into a hotel room, and gave them a voucher for clothes and food. "We told them to call the office the next morning, when another volunteer would help with contacting their insurance company and a temporary place to live. One lady really just needed a hug and started to cry on my shoulder. After a minute, she was better and gave me a hug," Peggy reflects.

It's moments like these — opportunities to help in others' time of deep need — that keep Peggy coming back to volunteer year after year. Peggy suggests that because the American Red Cross is run entirely off donations, the best way to help is cash

donations. "And, in the case of a national disaster such as Hurricane Katrina, volunteers from across the country were sent to the Gulf coast to assist in sheltering and feeding the victims of the flooding," Peggy adds. "The donations pay for transportation, food, shelter, and all kinds of other needs as they come up."

Just like in real estate, the most fulfilling part of Peggy's work with the American Red Cross is in helping others. "The sense of satisfaction of being able to help someone at the worst time in their life, helping them see that there is a future and they will be able to recover [is what's most fulfilling]," Peggy smiles.

For more information, please visit redcross.org.



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WHERE TO FIND YOUR OPS BOSS™



by Christy Belt Grossman, CEO and owner, Ops Boss Coaching™

Do any of these scenarios sound familiar?

- You've hit a ceiling. You can't possibly sell any more homes alone.
- You want a life. You're tired of working 24/7.
- You want to raise the service level to your clients. When you're this busy, you can't possibly respond as quickly as they'd like.
- Your broker is on your case about getting your paperwork turned in, but that's the last thing you have time for.

If so, that means you're probably ready for an assistant. With today's unemployment rates at historic lows (and even lower locally than they are nationally), where in the world will you find one?

Last month's article talked about how to go about hiring a great assistant. (Or, I as like to call it, an Ops Boss™). This month, we'll give you some ideas about where to find that golden unicorn. Most likely, the person you're looking for is not looking for a job. They're already working and have hit some sort of ceiling. (The ceiling might be an income ceiling. It also could be a need for flexible hours or shorter commute, or they're bored and have no room for growth.) Or they are not currently in the workforce. So you'll need to be resourceful.

Here are a few places to mine for gold:

Sphere of influence and past clients — This is the number one source for top teams and agents around the country. What better place to find your Ops Boss™ than with people who know you, know your values, and know your business? These are the people most likely to direct you to a good match. They might even be a good match themselves.

Stay-at-home parents — There are many stay-at-home parents in our area who have incredibly talented backgrounds in business and all sorts of fields that translate well to real estate. At some point in time, often when kids hit high school, they come back into the workforce. This can be a rich source of talent. (Yes, I said stay-at-home "parents," not "moms," because my own husband was a stay-at-home dad by choice for 10 years.)

Mortgage, title and bank employees — My own background includes 10 years in the mortgage business. I was burnt out and looking for a "regular" job. You might be surprised to think of real estate with "regular hours." But for an assistant, it can be. There are *tons* of people in these industries that are ready for a change. Keep your eyes peeled for people who are looking for the opportunity to create a life. Help them do that, and they will be loyal forever.

As your business grows, and you need a director of operations or even a COO, you'll want to widen the net you're casting. There was a recent poll done in my "BE A BOSS" Facebook group (which is overflowing with talented Ops Bosses™). The question was what people did before they took their operations job in real estate. Their answers might give you some hints as to where to look.

I'll give you mine first:
Regional ops manager for a national

mortgage company. Led seven offices in three states. (Moved to that after doing all roles in the mortgage biz: loan officer, closer, processor, underwriter.) Before that, was a teller for State Dept. Federal Credit Union. Before that, I was an intern for two California congressmen on Capitol Hill (before Monica Lewinsky messed that up). Before that, I worked at a library!

Here's a peek at some of the others:

- Stay-at-home mom for 14 years. Before that, a chemist.
- Stay-at-home mom for three years. Before that, a third-grade teacher for nine years.
- College professor (business and communication) for 12 years. Executive coach and trainer for six years. Operations in various industries for the past 12 years.
- Movie theater management for eight years.
- Senior account manager and, before that, project manager for

- a market research company that worked with Fortune 100 clients.
- Office manager for a restoration/new residential construction company. Before that, I stayed home with my kids for eight years. Before that, HR assistant at a large manufacturer of construction equipment.
- Receivables portfolio manager for tech company.
- Advertising/marketing/events.
- Worked in the pharmaceutical world for five years.
- Stay-at-home mom for 11 years. Before that, I worked HR, was an admin for a foreign education center, and worked in a contract and finance office.
- Director in Child Protective Services.
- Hotel management.
- Ops director for a law firm.
- Food industry — bartending, shot girl, cocktail waitress.
- Apartment management.
- Real estate paralegal for eight years.
- Elementary school teacher for 15 years.

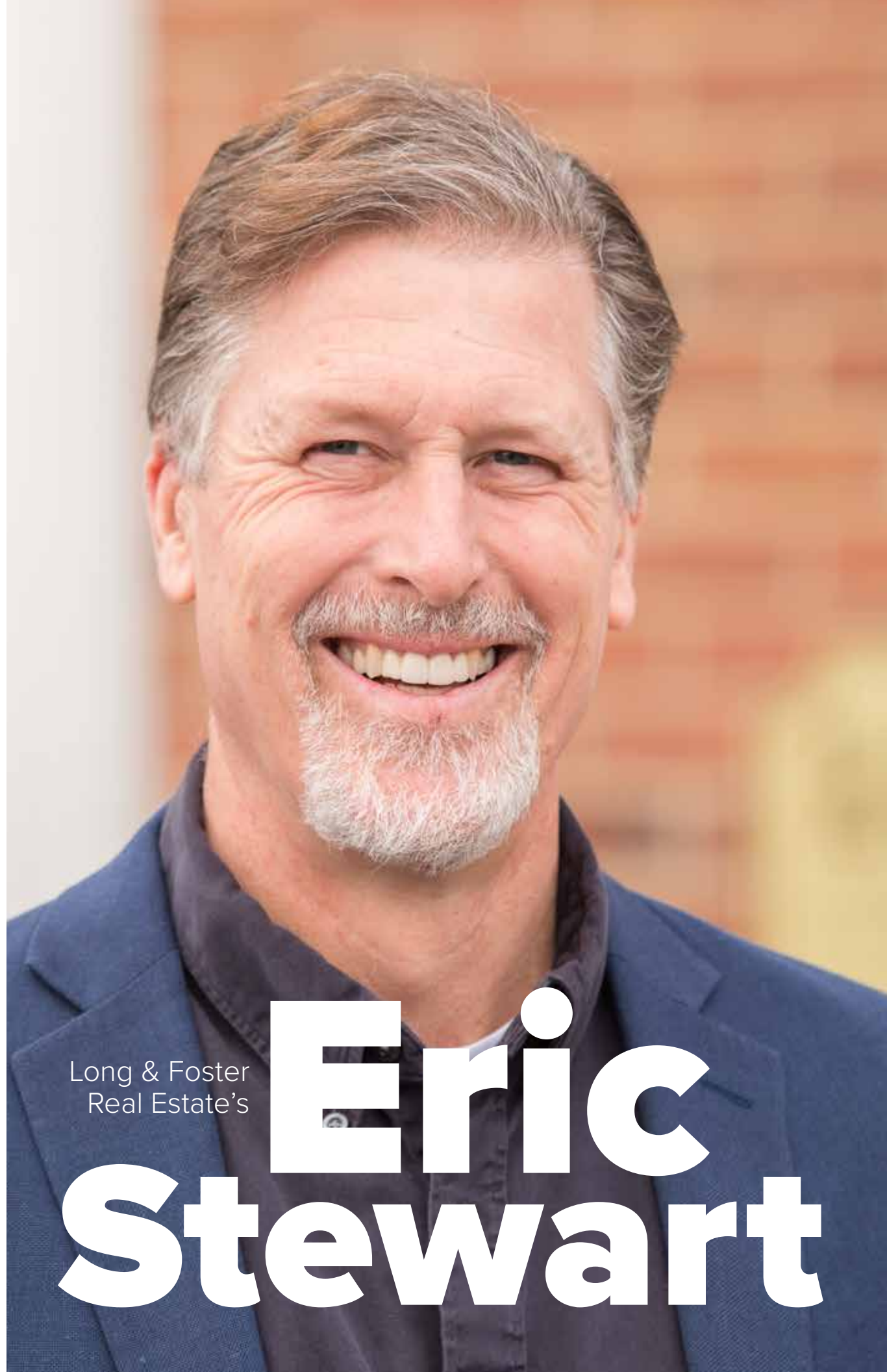
- I had literally zero professional experience. I was a full-time nanny for my first rainmaker before he brought me into the RE world.
- Director of ops for a YMCA swim team. Before that, stay-at-home mom. And before that, electrical engineer for GM.

Bottom Line: There's incredible talent all around you. Your future Ops Boss™ is out there. Just open your eyes *wide*, so you don't miss them!



Christy Belt Grossman is the CEO and owner of Ops Boss Coaching™ and a director on the board of the 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, coaching and an annual conference focused on real estate operations professionals. *Free* reports and resources at www.OpsBossCoaching.com. Contact Christy@OpsBossCoaching.com



Long & Foster
Real Estate's

Eric Stewart

Growing Into His Light & Legacy



The Eric Stewart Group

Back row: Domonic Jefferson, Robert Garcia, Amir Tabrizi, Eric Stewart, Jim Beckley, Dan Quinn.
Front row: Kathy Smail, Sara Foulkes, Erica Dhawan, Debbie Zech.
Not pictured: Steve Epstein and Helen Flynn.

Eric Stewart cordially invites all agents to grow personally and professionally and become REAL Producers. One of his wishes for 2020 is to help more agents from all companies. “I am sincerely happy to train from my failures and successes; my door is always open.” In fact, Eric insists on that open-door policy with his team and has worked hard to foster that organizational mindset.

“I used to be protective of my methods, but some years ago, I realized that we all apply teaching differently and that there are plenty of sellers, like fish in the sea. We can all benefit from each other’s fishing styles, and

I had much to give to help others become better salespeople,” he reflected.

The principal of the Eric Stewart Group of Long & Foster is introspective and reveals his big “why,” which stems from his Christian faith. He said he wants to “be a light on a hill” for others and strives to do that in all areas of his life. One way is through the nonprofit Widow Care (Widowcare.org) that he created in 2013, which now serves over 200 widowed individuals in the DMV annually through monthly support and social gatherings. Another is through his devotion to his wife and each of his five children and their unique talents.

Stepping Out, Stepping Up

More recently, Eric became active in Celebrate Recovery (CR), a 12-step program that has helped him

face the truth about his human weaknesses and, through the Beatitudes, discovered a real way to change and then encouraged others in their lives, as well. Where most 12-step programs are focused on addiction issues only, CR is for every issue in life you can imagine. “I realized over the past couple of years that I avoid pain in relationships, and this has kept me from deep friendships. CR has given me the tools to face this tendency head-on and make substantial change where I couldn’t do so on my own.”

Eric makes it crystal clear he’s not perfect, saying that we all stand on the same ground and each of us has ten-

...

•••

dencies in our lives that trip us up. He continues, “Due to denial and self will, we often never change. But God wants us to trust Him to give us the power to change where we can’t on our own and to commit our will to Him and follow His ways. That is where I find success in changing in my life.”

Born to Sell with Integrity

Growing up in Potomac, Eric began selling pizza kits to his neighbors from fourth through seventh grade. “I would make a quarter per kit, initially. I also sold Bubble Yum, light bulbs, candles, and even silver jewelry for a short time, door to door. Later, after finishing up my acting degree, I decided I didn’t want to do that for a living.” His grandfather, also his pastor, along with a good friend, pointed out the obvious: “I was born to sell! So I made the leap into real estate in 1987, right out of college.”

Early in his career, Eric decided that maintaining his integrity was important. “The greatest worry that anybody has when they’re hiring you is, can they trust you? Are you going to be more interested in the sale for what you put in their pocket or yours?” Eric is well-respected for taking his fiduciary duty for each client with the utmost of sincerity.

Eric studied acting at Theater SMU, in Dallas, and at the University of Maryland and has treated real estate like an actor treating a part: rehearsing lines, refining the language, and preparing answers to potential questions. He diligently practiced Tom Hopkins, Brian Bufini, and Floyd Wickman. Each time he stumbled in his presentation or missed a listing or buyer agreement, he would reflect and grow from there.

Growing is what they’ve done, for sure. The Eric Stewart Group currently has eight agents and closed 163 sales last year. The agents on his team



Eric talking about the Real Estate forecast on his *Pointing You Home* YouTube show!

work hard and are held accountable to the standards Eric espouses. They also have fun as a family at work and hang out together with regular outings. Eric’s group is among the elite, with a career volume of over \$1 billion, and is in the top 500 agents annually nationwide. Eric desires to draw attention to the message of his life rather than to himself. His awards, including humanitarian, continue to stack up, and we at *REAL Producers* certainly hope that continues, so he can draw more attention to the great causes he supports.

A Legacy of Giving

Eric has created the Senior Solutions Team within his group, which is a core of qualified Seniors Real Estate Specialists® (SRES®) that helps seniors downsize while offering free seminars and workshops to guide them through this challenging time. In addition, he has hosted a weekly, real-estate-focused talk show on 105.9 FM WMAL for 15 years, *The Eric Stewart Show*, which has two sections: *Pointing You Home*, which is about general real estate at 8 a.m., followed by *Senior Solutions* at 8:15 a.m., discussing options for seniors relocating, aging in place or downsizing.

A family man to his core, one of Eric’s greatest gifts has been the family and life that he and his wife, Jeanette, have created. “I have an amazing family! I have a wife who I respect immensely, who is patient and thoughtful and very considerate of other people.”

Eric beams when he speaks of the dreams and skills of his five children. Their oldest, Andrew, is exceptionally disciplined and works full-time and is highly regarded in his field. Dillon is next in line and is working in Los Angeles as an actor. He’s done a couple of short films and recently wrapped up a television commercial for Coldwell Banker. Shelby is a graphic artist and writer, currently working on the final edits of her first science fiction novel. She does commission work through a site called Patreon, under the name “Lumenations.” Then, there is M.K., who is a freshman in college, playing women’s ice hockey as a gifted winger. She is training to be a medical sports trainer. The youngest, Juliette, is a junior in high school and is an accomplished figure skater on a synchronized skating team.

As his children achieve their dreams, Eric continues expanding his own. His testament to success is continuously evolving. Where it used to be about doing a ton of business and providing a comfortable life for his family, these days it has developed into much more. Now, it’s his purpose, and he’s on a mission: “I seek to take whatever God’s given me and make it about other people and not about myself.”

His door is always open.

“
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whatever
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What's your secret for success in the spring buying and selling season?



SAMER KURAISHI
The ONE Street Company

No secret here, but I am going to build on my momentum from 2019, stay focused and continue giving folks the best consumer experience out there! Continue to learn new markets, new developments, neighborhoods and, moreover, lifestyles, as people are not just buying a home, they are buying a new life in a new area.



LEXY KRAUSE
ProTec Inspection Services
Have the systems in place to get things done *quickly!*



LYNN HOLLAND
RE/MAX Realty Centre
Positive attitude, hard work, and a little bit of luck!



LAUREN DAVIS
TTR Sotheby's International Realty
My secret for success in the spring market is to realize it is a marathon, not a sprint. Pack snacks, wear comfortable shoes, and get ready to hustle.



ANDREW GLASOW
Coldwell Banker Residential Brokerage
Here are a few thoughts from The Grant, Ryall and Andrew Group of Coldwell Banker:

Sellers: "We try to start early with sellers; you get a 'big picture' layout of timing, sequencing and the 'what ifs' inherent in selling. We'd like to help our sellers put their best foot forward and think through the process of 'presenting' their house into the marketplace. More prep work on the front end invariably leads to a more effective and less stressful market rollout."

Buyers: "We enjoy spending a long morning or afternoon with buyers, getting connected and hopefully on one page as to neighborhood and budget. We always seek to help buyers build an effective team mentality. Lender, Realtor® team, inspectors, handymen, movers, etc. It takes a village!"



SAM MEDVENE
Century 21 Redwood Realty
Providing value to my clientele through proper evaluation of the market and competitive placement of their home. Navigating the often hectic spring market requires both skill and experience to draw in the highest price for sellers and win homes for your buyers.



ROBYN PORTER
The Porter Group – Your Home Team Service. There are literally thousands of agents across the DMV, so you need to offer service far above your competitors so that you rise above the crowd.



LONG NGO
REDFIN Corporation
I work mostly with buyers, and the secret to

my success is not really a secret — it's just having a strong team behind you for whatever situation comes up. I like to have a good starting foundation, which I call the three pillars — the real estate agent, the lender, and the title team. When you have a strong foundation behind your clients, the offer becomes quite easy. Now, it's easier said than done to have your clients use your recommended servicers. This is where having your client's trust, and building that trust, is paramount to an agent's success. If you don't have your client's trust, it doesn't matter how many deals you've closed or how much you know about your market. You'll end up losing them and any future referrals. Care for the clients, first and foremost, not the money, and I promise, success will come.



MARLENE AISENBERG
Coldwell Banker Residential Brokerage
There really is no secret.

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what we do and try and make each transaction enjoyable.



KATIE NICHOLSON
Katie Nicholson Team – RE/MAX Plus

Plain and simple. Plant your seeds early for a good spring harvest. We meet with many future clients the year before and assist them and nurture them throughout the year to get ready for the spring market.



ERICH CABE
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PETER FERGUSON
The Ferguson Group – Compass

Be proactive trying to find properties before they hit the market or as they come on. Be honest with your clients about what it will take to win in a multiple bid situation. And be ready. You may need to show properties or do work on a property at an odd time of day.



MELANIE GAMBLE
212 Degrees Realty LLC

Winter is a great time to prime the pump for spring. We have so many holidays that allow you to touch your past clients without seeming like a pest. I start out with a "Happy New Year" postcard, followed

by an email for Martin Luther King Jr.'s birthday. Next, we have Valentine's Day, where I typically buy candy and hand-deliver to some of my clients. An email goes out for President's Day, and by the time we get to Easter, my dance card is full! Staying top of mind with my past clients is one of the most valuable tools in my toolbox.



MATENE OKOYE
Sold 100 Real Estate Inc.

My secret for success in the spring market is to be organized and fully present. I study the inventory, so I know available homes on the market. I also reach out to my past clients and follow up with new leads quickly. Finally, I arrange childcare, so I'm fully available to meet with clients and leverage my support system.



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Photos by A. Claire Vision Photography

2020 KICKOFF MIXER

**January
15, 2020**



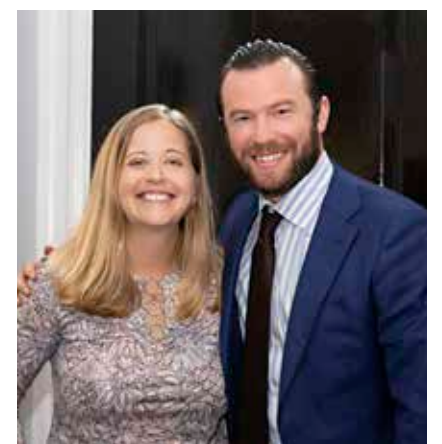
The 2020 New Year's Kickoff Mixer was a blast! Thank you, REAL Producers!

The property was gorgeous, and all the excitement was intoxicating. Jonathan Eng of Century 21 Redwood Realty — what an amazing listing! What a way to start the decade and new year!

We are eternally grateful for our partners. Shout out to Fred Westerlund of MBH Settlement Group,

Cindy Small of Prime Lending, and Daniel Sanders of Four Sales Ltd.

For more information regarding all *DC Metro REAL Producers* events, email us at events@dcmetrorealproducers.com. And don't forget to "like" and join us on Facebook!






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TOP 250 STANDINGS

Teams and Individuals Closed Date From Jan. 1 to Jan. 31, 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	2	\$57,000,000
2	Russell A Firestone III	TTR Sotheby's International Realty	2	\$45,947,000	1	\$947,000	3	\$46,894,000
3	Frederick B Roth	Washington Fine Properties, LLC	1.5	\$4,075,500	3.5	\$9,611,000	5	\$13,686,500
4	William Thomas	TTR Sotheby's International Realty	1	\$12,000,000	0	\$0	1	\$12,000,000
5	Hans L Wydler	Compass	5	\$7,717,500	2	\$3,320,000	7	\$11,037,500
6	Jennifer S Smira	Compass	5.5	\$7,473,750	4	\$2,961,499	9.5	\$10,435,249
7	Barak Sky	Long & Foster Real Estate, Inc.	8	\$6,658,394	5	\$2,911,500	13	\$9,569,894
8	Joel S Nelson	Keller Williams Capital Properties	5	\$5,224,400	2	\$4,046,000	7	\$9,270,400
9	Margot D Wilson	Washington Fine Properties, LLC	2.5	\$5,145,000	1	\$3,500,000	3.5	\$8,645,000
10	Mark D McFadden	Compass	1.5	\$4,821,500	1	\$3,748,800	2.5	\$8,570,300
11	Preston E Innerst Jr.	EYA Marketing, LLC	4	\$8,066,560	0	\$0	4	\$8,066,560
12	Nurit Coombe	RE/MAX Elite Services	1.5	\$2,547,500	3.5	\$4,785,000	5	\$7,332,500
13	Nathan J Guggenheim	Washington Fine Properties, LLC	4	\$3,094,000	5	\$4,236,500	9	\$7,330,500
14	Kimberly A Casey	Washington Fine Properties, LLC	1.5	\$2,087,000	1	\$5,000,000	2.5	\$7,087,000
15	Anne C Killeen	Washington Fine Properties, LLC	4	\$5,860,060	1	\$1,200,000	5	\$7,060,060
16	Christopher D Ritzert	TTR Sotheby's International Realty	1	\$3,250,000	1	\$3,250,000	2	\$6,500,000
17	Jeffrey M Wilson	TTR Sotheby's International Realty	2	\$2,232,750	3	\$3,945,000	5	\$6,177,750
18	Nancy S Itteilag	Washington Fine Properties, LLC	3	\$5,750,000	0	\$0	3	\$5,750,000
19	Sam N Solovey	Compass	3	\$3,850,000	1	\$1,837,000	4	\$5,687,000
20	Jay A Day	Real Estate Teams, LLC	7	\$3,625,346	6	\$1,739,700	13	\$5,365,046
21	Sarah Jacobs	Washington Fine Properties, LLC	1	\$3,718,000	0.5	\$1,575,000	1.5	\$5,293,000
22	Alejandro Luis A Martinez	RE/MAX Elite Services	5	\$1,840,000	11	\$3,394,800	16	\$5,234,800
23	Erich W Cabe	Compass	1	\$1,495,000	4	\$3,654,500	5	\$5,149,500
24	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	3	\$4,201,000	1	\$926,923	4	\$5,127,923
25	Todd A Vassar	Compass	1	\$1,907,500	2.5	\$3,171,000	3.5	\$5,078,500
26	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	3	\$5,070,000	3	\$5,070,000
27	Jeremy E Lichtenstein	RE/MAX Realty Services	2	\$3,395,000	1	\$1,575,000	3	\$4,970,000
28	Alyssa A Crilley	Washington Fine Properties, LLC	2	\$2,652,000	2	\$2,302,000	4	\$4,954,000
29	Thomas Lindsay Reishman	Compass	5.5	\$4,835,500	0	\$0	5.5	\$4,835,500
30	Cameron H McFadden	Compass	1.5	\$4,821,500	0	\$0	1.5	\$4,821,500
31	Leigh Adams Slaughter	Long & Foster Real Estate, Inc.	1	\$910,000	1	\$3,700,000	2	\$4,610,000
32	Daryl Judy	Washington Fine Properties, LLC	2	\$4,587,000	0	\$0	2	\$4,587,000
33	Rachel P Levey	Compass	0.5	\$1,575,000	2	\$2,870,000	2.5	\$4,445,000
34	Ross A Vann	Compass	0	\$0	3	\$4,434,900	3	\$4,434,900

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Tim Barley	RE/MAX Allegiance	1	\$909,000	3	\$3,440,000	4	\$4,349,000
36	Marsha M Schuman	Washington Fine Properties, LLC	2	\$2,390,000	1	\$1,950,000	3	\$4,340,000
37	Christine R Reeder	Long & Foster Real Estate, Inc.	6	\$1,982,800	6	\$2,286,400	12	\$4,269,200
38	Brent E Jackson	TTR Sotheby's International Realty	1	\$711,250	2.5	\$3,530,000	3.5	\$4,241,250
39	Marc Fleisher	TTR Sotheby's International Realty	1.5	\$4,191,250	0	\$0	1.5	\$4,191,250
40	Ginette R. Winston	Winston Real Estate, Inc.	1	\$720,000	2	\$3,425,000	3	\$4,145,000
41	Eric Murtagh	Long & Foster Real Estate, Inc.	1	\$2,005,000	1	\$2,100,000	2	\$4,105,000
42	Mary Tinsley Raul	TTR Sotheby's International Realty	2	\$2,935,000	0.5	\$1,150,000	2.5	\$4,085,000
43	Pamela B Wye	Compass	0.5	\$1,025,000	2	\$3,050,000	2.5	\$4,075,000
44	Melissa A Brown	Evers & Co. Real Estate, A Long & Foster Company	0	\$0	2	\$3,955,000	2	\$3,955,000
45	Elaine S. Koch	Long & Foster Real Estate, Inc.	3	\$2,500,000	1	\$1,440,000	4	\$3,940,000
46	Mandy Kaur	Redfin Corp	6	\$3,079,000	2	\$837,500	8	\$3,916,500
47	Adaline B Neely	Washington Fine Properties, LLC	1.5	\$2,095,560	1	\$1,820,000	2.5	\$3,915,560
48	Hazel Shakur	Redfin Corp	10	\$3,909,500	0	\$0	10	\$3,909,500
49	Tyler A Jeffrey	Washington Fine Properties, LLC	0.5	\$235,000	4	\$3,664,500	4.5	\$3,899,500
50	Jonathan S Lahey	RE/MAX Fine Living	5	\$2,373,150	5	\$1,433,500	10	\$3,806,650
51	James M Coley	Long & Foster Real Estate, Inc.	3	\$2,767,500	2	\$1,018,400	5	\$3,785,900
52	Katie R Nicholson	RE/MAX Plus	6	\$2,566,800	2	\$1,164,900	8	\$3,731,700
53	Tammy Gale	Washington Fine Properties, LLC	0	\$0	2	\$3,715,000	2	\$3,715,000
54	Christopher S Burns	TTR Sotheby's International Realty	3	\$3,091,000	1	\$590,000	4	\$3,681,000
55	Daniel B Register IV	Northrop Realty, A Long & Foster Company	16	\$3,360,650	1	\$280,000	17	\$3,640,650
56	James Bass	Real Estate Teams, LLC	6	\$2,295,800	4	\$1,329,300	10	\$3,625,100
57	Jennifer K Knoll	Compass	1	\$1,860,000	1	\$1,728,000	2	\$3,588,000
58	Carlos A Garcia	Keller Williams Capital Properties	1.5	\$1,637,500	2	\$1,940,000	3.5	\$3,577,500
59	Florence C Meers	Washington Fine Properties, LLC	1	\$3,500,000	0	\$0	1	\$3,500,000
60	Andrew Riguzzi	Compass	1	\$314,900	2	\$3,175,000	3	\$3,489,900
61	Marjorie S Halem	Compass	2	\$2,993,000	1	\$480,000	3	\$3,473,000
62	Kelly K Virbickas	Compass	0	\$0	3	\$3,367,150	3	\$3,367,150
63	Corey C Burr	TTR Sotheby's International Realty	0.5	\$650,750	2	\$2,675,000	2.5	\$3,325,750
64	Nancy W Taylor Bubes	Washington Fine Properties, LLC	3	\$3,307,000	0	\$0	3	\$3,307,000
65	Jennifer Kirstein Czekaj	Compass	0	\$0	2	\$3,291,120	2	\$3,291,120
66	Susan Van Nostrand	Compass	0	\$0	4	\$3,254,000	4	\$3,254,000
67	Ellen E Hatoum	Washington Fine Properties	1	\$964,000	2	\$2,264,000	3	\$3,228,000
68	Joseph Olatunde Seriki	TTR Sotheby's International Realty	1	\$1,110,000	2	\$2,094,000	3	\$3,204,000
69	Kimberly N Fallin	Redfin Corp	7	\$3,167,500	0	\$0	7	\$3,167,500
70	Jennifer K Sproul	Washington Fine Properties, LLC	0	\$0	1	\$3,125,000	1	\$3,125,000
71	Daniel W Hozhabri	Keller Williams Realty Centre	6	\$1,887,500	3.5	\$1,179,950	9.5	\$3,067,450

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Kira Epstein Begal	Washington Fine Properties, LLC	1	\$375,000	2	\$2,664,000	3	\$3,039,000
73	Trent D Heminger	Compass	6	\$2,789,000	1	\$245,000	7	\$3,034,000
74	Marc Ross	Compass	0.5	\$767,500	1	\$2,250,000	1.5	\$3,017,500
75	Bryan Kerrigan	Redfin Corp	6	\$3,000,000	0	\$0	6	\$3,000,000
76	Roby C Thompson III	Long & Foster Real Estate, Inc.	4	\$1,919,500	2	\$1,065,000	6	\$2,984,500
77	Cody J McBeth	McWilliams/Ballard Inc.	3	\$2,104,000	2	\$865,800	5	\$2,969,800
78	Brian O Hora	Compass	0	\$0	3	\$2,967,720	3	\$2,967,720
79	Gary P Jankowski	Coldwell Banker Residential Brokerage	0.5	\$850,000	1	\$2,100,000	1.5	\$2,950,000
80	Amalia B Morales Garicoits	RLAH Real Estate	0	\$0	3	\$2,928,000	3	\$2,928,000
81	Robert Hryniewicki	Washington Fine Properties, LLC	1.5	\$2,882,500	0	\$0	1.5	\$2,882,500
82	David R Getson	Compass	3	\$2,239,500	2	\$642,000	5	\$2,881,500
83	Eric M Broermann	Compass	1	\$1,907,500	2	\$935,995	3	\$2,843,495
84	Matthew A Burgan	RE/MAX One	3	\$997,000	5	\$1,835,201	8	\$2,832,201
85	Ruby A Styslinger	Redfin Corp	0	\$0	4	\$2,830,000	4	\$2,830,000
86	Daniel M Heider	TTR Sotheby's International Realty	1.5	\$2,596,500	0.5	\$184,000	2	\$2,780,500
87	VJ Derbarghamian	TTR Sotheby's International Realty	2	\$1,695,000	1	\$990,000	3	\$2,685,000
88	Nathan B Ward	Compass	2	\$871,250	3	\$1,796,000	5	\$2,667,250

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Thomas S Buerger	Compass	4	\$1,402,648	2	\$1,260,000	6	\$2,662,648
90	Kimberly A Cestari	Long & Foster Real Estate, Inc.	2	\$1,600,000	1	\$1,050,000	3	\$2,650,000
91	Lisa R Stransky Brown	Washington Fine Properties, LLC	2	\$1,750,000	1	\$900,000	3	\$2,650,000
92	Pennye Green	Long & Foster Real Estate, Inc.	3.5	\$2,632,500	0	\$0	3.5	\$2,632,500
93	Harrison I Beacher	Keller Williams Capital Properties	2	\$1,045,000	2.5	\$1,572,500	4.5	\$2,617,500
94	Lan Yin	Luxmanor Real Estate, Inc	5	\$1,815,500	2	\$798,500	7	\$2,614,000
95	Michael W Patrick	RE/MAX United Real Estate	9	\$2,602,175	0	\$0	9	\$2,602,175
96	Hamid Samiy	Long & Foster Real Estate, Inc.	1	\$1,301,000	1	\$1,301,000	2	\$2,602,000
97	Gail Arinzeh	Compass	0	\$0	1	\$2,600,000	1	\$2,600,000
98	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	3	\$1,304,900	5	\$1,287,900	8	\$2,592,800
99	Eboneese M Thompson	Keller Williams Capital Properties	2.5	\$1,114,500	2	\$1,470,000	4.5	\$2,584,500
100	James F Connolly	Long & Foster Real Estate, Inc.	0.5	\$374,500	2	\$2,195,000	2.5	\$2,569,500
101	Stacy M Allwein	Century 21 Redwood Realty	2	\$391,500	6	\$2,171,440	8	\$2,562,940
102	Itamar Simhony	RE/MAX Elite Services	0.5	\$647,500	1	\$1,900,000	1.5	\$2,547,500
103	Justin Warren Noble	TTR Sotheby's International Realty	0	\$0	2	\$2,546,000	2	\$2,546,000
104	Michelle Diana Upton	Grateful Real Estate, Inc.	4	\$2,538,000	0	\$0	4	\$2,538,000
105	James E Brown	Turning Point Real Estate	2.5	\$1,326,850	2	\$1,187,000	4.5	\$2,513,850

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Edith H Brewster	Washington Fine Properties, LLC	0.5	\$2,500,000	0	\$0	0.5	\$2,500,000
107	Craig Fauver	Craig Fauver Real Estate	1	\$680,000	2	\$1,805,000	3	\$2,485,000
108	Gladwin S D'Costa	Maryland REO Realty, LLC	12	\$2,484,615	0	\$0	12	\$2,484,615
109	Brittany Dawn Newman	Dan Ryan Builders Realty, LLC	6	\$2,189,020	1	\$285,669	7	\$2,474,689
110	John C Fegeley	O Brien Realty	3	\$1,471,529	2	\$995,410	5	\$2,466,939
111	German Paraud	Jack Realty Group	0	\$0	1	\$2,425,000	1	\$2,425,000
112	Eric P Stewart	Long & Foster Real Estate, Inc.	2.5	\$1,850,000	0.5	\$567,500	3	\$2,417,500
113	Charles D Jamison	Charles H. Jamison, LLC	2	\$1,774,900	1	\$638,999	3	\$2,413,899
114	Sina Mollaani	The ONE Street Company	0	\$0	3	\$2,374,900	3	\$2,374,900
115	Michael R Brennan	TTR Sotheby's International Realty	1	\$1,150,000	1	\$1,195,000	2	\$2,345,000
116	Thomas M Corcoran	Samson Properties	2	\$1,322,000	1	\$1,010,000	3	\$2,332,000
117	Noel P Sesay	The ONE Street Company	1	\$431,500	3	\$1,885,000	4	\$2,316,500
118	Cheryl A Bare	Century 21 New Millennium	4	\$1,559,800	2	\$741,000	6	\$2,300,800
119	Long T Ngo	Redfin Corp	0	\$0	5	\$2,288,500	5	\$2,288,500
120	Anthony Mason	Keller Williams Preferred Properties	2	\$1,350,000	1	\$925,000	3	\$2,275,000
121	Christopher M Chambers	The ONE Street Company	2	\$1,271,000	2	\$999,900	4	\$2,270,900
122	Courtney Abrams	TTR Sotheby's International Realty	0	\$0	2	\$2,260,000	2	\$2,260,000
123	Stuart N Naranch	Redfin Corp	0	\$0	4	\$2,260,000	4	\$2,260,000
124	Gail E Nyman	RE/MAX United Real Estate	4	\$1,854,444	1	\$399,000	5	\$2,253,444
125	Joshua A Oliver	RLAH Real Estate	2	\$1,410,000	2	\$836,000	4	\$2,246,000
126	Craig B McCullough	RLAH Real Estate	2	\$1,268,265	2	\$965,000	4	\$2,233,265
127	Hugh McDermott	TTR Sotheby's International Realty	2	\$2,232,750	0	\$0	2	\$2,232,750
128	Robert G Spicer	Spicer Real Estate	1	\$725,000	1	\$1,491,500	2	\$2,216,500
129	Andrew L Pariser	Long & Foster Real Estate, Inc.	1	\$2,210,000	0	\$0	1	\$2,210,000
130	Yolanda R Muckle	Long & Foster Real Estate, Inc.	2	\$1,287,500	1	\$922,500	3	\$2,210,000
131	Nazir Ullah	Long & Foster Real Estate, Inc.	0	\$0	1	\$2,200,000	1	\$2,200,000
132	Brent Hardie	TTR Sotheby's International Realty	1	\$848,000	1	\$1,350,000	2	\$2,198,000
133	Leyla Torres	RE/MAX Town Center	1	\$279,000	2	\$1,915,000	3	\$2,194,000
134	Nadia Aminov	Long & Foster Real Estate, Inc.	2.5	\$2,193,500	0	\$0	2.5	\$2,193,500
135	Keegan J Dufresne	RE/MAX Allegiance	0	\$0	2	\$2,191,900	2	\$2,191,900
136	Troyce P Gatewood	RE/MAX Results	1	\$344,900	4.5	\$1,816,500	5.5	\$2,161,400
137	Jon Rudick	Compass	0	\$0	2	\$2,153,000	2	\$2,153,000
138	Karen D Rollings	Berkshire Hathaway HomeServices PenFed Realty	3.5	\$1,592,000	1	\$560,000	4.5	\$2,152,000
139	Bradley J Rozansky	Long & Foster Real Estate, Inc.	1.5	\$2,146,500	0	\$0	1.5	\$2,146,500
140	Corey J Lancaster	EXIT Right Realty	2.5	\$739,000	4	\$1,404,775	6.5	\$2,143,775
141	Sheila R Pack	RE/MAX Roots	5	\$1,343,000	3	\$798,625	8	\$2,141,625
142	William J Skipworth	DC Living Real Estate LLC	1	\$1,469,000	1	\$672,257	2	\$2,141,257

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TOP 250 STANDINGS


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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Amanda M Mills	Compass	2.5	\$2,139,500	0	\$0	2.5	\$2,139,500
144	Kari S Wilner	Washington Fine Properties, LLC	1	\$1,155,000	1	\$977,144	2	\$2,132,144
145	Lee E Arrowood	TTR Sotheby's International Realty	0.5	\$2,125,000	0	\$0	0.5	\$2,125,000
146	John T Pruski	Jack Realty Group	1	\$865,000	1	\$1,250,000	2	\$2,115,000
147	Maulik B Dave	Redfin Corp	5	\$2,020,000	1	\$87,000	6	\$2,107,000
148	Marin Hagen	Coldwell Banker Residential Brokerage	1.5	\$2,101,500	0	\$0	1.5	\$2,101,500
149	Sylvia Bergstrom	Coldwell Banker Residential Brokerage	1.5	\$2,101,500	0	\$0	1.5	\$2,101,500
150	Douglas W Smith	RE/MAX 100	2	\$1,076,401	2	\$1,024,501	4	\$2,100,902
151	Susan Cahill-Tully	Compass	1	\$1,005,000	1	\$1,075,000	2	\$2,080,000
152	Faith M Rosselle	Rosselle Realty Services	5	\$1,922,400	1	\$146,500	6	\$2,068,900
153	Jan Brito	Compass	1	\$728,000	2	\$1,340,000	3	\$2,068,000
154	Michele J Scardina	Compass	1	\$490,000	2	\$1,569,900	3	\$2,059,900
155	Shelby Colette Weaver	Redfin Corp	0	\$0	3	\$2,051,500	3	\$2,051,500
156	Gabrielle Crowe	TTR Sotheby's International Realty	0	\$0	3	\$2,050,500	3	\$2,050,500
157	David DeSantis	TTR Sotheby's International Realty	1	\$2,045,000	0	\$0	1	\$2,045,000
158	Lee Murphy	Washington Fine Properties, LLC	0	\$0	2	\$2,035,000	2	\$2,035,000
159	Mary E Dodek	Washington Fine Properties, LLC	1.5	\$2,032,500	0	\$0	1.5	\$2,032,500
160	Michael A Gonzalez	Redfin Corp	0	\$0	3	\$2,014,500	3	\$2,014,500
161	Deborah C Cheshire	Long & Foster Real Estate, Inc.	0	\$0	2	\$2,001,000	2	\$2,001,000
162	Gordon R Klaiber	Redfin Corp	0	\$0	4	\$2,000,020	4	\$2,000,020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Kathryn G Davison	Coldwell Banker Residential Brokerage	1	\$2,000,000	0	\$0	1	\$2,000,000
164	Tina C Cheung	EXP Realty, LLC	1	\$340,000	4	\$1,656,900	5	\$1,996,900
165	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	1	\$960,000	2	\$1,031,000	3	\$1,991,000
166	Young C Kang	Trademark Realty, Inc	3	\$1,655,000	1	\$329,900	4	\$1,984,900
167	Tyler F Siperko	Compass	1	\$1,052,500	2	\$929,900	3	\$1,982,400
168	Adam Gelb	Long & Foster Real Estate, Inc.	0.5	\$1,562,500	1	\$416,000	1.5	\$1,978,500
169	Kenneth M Abramowitz	RE/MAX Town Center	3	\$1,262,500	2	\$714,900	5	\$1,977,400
170	Cara Pearlman	Compass	2.5	\$1,950,000	0	\$0	2.5	\$1,950,000
171	Jennifer L Mullennix	Century 21 New Millennium	2	\$829,900	3	\$1,120,000	5	\$1,949,900
172	Avi Galanti	Compass	1	\$1,390,000	0.5	\$550,000	1.5	\$1,940,000
173	William Fastow	TTR Sotheby's International Realty	0.5	\$749,500	1	\$1,184,000	1.5	\$1,933,500
174	Tamara E Kucik	Tower Hill Realty	2	\$1,112,000	1	\$815,000	3	\$1,927,000
175	Sheena Saydam	Keller Williams Capital Properties	1	\$215,075	3.5	\$1,705,019	4.5	\$1,920,094
176	Jennifer Eckel	Compass	1	\$747,500	1	\$1,160,000	2	\$1,907,500
177	Seema Rodriguez	AveryHess, REALTORS	2	\$955,000	3	\$950,000	5	\$1,905,000
178	Margaret M Babbington	Compass	1.5	\$1,306,000	1	\$580,000	2.5	\$1,886,000
179	Greylin L Thomas Jr.	Redfin Corp	1	\$395,000	3	\$1,482,000	4	\$1,877,000

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Adam T Rackliffe	Washington Fine Properties, LLC	1	\$1,870,000	0	\$0	1	\$1,870,000
181	Lasonya J Abney	Cosmopolitan Properties Real Estate Brokerage	8	\$1,865,900	0	\$0	8	\$1,865,900
182	Andrew K Goodman	Goodman Realtors	2	\$845,000	2	\$1,020,000	4	\$1,865,000
183	Meredith M Fogle	Old Line Properties	1	\$1,370,000	1	\$491,000	2	\$1,861,000
184	Brad House	Compass	0.5	\$635,000	1	\$1,225,000	1.5	\$1,860,000
185	Cynthia L Howar	Washington Fine Properties, LLC	0.5	\$1,850,000	0	\$0	0.5	\$1,850,000
186	Paulette M Ladas	RE/MAX Realty Group	0	\$0	1	\$1,850,000	1	\$1,850,000
187	Lois M Watts-Venners	Eastbanc Marketing, LLC	1	\$1,845,000	0	\$0	1	\$1,845,000
188	Wentong Chen	Libra Realty LLC	1	\$363,000	3	\$1,476,000	4	\$1,839,000
189	Mark L Posey	Greenmark Real Estate	2	\$1,834,000	0	\$0	2	\$1,834,000
190	Nancy S Bowlus	RE/MAX Results	3	\$1,024,500	2	\$804,000	5	\$1,828,500
191	Denise R Warner	Long & Foster Real Estate, Inc.	1	\$1,822,000	0	\$0	1	\$1,822,000
192	Joseph D Petrucci	Weichert, REALTORS	1	\$450,000	3	\$1,372,000	4	\$1,822,000
193	Stanita R Scott	Tristar Realty Inc	2	\$1,025,000	2	\$795,000	4	\$1,820,000
194	Daniel Brewer	Compass	0	\$0	1.5	\$1,817,500	1.5	\$1,817,500
195	Ryan N Lancaster	Long & Foster Real Estate, Inc.	1	\$512,000	3	\$1,305,000	4	\$1,817,000
196	Patrick Messett	RE/MAX Realty Centre, Inc.	3	\$1,815,000	0	\$0	3	\$1,815,000
197	Antoinette King	Forum Properties, Inc.	1.5	\$1,810,000	0	\$0	1.5	\$1,810,000
198	Paul E Biciocchi	Forum Properties, Inc.	1.5	\$1,810,000	0	\$0	1.5	\$1,810,000
199	Silvana P Dias	Long & Foster Real Estate, Inc.	1	\$179,000	3	\$1,628,000	4	\$1,807,000
200	Rima G Tannous	Long & Foster Real Estate, Inc.	1	\$1,050,000	1	\$752,400	2	\$1,802,400
201	D'Ann K Lanning	Compass	4	\$1,786,500	1	\$15,000	5	\$1,801,500
202	Brandon Hoffman	Redfin Corp	5	\$1,793,500	0	\$0	5	\$1,793,500
203	Leslie Brenowitz	Compass	0	\$0	2	\$1,789,900	2	\$1,789,900
204	Russell E Chandler	Redfin Corp	4	\$1,781,999	0	\$0	4	\$1,781,999
205	Eileen McGrath	Washington Fine Properties, LLC	0	\$0	1	\$1,777,000	1	\$1,777,000
206	Gwendolyn Gowdey Kraft-vanermel	TTR Sotheby's International Realty	1	\$1,777,000	0	\$0	1	\$1,777,000
207	Andres A Serafini	RLAH Real Estate	0	\$0	3	\$1,774,371	3	\$1,774,371
208	Wendy I Banner	Long & Foster Real Estate, Inc.	0.5	\$240,000	4	\$1,533,900	4.5	\$1,773,900
209	Aret Koseian	Compass	1	\$554,500	2	\$1,212,000	3	\$1,766,500
210	Ronald Golansky	RE/MAX Pros-Germantown	2.5	\$730,000	2	\$1,035,000	4.5	\$1,765,000
211	Chen Chen	Signature Home Realty LLC	1	\$542,500	2	\$1,216,000	3	\$1,758,500
212	Honor Ingersoll	TTR Sotheby's International Realty	0	\$0	1	\$1,750,000	1	\$1,750,000
213	Vandana Cruz	TTR Sothebys International Realty	1	\$1,750,000	0	\$0	1	\$1,750,000
214	Julie S Cronan	RE/MAX 100	3	\$1,145,000	1	\$600,000	4	\$1,745,000
215	Laurel Murphy	Laurel Murphy Real Estate, LLC	1	\$465,000	1	\$1,275,000	2	\$1,740,000
216	Gary Foreman	Compass	1	\$274,900	4.5	\$1,461,700	5.5	\$1,736,600

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Cesar Milla	Weichert, REALTORS	1	\$910,000	1	\$825,000	2	\$1,735,000
218	Lisa Tucker	Redfin Corp	4	\$1,735,000	0	\$0	4	\$1,735,000
219	Aya Netanel	Magnolia Realty LLC	0	\$0	3	\$1,734,000	3	\$1,734,000
220	Pamela E Ryan-Brye	Compass	1	\$1,184,000	1	\$549,000	2	\$1,733,000
221	Craig S Cobine	Compass	2	\$1,732,500	0	\$0	2	\$1,732,500
222	Sheila G Simkin	Compass	1	\$707,500	1	\$1,025,000	2	\$1,732,500
223	Brian A Cusick	Keller Williams Capital Properties	0	\$0	3	\$1,729,177	3	\$1,729,177
224	David A Abrams	Compass	0	\$0	1	\$1,720,000	1	\$1,720,000
225	Carlos A Gautier	RE/MAX 100	2	\$1,320,000	1	\$395,000	3	\$1,715,000
226	Joanne B Pinover	Washington Fine Properties, LLC	0	\$0	1	\$1,715,000	1	\$1,715,000
227	Kisha R Martin-Burney	Compass	2	\$594,000	3	\$1,120,000	5	\$1,714,000
228	Reginald E Harrison	Redfin Corp	1	\$349,900	2	\$1,362,500	3	\$1,712,400
229	Joseph E Huff	Long & Foster Real Estate, Inc.	2.5	\$1,099,796	1.5	\$604,592	4	\$1,704,388
230	Cecelia S Leake	Compass	0	\$0	1	\$1,700,000	1	\$1,700,000
231	William ANDREW Callahan	Schlosberg Properties, Inc.	1	\$845,000	1	\$845,000	2	\$1,690,000
232	Elizabeth F Tanner	Washington Fine Properties, LLC	0.5	\$675,000	0.5	\$1,012,500	1	\$1,687,500
233	Kerry E Fortune	Washington Fine Properties, LLC	0.5	\$675,000	0.5	\$1,012,500	1	\$1,687,500

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	David D Keeney	Long & Foster Real Estate, Inc.	1.5	\$345,000	1	\$1,340,000	2.5	\$1,685,000
235	Maria M Strong	Century 21 New Millennium	4	\$1,296,000	1	\$379,900	5	\$1,675,900
236	Laura E Peruzzi	RE/MAX One	1	\$837,023	1	\$837,023	2	\$1,674,046
237	Paras Dhoj Karki	RE/MAX Allegiance	0	\$0	2	\$1,668,500	2	\$1,668,500
238	Eva-Maria von Bronk	Eva Realty, LLC	2	\$1,065,000	2	\$600,000	4	\$1,665,000
239	Frank J Gamez	REMAX Platinum Realty	3	\$929,000	3	\$731,499	6	\$1,660,499
240	Lisa M Cox	Colony Realty	5	\$1,381,400	1	\$279,000	6	\$1,660,400
241	Michael D Delp	Compass	1.5	\$887,550	1	\$770,000	2.5	\$1,657,550
242	Keith A Carr	Thos D. Walsh, Inc.	0.5	\$550,000	1	\$1,100,000	1.5	\$1,650,000
243	Martin Austin Conroy	Coldwell Banker Residential Brokerage	0	\$0	1	\$1,650,000	1	\$1,650,000
244	Thomas G Wilson	Long & Foster Real Estate, Inc.	1	\$1,650,000	0	\$0	1	\$1,650,000
245	Louis G Cardenas	TTR Sotheby's International Realty	0	\$0	1.5	\$1,642,500	1.5	\$1,642,500
246	Kathleen N. Slawta	Stuart & Maury, Inc.	0	\$0	1	\$1,640,000	1	\$1,640,000
247	Elizabeth M Burrow	Keller Williams Realty Centre	2	\$976,797	1	\$656,797	3	\$1,633,594
248	Nicole Terry	TTR Sotheby's International Realty	0.5	\$1,449,000	0.5	\$184,000	1	\$1,633,000
249	Ruma Sikka	Keller Williams Capital Properties	3	\$902,500	1	\$730,000	4	\$1,632,500
250	Robert J Brown II	RE/MAX 100	2	\$514,990	3	\$1,112,288	5	\$1,627,278

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