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# MEET THE DC METRO REAL PRODUCERS TEAM



**Kristin Brindley**  
*Publisher*  
Kristin.Brindley@  
RealProducersMag.com  
(313) 971-8312



**Angela Clemons**  
*Events Manager*



**Ellen Buchanan**  
*Editor*



**Wendy Ross**  
*Client Operations Manager*



**Mark Celeste**  
*Publishing Assistant*



**Molly Lauryskens**  
*Staff Writer*



**Zach Cohen**  
*Staff Writer*



**Chris Menezes**  
*Writer*



**Amanda Claire**  
*Photographer*



**Ryan Corvello**  
*Photographer*



**Bobby Cockerille**  
*Videographer*



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

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▶ publisher's note

# FALL IS HERE!

**“Challenges are gifts, opportunities to learn.”**  
—Andy Andrews

Dear DC Metro Real Producers,

Here we are in October. Fall is the time of harvest — and of taking stock of the fruits of our year's labor. This year has been a blur... and challenging on so many levels for all of us. Personally, over the last many months, I've reflected on and prioritized what's truly important and have tried to stay focused on what winners do even when the chips are down. When nothing can be taken for granted, it seems everything comes into sharp focus. We always have a choice to feel reactive to things we have no control over or to proactively forge ahead and through. I've had amazingly more engaging and heartfelt times spent with my family, friends, and work colleagues in these months. I even started a new business during the height of the pandemic. I know many of you have seized the day and moved forward in surprisingly powerful ways as well. Silver linings have been everywhere.

Our current real estate market is an incredible silver lining. While the

economy basically shut down, the real estate market exploded and there is so much opportunity out there. People in our industry have an abundance of work and so much to be encouraged about. The harvest basket is truly full.

Likewise, my heart is full... I am so happy to announce that the wait is finally over, and *DC Metro Real Producers'* in-person events have resumed. It was a long wait! And for a platform that relies on community in the way that ours does, it was particularly challenging not being able to network and get together. We made the best of it with our incredible virtual and mini masterminds and are so grateful to everyone who connected and participated. But we were chomping at the bit to see everyone in person again and are so pleased to announce that our amazing mixers and networking events have started back up!

In September, we held a Fall Mixer at Nurit Coombe's fabulous, new construction, luxury listing property in Bethesda. Nurit is one of

our community's top producers and was the cover story in our April 2020 issue. It was great and heartwarming seeing everyone again and getting our momentum going for more excellent events to come! We'll have photos of the Mixer to share with you in next month's issue. If you weren't able to attend, we hope to see you at our Fall Feté on October 8th, in Germantown, MD. We are happy to be providing masks for everyone attending our events and, of course, will be practicing appropriate social distancing and following safety guidelines. If you aren't already registered for the Germantown event and would like to attend, please reach out to us at [events@dcmetrorealproducers.com](mailto:events@dcmetrorealproducers.com).

I feel such a strong sense of gratitude for all of the challenges and opportunities of this year — and for each and every one of you. You inspire me! I hope you're taking stock of all of the accomplishments and gifts that have come your way this year too. Onward and upward!



In gratitude,

**Kristin Brindley**  
Owner/Publisher  
*DC Metro Real Producers*  
313-971-8312

[Kristin.Brindley@realproducersmag.com](mailto:Kristin.Brindley@realproducersmag.com)  
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# What is your greatest fear in life or business — and how do you go about conquering it?



**KELLIE HODGES**  
THE YI TEAM MORTGAGE  
APEX HOME LOANS

Oh, that's a good one! There are a ton of worries out there. For me, the best way to manage is to break it down into bite-size chunks. I use a spreadsheet for the bigger worries so I can track my progress and make sure I'm not dropping the ball on anything.



**MARLENE CAMPINI**  
OLD REPUBLIC HOME PROTECTION

My greatest fear in life is being alone and distanced from my kids. As they move on and begin lives of their own, I naturally want to remain as close to them as we were when living together. It's a double-edged sword...I have raised three fiercely independent young adults, yet, as their momma, I just want them by my side. It's easy to quickly dissipate those feelings when I see the steps they take to be personally successful in their own lives.

In business, my fear is that I am not doing enough or always questioning how I can be more successful. My passion has always been to help others, so when helping clients, my mind is always questioning if I have provided them with the level of service I would expect for myself. At the end of the day, I always tell myself: if I am confident in my decisions/choices, then I have given the best of myself.



**CHRIS REEDER**  
TEAM REEDER  
LONG & FOSTER REAL ESTATE

My greatest fear is that the rioting will continue and will become worse after the election regardless of who wins.



**SUSAN FITZPATRICK**  
LONG & FOSTER | CHRISTIE'S  
INTERNATIONAL REAL ESTATE

My greatest fear in life is losing someone I love.



**JIM BROWN**  
TURNING POINT REAL ESTATE

My greatest fear in life *and* business is somehow letting down my friends, clients, and/or family members. I've always got a full plate (I like it this way) but that means there's always a chance something can slip through the cracks. Putting systems in place to prevent issues is important, but focusing on making sure I take care of people — no matter what they need — is always a must and a priority.



**ANNA JONES**  
EXIT LANDMARK REALTY

My greatest fear in life and business is balancing my belief in how you treat others is how you want to be treated. So many times, we deal with clients that expect us to work in



**MALIA TARASEK**  
LUCIDO AGENCY | KELLER WILLIAMS  
CAPITAL PROPERTIES

My greatest fear is not being able to pay my bills! I remember when I first got into real estate and a majority of my business was rentals. I was working so hard just to pay my rent and my car payment. I had to get a second job for a second there, which was stressful! Learning how to pay my taxes quarterly and put away savings from each commission check has been such a learning curve.



**MARILYN CHARITY**  
WASHINGTON FINE PROPERTIES, LLC

I always worry I am too one-dimensional regarding real estate, at the expense of having a personal life. I absolutely love what I do, but it is consuming.



**ELAINE KOCH**  
LONG & FOSTER REAL ESTATE

You conquer your greatest fear first in your day and hit it straight on. It typically works out in your favor and allows a productive day!



**NIKKI PATTERSON**  
SAMSON PROPERTIES

In both life and business, my biggest fear is the inability to achieve an effective work-family life balance. As most Realtors® can attest, one of the most difficult aspects of our profession is striking the balance between running a service-based business and still having time for all of life's other responsibilities and demands. Real estate is truly unique in the sense that a majority of business occurs when a normal employee would be off. As both a wife and mother, this schedule has presented unique challenges throughout my career — my desire to be readily available for each of my clients' varying needs directly conflicts with my obligation to be a present and productive family member.

Recently, I have established a new normal that allows for expectations and boundaries to be set with my clients from our initial meeting. I now have two separate phone lines for my personal life and business and have designated Sunday as a standing day off. My work phone is turned off and my time is solely dedicated to my family. During the week, my schedule is 8 a.m. to 7 p.m. I have found that I am more efficient and can provide the same level of optimal service within these hours. Moving forward, I know there will be additional adjustments necessary to ensure that I give my family and business the care and attention they both need.



**BONNIE GREGORIO**  
RE/MAX PROFESSIONALS

My biggest fear in business is not having any pending settlements. How I conquer it is easy...I simply never stop. No matter how many I have lined up, I continue to hustle as though I have none!

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 PRESENTS

# Golden Nuggets



**KAREN ROLLINGS**  
 eXp Realty  
 “Just do the seven habits.”

“I have new agents go out in the field with me to shadow me during listings and client meetings. This way, they can see how I respond to all different types of scenarios. I would like to inspire people to be successful and reach their own goals.”



**BALARAM OWENS**  
 RLAH Real Estate

“Without self-belief, nothing is possible. The unfortunate part is the willingness to believe comes from discomfort. I encourage people to believe in and bet on yourself.”



**VALERIE HUFFMAN**  
 Weichert, REALTORS®

“I believe you need to stick to a routine. You have to stay consistent. It doesn't matter how high-level you are; you still have to learn and get into routines and push forward. I think we are all big, little kids — and kids thrive on routine. Even the most creative folks need a routine to keep success moving forward.”



**ROB MERCER**  
 First Home Mortgage

“[The process we created] ‘The Fantastic Voyage’ starts at the time my team is introduced to a potential client. We follow the same steps and work to make sure all parties are well-informed throughout the entire process, from preapproval through post-closing. Our team provides superior communication, and our real estate agent referral partners can trust their clients will have the best possible customer experience.”



**ELLIE HITT**  
 RE/MAX Realty Group

“Share new adventures with loved ones and try new things every day.”

“Get busy living or get busy dying.”  
 (Shawshank Redemption, 1994)

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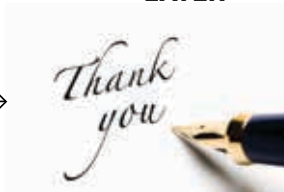
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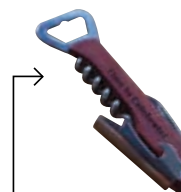
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# ROB MERCER

First Home Mortgage

**Thirty Years and Counting**  
The Fantastic Voyage



Rob Mercer with team members Bryce Kelly, Grace Kelly, and Feven Araya.





▶ partner spotlight

By Zachary Cohen  
Photos by Ryan Corvello

*“Make every day a masterpiece.”*

“It is a pretty simple quote and has a powerful message. I figure, why not do your best to make every day your best?” Rob Mercer asks.

After graduating from the University of Maryland in 1987, Rob took on var-

ious odds-and-ends jobs; he bartended, DJ’ed, and waited tables.

“It took me a while to adjust from being the social chairman of my fraternity to life in the real world,” Rob admits lightheartedly. “Rather than me finding the mortgage business, I think the mortgage business actually found me.”

Rob always had the gift of gab, and friends often told him that he would do well in sales. He had a good friend who was doing well in the mortgage business, so, at his recommendation, Rob decided to give it a try. Although Rob didn’t know any real estate agents at the time, he enjoyed finance and was fascinated by real estate.

“So starting in September 1989, I began working hard to meet as many [real estate agents] as possible,” Rob reflects. Slowly but surely, he began to build his business up, and it soon became apparent that he was in the mortgage business to stay. After three decades in the industry — and the many highs and lows that have moved

the real estate market in that time — Rob continues to press forward with the work that he has come to love.

“I feel very lucky to have survived some ups and downs in the mortgage industry and have seen my personal business grow,” Rob explains. “I believe part of my success is due to the

fact that I have changed companies only three times in 30 years. I would suggest this is very unusual for a loan officer who has a 30-year career.”

**First Home Mortgage**

In 1999, Rob entered the management side of the business, and he is currently working to build one of the





top teams in the D.C. metro area at First Home Mortgage. Rob and his team pride themselves on providing top-notch service from before the pre-approval process begins until after the transaction is closed.

“At First Home Mortgage, we provide residential mortgages, refinancing options, and purchases. We begin with preapproval, which allows a borrower to confidently begin house hunting, and then assist by providing information during the home search,” Rob explains.

“We complete the application and assist in getting the mortgage to final

approval status, and work to ensure the mortgage is ready for closing and the paperwork is perfect. We remain available to our clients after they settle for any future questions.”



#### The Fantastic Voyage

Three years ago, Rob started working on a program that he has dubbed, “The Fantastic Voyage.”

“We white-boarded 76 steps that are the same on every loan,” he explains. “We created a process to make sure each step goes perfectly. The Fantastic Voyage starts at the time my team is introduced to a potential client. We follow the same steps and work to make sure all parties are well-informed throughout the entire process, from preapproval through post-closing. Our team provides superior communication, and our real estate agent referral partners can trust their clients will have the best possible customer experience.”

The goal of The Fantastic Voyage is to allow Rob to capture more business and close more transactions for his real estate partners.

The past 30 years in the mortgage business has been a fantastic voyage in itself for Rob Mercer. As he looks forward to what lies ahead, he is excited to continue to create success for his team, for his clients, and for his partners.

“We want to grow. We want to work with more borrowers,” Rob says. “But most importantly, we want to provide a perfect customer experience. We want to work with honest, hard-working real estate agents who have the best interest of their buyers in mind. We strive to always follow the Golden Rule and treat everyone — buyer, seller, buyer’s agent, and selling agent — like we would treat family. We want everyone to trust us and want to work with us again.”

For more information, please visit [robmercermortgage.com](http://robmercermortgage.com).



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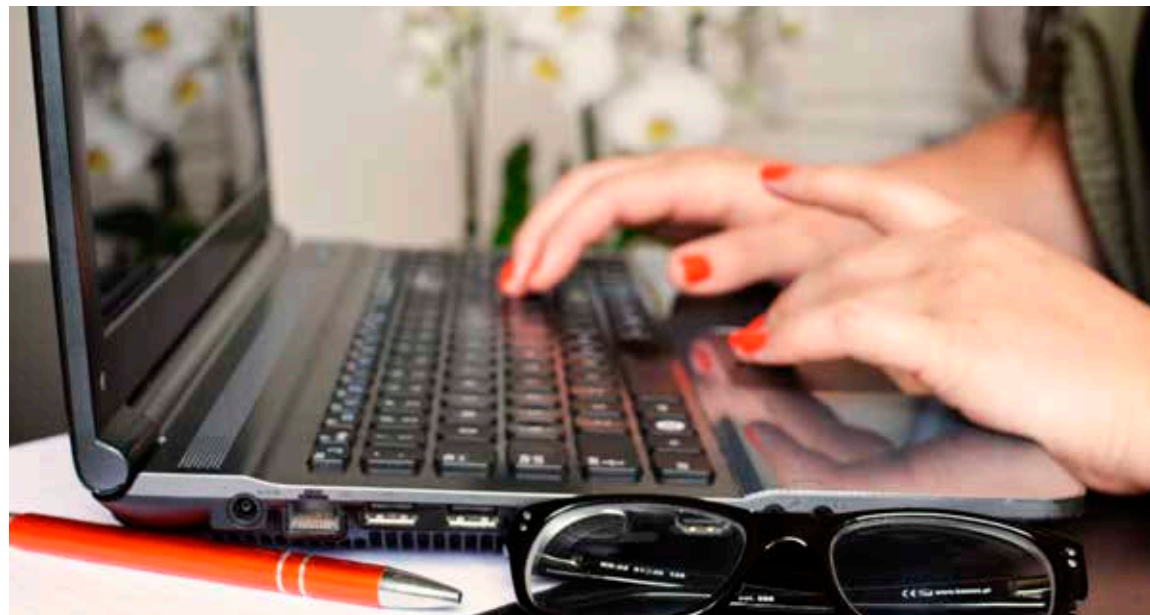
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# ▶ MASTER THE MEDIA



## PITCHING THE MEDIA IN THE COVID ERA

By Christina Daves

2020 has been quite a year for every industry, but the media changed in many ways. I can't recall a time in recent history, other than nearing a national election, when one topic stayed in the forefront of the news. This year, it has certainly been coronavirus and anything at all that could possibly relate to it. Fortunately for the real estate industry, we have had and continue to have many stories that can relate to this topic: interest rates, virtual open houses, the new normal of selling, low inventory, high demand, multiple offers, booming market.

With that in mind, "pitching" becomes crucial to attract the media. Cision, a national communications firm, recently released a "COVID-19 Pitching Kit." Here are some highlights from that study:

"Journalists prefer to receive pitches via email and now is no exception. Make your pitches short and to the point, but also personalized, and limit your follow-up. You must also be careful about sending tone-deaf pitches now more than ever. Be aware of what the reporter is covering and ask: how does this story apply to your target audience?"

"It's a chaotic time for everyone but don't forget the human element. Your relationships with journalists are now more important than ever. Lead in these times with transparent and empathetic communication. Understand that journalists are being hard-pressed in the current situation and are dealing with just as much uncertainty as all of us."

"One of the major differences we noticed when it comes to COVID-19 reporting is the focus on local stories. As the response has been slightly different across not only the globe but around the U.S., audiences are looking for the latest news in their area. Additionally, audiences are looking for more positive, human stories in these trying times."

To sum it up, email a journalist. Build a relationship with a journalist. Provide value to a journalist. And at the end of the day, give them a good, positive story that their audiences will love.



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# Valerie Huffman

## A Passion for Coaching & Teaching

► celebrating leaders

By Molly Laurysens  
Photos by Ryan Corvello

Valerie Huffman knows exactly what it takes to be a powerful leader. The vice president and sales manager of Weichert, REALTORS®, at the Aspen Hill/Leisure World Plaza office puts humility at the top of the list. “Listen, there’s nothing special about me. I get my energy from the people that surround me,” she says frankly, adding, “I am extremely blessed to be working with a wonderful company and a wonderful group of agents. My strength comes from watching those around me become successful.”

Others’ success is her fuel! And when it comes to real estate, Valerie seems to have a one-track mind. She said she is a firm believer that knowledge is power. Therefore, she is constantly listening to real estate-related podcasts and keeping up with the latest and best practices in the industry. “What is working to get the best successes? I personally love to get the best information that is available, and I like to share that.” For her, that’s crucial: sharing information. With 118 agents on her roster, that can be a tall order.

Another key in her leadership toolkit is being accessible. Connection is

what it’s all about, so it seems to come naturally. As a certified Brian Buffini coach, she insists it’s difficult to coach someone without knowing anything about them, so she makes it a point to go deep. With so many agents, how does she manage? “I work a lot,” she laughs, continuing, “I just do it! I block time. I make calls during the week to touch base. Some people need more coaching than others. Some I get with monthly and they’re fine and I know they’ll call me if they need me.” Others are on a biweekly or monthly schedule.

The COVID-19 crisis has sharpened her focus even further. Daily, she hosts 9:30 am Zoom calls with agents, spending 15 to 20 minutes giving them a pep talk, keeping them on track for their day, and offering up some motivation. She swears these meetings have been received so well they may never go away. “I tell you, it’s between 30 and 50 people every day. We talk about real-life situations and the contracts they’re doing. Then we also talk about the fun things they’re doing.” One thing she noticed about these meetings is that agents log on early and end up chatting one



another up while they wait. “They miss the connection, too.”

### *In Her DNA*

Growing up, real estate was always on the menu in Valerie’s home. Her father, Bill Harloff, was the Maryland Real Estate Commissioner for 20 years. “Our conversations at the

...







...



Valerie Huffman with her daughter Jamie and son Steven.

dinner table were all about laws in the state and ethics and fair housing cases — that’s how I grew up.”

Still, she didn’t always know she’d lean that way. She was determined to make a difference in the world. So with her sociology and advanced psychology degree in hand, she signed up for the Peace Corps. She says her father urged her, “‘Just try real estate for a couple of weeks,’ which was a total lie...but he told me, ‘You can help people and make more money.’ Here I am, 42 years later!”

Initially, the satisfaction came from helping clients realize their dreams. Having crossed over into management for some time now, the adrenaline

rush comes when agents break through and reach their potential. That is her passion: coaching and teaching. She coaches that consistency, working a routine, and client outreach are the primary ingredients to winning the day, every day. “I believe you need to stick to a routine. You have to stay consistent,” especially with a global pandemic. “It doesn’t matter how high-level you are; you still have to learn and get into routines and push forward. I think we are all big, little kids — and kids thrive on routine. Even the most creative folks need a routine to keep success moving forward.”

#### Extended Family

Valerie joined Weichert 30 years ago, partly because she bought into the owner’s motto: *People buy people before they buy products or services.* “That’s really how I run my office and how I teach my agents. Building relationships is the most important thing you can do in this business.” Clearly,

she is practicing what she preaches. Although Weichert is a large company, she also appreciates the intimate, family feel. She is currently learning a lot of amazing new technology with the new *myWeichert* platform.

Valerie’s family is entrenched in real estate, both past and present. “We are very lucky to have this rich family history and I’m very excited about that,” she says. Her son Steven is a top producer in the Baltimore/Washington markets. Incidentally, her daughter Jamie never had a passion for real estate and, instead, went into financial management. Today, however, as a financial advisor, Jamie is working with over 3,000 agents helping with financial retirement planning, a fact that tickles Valerie’s heart.

Indeed, 2020 has been a challenging year, in general, but in particular for Valerie; in February, she lost her husband to pancreatic cancer. “He was ill for three and half years and we were very lucky that in the last year and half, he was doing really well and we did quite a bit of traveling. It was quite a blessing.” Fortunately, this was prior to the shelter-in-place order so Valerie was able to have a funeral and a celebration of life to honor him. With 450 people in attendance, including the Weichert family, it was a tremendous tribute. Valerie said she is grateful for her support system of family and friends and credits them for always being there for her.

When it comes to fun, this Howard County resident likes to socialize with friends and travel, although it’s been hard to get into that as of late. She’s also a big fan of movies. She and her sister have been doing movie nights once a week for over 20 years now. Valerie also loves walking and gets it in five days a week, three to four miles at a time. In September, she welcomed her first grandbaby to the family.





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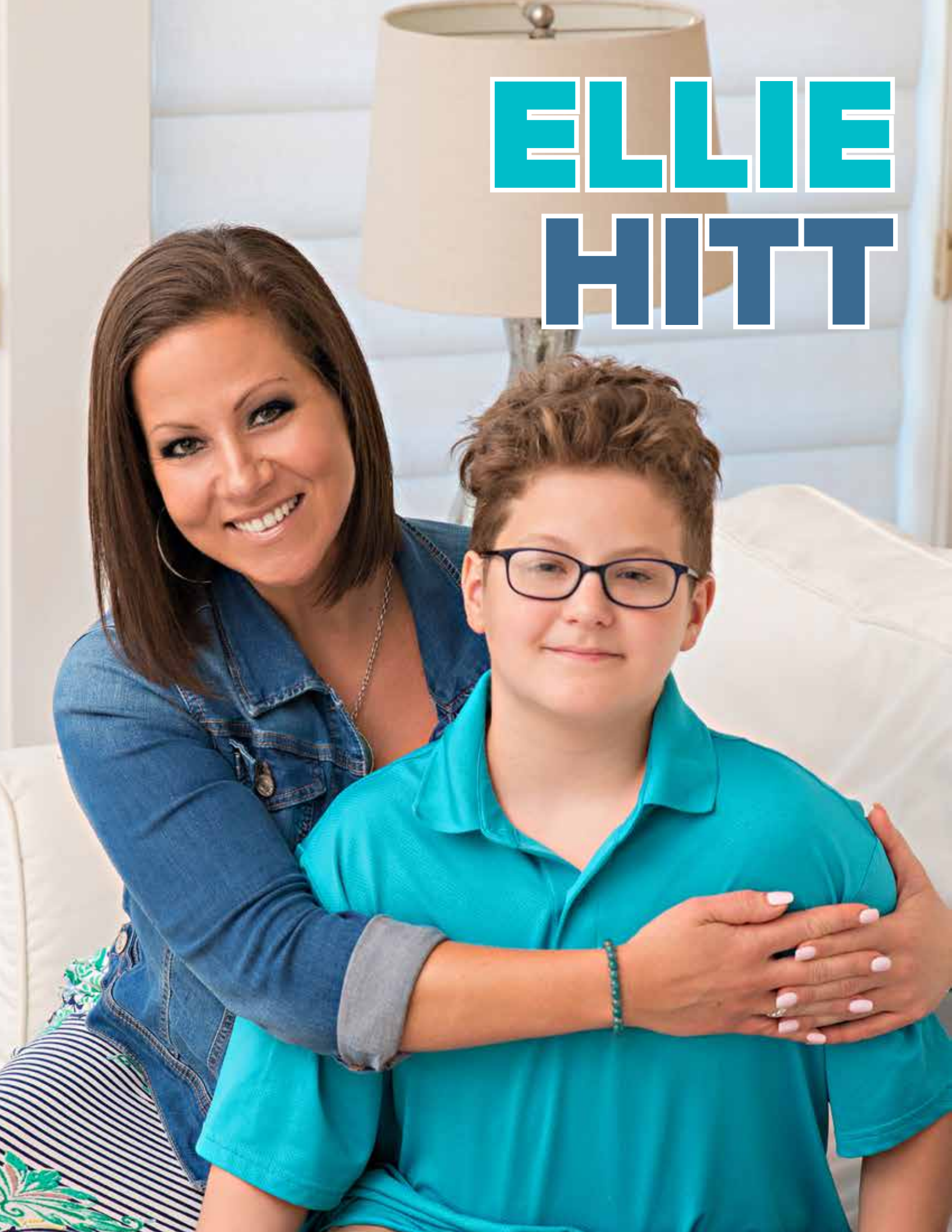
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# ELLIE HITT



## UNBREAKABLE RESILIENCE

### ► agent spotlight

By **Zachary Cohen**  
Photos by **Ryan Corvello**

Throughout her life, Ellie Hitt, of RE/MAX Realty Group, has faced challenge after challenge. If there's one thing she's proven, it's her unbreakable resilience.

"I have a heart of gold and live passionately. I don't do anything halfway," Ellie proclaims.

#### **Overcoming Adversity**

Originally from Buenos Aires, Argentina, Ellie moved to the United States at 10 years old. She didn't speak English and was tasked with fitting into a culture that was far different than the one she was raised in.

In addition, at 14 years old, Ellie was involved in a near-fatal car accident. "I had a really bad car accident. I had a traumatic brain injury," Ellie recalls. "And I was told I wasn't going to graduate high school on time."





...

Ellie was out of school for almost nine months. She spent her time relearning how to do the most basic of tasks, like tying her shoes. "I was starting from scratch," she says. Yet, Ellie once again showcased her ability to overcome extreme adversity.

"I stood up in this big conference room for an IEP (individualized education plan) meeting, and my high school vice principal was there. I stood up when they told me I wasn't going to graduate on time and told them, 'You don't know me. You can't tell me that I can't do something.' And I proved it. I graduated on time with a 3.8."

In real estate, Ellie has displayed the same adeptness at overcoming obstacles that she has demonstrated throughout her life.

"My first year in the business, my manager told my mentor, 'I don't see Ellie in the office too much; I don't think she's going to make it.' I was Rookie of the Year for the whole company that year."

"That's how I've always been. I can prove myself. Nothing is going to keep me down. I'm going to get right back up."

**The Heart of a Survivor**

It's been 17 years since Ellie was awarded Rookie of the Year, and since then, she's built a powerhouse of a real estate business. She's also become a mother, perhaps her most fulfilling role in life. Ellie's son James is now 11 years old.



**"I FEEL THAT EVERYTHING HAPPENS FOR A REASON, AND I WOULDN'T BE WHO I AM TODAY WITHOUT MY LIFE EXPERIENCES."**



"Becoming a mother gave me purpose and perspective and showed me what unconditional love is," Ellie says. "Becoming a mother was the biggest turning point in my life

and multiplied my level of purpose and gratitude."

Ellie loves to travel, cook, try science experiments, and build forts in the living room with James. She says her

life is full with raising her son as a single mom, balancing that with her work, volunteering with domestic violence charities, and ballroom dancing whenever she gets a chance.

"What have I liked best about life?" Ellie asks. "The opportunities that I have been blessed with: moving to the U.S. as a young child, becoming a citizen and a contributing member of society, becoming a mother, and becoming a real estate agent."

With a successful and growing real estate business, Ellie no longer has to prove herself. She emphasizes that what drives her now is her passion for the things that really matter — her son James and her clients. "The biggest win-win is being a mom and having a successful career where I can help families fulfill the American dream of homeownership."

Ellie keeps her challenges — and the moments that she overcame those challenges — close to her heart. Moving to the country and learning a new language, surviving a near-fatal car accident and the ensuing traumatic brain injury...in each of these events, there have been challenges to surmount and lessons to learn. Through it all, Ellie continues to grow, mature, and walk with fearlessness. Whether it's for her clients in real estate, for her family at home, or for those less fortunate in her community, Ellie continually fights for what's right.

"I vividly remember all of the fears I have faced head-on," she says. "I feel that everything happens for a reason, and I wouldn't be who I am today without my life experiences. [I've learned that] everything is going to be okay, the sky's the limit, and I am enough."



Ellie Hitt and her son James.



# THE 3X RULE



through emails, phone calls, newsletters, or client events. An “average assistant” does the activities. An Ops Boss™ knows the numbers. An Ops Boss™ knows how many people are in your database (databank!), along with how many gave you referrals/repeat business last year. They have a goal to increase both the number of people in the database and the percentage that refer. And the goal is backed by a touch system that *they* manage. All you do is make calls when they tell you to, and show up to client events and shake hands (or chat on Zoom!).

An Ops Boss™ also puts their own personal sphere of influence in your database, and has a goal to refer you a certain amount of business annually.

## 3. MARKETING

An average assistant does marketing. An Ops Boss™ does marketing *and* tracks the results. For example, they might track “followers” added if you’re working on brand awareness. Better yet, they track how many leads

their marketing efforts have generated and how many of those turned into closings.

**The 3X Rule is about being *purposeful* in using your systems, not just to “get organized,” but to produce results. We call that “Bossy”!**



Christy Belt Grossman is CEO and Owner of Ops Boss Coaching™, and a Director on the Board of NARESP (National Association of Real Estate Professionals). Prior to that, Christy was the COO of one of the nation’s first real estate teams to sell \$1 billion. The 3X Rule is a peek into the type of conversations we have in our classes and our coaching calls. Ops Boss Coaching™ provides classes, coaching and an annual conference focused on real estate operations professionals. More Info: [www.OpsBossCoaching.com](http://www.OpsBossCoaching.com). Contact: [Christy@OpsBossCoaching.com](mailto:Christy@OpsBossCoaching.com).

## Is Your Assistant an Expense or an Investment?

An average assistant is an expense.

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Agents often worry about what to pay their assistants. If I told you that one year I generated \$515,000 in income for my team owner as his COO, would you hire me or agonize about what to pay me?

The “average assistant” is hired when a real estate agent runs out of time and needs help. Their paperwork falls behind, they have sticky notes everywhere, their clients’ calls aren’t returned promptly, and they just can’t keep up with everything. So they hire someone to help them “get organized.”

An Ops Boss™ is hired by a real estate agent who thinks bigger. They

know if they hire a higher-level professional (and pay a professional level salary), their new employee will become a *Multiplier*.

When we teach “BE A BOSS! 10 Secrets of a Mega EA,” our attendees learn “The 3X Rule.”

The 3X Rule says that an Ops Boss™ should, through their creation/execution of systems, generate three times their salary in Gross Commission Income for their agent/team.

So, if they earn a \$50,000 salary, they should generate \$150,000 in Gross Commission Income for their agent by implementing/executing systems. That takes the hire from being an expense to an investment with a Return

on Investment! Because an average assistant is paid for *time*, and an Ops Boss™ is paid for *results*.

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If your assistant handles your listing clients and/or your contract-to-close process, their goal should not just be to provide stellar customer service. That’s an “average assistant’s” goal.

Their goal should be to have a system that generates reviews and referrals, so there is *evidence* they have given stellar service. (They are not paid for time, they are paid for tangible results.)

P.S. The very best time to ask for referrals is *during* a transaction, not after closing!

#### 2. Database

Your assistant should create, maintain, and grow your database *and* the system to “touch” your database. That might be



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▶▶ special feature

# ▶▶ THE ▶▶ HELPER AGENTS AND PARTNERS GIVING BACK

“Look for the helpers. You will always find people who are helping.”  
—Fred Rogers

This month, we continue our special feature series on “The Helpers.” These very special *DC Metro Real Producers* top-producing agents and valued industry partners have stepped up to the plate during the coronavirus pandemic to give of themselves — their time, energy, and compassion — to those in need in our communities.

We are humbled and inspired by their stories, and it is our great pleasure to share some of them with you.

This month, meet **Anne-Marie Finnell**, **Kelly Lee**, and **Kim Rice**, of TTR Sotheby’s International Realty; **Shari Gronvall**, of Compass; **Lexy Krause**, of ProTec Inspection Services; and **Marie McCormack**, of Long & Foster | Christie’s International Real Estate!

...





Anne-Marie Finnell

# ANNE-MARIE FINNELL & KELLY LEE

TTR Sotheby's International Realty



Kelly Lee

## What initiative have you/your organization taken to help people during the pandemic? Who participated?

Kelly and I became ambassadors for Families4Families (families4familiesdmv.org) in March, and then a week later started our own Drop Zone for the organization. We are in charge of the American University Park Drop Zone.

—Anne-Marie Finnell

We served as a drop zone for 10 families a week to deliver a week's worth of groceries to families in need. We solicited families to drop groceries, then delivered the week's worth of groceries to the assigned partner organization for that week.

—Kelly Lee

## Whose idea was it?

F4F was founded by Amanda Marshall and her family. She is the founder of Fair Chance, an organization that our team has supported for years. Fair Chance has many non-profit partners in Wards 5 through 8 of DC, and Families4Families uses those partnerships to determine the specific needs of the most impacted families.

—Anne-Marie Finnell

## Did you work with an outside organization? If so, which one and how?

My business partner, Anne-Marie

Finnell, and I worked with Families4Families. —Kelly Lee

## How did your efforts help others?

We recruited 10 families to bring a week's worth of (specified) groceries to my house every Tuesday. We loaded them in our two cars and brought them to a non-profit organization in the Fair Chance network, where they were distributed to families in need.

—Anne-Marie Finnell

We provided food, face masks, hand sanitizer and toilet paper to families in need. The provisions were for a full week. —Kelly Lee

## How did the experience help you or your team grow while helping?

Being able to directly impact other families in our community has been so great. I went from feeling helpless to helpful overnight. We could see what an impact we were having on the community, even though it was only ten families per week.

—Anne-Marie Finnell

Our team is all about service and providing for others, this was just a small thing that we felt we could do to help those in need. It really felt great for the team to be able to take action in this important time where we have often felt powerless. —Kelly Lee

## What is the biggest lesson you've learned over the past four months?

I have grown more in the past four months than ever before. Being forced to slow down and turn inward has been an incredible gift that could not have come at a better time. I think the biggest lesson that I have learned is that everything I need, want, and love is right here in front of me already! I am very fortunate and being grateful has brought with it a strong desire to give back to the community I love.

—Anne-Marie Finnell



Anne-Marie Finnell and Kelly Lee in action, delivering groceries for Families4Families.



There are hungry families in our backyard. Many folks are just one paycheck away from hunger. We need to do better as a city and a country to feed our own. —Kelly Lee

## Is there anything the Real Producers community could provide or do to help in your efforts?

Sure! Families4Families is not only continuing their efforts through the fall, but they are expanding and transitioning into area schools. Through the school communities, they can scale their efforts and get younger generations involved. My kids and Kelly's kids are taking leadership roles at their schools

to continue this work and they will surely be looking for volunteers! I have also been asked to join the board of Families4Families, about which I am very excited!

—Anne-Marie Finnell

Just getting the word out about this organization is great. Families4Families is starting clubs in many of the DMV schools to help these families throughout the school year. —Kelly Lee





# SHARI GRONVALL

Compass

**What initiative have you/your organization taken to help people during the pandemic?**

**Who participated?**  
Families4Families is a wonderful organization that I became an ambassador for during COVID-19. We collected and delivered groceries and essential items to local families in need.

**Whose idea was it?**

My wonderful, philanthropic friend Amanda Marshall and her family founded this organization in March, and we delivered groceries through July. The deliveries will resume in the fall with middle and high-school students creating clubs to help deliver food and other essential items to families in need.

**Did you work with an outside organization? If so, which one and how?**

We partnered with local nonprofits to find families in need and deliver food and other necessities to them during the pandemic.

**How did your efforts help others?**

Families4Families expanded quickly to several other cities and, to date, has delivered over 125,000 meals to families across the country impacted by the COVID-19 pandemic.

**How did the experience help you or your team grow while helping?**

Getting to help others made me feel good and looking forward to seeing (masked) friends on Tuesday delivery days was a huge bonus.

**What is the biggest lesson you've learned over the past four months?**

I have learned that there are always people that have it worse and need our help. We need to all be in this together.

**Is there anything the Real Producers community could provide or do to help in your efforts?**

We can always use donations of essentials, like paper towels, hand sanitizer, toilet paper, etc. for our deliveries.



Jamie Hoffman and Shari Gronvall collect and box donated groceries for delivery to families in need.



Shari, Peter, Asher, and Simon Gronvall all pitch in collecting and packaging groceries for distribution.



# LEXY KRAUSE

ProTec Inspection Services



Lexy Krause taking Royal Bakery bagels and breakfast sandwiches to the Poolesville Fire Department.



Lexy taking Christopher's Pizza to the Poolesville Veterinary Clinic.

**What initiative have you/your organization taken to help people during the pandemic?**

**Who participated?**

Weekly, we would go support a local restaurant and would take lunch to local frontline workers.

**Whose idea was it?** Mine and Valaree Dickerson's.

**Did you work with an outside organization? If so, which one and how?** No.

**How did your efforts help others?**

We were able to financially support local restaurants who were struggling and were able to show appreciation to our frontline workers.

**How did the experience help you or your team grow while helping?**

I don't think it necessarily helps us grow from a business stance, but personally, it was very fulfilling.

**What is the biggest lesson you've learned over the past four months?**

Give back more. Not just in time of need but always.





# MARIE MCCORMACK

Long & Foster | Christie's International Real Estate

**What initiative have you/your organization taken to help people during the pandemic? Who participated?**

I have provided lunch or dinner to our heroes who have helped us at this time: Suburban Hospital day and night nursing shifts, BCC Rescue Squad, Montgomery County Police District 2, and Bethesda Fire Department Stations 6, 20, and 26.

**Whose idea was it? Mine.**

**Did you work with an outside organization? If so, which one and how?**  
No.

**How did your efforts help others?**  
I provided meals and boosted morale.

**How did the experience help you or your team grow while helping?**  
It made me feel like I was helping others, which then made me feel good.

**What is the biggest lesson you've learned over the past four months?**  
Practice gratitude and extend a helping hand.

**Is there anything the *Real Producers* community could provide or do to help in your efforts?**  
No, I've had fun doing this alone; however, the owner of Grosvenor market asked if he could help, and when I refused, I have noticed that my bill is reduced.



Individually packaged sandwiches and food delivered by Marie McCormack is appreciated by local nurses.



Kim Rice with correctional officer James Williams Jr., who facilitated her donating meals to officers and medical staff at D.C. Jail.

# KIM RICE

TTR Sotheby's International Realty

**What initiative have you/your organization taken to help people during the pandemic? Who participated?**

I, myself, launched a campaign called, "Love for the Front Line."

**Whose idea was it?**

It was my idea.



**Did you work with an outside organization? If so, which one and how?**

I didn't work with an organization; I just contacted some clients, friends, and colleagues to help me get in touch with managers and other officials to arrange some of the efforts. I also coordinated with a black-owned restaurant/caterer (delicious food!) who was suffering due to the business losses to deliver meals.

**How did your efforts help others?**

I was able to donate meals (lunches and dinners) to: medical staff at George Washington Hospital, Washington Hospital Center, and correctional officers and medical staff at D.C. Jail (where they said no one had ever done anything like that before for them).



Nora Patton, RCIS (left) made it possible for Kim to deliver meals to frontline healthcare workers at Washington Hospital Center.

**How did the experience help you or your team grow while helping?**

It just *felt* great to be able to give and help... and show appreciation to those on the front line taking so much risk, staying away from their own families and doing such heroic deeds. The blessings always flow back from the universe.

**What is the biggest lesson you've learned over the past four months?**

*Do not delay...Do it today!*

Also, it forced me to pay much closer attention to people and things that mean the most in my life, really digging deep into my own personal struggles, "listening" to my body, and never taking for granted that health, money, careers, or life is promised tomorrow.

**Is there anything the *Real Producers* community could provide or do to help in your efforts?**

I actually made my non-profit official after many years. It is called "EKWIP," which stands for Encouraging Kids With Incarcerated Parents. All these years, I have been donating time, clothing, gifts, money, and resources — but I had never made it official or properly structured it. This era of COVID-19 led me to do so many things I had been putting off, so now with the filings and choosing board members, I will look forward to events and so many cool resources to help this targeted group.



# BALARAM OWENS

## THE POWER OF BELIEF



### ▶▶ rising star

By **Zachary Cohen**  
Photos by **Ryan Corvello**

*“The secret is you must believe what you can’t yet see.”*

Out of college, Balaram Owens, of RLAH Real Estate, landed a job as an account receivables clerk at Total Wine, but after several months on the job, he was fired because he didn’t clock out for lunch, as he was supposed to.

“That was a humbling experience but gave me my first thought that one day, I wanted to work for myself,” Balaram remembers.

While getting fired was challenging, it ultimately led Balaram on the road to much greater success. He recognized the value of working for himself and set out on a path to create a life of abundance.

“Success is doing what you want, when you want, with whom you want,” Balaram explains.

#### Real Estate Beginnings

Balaram went on to land a job at Keller Williams as a Market Center Administrator (MCA). He remained in that role for almost a decade and learned a tremendous deal about real estate — the good, the bad, and the ugly.

“To say those years were tumultuous is an understatement,” Balaram recalls. “I had worked for six team leaders and four ownership groups, and [experienced] three office moves. Consequently, those offices were never successful, which caused a lot of finger-pointing, backstabbing, and infighting. You find out a lot about yourself in times of turmoil and discomfort.”



Through all the transition, Balaram remained steady. He wasn’t the most technical MCA, but his agents trusted him, and he was committed to helping others succeed.

“Those years taught me the importance of servant leadership and made me want to be the controller of my own destiny,” Balaram says. “The discomfort of those years gave me the courage to step out and be a full-time agent. I

figured if I’m going to be uncomfortable, let me make that choice for myself.”

In late 2014, Balaram got his real estate license and stepped into selling real estate full-time. Immediately, he was in love with the new role. Being a real estate agent allowed him to do more of what he really loved — help people.

“I think the icing on the cake is that it’s helping people make one of the biggest







suburban agent. His familiarity with both areas stems from his childhood, when his mother moved from Columbia Heights to Germantown, Maryland. Balaram utilizes his familiarity with different parts of D.C. to his advantage when understanding market conditions.

“D.C. was vastly different during that time,” Balaram remembers. “D.C. had a bunch of negative stigmas, one of which was the murder capital of the United States. On the other hand, Germantown, Maryland, was considered the ex-burban farm country.”

Balaram also leans into the lessons he learned as an MCA. Despite the turmoil, all those years as an MCA have proven to be tremendously valuable.

“The game-changer for my business is the agent and vendor relationships from all the years of being an MCA at Keller Williams...the countless re-

Today, Balaram is steadily building one of the D.C. metro area’s top up-and-coming businesses. He closed over \$11 million in 2019 and was named a Best Agent, Top Producer by *Washingtonian* in 2018 and 2019.

**Leveraging His Niche**

Balaram is a rarity in the D.C. area in that he is both a city agent and a

•••

decisions they will make in their life — where to live. To have someone entrust you with that decision is extremely humbling and gratifying. My job proficiency is tied to my clients getting what they want. It’s hard to succeed in this business without making sure your client wins first. My wins are a byproduct of continuous client happiness,” Balaram says.

“  
MY QUALITY OF LIFE HAS IMPROVED SO MUCH, FROM A HAPPINESS STANDPOINT AND FINANCIAL STANDPOINT SINCE I STARTED SELLING REAL ESTATE FULL-TIME.

errals I receive from those agent relationships. Watching what separated the successful agents from the ones that struggled...My lender is someone I met at one of my Keller Williams offices over 13 years ago,” he says.

As he looks to the future, Balaram continues to aspire to do more of what he loves — helping people and building relationships. After so many tumultuous years as an MCA, he’s grateful to be on the path of running his own business.

“The engagement and excitement continue from being grateful for where my life was before selling real estate. My quality of life has improved so much, from a happiness standpoint and financial standpoint since I started selling real estate full-time. I don’t have any regrets of all those years of being an MCA because I don’t think I would have had the courage to bet on myself and believe in what I couldn’t see,” Balaram says.

“Without self-belief, nothing is possible. The unfortunate part is the willingness to believe comes from discomfort. I encourage people to believe in and bet on yourself.”





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▶▶ cover story

By Molly Laurysens  
Photos by Ryan Corvello

# KAREN ROLLINGS



From left: Karen's sister Sherry Felice, daughter Maggie Rollings, son Jeremy Rollings, Karen Rollings, niece Jess Felice, and son Michael Rollings.

## Inspiring Others to Excel

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...

When Karen Rollings was just 20 years old, she bought her first home. At the time, she was working as a secretary by day and a cocktail waitress at night, as well as attending the University of Maryland for marketing and business in the evenings.

Buying that house reeled Karen right into the real estate world. Not only did that purchase usher in a sweet tax refund for her that year, but the house went up in value, showing her the value of investing in properties. It was a perfect storm and she was hooked. Eventually, she got her license, and once she graduated from college, decided to buy another house. "I thought

real estate was the coolest thing ever!" In addition to selling, she has flipped hundreds of houses, both commercial and residential, and is a major proponent of investing as a way to diversify and help people reach their personal and professional goals.

Fast-forward 40 years later, and Karen is going stronger than ever and still thinks real estate is the coolest thing ever. Having recently joined with eXp Realty, she is invigorated by the business model of the young company, which is all cloud-based, requiring no brick-and-mortar establishments and limited infrastructure.

"It's like the Amazon of real estate brokerages. It's very progressive, and they have profit and revenue sharing, as well as stocks and health insurance. I was like, holy cow!" she

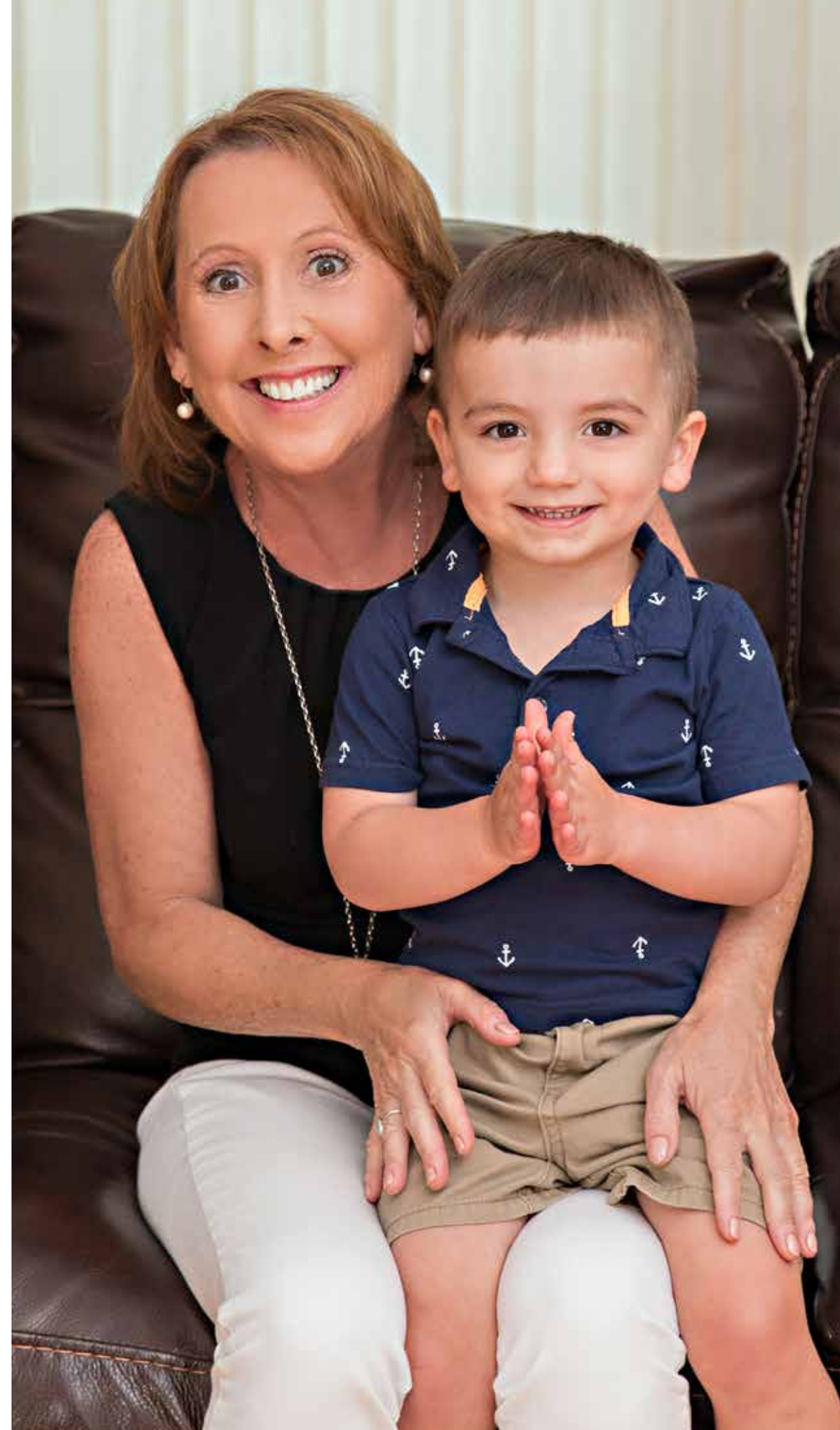
exclaims, adding that is partly why she chose them. When it comes to the ins and outs of brokerages, Karen gets it because she was a former broker/owner herself.

At eXp, they offer their state-of-the-art training virtually and, in light of the current global pandemic that is COVID-19, they were ahead of the curve. Karen, who has happily mentored hundreds of agents throughout her long career, says her door will always be open for anyone interested in learning more about the eXp community.

...



Karen with her children, Jeremy, Maggie, and Michael.



“It’s like the Amazon of real estate brokerages. It’s very progressive, and they have profit and revenue sharing, as well as stocks and health insurance. I was like, holy cow!”

Karen Rollings and her 2-year-old grandson Henry James Krichbaum.



•••

Whether it's about brokerages or not, Karen has a fire in her belly for helping others succeed, especially since training in this industry has been lackluster. "You take 60 hours of classes and they say, here go sell a house. Go wreak some havoc!" She joked, "It's almost like when you have your first child and think, where is the manual?"

Karen is determined to bring in more people and show them how to excel. She is energetic and hands-on with her approach and loves adding that personal touch. She insists new agents go out in the field with her, shadowing her during listings and client meetings. Here, they can see how she responds to all different types of scenarios, attempting to lay out a clear blueprint. "This is what you do, this is what you say. I would like to inspire people to do better."

She recognizes a key factor in helping others succeed is meeting people where they are and working with them to achieve what they want, as opposed to what someone else may want. "Not everyone wants to sell 100 houses. I want to teach people how to be successful and reach their own goals."

#### All in the Family

Last year, Karen and her crew did \$50 million in total sales volume. She has 20 people in her eXp organization now and each has their own niche. For example, her daughter Maggie and son Jeremy are on the team. Maggie focuses on foreclosures and Jeremy focuses on investments and estates. Karen and her sister Sherry Felice have worked together for 30 years, and her cousin Kathy Workman also joined the team years ago. In addition, Karen's niece Jessica Felice helps sell homes and run the office, truly making it a family affair.

Some 20 years ago, Karen began distributing a newsletter called *Real Estate Happenings*. "It was the single best idea I've had in my life," she says, noting that in each edition, she was adding all of her service contacts for clients to use. So she decided to ask these providers for \$50 to help pay for postage. "Then, instead of doing 1,500 newsletters, I can do 15,000! And instead of selling 10 houses a year, I can sell 100 houses a year, which is way more fun. And it worked!"

Things have not always been easy or seamless for Karen. During the real estate/mortgage crash in 2007/2008, she was in the midst of a commercial



Karen Rollings and her sister, Sherry Felice, have been business partners for over 35 years.



development project. "I had several million dollars invested in that project and it tanked big...I lost almost everything." Over the course of a couple years, things were quite challenging for her. But Karen learned how to pivot and regroup, and she kept going.

Today, she recognizes that period as a time of growth and actually has a light sense of humor about it: "You can cry in your beer or you can get back on your horse." Clearly, she chose to get back on the horse. She also learned, in this struggle, how to be a better listener, ultimately beefing up her compassion skills, "I'm very

empathetic to people when they are having problems." Case in point: "I had tenants I was supposed to evict and gave them a job." This type of scenario was not just a one-time deal. It is a recurring theme in her world. Since Karen was a child, she admitted to always being about helping people.

These tough times are no different. Her message to everyone, especially now, during COVID-19: "We all go through good and bad times — everybody does. We are not defined by the bad things that happened to us. We are defined by what we do in response to those times."

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- Molly L.



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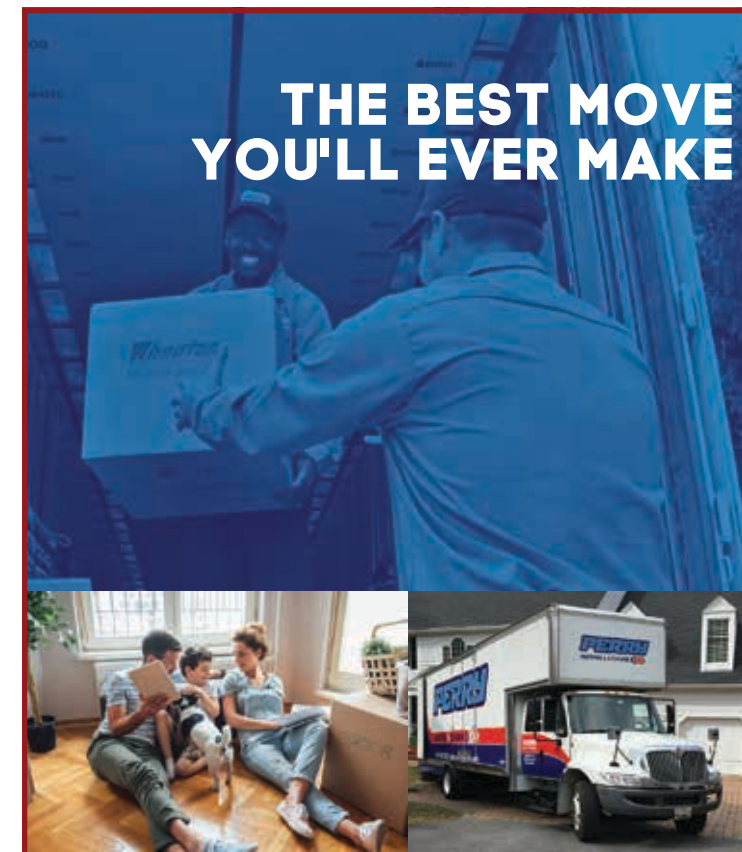
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## TOP 250 STANDINGS

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	35	\$74,872,352	13	\$30,723,670	48	\$105,596,024
2	Barak Sky	Long & Foster Real Estate, Inc.	39.5	\$38,029,896	62.5	\$51,056,628	102	\$89,086,528
3	Jennifer S Smira	Compass	58	\$48,967,100	50.5	\$38,988,548	108.5	\$87,955,648
4	Jay A Day	Real Estate Teams, LLC	121	\$54,819,888	47.5	\$18,841,368	168.5	\$73,661,256
5	Thomas S Hennerty	NetRealtyNow.com, LLC	150	\$60,765,992	17	\$7,377,415	167	\$68,143,408
6	Mark C Lowham	TTR Sotheby's International Realty	0.5	\$8,875,000	2	\$57,000,000	2.5	\$65,875,000
7	Alejandro Luis A Martinez	RE/MAX Elite Services	59	\$22,862,364	119.5	\$41,104,456	178.5	\$63,966,824
8	Michael W Rankin	TTR Sotheby's International Realty	16.5	\$39,600,500	7	\$18,975,500	23.5	\$58,576,000
9	Nurit Coombe	RE/MAX Elite Services	28.5	\$21,553,450	49.5	\$36,747,716	78	\$58,301,164
10	Hans L Wydler	Compass	22.5	\$27,864,450	18	\$30,154,000	40.5	\$58,018,448
11	Russell A Firestone III	TTR Sotheby's International Realty	4	\$51,082,000	4	\$6,222,000	8	\$57,304,000
12	Nathan J Guggenheim	Washington Fine Properties, LLC	25	\$20,307,300	38.5	\$35,259,400	63.5	\$55,566,700
13	David R Getson	Compass	13.5	\$11,545,006	58.5	\$42,498,548	72	\$54,043,556
14	Trent D Heminger	Compass	65.5	\$42,887,900	14.5	\$10,530,638	80	\$53,418,536
15	Mary Anne Kowalewski	KOVO Realty	70	\$35,584,368	28	\$14,757,993	98	\$50,342,360
16	Wendy I Banner	Long & Foster Real Estate, Inc.	20.5	\$22,120,550	27	\$27,961,150	47.5	\$50,081,700
17	Dana Rice	Compass	23	\$25,499,800	24.5	\$24,527,550	47.5	\$50,027,352
18	Brian Wilson	EXP Realty	77	\$42,586,072	10	\$6,030,900	87	\$48,616,972
19	Christine R Reeder	Long & Foster Real Estate, Inc.	72	\$25,453,580	62	\$22,296,490	134	\$47,750,068
20	Kira Epstein Begal	Washington Fine Properties, LLC	19	\$14,055,000	29	\$32,741,500	48	\$46,796,500
21	Jonathan S Lahey	RE/MAX Fine Living	58	\$24,959,004	52.5	\$21,812,680	110.5	\$46,771,684
22	Eric P Stewart	Long & Foster Real Estate, Inc.	53	\$39,844,936	8	\$6,423,500	61	\$46,268,440
23	Erich W Cabe	Compass	19	\$19,063,900	24.5	\$25,398,400	43.5	\$44,462,300
24	Kimberly A Cestari	Long & Foster Real Estate, Inc.	23	\$24,957,944	18	\$18,001,376	41	\$42,959,320
25	Troyce P Gatewood	RE/MAX Results	46	\$18,884,244	62	\$23,990,384	108	\$42,874,632
26	Frederick B Roth	Washington Fine Properties, LLC	9.5	\$18,908,500	9.5	\$22,597,500	19	\$41,506,000
27	William Thomas	TTR Sotheby's International Realty	6	\$28,090,000	3	\$13,125,000	9	\$41,215,000
28	Margot D Wilson	Washington Fine Properties, LLC	13	\$30,606,500	3.5	\$9,554,300	16.5	\$40,160,800
29	Andrew Riguzzi	Compass	16	\$12,496,200	20	\$27,371,790	36	\$39,867,992
30	Nathan B Dart	RE/MAX Realty Services	38	\$16,826,670	44	\$22,169,736	82	\$38,996,404
31	Daniel M Heider	TTR Sotheby's International Realty	13	\$21,141,000	14.5	\$17,503,450	27.5	\$38,644,448
32	Marjorie S Halem	Compass	31	\$29,523,266	9	\$9,006,200	40	\$38,529,468
33	Meredith L Margolis	Compass	12	\$15,082,850	24	\$23,419,786	36	\$38,502,636
34	Chelsea L Traylor	Redfin Corp	59	\$35,694,040	3	\$2,763,760	62	\$38,457,800

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Joel S Nelson	Keller Williams Capital Properties	24	\$25,207,950	11	\$11,678,900	35	\$36,886,848
36	James Bass	Real Estate Teams, LLC	58	\$22,957,170	40.5	\$13,755,868	98.5	\$36,713,040
37	Daryl Judy	Washington Fine Properties ,LLC	12	\$20,983,780	14	\$15,663,500	26	\$36,647,280
38	Anne C Killeen	Washington Fine Properties, LLC	15	\$20,639,310	12	\$15,900,500	27	\$36,539,808
39	Sheena Saydam	Keller Williams Capital Properties	25	\$12,902,025	42	\$23,300,074	67	\$36,202,100
40	Mehrnaz Bazargan	Redfin Corp	56	\$33,793,532	2	\$2,020,000	58	\$35,813,532
41	Antonia Ketabchi	Redfin Corp	12	\$8,423,000	33	\$27,089,200	45	\$35,512,200
42	Michael R Brennan	Compass	20	\$23,258,600	11	\$12,247,250	31	\$35,505,848
43	Robert Hryniewicki	Washington Fine Properties, LLC	8.5	\$15,801,238	7	\$19,194,000	15.5	\$34,995,236
44	Mandy Kaur	Redfin Corp	67	\$29,329,290	12	\$5,556,500	79	\$34,885,792
45	Margaret M Babbington	Compass	12	\$10,625,650	32.5	\$24,102,210	44.5	\$34,727,860
46	Hazel Shakur	Redfin Corp	84	\$34,043,000	1	\$530,000	85	\$34,573,000
47	Tim Barley	RE/MAX Allegiance	16	\$14,129,278	24	\$20,254,000	40	\$34,383,276
48	Jacob Taylor	Blue Valley Real Estate	86	\$33,474,750	4	\$735,675	90	\$34,210,424
49	Michelle C Yu	Long & Foster Real Estate, Inc.	31	\$24,433,750	11.5	\$9,694,500	42.5	\$34,128,248
50	Tyler A Jeffrey	Washington Fine Properties, LLC	10.5	\$7,965,226	26	\$25,766,300	36.5	\$33,731,524
51	Mark D McFadden	Compass	9.5	\$22,477,500	4	\$10,223,800	13.5	\$32,701,300
52	Jane Fairweather	Long & Foster Real Estate, Inc.	25	\$22,150,250	10	\$10,375,500	35	\$32,525,750
53	Thomas Lindsay Reishman	Compass	33	\$27,117,000	5	\$4,835,000	38	\$31,952,000
54	Lawrence M Lessin	Save 6, Incorporated	80	\$30,504,725	1	\$211,050	81	\$30,715,775
55	Kenneth M Abramowitz	RE/MAX Town Center	32.5	\$12,811,680	36	\$17,602,590	68.5	\$30,414,270
56	Bradley J Rozansky	Long & Foster Real Estate, Inc.	26	\$25,718,730	5	\$4,324,900	31	\$30,043,630
57	Cara Pearlman	Compass	25	\$17,007,264	17.5	\$13,031,200	42.5	\$30,038,464
58	James M Coley	Long & Foster Real Estate, Inc.	17.5	\$17,054,812	18	\$12,887,800	35.5	\$29,942,612
59	Nadia Aminov	Long & Foster Real Estate, Inc.	68.5	\$26,695,750	8	\$2,944,100	76.5	\$29,639,850
60	Sheila R Pack	RE/MAX Roots	68.5	\$20,966,284	26	\$8,614,655	94.5	\$29,580,940
61	Michael B Aubrey	Compass	16.5	\$12,845,100	16	\$16,576,618	32.5	\$29,421,718
62	Pennye Green	Long & Foster Real Estate, Inc.	73.5	\$28,716,250	0	\$0	73.5	\$28,716,250
63	Harrison I Beacher	Keller Williams Capital Properties	18	\$9,585,150	26	\$18,567,400	44	\$28,152,550
64	Kara K Sheehan	Washington Fine Properties, LLC	8	\$17,045,520	5	\$10,920,000	13	\$27,965,520
65	Robert H Myers	RE/MAX Realty Services	21.5	\$12,500,740	25	\$15,389,507	46.5	\$27,890,248
66	Carl G Becker	Premier Properties, LLC	6	\$14,280,000	8	\$13,610,000	14	\$27,890,000
67	Carolyn N Sappenfield	RE/MAX Realty Services	14	\$13,085,500	14	\$14,687,000	28	\$27,772,500
68	Lisa R Stransky Brown	Washington Fine Properties, LLC	22	\$20,127,510	9	\$7,633,500	31	\$27,761,010
69	Brent E Jackson	TTR Sotheby's International Realty	22	\$20,725,250	8.5	\$6,990,000	30.5	\$27,715,250
70	Eric Murtagh	Long & Foster Real Estate, Inc.	12.5	\$24,384,500	2	\$3,307,000	14.5	\$27,691,500
71	Victor R Llewellyn	Long & Foster Real Estate, Inc.	22	\$11,774,600	29	\$15,808,900	51	\$27,583,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Roby C Thompson III	Long & Foster Real Estate, Inc.	20	\$16,650,450	11	\$10,571,691	31	\$27,222,140
73	Maxwell E Rabin	TTR Sotheby's International Realty	11	\$13,410,500	12.5	\$13,800,300	23.5	\$27,210,800
74	Melinda L Estridge	Long & Foster Real Estate, Inc.	16.5	\$15,094,380	21	\$12,079,300	37.5	\$27,173,680
75	Marc Fleisher	Compass	13.5	\$22,396,900	4	\$4,668,000	17.5	\$27,064,900
76	Norman S Domingo	XRealty.NET LLC	55	\$27,024,456	0	\$0	55	\$27,024,456
77	Corey C Burr	TTR Sotheby's International Realty	14	\$18,614,500	7	\$8,305,550	21	\$26,920,050
78	Sina Mollaian	The ONE Street Company	11	\$5,740,677	26	\$20,949,380	37	\$26,690,056
79	Long T Ngo	Redfin Corp	2	\$714,500	49	\$25,962,268	51	\$26,676,768
80	Avi Galanti	Compass	13	\$12,468,500	15.5	\$14,105,800	28.5	\$26,574,300
81	Tamara E Kucik	Tower Hill Realty	39	\$21,284,950	8	\$5,018,500	47	\$26,303,450
82	Carlos A Garcia	Keller Williams Capital Properties	19	\$13,906,400	17	\$12,289,049	36	\$26,195,448
83	Jeffrey M Wilson	TTR Sotheby's International Realty	6.5	\$10,370,998	11	\$15,686,111	17.5	\$26,057,108
84	Tina C Cheung	EXP Realty, LLC	11	\$4,434,000	41	\$21,226,850	52	\$25,660,850
85	Koki Waribo Adasi	Compass	29	\$16,735,419	8	\$8,503,375	37	\$25,238,794
86	Jeremy E Lichtenstein	RE/MAX Realty Services	14	\$18,215,860	6	\$7,010,100	20	\$25,225,960
87	Marin Hagen	Coldwell Banker Residential Brokerage	6	\$8,733,000	11.5	\$16,455,000	17.5	\$25,188,000
88	Thomas S Buerger	Compass	21	\$12,805,648	16.5	\$12,204,100	37.5	\$25,009,748

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
89	Christopher S Burns	TTR Sotheby's International Realty	34	\$18,402,038	11	\$6,335,698	45	\$24,737,736
90	Todd A Vassar	Compass	12	\$9,683,750	17	\$14,922,750	29	\$24,606,500
91	Karen D Rollings	EXP Realty, LLC	35	\$16,860,000	13	\$7,734,399	48	\$24,594,400
92	Kenneth A Grant	RE/MAX Plus	18	\$8,223,150	41	\$16,311,395	59	\$24,534,544
93	Christopher D Ritzert	TTR Sotheby's International Realty	8.5	\$17,434,000	2.5	\$7,040,000	11	\$24,474,000
94	Kimberly A Casey	Washington Fine Properties ,LLC	11	\$16,483,780	2	\$7,950,000	13	\$24,433,780
95	Ross A Vann	Compass	8.5	\$10,372,410	12	\$14,015,400	20.5	\$24,387,810
96	Nancy S Itteilag	Washington Fine Properties, LLC	14	\$21,923,000	1.5	\$2,355,000	15.5	\$24,278,000
97	Robert A Sanders	TTR Sotheby's International Realty	19	\$18,633,224	7	\$5,467,900	26	\$24,101,124
98	Gail E Nyman	RE/MAX United Real Estate	42.5	\$20,117,352	9	\$3,837,500	51.5	\$23,954,852
99	Daniel B Register IV	Northrop Realty, A Long & Foster Company	97.5	\$21,837,618	4	\$1,458,500	101.5	\$23,296,118
100	Kathleen A King	Washington Fine Properties, LLC	8.5	\$9,546,320	10.5	\$13,729,000	19	\$23,275,320
101	Keith James	Keller Williams Capital Properties	4.5	\$1,130,502	53	\$21,939,324	57.5	\$23,069,826
102	Robert G Carter	Compass	7	\$5,653,500	23	\$17,400,374	30	\$23,053,874
103	D'Ann K Lanning	Compass	40	\$22,068,176	2	\$655,000	42	\$22,723,176
104	William Fastow	TTR Sotheby's International Realty	8	\$9,312,500	8	\$13,249,000	16	\$22,561,500
105	Lauren E Davis	TTR Sotheby's International Realty	7.5	\$7,090,500	11.5	\$15,458,000	19	\$22,548,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
106	Mitchell J Toland Jr.	Redfin Corp	49	\$15,457,344	20	\$7,053,835	69	\$22,511,180
107	Andres A Serafini	RLAH Real Estate	10.5	\$8,918,250	24.5	\$13,570,822	35	\$22,489,072
108	Edward Slavis	S&G Realty	26	\$15,248,315	10	\$7,204,000	36	\$22,452,316
109	Lisa C Sabelhaus	RE/MAX Town Center	28	\$12,461,026	21.5	\$9,934,894	49.5	\$22,395,920
110	Patricia G Mills	Charis Realty Group	44	\$16,983,476	20.5	\$5,308,800	64.5	\$22,292,276
111	Katie R Nicholson	Coldwell Banker Residential Brokerage	29	\$16,050,999	12.5	\$6,236,270	41.5	\$22,287,268
112	Rebecca Weiner	Compass	10.5	\$7,791,750	18	\$14,453,940	28.5	\$22,245,690
113	Pamela B Wye	Compass	6.5	\$6,418,000	14.5	\$15,823,375	21	\$22,241,376
114	Marshall Carey	Redfin Corp	34.5	\$20,316,076	2.5	\$1,889,900	37	\$22,205,976
115	Anslie C Stokes Milligan	McEneaney Associates, Inc.	17.5	\$13,463,900	13.5	\$8,708,609	31	\$22,172,508
116	Farrah E Fuchs	Redfin Corp	50	\$18,247,124	8	\$3,657,000	58	\$21,904,124
117	Richard Michael Morrison	Redfin Corp	1	\$735,000	33	\$20,882,048	34	\$21,617,048
118	Katri I Hunter	Compass	9.5	\$5,384,720	25	\$16,223,450	34.5	\$21,608,170
119	Traudel Lange	Compass	8	\$12,486,500	7	\$9,113,500	15	\$21,600,000
120	Thomas K Paolini	Redfin Corp	11	\$7,464,000	21	\$14,077,400	32	\$21,541,400
121	Brittany Allison	Compass	11	\$9,326,900	15	\$12,197,500	26	\$21,524,400
122	Annabel D Burch-Murton	Compass	13	\$13,222,000	7	\$8,184,000	20	\$21,406,000
123	Eva M Davis	Compass	7.5	\$5,399,500	16	\$15,914,290	23.5	\$21,313,790
124	Carmen C Fontecilla	Compass	19	\$9,083,000	24.5	\$12,220,750	43.5	\$21,303,750
125	Jennifer T Chow	Long & Foster Real Estate, Inc.	12	\$12,392,299	7.5	\$8,840,000	19.5	\$21,232,300
126	Stacy M Allwein	Century 21 Redwood Realty	29.5	\$9,297,240	40	\$11,914,355	69.5	\$21,211,596
127	Seth S Turner	Compass	13	\$9,189,700	17.5	\$11,990,400	30.5	\$21,180,100
128	Loic C Pritchett	TTR Sotheby's International Realty	6.5	\$5,589,750	14.5	\$15,537,000	21	\$21,126,750
129	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	17	\$21,123,500	17	\$21,123,500
130	Eric Steinhoff	EXP Realty, LLC	33.5	\$16,710,899	7	\$4,370,000	40.5	\$21,080,900
131	Sarah Jacobs	Washington Fine Properties, LLC	3.5	\$9,260,000	4.5	\$11,795,000	8	\$21,055,000
132	Meredith M Fogle	Old Line Properties	23.5	\$15,950,849	7.5	\$5,022,999	31	\$20,973,848
133	Ginette R. Winston	Winston Real Estate, Inc.	14	\$13,088,000	8	\$7,867,000	22	\$20,955,000
134	Elaine S. Koch	Long & Foster Real Estate, Inc.	22.5	\$14,267,650	8.5	\$6,443,900	31	\$20,711,550
135	Wentong Chen	Libra Realty LLC	15	\$11,721,500	10	\$8,987,000	25	\$20,708,500
136	Michael J Muren	Long & Foster Real Estate, Inc.	35	\$13,590,822	18	\$7,081,687	53	\$20,672,508
137	John T Kirk	Tower Hill Realty	29.5	\$18,862,328	2.5	\$1,707,500	32	\$20,569,828
138	Charles Dudley	Compass	7.5	\$4,588,300	22.5	\$15,927,200	30	\$20,515,500
139	Alecia R Scott	Long & Foster Real Estate, Inc.	28	\$13,973,400	12	\$6,513,300	40	\$20,486,700
140	Joseph Himali	RLAH Real Estate	7	\$6,076,000	14	\$14,362,400	21	\$20,438,400
141	Marjorie R Dick Stuart	Coldwell Banker Residential Brokerage	9	\$11,074,000	9	\$9,334,750	18	\$20,408,750
142	Melissa G Bernstein	RLAH Real Estate	15	\$13,465,000	10	\$6,936,500	25	\$20,401,500

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Elysia L Casaday	Compass	9	\$7,630,000	14	\$12,766,000	23	\$20,396,000
144	Lisa Tucker	Redfin Corp	24.5	\$12,960,932	11	\$7,328,900	35.5	\$20,289,832
145	Bryan Kerrigan	Redfin Corp	41	\$18,443,400	2	\$1,815,000	43	\$20,258,400
146	Elizabeth J D'Angio	Washington Fine Properties, LLC	5	\$10,717,750	3.5	\$9,470,000	8.5	\$20,187,750
147	Alan Chargin	Keller Williams Capital Properties	4	\$2,901,250	28	\$17,272,250	32	\$20,173,500
148	Joan Cromwell	McEneaney Associates, Inc.	8	\$8,838,778	11	\$11,230,499	19	\$20,069,276
149	Ethan F Drath	Washington Fine Properties, LLC	4	\$4,727,500	12	\$15,317,000	16	\$20,044,500
150	John Coleman	RLAH Real Estate	8	\$4,561,000	21.5	\$15,439,645	29.5	\$20,000,644
151	Cheryl R Leahy	Long & Foster Real Estate, Inc.	13	\$13,827,620	6	\$6,132,000	19	\$19,959,620
152	James E Brown	Turning Point Real Estate	19.5	\$10,161,450	18	\$9,795,870	37.5	\$19,957,320
153	Kimberly N Fallin	Redfin Corp	32	\$16,687,900	4	\$3,206,900	36	\$19,894,800
154	Adewemimo D Collins	Redfin Corp	49	\$19,297,600	1	\$533,140	50	\$19,830,740
155	Roma Elhabashy	The Blackstone Real Estate LLC	1	\$275,000	4	\$19,518,788	5	\$19,793,788
156	Leslie B White	Redfin Corp	0	\$0	27	\$19,747,800	27	\$19,747,800
157	Matthew U Dubbaneh	The ONE Street Company	7	\$4,022,000	30	\$15,338,500	37	\$19,360,500
158	John M Barry Jr.	Compass	16	\$12,239,998	7	\$7,086,500	23	\$19,326,498
159	Monica Bryant	Redfin Corp	47	\$17,441,280	4	\$1,876,500	51	\$19,317,780
160	Daniel J Whitacre	Colony Realty	34	\$11,021,500	27	\$8,232,300	61	\$19,253,800
161	Stuart N Naranch	Redfin Corp	0.5	\$136,225	26	\$19,106,400	26.5	\$19,242,624
162	Cameron H McFadden	Compass	7.5	\$16,631,500	1	\$2,375,000	8.5	\$19,006,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Lee Murphy	Washington Fine Properties, LLC	5	\$4,936,400	11	\$14,031,900	16	\$18,968,300
164	Joseph M Poduslo	TTR Sotheby's International Realty	12	\$10,812,500	7	\$8,148,500	19	\$18,961,000
165	Anthony Mason	Keller Williams Capital Properties	29	\$15,443,950	7	\$3,516,265	36	\$18,960,216
166	Nicole Roeberg	Redfin Corp	5.5	\$3,402,000	24	\$15,352,999	29.5	\$18,755,000
167	Andrew J Hopley	Keller Williams Realty Centre	25.5	\$10,912,125	17	\$7,822,000	42.5	\$18,734,124
168	Russell E Chandler	Redfin Corp	32	\$12,148,896	11	\$6,448,100	43	\$18,596,996
169	Amanda M Lasko	Redfin Corp	25	\$15,386,801	4	\$3,110,000	29	\$18,496,800
170	Casey C Aboulafia	Compass	4.5	\$3,182,045	17.5	\$15,242,531	22	\$18,424,576
171	William T Gossett	Washington Fine Properties, LLC	9	\$14,752,500	3	\$3,635,000	12	\$18,387,500
172	Jubril O Wilson	Bennett Realty Solutions	31	\$14,143,843	9	\$4,239,591	40	\$18,383,434
173	Mansour F Abu-Rahmeh	Compass	5	\$2,770,050	15.5	\$15,594,125	20.5	\$18,364,176
174	Ruby A Styslinger	Redfin Corp	4	\$2,524,000	24	\$15,782,500	28	\$18,306,500
175	Joshua D Ross	RE/MAX Realty Services	8	\$7,394,500	14.5	\$10,860,900	22.5	\$18,255,400
176	Elizabeth M Lavette	Washington Fine Properties, LLC	6.5	\$10,583,500	4	\$7,569,220	10.5	\$18,152,720
177	Nicholas W Poliansky	RE/MAX United Real Estate	40.5	\$14,266,699	13	\$3,860,000	53.5	\$18,126,700
178	Nathan B Ward	Compass	12	\$7,337,550	16	\$10,761,300	28	\$18,098,850
179	Rex Thomas	Samson Properties	3.5	\$1,477,950	32	\$16,543,608	35.5	\$18,021,558

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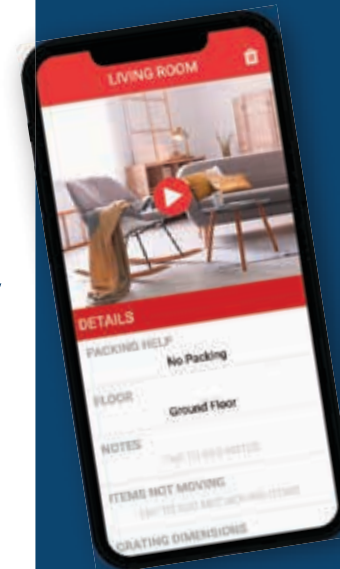
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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Melanie M Hayes	TTR Sotheby's International Realty	6	\$7,171,500	5	\$10,720,000	11	\$17,891,500
181	Jacqueline T Appel	Washington Fine Properties, LLC	5	\$5,386,000	5	\$12,445,000	10	\$17,831,000
182	Thomas A Keane	Washington Fine Properties, LLC	5	\$11,717,000	4.5	\$6,047,500	9.5	\$17,764,500
183	Mynor R Herrera	Keller Williams Capital Properties	24.5	\$11,871,750	16	\$5,803,825	40.5	\$17,675,576
184	Sam N Solovey	Compass	11	\$9,372,674	8	\$8,268,750	19	\$17,641,424
185	Judy G Cranford	Cranford & Associates	9.5	\$5,631,401	15	\$12,000,000	24.5	\$17,631,400
186	Eric M Broermann	Compass	13	\$9,822,306	9.5	\$7,755,995	22.5	\$17,578,300
187	Lenore G Rubino	Washington Fine Properties, LLC	8	\$7,796,350	8	\$9,773,000	16	\$17,569,350
188	Justin Thomas DiFranco	TTR Sotheby's International Realty	10	\$17,119,000	1	\$442,500	11	\$17,561,500
189	Maribelle S Dizon	Redfin Corp	9	\$4,833,990	25	\$12,709,895	34	\$17,543,884
190	Laura W Steuart	Compass	4	\$5,316,000	7	\$12,151,800	11	\$17,467,800
191	Kimberly M Dixon	Redfin Corp	34	\$15,978,350	3	\$1,462,000	37	\$17,440,350
192	Asif Qadir	RE/MAX Premiere Selections	14	\$8,245,500	15	\$9,142,499	29	\$17,388,000
193	Jeffrey E Sachse	TTR Sotheby's International Realty	4.5	\$6,624,500	11.5	\$10,605,000	16	\$17,229,500
194	Carolyn H Jordan	Go Brent, Inc.	16	\$9,904,188	13	\$7,248,000	29	\$17,152,188
195	Samer H Kuraishi	The ONE Street Company	12.5	\$8,585,300	6.5	\$8,271,750	19	\$16,857,050
196	Marc Bertinelli	Washington Fine Properties, LLC	5.5	\$8,244,011	5	\$8,612,750	10.5	\$16,856,760
197	Daniel W Hozhabri	Keller Williams Realty Centre	33.5	\$11,858,434	14.5	\$4,980,550	48	\$16,838,984
198	Rina B. Kunk	Compass	12	\$11,211,757	7	\$5,563,990	19	\$16,775,747
199	Anna D Mackler	Long & Foster Real Estate, Inc.	7.5	\$6,180,200	16	\$10,592,000	23.5	\$16,772,200
200	Marian Marsten Rosaaen	Compass	5.5	\$4,713,000	16	\$12,056,000	21.5	\$16,769,000
201	Cynthia L Howar	Washington Fine Properties, LLC	7.5	\$14,764,000	2	\$1,975,000	9.5	\$16,739,000
202	Leslie C Friedson	Compass	12.5	\$9,315,250	8.5	\$7,387,250	21	\$16,702,500
203	Robert Crawford	Washington Fine Properties, LLC	13.5	\$9,998,726	7.5	\$6,676,999	21	\$16,675,724
204	Matthew C Patterson	Redfin Corp	15	\$5,790,000	23	\$10,867,900	38	\$16,657,900
205	Nicholas P Chaconas	Redfin Corp	36.5	\$15,578,000	2	\$1,062,400	38.5	\$16,640,400
206	David M Wagner	RE/MAX Realty Centre, Inc.	14	\$5,417,150	19	\$11,214,334	33	\$16,631,484
207	John L Lesniewski	RE/MAX United Real Estate	33.5	\$13,486,051	6	\$3,139,340	39.5	\$16,625,391
208	Rory Oblatz	Redfin Corp	0	\$0	25	\$16,624,599	25	\$16,624,599
209	David DeSantis	TTR Sotheby's International Realty	7.5	\$7,958,139	8	\$8,541,500	15.5	\$16,499,638
210	Robert J Krop	RE/MAX Plus	21.5	\$7,564,900	30	\$8,896,437	51.5	\$16,461,337
211	Justin Kitsch	TTR Sotheby's International Realty	7.5	\$8,029,000	9	\$8,429,000	16.5	\$16,458,000
212	Andrew Essreg	RLAH Real Estate	5	\$2,774,750	26	\$13,657,844	31	\$16,432,594
213	Donna Mank	Compass	10	\$7,364,500	9.5	\$9,029,277	19.5	\$16,393,777
214	Jennifer K Knoll	Compass	5	\$6,209,000	8	\$10,106,500	13	\$16,315,500
215	Lisa J Plushnick	RE/MAX Realty Group	9	\$6,888,800	10	\$9,344,000	19	\$16,232,800
216	Elizabeth S Hitt	RE/MAX Realty Group	17	\$8,338,800	15	\$7,888,889	32	\$16,227,689

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Robert Jenets	Stuart & Maury, Inc.	12	\$12,048,888	2	\$4,169,000	14	\$16,217,888
218	Brian O Hora	Compass	3.5	\$3,186,511	14	\$12,872,300	17.5	\$16,058,810
219	Carly N Guirola	Redfin Corp	3	\$1,750,000	29	\$14,283,400	32	\$16,033,400
220	Maureen C Weaver	Compass	11.5	\$8,546,500	7	\$7,406,000	18.5	\$15,952,500
221	Rheetuparna Pal Mahajan	Redfin Corp	2	\$800,000	25	\$15,128,915	27	\$15,928,915
222	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	18	\$6,218,630	33	\$9,627,730	51	\$15,846,360
223	Joshua J Harrison	Compass	6	\$5,242,975	7	\$10,504,200	13	\$15,747,174
224	Justin Tanner	RE/MAX Allegiance	10	\$8,185,400	12	\$7,500,500	22	\$15,685,900
225	Reginald E Harrison	Redfin Corp	10	\$3,845,900	23	\$11,839,990	33	\$15,685,890
226	Gladwin S D'Costa	Maryland REO Realty, LLC	65	\$15,621,654	0	\$0	65	\$15,621,654
227	Cheryl A Kurss	Compass	4.5	\$3,578,000	8	\$11,951,000	12.5	\$15,529,000
228	Judith A Seiden	Berkshire Hathaway Home Services PenFed Realty	12	\$11,574,850	4	\$3,936,823	16	\$15,511,673
229	Roman Mychajliw	Long & Foster Real Estate, Inc.	43	\$15,503,546	0	\$0	43	\$15,503,546
230	Valeriia Solodka	Redfin Corp	0	\$0	24	\$15,492,400	24	\$15,492,400
231	Todd C Harris	Long & Foster Real Estate, Inc.	7.5	\$6,763,350	9	\$8,692,500	16.5	\$15,455,850
232	Jill C Coleman	RE/MAX Realty Centre, Inc.	26	\$10,975,390	9	\$4,469,630	35	\$15,445,020
233	Amy E Wease	RLAH Real Estate	4	\$2,024,999	16	\$13,338,150	20	\$15,363,149

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

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Christopher J Carr	Simple Choice Realty, Inc.	32	\$15,357,560	0	\$0	32	\$15,357,560
235	Shahram Aalai	Compass	11	\$7,098,500	8	\$8,256,000	19	\$15,354,500
236	Sebastien Courret	Compass	6.5	\$5,822,500	8	\$9,531,000	14.5	\$15,353,500
237	Charles P Gilroy	Redfin Corp	33	\$14,836,275	1	\$515,000	34	\$15,351,275
238	Shierra Houston	XRealty.NET LLC	42	\$15,339,600	0	\$0	42	\$15,339,600
239	Mary G Ehrgood	Washington Fine Properties, LLC	2	\$7,795,000	4	\$7,531,750	6	\$15,326,750
240	Michael J Alderfer	Redfin Corp	2	\$1,560,000	18	\$13,737,959	20	\$15,297,959
241	Alyssa A Crilley	Washington Fine Properties	9	\$8,601,260	5	\$6,674,260	14	\$15,275,520
242	Lee E Arrowood	TTR Sotheby's International Realty	4	\$10,360,500	2	\$4,864,020	6	\$15,224,520
243	Amalia B Morales Garicoits	RLAH Real Estate	3.5	\$2,735,000	17	\$12,477,700	20.5	\$15,212,700
244	Sean M Der	Alpha Realty, LLC.	8	\$2,774,900	24	\$12,422,185	32	\$15,197,085
245	Ronald S Sitrin	Long & Foster Real Estate, Inc.	14	\$14,224,500	2.5	\$936,500	16.5	\$15,161,000
246	Dana S Scanlon	Keller Williams Capital Properties	10	\$7,486,013	14	\$7,663,000	24	\$15,149,013
247	Teresa M Burton	Long & Foster Real Estate, Inc.	13.5	\$9,702,500	6	\$5,398,000	19.5	\$15,100,500
248	Deborah C Cheshire	Long & Foster Real Estate, Inc.	10	\$8,516,800	10	\$6,554,000	20	\$15,070,800
249	Barbara A Ciment	Long & Foster Real Estate, Inc.	22.5	\$8,933,042	14	\$6,052,900	36.5	\$14,985,942
250	Daniel F Metcalf	Long & Foster Real Estate, Inc.	21	\$13,569,190	2	\$1,310,000	23	\$14,879,190

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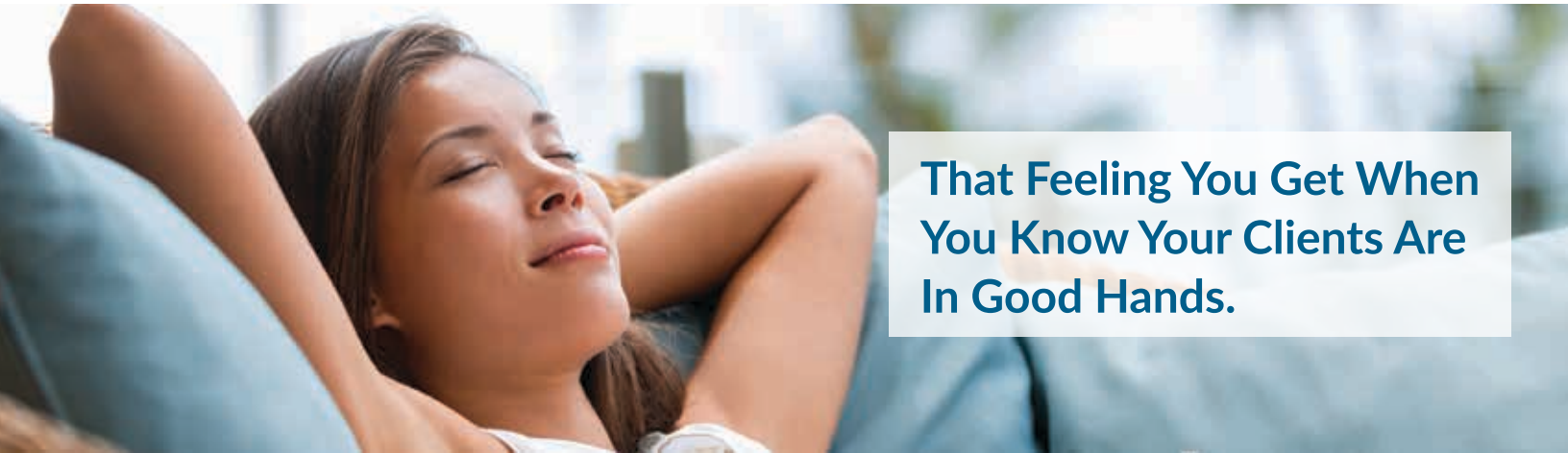
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