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Four Essential Tips For Remote Work



Remote work has become more and more popular and accepted over the last few years, and is now more necessary than ever before. This type of work requires different skills and processes to be effective. Remote work can make you more vulnerable to distraction, and with no supervisor or coworkers to hold you accountable, it's more important than ever to be self-motivated. Here are four tips for improving you and your team's remote work efficiency.

- **Pick the right location.** One of the benefits that an office building has is that you mentally associate it with work. In contrast, working at your kitchen table or on your couch can make it harder to focus, because your mind associates those places with other, non-work activities. To counter this, it's useful to dedicate an area in your home for work. Make sure you're protected from distractions (having a door to close can be invaluable in a home shared with children, pets, or a partner) and that your workspace is as ergonomic as possible. And of course, if some obstacles in your home are too great, you can always utilize spaces like coffee shops, public libraries, or even public parks to get a change of scenery.
- **Prevent distraction.** When working from home, it's all too easy to realize that the dishes need doing, or errands need running, or some other distraction. Make good use of “do not disturb” mode on your phone, and try to group meetings or Zoom calls together so they don't interrupt periods of focused work. Others may expect you to be available because you're not “at work” in a traditional sense, so make sure to set and enforce boundaries for when you're unavailable.
- **Schedule for your rhythms.** Everyone's internal rhythms are different, and since you don't necessarily have to abide by normal office hours, you can boost productivity by customizing your schedule to your personal strengths. If you're someone who is most effective in the morning, set an early alarm and get to work right away, saving the afternoon for meetings, calls, and “busywork” tasks like paperwork and emails. If you prefer to work later in the day, you can get housework and personal obligations out of the way earlier and then settle in for focused work after lunch.
- **Prioritize communication.** Communication is already one of the most important professional skills you can have, but it becomes even more crucial when working remotely. Removing in-person communication from the table can create communication breakdown unless you work to counter it with proactive communication. Schedule those Zoom meetings with your team and clients just as you would have scheduled in person meetings in the past. Regardless of how tempting it may be, the key to effective remote work is not allowing yourself to take it any less seriously than working from an office. Set a regular schedule and treat it with all the same gravity that you would treat work in any other setting. You can win yourself a lot of time and flexibility by working from home, but only if you make sure that you're working just as efficiently as you would at the office.

Don't forget to schedule a Zoom call with your Favorite Mortgage Banker:

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▶▶ publisher's note

GROWING OUR community

DC Metro Real Producers is growing rapidly, and I wanted to take a second to show my gratitude. The love and support from our Realtors® and partners has been overwhelming. The growth and value we plan on adding in the future is to better assist each and every one of you!

THE HELPERS

This month, in honor of those in our Real Producers community who are reaching out and making a difference for others during the pandemic, we are launching the first of a series of stories on top agents and partners who are stepping up and giving back in a variety of thoughtful and creative ways. Please check out a few of these special people and their inspiring initiatives in our special section, "The Helpers," on pages 57-62 in this month's publication.

OUR REALTOR®-PARTNER PLATFORM

We have also been busy working on fine-tuning our preferred partner list. These businesses support *DC Metro Real Producers* in an array of different ways. I have gotten some great feedback from agents and partners about the relationships formed from our *Real Producers* platform. They've shared that it has provided more opportunities and different ways to close more deals. Please check out our excellent and valued industry partners on the facing page and on our Preferred Partners Index on page 8. They are here to help in any way possible and are looking forward to meeting you in the near future!

I am here and available to assist you in any way I can as well. Angela Clemons and I love personality matching and helping forge meaningful relationships between two mutually beneficial parties. Don't be shy, reach out to me on my cell at 313-971-8312 or to Angela at 301-346-2307. Text/call us whenever, and let's all grow together!

CHALLENGE: I challenge you to provide me with one thing you would like to see in *DC Metro Real Producers*. It could be as simple as a different type of article, funny stories, unique experiences, or even hosting creative masterminding events. Email me at Kristin.Brinkley@realproducersmag.com. This platform is exclusively for you, as leading experts in the real estate industry, and I want to get your feedback on how to constantly improve.

With gratitude,

With love and gratitude,



Kristin Brindley
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AROUND THE DC METRO REAL PRODUCERS COMMUNITY

Since we haven't been able to see everyone in person at an event in a while, it was awesome to get out and about in the community to deliver framed copies of their articles to the incredible agents and partners who've graced our pages. —Angela Clemons, Events Manager



Be on the lookout for emails from events@dcmetrorealproducers.com regarding our upcoming events this fall. We hope to see everyone soon!

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Did you take a vacation this summer?

What is your favorite summer vacation memory?



CHRIS REEDER
LONG & FOSTER REAL ESTATE

No time for vacations! What a busy market!



MARYAM REDJAE
CASADAY ALLISON GROUP AT COMPASS

Since we are not taking a summer vacation this year...we were supposed to be in Peru and the tour was canceled. We are still reminiscing in our memories of visiting Italy last summer with our kids. It was my husband and my seventh time visiting the country, but the first time we brought back our teenagers to show them ROME. Then, we went to Naples, then along the Amalfi coast to visit Capri, then took the train to Florence! It was an amazing experience and the kids simply loved it!



MALIA TARASEK
LUCIDO AGENCY AT
KELLER WILLIAMS CAPITAL PROPERTIES

No vacation plans this year. My family typically takes a trip with our dogs to Rehoboth Beach. Looking forward to going next year!



GITIKA KAUL
KAUL HOME GROUP AT COMPASS

We went to the beach for a week and it was just what this family needed. Not too long to be stressed about being away from clients, but long enough to watch my boys (four and six years old) build sandcastles and drink juice boxes on the beach...while I let that ocean breeze sweep me away!



AIDEN BERRI
THE ONE STREET COMPANY

We did not take a vacation this summer, no. We did, however, buy a vacation home in the Shenandoah Valley just last week



DANNY MARTIN
DANNY MARTIN TEAM AT
KELLER WILLIAMS THREE BRIDGES

Mini-vacays. Beach, for sure.

Our favorite vacation memory was that of summer 2019. We took the train to NYC, stayed one night at the new TWA Hotel connected to JFK Airport. An absolute must for any aviation or '60s geek. We then flew out from JFK and headed to Amsterdam, London, and Lisbon for a two-week vacation. Yeah, we will never forget that one.



LISE HOWE
THE LISE HOWE GROUP AT
KELLER WILLIAMS CAPITAL PROPERTIES

We are doing a family vacation with a beach house at Cape Cod. Easy to get to, with a beach in our front yard. Looking forward to blue skies and breezes, which we don't get in August here.

My best summer memory is probably the feel of staying in a motel somewhere and swimming in the pool at night. Hot summer weather, the cool water and blue lights of the pool.



KATHLEEN SLAWTA
STUART & MAURY REALTORS®

Yes, we took a vacation this summer (a working vacation, of course) at our cottage on our small lake in very rural PA. Quiet and peaceful.

Favorite memory was watching two little bear cubs scooting up a nearby tree while the mama bear watched!



JOAN CROMWELL
MCENEARNEY ASSOCIATES

No vacation for me this summer. It seems prudent to stay put.

My favorite vacation was either Morocco or India. Both places were so exotic to me. The bright colors, the artisans, and the lovely people made the trip special.



RITA ILG
LONG & FOSTER REAL ESTATE

Vacations, no matter what time of year, are fabulous. A time to unwind... But summer vacations in the mid-Atlantic mean a day of catching crabs on the Chesapeake Bay or from one of our many rivers or streams...then steaming them. Yum! Wonderful time spent with those that mean so much. Enjoy your time.



LUKAS IRAOLA
HOME KEYS TEAM AT COMPASS

I was fortunate enough to go to the beach with my family this summer. My younger brother, best friend, and I biked 109 miles from D.C. to Dewey Beach, so jumping in the ocean and having a beer was a pretty incredible moment. I'd have to say that was the highlight of my summer.



BRANDON HOFFMAN
REDFIN CORP.

I have not taken a summer vacation yet. However, I have been taking my family to Corolla in the Outer Banks, and this year will be our 10th straight summer in Corolla. Once, while surf fishing with my son, we caught a stingray. Unhooking it was quite the challenge!

We leave in August for two weeks and I take this time to recharge the batteries.



BRITTANY FLOHR
TROYCE GATEWOOD & PARTNERS AT
RE/MAX RESULTS

I was able to travel to Aruba earlier this year for the first time and it was a fantastic experience! My favorite memory was the food and the gorgeous beaches.



DAN CUMBERLAND, JR.
MOYER & SONS MOVING & STORAGE

The family and I were lucky enough to spend a week at Sandbridge Beach, in VA. Great, local feel, with a natural beach and more than enough room to social distance. The best part of the week was being able to sit by the ocean and hear the waves crashing while we helped the boy build sandcastles under the umbrella. Truly priceless time.



Marlene Campini

& Old Republic Home Protection

People Helping People

▶ partner spotlight

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

“Courage starts with showing up and letting ourselves be seen.” —Brene Brown

“Our reputation is our business, and how we protect it is important to our growth,” Marlene Campini begins. “Integrity is the moral compass from which I draw inspiration and how I view my business goals.”

Home warranties are one of the most overlooked options in a real estate transaction, and yet, according to Marlene, homes listed with a warranty tend to command a higher price and sell faster than their counterparts. Explaining the benefits of a home warranty to buyers helps to outfit them with what they need to protect their biggest asset: the home they live in.

“[Explaining the benefits of a home warranty] shows that you care and you have the client’s best interest at heart,” Marlene says. “Your business grows from referrals, and what better way to establish it?”

Marlene has found success by leading with integrity, honesty, and vulnerability. As Brene Brown so eloquently states, “Courage starts with showing up and letting ourselves be seen.” Marlene seeks to live this truth every day.

By surrounding herself with like-minded individuals who continually strive for doing business with integrity, Marlene has built a network of supportive partners that do business with the same level of transparency that she aspires to herself.



From Real Estate Sales to Home Warranty

Before landing a position as an account executive with Old Republic Home Protection, Marlene worked as a real estate agent for over four years. Marlene has always known that helping others is where she finds her greatest satisfaction, and when she was approached by Old Republic with an opportunity to join the company, it felt like a perfect fit.

“It seemed a natural progression,” Marlene explains. “I did my home-

work in understanding the driving force behind Old Republic and knew that they were ‘home’ for me.”

Old Republic Home Protection is a 45-year-old home warranty company based out of California. Their mission is to provide the best coverage possible, with a “people helping people” mindset.

“We take pride in extending a superior customer experience in all facets of the transaction — from the agent to the plan holder [client] to the contractor,” Marlene explains. “We



“It makes talking about my product that much easier,” she says. “This, combined with my personal goal to be the best that I can in every situation, makes for a win-win for everyone.”

A Personal Touch

Marlene learned from her many years in sales that while the value in her product is essential, it’s not everything. She knows that the service that she brings to the table is what truly separates her from her peers. Marlene brings a personal touch to everything she does.

“My biggest win-win is building the relationship to a point where there is a deep, mutual trust and respect. Knowing that I will always do my best to make things right is my biggest message,” Marlene explains.

“Being a part of the team,” she continues, “is super important. I appreciate it when an agent sees the value I can bring to their business. I have sat chair-side at our home office and listened to plan holder calls. When I hear the relief in a plan holder’s voice because we have been able to help them, it makes doing what I do so much more valuable.”

Marlene’s own definition of success goes far beyond amassing material wealth. For her, success is all about perseverance, integrity, and a desire to put a smile on the face of another.

“I find success in knowing that as many times as I have fallen, I still get back up. Success is knowing that my kids have become loving and caring young adults who want to always do better and be better. Success is knowing that I made someone smile. Success is a journey that never ends. Our failures are not what define us, but how we navigate those times is the cultivator of our future success.”

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



Marlene Campini has lived in Howard County, Maryland, most of her life—and 24 years of it in Historic Ellicott City (which she affectionately calls “the heart of quaintness”), home to the oldest railroad station in the U.S.



provide an industry-leading home warranty plan with the most comprehensive coverage.”

Marlene credits the stability and reputation of Old Republic for a lot of her success.

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 PRESENTS

Golden Nuggets



JASON MARTIN
Keller Williams Capital Properties
 “My guess is that all of our biggest challenges face us in the mirror every day. When we focus on self-improvement, everyone around us will reap the benefits. Once I finally grasped this concept, the world opened up.”



NIKKI PATTERSON
Samson Properties
 “The most important part of the process is to earn [my clients’] trust through demonstrating that I can be trusted. In some instances, this has led to some clients not selling or purchasing, but in turn, it has led to more referrals than I could have imagined.”



CAROLINE ASLAN
Long & Foster Real Estate
 “First-time buyers are a particular favorite of mine, and I make it my personal goal to ensure that they feel empowered and knowledgeable throughout the process... My biggest win was probably my smallest transaction.”



MARLENE CAMPINI
Old Republic Home Protection
 “Our reputation is our business, and how we protect it is important to our growth. Integrity is the moral compass from which I draw inspiration and how I view my business goals.”



GITIKA KAUL
Compass
 “I know I am exactly where I am supposed to be and that there are immense opportunities for learning even when things don’t go exactly as planned. The not-knowing-everything is the joy of the journey.”

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MASTER THE MEDIA



THE MAKING OF A GREAT HEADLINE

By **Christina Daves**

Are your headlines attracting people's attention?

There is a ton of noise everywhere we turn — on the internet, social media, and in the media. It's vital that you stand out to potential buyers and sellers and also to the media.

Knowing how to write great headlines will help you stand out from the crowd. Here are some tips to help:

1. Ask a question to engage your audience and get them thinking about something.
2. Focus on benefits vs. features. Benefits strike an emotional chord.
3. People make decisions based on emotion, so aim for a feeling.
4. Just the facts. Do you have a provocative fact to put in your headline?
5. Inspire! A headline with a "you can do this" theme is attractive to a reader.
6. Share mistakes, misconceptions or myths. Negative headlines draw more attention.
7. Use strong, powerful words that evoke emotion.

Here are some formulas to use:

1. 7 Ways to [do something]
2. [Question/Problem]? Here's How to Fix It
3. Warning: [address an industry problem]
4. How to [] Without [objectionable action]
5. The Ultimate Guide to []

A great place to find appealing headlines is magazine covers. We purchase these as an impulse in a checkout line. Magazine copywriters are some of the highest-paid in the industry, so see what they are doing to capture your attention. Using catchy headlines will help you capture the attention of potential sellers and buyers. Take the time to plan out your headlines so your content and your media pitches get read.



Christina Daves
PR for Anyone®

Christina Daves is the founder of

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



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Teach Them How To THINK (Not Just How To DO)

Agents call me *all the time* to ask about how to “train my assistant.” And what they mostly want to know is how to quickly and easily teach them things like:

- How to put a listing in MRIS
- Transaction Coordination
- How to create a brochure
- Social Media and Marketing
- How to create a drip campaign for leads
- Doing client events
- How to manage their CRM
- How to put order in their chaos

In other words, they want them to learn how to DO.

What they *don't* ask (and they forget to *do*) is to teach their assistants how to THINK.

HERE ARE 4 WAYS TO TEACH YOUR ADMIN HOW TO THINK:

1. DON'T BE THE ONE WITH ALL THE ANSWERS

It's so much faster to give people answers than it is to help them discover the answers on their own. That's why many agents make this mistake. But if you are the one with all the answers, your admin will not be resourceful, independent, or creative. If all trails lead back to you, you may feel important, but you will also be bogged down.

Instead, help them know where to look for answers. Ask them what they would do to solve the problem or create the system. And when you do need to provide an answer, take them through your thought process. Answer the WHY along with the WHAT.

2. PROACTIVELY ASK FOR THEIR OPINIONS AND SUGGESTIONS

This sends the message that you actually care about what they think. When you ask, listen, and actually

implement things they suggest — your admin will spend more time thinking through things, looking for problems to solve, and finding great answers instead of just “checking off the boxes” of a task list. For example, instead of blindly following a listing to-do list, they might put themselves in your clients' shoes and think of a new way to wow them.

3. OPEN DOORS TO BIG THINKERS

If you're part of *Real Producers*, then you're part of a high-minded, elite network of big thinkers. You probably mastermind, network, and learn from many of the other Realtors® in the community. Open the door to big thinking for your Ops Boss™. Take them *with* you or invite them to join in when you are masterminding. Introduce them to other top-notch per-

formers who are “behind the scenes.” Encourage them to start their own operations mastermind group. If “*you're the average of the five people you spend the most time with,*” who is your Ops Boss™ spending time with? (This is one reason Ops Bosses™ love coming to our annual Leader Retreat in Northern VA in October. They get to meet other high achievers and find their own “tribe”!)

4. ASK GREAT QUESTIONS

Instead of only asking your assistant questions about their work “in” the business, ask them questions and set goals around their work “on” the business. Ask open-ended thought questions, not just task-oriented questions. For example:

- What was challenging at the beginning of the year, which is no longer challenging?
- What have you learned about yourself this year?

- What have you learned about the business this year?
- What is one thing you will do differently between now and year-end that will make a BIG impact on the business?
- What is one system you can implement before year-end that will make your life easier?
- What is one system you can implement that will make our clients raving fans?
- How have you adjusted your mindset and routine as a result of coronavirus so that we are both better equipped to handle the “next normal” — whether that's industry changes, another virus, technology advances, or something as yet unknown?
- What is your favorite accomplishment this year and why?
- What should we keep doing, stop doing and start doing?

BOTTOM LINE: Assistants who know how to THINK can DO much more. They problem solve faster and better, they take more off your plate, they become *partners* in growing your business. An Ops Boss™ is *much* more than an “average assistant.” And knowing how to THINK is one of the hallmarks.



Christy Belt Grossman is the 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. Ops Boss Coaching™ provides classes, a video resource center, group coaching, 1:1 coaching, and an annual conference focused on real estate operations professionals. More Info: OpsBossCoaching.com. Contact: Christy@OpsBossCoaching.com



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By Zachary Cohen
Photos by Ryan Corvello Photography

SUPPORTING FAMILIES & PATIENTS WITH RENAL MEDULLARY CARCINOMA

Meet Nikki Patterson, of Monumental Properties Group at Samson Properties. Nikki's nephew, Tyquise "Ty" Brooks, was diagnosed with renal medullary carcinoma (RMC) at the age of 20. At the time, Ty was serving in the Navy and, except for some lingering back pain, he was healthy prior to his diagnosis.

"Ty was treated in the military infirmary for the back pains with normal pain killers and told to rest and take it easy for a few days," Nikki recalls. "As his pain increased and our family sought additional answers — and after a few additional weeks of appointments, testing, and research by medical professionals — Ty was diagnosed with RMC. Our lives, as we knew them, changed."

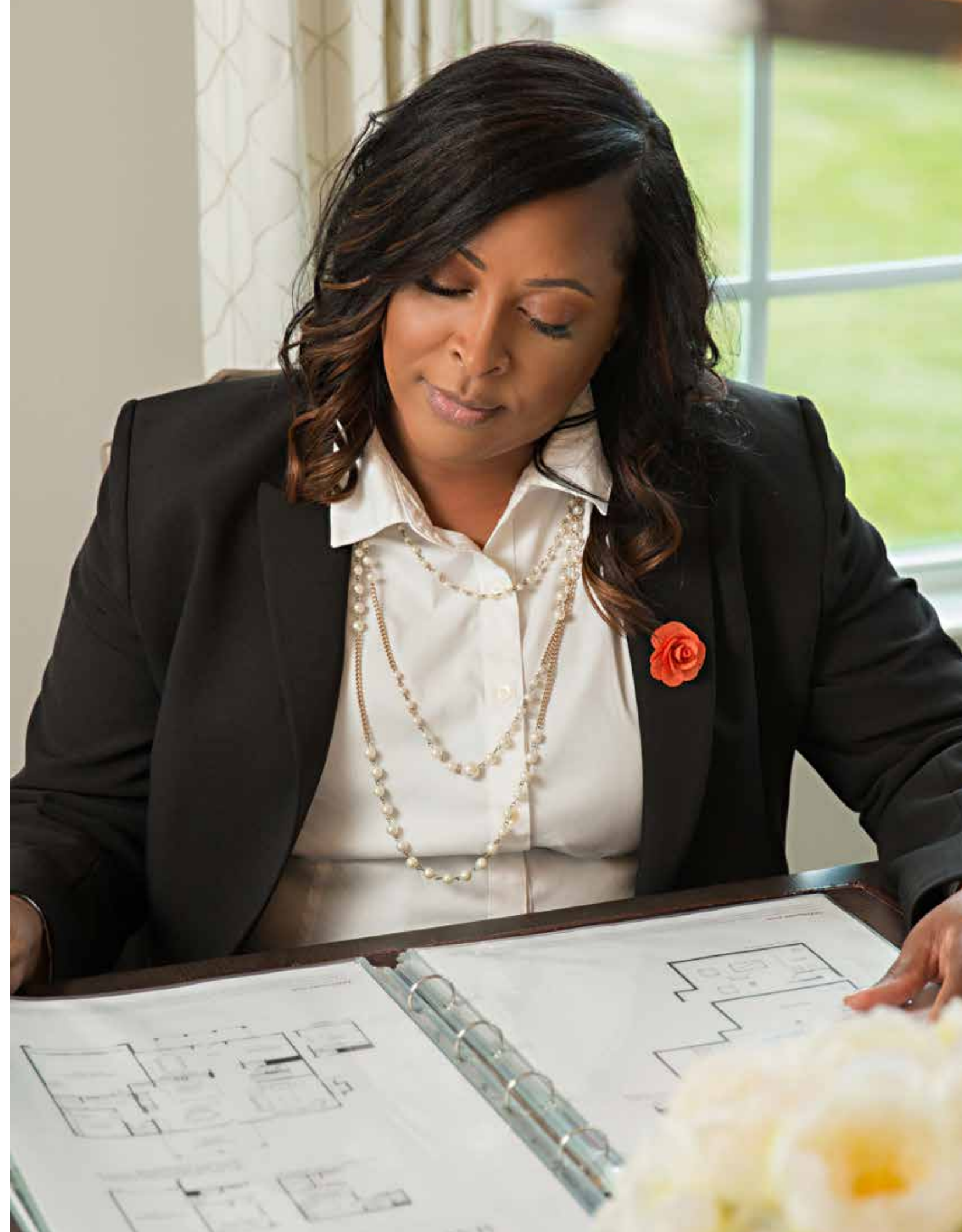
Renal medullary carcinoma, also known as RMC, is an aggressive form of kidney cancer. It typically affects young adults, most often of African

descent, and is associated with the sickle cell trait.

Following Ty's diagnosis, Nikki and her family spent countless hours researching this rare cancer. In their research, they came across RMC, Inc. Through their connection to RMC, Inc., Nikki realized that there were many others across the country searching for similar answers.

"Through this group, I found a doctor and hospital in Texas that had experience in treating this cancer," Nikki remembers. "Additionally, I learned that the back pains that Ty complained about were early symptoms of the disease that would eventually take his life."

The National Institute of Health has categorized RMC as an orphan disease. An orphan disease is defined as a condition that affects fewer than 200,000 people nationwide.





Nikki Patterson with her oldest daughter, Jernisha.

“Due to the low number of cases, drug companies and government researchers do not have the bandwidth or resources to focus on extensive research and drug development,” Nikki explains. RMC, Inc. aims to educate, advocate, and fundraise to support those affected by the disease and their families.”

While Ty gave his life to the disease, Nikki continues to support RMC, Inc. to raise awareness. She knows that if the public is educated about the warning signs and symptoms, lives will

be saved. The familial support that RMC, Inc. provides is another benefit that Nikki hopes to spread to others suffering from RMC.

“There is a need for this alliance due to the rare nature of the cancer and the drug industry and the federal government’s inability to focus resources on the disease,” Nikki says. “The aggressive nature of the cancer, coupled with the often grim prognosis upon discovery, has proven to be extremely burdensome, both

emotionally and financially, for the victims and families affected.

“RMC, Inc.’s advocacy and education pieces are extremely important in our quest to bring awareness that eventually leads to research and development of a drug that can help combat the effects,” Nikki says.

Nikki continues to take an active role with RMC, Inc. She supports families with loved ones going through the same thing she did just a few years ago.

“We provide emotional support to families by staying actively involved in the Facebook group, and financial support by donating to the individual families as they seek support on their journey,” Nikki says.

Nikki has a small family, and Ty’s death affected each of them in unique ways. Ty left behind two young children, his mother, two siblings, and a void that will never be filled.

“Experiencing the effect Tyquise’s death had on our family — especially seeing him leave behind two young children — left a lot of questions in my mind,” Nikki says. “As I learned more about RMC, I realized that, while there was nothing we could’ve done to prevent it, with the right information, there was plenty we could have done to detect it.”

Unfortunately for Ty and his family, they came across RMC, Inc. too late. Yet, Nikki recognizes how vital the advocacy, education, and community connection RMC, Inc. provides is to families in need.

“RMC, Inc. is different from other charities because it serves as an asset and resource to both those suffering and the families affected by the cancer. RMC, Inc. is unique in the fact that it connects those in need with those willing and able to help.”

For more information about renal medullary carcinoma and RMC, Inc., please visit rmcsupport.org.



Monumental Properties Team (at right): Nikki Patterson (top); Left-hand column, top to bottom: Paula Jones, Addie Graves, Leah Elder; Right-hand column, top to bottom: Amontate Jones, Jernisha Patterson, Nykeya Andrews.

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GITIKA KAUL



▶▶ a cool life story

By Chris Menezes
Photos by Ryan Corvello Photography

Joy of the Journey

A six-time Emmy award-winning TV producer, broadcast journalist, world traveler, mother of two, and, now, top-producing Realtor® with Compass, Gitika Kaul has an insatiable passion for life. Tenacious, steadfast, and incredibly perceptive, nothing can stop her from accomplishing her goals.

A true citizen of the world, by the time Gitika was 35 years old, she had traveled to 35 different countries. Born in India, raised in California from the time she was 2, Gitika attended Boston University for broadcast journalism and first studied abroad at 19 years old, in Spain, and later, in London. Her 17-year career for ABC News kept her pretty transient. She's lived in Los Angeles, Atlanta, Boston, New York City, Kuwait, Iraq, India, and now D.C., which she calls home.

It would be impossible to mention all the major stories Gitika covered throughout her career. However,

one of her first major stories was covering the 2000 election recount in Florida. After 9/11, she became a war correspondent and did long stints in Kuwait and Iraq during the 2003 Iraq War. She covered the coup to overthrow Jean-Bertrand Aristide in Haiti, and returned to Haiti to cover the devastating 2010 earthquake. She also has covered public health tragedies in Africa, India, and Bangladesh.

"I wanted to be a war correspondent when I was younger, and I'm glad I was able to do so in my 20s and gain such an incredible perspective. Seeing humanity during times of war, disasters, and distress teaches you so much about both the strengths and weaknesses we all face as humans," says Gitika. "I still think of the people I met along the way during my travels."

As a broadcast journalist, war correspondent, and TV producer who had worked at *Good Morning*



Gitika Kaul's two boys, Ahren and Deven, along with husband Rajeev, are the center of her world.

...

America with Diane Sawyer, Chris Cuomo, Robin Roberts, and other famous news anchors, Gitika gained invaluable skills, like how to manage large projects under immense deadline pressure, how to operate in stressful environments, how not to take no for answer, how to analyze and read people and read between the lines, how to ask good questions, listen deeply, and devise creative ways to get desired results or solutions where there are none — all of which translated seamlessly into her real estate career, fueling her success.

Gitika actually first worked in real estate while in college. She was the office manager for a broker in Boston. As she learned the ins and outs of the business, she knew it was something she would come back to when the time right was right. That time came in 2016.

I realized that was my *modus operandi* — love your work first, work hard, and reap the benefits of success.

“I only wish I would have gotten started sooner. Truly, this career suits my heart and brain equally well,” she says. “It is such a relief to love what you do and feel like the sky’s the limit. When I started selling homes, I was a bit surprised that I felt that same passion I hadn’t felt since the early days of my journalism career. I rose up fast in journalism because I loved it so much and it didn’t feel like ‘work.’ I realized that was my *modus operandi* — love



your work first, work hard, and reap the benefits of success,” she says.

While Gitika has covered the globe and seen nearly every part of the world, the center of her world these days is her family — her two sons, Ahren (6) and Deven (4), and her husband Rajeev. Most nights since quarantine, they sit around with the boys and sing songs (Rajeev plays guitar and sings), their favorite being the new BBC version of “Times Like These.” They also consider their au pair, Katie Rodriguez, an essential part of their family, whom they love and adore.

As Gitika continues her journey now in real estate, setting new goals and breaking new ground, she will continue to “trust the process of life,” her mantra.

“It may have taken me a while to genuinely trust, but I would not change anything about my path. I know I am exactly where I am supposed to be and that there are immense opportunities for learning even when things don’t go exactly as planned. The not-knowing-everything is the joy of the journey. I embrace that now and know I am capable enough to figure it all out as I go along.”



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CAROLINE ASLAN



WITH AN ACCENT ON SERVICE

For Caroline Aslan, a member of The Estridge Group at Long & Foster Real Estate, success is all about the little things.

“My biggest win was probably my smallest transaction,” Caroline begins. “[I helped] an adorable couple with one child and another on the way (and a snake breeding business — although I didn’t know that at the time). They desperately wanted to own [a home] but had no money to put down and only one earner. Connecting them with

the right lender and being very strategic about the search parameters, I managed to find them a wonderful townhouse that they bought well within their means, for only \$1,000 at closing and the cost of their home inspection.”

Originally from the UK, Caroline got her start in real estate later in life than most. In London, she worked in direct marketing. After arriving in the United States 18 years ago, it took Caroline a couple of years to get her work visa.

...





Having come into real estate late in her career just three years ago, Rising Star Caroline Aslan closed over \$13 million in 2019.

...

“My marriage didn’t survive, and I found myself starting over in my 40s,” she remembers.

Eventually, Caroline landed back in the marketing world, where she focused on the hospitality industry. But it wasn’t a permanent move; she was in search of more meaningful work.

“I thought, what is the common thread I’ve had in my career? And that is working with people. I’ve always liked houses...and I realized, this is an industry I can get into.”

In 2016, Caroline decided to take what she learned in client management and apply it to the real estate industry. She got her license in November of that year and hit the ground running.

“I’ve always enjoyed working with people, whether it is managing a team and working on developing an individual’s career, or just ensuring that their experience is a positive one. Working as a real estate agent gives me the privilege of being instrumental in what is usually the most important financial undertaking in people’s lives. I want to make sure that the experience is as smooth as possible for clients, focusing on providing what is, essentially, a white-glove service. If they come away from their process thinking real estate transactions are straightforward and easy, I’ve done my job.”

Caroline found early success by taking the time to talk with respected, successful agents in the area. Leaving the security of a well-paying job to enter the unknown of real estate was a risk, and Caroline was determined to succeed.

“I knew that I had to partner with successful people, and three years in, I know I chose wisely,” Caroline says.

In real estate, Caroline enjoys the malleability of her days. “There is no such thing as a typical day,” she says. Three years in, she’s achieved success (she closed over \$13 million in 2019). However, admittedly, she is still seeking the balance point in business and in life.

“Coming into this career later than some means that my life and schedule are very flexible. The past three spring markets that I’ve experienced indicate that I haven’t nailed the work-life balance, but I’m okay with that for now.

With success comes the ability to lay down firmer boundaries regarding personal time. I have no problem doing that, once established,” Caroline says.

Looking ahead, Caroline is honed in on growth. She just obtained her CPRES designation — a nationally recognized probate certification. While she may not have decades of experience in real estate, she does have decades of experience in ensuring a satisfied client.

“Nothing pleases me more than a testimonial that calls out my patience and dedication to ensuring that each transaction is a good fit, based on my knowledge of the objectives and goals of my clients. First-time buyers are a particular favorite of mine, and I make it my personal goal to ensure that they feel empowered and knowledgeable throughout the process,” Caroline says.

Looking ahead, Caroline hopes to continue to grow her business, protect her own future, and help clients along the way.

“I can’t pretend that earning a good living and protecting my future is not the key motivator. I’m just lucky that I’ve always enjoyed poking around other people’s houses, and I’ve been blessed (or cursed?) with a strong need to help when invited in. I intend to be extremely successful, even though my window of opportunity may not be as long as those of people who join the industry earlier in their careers. My ultimate goal is to carry this career through my retirement for as long as I’m able.”



Caroline Aslan with her spoiled, 13-year-old Doxiepoo Bella.



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JASON MARTIN

MOVING PEOPLE FORWARD



...

PEOPLE, PASSION, POWER.

Not only do these three words sum up the focus of the principal of the Jason Martin Group, but they are also the title of his YouTube Channel. As a former sports anchor, Jason is utilizing his interviewing skills, mixing it up, and having some fun with other high achievers. On this platform, it's evident that showcasing other people's stories ignites him. In showcasing others' success, he's raising not only his game, but everyone else's as well.

For Jason, it's all about personal growth. "My guess is that all of our biggest challenges face us in the mirror every day. When we focus on self-improvement, everyone around us will reap the benefits. Once I finally grasped this concept, the world opened up," he says thoughtfully.

One of his favorite quotes exemplifies this: *every next level of your life will demand a different you.* This begs the question: are you ready for the next level? Before Jason asks that of anyone else, he asks himself first. When it came to technology and social media, Jason was not afraid to say he was not ready. "That fear I had was genuine, so I made it my mission to understand it. You always have to be learning in that space."

Rather than hire a coach or take a workshop, he took the lead of business partner John Coleman and decided to explore this topic. As a lover of all things video, he started a series called *People Passion Power* in October 2019. As his proficiency grew, so too did his ambition, and that's when this channel started to take shape.

Attracting Purposeful People

On the show, he's had some local celebrities, like Larry Michael, the official voice of the Redskins; or the legendary sports broadcaster, Al Koken, who covers the Capitals; or Thomas Wells, the D.C. Director of the Department of Energy and Environment. In addition, he brings in other high-caliber talent, like authors, singers, CEOs and yoga instructors, who are chasing their dreams and living a life of purpose.



Jason's top priority is his family; he loves to relax and be silly with his children.



The Martin family and their dog Scooby enjoy precious together time in their own butterfly garden.



Jason Martin Group (Front row: Howard Salpeter, Ashley Brudowsky, Caitlyn Doerr, Mariah Hensley, Raiko Dai, Traci Johnson, Charles View Jr.; Back row: Rob Richardson, Tumi Demuren, Kyo Freeman, Jason Martin, Ann Robertson, Tim Holt, John Coleman, Zach Lipson). (Photo by Lydia McMains, Lydia Joy Photographs.)

Jason is attracted to those who are driven and motivated and has turned his passion for helping people into a quest. With 14 agents on his team, the Jason Martin Group, thriving, he works at meeting each individual where they are, personally. His approach is not results-oriented; rather, he focuses on the person. "I look at what is holding a person back. It's not about what type of lead-gen can I do — it's more about the person and moving them forward, personally, which we know leads them to professional growth."

This 42-year-old cares deeply and it shows. He is humbled looking back on his career, and acknowledges helping some of the top agents in the industry grow. "It is very exciting for me to say I have been a part of helping shape their lives and careers. When you realize what you are passionate about and can pursue that, it no longer feels like work."

Rookie of the Year

Jason grew up in Calvert County, Maryland. He went to college at the University of South Carolina, where he met his wife, Jennifer. After college, he worked for a local TV station in Augusta, Georgia, as a sports reporter, and then moved to Wilmington, North Carolina, where he became a sports

director for the local Fox affiliate. This job taught him a lot of things, mainly the art of conversation. "This prepared me, in the sense you had to learn how to talk with people. You had to learn how to ask questions. And there's a ton of that as real estate agents." Another added bonus, he says, was learning how to be an active listener, which is a key factor in helping develop and lead people.

However, in 2003, Jason wanted more. He didn't want that desk job or to continue muzzling his aspirations. He loved

...

“That fear I had was genuine,
**so I made it my mission to
understand it.** YOU ALWAYS HAVE TO BE
LEARNING IN THAT SPACE.”



The Martin family spends a lot of time together poolside in their backyard, right through October (From left to right: Connor, Jason, Jennifer, Izzy, Riley).

...

the notion that in the real estate game you can define what success looks like. He decided to test the waters, noting, “If you choose to take the path of real estate, it will teach you the skills you need in business and life. Those who succeed at high levels take full advantage of this. It’s a learn-as-you-go business that you will never fully master, but that is also part of the fun.”

Clearly, this path has been a good one for him. He was Rookie of the Year for Coldwell Banker when he began. Last year, he sold \$69 million in volume, with a career volume estimated at over \$314 million. Numbers are the antithesis of his obsession, though; it’s the people progress he is after.

Faith and family are the bedrock of Jason’s world. “It’s really important to me that people understand that my family is my top priority. Outside of my family, it’s really about faith. Family, faith, and then business. My life is pretty simple.” He and Jennifer have three children: Connor, Izzy, and Riley. Connor and Izzy are 13 years old and Riley is 9 years old. They also have a furry family member in their dog, Scooby.

In his spare time, Jason loves music of any and all kinds, depending on his mood. From the Avett Brothers to Mumford and Sons and Lionel Ritchie, he digs it all. He is learning how to play the piano and enjoys playing basketball a couple times a week as well. He has also written his first book, to be released this fall, where he dives into and attempts to answer a very basic question for the reader: are you happy? While he says he has always felt joyful, he was also stuck in a vortex of sorts, and the book has helped him focus on what’s most important: happiness.



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- Molly C.



"Kasey was so helpful for us as first time home buyers. She answered our many questions with very quick responses. She was so kind during the whole stressful process. I would absolutely recommend her."

- Jocelyn C.



Kasey was always there ready to help us as we needed. Especially right now with how crazy the market has been, our buying journey had us looking at many houses. Every time we needed information for our loan, it could be a Sunday at 7 p.m., she was there ready to assist us! When it came to closing on our home, everything was ready on time and accurate as promised!"

- Daniel H.

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AGENTS AND PARTNERS GIVING BACK

As Fred Rogers famously said, "When I was a boy and I would see scary things in the news, my mother would say to me, 'Look for the helpers. You will always find people who are helping.'"

In times of great adversity, the human spirit inevitably shines through. The coronavirus pandemic is no exception. We have seen people from all walks of life step up to the plate and give of themselves, their time, their efforts, and their resources to help others in need. Whether from organizing blood drives to delivering groceries to hand-making face masks and other PPE...these Helpers have come to the rescue and have been an inspiration to us all.

The Helpers can be found everywhere. We are so proud to share a few of the inspiring stories of selfless giving demonstrated by agents and valued partners in the DC Metro and NOVA Real Producers communities.

Thank you, thank you! We are so grateful for you and all you do! You are amazing!



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CHANIN WISLER

First Washington Mortgage

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

Who participated? Andy Detweiler and Katie Ostrowski (Realtors® with Rockville Real Estate Exchange) and I planned two food drives.

Whose idea was it? Mine.

Did you work with an outside organization? If so, which one and how? We donated at the Nourish Now food bank in Rockville.

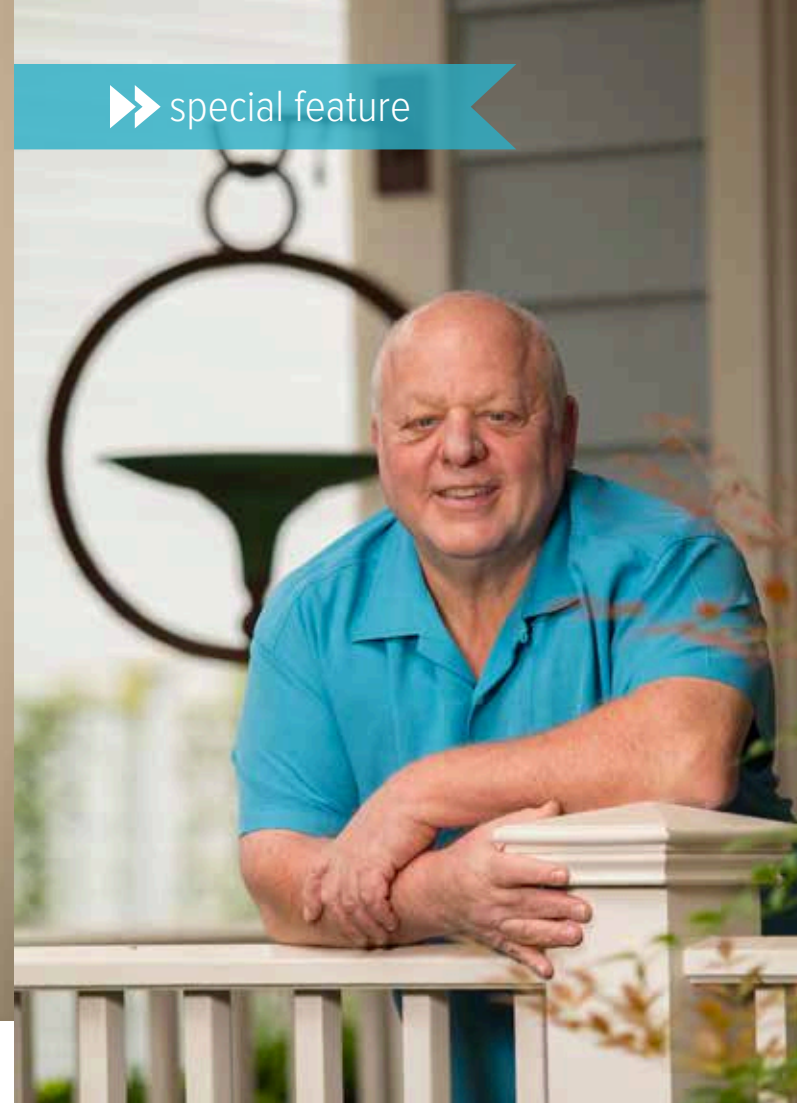
How did your efforts help others? We were able to donate over 1,100 pounds of food and \$300 in cash

from one neighborhood, Rockshire, in Rockville, and over 800 pounds from College Gardens, in Rockville.

How did the experience help you or your team grow while helping? It showed a genuine concern for our community, as a whole, and felt good to give back. Both Andy and I had our kids help, too.

What is the biggest lesson you've learned over the past four months? Just keep pushing through, no matter what...things may be uncertain, things may not be ideal, but you have to keep going, keep innovating, keep thinking of a better way to do things and serve people.

Is there anything the Real Producers community could provide or do to help in your efforts? Maybe advertise future events, allow us to post on the FB page so maybe more can participate if they wanted to.



JEREMY LICHTENSTEIN

RE/MAX Realty Services

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

With the restrictions put in place due to the COVID-19 pandemic, my non-profit organization — Kids In Need Distributors (KIND), which started in 2012 — was unable to execute our regular business model of delivering food to our participating schools for kids to have on the weekends. We began delivering grocery store gift cards to the school so that kids on the FARM program still had some means of access to food. This alternative strategy was met with resounding approval from our school contacts and the families we support.

Whose idea was it?

KIND discussed this idea among our Board of Directors and then proposed the idea to the County for approval.

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

KIND did not work with an outside organization, but we did work for Montgomery County DHHS to clarify and get approval to implement this alternative strategy.



How did your efforts help others?

Over the last two and a half months of the school year, KIND purchased and delivered \$40,000 worth of gift cards to our partnering schools, which were then distributed to the kids who normally received the weekend bags of food from KIND. In this manner, KIND was still able to ensure that Montgomery County's neediest kids still had access to the food they needed.

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

The entire pandemic has certainly helped me feel more fortunate about my own situation and kindled an even deeper desire to do whatever I can to help those who are less fortunate.

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

Even during a pandemic/lockdown, the problems and dangers of food insecurity do not go away. If anything, they become more acute, and the ability to adapt to sudden obstacles and restrictions becomes paramount.

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

KIND's ability to continue to purchase the gift cards we provide to the kids in Montgomery County on the FARM program continues to depend on the support of the community. Please visit our website — www.KINDinMD.org — and donate whatever you can. Every little bit helps! We are looking forward to being able to resume our normal model of delivering food, hopefully, this fall.





NATALIE ROY & GABRIEL DEUKMAJI

KW Metro Center

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

Who participated?

We created a campaign we called FrontYards2FrontLines.com in March to raise money to buy meals and supplies for frontline workers during the pandemic and purchase the food from locally owned restaurants to help them too. The idea was to give a lifeline to the restaurants while also

showing appreciation to those on the front lines during the quarantine.

As we were contacting the hospitals' administration teams, we kept getting told about how many other wonderful organizations were coordinating meal deliveries for the staff, which is when we asked the head of Philanthropy for the INOVA Charitable Foundation, Nick Daly, what they really needed the most help with. He told us that

they had a tremendous need for their Emergency Fund. As the husband of a nurse, I noted the importance of negative pressure isolation rooms for the treatment of infectious patients as something that we could really sink our teeth into. INOVA needed to convert more than 133 rooms across the system at a cost of \$10K-\$17K each. We put our efforts into raising money to help fund some of those room conversions.

The Culture Committees of KW Metro Center in Arlington, Alexandria, and Tysons participated, along with many of the agents and their clients. We raised over \$50K with the help of our clients, agents, vendor sponsors, and a significant matching donation of \$15K for our Negative Pressure Room Conversion Campaign. On July 1, we donated \$30K to the INOVA Emergency Preparedness Fund.

—Gabriel Deukmaji

Whose idea was it?

The KW Culture Committees and several agents, including Bill Hoen, Gabriel Deukmaji, and Christine Sennott.

—Natalie Roy

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

We partnered with New Hope Housing so that all donations to the campaign would be fully deductible. This also allowed us to contribute to the critical work that New Hope Housing was doing to end homelessness during the pandemic. Our Matching Sponsor is the Guagenti Family Foundation and VAE Technology. Our vendor sponsors include McLean Mortgage, Universal Title, MBH Title, ATG Title, and JB Kirkland Design.

—Gabriel Deukmaji

How did your efforts help others?

KW Metro Center and New Hope Housing's FrontYards2FrontLines project has fed over 1,000 frontline workers and provided thousands of masks to nursing facilities, hospitals, senior centers and service groups across the DMV. Since our campaign started just one month ago, we've raised over \$40,000 to feed and supply frontline workers. Some of the organizations and groups we have provided meals to follow below:

- Inova Alexandria Hospital
- Inova Fairfax Hospital
- Virginia Hospital Center Arlington
- Medstar Georgetown
- Medstar Washington Hospital Center
- Sibley Hospital
- George Washington Hospital
- Holy Cross Hospital
- Alexandria Fire and EMS
- Arlington Fire and EMS
- Vienna Fire and EMS
- Vienna Police
- US Postal Service
- Falls Church Police
- Falls Church Sanitation



The second part of the campaign involved raising \$30K to benefit the Inova Emergency Fund to pay for the conversion of negative-pressure rooms for the treatment of COVID-19 and infectious patients. These critically needed rooms help to keep patients and staff safer by controlling the spread of airborne diseases. www.facebook.com/frontyards2frontlines

—Natalie Roy



Celebrating KW Metro Center's and New Hope Housing's "FrontYards2FrontLines" campaign on the steps of the George Washington Masonic Temple.

...

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

It was an incredibly bonding effort for our market center. These are challenging times, and the pandemic is uncharted for all of us. It was a great opportunity for our market center to give back, right here in our community.



—Natalie Roy

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

Never underestimate the impact a small group of people can have to change the community for the better. People want to help each other and if you connect the good inside of them with a cause that's doing good and a way to make an impact, they will step up to the plate and you'll be overwhelmed by their generosity.

—Gabriel Deukmaji



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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – July 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	28	\$63,344,352	9	\$21,258,770	37	\$84,603,120
2	Barak Sky	Long & Foster Real Estate, Inc.	36	\$35,046,444	55	\$44,122,580	91	\$79,169,024
3	Jennifer S Smira	Compass	44	\$39,003,352	45.5	\$33,912,548	89.5	\$72,915,896
4	Mark C Lowham	TTR Sotheby's International Realty	0.5	\$8,875,000	2	\$57,000,000	2.5	\$65,875,000
5	Jay A Day	Real Estate Teams, LLC	108	\$48,823,908	41	\$15,227,038	149	\$64,050,944
6	Russell A Firestone III	TTR Sotheby's International Realty	4	\$51,082,000	3	\$4,307,000	7	\$55,389,000
7	Alejandro Luis A Martinez	RE/MAX Elite Services	49	\$18,858,850	104	\$36,384,968	153	\$55,243,816
8	Nurit Coombe	RE/MAX Elite Services	25	\$19,643,700	44	\$33,058,816	69	\$52,702,516
9	Michael W Rankin	TTR Sotheby's International Realty	14.5	\$35,755,500	5	\$15,275,500	19.5	\$51,031,000
10	Thomas S Hennerty	NetRealtyNow.com, LLC	113	\$42,751,756	15	\$6,737,915	128	\$49,489,672
11	Mary Anne Kowalewski	KOVO Realty	67	\$34,036,668	28	\$14,757,993	95	\$48,794,664
12	Hans L Wydler	Compass	18.5	\$21,656,700	16	\$26,754,500	34.5	\$48,411,200
13	Trent D Heminger	Compass	61.5	\$40,810,248	10	\$6,309,628	71.5	\$47,119,876
14	Wendy I Banner	Long & Foster Real Estate, Inc.	18.5	\$20,382,050	24	\$26,622,650	42.5	\$47,004,700
15	Nathan J Guggenheim	Washington Fine Properties, LLC	22	\$18,392,300	28	\$27,006,900	50	\$45,399,200
16	David R Getson	Compass	9.5	\$6,738,006	51	\$37,624,800	60.5	\$44,362,804
17	Dana Rice	Compass	20.5	\$22,693,800	21.5	\$21,548,050	42	\$44,241,848
18	Eric P Stewart	Long & Foster Real Estate, Inc.	45.5	\$34,041,938	8	\$6,423,500	53.5	\$40,465,440
19	Brian Wilson	EXP Realty	64	\$34,726,372	7	\$4,869,000	71	\$39,595,372
20	Margot D Wilson	Washington Fine Properties, LLC	12	\$29,894,000	3.5	\$9,554,300	15.5	\$39,448,300
21	Kimberly A Cestari	Long & Foster Real Estate, Inc.	21	\$21,982,944	15	\$15,180,626	36	\$37,163,568
22	Christine R Reeder	Long & Foster Real Estate, Inc.	58.5	\$19,570,030	49.5	\$16,966,190	108	\$36,536,220
23	Erich W Cabe	Compass	14.5	\$14,776,350	22	\$21,609,650	36.5	\$36,386,000
24	Frederick B Roth	Washington Fine Properties, LLC	8	\$15,251,000	8.5	\$19,922,500	16.5	\$35,173,500
25	Marjorie S Halem	Compass	28	\$26,419,266	8	\$8,476,200	36	\$34,895,466
26	Kira Epstein Begal	Washington Fine Properties, LLC	15	\$10,992,500	21	\$23,850,500	36	\$34,843,000
27	Chelsea L Traylor	Redfin Corp	55	\$32,881,040	2	\$1,920,000	57	\$34,801,040
28	Jonathan S Lahey	RE/MAX Fine Living	44	\$17,842,424	43.5	\$16,551,272	87.5	\$34,393,696
29	Troyce P Gatewood	RE/MAX Results	33.5	\$13,501,922	56	\$20,800,384	89.5	\$34,302,308
30	Andrew Riguzzi	Compass	15	\$12,038,700	16	\$21,738,900	31	\$33,777,600
31	Anne C Killeen	Washington Fine Properties, LLC	15	\$20,639,310	10	\$13,108,000	25	\$33,747,312
32	Joel S Nelson	Keller Williams Capital Properties	23	\$24,032,950	8	\$8,723,900	31	\$32,756,850
33	Margaret M Babbington	Compass	10.5	\$9,733,650	29.5	\$22,706,654	40	\$32,440,304
34	Thomas Lindsay Reishman	Compass	33	\$27,117,000	5	\$4,835,000	38	\$31,952,000

Disclaimer: Information based on MLS closed data as of August 5, 2020, for residential sales from January 1, 2020, to July 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – July 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Daniel M Heider	TTR Sotheby's International Realty	9	\$16,793,500	11.5	\$14,868,500	20.5	\$31,662,000
36	Robert Hryniewicki	Washington Fine Properties, LLC	7	\$12,389,238	7	\$19,194,000	14	\$31,583,238
37	William Thomas	TTR Sotheby's International Realty	4	\$23,215,000	1	\$8,250,000	5	\$31,465,000
38	Mark D McFadden	Compass	8	\$20,970,000	4	\$10,223,800	12	\$31,193,800
39	Mehrnaz Bazargan	Redfin Corp	51	\$30,731,132	1	\$345,000	52	\$31,076,132
40	Nathan B Dart	RE/MAX Realty Services	32	\$14,663,925	27	\$15,881,055	59	\$30,544,980
41	Sheena Saydam	Keller Williams Capital Properties	20	\$10,259,875	36.5	\$20,269,624	56.5	\$30,529,500
42	James Bass	Real Estate Teams, LLC	49	\$18,862,352	33	\$11,418,968	82	\$30,281,320
43	Mandy Kaur	Redfin Corp	56	\$24,985,000	11	\$5,036,500	67	\$30,021,500
44	Jacob Taylor	Blue Valley Real Estate	74	\$29,242,750	4	\$735,675	78	\$29,978,424
45	Michael R Brennan	Compass	17	\$19,598,700	9.5	\$10,310,750	26.5	\$29,909,450
46	Meredith L Margolis	Compass	8.5	\$9,786,400	20	\$19,542,286	28.5	\$29,328,686
47	Tyler A Jeffrey	Washington Fine Properties, LLC	7.5	\$4,776,700	23	\$23,591,900	30.5	\$28,368,600
48	Antonia Ketabchi	Redfin Corp	10	\$5,953,000	28	\$22,146,700	38	\$28,099,700
49	Hazel Shakur	Redfin Corp	68	\$27,261,000	1	\$530,000	69	\$27,791,000
50	Tim Barley	RE/MAX Allegiance	11	\$10,385,500	21	\$17,369,000	32	\$27,754,500
51	Michael B Aubrey	Compass	15	\$11,532,100	14	\$15,464,733	29	\$26,996,832
52	Kara K Sheehan	Washington Fine Properties, LLC	8	\$17,045,520	4	\$9,425,000	12	\$26,470,520
53	Roby C Thompson III	Long & Foster Real Estate, Inc.	18.5	\$15,867,950	11	\$10,571,691	29.5	\$26,439,640
54	Robert H Myers	RE/MAX Realty Services	19.5	\$11,397,740	23	\$14,597,619	42.5	\$25,995,360
55	Cara Pearlman	Compass	19.5	\$14,201,988	14.5	\$11,701,900	34	\$25,903,888
56	Kenneth M Abramowitz	RE/MAX Town Center	29	\$11,401,730	31	\$14,501,690	60	\$25,903,420
57	Nadia Aminov	Long & Foster Real Estate, Inc.	57.5	\$23,133,800	6	\$2,663,000	63.5	\$25,796,800
58	Sheila R Pack	RE/MAX Roots	58.5	\$17,824,584	24	\$7,784,655	82.5	\$25,609,238
59	Lawrence M Lessin	Save 6, Incorporated	68	\$25,367,975	1	\$211,050	69	\$25,579,025
60	Daryl Judy	Washington Fine Properties ,LLC	7.5	\$14,645,500	10	\$10,593,000	17.5	\$25,238,500
61	Pennye Green	Long & Foster Real Estate, Inc.	62.5	\$25,154,300	0	\$0	62.5	\$25,154,300
62	Jane Fairweather	Long & Foster Real Estate, Inc.	22	\$18,104,250	6.5	\$6,628,000	28.5	\$24,732,250
63	Carl G Becker	Premier Properties, LLC	4	\$12,320,000	7	\$12,211,000	11	\$24,531,000
64	Brent E Jackson	TTR Sotheby's International Realty	19	\$17,515,500	8.5	\$6,990,000	27.5	\$24,505,500
65	Corey C Burr	TTR Sotheby's International Realty	12.5	\$17,310,000	6	\$7,163,050	18.5	\$24,473,050
66	Nancy S Itteilag	Washington Fine Properties, LLC	14	\$21,923,000	1.5	\$2,355,000	15.5	\$24,278,000
67	Jeffrey M Wilson	TTR Sotheby's International Realty	5	\$8,176,498	11	\$15,686,111	16	\$23,862,608
68	Victor R Llewellyn	Long & Foster Real Estate, Inc.	19	\$10,189,600	24.5	\$13,543,400	43.5	\$23,733,000
69	Michelle C Yu	Long & Foster Real Estate, Inc.	26	\$18,468,000	5.5	\$5,095,500	31.5	\$23,563,500
70	Norman S Domingo	XRealty.NET LLC	48	\$23,011,568	0	\$0	48	\$23,011,568
71	Avi Galanti	Compass	12	\$11,268,500	13.5	\$11,665,800	25.5	\$22,934,300

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Christopher D Ritzert	TTR Sotheby's International Realty	7	\$15,771,500	2.5	\$7,040,000	9.5	\$22,811,500
73	Daniel B Register IV	Northrop Realty, A Long & Foster Company	91.5	\$21,159,718	4	\$1,458,500	95.5	\$22,618,218
74	Jeremy E Lichtenstein	RE/MAX Realty Services	13	\$17,545,860	4	\$4,670,100	17	\$22,215,960
75	Melinda L Estridge	Long & Foster Real Estate, Inc.	14.5	\$12,797,380	18	\$9,380,300	32.5	\$22,177,680
76	James M Coley	Long & Foster Real Estate, Inc.	13	\$11,956,700	14.5	\$10,018,800	27.5	\$21,975,500
77	Long T Ngo	Redfin Corp	1	\$500,000	40	\$21,383,368	41	\$21,883,368
78	Tamara E Kucik	Tower Hill Realty	33.5	\$18,232,450	5.5	\$3,615,000	39	\$21,847,450
79	Bradley J Rozansky	Long & Foster Real Estate, Inc.	20	\$18,660,230	4	\$3,119,900	24	\$21,780,130
80	Harrison I Beacher	Keller Williams Capital Properties	14	\$7,439,400	20.5	\$14,289,000	34.5	\$21,728,400
81	D'Ann K Lanning	Compass	38	\$20,982,650	2	\$655,000	40	\$21,637,650
82	Kenneth A Grant	RE/MAX Plus	16	\$7,253,350	36	\$14,357,395	52	\$21,610,744
83	Sina Mollaian	The ONE Street Company	7.5	\$3,774,177	22	\$17,629,480	29.5	\$21,403,656
84	Lisa R Stransky Brown	Washington Fine Properties, LLC	18	\$14,944,000	8	\$6,334,500	26	\$21,278,500
85	Eric Murtagh	Long & Foster Real Estate, Inc.	9	\$17,899,500	2	\$3,307,000	11	\$21,206,500
86	Ross A Vann	Compass	6.5	\$9,017,510	9	\$12,167,400	15.5	\$21,184,910
87	Gail E Nyman	RE/MAX United Real Estate	36.5	\$17,562,444	8	\$3,552,500	44.5	\$21,114,944
88	Kathleen A King	Washington Fine Properties, LLC	8.5	\$9,546,320	8.5	\$11,420,000	17	\$20,966,320

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – July 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
89	Tina C Cheung	EXP Realty, LLC	8	\$3,409,000	35	\$17,486,850	43	\$20,895,850
90	Christopher S Burns	TTR Sotheby's International Realty	31	\$16,369,739	9	\$4,405,698	40	\$20,775,436
91	Karen D Rollings	EXP Realty, LLC	29.5	\$14,303,900	10	\$6,429,999	39.5	\$20,733,900
92	Maxwell E Rabin	TTR Sotheby's International Realty	8.5	\$10,265,000	9.5	\$10,271,300	18	\$20,536,300
93	Lisa C Sabelhaus	RE/MAX Town Center	25	\$11,023,138	20.5	\$9,493,986	45.5	\$20,517,124
94	Koki Waribo Adasi	Compass	26	\$15,631,519	5.5	\$4,790,875	31.5	\$20,422,394
95	Marc Fleisher	Compass	9	\$16,190,950	3	\$3,993,000	12	\$20,183,950
96	Pamela B Wye	Compass	6.5	\$6,418,000	12	\$13,730,875	18.5	\$20,148,876
97	Thomas S Buerger	Compass	16	\$9,391,148	13.5	\$10,478,000	29.5	\$19,869,148
98	Lauren E Davis	TTR Sotheby's International Realty	7.5	\$7,090,500	9.5	\$12,707,500	17	\$19,798,000
99	Elizabeth J D'Angio	Washington Fine Properties, LLC	4.5	\$10,317,750	3.5	\$9,470,000	8	\$19,787,750
100	Michael J Muren	Long & Foster Real Estate, Inc.	33	\$12,897,146	17	\$6,733,011	50	\$19,630,156
101	Mitchell J Toland Jr.	Redfin Corp	43	\$13,682,444	17	\$5,860,835	60	\$19,543,280
102	Thomas K Paolini	Redfin Corp	9	\$6,434,000	19	\$12,978,900	28	\$19,412,900
103	Andres A Serafini	RLAH Real Estate	7	\$6,511,750	23.5	\$12,875,822	30.5	\$19,387,572
104	Robert A Sanders	TTR Sotheby's International Realty	16	\$14,891,475	6	\$4,426,400	22	\$19,317,876
105	Roma Elhabashy	The Blackstone Real Estate LLC	1	\$275,000	3	\$19,013,788	4	\$19,288,788

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUY-ING #	BUYING \$	SALES	TOTAL
106	Loic C Pritchett	TTR Sotheby's International Realty	5	\$4,192,750	14	\$14,951,500	19	\$19,144,250
107	William Fastow	TTR Sotheby's International Realty	8	\$9,312,500	5	\$9,759,000	13	\$19,071,500
108	Lee Murphy	Washington Fine Properties, LLC	5	\$4,936,400	11	\$14,031,900	16	\$18,968,300
109	Eric Steinhoff	EXP Realty, LLC	28.5	\$14,584,399	7	\$4,370,000	35.5	\$18,954,400
110	Stacy M Allwein	Century 21 Redwood Realty	27	\$8,702,740	34.5	\$10,235,525	61.5	\$18,938,264
111	Jennifer T Chow	Long & Foster Real Estate, Inc.	9.5	\$10,059,499	7.5	\$8,840,000	17	\$18,899,500
112	John T Kirk	Tower Hill Realty	26.5	\$17,101,436	2.5	\$1,707,500	29	\$18,808,936
113	Farrah E Fuchs	Redfin Corp	43	\$16,117,125	6	\$2,537,000	49	\$18,654,124
114	Keith James	Keller Williams Capital Properties	2.5	\$810,602	44	\$17,784,824	46.5	\$18,595,426
115	James E Brown	Turning Point Real Estate	17.5	\$8,754,450	18	\$9,795,870	35.5	\$18,550,320
116	William T Gossett	Washington Fine Properties, LLC	9	\$14,752,500	3	\$3,635,000	12	\$18,387,500
117	Meredith M Fogle	Old Line Properties	19.5	\$13,358,549	7.5	\$5,022,999	27	\$18,381,548
118	Katri I Hunter	Compass	8.5	\$4,833,720	20	\$13,341,400	28.5	\$18,175,120
119	Marin Hagen	Coldwell Banker Residential Brokerage	4	\$5,941,000	10	\$12,222,500	14	\$18,163,500
120	Rebecca Weiner	Compass	8.5	\$6,591,750	14	\$11,532,440	22.5	\$18,124,190
121	Kimberly A Casey	Washington Fine Properties ,LLC	6.5	\$10,145,500	2	\$7,950,000	8.5	\$18,095,500
122	Marshall Carey	Redfin Corp	26.5	\$16,143,275	2.5	\$1,889,900	29	\$18,033,176
123	Joan Cromwell	McEneaney Associates, Inc.	6	\$7,450,000	10	\$10,577,499	16	\$18,027,500
124	Melanie M Hayes	TTR Sotheby's International Realty	6	\$7,171,500	5	\$10,720,000	11	\$17,891,500
125	Todd A Vassar	Compass	9	\$7,659,750	12.5	\$10,160,750	21.5	\$17,820,500
126	Edward Slavis	S&G Realty	22	\$12,673,493	8	\$5,104,000	30	\$17,777,492
127	Wentong Chen	Libra Realty LLC	13	\$10,954,500	8	\$6,758,000	21	\$17,712,500
128	Joseph Himali	RLAH Real Estate	5	\$4,150,500	13	\$13,552,400	18	\$17,702,900
129	Mansour F Abu-Rahmeh	Compass	4	\$2,082,550	15.5	\$15,594,125	19.5	\$17,676,676
130	Richard Michael Morrison	Redfin Corp	1	\$735,000	28	\$16,924,048	29	\$17,659,048
131	Kimberly N Fallin	Redfin Corp	29	\$15,039,900	3	\$2,592,900	32	\$17,632,800
132	Cheryl R Leahy	Long & Foster Real Estate, Inc.	12.5	\$13,657,620	4	\$3,932,000	16.5	\$17,589,620
133	Patricia G Mills	Charis Realty Group	37	\$13,062,476	17.5	\$4,452,800	54.5	\$17,515,276
134	Cameron H McFadden	Compass	6	\$15,124,000	1	\$2,375,000	7	\$17,499,000
135	Amanda M Lasko	Redfin Corp	23	\$14,371,801	4	\$3,110,000	27	\$17,481,800
136	Charles Dudley	Compass	5.5	\$3,742,800	19.5	\$13,681,200	25	\$17,424,000
137	Carlos A Garcia	Keller Williams Capital Properties	13	\$8,921,400	12	\$8,443,050	25	\$17,364,450
138	Ginette R. Winston	Winston Real Estate, Inc.	12	\$8,983,000	8	\$7,867,000	20	\$16,850,000
139	Ethan F Drath	Washington Fine Properties, LLC	4	\$4,727,500	8	\$12,034,000	12	\$16,761,500
140	Marjorie R Dick Stuart	Coldwell Banker Residential Brokerage	7	\$8,521,000	8	\$8,234,750	15	\$16,755,750
141	Monica Bryant	Redfin Corp	40	\$14,870,280	4	\$1,876,500	44	\$16,746,780
142	Robert G Carter	Compass	4	\$3,768,750	19	\$12,811,874	23	\$16,580,624

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – July 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Elaine S. Koch	Long & Foster Real Estate, Inc.	18.5	\$11,877,700	6	\$4,535,900	24.5	\$16,413,600
144	Russell E Chandler	Redfin Corp	30	\$11,253,897	9	\$5,140,600	39	\$16,394,497
145	Carolyn N Sappenfield	RE/MAX Realty Services	10	\$9,250,500	10	\$7,078,500	20	\$16,329,000
146	Seth S Turner	Compass	9	\$7,026,700	12	\$9,109,500	21	\$16,136,200
147	Elysia L Casaday	Compass	6	\$4,415,000	13	\$11,617,000	19	\$16,032,000
148	Adewemimo D Collins	Redfin Corp	39	\$15,483,699	1	\$533,140	40	\$16,016,839
149	Leslie B White	Redfin Corp	0	\$0	21	\$15,916,900	21	\$15,916,900
150	Eva M Davis	Compass	4.5	\$3,534,500	12	\$12,354,400	16.5	\$15,888,900
151	Nicole Roeberg	Redfin Corp	3.5	\$2,134,000	21	\$13,734,999	24.5	\$15,868,999
152	Stuart N Naranch	Redfin Corp	0.5	\$136,225	19	\$15,678,899	19.5	\$15,815,124
153	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	13	\$15,783,500	13	\$15,783,500
154	Alecia R Scott	Long & Foster Real Estate, Inc.	21	\$9,192,900	12	\$6,513,300	33	\$15,706,200
155	Sarah Jacobs	Washington Fine Properties, LLC	3	\$6,585,000	3.5	\$9,120,000	6.5	\$15,705,000
156	Bryan Kerrigan	Redfin Corp	34	\$13,888,400	2	\$1,815,000	36	\$15,703,400
157	Annabel D Burch-Murton	Compass	10	\$9,892,000	5	\$5,719,000	15	\$15,611,000
158	Anslie C Stokes Milligan	McEearney Associates, Inc.	13	\$9,006,900	10	\$6,566,159	23	\$15,573,059
159	Nicholas W Poliansky	RE/MAX United Real Estate	35.5	\$12,446,699	11	\$3,100,000	46.5	\$15,546,699
160	Valerii Solodka	Redfin Corp	0	\$0	24	\$15,492,400	24	\$15,492,400
161	Daniel J Whitacre	Colony Realty	29	\$9,444,500	19	\$5,979,300	48	\$15,423,800
162	Jacqueline T Appel	Washington Fine Properties, LLC	4	\$4,637,000	4	\$10,775,000	8	\$15,412,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Laura W Steuart	Compass	4	\$5,316,000	6	\$10,076,800	10	\$15,392,800
164	Alyssa A Crilley	Washington Fine Properties	9	\$8,601,260	5	\$6,674,260	14	\$15,275,520
165	Nicholas P Chaconas	Redfin Corp	33	\$14,210,400	2	\$1,062,400	35	\$15,272,800
166	Lenore G Rubino	Washington Fine Properties, LLC	7	\$6,896,350	6	\$8,348,000	13	\$15,244,350
167	Casey C Aboulafia	Compass	4.5	\$3,182,045	15	\$12,052,531	19.5	\$15,234,576
168	Marc Bertinelli	Washington Fine Properties, LLC	4	\$6,612,000	5	\$8,612,750	9	\$15,224,750
169	Brittany Allison	Compass	7	\$5,679,900	12	\$9,466,500	19	\$15,146,400
170	John Coleman	RLAH Real Estate	6.5	\$3,795,500	16.5	\$11,296,245	23	\$15,091,745
171	Cynthia L Howar	Washington Fine Properties, LLC	6.5	\$13,089,000	2	\$1,975,000	8.5	\$15,064,000
172	Lisa Tucker	Redfin Corp	21.5	\$11,021,432	7	\$4,029,900	28.5	\$15,051,332
173	Elizabeth M Lavette	Washington Fine Properties, LLC	6.5	\$10,583,500	3	\$4,465,000	9.5	\$15,048,500
174	Katie R Nicholson	Coldwell Banker Residential Brokerage	21.5	\$10,897,000	8.5	\$4,068,300	30	\$14,965,300
175	Carmen C Fontecilla	Compass	12	\$5,873,000	17.5	\$9,073,250	29.5	\$14,946,250
176	Rina B. Kunk	Compass	10	\$10,219,757	6	\$4,693,990	16	\$14,913,747
177	Gladwin S D'Costa	Maryland REO Realty, LLC	60	\$14,906,354	0	\$0	60	\$14,906,354
178	David M Wagner	RE/MAX Realty Centre, Inc.	13	\$5,045,150	18	\$9,824,334	31	\$14,869,484
179	John M Barry Jr.	Compass	10	\$7,718,898	7	\$7,086,500	17	\$14,805,398

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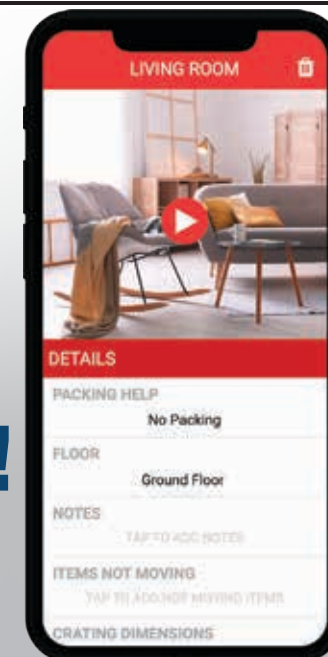
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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – July 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	11	\$11,180,850	3	\$3,586,823	14	\$14,767,673
181	Rory Oblatz	Redfin Corp	0	\$0	22	\$14,733,899	22	\$14,733,899
182	Justin Thomas DiFranco	TTR Sotheby's International Realty	7	\$14,277,500	1	\$442,500	8	\$14,720,000
183	Donna Mank	Compass	8	\$5,689,500	9.5	\$9,029,277	17.5	\$14,718,777
184	Robert Jenets	Stuart & Maury, Inc.	11	\$10,548,888	2	\$4,169,000	13	\$14,717,888
185	Joshua J Harrison	Compass	5	\$4,565,475	6.5	\$10,009,700	11.5	\$14,575,175
186	Shahram Aalai	Compass	11	\$7,098,500	7	\$7,431,000	18	\$14,529,500
187	Rex Thomas	Samson Properties	2.5	\$912,950	27	\$13,600,608	29.5	\$14,513,558
188	Dana S Scanlon	Keller Williams Capital Properties	10	\$7,486,013	13	\$6,977,000	23	\$14,463,013
189	Andrew J Hopley	Keller Williams Realty Centre	17	\$7,342,625	15	\$7,102,000	32	\$14,444,625
190	Anthony Mason	Keller Williams Capital Properties	23.5	\$11,785,450	6	\$2,516,265	29.5	\$14,301,715
191	Judy G Cranford	Cranford & Associates	7.5	\$4,536,500	12	\$9,691,000	19.5	\$14,227,500
192	Eric M Broermann	Compass	10.5	\$8,235,806	8	\$5,970,995	18.5	\$14,206,800
193	Nathan B Ward	Compass	11	\$6,394,050	13	\$7,800,000	24	\$14,194,050
194	Maribelle S Dizon	Redfin Corp	7	\$3,813,990	20	\$10,339,895	27	\$14,153,885
195	Amalia B Morales Garicoits	RLAH Real Estate	2.5	\$1,885,000	16	\$12,237,700	18.5	\$14,122,700
196	Marian Marsten Rosaaen	Compass	5.5	\$4,713,000	12	\$9,213,000	17.5	\$13,926,000
197	Jill C Coleman	RE/MAX Realty Centre, Inc.	24	\$9,835,390	8	\$4,058,630	32	\$13,894,020
198	Donna J Yocum	Keller Williams Realty Centre	21	\$12,530,002	3	\$1,313,990	24	\$13,843,992
199	Brian O Hora	Compass	3	\$2,631,511	12	\$11,182,300	15	\$13,813,810
200	Daniel W Hozhabri	Keller Williams Realty Centre	28.5	\$9,878,534	11.5	\$3,897,050	40	\$13,775,584
201	Bobbi Prescott	RE/MAX Results	22.5	\$7,929,265	15	\$5,747,400	37.5	\$13,676,665
202	Charles F Holzwarth Jr.	Washington Fine Properties, LLC	1.5	\$1,292,000	3.5	\$12,379,500	5	\$13,671,500
203	Carly N Guirola	Redfin Corp	3	\$1,750,000	24	\$11,917,900	27	\$13,667,900
204	Carolyn H Jordan	Go Brent, Inc.	12	\$7,928,188	10	\$5,720,000	22	\$13,648,188
205	Anna-Louisa A Yon	Compass	8	\$4,261,900	11	\$9,358,000	19	\$13,619,900
206	Robert J Krop	RE/MAX Plus	15.5	\$5,834,000	25	\$7,757,437	40.5	\$13,591,437
207	Shierra Houston	XRealty.Net LLC	37	\$13,566,600	0	\$0	37	\$13,566,600
208	Jubril O Wilson	Bennett Realty Solutions	22	\$9,947,122	8	\$3,610,801	30	\$13,557,923
209	Matthew C Patterson	Redfin Corp	10	\$3,910,000	20	\$9,647,900	30	\$13,557,900
210	Asif Qadir	RE/MAX Premiere Selections	11	\$6,100,500	12	\$7,436,499	23	\$13,536,999
211	Alan Chargin	Keller Williams Capital Properties	2	\$1,306,250	20	\$12,214,650	22	\$13,520,900
212	Michael Bowers	Long & Foster Real Estate, Inc.	5.5	\$5,630,800	9	\$7,874,650	14.5	\$13,505,450
213	Mynor R Herrera	Keller Williams Capital Properties	19.5	\$8,587,750	13	\$4,893,825	32.5	\$13,481,575
214	Rheetuparna Pal Mahajan	Redfin Corp	1	\$386,000	21	\$13,083,815	22	\$13,469,815
215	Samer H Kuraishi	The ONE Street Company	12	\$8,418,800	3.5	\$5,012,000	15.5	\$13,430,800
216	John L Lesniewski	RE/MAX United Real Estate	27.5	\$11,134,601	4	\$2,189,340	31.5	\$13,323,941

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
217	Reginald E Harrison	Redfin Corp	8	\$3,121,900	19	\$10,184,990	27	\$13,306,890
218	Gary J Rudden	RE/MAX Realty Services	12	\$9,109,300	6	\$4,170,000	18	\$13,279,300
219	Sam N Solovey	Compass	8	\$7,329,924	5	\$5,943,000	13	\$13,272,924
220	Evan D Johnson	Compass	11.5	\$9,075,150	8	\$4,173,200	19.5	\$13,248,350
221	Christopher Calabretta	Redfin Corp	9	\$3,147,549	19	\$10,062,825	28	\$13,210,374
222	Andrew K Goodman	Goodman Realtors	19	\$7,788,975	10	\$5,397,500	29	\$13,186,475
223	Sean M Der	Alpha Realty, LLC.	6	\$2,059,900	21	\$11,079,685	27	\$13,139,585
224	Robert Crawford	Washington Fine Properties, LLC	10	\$6,401,700	7.5	\$6,676,999	17.5	\$13,078,699
225	Kristy Moore	Local Expert Realty	18	\$9,435,449	7	\$3,623,259	25	\$13,058,708
226	Saundra J Giannini	Washington Fine Properties, LLC	2	\$3,275,000	5	\$9,783,000	7	\$13,058,000
227	Barbara A Ciment	Long & Foster Real Estate, Inc.	17.5	\$7,562,200	12.5	\$5,485,400	30	\$13,047,600
228	Michael A Gonzalez	Redfin Corp	5	\$1,819,000	20.5	\$11,140,000	25.5	\$12,959,000
229	Daniel F Metcalf	Long & Foster Real Estate, Inc.	18.5	\$12,477,000	1	\$475,000	19.5	\$12,952,000
230	Matthew U Dubbaneh	The ONE Street Company	3	\$1,021,000	25	\$11,916,000	28	\$12,937,000
231	Cheryl A Kurss	Compass	4.5	\$3,578,000	6	\$9,354,000	10.5	\$12,932,000
232	Michael Gailey	Compass	5	\$4,209,500	10	\$8,685,500	15	\$12,895,000
233	Xuri Wang	Hometown Elite Realty LLC	3	\$2,388,000	8	\$10,483,000	11	\$12,871,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 – July 31, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Michael J Alderfer	Redfin Corp	2	\$1,560,000	14	\$11,272,899	16	\$12,832,899
235	Ruby A Styslinger	Redfin Corp	1	\$969,000	17	\$11,790,000	18	\$12,759,000
236	Kornelia Stuphan	Long & Foster Real Estate, Inc.	6	\$6,626,000	5	\$6,130,000	11	\$12,756,000
237	Teresa M Burton	Long & Foster Real Estate, Inc.	12	\$8,737,500	5	\$3,998,000	17	\$12,735,500
238	Kimberly M Dixon	Redfin Corp	25	\$11,216,050	3	\$1,462,000	28	\$12,678,050
239	Amy E Wease	RLAH Real Estate	4	\$2,024,999	12	\$10,651,100	16	\$12,676,099
240	Lisa J Plushnick	RE/MAX Realty Group	6	\$4,752,900	8	\$7,914,000	14	\$12,666,900
241	Anna D Mackler	Long & Foster Real Estate, Inc.	5.5	\$4,444,250	12	\$8,216,750	17.5	\$12,661,000
242	Roman Mychajliw	Long & Foster Real Estate, Inc.	35.5	\$12,659,296	0	\$0	35.5	\$12,659,296
243	Andrew L Pariser	Long & Foster Real Estate, Inc.	8.5	\$7,312,500	5	\$5,339,900	13.5	\$12,652,400
244	Shuang Zhao	Signature Home Realty LLC	20	\$8,921,500	8	\$3,725,000	28	\$12,646,500
245	Michael W Seay Jr.	Long & Foster Real Estate, Inc.	9	\$8,663,850	4	\$3,974,000	13	\$12,637,850
246	Andrew A Peers	Compass	11	\$6,512,299	9.5	\$6,125,450	20.5	\$12,637,749
247	Elizabeth M Burrow	Keller Williams Realty Centre	13	\$6,743,158	11	\$5,867,954	24	\$12,611,112
248	Maureen C Weaver	Compass	9	\$6,369,500	6	\$6,226,000	15	\$12,595,500
249	Thomas A Keane	Washington Fine Properties, LLC	4	\$6,547,000	4.5	\$6,047,500	8.5	\$12,594,500
250	Samuel R Davis	Long & Foster Real Estate, Inc.	17	\$8,407,997	6	\$4,178,900	23	\$12,586,897

Disclaimer: Information based on MLS closed data as of August 5, 2020, for residential sales from January 1, 2020, to July 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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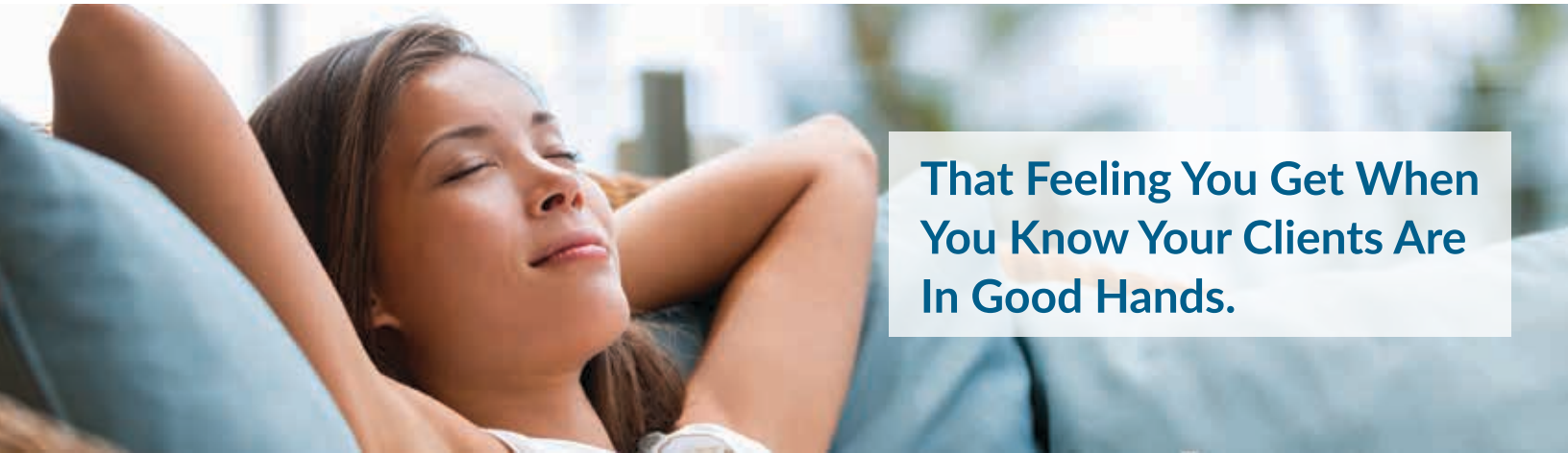
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