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TABLE OF CONTENTS



06

Index of Preferred Partners



16

Master the Media: Are You a Real Estate A-Lister?



18

Marketing Matters: Compete with Agents in Your Farm



20

Words by Wade: What Your Real Estate Marketing Plan is Missing



23

Golden Nuggets: Words of Wisdom from Our Features



24

Partner Spotlight: Joey Donofrio, Donofrio & Associates



28

Power Team: Gary Jankowski & Michael Schaeffer



34

Rising Star: Amanda Briggs



40

Rising Star: Jackson Verville



46

Cover Story: Alex Martinez



52

Ops Boss® Coaching: How an Ops Boss® Cures Overwhelm



57

Top 250 Standings



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2020

BY THE NUMBERS

HERE'S WHAT DC METRO'S TOP 500 AGENTS SOLD...

22,468



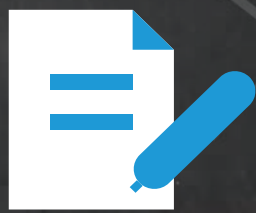
TOTAL TRANSACTIONS

\$15,421,255,060
SALES VOLUME

12,389 LISTING SIDE TRANSACTIONS



10,079 BUYING SIDE TRANSACTIONS



\$30,842,510
AVERAGE SALES VOLUME PER AGENT



44.93
AVERAGE TRANSACTIONS PER AGENT



Information is based on residential sales in 2020 in Virginia, Maryland, and Washington, D.C., by agents licensed in Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County.

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A NOTE FROM THE PUBLISHER

Dear *DC Metro Real Producers*,

Spring is here and we cannot wait to gather our tribe in person in safe ways with outdoor events. That said, our *Digital Mini Mastermind* on Low Inventory in February was impactful, with insights shared and progress made. Thank you to all who participated. Check out the screenshots in this issue. The April event is coming up very soon on April 15th. We are looking forward to seeing you!

Here at *DC Metro Real Producers*, we only continue to step up our game so get ready to attend some amazing events over the next year. For those of you who are already anticipating what's next ... mark your calendars and save the dates: May 19, June 16, and July 22!

There are lots of new faces in our Top 500 this year! For those of you who have made it to the top and are receiving the publication for the first time - CONGRATULATIONS on becoming a Real Producer! If you want access to some of our exclusive tools and digital publications, download our App *DigaPub* from Apple or Google Play. Also, check out our YouTube Channel "Kristin Brindley."

Take a look at our mission and who we are!

Our Mission:

Is to connect, elevate, and inspire industry professionals, such as yourselves, within the DC Metro area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 500 out of close to 20,000 REALTORS[®] in our area.

Who We Are:

We are the local, pro-REALTOR[®] publication and relationship platform, covering our local Real Estate top performers. We accomplish this by providing top REALTOR[®] content in the publication monthly, exclusive quarterly events, and our social media private group.

We give voice to our Real Producers' stories, and your stories of success leaves clues for our entire community. Our in-person quarterly events offer our Real Producers an opportunity to meet each other in an ever-growing virtual world. Odds are, you have or will work with them, and be in multiple offer situations. Relationships are key.

So, this publication is for you. We want your opinion! What topics and/or columns would help you achieve your 2021 goals?

I also want to send a shout-out to our Real Producers who have been with us since the beginning! Your consistency, courage, and resilience are amazing. It has been incredible to learn and grow with you.

Finally, without our Preferred Partners, none of this would be possible! We are thankful for their participation and all they do for our community.

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

THANKS AGAIN!

Kristin Brindley

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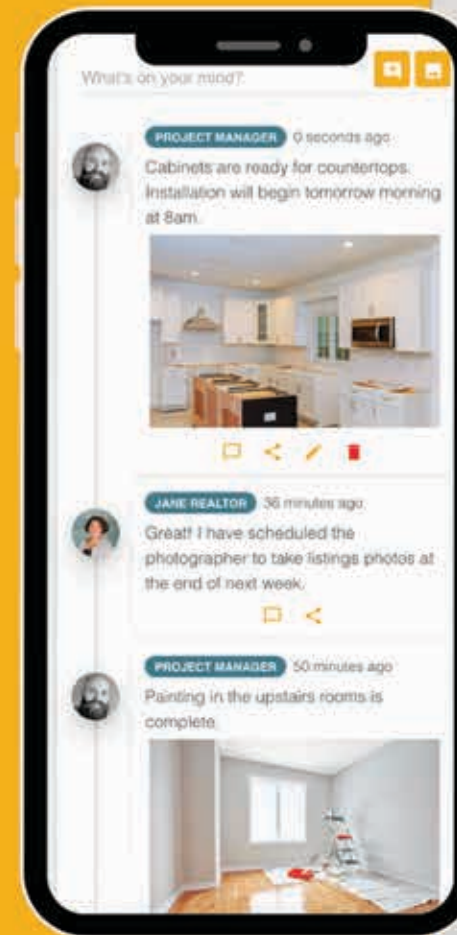
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DC METRO REAL PRODUCERS EVENTS

Our Digital Masterminds Continue!

▶▶ special events

On February 18th, we held another amazing Digital Mastermind on Zoom. Our community truly engaged and participated!

Thank you to all our fabulous panelists, **Melinda Estridge, Jonathan Lahey, Nancy Itteilag** and **Anthony Mason**, for sharing insights, tips, and solutions on the current, low-inventory market. A special thank-you goes to our exclusive sponsor, **Josh Greene, of Eastern Title & Settlement.**



SAVE THE DATES!

We can't wait to get our community together again!

Keep an eye on your inbox for your exclusive invitations to our **Upcoming Special Events:**

- ▶ MAY 19th
- ▶ JUNE 16th
- ▶ JULY 22nd

For more info about DC Metro Real Producers events, email events@dcmetrorealproducers.com.



MASTER THE MEDIA

Are You a Real Estate A-Lister?

By Christina Daves



Are you the agent people recognize because they've seen you on TV or in the local paper? And this doesn't mean in an advertisement. You didn't pay to be seen. You were asked to provide your expertise about the local real estate market. That makes you an A-lister. People love to work with the "famous" real estate agent!

How Do You Become an A-Lister?

You want to pitch newsworthy stories that are valuable to an audience. What's your expertise in real estate and how can you create a story that will be appealing to an audience? During COVID, agents were landing in the media for safety protocols for open houses, how financing changed, the increased value of outdoor spaces, and the exodus from city to suburbs.

What's trending now? Then, follow the number-one rule for pitching the media: what value can you provide their audience? Use what's trending and come up with a story idea that people will want to learn about. Remember, landing in the media has nothing to do with you, per se. It's what you know and what information you can provide. Then, you get to reap the benefits of being in the media because you are seen as "famous," as an industry A-lister and you get to share it with the world.

Take the media you land and share it everywhere. Send it out in your newsletter. Add it to your website, including the media logo. Pin it on Facebook and/or Twitter. Share it on Instagram and LinkedIn. Post it on Pinterest. Wherever you are online, that's where your media should be. Write a personal note or email and send it to potential sellers or buyers. SHOW them you are a real estate A-lister because you're the one featured in the media!



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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▶ marketing matters

By Todd Lebowitz

Compete with Agents in Your Farm

The real estate industry has always been competitive. Staying at the top of your game in your farm can be tricky, especially when you're competing with other agents.

Here are 5 tips on how to stay successful while competing with other agents in your farm.

1. Analyze the competition.

To better compete with the agents in your farm, do some research! Check out the social profiles of your competitors, and look at their websites. Familiarize yourself with who they are, how they work, their specialty, and how they connect with their clients. The more you understand what they do, the better you will know how they connect with their community. You will also be able to see if there is a need that isn't met in the area.

2. Fill a niche.

If you've discovered an open niche in an area, consider filling it! This niche could be to help first-time homebuyers or it could be more regular

communications with potential clients. If there's an open niche, it might bring in more clients than an already-filled niche would.

3. Connect with the community.

Once you've selected a niche, introduce yourself to your farm and your potential clients. Send out postcards or brochures with your information.

4. Always keep learning.

You can always learn more about the industry you work in. The more you know, the better prepared you will be to help your clients. Make sure you are up-to-date on all of your Continuing Education (CE) courses, and look for other experts in the real

estate industry for seminars and coaching. I would also suggest taking an online course on social media marketing.

Another great way to keep learning is by networking with other agents in the industry. Look into joining Facebook and LinkedIn groups to stay up-to-date about best practices.

5. Show off your expertise.

The most important thing to do is make sure your name is out there to give yourself a competitive advantage. Send out postcards or brochures with your information and be sure to keep your social media profiles up to date. Share photos of homes you've sold, and share updates with your clients on your website or LinkedIn account. Ensure your information is easily accessible, so when people look for an agent, your name will be the one they find.



With more than 25 years of experience, Todd Lebowitz is CEO and Owner at My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally and nationwide.

ABOUT MY MARKETING MATTERS

Since 1982, My Marketing Matters (MMM) has helped clients create and implement effective marketing solutions to reach their business goals. MMM is a full-service real estate marketing firm located in Gaithersburg, MD, with clients across the Mid-Atlantic region and nationally. MMM has grown to be a leading marketing vendor offering innovative print products and custom, on-demand marketing materials through our design portal. Learn more at www.mymarketingmatters.com.

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ONE THING

Your 2021 Real Estate Marketing Plan IS MISSING

I was speaking with an up-and-coming real estate team recently and they were discussing with me their 2021 marketing plan. I was listening as they went on about each month what they wanted to do. I was waiting for them to say a certain phrase that would help their business tremendously ... but it never came. So I brought it up: *What about your video strategy for 2021?* That is when the reasons (excuses) came out: 1) "We aren't ready to do that yet," 2) "Some team members don't like how they look on video," and 3) "We need to ease our way into using video."

As we know, this is the work of the little voice between our ears, but the reality is video is the number-one way to convey a valuable message to your target audience. It's important to not leave it out of your real estate marketing efforts.

The Importance of Video

When I start talking about the importance of video in a REALTOR'S® business, I either get someone who is all-in and fully embraces it or there is pushback and reasons not to go forward. In 2021, almost 80 percent of all internet traffic is video-related.

Here is another stat that might be helpful: 73 percent of homeowners said they would be more likely to list with a Realtor who uses video in their business, yet only around 9 percent of Realtors use video as a way to market homes for sale and their own business. This tells me there is a huge opportunity for any Realtor looking to capture eyeballs and grow market share. The best way to have your business stand out is to do what your competitors are not doing or willing to do. Imagine being able to educate and get people to meet and like you before you ever meet them? That is what video does.

Create a Plan

Video isn't something to overthink. We all have cameras on our phones so shooting video is easy. To start, think of the top 10 video topics your target audience would like to see and start shooting videos! Here are some of the best videos to shoot that will help you get more eyes to your business and educate your target audience.

- Market update videos for your farm.
- Text message videos. Instead of texting ... send a video of you speaking.
- Instagram stories and posts videos. These get far more engagement.
- Talking head videos — you in front of a camera speaking about a topic that's educational.
- Listing Videos. They not only help promote the property but can be used as a marketing tool to gain more listings!

Implementation

All the video ideas in the world don't mean much unless you take the time to implement them into your real estate marketing plan. Video is a free way for you to communicate effectively to your

clients and target audience. It allows people to get to know and like you before meeting them and is a preferred marketing method by homeowners. Start a goal of shooting a video a week and post them on social media and push them out to your clients via email. Implement video as part of your marketing plan this year. It will promote you and your brand to more people who can learn how you help people buy and sell homes in 2021.



Wade Vander Molen is the Director of Sales/Marketing for Stewart Title in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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WORDS OF WISDOM FROM OUR FEATURES



ALEX MARTINEZ

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“Be willing to evolve and change. Don’t get stuck in your old ways. Be humble. Understand that you can always learn from someone else. There are others who are doing a good job ... we can all collaborate even better.”

“Don’t just hire people because you want to fill a void in your team. You need to hire the right individuals who share your vision.”



JACKSON VERVILLE

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“Our business can become all-consuming so it’s a conscious choice to take time for yourself. Be strategic and plan your calendar — on a daily and yearly basis. Find something you love to do and make time for it. Additionally, build a support system. We’re all in this together so having

people you can rely on to help you out when you’re gone or busy can help keep you sane.”



GARY JANKOWSKI & MICHAEL SCHAEFFER

Coldwell Banker Realty

“If possible, gain experience and insight from established agents. Always be knowledgeable of the current inventory. Be persistent and don’t be afraid to ask for the business. Most importantly, be yourself.”

“When it’s busy, there are so many moving pieces and parts! It’s vital to be organized. Pay attention to deadlines. Return calls and messages promptly.”



AMANDA BRIGGS

Compass

“Listen to the advice and experience of others and learn from others but stay true to yourself. Persistence pays off.”

“Get up and work every day, stay the course, and self motivate.”



JOEY DONOFRIO

Donofrio & Associates

“Time management is important, but just try to be present in every situation. Work-life balance is not really realistic, in my opinion, but if I’m present whenever I’m doing something, I think that’s important.”

“Success ... seems to be connected with action. Successful people keep moving. They make mistakes, but they don’t quit.” —Conrad Hilton

By Chris Menezes
Photos by Ryan Corvello

JOEY DONOFRIO

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Donofrio & Associates is the largest, non-franchised commercial and residential home inspection company in the DMV. Formed nearly 20 years ago by Ed Donofrio, an engineer and Olympic athlete in fencing, Donofrio & Associates prides itself on being a one-stop shop for homeowners and real estate agents.

Joey Donofrio grew up watching his father and his unmatched work ethic as an Olympian athlete. Seeing the business firsthand ignited his interest in the home inspection industry. Being able to work and build the company alongside his family has been the biggest win-win for Joey, the principal owner of Donofrio & Associates today. "I would not be here without my dad's trust in me to take the company to higher levels," he says.

"At the core of Donofrio & Associates today is our Leadership Team: General Manager Lenny Pinnix and Director of Operations Rachelle Craft. And we go even further with our team of knowledgeable, highly trained inspectors."

"What sets us apart from other home inspectors in the area is that all of our inspectors are structurally certified and are backed by our Structural Inspector," Joey continues. "If we see something



during the inspection that jeopardizes the structural integrity of the home, our Structural Inspector can get involved free of charge to assess the issue."

Joey and the entire Donofrio team find great fulfillment in helping families with one of the biggest purchases they will ever make. "We offer a wide range of inspection services, such as comprehensive home inspections, pre-listing and pre-offer inspections, new construction inspections, and commercial inspections," Joey explains.

"We also provide a full range of additional services, such as radon testing, wood destroying organisms (WDO) inspections, air quality and mold screening, non-winterized pool inspections, and limited stucco inspections."

"Every member of our licensed team can answer any questions real estate agents or their clients may have, and provide the most comprehensive inspection in the area," Joey says with pride. "They get results quickly because our detailed reports are emailed at the end of the inspection."



When he's not busy running this family business, Joey Donofrio enjoys spending time with his two children, playing sports and teaching them about life. While he believes that time management is important, especially when it comes to protecting family time, Joey says he mainly tries to be present in each situation he finds himself in throughout the day.

"Work-life balance is not really realistic, in my opinion. But if I'm fully present whenever I'm doing something, I think that's important," he says. "Success, to me, is striving to get better every single day and creating value for those

around you. I want my kids to know anything is possible!"



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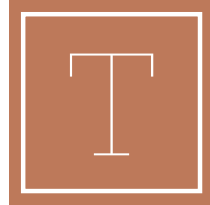
GARY JANKOWSKI & MICHAEL SCHAEFFER



▶▶ power team
By Zachary Cohen
Photos by Ryan Corvello

In Business, In Life

...



The year was 2005. Michael Schaeffer had been in the real estate business for 25 years. Gary Jankowski was just three years into his real estate career. Both men were

working at Coldwell Banker in Washington, D.C., but in different offices, and both qualified for the same incentive trip to Palm Beach, Florida.

“And that’s where we met,” Gary smiles.

The pair had quick chemistry, and soon enough, their lives — and businesses — became enmeshed. “What was interesting is we both had different business partners at the time,” Michael explains. “My partner and I were in business together for 15 years.”

Three years after Gary and Michael met in Palm Beach, Gary’s real estate partner passed away. Gary worked independently for a time, and then Michael’s partner retired. The couple was living together and had begun having a conversation around whether working together would be beneficial for their relationship and businesses.

“We had the discussion, can we live together and work together? Can that work?” Michael remembers. “Once we started living together, we were doing things together; people know us. Then the question comes, which one of you do we work with?”

Ultimately, the pair decided that working together would be a solid choice. They merged their businesses and set off on a new adventure together.

Partners in Business, Partners in Life

“Initially, it was a little bit interesting to navigate because we had different clients,” Michael continues. “But it has worked really well. We have different styles, but it works. We have a lot of friends and clients that we share jointly.”

Gary and Michael have been working together for five years now. Their business is built on action, follow-through, and empathy. Generally, one person will take the lead with a client and the other will act in a support capacity. How that’s determined is based on relationships, bandwidth, and personality. “We found that’s worked really well,” Gary says. “Our business is better than ever.”



The Gary + Michael Real Estate Team
(From left: Julian Weichel, Michael Schaeffer, Gary Jankowski).





“WE HAVE ADJUSTED TO THE FACT THAT OUR DOWN TIME IS PRIMARILY DICTATED BY THE EBBS AND FLOWS OF BUSINESS, AND WE’VE LEARNED TO ENJOY IT.”

...

Working together, however, doesn’t come without its own unique set of challenges. “We have to clearly define the roles of any transaction,” Michael explains. “It can get confusing, from a client’s perspective. ‘Who should I be working with out of the three of you (our assistant included)?’”

Blurring the Lines

“We are real estate partners and life partners. The lines between the two are very fuzzy! We enjoy exercising, gardening, home renovation projects, and spending time with our families. And we love to travel,” Gary beams.

Real estate provides incredible flexibility if proper boundaries are set and maintained. It’s hard to turn off the business, so while Gary and Michael love traveling, their real estate work generally comes with them.

“We love to travel, but even when we travel, we have to be on our phones,” Michael explains. “Work is definitely our primary focus,” Gary adds. “Our

leisure time is not really defined. It’s just sort of when we’re not working. We have adjusted to the fact that our down time is primarily dictated by the ebbs and flows of business, and we’ve learned to enjoy it.”

Gary and Michael have integrated their professional lives and personal lives. Clients have a way of becoming friends, and friends have a way of becoming clients.

What Does the Future Hold?

Gary and Michael have created a unique and trustworthy brand for themselves. As they look ahead, they remain in a state of curiosity. They continue to contemplate the future but have no plans to slow down just yet.

“We often sort of speculate on, is there a point where you retire, or

slow down, and, if so, what does that look like?” Gary asks. “We don’t have any answers. Right now, we’re on top of our game. We’re lucky to live in this healthy real estate market. Hopefully, we can develop our team, which will still be a small team. We also hope to have a succession plan so that when we are ready to pull back a bit, we have someone who’s qualified and capable and can provide the same level of service as we do now.”

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AMANDA

BRIGGS

Always Looking for the Silver Linings

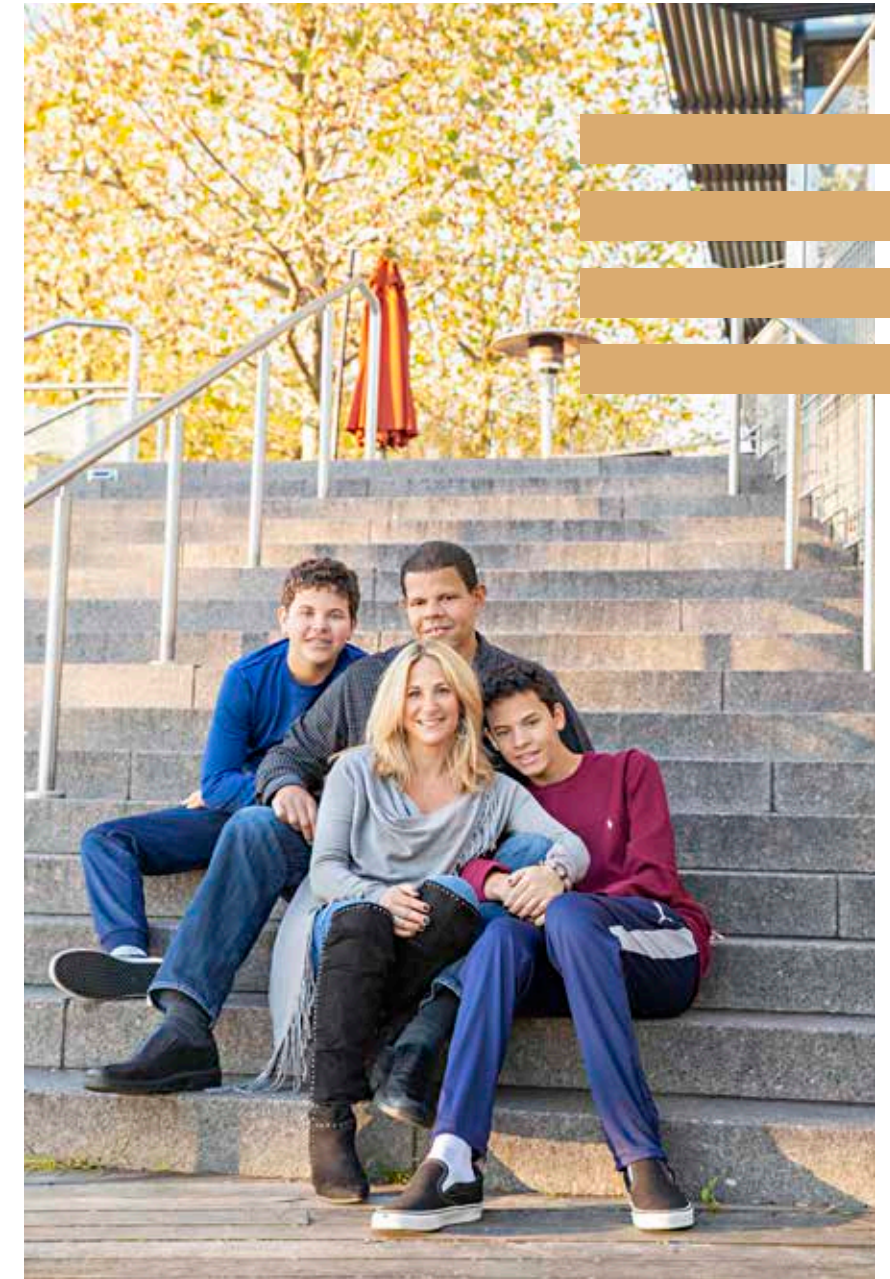
▶▶ agent spotlight

By Molly Laurysens
Photos by A. Claire Vision Photography

Having a growth mindset is Amanda Briggs's secret weapon. For her, that means challenging and developing all of her skills. "I've discovered that I love to learn new things and appreciate the feeling of satisfaction I get when I conquer something new." She also seeks feedback on her progress, all the while trusting herself and being true to who she is and what she wants.

At her core, this Compass REALTOR® finds nothing more rewarding than taking care of others. "I'm very determined, and spent my entire adult life taking care of people in a professional capacity. It's what gratifies me," she admits. While still relatively new in real estate, she is ambitious, hoping to master the craft. "That way, my clients don't have to do anything but trust me to take care of everything."

Amanda grew up in Stamford, Connecticut, and got her undergraduate degree at the University of Connecticut before receiving her master's degree in social work from Catholic University. When she moved to the Washington, D.C., area, she found her place in the restaurant business, working her way up to the rank of general manager for a restaurant group. Eventually, she would meet her husband, Steve, in this field.



Amanda Briggs with husband, Steve, and sons, Brady and Benji.

Working in restaurants helped build a sturdy foundation for customer service and her work ethic. It's also a part of where that growth mindset comes from. Sure, she confessed to the shift work and long hours. "We worked so hard. It definitely taught me a lot, and I give my husband a lot of credit." To this day, while she's selling homes, Steve is running the

restaurant they own, Agua 301, which is located in The Yards Park.

Although she was happy in that world, with two young children at the time, she wanted to make some lifestyle changes. Once the couple closed up one of their restaurants, Zest Bistro, Amanda took an outside sales job that required a lot



house was already gone. She improvised and presented on a window sill to four family members as the competition stood outside waiting. She recalls: “I got that listing and sold the house for \$30K over list. Two years later, I’m selling another house for the same family and it feels great!”

That first sale happened in 2018, and she has been hooked ever since. She estimates doing \$35 million in total volume. But this Rising Star doesn’t focus too much on the metrics. It’s all about personal development. Working hard may come naturally but since changing careers, her quality of life has dramatically improved. “It’s so much better because I love what I’m doing and don’t mind putting in extra time.” Whereas she used to work weekends religiously, these days it’s much less of a burden because she can do it for a few hours and “then chill with family and friends.”

Another game-changer for her came in the midst of the global pandemic when she joined Compass. “It has been life-changing. I realize I can fly on my own and it feels great.” Having never even been in the office, she says she still feels completely equipped and embraced as she moves forward.

A strong suit of Amanda’s is that she is always looking for the silver linings. During COVID, she noted that many people have figured out new ways to connect. Case in point, she has a group of girlfriends from Connecticut that she grew up with who now spend time together every Thursday night via Zoom. “We have reconnected in ways that we wouldn’t have done without this illness. We are adapting to a new normal.”

While Amanda is internally wired for success, she said it all starts with family. “They are my motivation for



of driving. Ultimately, one of her friends recruited her into real estate and this is where she says she found her true calling.

Reinventing Herself

Amanda says that, in the beginning, switching careers was a lot like jumping off a ledge. “I was secure. I had reached the pinnacle [in the

restaurant world] as the owner ... There’s a lot of pressure when you depend solely on commission and your next sale to make a living.” She buckled down and dove right in.

Her first sale, the most memorable so far, happened while she was covering for a colleague. It was a memorable listing in that the furniture of that

Stephen and Amanda Briggs own Agua 301, a Mexican restaurant in The Yards Park.



“

THEY ARE MY MOTIVATION FOR EVERYTHING ... THAT, ALONG WITH FIGURING OUT WHERE OUR NEXT VACATION WILL BE AND REALIZING IT!

everything ... that, along with figuring out where our next vacation will be and realizing it!” She and Steve love traveling to the beach (or anywhere with water) with their two sons, 16-year-old Brady and 14-year-old Benji. They are forever conspiring over what their next meal will be, Chinese being the family favorite.

Amanda says success for her, “isn’t in the things but it’s in the shaping of things that I can be proud of ... Obviously, I’m proudest of my kids, but also of my husband’s hard work in our restaurant and my ability to change my career path and dive into something new that I look forward to doing every day.”

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JACKSON VERVILLE

INNOVATING HIS WAY TO SUCCESS

“The difference between successful people and others is how long they spend time feeling sorry for themselves. When they take a hit, they don’t take long to get back up.” —Barbara Corcoran

In early 2015, Jackson Verville was working as a data scientist for Booz Allen Hamilton. While the skills that make a successful data scientist can be quite different than those of a successful real estate agent, Jackson had a plan in place for a transition.

“I’ve always had an interest in interior design, sales, and marketing,” Jackson explains. “Additionally, I’ve also known I wanted to work for myself, to interact with people, and navigating competition is something I thrive on.”

While still at Booz Allen Hamilton, Jackson transitioned roles, becoming the Garrison Breck Group’s marketing and operations manager (at TTR Sotheby’s Downtown office). This position allowed him to get hands-on experience serving clients, learning the ins and outs of the business, developing best practices, and getting comfortable with negotiating contracts.

“My background is in statistics and economics, and after being frustrated by working in the management consulting field, I decided to combine

my love of real estate with my business acumen,” Jackson explains.

In June 2015, he officially launched his real estate career.

Leading with Innovation and Collaboration

In the past five years, Jackson has built the foundation of his real estate business. He’s a contributing member of the Garrison Breck Group, which has over \$550 million in total sales, and was named a Washingtonian Top Producing Group (2015–2020), and a REAL Trends Top 10 Group (2015–2019). Individually, Jackson closed \$13.5 million in 2019, and almost \$18 million in 2020. In late 2020, he joined Compass.

Jackson’s recipe for success combines his data-driven background with a genuine desire to collaborate.

“The biggest win-win for me is a successful collaboration with clients and other agents,” Jackson explains. “As a real estate agent, my duty is to my client, and their happiness is my primary motivation. [My duty is to] advise them properly, do what it takes to get their goals



Jackson Verville with Dean, his 1-year-old Australian Shepherd.





Jackson Verville left a career in data science to launch his real estate business in 2015.

••• accomplished, and protect their largest investment. However, being a great real estate agent also means being able to bring both sides together in a professional way, and your reputation depends on it. If you've closed a deal and all parties feel that they've benefited, then that's a win-win."

Jackson's work ethic, combined with his understanding of market data, sets him apart from his peers. He's willing to go beyond the call of duty and is committed to reliability, authenticity, and transparency.

"I do believe that my background in economics and statistics gives me an edge in our market," Jackson adds. "Understanding supply/demand and being able to project value based on market indicators are incredibly useful when writing offers or pricing a listing, but it's also important to be authentic. One thing my clients know about me is that I'm a straight shooter. I'm their partner through this process, and partnership means trust."

The ability to innovate may be Jackson's favorite part about his work. The real estate market is continually shifting, and Jackson is determined to stay at the forefront of change.

"Whether it's expanding your marketing techniques or brainstorming new ways to connect with people, the job is never done. It keeps you on your toes," he says.

Looking Ahead: Growth and Vision

While creativity and innovation drive Jackson's success, as he steps into a more mature role as a real estate agent, he has recognized the value in continuity as well.

"A game-changer in my business has been working on my mindset," Jackson explains. "Eventually, there comes a point where you're not racing for the next deal but instead focusing on delivering high-quality service to clients."



Jackson is beginning to recognize that it's not always necessary — or beneficial — to reinvent the wheel. Instead, focusing on tangible results, building meaningful relationships, and offering an outstanding client experience are more than enough.

Looking ahead, Jackson aspires to grow his personal business to exceed \$40 million in sales per year. He's careful to note, however, that expansion cannot come at the expense of his clients.

"I have to do it in a way that I can maintain the care and attention that I bring to my clients now," he says.

"To me, success is being a better person than you were yesterday. Whether it's taking new initiative in your business, providing better service to clients, or growth in your personal life, success is striving for improvement and not being afraid to do what's necessary."

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cover story
By Zachary Cohen

Photo by Ryan Corvello

ALEX MARTINEZ



Photo by Ryan Corvello

LEADING WITH FAITH

“I don’t think I chose real estate. I think God chose real estate for me. What life direction God gives you — you follow the path.”

At 16 years old, Alex Martinez left his home country of Guatemala and landed in Maryland. This move

stretched his comfort zone and required him to step up to a new challenge. He didn’t know the language, he didn’t know the culture, and he didn’t have a network of friends.

“My dad had moved here before we got here. He made that decision for

us. He had a cousin that lived here, and we decided to go for it,” Alex reflects. “It was a real challenge having to learn the language, the change of culture.”

In this trying time, however, Alex’s innate resilience was on display. Just





THE AGENCY



Bryan Arias, Fredy Donado, Alex Martinez, Walter Ayala, Juan C Granados. (Photo by Ryan Corvello)



Alex and Evita Martinez with their children, Daniella, Isabella Sophia, Antonella Abrielle, and Sebastian. (Photo by Judah Avenue Photography)



a year into his time in Maryland, he felt adjusted. He enrolled in college to study construction management with plans of becoming an architect, but soon after, he shifted gears.

Alex's mother and his grandfather had sold real estate in Guatemala. Alongside his studies, Alex decided to follow in their footsteps and get his real estate license. At just 19, and only three years after arriving in the United States, he launched his real estate career. Alex proved that he was capable of juggling multiple balls at once. Even as a full-time student, he was able to get his real estate business off the ground.

Alex has now been in the real estate business for almost two decades, and through the years, he continues to rise to the challenge. He believes that it's the challenges that define his path.

"Every day defines my path; every event, every challenge has defined my path," Alex says.

THE JOURNEY TO THE TOP

Today, Alex is running one of the D.C. metro area's top real estate teams. In 2020, his team closed a staggering 538 transactions for \$255 million in sales. And late in the year, his team shifted brokerages, as Alex became the owner and regional partner for The Agency.

His organization, which consists of 15 agents, an internal marketing department, a listings department, and a transaction coordinator department, has become one of the D.C. area's top real estate businesses. Alex believes that the extensive structure allows agents to focus on selling and improves the client experience.

"We're excited about that," Alex says. "We hope to open more offices and offer more growth opportunities. We're trying to expand on the east coast."

ON FAITH AND FAMILY

Alex is a powerhouse business owner, yet, his life outside of real estate remains rich. "I have four kids and an amazing wife, Evita, that I cannot say enough about," Alex boasts.

Alex also enjoys lifting weights, cycling, and running to keep both his body and his mind fresh. The lockdowns and restrictions as a result of COVID-19 have put family time into focus; over the past year, he's made a consistent effort to spend more quality time with those he loves. "The biggest win-win has been my family," Alex says, "and getting to be a Christian. Those are my two biggest accomplishments."





“

I GUESS I NEVER KNEW I'D BE SO PASSIONATE ABOUT REAL ESTATE, BUT IT FITS MY DREAM OF HELPING OTHERS TO ACHIEVE BIGGER THINGS AND EMPOWERING OTHERS WITH KNOWLEDGE.

•••

Whether he's working in real estate or at home with his family, faith remains the central part of Alex's outlook. He wants to be remembered as a leader who leads by faith. "All of the success I've encountered is attributed to God, the creator of all," he reminds us. "Faith is everything. You gotta have belief. Faith is the conviction of what you don't see but hope for. Having the conviction that what you hope will take place is key. I believe there is a God, a hierarchy, a higher power."

STEPPING INTO THE FUTURE

When asked to define success, Alex's answer is telling. "That's easy," he smiles. "Success is being in love with what you have. Being grateful and being at peace. Success is not determined by money; it's determined by being full of joy and understanding that success is overall internal peace."

In real estate — and in life — Alex has found true success.

"Real estate is everything I know and everything I dreamed of," Alex beams. "I guess I never knew I'd be so passionate about real estate, but it fits my dream of helping others to achieve bigger things and empowering others with knowledge."

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HOW AN OPS BOSS® CURES OVERWHELM

Elizabeth Gilbert is a seasoned Ops Boss®. She's been in real estate for 14 years, leads Ron Henderson & Associates in Kansas City as their COO, and loves coaching less experienced assistants for us at Ops Boss® Coaching. Here's what she shared with me recently about why assistants feel overwhelmed and what to do about it. (It applies to agents too!)

"Let's just agree on one thing. The reason you feel overwhelmed is because you *think* you are overwhelmed. Ever hear the saying, 'What you focus on expands'? Well, it's true."

Do you find yourself thinking thoughts like these?

- *I'm so busy. I don't know how I'm going to get everything done today.*
- *Aw, crap. Why do these agents keep bringing me more work? Can't they see how busy I am?*
- *I'm never going to get to everything today. I'm so overwhelmed.*
- *Can't a girl get a break? I just need time to finish this stuff!*
- *Le sigh. I don't have time for this.*

What happens when you think these thoughts? You feel bad, unhappy, angry, anxious, or overwhelmed. And when you feel these negative feelings, you start taking negative actions, like avoiding work, procrastinating, ruminating about how awful it all is.

Now, your results suffer. You actually *don't* get to everything you wanted to. Your relationships with your rainmaker and teammates start to sour. You're known as "difficult to work with." If it goes far enough, the clients notice and instead of working with you like they are supposed to, they go back to their agent for what they need and your agent starts to think about letting you go.

This could end very badly. So let's reverse-engineer all of this.

What's the result you want? To be a kick-ass executive assistant who gets things done with a good attitude so that clients and teammates enjoy working with you (an Ops Boss®!).

What actions would you have to take to get that result? Accept new work with a smile and thank the person who asks you to do it. Time-block your day so your most important action items get accomplished. Take breaks to refresh your spirit and your mind.

What feelings would you have to feel to take those actions? Inspired, motivated, and determined.

What thoughts would you have to think to generate those feelings?

- *I am a capable, kick-ass executive assistant.*
- *I do it now.*
- *What else do you have for me? Bring it!*
- *I'll put that task in my schedule so I make sure it gets done.*
- *I run my day; it doesn't run me.*
- *I only have to focus on one thing at a time.*

As an Ops Boss®, you should be good at creating and following systems.

Following a time-blocked schedule is a system.

But what about the people who come along and try to wreck your system? How do you deal with that? The work keeps coming in, and I can't handle it.

You can deal with interruptions a couple of different ways:

1. You can build interruption time into your time block. Say you are working through your listing checklist for putting a listing in MLS. Normally, this activity takes about 45 minutes. So book an hour into your schedule instead. Now, when your rainmaker hands you a new listing agreement he got signed last night, you can take a moment to write down any verbal

instructions he's telling you, block time in your schedule to process that new listing, and then get back to your listing checklist. BOOM – interruption accounted for!

2. You can deflect interruptions by creating a separate block for them. Let's say you schedule "office hours" for your team. Every day, from 11:30 to noon, and again from 2:30 to 3:00, you are available to your team for their questions, new work assignments, or just general BS-ing. So as you're working through your listing checklist and your rainmaker comes to you with a new listing, you can tell him, "I'm on a deadline. Can you bring it to me at 11:30 or would you rather [email, Slack, GroupMe, text] the instructions to me?" BOOM – interruption deflected!

Once you start *thinking* like a capable, smart, kick-ass Ops Boss®, you will actually *become* a kick-ass Ops Boss® who gets things done with a good attitude so that clients and teammates enjoy working with you.



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 (coached by Elizabeth Gilbert), elite 1:1 coaching, and an annual conference focused on real estate operations professionals. For more info: www.OpsBossCoaching.com



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¹ Premier Mortgage requires minimum \$100,000 in assets after the closing. Loans equal to or under \$1 million require \$150,000 per year in income; loans over \$1 million require \$250,000 in income. This product is not available in some states, please contact your loan officer for details.

² Adjustable Rate Mortgage (ARM) products have interest rates that may increase after consummation.

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to February 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	10	\$20,334,316	4.5	\$16,269,000	14.5	\$36,603,312
2	Daniel M Heider	TTR Sotheby's International Realty	5	\$11,073,500	5.5	\$13,415,750	10.5	\$24,489,250
3	Kara K Sheehan	Washington Fine Properties, LLC	8	\$20,570,000	1.5	\$3,687,500	9.5	\$24,257,500
4	Trent D Heminger	Compass	22	\$16,077,320	3.5	\$2,515,876	25.5	\$18,593,196
5	Mark C Lowham	TTR Sotheby's International Realty	2	\$9,477,360	1.5	\$8,702,360	3.5	\$18,179,720
6	Carolyn N Sappenfield	RE/MAX Realty Services	8	\$10,757,500	6	\$5,942,000	14	\$16,699,500
7	Dana Rice	Compass	8.5	\$10,459,000	3.5	\$5,359,100	12	\$15,818,100
8	Christie-Anne Weiss	TTR Sotheby's International Realty	1	\$3,000,000	3	\$12,115,000	4	\$15,115,000
9	Nathan J Guggenheim	Washington Fine Properties, LLC	6.5	\$7,238,000	7	\$6,783,500	13.5	\$14,021,500
10	Jennifer S Smira	Compass	8	\$7,526,500	7	\$6,267,400	15	\$13,793,900
11	Frederick B Roth	Washington Fine Properties, LLC	4	\$10,695,000	0.5	\$2,325,000	4.5	\$13,020,000
12	Marc Fleisher	Compass	3	\$8,645,000	1	\$4,250,000	4	\$12,895,000
13	Lauren E Davis	TTR Sotheby's International Realty	4	\$3,896,000	4	\$8,924,000	8	\$12,820,000
14	Brent E Jackson	TTR Sotheby's International Realty	6.5	\$5,720,750	5.5	\$6,600,000	12	\$12,320,750
15	James C. Peva	Washington Fine Properties, LLC	2	\$8,750,000	1	\$3,500,000	3	\$12,250,000
16	Robert Hryniewicki	Washington Fine Properties, LLC	3	\$7,386,505	2.5	\$4,807,500	5.5	\$12,194,005
17	Brian Wilson	EXP Realty, LLC	13	\$7,893,000	5	\$4,065,512	18	\$11,958,512
18	Alejandro Luis A Martinez	The Agency DC	9	\$5,361,150	17	\$6,524,150	26	\$11,885,300
19	Tim Barley	RE/MAX Allegiance	5	\$4,387,641	7.5	\$7,450,750	12.5	\$11,838,391
20	Jonathan S Lahey	RE/MAX Fine Living	15.5	\$8,607,525	4.5	\$2,278,700	20	\$10,886,225
21	Barak Sky	Long & Foster Real Estate, Inc.	6.5	\$5,191,900	9.5	\$5,647,899	16	\$10,839,799
22	Carl G Becker	Premier Properties, LLC	4	\$7,660,000	1	\$2,795,000	5	\$10,455,000
23	Daryl Judy	Washington Fine Properties, LLC	5.5	\$6,384,000	3	\$4,010,000	8.5	\$10,394,000
24	James Bass	Real Estate Teams, LLC	13	\$7,103,900	8.5	\$3,060,760	21.5	\$10,164,660
25	Robert A Sanders	TTR Sotheby's International Realty	8	\$6,500,200	2	\$3,525,000	10	\$10,025,200
26	Louis P Chauvin	Compass	1	\$4,462,500	3	\$5,527,500	4	\$9,990,000
27	Antonia Ketabchi	Redfin Corp	6	\$3,545,000	6	\$5,971,500	12	\$9,516,500
28	Hazel Shakur	Redfin Corp	25	\$9,180,000	1	\$290,000	26	\$9,470,000
29	Barbara C Nalls	TTR Sotheby's International Realty	4	\$4,363,000	5	\$5,100,000	9	\$9,463,000
30	Melinda L Estridge	Long & Foster Real Estate, Inc.	5.5	\$6,347,499	2	\$3,075,000	7.5	\$9,422,499
31	Mandy Kaur	Redfin Corp	12	\$6,972,000	6	\$2,410,500	18	\$9,382,500
32	D'Ann K Lanning	Compass	14.5	\$9,277,970	0	\$0	14.5	\$9,277,970
33	Eric P Stewart	Long & Foster Real Estate, Inc.	6.5	\$6,560,700	1	\$2,626,500	7.5	\$9,187,200
34	Joel S Nelson	Keller Williams Capital Properties	8	\$5,875,000	2	\$3,290,000	10	\$9,165,000

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to February 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Avi Galanti	Compass	4	\$5,617,500	2.5	\$3,507,500	6.5	\$9,125,000
36	James E Brown	Turning Point Real Estate	7	\$4,517,500	5	\$4,550,000	12	\$9,067,500
37	Aret Koseian	Compass	3	\$3,170,000	8	\$5,764,150	11	\$8,934,150
38	Jocelyn I Vas	Compass	1	\$1,560,000	6	\$7,359,900	7	\$8,919,900
39	Karen D Rollings	EXP Realty, LLC	15	\$7,268,328	4	\$1,562,250	19	\$8,830,578
40	Mary Anne Kowalewski	KOVO Realty	13	\$6,718,541	4	\$2,020,766	17	\$8,739,307
41	Margot D Wilson	Washington Fine Properties, LLC	2	\$2,407,500	2	\$6,325,000	4	\$8,732,500
42	Chris R Reeder	Long & Foster Real Estate, Inc.	11.5	\$4,332,332	11.5	\$4,320,196	23	\$8,652,528
43	Mary Lynn White	Compass	4.5	\$5,742,500	2	\$2,900,000	6.5	\$8,642,500
44	Cara Pearlman	Compass	1	\$1,975,000	4	\$6,588,910	5	\$8,563,910
45	Hans L Wydler	Compass	4	\$4,143,000	2.5	\$4,275,000	6.5	\$8,418,000
46	Judy G Cranford	Cranford & Associates	5	\$3,915,500	3	\$4,490,000	8	\$8,405,500
47	Matt Ackland	Washington Fine Properties, LLC	1	\$1,193,500	1	\$7,000,000	2	\$8,193,500
48	Anslie C Stokes Milligan	McEneaney Associates, Inc.	1	\$614,000	5	\$7,571,000	6	\$8,185,000
49	Alan Chargin	Keller Williams Capital Properties	2	\$886,900	9	\$7,273,600	11	\$8,160,500
50	Rex Thomas	Samson Properties	2	\$786,100	12	\$7,295,000	14	\$8,081,100
51	Wendy I Banner	Long & Foster Real Estate, Inc.	5.5	\$6,437,381	3	\$1,601,000	8.5	\$8,038,381
52	Sheena Saydam	Keller Williams Capital Properties	4	\$2,145,941	7.5	\$5,771,750	11.5	\$7,917,691
53	Kira Epstein Begal	Washington Fine Properties, LLC	2	\$1,805,000	5	\$5,862,500	7	\$7,667,500
54	Joshua D Ross	RE/MAX Realty Services	5	\$4,206,000	3.5	\$3,307,560	8.5	\$7,513,560
55	Chelsea L Traylor	Redfin Corp	11	\$7,424,000	0	\$0	11	\$7,424,000
56	David S Hatef	TTR Sotheby's International Realty	2	\$2,997,700	3	\$4,275,000	5	\$7,272,700
57	Nathan B Dart	RE/MAX Realty Services	7.5	\$5,296,250	3.5	\$1,968,400	11	\$7,264,650
58	Andrew Essreg	RLAH Real Estate	3	\$3,120,000	6	\$4,067,974	9	\$7,187,974
59	Mark D Simone	Keller Williams Legacy	13	\$4,621,500	9	\$2,556,900	22	\$7,178,400
60	Rong Ma	Libra Realty LLC	2	\$581,000	10	\$6,559,050	12	\$7,140,050
61	Jeffrey M Wilson	TTR Sotheby's International Realty	2.5	\$3,168,750	2	\$3,945,000	4.5	\$7,113,750
62	Adam T Rackliffe	Washington Fine Properties, LLC	2.5	\$6,989,005	0	\$0	2.5	\$6,989,005
63	Troyce P Gatewood	RE/MAX Results	5	\$1,607,000	17	\$5,336,200	22	\$6,943,200
64	Jacob Taylor	Blue Valley Real Estate	18	\$6,271,876	1	\$560,000	19	\$6,831,876
65	Michael B Aubrey	Compass	3	\$2,642,500	6	\$4,172,000	9	\$6,814,500
66	Michelle C Yu	Long & Foster Real Estate, Inc.	5.5	\$6,334,250	1	\$435,000	6.5	\$6,769,250
67	David R Bediz	Keller Williams Capital Properties	3.5	\$1,637,750	4	\$5,063,000	7.5	\$6,700,750
68	Sheila R Pack	RE/MAX Roots	17.5	\$5,983,682	3	\$706,000	20.5	\$6,689,682
69	Marjorie S Halem	Compass	4.5	\$3,098,900	2	\$3,590,000	6.5	\$6,688,900
70	Peter J Ferguson	Compass	1.5	\$702,450	10	\$5,966,000	11.5	\$6,668,450
71	Sergei A Goumilevski	RE/MAX Realty Services	1	\$352,000	6	\$6,308,000	7	\$6,660,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Roby C Thompson III	Long & Foster Real Estate, Inc.	1	\$729,000	6.5	\$5,874,450	7.5	\$6,603,450
73	Michael Bowers	Compass	1	\$3,010,000	2	\$3,535,000	3	\$6,545,000
74	Shierra Houston	XRealty.NET LLC	17	\$6,538,900	0	\$0	17	\$6,538,900
75	Norman S Domingo	XRealty.NET LLC	11	\$6,124,350	1	\$349,999	12	\$6,474,349
76	Gary P Jankowski	Coldwell Banker Realty	3	\$4,139,500	2	\$2,304,450	5	\$6,443,950
77	Shalamar Muhammad	TTR Sotheby's International Realty	4	\$3,613,000	2	\$2,787,500	6	\$6,400,500
78	Nicole Roeberg	Redfin Corp	1	\$435,000	8	\$5,864,400	9	\$6,299,400
79	Donnell L Kearney	Compass	0	\$0	6	\$6,278,379	6	\$6,278,379
80	Vincent E Hurteau	Continental Properties, Ltd.	0	\$0	3	\$6,270,000	3	\$6,270,000
81	Teresa M Burton	Long & Foster Real Estate, Inc.	5	\$4,298,000	3	\$1,868,800	8	\$6,166,800
82	James M Coley	Long & Foster Real Estate, Inc.	4	\$3,959,475	2.5	\$2,173,500	6.5	\$6,132,975
83	Thomas S Buerger	Compass	2	\$1,945,000	4	\$4,153,000	6	\$6,098,000
84	Joseph M Poduslo	TTR Sotheby's International Realty	2.5	\$2,417,500	4	\$3,656,000	6.5	\$6,073,500
85	Andrew Riguzzi	Compass	3	\$2,481,750	3	\$3,585,000	6	\$6,066,750
86	Theresa Helfman Taylor	Keller Williams Capital Properties	5	\$5,052,600	1	\$1,000,000	6	\$6,052,600
87	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	10.5	\$3,745,450	7.5	\$2,285,950	18	\$6,031,400
88	Ann Y Young	Coldwell Banker Realty	2	\$3,724,900	2	\$2,294,100	4	\$6,019,000

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Executive Vice President

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to February 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Mitchell J Toland Jr.	Redfin Corp	16	\$5,962,250	0	\$0	16	\$5,962,250
90	Thomas K Paolini	Redfin Corp	3	\$2,162,500	5	\$3,798,500	8	\$5,961,000
91	Jason E Townsend	Compass	5	\$4,083,811	2	\$1,840,000	7	\$5,923,811
92	Andres A Serafini	RLAH Real Estate	3.5	\$2,744,000	4.5	\$3,080,000	8	\$5,824,000
93	John T Kirk	RLAH Real Estate	8	\$4,717,308	2	\$1,081,815	10	\$5,799,123
94	Kimberly A Cestari	Long & Foster Real Estate, Inc.	3	\$4,535,100	1	\$1,200,000	4	\$5,735,100
95	Kimberly A Casey	Washington Fine Properties ,LLC	4.5	\$5,724,000	0	\$0	4.5	\$5,724,000
96	Robert G Carter	Compass	5	\$2,877,750	6	\$2,831,000	11	\$5,708,750
97	Jay A Day	Real Estate Teams, LLC	7	\$3,157,296	6	\$2,550,998	13	\$5,708,294
98	Mehrnaz Bazargan	Redfin Corp	9	\$5,689,000	0	\$0	9	\$5,689,000
99	Michael J Alderfer	Redfin Corp	0	\$0	8	\$5,657,814	8	\$5,657,814
100	Kelly C Kelley	Compass	0	\$0	6	\$5,646,900	6	\$5,646,900
101	Sarah M Funt	Long & Foster Real Estate, Inc.	4	\$4,005,500	2	\$1,618,500	6	\$5,624,000
102	Cynthia L Howar	Washington Fine Properties, LLC	1	\$1,400,000	2	\$4,200,000	3	\$5,600,000
103	Meredith L Margolis	Compass	1.5	\$1,240,750	5.5	\$4,346,390	7	\$5,587,140
104	Kenneth A Grant	RE/MAX Plus	6	\$2,212,500	10	\$3,368,500	16	\$5,581,000
105	Carlos A Garcia	Keller Williams Capital Properties	2	\$2,562,500	2.5	\$2,958,500	4.5	\$5,521,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Stacy M Allwein	Century 21 Redwood Realty	12	\$4,375,000	2.5	\$1,140,000	14.5	\$5,515,000
107	Debora A Leyba	Long & Foster Real Estate, Inc.	0.5	\$892,500	2	\$4,617,800	2.5	\$5,510,300
108	Michael J Schaeffer	Coldwell Banker Realty	3	\$4,139,500	1	\$1,319,450	4	\$5,458,950
109	Carrie Balsam	Long & Foster Real Estate, Inc.	5	\$5,441,750	0	\$0	5	\$5,441,750
110	Mary C Gatton	Redfin Corp	10	\$3,925,700	2	\$1,502,000	12	\$5,427,700
111	Mary G Ehrgood	Washington Fine Properties, LLC	1.5	\$2,565,000	2	\$2,860,000	3.5	\$5,425,000
112	Cheryl R Leahy	Compass	4	\$5,418,500	0	\$0	4	\$5,418,500
113	Paul D Warthen	Real Estate Teams, LLC	7	\$3,832,574	5.5	\$1,547,945	12.5	\$5,380,519
114	Thomas Lindsay Reishman	Compass	5	\$5,345,000	0	\$0	5	\$5,345,000
115	Claudia B Donovan	Compass	2.5	\$4,785,100	1	\$555,000	3.5	\$5,340,100
116	Gali Jeanette Sapir	Long & Foster Real Estate, Inc.	3	\$2,343,000	5	\$2,980,000	8	\$5,323,000
117	Carmen C Fontecilla	Compass	4.5	\$1,707,424	3.5	\$3,609,490	8	\$5,316,914
118	Ruby A Styslinger	Redfin Corp	0	\$0	5	\$5,305,000	5	\$5,305,000
119	Susan Cahill-Tully	Compass	2	\$2,678,500	2	\$2,602,000	4	\$5,280,500
120	Eva M Davis	Compass	0	\$0	2.5	\$5,275,000	2.5	\$5,275,000
121	Matthew C Patterson	Redfin Corp	9	\$3,082,800	4	\$2,174,000	13	\$5,256,800
122	Rachel Miller	Redfin Corp	1	\$550,000	7	\$4,704,000	8	\$5,254,000
123	Michael R Brennan	Compass	6	\$4,438,000	1	\$750,000	7	\$5,188,000
124	Brian G Evans	Redfin Corp	0	\$0	8	\$5,153,900	8	\$5,153,900
125	Nurit Coombe	The Agency DC	6	\$3,014,000	2	\$2,135,000	8	\$5,149,000
126	Roman Mychajliw	Long & Foster Real Estate, Inc.	15	\$5,141,061	0	\$0	15	\$5,141,061
127	Kerry E Fortune	Washington Fine Properties, LLC	1.5	\$2,445,000	1	\$2,660,000	2.5	\$5,105,000
128	Amanda M Lasko	Redfin Corp	7.5	\$5,104,610	0	\$0	7.5	\$5,104,610
129	Casey C Aboulaifa	Compass	2.5	\$1,608,000	4.5	\$3,481,500	7	\$5,089,500
130	Robert Crawford	Washington Fine Properties, LLC	3.5	\$2,610,000	1	\$2,475,000	4.5	\$5,085,000
131	Jane Fairweather	Long & Foster Real Estate, Inc.	4	\$3,880,500	2	\$1,192,500	6	\$5,073,000
132	Andrew L Pariser	Long & Foster Real Estate, Inc.	4	\$3,610,100	1	\$1,450,000	5	\$5,060,100
133	John R Young	RE/MAX Excellence Realty	1.5	\$865,000	5	\$4,180,000	6.5	\$5,045,000
134	Richard S Prigal	Compass	4.5	\$2,586,200	4	\$2,453,000	8.5	\$5,039,200
135	Nancy S Itteilag	Washington Fine Properties, LLC	2	\$5,020,000	0	\$0	2	\$5,020,000
136	Arnita A Greene	Compass	3	\$1,570,000	7	\$3,441,059	10	\$5,011,059
137	Michael A Gonzalez	Redfin Corp	1	\$625,000	6	\$4,384,000	7	\$5,009,000
138	Samuel Chase Medvene	Century 21 Redwood Realty	3	\$1,957,500	5	\$3,044,000	8	\$5,001,500
139	Matthew L Modesitt	Redfin Corp	2	\$733,000	5	\$4,223,950	7	\$4,956,950
140	Scott J Swahl	Redfin Corp	12	\$4,954,900	0	\$0	12	\$4,954,900
141	Ross A Vann	Compass	1	\$315,000	6	\$4,638,300	7	\$4,953,300
142	Jean B Hanan	Washington Fine Properties, LLC	1.5	\$4,925,000	0	\$0	1.5	\$4,925,000

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to February 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Sarah Jacobs	Washington Fine Properties, LLC	1.5	\$4,907,500	0	\$0	1.5	\$4,907,500
144	Erica Dhawan	Long & Foster Real Estate, Inc.	4.5	\$4,867,250	0	\$0	4.5	\$4,867,250
145	Nicholas P Chaconas	Redfin Corp	10	\$4,857,500	0	\$0	10	\$4,857,500
146	Ellie M Shorb	Compass	2	\$1,392,000	2	\$3,465,000	4	\$4,857,000
147	Shari R Gronvall	Compass	0	\$0	3	\$4,805,000	3	\$4,805,000
148	John P Ippolito	Redfin Corp	10	\$4,798,000	0	\$0	10	\$4,798,000
149	William Thomas	TTR Sotheby's International Realty	1	\$1,995,500	1	\$2,800,000	2	\$4,795,500
150	Kathy Xu	RE/MAX Realty Group	4	\$2,310,000	4	\$2,469,900	8	\$4,779,900
151	Elizabeth A Hughes	Compass	3	\$3,684,000	1	\$1,082,200	4	\$4,766,200
152	Daniel Brewer	Washington Fine Properties ,LLC	2.5	\$1,958,500	2	\$2,734,500	4.5	\$4,693,000
153	Katrina L Schymik Abjornson	Compass	1	\$975,000	5	\$3,703,501	6	\$4,678,501
154	David A Abrams	Compass	0	\$0	5	\$4,664,500	5	\$4,664,500
155	William J Skipworth	DC Living Real Estate LLC	4	\$2,614,900	3	\$2,044,895	7	\$4,659,795
156	Robert J Krop	RE/MAX Plus	6	\$2,073,500	6	\$2,561,900	12	\$4,635,400
157	Christopher S Burns	TTR Sotheby's International Realty	6	\$4,625,999	0	\$0	6	\$4,625,999
158	Dorothy M Bistransin	Redfin Corp	10	\$3,973,700	1	\$644,900	11	\$4,618,600
159	Lawrence M Lessin	Save 6, Incorporated	11	\$4,571,400	0	\$0	11	\$4,571,400
160	Jerri D'Ann Melnick	City Chic Real Estate	2	\$862,000	4	\$3,698,085	6	\$4,560,085
161	Shelley I Gold	Compass	0.5	\$440,000	6	\$4,117,400	6.5	\$4,557,400
162	Marc D Infeld	Long & Foster Real Estate, Inc.	0	\$0	2	\$4,550,000	2	\$4,550,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Stuart N Naranch	Redfin Corp	0	\$0	5	\$4,547,000	5	\$4,547,000
164	William A Ortega	Signature Home Realty LLC	5	\$1,516,900	10	\$3,018,000	15	\$4,534,900
165	Marjorie R Dick Stuart	Coldwell Banker Realty	4	\$4,500,000	0	\$0	4	\$4,500,000
166	Brad House	Compass	1	\$4,462,500	0	\$0	1	\$4,462,500
167	Philip Sturm	Evers & Co. Real Estate, A Long & Foster Company	1	\$2,795,000	3	\$1,657,500	4	\$4,452,500
168	Hugh McDermott	TTR Sotheby's International Realty	2.5	\$3,168,750	2	\$1,282,500	4.5	\$4,451,250
169	Maxwell E Rabin	TTR Sotheby's International Realty	2	\$1,558,000	5	\$2,891,288	7	\$4,449,288
170	Hanna G Wang	Prostage Realty, LLC	3	\$2,336,800	3	\$2,107,000	6	\$4,443,800
171	Lyndsi Sitcov	McEneaney Associates	3	\$1,474,121	4	\$2,942,500	7	\$4,416,621
172	William R Hirzy	Redfin Corp	1	\$378,000	6	\$4,034,000	7	\$4,412,000
173	Delilah D Dane	Redfin Corp	7.5	\$4,401,500	0	\$0	7.5	\$4,401,500
174	William T Gossett	Washington Fine Properties, LLC	0	\$0	2.5	\$4,384,500	2.5	\$4,384,500
175	Richard Michael Morrison	Redfin Corp	0	\$0	7	\$4,381,300	7	\$4,381,300
176	Lukas Iraola	Compass	2.5	\$1,060,850	6	\$3,317,500	8.5	\$4,378,350
177	Sina Mollaam	Compass	3.5	\$2,002,300	3	\$2,367,000	6.5	\$4,369,300
178	Lauren Donnelly	Compass	4	\$2,283,000	4	\$2,083,000	8	\$4,366,000
179	Patricia G Mills	Charis Realty Group	10.5	\$3,642,000	3	\$722,000	13.5	\$4,364,000

Disclaimer: Information based on MLS closed data as of March 5, 2021, for residential sales from January 1, 2021, to February 28, 2021, 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 Data from Jan. 1 to February 28, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Michael J Muren	Long & Foster Real Estate, Inc.	9	\$3,945,967	1	\$390,000	10	\$4,335,967
181	Courtney Abrams	TTR Sotheby's International Realty	1	\$855,000	4.5	\$3,469,000	5.5	\$4,324,000
182	Erich W Cabe	Compass	2	\$754,125	4.5	\$3,565,400	6.5	\$4,319,525
183	Tyler F Siperko	Compass	3	\$1,877,200	3	\$2,434,205	6	\$4,311,405
184	Kirsten C Williams	TTR Sotheby's International Realty	2	\$1,525,000	1.5	\$2,766,000	3.5	\$4,291,000
185	Sebastien Courret	Washington Fine Properties ,LLC	2.5	\$1,958,500	3	\$2,327,000	5.5	\$4,285,500
186	Debra Morin	Redfin Corp	3	\$900,000	7	\$3,373,989	10	\$4,273,989
187	Elizabeth M Lavette	Washington Fine Properties, LLC	2	\$3,703,000	1	\$570,000	3	\$4,273,000
188	Lee Gochman	Keller Williams Capital Properties	0	\$0	7.5	\$4,223,400	7.5	\$4,223,400
189	Peter D Grimm	Berkshire Hathaway HomeServices PenFed Realty	2	\$2,257,500	3	\$1,964,243	5	\$4,221,743
190	Kevin Friend	Keller Williams Capital Properties	3	\$2,569,250	2	\$1,632,000	5	\$4,201,250
191	Christopher R Leary	Washington Fine Properties, LLC	0.5	\$397,500	2	\$3,800,000	2.5	\$4,197,500
192	Jeffrey S Ganz	Century 21 Redwood Realty	6	\$1,937,500	6	\$2,258,140	12	\$4,195,640
193	Bryan Kerrigan	Redfin Corp	10	\$4,190,000	0	\$0	10	\$4,190,000
194	Jeremy E Lichtenstein	RE/MAX Realty Services	4	\$4,158,800	0	\$0	4	\$4,158,800
195	John L Lesniewski	RE/MAX United Real Estate	9	\$3,942,000	1	\$210,000	10	\$4,152,000
196	Lauren Olson	RE/MAX Results	3	\$1,916,300	3	\$2,178,000	6	\$4,094,300
197	Berna Kimber	Redfin Corp	2	\$680,000	6	\$3,413,900	8	\$4,093,900
198	Jason S Cohen	Compass	3	\$2,787,000	1	\$1,299,000	4	\$4,086,000
199	Kyle Meeks	TTR Sotheby's International Realty	2	\$1,450,000	4	\$2,633,000	6	\$4,083,000
200	Susan Van Nostrand	Compass	4	\$2,287,250	1	\$1,779,000	5	\$4,066,250

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Charles P Gilroy	Redfin Corp	7	\$2,940,800	2	\$1,123,000	9	\$4,063,800
202	Lucy Blundon	Washington Fine Properties, LLC	1	\$2,205,000	1	\$1,850,000	2	\$4,055,000
203	Maya D Hyman	Compass	0	\$0	2	\$4,050,000	2	\$4,050,000
204	Cheryl A Kurss	Compass	2	\$3,250,000	1	\$781,000	3	\$4,031,000
205	Katri I Hunter	Compass	1	\$507,000	4	\$3,514,000	5	\$4,021,000
206	Pamela B Wye	Compass	1.5	\$2,125,000	1	\$1,895,000	2.5	\$4,020,000
207	Lee Murphy	Washington Fine Properties, LLC	2	\$1,710,000	3	\$2,306,500	5	\$4,016,500
208	James C Thomley	RLAH Real Estate	2	\$1,899,000	2	\$2,106,000	4	\$4,005,000
209	Phoenix E Wright	Compass	1	\$785,000	8	\$3,218,115	9	\$4,003,115
210	Tina C Cheung	EXP Realty, LLC	1	\$390,000	8.5	\$3,610,400	9.5	\$4,000,400
211	Lee J Stillwell	RE/MAX Success	1	\$769,000	4	\$3,230,000	5	\$3,999,000
212	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	4	\$3,340,000	1	\$655,000	5	\$3,995,000
213	Rory Obletz	Redfin Corp	1	\$345,000	3	\$3,639,900	4	\$3,984,900
214	Andrew A Peers	Compass	1	\$590,000	4.5	\$3,380,500	5.5	\$3,970,500
215	Joseph E Huff	Long & Foster Real Estate, Inc.	6	\$3,007,500	2	\$936,000	8	\$3,943,500
216	Daniel J Corr	Washington Fine Properties, LLC	3	\$3,672,000	1	\$268,000	4	\$3,940,000
217	Liliana Vallario	RE/MAX Realty Group	3.5	\$1,597,500	3	\$2,335,000	6.5	\$3,932,500

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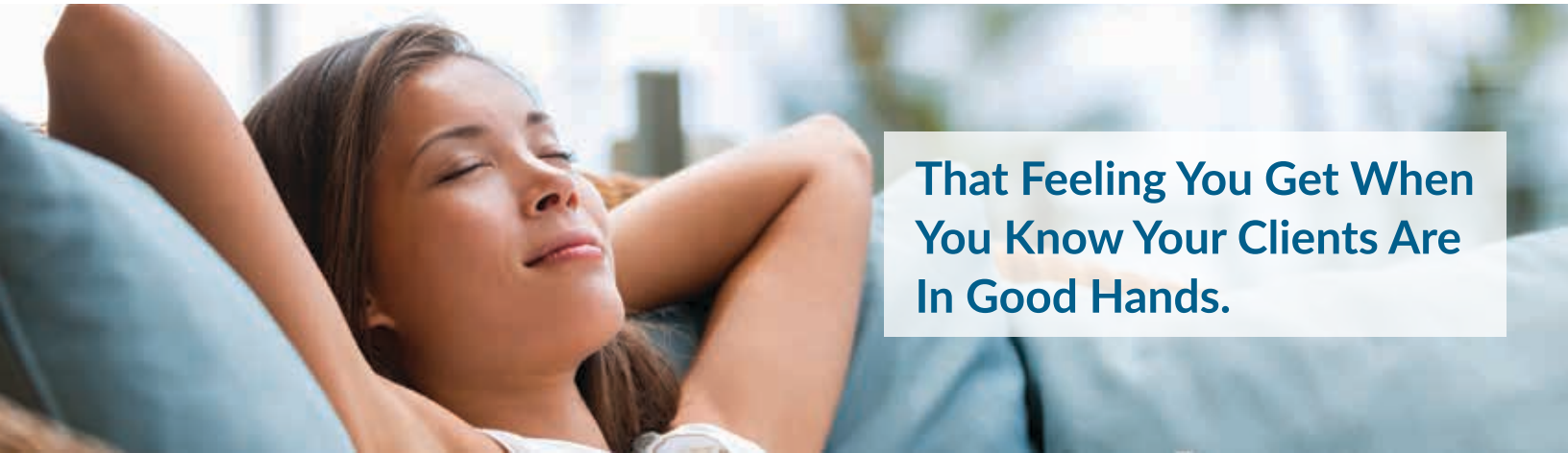
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