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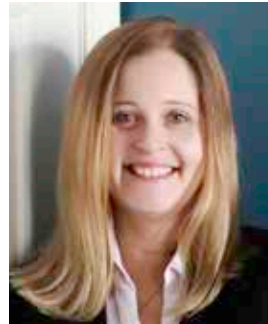
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If you are interested in contributing or nominating Realtors® for certain stories, please email the publisher at Kristin.Brindley@realproducersmag.com.

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A NOTE FROM THE PUBLISHER

Dear Real Producers,

We had a fantastic time at our June Jamboree in Germantown, Maryland! Check out the pictures of your friends and colleagues on the special events pages! It is an honor to be part of creating space for this amazing community to connect, and form/strengthen relationships. Mark your calendar on November 4th for our large joint event with *NOVA Real Producers!*



A reminder of what we are and our mission: We are a local, Realtor®-centric publication and relationship platform. Our mission is to inform, inspire, and elevate our *Real Producers* community. Everything we do is looking through the lens of Inform, Inspire, and Elevate. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top .05% of your industry.

Check us out on YouTube and Spotify, simply search for Kristin Brindley. If you aren't in our private Facebook group, let us know at info@dcmetrorealproducers.com. If you aren't part of the private group yet, get in there!

Our Real Producers are wonderful people who do great work in real estate and in their communities. We are taking nominations for agents to feature for the rest of next year right now! Nominate your fellow Realtors® and yourself. You can nominate for a cover story, rising star, "Making a Difference," and "A Cool Life Story." We have a special pets edition coming in October!! We also have "Legends" coming up. Please nominate a Legend who comes to mind!

I love hearing ideas from the community on other stories that are of interest to you and ideas you have – including on where you'd like to see events held. We also have a Question & Answer section! What questions would you like to see asked? We post them on Facebook and also send the questions to the Top 500 group from our email: info@dcmetrorealproducers.com. Look for the "We Ask...You Tell!" article in the magazine where we publish answers from our Real Producers!

Check out the photos from our June Jamboree on page 52 and on our *DC Metro Real Producers'* Facebook page. We look forward to seeing you at our large joint event in November!

With gratitude,



Kristin Brindley

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▶▶ we ask...you tell!

What are your favorite apps for your business?



JIM BROWN
Turning Point Real Estate

Besides the Bright MLS app (*Sphere Mobile*), the one I use the most is actually the *MyRadar* app! Since most days involve some sort of outdoor activity (photo shoots, property clean-ups, etc.), I need to stay on top of the weather to make sure we've got the best results!



MATTHEW DUBBANEH
The ONE Street Company
Homesnap and the PA app.



REBECCA LOMBARDO
TruPlace

EverNote. I have a lot of ideas while traveling, speaking with people, and this helps me keep it all organized and follow up on it. Great ideas are only worth their salt if you execute on them. This app helps with that for me.

Buffer. So much social media, so little time! This app helps me with surface engagement on my most important platforms so I can engage as needed in a timely way.

Headspace. Because after spending time on *EverNote* and *Buffer* I need to clean the slate and start fresh the next day.



MOLLY CARTER
Long & Foster Real Estate

Genius Scan. Simple and easy to use. Cannot live without it. Truly makes me mobile. If I need to pull a page out of a document or photo to set up into a PDF to send or have signed, it simplifies everything. Sometimes I'm in a kayak or on the back of a motorcycle on a long ride and I can keep moving!



BLAKE HERING
The ONE Street Company

I use the *Homesnap* app all the time. It pulls up all the information I need immediately. I also like the comps feature, if you know how to navigate it. Very user-friendly and helpful when with clients.



MALIA TARASEK
Keller Williams Capital Properties

Homesnap! It's an efficient way to check out a property while on the go. I can also schedule showings easily while looking at the properties.

Another great one is *ShowingTime*. Did you know you can add documents to share with agents that will automatically be emailed to them when they schedule a showing online? This is helpful for disclosures or important information about the property.



JACK WANG
RLAH Real Estate
Mile IQ so I get my tax deductions!



BRANDI DILLON
Keller Williams Realty Centre
My Brivity GO app, *Homesnap*, *Bunjii*, *Dotloop*, and *Adobe Scan*!



MAUREEN NICHOLS
RE/MAX Realty Plus
I love the *SentriLock* app! As a listing agent, I can manage access to my listings with a few clicks. As a showing agent, I never leave home without my phone, so accessing e-boxes is a breeze!



RUKAIYAH TYLER
Keller Williams Preferred Properties
Definitely, *Instagram*! It helps me reach such a broad audience, and I use it as a lead-generation tool.



LAUREL MURPHY
Laurel Murphy Real Estate
My favorite app is *Homesnap*. All within this one app, I can search, I can search on the go, see property histories, market, connect with fellow agents, and, most importantly, stay in consistent contact with my clients. Having the ability to send listings directly into their hands/phones, fielding feedback immediately, and seeing what properties they prefer decreases the time it takes to identify a property they want to make an offer on.



LEXY BROUSSARD
ProTec Inspection Services
Slack is our go-to, company-wide communication app. This is so helpful; since our inspectors aren't always in the office, it keeps us all connected even though we don't get to see everyone every day!

We also use *FlowCode* to make all of our QR codes and contact pages!



VINCENT HURTEAU
Continental Properties
SentriLock.



CARA PEARLMAN
Compass
Our *Compass Real Estate-Homes* app, *Homesnap*, *Hurdler*, *Waze*.



NURIT COOMBE
The Agency
Moxi, *Chime*, *Canva*, *Instagram*, *Clubhouse*.



ROBIN CAVALLARO
RE/MAX One
Bling, *Notepad* on the iPad, *HomeSnap*, *Sendout Cards*.



DAN CUMBERLAND
Moyer & Sons Moving & Storage
iMovie! It has been phenomenal for on-the-go editing of videos. Plus, it was free with my iPhone!



JENNI DAVIES
Coldwell Banker Realty
Boomerang, *TouchNote*, *Felt*, *Canva*.



MELINDA ESTRIDGE
Long & Foster Real Estate
One I really enjoy is *Homesnap*, which gives you estimated values on properties anywhere in the U.S. by taking a picture of the front of the home. It also shows information about the last sale. It can be used as a guideline.

The other is *Slydial*, a free service that lets you dial someone's cell phone number and immediately go into their voicemail without their phone ringing. If there is a difficult client or agent or just someone who chats for a long time when you do not have the time, you can deliver a message without having to speak with them directly. It has been a timesaver and allows the call recipient to digest the information of your voicemail before you have to speak with them in person. They also have a group messaging system where you can call numerous people and leave a message, such as announcing an open house or a recent sale.



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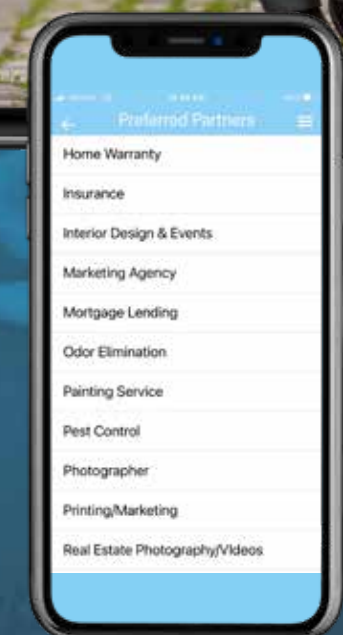
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Introduce Yourself to a NEW FARM

► marketing matters

By Todd Lebowitz

Call Today!

I CAN SELL YOUR HOME!

Introducing yourself to a new farm may seem daunting, but it doesn't have to be. There are a few key things you can do to make the process easier and less intimidating.

Send out a postcard with your name and face prominently displayed.

There are many ideas for what to include on a postcard, but none of the information is as important as your name, contact information, and a photo. Make sure this information is listed clearly and prominently so potential clients won't forget it.

For an initial outreach, introduce yourself, tell this new farm about your experience, and let

them know why you're interested in working with this new neighborhood. Your message should be brief and engaging to keep them interested.

Show your clients you're serious about their business by sending out an offer.

Offer your potential clients a free consultation or information session about how to prepare for selling or buying a home.

Let potential clients know what you have to offer.

Your experience and knowledge are your most valuable assets. Show these off by explaining your qualifications, detailing properties you've sold in the past, and letting them know how you can help them find their dream home or sell their current one quickly.

WIIFM

What's In It For Me (WIIFM). Every consumer looks at advertising for information that helps them in some way. Make sure you provide timely and relevant information for their situation. Neighborhood market reports are a great way to provide analysis on what matters most to potential home buyers and sellers.

A personal note is a great way to gain familiarity.

If your new farm is on the smaller side, you can send a handwritten note to the residents. If the new farm is on the larger side, you can focus on sending a letter to residents who have lived in their homes for over ten years. Don't push them to sell their homes, but let them know that you

will be there when they are ready to do so. They will remember the personal note and appreciate the effort. The better they know you and the more they know you care, the more likely they will be to work with you.

Introduce yourself!

When it's safe to do so, walk around the neighborhood and attend community events to get to know people. People will see you invest in the community and appreciate working with someone familiar with the area. Be sure to carry business cards or flyers with you to share your contact information with people you meet easily.



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 their design portal. www.mymarketingmatters.com



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★★★★★
 I am glad my REALTOR® recommended Kasey as my loan officer. She did a phenomenal job, from loan origination to a successful closing. She is very knowledgeable and was patient with all the questions I had. She gave me all the right information and clarified all the doubts I had with the loan process. She was very approachable and responded quickly every time I reached out to her. She made sure I was comfortable and well-informed. I will definitely recommend Kasey for every home buyer. - Kyaw A.

★★★★★
 Kasey was the guiding light in our home search and buying process. She was extremely patient with us considering my husband had a million-and-one questions and she always was quick to respond. She ran numbers for us on multiple homes until we found the right one. When we decided on a house, she helped us get the best rate and explained everything in detail so we understood. I felt more confident, relaxed, and protected by working with Kasey. I would highly recommend her to anyone I know! - Kristina K.

★★★★★
 As a REALTOR®, I've had the pleasure of working with Kasey Martin for nearly 19 years. Kasey goes above and beyond to guide my clients through the loan process. Kasey is always willing to take the time to answer clients' questions, understand their goals and present loan options that best fit their goals. Her follow up and attention to detail are excellent. Clients can always count on Kasey for an incredibly smooth process from contract to close. I highly recommend Kasey! - Valerie C.

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CALL NIGHT

As Easy
As 1-2-3

ops boss® coaching

By Christy Belt Grossman

Is your team planning a “Call Night”? Not sure where to start? It’s as easy as 1,2,3! Just follow the plan below. (If you’re an assistant for a single agent or a small team, you might plan a call night with a group of agents in your office. It will be a lot more fun that way!)

Your Role in Call Night as an Ops Boss®:

1. Make it so *easy* on your agents that all they have to do is show up and dial. This means preparing call lists and scripts ahead of time.
2. Make it *fun* so they look forward to coming. How? Set a theme, feed them, play games, and award prizes.
3. Join in and participate just like the agents do. Lead by example. Call nights are a great opportunity to go through your database and touch the orphans (past clients who had no agent or whose agent has left the team) and your own sphere of influence.

Theme Ideas (Have everyone dress up, decorate the conference room, and tie your food and drinks into the theme.):

- Choose a decade – ‘70s Disco, ‘80s Retro, ‘90s Pop
- Crazy hats
- Inside out & backwards
- Another country
- Mardi Gras
- Desert island

Award Ideas:

Create a Bingo card and award prizes as people hit “Bingo.” (You can do this in Canva or at myfreebingocards.com.) Also, have a list of end-of-night awards.

Things to Put on Bingo Card:

- Appointment set
- No answer
- Hung up on
- Updated contact info.
- Gave me a referral
- Heard their life story
- Dog barking
- Wants to rent
- Kid crying
- Said the F word
- Said they’d call back
- Said they can’t talk
- Set 10 follow-up tasks in CRM
- Took 60 seconds to breathe
- Friended them on FB
- Moving out of state
- Buyer buyer pants on fire (buying in next 30 days)
- I’m on the “Do Not Call” list
- Free space
- My friend/relative Is a REALTOR®
- Waiting for spring
- Waiting for prices to drop

Awards:

- Most dials
- Most contacts
- Most appointments
- First to Bingo
- Second to Bingo
- Covered the card
- Best-themed dresser

Prize Ideas:

- Starbucks gift cards
- Gas gift cards
- Gift card to detail your car
- Commission bump of 5% of next deal

Games (halfway through, take a break for a game...):

- “Rock, Paper, Scissors.” Play fast and keep playing until the last one is standing.
- “Minute To Win It.” Everyone gets a cup and a straw. Pour marshmallows on the table. The person who can move the most marshmallows into their cup using the straw, with hands behind their back, wins. (Bonus: When you’re done, fill everyone’s cup with hot chocolate.) (You can substitute popcorn, M&Ms, cotton balls for marshmallows.)
- “Musical chairs”
- “Pie Face”!

Script Ideas:

- Call to invite them to your next event. (Don’t forget to call everyone after the event, also, to thank them for coming or to say you missed them and hope to see them at the next event.)
- Call to update their contact info. to “ensure you remain on our VIP Client list so you get invited to all of our events.”
- Circle prospect around your listings (3 calls: One to let people know a home is coming on the market, one to let them know it went under contract and ask if they’d like you to give them the price when it sells, and one when it closes – to let people know the sold price.)
- Circle prospect around listings with multiple offers. Call to let people know how many offers you had and ask them if they’d like to chat about selling their home too.

There are a million scripts. That’s the easy part! Your role as Ops Boss® is to have scripts prepared for each person calling.

Now, JOIN In!

If you are reluctant to call your sphere because “I’m not a salesperson for a reason,” perhaps you could think of it like this:

There are more than a million Realtors in the country. Your team is probably one of the best, if not *the* best, in your area. If you truly care about your friends and family, you want to let them know so that they don’t end up with one of those “less than stellar” agents. So add them to your agent’s database and start dialing!

A true Ops Boss® also knows we lead by example. *And* they’re competitive. The bossiest thing you can do is to plan the whole Call Night, then win Bingo like a boss!



Christy Belt Grossman is the Founder & CEO of Ops Boss® Coaching. Prior to that, Christy was 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; elite, one-on-one coaching; and an annual conference focused on real estate operations professionals. For more info. visit www.OpsBossCoaching.com.

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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



WILL THOMAS

**TTR Sotheby's
International Realty**

Don't complain. Don't speak negatively about anyone — other agents, clients, etc. That only creates negative energy. Work hard. Be likable. People want to do business with people they like. Good communication skills. Positive energy.

It's important to be authentic. Find your own unique ways to sell yourself and to serve your clients.



JOVAN VIDULOVIC

Keller Williams Realty

Treat everyone the same and love what you do. Don't get discouraged in the first three months of being a REALTOR®. None of us were instantly successful.

Success is not defined by having things that other people can see.

Success is defined by caring about others and yourself.



KATRI HUNTER

Compass

[Perfect balance is] being able to travel, to work remotely, run your own business, and have financial independence.

Work equally as hard on the lower price-range clients and rentals as you do with more intimidating clients. The loyalty and commitment to clients that really need your representation will pay you back tenfold.



BRANDON FRYE

Guaranteed Rate

"I'm truly dedicated to every client and Realtor I work with...I'm here to take things off their plate and make them look better with their clients. The better I make them look when they refer me, the more business we both get. At the end of the day, let me be the lead blocker for you and your clients. Let me pave the way. If I can

earn your trust, I'd like to help get you across the goal line."



TOM GRASS

JK Moving Services

Our brand promise is "You will be treated with care and respect," and our purpose is "Stress-free relocations."

JK Moving can help the largest to your smallest clients with the same care and respect.



▶▶ partner spotlight

By Zachary Cohen

Photos by A. Claire Vision Photography



BRANDON FRYE

GUARANTEED RATE



...

FROM THE GRIDIRON TO MORTGAGE LENDING: LEADING WITH WORK ETHIC



For most football players, getting to the NFL is a dream, and Brandon Frye was one of the few to realize that dream. After graduating with a finance degree from Virginia Tech in 2007, Brandon was drafted in the fifth round by the Houston Texans. He went on to play for the Miami Dolphins and Seattle Seahawks before his NFL career came to a close in 2010.

Not many athletes are prepared for life after their NFL career. According to data from Chron.com, the average length of an NFL career is an astonishingly short two and a half years. That leaves the large majority of players who do make it to the NFL in need of a post-NFL plan.

Brandon, however, was in a unique position. During his time at Virginia Tech, he was heavily focused on his education. Playing professional football was always his backup plan. “For me, I don’t think I struggled with transitioning after football as much as many players because I had a huge emphasis on school. I had plans for more than just playing in the NFL, if that opportunity came along,” Brandon says.

With a degree in finance from a great university, Brandon knew he would find a way to succeed. When a friend brought up the idea of mortgage lending, he dove in.

Becoming an Expert in Mortgage Lending

Brandon has now been in the mortgage lending world for over a decade. He steadily



Brandon Frye at home with wife Melissa and daughters Aria Grace and Jasmine Lane.

worked his way up to become a leading mortgage professional with Wells Fargo. After ten years with Wells Fargo, he transitioned to become a senior vice president at Guaranteed Rate in January 2021.

“I graduated with a B.S. in finance from Virginia Tech, and love helping people. Combining those two things with my work ethic and attention to detail has helped me be successful in the mortgage industry,” Brandon says. “I truly enjoy helping others achieve financial success through building wealth with homeownership.”

Brandon has built his business by partnering with real estate agents. He prides himself on being an advocate for his agents. His attention to detail allows him to predict potential issues and solve them — before they ever become issues. “My biggest job is to provide a smooth experience. I’m here to take things off their plate and make them look better with their clients. The better I make them look when they refer me, the more business we both

get,” Brandon says. “At the end of the day, with my real estate agents, let me be the lead blocker for you and your clients. Let me pave the way. If I can earn your trust, I’d like to help get you across the goal line.”

Family First

At home, Brandon and his wife, Melissa, have two daughters; Jasmine Lane is 3 and Aria Grace is 1. “We love dance parties, playing sports, and movie nights with popcorn,” Brandon smiles. “I also enjoy playing golf, watching sports, and grilling delicious food.”

In his personal and his professional life, Brandon is dedicated to service. He continues to model the motto from his alma mater, Virginia Tech: Ut Prosim (That I May Serve). It’s Brandon’s uncanny ability to focus on service — not sales — that drives his business.

“I’m truly dedicated to every client and real estate agent I work with.

Q&A With Brandon Frye

Real Producers: What do you want the top-producing real estate agents to know about your business?

Brandon: In the words of the Genie (or Tupac), “You ain’t never had a friend like me.”

Real Producers: What do you believe has been the biggest reason for your success?

Brandon: My mom. There’s no doubt I learned my work ethic from watching her. She worked two to three jobs at a time to make sure there was food on the table and a roof over our heads.

I take great personal pride and responsibility in my commitment to helping them achieve their goals.”



For more information, please visit www.rate.com/BrandonFrye.

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Katri Hunter

▶ agent spotlight
By Chris Menezes

BALANCING ACT

Katri Hunter had an epiphany before getting into real estate, about eight years ago, which ultimately led her into the business.

She was working in computer forensics consulting, having obtained a master's degree in forensic science/high tech crime investigation from George Washington University, and although she always saw herself in law enforcement/consulting, she was not happy.

"I was working much more than 9 to 5 and I didn't have anything for myself outside of going to the gym or dinner. It wasn't the type of work I had envisioned for myself (I was working with computers as opposed to people), and I had a desire to return to a past passion of mine," she explains.

Katri's past passion was riding horses. She rode horses growing up, first outside of London, where she lived up until the fifth grade, then San Francisco Bay area through middle school and high school, and competitively in college at the University of Vermont.



Photo by A. Claire Vision Photography

"I was working with computers as opposed to people, and I had a desire to return to a past passion of mine."

Photo by A. Claire Vision Photography



Katri Hunter rode horses while growing up and is riding competitively again with her horse, Prince.



“I felt as if this was missing from my life,” she says. “It was hard to find time, a place, and the funds to fulfill this in D.C. This got me thinking about flexibility in my career. I didn’t know what I wanted to do, but I knew I wanted to help people, as opposed to sitting in a computer lab.”

Seeing that she was unhappy in her career, Katri’s friend, Tom Buerger, who was actually her REALTOR® when she bought her first property in 2009, encouraged her to enter real estate. He had supported her trying to get her into the business for some time already, having a tech background as well, but this time, Katri decided to listen.

Katri obtained her license in 2013 with RE/MAX and is now with Compass on The Tom Buerger Team, where she has been a top producer for the past three years. In 2020, she produced over \$34 million.

“It’s ironic because I work more now than before, but now I create my schedule,” Katri says. “I make time to ride in the mornings and work in the evenings and weekends. I have a horse named Prince and am riding competitively again. I make time for it and don’t sacrifice it for anything.”

Katri built her business by treating every client and lead, whether a rental, a condo, or luxury home, the same, and by being a resource (outside of the home-buying/selling process) to all her past, current and future clients. Thus, she says, her secret weapon has become her referral network.

“I think my clients know I am a great resource for almost anything in the D.C. area,” she says.

While Katri fulfilled her goal of creating enough work-life balance to start riding again, she has reached a place in her business where she needs to recalibrate and find more balance, something many in real estate find themselves constantly doing. The realization occurred after doing a 10-mile hike with a few friends.

“I didn’t have cell service for most of the hike. Then, when we reached a place where it came back on, I got on my phone and began trying to schedule a home inspection, much to my friends’ dismay. Looking back at that moment, I realized I needed help.”

Katri’s goal for 2021 is to leverage the power of being on a team as well as relationships with other agents at Compass so she can collaborate and partner with others when there isn’t enough time or when she feels overwhelmed. “Teaming up with other agents takes pressure off the schedule, and it allows each client to receive the level of service they deserve,” she says.

One way Katri maintains balance in her business is through email. “I tell people upfront that the best results and responses from me come via email and not text/phone calls because I am much more organized via email. It takes the stress out of having your phone with you all the time,” she says.



Part of Katri’s life balance includes her community efforts. She is on the board for the National Kidney Foundation for the D.C. area and, as a living kidney donor herself, she enjoys advocating for other living donors and helping people understand the benefits of living donations. Katri is also on the board of DC WISE, a local charity of mostly female volunteers/board members in the real estate industry.

Katri especially enjoys spending time with her boyfriend and their pitbull pup. They live in Logan Circle and just bought a second home in San Diego, where they love to vacation.

As Katri continues working hard for her clients, she will continue to calibrate her business to achieve that perfect balance, that she describes as “being able to travel, to work remotely, run your own business, and have financial independence.”

▶ rising star

By Zachary Cohen
Photos by A. Claire Vision Photography

JOVAN VIDULOVIC



Building the Life of His Dreams

“Life imposes things on you that you can’t control, but you still have the choice of how you’re going to live through this.”

—Celine Dion

Jovan Vidulovic, of Jennifer Young Homes at Keller Williams Realty, was born and raised in Boljevac, a small town in eastern Serbia. He remained there until college, when he headed off to Belgrade, Serbia’s capital, to pursue higher education. In Belgrade, Jovan obtained a bachelor’s degree in civil protection and environmental studies.

Life in Serbia is drastically different than here in the States, and the earnings expectations are far more subdued. Ultimately, it was economic opportunity that inspired Jovan to head across the ocean to the United States.

“I remember being in college and my parents and teachers telling me, ‘You have a good major. You’re going to make \$800 per month, here.’ While that was as much as both of my parents combined, I was still left thinking, ‘\$800 per month?’”

Jovan had big dreams, and he sought a place with the opportunity to allow him to accomplish those dreams. “I remember reading in college about how people became multimillionaires by owning real estate in Hong Kong,” Jovan recalls. “I started ...

...

researching and was always curious and dreamt about the perfect location where I could buy a less-expensive home and become a millionaire.”

Eventually, that searching led Jovan to Washington, D.C., where the real estate market is strong. “Once I moved to D.C., I realized that certain homes in certain areas have appreciated by 400 percent in the last 15 years. That created a huge interest and drive for me to become a successful real estate agent and live the American dream.”

From Humble Beginnings, Breaking Through

In D.C., Jovan also met his wife, Stephanie, who works in the mortgage industry. In February 2018, he officially launched his real estate career.

Like many new agents, Jovan struggled early on. With a small sphere of influence and the challenges of learning a new culture still present, it took five months before he closed his first deal. By 2019, however, his business had taken off. In 2020, he closed an impressive 48 transactions. “I remember that I didn’t know if I would be able to make it in this business,” Jovan admits. “But since then, I’ve sold more than 100 homes.”

Honesty, Transparency, and Creativity

Jovan has built his business on the principles of honesty, transparency, and creativity. He’s willing to point things out that his clients may not want to hear — of course, with their best interests in mind. “What sets me apart is that I listen to what the clients need, not just what they say that they want,” Jovan says. “I’m dedicated, agile, responsive, passionate, and thoughtful.”



Coming from Serbia, Jovan has seen poverty firsthand. He lives with anxiety that he may wake up one day and lose it all. Yet, rather than getting him down, this fear motivates him to be at his best — for both his clients and his family. “In order to do that, I have implemented mindfulness in my daily routine to make sure that my clients get the best version of me, and that I take care of my well-being,” Jovan explains. “I remember that success is not defined by having things that other people can see. Success is defined by caring about others and yourself.”



Jovan Vidulovic, wife Stephanie, and daughter Lana have just welcomed new baby Zoe to the family.

Living His Best Life

Jovan and his wife, Stephanie, have two daughters, Lana (2) and baby Zoe (2 months). Jovan and Stephanie enjoy cooking, traveling, sports, and exploring other cultures. “None of this success would be possible without my wife, who supported me and believed in me at times when I did not believe in myself. She has my back,” Jovan beams.

One of Jovan’s long-term dreams is to retire to South America. Yet, as his family continues to grow, he roots more deeply into the present, focusing more energy on those right in front of him.

“I truly am realizing that the cool life is actually being there for my wife and family, listening to their needs and feelings. That is a cool life that I want,” Jovan exclaims. “I just want to be present and available for my family, myself, and my friends.”

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TOM GRASS

JK MOVING SERVICES



▶ partner spotlight

By Chris Menezes
Photos by Ryan Corvello Photography



General Manager Tom Grass (center) with Moving Consultants (from left to right) Phil Philbin, Joe Pence, Antonio Fabrizi, Rich Stewart, Hugo Mercedes.

TIME TESTED, CUSTOMER APPROVED

When it comes to moving, experience is important. You want someone who not only knows what they're doing, but who also understands how to maintain a highly successful business. As we know, longevity in business hinges on excellent customer service. With over 37 years in the moving business, there are few who can match the experience and longevity of Tom Grass and JK Moving Services.

Tom has loved the moving business ever since he "stumbled into it" at a young age. An adventurous entrepreneur at

heart, Tom started working at age 11, when he acquired his own paper route and started cutting lawns in his neighborhood.

"I always enjoyed working and having that independence," says Tom. "When I got into the moving business, I enjoyed helping people move to the next phase of their life. I always enjoyed driving and loved performing out-of-town moves. It gave me the opportunity to see the United States. Also, being in the D.C. area gave me the opportunity to meet some celebrities and very high-end officials."

With a degree in business from Montgomery College, Tom eventually started his own moving company. After 21 years of growing his business, he merged his company with JK Moving Services in 2004, and opened the Maryland business unit.



...

“Serving on the executive team and 16 years later, the Maryland business unit continues to grow, with two warehouses and a great team for our residential services and our commercial services,” Tom explains. “It’s been extremely fulfilling, helping our workforce grow their careers while providing the very best for our customers, regardless how big or small the job is,” says Tom.

Tom isn’t the only person on the JK Moving team with incredible experience. According to Tom, 60 percent of their sales representatives have an average tenure of 21 years with the company, while 40 percent has average tenure of seven years. With an employee retention rate as high as that, you have to be doing something right.

Tom says the real difference in JK Moving can be found within their brand promise: “You will be treated with care and respect;” their purpose: “Stress-free relocations;” and their seven core values: “It’s my job; Be caring and courteous; Have moxie; Together we succeed; Commit to growth; Connect the dots; and The bottom line.”

That all translates to providing customers with the best experience they possibly can as a unified team. One way they do that is through technology. Long before COVID, they partnered with Yembo, a tech start-up company driven by AI that actually helps calculate customer need utilizing pictures and measurements.

“With this technology, we have three new ways to help a customer in understanding their needs and budget,” Tom explains. “We can perform the in-home consultation with this new technology, the customer can perform their own survey at their convenience, or we can video chat



Tom and his wife Debbie enjoy taking long trips on his Harley Davidson with family and friends.



Opened in 2004, the JK Moving Services’ Maryland business unit has two warehouses for their residential and commercial services.

“

IT’S BEEN EXTREMELY FULFILLING, HELPING OUR WORKFORCE GROW THEIR CAREERS WHILE PROVIDING THE VERY BEST FOR OUR CUSTOMERS, REGARDLESS HOW BIG OR SMALL THE JOB IS.

with them to answer all their immediate questions. This information is downloaded in our JK Moving Services customer app that enables booked customers to follow their shipment from estimate to delivery, making everything extremely easy and efficient for our customers.”

Simply put, JK Moving Services is a company that cares. They care about their customers, their employees, and their community. In fact, they even have a 150-acre community farm (The JK Community Farm), which provides organic fruit, vegetables, and protein to local hunger-relief programs and shelters.

“Recognizing that hunger was a real issue in Loudoun County, Virginia, and surrounding areas, JK Moving Services launched the JK Community Farm in 2018 to help those struggling with food insecurity, including children, senior citizens, families, and individuals in need,” says Tom.

Outside of the business, Tom and Debbie, his wife of 37 years, enjoy spending time with their four

children and nine grandchildren, whether spending time at their son’s farm, going to the beach, or playing and watching sports together. They also enjoy jumping on the Harley Davidson for an afternoon drive and traveling to new places.



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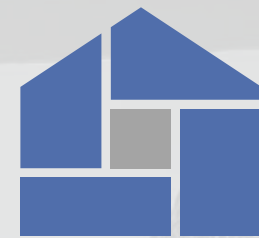


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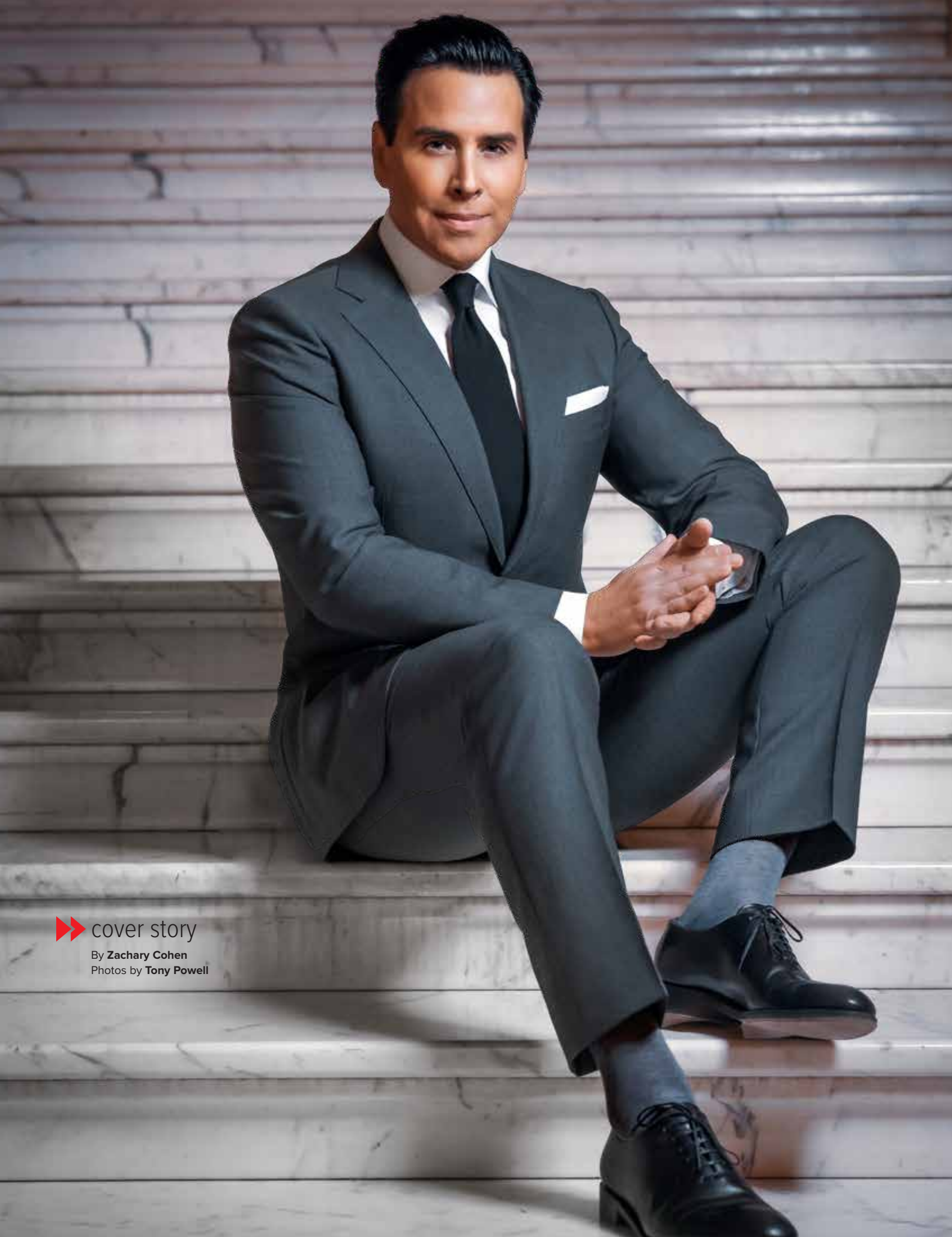
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WILL THOMAS



Prior to real estate, Will Thomas had a successful, 20-year career as an award-winning television news anchor at Fox 5 DC.

FROM THE NEWSROOM TO REAL ESTATE: LEVERAGING AUTHENTICITY

“The riskiest thing we can do is maintain the status quo.”—Bob Iger

When he was a senior in high school and during college, Will Thomas spent his summers in Los Angeles, where his uncle worked as a film producer. Will’s uncle, and the entertainment business, inspired him to pursue his own path in front of the camera. Will quickly took up the art of storytelling, writing, and production.

“Broadcast journalism was a perfect fit that utilized those storytelling skills,” Will reflects. “I was lucky enough to receive an internship at ABC News in

New York City. Peter Jennings was someone I looked up to, so to be in the ABC network newsroom in New York was a dream realized.”

Will went on to enjoy a successful 20-year career at Fox 5, WTTG Washington, D.C., and became an Emmy Award-winning news anchor.

During his time as a news anchor, Will also bought and sold several homes in D.C. “I would live in them for two years and design interiors, knowing I was going to sell. And I did just that a half dozen times,” Will explains. “I was always a TTR

...

cover story

By Zachary Cohen
Photos by Tony Powell

...

Sotheby's International Realty client. I learned how to harness the brand as a client and often set price-per-square-foot records."

After two decades in the newsroom, Will transitioned to become a real estate agent in 2018. In just two years, his business has quickly become one of D.C.'s best; in 2020, he closed over \$57 million. He has been recognized by TTR Sotheby's International Realty as a 2019 Community Service Award recipient and a 2020 Exceptional Sales Award recipient, and elevated within the firm to Vice President.

HEEDING THE CALL

"This is my passion," Will smiles. "There are aspects of the field that I am so passionate about, including interior design... It's also very rewarding to create smooth, enjoyable transactions. I also love the hospitality aspect of showing properties. I treat buyers and their agents like guests in my own home."

Will's goal in real estate was to develop a rewarding second professional chapter that allowed him to utilize his unique set of skills and high visibility in the region. "I often say I am living a dream even I didn't dream for myself. At least, not this quickly," Will beams.

CARING FOR COMMUNITY

Will has continued to leverage his personal success for the betterment of others. He serves on the board of directors for Northern Virginia Therapeutic Riding Program, a program that provides equine-assisted services to children with special needs, active and veteran military personnel, and at-risk youth. Will previously served on the board of the National Kidney Foundation for ten years, and recently traveled to Africa on behalf of The Love Quilt Project, which provides handmade quilts to orphaned children.



I ALSO LOVE THE HOSPITALITY ASPECT OF SHOWING PROPERTIES. I TREAT BUYERS AND THEIR AGENTS LIKE GUESTS IN MY OWN HOME.

Will Thomas and Sherrie Beckstead will co-host the "Ride to Thrive Polo Classic" in September to benefit the Northern Virginia Therapeutic Riding Program.

Will and his partner, Barry Dixon (an acclaimed interior designer), live in a 1907 Edwardian manor home on nearly 300 acres in Warrenton, Virginia. They enjoy travel, interior design, and vintage luxury automobiles.

THE PATH FORWARD IS BRIGHT

In just his third year in real estate, Will has achieved far greater success than even he imagined. His skills from his time as a news anchor — storytelling,

creativity, and communication — have continued to serve him. However, perhaps nothing is more critical to his success than his authentic nature.

"It's important to be authentic," Will reminds us. "Find your own unique ways to sell yourself and to serve your clients."

With world-class service at the fore, Will has proven that success will undoubtedly follow.



Will Thomas and his partner, Barry Dixon, live in a 1907 Edwardian manor home on a 300-acre estate in Warrenton, VA.




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June 16, 2021

What a fantastic event our June Jamboree was! We had an amazing time in Germantown, MD, with fabulous food and great fun. Thank you, from the bottom of our hearts, to DC Metro's Real Producers who showed up and showed out!

A huge thank-you **Rocky Bowers** for the incredible listing and to our wonderful event sponsors: **Guaranteed Rate, Eastern Title, The Mortgage Link, Town & Country Movers, and Vellum Mortgage**, as well as our media partners, **HDBros, Ryan Corvello, and Amanda Claire**. You all are amazing, and we couldn't have done it without you!

As always, it was great seeing everyone and connecting again as a community. Look for photos of our July event in next month's magazine!

For more information on all DC Metro Real Producers events, please email us at events@dcmetrorealproducers.com.







for Real Estate Websites

words by wade

By Wade Vander Molen

“SEO” is one of those acronyms that people hear and they immediately think of something complicated. In reality, it is something that is used by search engines all the time to determine relevant content when doing an online search. Another way to put it is, think of a library but instead of books, think of a library full of websites. Every time someone searches for something on Google, such as buyer or seller, the job of search engine optimization is to provide the user with the best results to answer their question or solve their problem. There are many factors that go into Google’s algorithm, but I want to cover the most basic items a Realtor® can do right now to start pushing their website up the search engine results page (SERP). First, what are the benefits of creating indexable content?

What are the Benefits of SEO?

1. Allows you to create organic search traffic, which is free.
2. Organic traffic is usually consistent when you are ranking high.
3. Provides the opportunity to reach a massive audience.

Creating Backlinks

Backlinks are links to a page from one website to another. Google likes to see information linked to other information that is “well trusted.” It’s good to provide backlinks within the content to other relevant sites, but the secret sauce is getting other websites to create backlinks to your content. This tells Google that your website is valuable and, in

turn, allows you to gain traffic from the pointing website. This is an SEO dream.

Search Intent

Search intent is the “reason behind the search query.” Essentially, before you create any content on your website, think about who is your target audience, and would they search for your content topic in a search engine? For instance, if you’re writing about your real estate farm, do some homework with your own searches or use *Google Trends* to see the most popular and relevant searches for your farm, then create good content about that topic. Knowing your audience’s “search intent” will help you know what to create content about and get eyes to it.

Connecting and Syndicating Content

Great. You have created your website content, but now you have to push it out to other areas. For example, post your content on your

social media outlets. Send out an email to your real estate database and include the website link for your SOI to read. Part of pushing your website and content up the search engine results page is page clicks and time spent on your website. The more visitors to your site and the more time spent clicking around, it tells Google that your website content is valuable. The search engines reward these sites as they want their users to have the best experience possible on their platform.

When starting out creating website content, remember to always think of your end-user in mind: Is my topic something someone would search for online? And how else can I push out the content and, in turn, drive that traffic back to me through links? More qualified eyes to your real estate business means more opportunities for clients. Good luck!



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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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	34	\$76,104,312	12.5	\$33,941,500	46.5	\$110,045,816
2	Jennifer S Smira	Compass	46.5	\$41,969,352	43.5	\$38,174,576	90	\$80,143,920
3	Michael W Rankin	TTR Sotheby's International Realty	13	\$40,241,000	10.5	\$38,060,500	23.5	\$78,301,500
4	Daniel M Heider	TTR Sotheby's International Realty	22	\$41,200,500	18	\$30,917,200	40	\$72,117,696
5	Nathan J Guggenheim	Washington Fine Properties, LLC	31.5	\$30,174,400	32	\$37,809,184	63.5	\$67,983,584
6	Frederick B Roth	Washington Fine Properties, LLC	15.5	\$36,102,124	5.5	\$29,042,000	21	\$65,144,124
7	Dana Rice	Compass	28.5	\$34,958,476	20.5	\$27,717,850	49	\$62,676,324
8	Wendy I Banner	Long & Foster Real Estate, Inc.	25.5	\$36,856,904	21.5	\$24,801,020	47	\$61,657,924
9	Barak Sky	Long & Foster Real Estate, Inc.	35	\$26,884,340	39	\$31,889,100	74	\$58,773,440
10	Brian Wilson	eXp Realty, LLC	74	\$48,720,280	9	\$7,314,412	83	\$56,034,688
11	Trent D Heminger	Compass	57	\$41,113,468	14	\$10,841,726	71	\$51,955,196
12	Mandy Kaur	Redfin Corp	71	\$40,358,448	21	\$11,485,350	92	\$51,843,796
13	Kara K Sheehan	Washington Fine Properties, LLC	15	\$37,503,000	7.5	\$12,905,820	22.5	\$50,408,820
14	Erich W Cabe	Compass	23	\$20,691,518	23	\$26,747,050	46	\$47,438,568
15	Tim Barley	RE/MAX Allegiance	22	\$24,557,640	19	\$21,128,640	41	\$45,686,280
16	Troyce P Gatewood	Keller Williams Realty Centre	32	\$14,215,300	82	\$31,406,766	114	\$45,622,064
17	Hans L Wydler	Compass	20.5	\$27,116,044	10	\$18,369,476	30.5	\$45,485,520
18	Nathan B Dart	RE/MAX Realty Services	42.5	\$30,582,852	22.5	\$14,654,230	65	\$45,237,084
19	Kimberly A Cestari	Long & Foster Real Estate, Inc.	20	\$25,799,500	15	\$19,140,200	35	\$44,939,700
20	Anslie C Stokes Milligan	McEneaney Associates, Inc.	19	\$18,274,250	19	\$26,251,250	38	\$44,525,500
21	Lauren E Davis	TTR Sotheby's International Realty	15	\$19,600,000	13.5	\$23,614,500	28.5	\$43,214,500
22	Alejandro Luis A Martinez	The Agency DC	32	\$16,193,150	68	\$26,803,300	100	\$42,996,448
23	Carolyn N Sappenfield	RE/MAX Realty Services	22	\$26,364,610	16	\$16,545,000	38	\$42,909,608
24	Robert Hryniewicki	Washington Fine Properties, LLC	10	\$25,675,756	6.5	\$16,822,500	16.5	\$42,498,256
25	Marc Fleisher	Compass	13.5	\$35,493,328	3.5	\$6,814,000	17	\$42,307,328
26	Avi Galanti	Compass	19.5	\$24,503,450	12	\$17,751,500	31.5	\$42,254,952
27	Marjorie S Halem	Compass	30	\$26,838,150	13	\$14,338,500	43	\$41,176,648
28	Christie-Anne Weiss	TTR Sotheby's International Realty	6	\$14,673,000	9.5	\$26,029,000	15.5	\$40,702,000
29	Chris R Reeder	Long & Foster Real Estate, Inc.	54	\$22,372,912	48.5	\$18,255,566	102.5	\$40,628,476
30	Cara Pearlman	Compass	11.5	\$13,248,000	15	\$27,112,910	26.5	\$40,360,912
31	James M Coley	Long & Foster Real Estate, Inc.	18.5	\$20,352,976	21.5	\$19,415,450	40	\$39,768,424
32	Brent E Jackson	TTR Sotheby's International Realty	22	\$23,053,500	14	\$16,647,638	36	\$39,701,136
33	Judy G Cranford	Cranford & Associates	16	\$14,618,210	19	\$24,185,002	35	\$38,803,212
34	Jay A Day	Real Estate Teams, LLC	53	\$24,317,880	33.5	\$14,198,476	86.5	\$38,516,356

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 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.

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Michael B Aubrey	Compass	17.5	\$13,528,102	24	\$24,563,342	41.5	\$38,091,444
36	Rong Ma	Libra Realty LLC	11	\$8,267,950	41	\$29,307,816	52	\$37,575,764
37	Sheena Saydam	Keller Williams Capital Properties	22.5	\$12,942,814	39.5	\$24,234,464	62	\$37,177,280
38	Rebecca Weiner	Compass	17	\$15,110,797	23.5	\$21,661,930	40.5	\$36,772,728
39	Kira Epstein Begal	Washington Fine Properties, LLC	14	\$13,220,011	22	\$23,320,220	36	\$36,540,232
40	Robert A Sanders	TTR Sotheby's International Realty	27	\$22,895,450	8.5	\$13,416,250	35.5	\$36,311,700
41	Mark C Lowham	TTR Sotheby's International Realty	4	\$16,152,360	4.5	\$20,152,360	8.5	\$36,304,720
42	Mark D McFadden	Compass	11	\$23,565,750	6	\$12,114,500	17	\$35,680,248
43	Joel S Nelson	Keller Williams Capital Properties	27	\$26,592,890	7.5	\$8,935,000	34.5	\$35,527,888
44	Nurit Coombe	The Agency DC	26.5	\$19,668,010	27.5	\$15,324,432	54	\$34,992,440
45	Carl G Becker	Premier Properties, LLC	14	\$21,265,500	6	\$13,713,400	20	\$34,978,900
46	James C. Peva	Washington Fine Properties, LLC	7	\$23,162,600	4.5	\$11,605,000	11.5	\$34,767,600
47	Casey C Aboulafia	Compass	17	\$12,965,021	21.5	\$21,652,388	38.5	\$34,617,408
48	Ethan F Drath	Washington Fine Properties, LLC	4	\$8,274,815	10	\$25,821,800	14	\$34,096,616
49	Eric P Stewart	Long & Foster Real Estate, Inc.	29.5	\$26,506,328	7	\$7,568,500	36.5	\$34,074,826
50	Jacob Taylor	Blue Valley Real Estate	73	\$33,329,216	1	\$560,000	74	\$33,889,216
51	Antonia Ketabchi	Redfin Corp	16	\$12,234,180	24	\$21,265,900	40	\$33,500,080
52	Russell A Firestone III	TTR Sotheby's International Realty	5	\$16,045,000	6	\$16,767,500	11	\$32,812,500
53	Michelle C Yu	Long & Foster Real Estate, Inc.	21	\$19,815,126	14	\$12,851,500	35	\$32,666,626
54	Sina Mollan	Compass	12.5	\$8,307,022	30	\$24,059,990	42.5	\$32,367,012
55	Chelsea L Traylor	Redfin Corp	49	\$31,942,100	1	\$305,000	50	\$32,247,100
56	Hazel Shakur	Redfin Corp	67	\$28,730,100	8	\$3,505,000	75	\$32,235,100
57	Robert G Carter	Compass	12	\$8,472,620	23	\$23,283,956	35	\$31,756,576
58	Sergei A Goumilevski	RE/MAX Realty Services	20	\$11,037,251	23	\$20,556,500	43	\$31,593,752
59	Daryl Judy	Washington Fine Properties ,LLC	16.5	\$21,551,220	6.5	\$10,037,000	23	\$31,588,220
60	Jonathan S Lahey	eXp Realty, LLC	45	\$21,991,376	20.5	\$9,340,500	65.5	\$31,331,876
61	Tyler A Jeffrey	Washington Fine Properties, LLC	12.5	\$12,812,300	16	\$18,328,750	28.5	\$31,141,050
62	Ellie M Shorb	Compass	9	\$14,196,900	7	\$16,315,000	16	\$30,511,900
63	Alan Chargin	Keller Williams Capital Properties	10	\$7,181,900	29	\$22,934,650	39	\$30,116,550
64	Norman S Domingo	XRealty.NET LLC	52	\$28,743,230	2	\$804,999	54	\$29,548,228
65	Robert Crawford	Washington Fine Properties, LLC	15.5	\$15,617,800	6.5	\$13,705,500	22	\$29,323,300
66	Lisa R Stransky Brown	Washington Fine Properties, LLC	18.5	\$19,188,180	8	\$9,741,000	26.5	\$28,929,180
67	Eva M Davis	Compass	2.5	\$1,791,000	24.5	\$27,048,670	27	\$28,839,670
68	Aret Koseian	Compass	7.5	\$5,924,000	25	\$22,597,220	32.5	\$28,521,220
69	Lawrence M Lessin	Save 6, Incorporated	56	\$27,737,330	1	\$299,600	57	\$28,036,930
70	Roby C Thompson III	Long & Foster Real Estate, Inc.	5	\$5,642,625	19	\$22,008,250	24	\$27,650,876
71	Carmen C Fontecilla	Compass	27.5	\$12,349,746	25	\$15,204,620	52.5	\$27,554,366

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Jane Fairweather	Long & Foster Real Estate, Inc.	20	\$21,833,500	5.5	\$5,706,750	25.5	\$27,540,250
73	James Bass	Real Estate Teams, LLC	35	\$18,693,050	21.5	\$8,697,860	56.5	\$27,390,910
74	Karen D Rollings	eXp Realty, LLC	42	\$23,168,990	9.5	\$4,026,250	51.5	\$27,195,240
75	Keith James	Keller Williams Capital Properties	5.5	\$3,344,751	47	\$23,555,500	52.5	\$26,900,252
76	Anna D Mackler	Long & Foster Real Estate, Inc.	9.5	\$7,859,200	18	\$18,994,500	27.5	\$26,853,700
77	Jeffrey M Wilson	TTR Sotheby's International Realty	7	\$7,920,000	10.5	\$18,925,500	17.5	\$26,845,500
78	Katri I Hunter	Compass	9.5	\$5,316,800	26	\$21,310,500	35.5	\$26,627,300
79	Elizabeth M Lavette	Washington Fine Properties, LLC	9.5	\$15,822,050	5	\$10,776,000	14.5	\$26,598,050
80	Amanda M Lasko	Redfin Corp	27.5	\$22,462,610	6	\$4,097,835	33.5	\$26,560,444
81	Cheryl R Leahy	Compass	19	\$21,086,040	4	\$5,450,000	23	\$26,536,040
82	Eric Murtagh	Long & Foster Real Estate, Inc.	11.5	\$24,291,170	1	\$2,100,000	12.5	\$26,391,170
83	Megan Stohner Conway	Compass	8	\$8,252,751	12.5	\$17,739,900	20.5	\$25,992,650
84	Jennifer K Knoll	Compass	9	\$10,089,500	12	\$15,851,251	21	\$25,940,752
85	James L Bell	TTR Sotheby's International Realty	4	\$13,185,000	2	\$12,745,000	6	\$25,930,000
86	Mehrnaz Bazargan	Redfin Corp	40.5	\$25,335,248	1	\$555,000	41.5	\$25,890,248
87	Maxwell E Rabin	TTR Sotheby's International Realty	14.5	\$13,386,400	14	\$12,352,938	28.5	\$25,739,338
88	Bryan Kerrigan	Redfin Corp	47	\$25,392,800	1	\$250,000	48	\$25,642,800

Disclaimer: Information based on MLS closed data as of July 5, 2021, for residential sales from January 1, 2021, to June 30, 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 January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Barbara C Nalls	TTR Sotheby's International Realty	13.5	\$12,587,001	13	\$13,050,760	26.5	\$25,637,760
90	Lee R Tessier	eXp Realty, LLC	33	\$10,912,025	33	\$14,092,900	66	\$25,004,924
91	Sarah Jacobs	Washington Fine Properties, LLC	4.5	\$13,485,000	4.5	\$11,345,000	9	\$24,830,000
92	Sheila R Pack	RE/MAX Roots	42.5	\$14,925,682	25	\$9,511,172	67.5	\$24,436,854
93	Nancy S Itteilag	Washington Fine Properties, LLC	10	\$20,100,000	3	\$4,230,000	13	\$24,330,000
94	Margaret M Babbington	Compass	6.5	\$4,587,450	25.5	\$19,589,064	32	\$24,176,512
95	Richard Michael Morrison	Redfin Corp	2	\$1,293,000	29	\$22,672,152	31	\$23,965,152
96	Melinda L Estridge	Long & Foster Real Estate, Inc.	16	\$15,886,499	10.5	\$7,860,500	26.5	\$23,747,000
97	Donnell L Kearney	Compass	7	\$5,935,000	17	\$17,691,288	24	\$23,626,288
98	Rex Thomas	Samson Properties	6.5	\$3,049,600	34	\$20,505,660	40.5	\$23,555,260
99	D'Ann K Lanning	Compass	35	\$23,214,920	1	\$300,000	36	\$23,514,920
100	Koki Waribo Adasi	Compass	20	\$14,126,875	15	\$9,317,509	35	\$23,444,384
101	Eric M Broermann	Compass	12	\$9,939,373	14	\$13,315,600	26	\$23,254,972
102	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	30.5	\$11,645,050	27	\$11,533,200	57.5	\$23,178,250
103	Todd A Vassar	Compass	9.5	\$8,866,873	15.5	\$14,277,600	25	\$23,144,472
104	Harrison I Beacher	Keller Williams Capital Properties	11.5	\$7,114,159	21.5	\$15,793,000	33	\$22,907,160
105	David R Bediz	Keller Williams Capital Properties	16.5	\$14,280,950	10.5	\$8,533,500	27	\$22,814,450

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Carlos A Garcia	Keller Williams Capital Properties	15	\$12,536,184	9.5	\$10,149,000	24.5	\$22,685,184
107	Thomas K Paolini	Redfin Corp	14	\$9,982,075	20	\$12,643,979	34	\$22,626,054
108	Wentong Chen	Libra Realty LLC	13	\$11,579,000	15	\$11,025,000	28	\$22,604,000
109	Corey C Burr	TTR Sotheby's International Realty	10	\$14,140,006	7.5	\$8,120,200	17.5	\$22,260,206
110	Annabel D Burch-Murton	Compass	15	\$17,302,700	5	\$4,743,000	20	\$22,045,700
111	John T Pruski	Jack Realty Group	9	\$7,487,575	9	\$14,540,000	18	\$22,027,576
112	Scott J Swahl	Redfin Corp	42	\$19,102,700	6	\$2,882,000	48	\$21,984,700
113	Cynthia L Howar	Washington Fine Properties, LLC	5	\$7,710,000	7	\$14,057,000	12	\$21,767,000
114	Michael R Brennan	Compass	15	\$18,285,744	4	\$3,454,000	19	\$21,739,744
115	Louis G Cardenas	TTR Sotheby's International Realty	7	\$8,564,000	6.5	\$13,065,325	13.5	\$21,629,324
116	Patricia G Mills	Charis Realty Group	43.5	\$16,723,922	15	\$4,485,989	58.5	\$21,209,910
117	Andrew Essreg	RLAH Real Estate	9	\$7,716,500	20	\$13,475,330	29	\$21,191,830
118	Andres A Serafini	RLAH Real Estate	13	\$10,282,702	15	\$10,769,066	28	\$21,051,768
119	Farrah E Fuchs	Redfin Corp	42	\$18,709,492	4	\$2,130,000	46	\$20,839,492
120	Sebastien Courret	Washington Fine Properties ,LLC	9.5	\$7,900,000	14.5	\$12,938,330	24	\$20,838,330
121	Susan Van Nostrand	Compass	14	\$9,974,820	9	\$10,706,512	23	\$20,681,332
122	Katie R Nicholson	Coldwell Banker Realty	24	\$13,588,875	18	\$7,033,280	42	\$20,622,156
123	Meredith L Margolis	Compass	7	\$7,586,790	17	\$13,007,160	24	\$20,593,950
124	Mansour F Abu-Rahmeh	Compass	7.5	\$5,421,125	12.5	\$15,016,162	20	\$20,437,288
125	Justin Tanner	RE/MAX Allegiance	10	\$9,417,900	10	\$10,990,000	20	\$20,407,900
126	Elysia L Casaday	Compass	6	\$6,210,000	10.5	\$14,189,090	16.5	\$20,399,090
127	Charles Dudley	Compass	8	\$5,949,000	17	\$14,427,950	25	\$20,376,950
128	Justin Kitsch	TTR Sotheby's International Realty	13	\$14,722,900	4	\$5,640,020	17	\$20,362,920
129	Louis P Chauvin	Compass	3	\$9,337,750	6	\$10,855,820	9	\$20,193,570
130	Daniel Brewer	Washington Fine Properties ,LLC	11.5	\$10,405,000	9.5	\$9,744,130	21	\$20,149,130
131	Marshall Carey	Redfin Corp	28	\$19,200,000	1	\$915,000	29	\$20,115,000
132	Anne C Killeen	Washington Fine Properties, LLC	12.5	\$19,036,000	2	\$1,076,000	14.5	\$20,112,000
133	Vincent E Hurteau	Continental Properties, Ltd.	6.5	\$4,587,000	12	\$15,507,000	18.5	\$20,094,000
134	Ruby A Styslinger	Redfin Corp	8	\$5,437,000	17	\$14,637,999	25	\$20,075,000
135	James E Brown	Turning Point Real Estate	16	\$10,513,500	14	\$9,558,000	30	\$20,071,500
136	Daniel M Schuler	Compass	9	\$7,614,600	17	\$12,436,500	26	\$20,051,100
137	Lauren B Pillsbury	Washington Fine Properties, LLC	3	\$5,512,625	6	\$14,536,000	9	\$20,048,624
138	Kornelia Stuphan	Long & Foster Real Estate, Inc.	8	\$14,620,000	4	\$5,389,000	12	\$20,009,000
139	Kenneth A Grant	RE/MAX Plus	16	\$7,313,000	30	\$12,679,539	46	\$19,992,540
140	Matthew C Patterson	Redfin Corp	36	\$15,521,618	8	\$4,455,000	44	\$19,976,618
141	Mitchell J Toland Jr.	Redfin Corp	49	\$15,649,049	11	\$4,316,000	60	\$19,965,048
142	Lisa C Sabelhaus	RE/MAX Town Center	20.5	\$11,013,252	17.5	\$8,842,657	38	\$19,855,908

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Will Thomas	TTR Sotheby's International Realty	3.5	\$11,595,500	2	\$8,150,000	5.5	\$19,745,500
144	William Fastow	TTR Sotheby's International Realty	7	\$13,023,750	5	\$6,695,000	12	\$19,718,750
145	Jeremy E Lichtenstein	RE/MAX Realty Services	9	\$14,312,700	3	\$5,370,000	12	\$19,682,700
146	Andrew Riguzzi	Compass	8.5	\$8,714,100	10	\$10,952,500	18.5	\$19,666,600
147	Robert J Krop	Keller Williams Realty Centre	22	\$9,278,050	22.5	\$10,301,600	44.5	\$19,579,650
148	Thomas S Buerger	Compass	8	\$5,860,000	17	\$13,632,750	25	\$19,492,750
149	Hugh McDermott	TTR Sotheby's International Realty	7	\$7,920,000	12.5	\$11,356,000	19.5	\$19,276,000
150	Pamela B Wye	Compass	8	\$8,601,650	9	\$10,654,750	17	\$19,256,400
151	Rory Obletz	Redfin Corp	5	\$5,054,000	20	\$14,150,988	25	\$19,204,988
152	Long T Ngo	Redfin Corp	10	\$6,691,400	24	\$12,494,500	34	\$19,185,900
153	Leslie C Friedson	Compass	11.5	\$7,780,013	8.5	\$11,405,705	20	\$19,185,718
154	Anne H Weir	Washington Fine Properties, LLC	3.5	\$4,748,000	7	\$14,390,000	10.5	\$19,138,000
155	Roman Mychajliw	Long & Foster Real Estate, Inc.	54.5	\$18,716,310	1.5	\$387,500	56	\$19,103,810
156	Jason D Martin	RLAH Real Estate	13	\$8,138,366	16.5	\$10,937,528	29.5	\$19,075,894
157	Maya D Hyman	Compass	7	\$8,130,000	6	\$10,882,000	13	\$19,012,000
158	Monica Bryant	Redfin Corp	35.5	\$15,660,886	5	\$3,306,500	40.5	\$18,967,386
159	Dorothy M Bistransin	Redfin Corp	41	\$17,912,050	2	\$999,900	43	\$18,911,950
160	Cameron H McFadden	Compass	8.5	\$16,015,750	3	\$2,885,000	11.5	\$18,900,750
161	John Coleman	RLAH Real Estate	5.5	\$3,348,026	21	\$15,549,828	26.5	\$18,897,854
162	Kelly Basheer Garrett	McEneaney Associates, Inc.	3	\$3,214,900	12	\$15,583,827	15	\$18,798,728

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Lee Murphy	Washington Fine Properties, LLC	7.5	\$7,617,500	11	\$11,163,850	18.5	\$18,781,350
164	Joan Cromwell	McEneaney Associates, Inc.	6	\$6,434,000	13	\$12,285,410	19	\$18,719,410
165	Joshua D Ross	RE/MAX Realty Services	11	\$7,449,500	16	\$11,260,560	27	\$18,710,060
166	Scott Sachs	Compass	10	\$8,502,100	11	\$10,162,400	21	\$18,664,500
167	Lyndsi Sitcov	McEneaney Associates	7	\$4,434,121	21	\$14,193,400	28	\$18,627,520
168	Robert Jenets	Stuart & Maury, Inc.	10	\$12,030,126	5	\$6,584,000	15	\$18,614,126
169	Kimberly A Casey	Washington Fine Properties, LLC	15	\$17,153,400	1.5	\$1,442,000	16.5	\$18,595,400
170	Kimberly A Lally	eXp Realty, LLC	21.5	\$6,765,650	26.5	\$11,779,345	48	\$18,544,996
171	Stacy M Allwein	Century 21 Redwood Realty	32.5	\$11,881,198	17	\$6,650,570	49.5	\$18,531,768
172	David R Getson	Compass	5	\$2,991,750	16	\$15,519,850	21	\$18,511,600
173	William R Hirzy	Redfin Corp	3	\$1,728,000	22	\$16,679,500	25	\$18,407,500
174	Joseph M Poduslo	TTR Sotheby's International Realty	8	\$8,775,500	10	\$9,623,500	18	\$18,399,000
175	Kelly C Kelley	Compass	0	\$0	22	\$18,379,912	22	\$18,379,912
176	Jeffrey S Ganz	Century 21 Redwood Realty	15	\$6,860,500	18	\$11,518,630	33	\$18,379,130
177	Lukas Iraola	Compass	9.5	\$4,945,300	18	\$13,427,675	27.5	\$18,372,976
178	Michael Gailey	Compass	4	\$1,772,000	16	\$16,540,500	20	\$18,312,500
179	Kenneth C Germer	Compass	8	\$9,361,000	8	\$8,930,380	16	\$18,291,380

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Renee M Peres	Compass	10	\$6,584,150	16	\$11,697,500	26	\$18,281,650
181	Shierra Houston	XRealty.NET LLC	47	\$18,223,556	0	\$0	47	\$18,223,556
182	Daniel W Hozhabri	Keller Williams Realty Centre	34	\$14,423,150	9.5	\$3,784,350	43.5	\$18,207,500
183	Jorge P Montalvan	Compass	10	\$7,408,786	12	\$10,599,650	22	\$18,008,436
184	Lisa Tucker	Redfin Corp	30	\$16,506,725	2	\$1,500,000	32	\$18,006,724
185	Theodore Adamstein	TTR Sotheby's International Realty	4	\$8,567,000	3	\$9,245,000	7	\$17,812,000
186	Marin Hagen	Coldwell Banker Realty	2.5	\$3,912,500	7.5	\$13,843,100	10	\$17,755,600
187	Rachel P Levey	Compass	8	\$5,342,500	12	\$12,313,300	20	\$17,655,800
188	Nicholas P Chaconas	Redfin Corp	31	\$14,911,588	3	\$2,628,265	34	\$17,539,852
189	Robert H Myers	RE/MAX Realty Services	13	\$7,405,500	16	\$10,113,410	29	\$17,518,910
190	Mary C Gatton	Redfin Corp	31	\$16,013,000	2	\$1,502,000	33	\$17,515,000
191	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	8	\$11,655,000	5	\$5,815,120	13	\$17,470,120
192	Seth S Turner	Compass	11.5	\$7,890,681	11	\$9,527,700	22.5	\$17,418,380
193	Jocelyn I Vas	Compass	7.5	\$5,182,500	13	\$12,208,950	20.5	\$17,391,450
194	Gali Jeanette Sapir	Long & Foster Real Estate, Inc.	6.5	\$3,608,500	22	\$13,726,001	28.5	\$17,334,500
195	Gail E Nyman	RE/MAX United Real Estate	32.5	\$16,416,274	2	\$875,000	34.5	\$17,291,274
196	Ginette R. Winston	Winston Real Estate, Inc.	12	\$9,223,000	11	\$8,041,000	23	\$17,264,000
197	Andrew K Goodman	Goodman Realtors	21	\$9,163,469	11	\$8,096,782	32	\$17,260,252
198	Erica Dhawan	Keller Williams Chantilly Ventures LLC	17	\$17,246,504	0	\$0	17	\$17,246,504
199	James L Roy	LuxManor Real Estate, Inc	13	\$10,749,700	10	\$6,463,640	23	\$17,213,340
200	Daniel J Whitacre	Colony Realty	17.5	\$6,550,900	23	\$10,639,200	40.5	\$17,190,100

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Adewemimo D Collins	Redfin Corp	38	\$16,091,611	2	\$945,825	40	\$17,037,436
202	John T Kirk	RLAH Real Estate	23.5	\$15,869,298	2	\$1,081,815	25.5	\$16,951,112
203	Traudel Lange	Compass	7	\$11,583,000	3	\$5,330,550	10	\$16,913,550
204	David C Shotwell	Compass	8	\$5,156,300	10	\$11,648,750	18	\$16,805,050
205	Shari R Gronvall	Compass	2	\$3,770,000	8	\$13,001,880	10	\$16,771,880
206	Silvana P Dias	Long & Foster Real Estate, Inc.	10	\$5,469,500	21	\$11,296,300	31	\$16,765,800
207	Kyle Meeks	TTR Sotheby's International Realty	5.5	\$4,920,000	12	\$11,820,000	17.5	\$16,740,000
208	Daniel F Metcalf	Long & Foster Real Estate, Inc.	22.5	\$16,662,000	0	\$0	22.5	\$16,662,000
209	Kenneth M Abramowitz	RE/MAX Town Center	12.5	\$6,270,700	23	\$10,372,400	35.5	\$16,643,100
210	Kari S Wilner	Washington Fine Properties, LLC	5	\$11,090,000	4	\$5,498,900	9	\$16,588,900
211	Joseph Himali	RLAH Real Estate	9.5	\$6,535,000	13.5	\$9,953,632	23	\$16,488,631
212	James T Kim	McEneaney Associates	7	\$4,592,450	17	\$11,852,400	24	\$16,444,850
213	Thomas Lindsay Reishman	Compass	20	\$16,394,800	0	\$0	20	\$16,394,800
214	Anne Stevenson	Washington Fine Properties, LLC	7	\$5,079,600	9	\$11,284,900	16	\$16,364,500
215	Tamara E Kucik	RLAH Real Estate	16.5	\$11,070,158	7.5	\$5,294,000	24	\$16,364,158
216	Christopher Craddock	eXp Realty, LLC	22	\$9,142,750	12	\$7,089,750	34	\$16,232,500
217	Sarah Minard	Compass	3	\$2,158,000	11	\$14,060,800	14	\$16,218,800

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to June 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Alecia R Scott	Long & Foster Real Estate, Inc.	20.5	\$8,931,445	17.5	\$7,210,580	38	\$16,142,025
219	Fleur V Howgill	TTR Sotheby's International Realty	9	\$7,484,720	11	\$8,614,900	20	\$16,099,620
220	Elizabeth M Burrow	Keller Williams Realty Centre	11	\$7,857,595	13	\$8,230,095	24	\$16,087,690
221	David S Hatef	TTR Sotheby's International Realty	4.5	\$5,797,720	8	\$10,268,900	12.5	\$16,066,620
222	John M Barry Jr.	Compass	12	\$8,006,900	6	\$8,042,000	18	\$16,048,900
223	Anna-Louisa A Yon	Compass	5	\$3,469,809	15	\$12,575,625	20	\$16,045,434
224	Shuang Zhao	Signature Home Realty LLC	17	\$9,137,620	12	\$6,885,545	29	\$16,023,165
225	Michael J Matese	Compass	8	\$5,915,000	9	\$9,918,900	17	\$15,833,900
226	Itamar Simhony	The Agency DC	13.5	\$11,851,310	4	\$3,875,000	17.5	\$15,726,310
227	Stacey D Styslinger	Compass	6.5	\$6,315,000	12	\$9,401,500	18.5	\$15,716,500
228	Eric Steinhoff	eXp Realty, LLC	18	\$10,330,000	9	\$5,355,310	27	\$15,685,310
229	Ioannis Konstantopoulos	Compass	12.5	\$7,999,400	10	\$7,663,421	22.5	\$15,662,821
230	Mary Lynn White	Compass	8.5	\$10,370,326	4.5	\$5,202,500	13	\$15,572,826
231	Courtney Abrams	TTR Sotheby's International Realty	6.5	\$4,313,000	11	\$11,235,052	17.5	\$15,548,052
232	Phoenix E Wright	Compass	3.5	\$2,405,630	21	\$13,126,114	24.5	\$15,531,744
233	Joanne B Pinover	Washington Fine Properties, LLC	5	\$8,111,000	5	\$7,418,000	10	\$15,529,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Michael W Seay Jr.	Compass	8.5	\$8,669,730	7.5	\$6,852,400	16	\$15,522,130
235	Jason S Cohen	Compass	10	\$9,183,400	8	\$6,330,785	18	\$15,514,185
236	Tina C Cheung	eXp Realty, LLC	8	\$4,011,000	27	\$11,489,624	35	\$15,500,624
237	Gary Foreman	Compass	11.5	\$4,268,950	23	\$11,222,400	34.5	\$15,491,350
238	Jessica G Evans	Compass	7	\$5,671,900	14	\$9,803,400	21	\$15,475,300
239	Lee Gochman	Keller Williams Capital Properties	4	\$3,105,000	23.5	\$12,328,690	27.5	\$15,433,690
240	Aaron Jeweler	Compass	2.5	\$2,208,625	7	\$13,220,500	9.5	\$15,429,125
241	Keene Taylor Jr.	Compass	8	\$10,060,000	5	\$5,349,000	13	\$15,409,000
242	Jennifer Eckel	Compass	12.5	\$8,777,183	10	\$6,626,025	22.5	\$15,403,208
243	Carrie Balsam	Long & Foster Real Estate, Inc.	15.5	\$15,380,226	0	\$0	15.5	\$15,380,226
244	Ronald S Sitrin	Long & Foster Real Estate, Inc.	15.5	\$13,293,500	2.5	\$1,972,500	18	\$15,266,000
245	Samuel Dweck	TTR Sotheby's International Realty	8	\$6,672,000	7	\$8,519,994	15	\$15,191,994
246	Adam T Rackliffe	Washington Fine Properties, LLC	5.5	\$12,575,255	1	\$2,615,000	6.5	\$15,190,255
247	Michael Bowers	Compass	6	\$8,408,750	8	\$6,727,500	14	\$15,136,250
248	Brittany Allison	Compass	5	\$5,049,150	8	\$10,019,100	13	\$15,068,250
249	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	13	\$10,041,000	8	\$5,016,000	21	\$15,057,000
250	Kathleen A King	Washington Fine Properties, LLC	5.5	\$7,537,250	5.5	\$7,508,144	11	\$15,045,394

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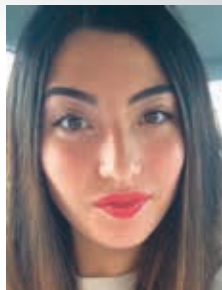
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Jessica Enfinger
Sales Manager/ Sr Loan Officer
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Olu Ajayi
Loan Officer
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Loan Officer
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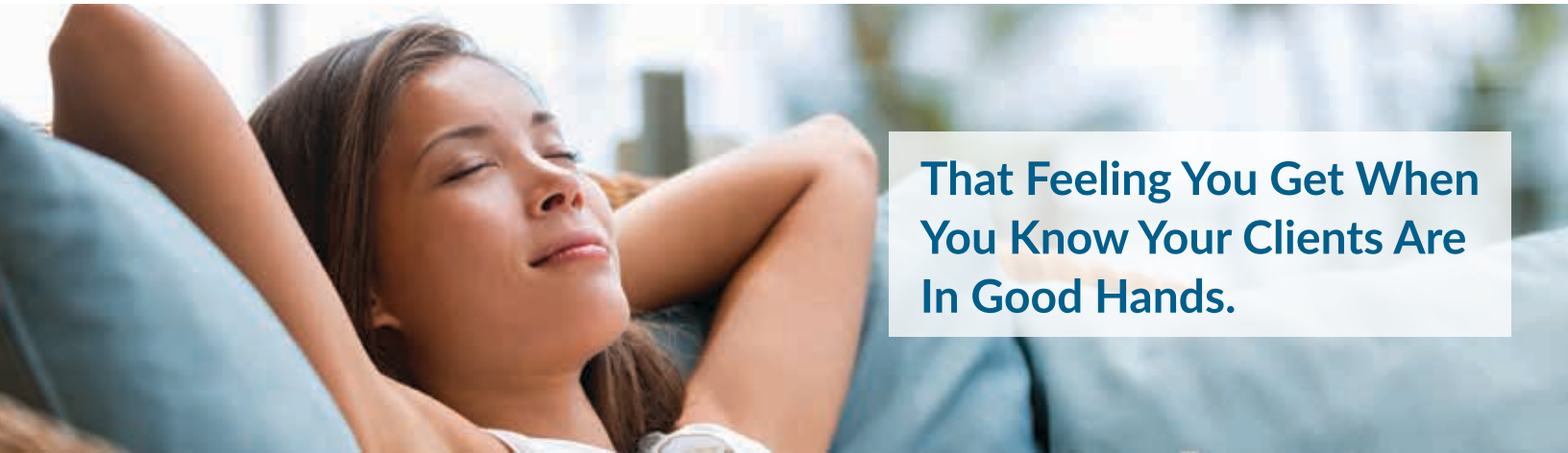


Zac Rucci
Loan Officer
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