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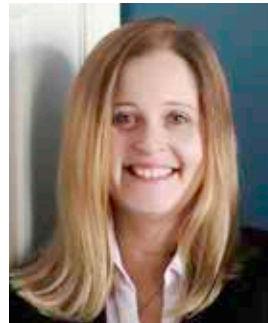
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▶ publisher's note

happy HOLIDAYS!

Dear DC Metro Real Producers,

Happy holidays! December is a month of reflecting on the year and envisioning the New Year. We, at *Real Producers*, would like to express our gratitude for 2021. We are so grateful for our amazing *Real Producers* community! This tribe is a wonderful conglomeration of good human beings who happen to sell a lot of real estate. Our industry has, in this challenging time, flourished and served many families.

First, thank you to all our Real Producers who have been featured in the magazine, who inform and inspire this amazing community. We appreciate you and are honored to be able to share your stories.

A huge thank-you to our valued industry partners. Our preferred partners are the cornerstone this community is built on. Without them, we would not be able to share the stories of our Real Producers and gather you together at wonderful events. The publication, all events, and being featured are free because of our partners. Thank you!! We also appreciate our Real Producers who referred them. All partners have been vetted and referred by Real Producers.

I have heard so many great stories of what this publication has created for all who have participated, from seeing old colleagues and friends to deals being struck right at an event. Relationships are being forged with people you know you will see again and again across the closing table. We have stories of featured agents

getting leads and actual closings directly from their feature story, and teams growing as well.

Be on the lookout for our next invite in your inbox and in the private Facebook group! If you haven't joined our private Facebook group, don't miss out. We will be printing the questions we ask in the private group moving forward! Also, check out our cover story and partner spotlight interviews on our YouTube channel, as well as on Spotify.

As 2021 comes to a close, we hope you enjoy wonderful holidays with your families.

Cheers to a fantastic year and years to come!!

With Gratitude,



Kristin Brindley

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KRISTIN BRINDLEY
ENTREPRENEUR, CONNECTOR, PUBLISHER

What fun and meaningful traditions make the holidays magical for your family?



VINCENT HURTEAU
Continental Properties, Ltd.

Planning the next Thanksgiving together in Hawaii.



CARA PEARLMAN
Compass

We host everyone on Christmas Day and make lasagnas, salad, get par-baked pizzas from Pines of Rome the day before and serve them as appetizers ... it's always so much fun and so relaxed. The day isn't about presents or anything formal. Everyone lounges (and grazes) with a glass of good wine for a few hours and catches up.



NURIT COOMBE
The Agency

It's Hanukkah time for us in my family, and we celebrate for eight nights lighting candles, giving a gift each night, and eating homemade "sufgani-yot" (jelly doughnuts).



ELLEN COLEMAN
RE/MAX Realty Centre

Loads of traditions, but I start off my season with a cookie exchange for clients and friends — now grown to 65-plus guests. Last year would have been the 25th anniversary, but like so many things, it had to be canceled. Looking forward to celebrating the silver anniversary this year.



ROBIN CAVALLARO
RE/MAX One

My kids (21 and 23) still humor me by reading "Twas the Night Before Christmas" and then hanging their stockings.



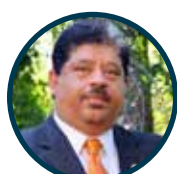
JENNI DAVIES
Coldwell Banker Realty

We love to give homemade or recycled gifts. We also have a very old Waterford crystal that is super tacky and it circulates around our family all over the country. You just never know when you get picked for the ultimate gift! It has been passed around for close to 40 years.



FLEUR HOWGILL
TTR Sotheby's International Realty

We always throw a fabulous holiday party for friends and clients. It is always a good party, and every other year we are in France traveling and eating. If we are in DC, we host Christmas day with our friends.



ALI HAGHGOO
eXp Realty

Just having loved ones all together is what is magical.



DANIEL SCHULER
Compass

We buy matching PJs for the entire family and take a Christmas Eve picture. My PJs always seem to be one size too small, haha!



SARAH FUNT
Long & Foster Real Estate

My house is the one that everyone comes to. We decorate beautifully and do a stand-up prime rib dinner and hors d'oeuvres. Family all flies in and everyone sleeps and stays.



MARK LOWHAM
TTR Sotheby's International Real Estate

I am so blessed — our twins were born on my birthday, December 8, so the holidays kick off with a trifecta birthday celebration.



KALONJI FOREMAN
Compass

Not a big holiday person ... we don't exchange gifts at Christmas. We pick a different country and travel to that country. For the past decade, it's all been about the time spent and sharing with family.



LEE GOCHMAN
Keller Williams Realty

We enjoy making potato latkes for Hannukah ... taking huge potatoes, chopping them up, adding onions, and cooking them up. The tradition is that they are soaked in oil, enough that they last for eight days.



JASON TOWNSEND
Compass

Formal Christmas Eve dinner after church. Invite friends and family. Christmas morning, we sing "Happy Birthday" to Jesus.



JAN BRITO
Compass

Tree trimming.



COREY LANCASTER
Exit Right Realty

Pre-COVID was a Christmas Eve dinner and we invited the whole family. We have a large family, and they appreciate being able to get together.



KRISTIN BRINDLEY
DC Metro Real Producers

On Christmas Eve, we have the big dinner and each person talks about what we are grateful for this year, and our hopes and goals for next year. We then open one present that night.



AMY EMBREY
Keller Williams Capital Properties

We always go and pick a tree together as a family. We make hot wassail and decorate the tree together.



JOHNNY DIAZ
Realty Advantage

We are from Peru ... we like to celebrate at midnight.



VINCENT EKUBAN
EXIT Realty Enterprises

Everyone is getting together. Two times a year, we always get together and celebrate together as a family.



RICH PHILLIPS
Long & Foster Real Estate

Decorating the Christmas tree together the weekend after Thanksgiving.



BRIAN MARZO
Keller Williams Preferred Properties

I'm originally from Georgia and have lived in Maryland since 2006. A happy tradition is driving to Atlanta for the holidays.



EMILY JACKSON
Long & Foster Real Estate

We host a big breakfast on Christmas, and the family will come over and enjoy. On Thanksgiving, we give out pies as a family.



SVEN SKARIE
Long & Foster Real Estate

We listen to Mannheim Steamroller — great instrumentals — or some other Christmas choir. My parents used to sing in the local choir.



TEDDY ROJANADIT
KW Capital Properties

We go and get dim sum in the morning, take a nap, and then cook. It's the one time that we are all together.



J. D'ANN MELNICK
City Chic Real Estate

Christmas brunch. It's different and fun.



ALEXA GOULDING
Long & Foster Real Estate

At Christmastime, we always celebrate Christmas Eve. Baby Jesus brings the presents. On Christmas Day, we go and visit family. Our in-laws come to us for Thanksgiving; we go to North Carolina for Easter.



ERICKA S. BLACK
Coldwell Banker Residential Brokerage

Over Thanksgiving, we swap names to get gifts for Christmas. My husband and I go and pick out a tree, and my goal is to find the tallest and roundest tree out there.



JENNIFER CHOW
Long & Foster Real Estate

We don't eat traditional turkey dinner because we are Asian. We have 30 people come to the house and we get this special Asian duck to eat — a traditional Chinese meal.



JOSEPH PODUSLO
TTR Sotheby's International Realty

We are very traditional. We sit under the tree and unwrap presents.



ANDRES SERAFINI
RLAH Real Estate

I have a multicultural background. We celebrate on the 24th with my brother, sister, and all our kids. We celebrate the Columbia traditions the night before, where we get to open up a couple of gifts and we take it to the next morning and have the American tradition, where we open on Christmas morning too. We have brunch on the 25th. On the 24th, we have traditional Colombian dishes.



ADAM ISAACSON
TTR Sotheby's International Realty

As a family, we hike up Sugarloaf Mountain. It's always tougher when it's freezing, but it's a great way to be with my wife and kids.



JUDY GLAZER
Century 21 Redwood

When my children were little, my husband used to make a sort of camping ground for them in the living room with blankets and pillows, etc. He would bring the TV out for them to watch a holiday movie and would light the fireplace. Of course, he also left out cookies and milk for Santa, and the goal for the kids was to try to stay awake to "catch" Santa bringing the toys. We would sneak out while they slept (of course they never were able to stay awake) and bring out their presents and put them under the tree.

They would be so excited when they woke in the morning, and of course, Santa ate all of his cookies! This went on for many years until they grew too old to believe or at least to sleep on the floor!



DAN CUMBERLAND
Moyer & Sons Moving & Storage

We LOVE Christmas in my house! The day after Thanksgiving, we crank the holiday music and decorate our entire house, including trees. It has become one of my favorite family traditions!



MALIA TARASEK
Keller Williams Capital Properties

Every year, we open stockings first on Christmas morning! Our stockings are normally filled with candy and small gadgets, so I typically find myself enjoying some chocolate early on Christmas morning!



DONNA SEEKER
Donofrio & Associates

We like to take advantage of the outdoor light displays that you can walk through. Fresh air and colorful art are good for all ages! Breakfast with Santa is fun with the younger grandchildren ... a good time to dress up and watch how the children engage with Santa's helpers and Santa himself! Extra time with the family, whether it's a hike, wrapping gifts, decorating the tree, or a special meal is always valued.



SAL RIHAMI
Nhabit Real Estate Co.

My wife and I are Christmas nuts. We have a tradition to travel to Europe prior to Christmas.

We tour the cities that have Christmas markets and enjoy the food and local souvenirs.



CHARLIE CARP
Keller Williams Capital Properties

Growing up, the family tradition was to open a few gifts on Christmas Eve and then finish everything off the next morning before breakfast. Now that I'm married, I have to say, my in-laws have the best tradition. After we all gather on Christmas Day for dinner with all the aunts, uncles, and cousins, there are some games the "kids" play. We've done things from Saran Wrap balls filled with cash, gift cards, chapstick, and other useful things. It gets really competitive. Then, the adults announce the family excursion instead of getting gifts for all the nieces and nephews. We've done Top Golf, bowling, dueling piano bars, and beach trips. What I love about these is that it's a long-lasting experience. My wife and I have discussed that this is something we want to continue when the torch is passed. My brother and his wife have since asked that we give their kids experiences rather than stuff as they love the idea so much.

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Favorite Restaurant: Olazzo in Bethesda





► words
by wade

WHY LEVERAGE IS THE NEW HUSTLE IN 2022

By Wade Vander Molen

My father was a semi-truck driver. For many years, he would work 60-plus hours a week and even sleep over the wheel of his truck because back in the day, semi-trucks didn't have sleepers. He would also help unload the truck and get paid an extra \$1 for every 1,000 lbs. of freight he unloaded. That was work. It wasn't until I was much older that I learned and fully understood that leverage is the new hustle. It took many years of failing forward to understand you grow and expand by leveraging

your weaknesses so you can lean on your strengths. This applies to many aspects of business, and no greater than in the business of real estate. If you want to truly grow in 2022 and hit that production or GCI number, there have to be changes and additions to what you did in 2021.

LEVERAGE WHAT?

I found, in my title business, that the only way I was going to get my numbers higher and higher is I had to stop doing some of the basic job items. I

took the items in my job that almost anyone could accomplish, and I hired someone to do those things. Pulling data mining lists for clients, setting up events, calling non-directing customers, and more were on the list. This allowed me to reallocate time and resources to leaning into things I was good at doing.

As a REALTOR®, you need to identify where your time is best spent and where you are most valuable. In 2022, set a goal of leveraging your time and leveraging your weaknesses.

NEXT STEPS

Take the leap and hire someone or a couple of someones to assist in this growth. Yes, it costs money, but I don't know anyone who cut their way into prosperity. The upfront loss should and will become a long-term gain. This hire should manage your CRM, assist with marketing, make follow-up calls, assist with an open house setup, and much more. These are essential tasks that need to be completed, but don't necessarily need to be done by you.

If you are bearing the burden of all responsibilities in your real estate business, you

are going to find it a long, hard road that leads to burnout. I'm sorry, but being my dad and working 60-plus hours a week and helping to unload the truck takes a toll on you. Set a goal of when you want to have this new employee hired, trained, and assisting your business.

GET MOTIVATED AND TAKE OFF IN 2022!

As the new year approaches, we all have a goal we want to hit. If you want to hit higher numbers, make more money, and become more

successful ... it takes adding bricks to the building. This starts with re-evaluating your business and finding what tasks are "leverage" and what is something *you* should be doing. I know this is the hardest step because many successful people don't want to "relinquish" control over tasks. When successful people finally do give up that power, they realize it was the best thing they could have done for their business.



WADE VANDER MOLEN is the director of sales/marketing for Stewart Title in the Northern Virginia/Washington, DC, 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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Educate Your FARM to Boost Sales

By Todd Lebowitz

marketing matters

The real estate market is constantly shifting. One way or another, houses are bought and sold. Your next sale might seem like a given, but there are plenty of ways to help ensure more business and boost your sales.

One key way to boost sales is by educating your farm. An educated client can feel more confident about their decisions, feel more satisfied, and give you referrals. Referrals lead to an increased level of trust between you and your clients, leading to better agent-client relations and more sales.

Here are some proven ways to educate your farm:

- 1. SEND MARKET UPDATES.**
One of the best ways to ensure your clients feel they're making smart decisions about buying and selling their homes is by sending them market updates. Market updates will help them understand how much homes in their area are being bought and sold for, helping them better understand the value of their own home. Market updates can also help your clients figure out the right time for them to buy or sell.
 - 2. HOST A LUNCH AND LEARN**
Lunch and Learns are an excellent way to connect with your clients. Lunch and Learns present your clients with the opportunity to learn from you, ask questions, and get information on the process of buying or selling.
- Lunch and Learns are also an excellent way to generate new leads and gain new contacts, helping you expand your reach and boost sales.

- 3. COMMUNICATE WITH CLIENTS WHEN OPPORTUNITIES ARISE**
Sometimes, you might have a client who is thinking about selling or buying but isn't sure. Maybe they need a specific amount for their home or are considering a particular market. Don't be afraid to reach out to them if you think now is the right time to sell or if their dream home becomes available.
- 4. INCREASE YOUR MARKETING**
Creating a well-rounded marketing strategy is one of the best ways to keep your clients educated. Continuously providing them with information about the market, their area, and other opportunities will increase familiarity and trust, leading to more business.

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

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FIRPTA

FIRPTA, the acronym that strikes fear in the hearts of real estate agents across the D.C. metro area. What exactly *is* FIRPTA?

FIRPTA stands for the Foreign Investment in Real Property Tax Act of 1980. The NAR states that FIRPTA was enacted to “establish equity of tax treatment in U.S. real property between foreign and domestic investors,” but to simplify, FIRPTA ensures foreign sellers pay their share of income tax on the gain realized from the sale of real estate in the United States. The IRS requires every seller of real estate to

verify they are a U.S. citizen by signing an affidavit at closing that includes their tax identification number — if they do not have a tax identification number, they are considered a foreign seller.

What does the implementation of this mean, exactly? Since foreign sellers are not filing a tax return in the U.S., the IRS created this blanket rule for real property sold by foreign sellers to ensure taxes are paid. In effect, FIRPTA requires a certain amount of the sales price be withheld by the title company for the purpose of paying these taxes. Specifically: If the sales

price is less than \$300,000, nothing needs to be withheld. If the sales price is between \$300,000.01 and \$1,000,000, 10 percent of the sales price will be withheld. Finally, if the sales price is greater than \$1,000,000, 15 percent of the sales price will be withheld. If the property is being purchased for investment, 15 percent will be withheld no matter the sales price.

How does this affect your client? If you are the listing agent, your client needs to realize that 10 to 15 percent of their sales proceeds will be withheld for potential payment

to the IRS. For example, if the sales price is \$850,000, you should explain to your client that \$85,000 will be withheld by the title company. *This should not be a surprise to the seller at the signing table*, which means you should be double- and triple-checking the understanding of your foreign client. Do not fret ... title companies like MBH are here to assist and notify when FIRPTA applies and are more than happy to explain the process to you and your client so that there is a full understanding before closing.

If you are the selling agent, your client should understand that the IRS places the burden of withholding

on the *buyer*. Since the IRS has no jurisdiction over a foreign seller, they hold the buyer responsible. The buyer is responsible for making sure the title company is properly withholding 10 to 15 percent of the sales price. If not enough is withheld, or the IRS is not paid, the IRS can place a lien on your client's new property. NOBODY wants that! Title companies are able to assist both you and your clients with understanding and ensuring proper guidelines are followed.

FIRPTA provides an exception — the foreign seller can file a “withholding certificate” with the IRS which can reduce (or even eliminate) the 10 to

15 percent payment. If applicable, the full 10 to 15 percent is withheld by the title company until the IRS issues their determination, stating how much they are owed — if that is less than the amount held, the title company will pay as instructed and issue the rest back to the seller.

FIRPTA is situationally dependent, which means it is impossible to cover every example or situation that can arise. No matter which side you represent, you have a responsibility to make sure your client understands the basics of FIRPTA withholding.



Matthew Jones is a licensed attorney with MBH Settlement Group. Matt has nine years of real estate legal experience with an area of focus in acquisitions, dispute resolution, and lender and agent representation.

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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



HARRISON BEACHER
Coalition Properties Group
Keller Williams
Capital Properties

"In the end, it's all about providing the best experience. We are here for everything real estate, lifestyle, and wealth building. A lot of [what we do on my team] is for people of color, who haven't had those opportunities

historically. Our vision of community organization and wealth building is only getting bigger."



TEDDY ROJANADIT
Bediz Group
Keller Williams
Capital Properties

"I truly love helping someone make that big leap with one of the biggest purchases of their life and helping them make their dreams come true. I love seeing the look on someone's face when they see their dream home and

getting them to the closing table, whether it's their first home or their forever home."



BRIAN CUSICK
Cusick Group Realtors
Keller Williams
Capital Properties

"My education at Georgetown was foundational in helping me become an entrepreneur and work for myself. Key elements were developing critical thinking, firmly establishing a sense of self, and learning through the study

of history the ultimate victories of perseverance."

"Develop mutually supportive relationships with fellow agents whose businesses you admire."



OLIVIA MARIANI
Curbio

"Success means finding balance. When you find harmony with professional, personal, and family lives, that is the ultimate success."

"There's virtually no real estate transaction that excludes some type of home improvement or repair work.

Real estate professionals have a true competitive edge with Curbio in their corner."

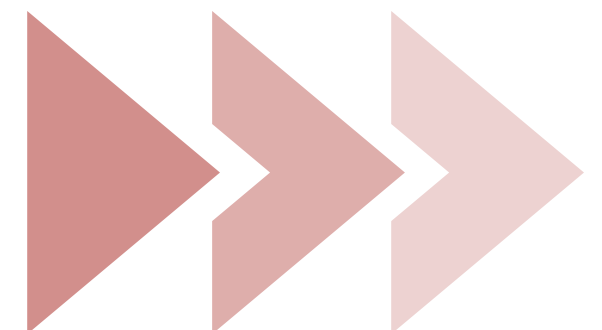


RUBEN ARCILA
Umanzor & Associates
Long & Foster Real Estate

"Always keep learning and evolving. And enjoy what you do."

Favorite quote: "You are braver than you believe, stronger than you seem, and smarter than you think."

—A.A. Milne



Olivia Mariani

Curbio

Taking the Hassle Out of Home Improvement

“The traditional home improvement process doesn’t work for real estate,” Olivia Mariani begins. “However, Curbio was built for real estate. It was built to get every listing to closing with smart and fast home improvements.”

It’s a Win-Win

Virtually every real estate transaction includes some type of home improvement or repair work. When selling a home, repairs and improvements help get the home ready to be listed on the market. On the flip side, when purchasing a house, buyers have a laundry list of projects and updates they want to be taken care of prior to moving in.

Thanks to Curbio, what used to be a painful, time-consuming experience fraught with inconsistencies has been

transformed. Olivia and her team have placed three values at the core of their offerings: speed, reliability, and transparency. Curbio partners with REALTORS® and their clients to get homes ready for market or move-in with smart home improvements delivered via a turnkey experience.

“We make home improvement hassle-free and reliable, so all Realtors and their clients get to closing quickly and with peace of mind,” Olivia explains. “Agents depend on Curbio to reach their clients’ goals, whether it is to sell fast, sell for more, or move into their dream home. The biggest win-win is working with agents every day to achieve their clients’ goals by taking the hassle out of home improvement.”

A Contractor Built for the 21st Century

“The traditional home improvement process is outdated, unreliable, and simply does not work for real estate,” Olivia continues.

Scheduling and working with contractors can often be time-consuming and riddled with delays, leading to issues closing on time or risking the client relationship. Curbio understands the flaw in working with a typical contractor during a real estate transaction.

Curbio is an all-in-one home improvement company founded on the premise of doing things differently. The company is committed to delivering peace of mind through a technology-driven approach. Curbio offers a

...



Olivia at home with Lia (left) and Benny (right).

partner spotlight

By Zachary Cohen
Photos by Ryan Corvello

vastly different experience compared to working with traditional contractors, where old-school methods still reign supreme. All contractors are licensed and insured and trained and reviewed regularly by Curbio.

“We are the Realtors’ home improvement company, and unlike most

concierge programs that are simply providing up-front cash for improvements, we’re the licensed general contractor and project manager on every project,” Olivia explains. “With Curbio, the entire process is turnkey. Everything from A to Z is taken care of, alleviating the real estate professional’s workload and saving agents

an average of 40 hours in project management time.”

Making Home Improvement Simpler
Curbio offers technology and systems that assure their success in any real estate transaction. According to Olivia, Curbio’s repairs move 65 percent faster than those of the average general contractor. Curbio provides same-day estimates and fixed-price proposals. From initial quote to final punch-list, the client has full visibility into the project with an app that allows them to track each stage of the project with real-time photo, video, and text updates. Curbio also defers all payments until closing, with zero fees, interest, or premiums.



Director of Marketing Olivia Mariani says Curbio is an all-in-one home improvement company with turnkey systems that help get homes ready for market in the shortest time possible.



“I love that I get to be part of a company on a mission to make home improvement simpler and more accessible for the real estate industry,” Olivia explains. “It’s an industry that is old-fashioned and has been done the same way forever, and Curbio is changing that, bringing a refreshingly transparent, turnkey approach to realtors and their clients.”



Olivia Mariani has spent her career in the technology industry developing creative, data-driven marketing strategies for companies of various sizes, from startups to publicly traded companies. She is now the director of marketing at Curbio. For more information, please visit curbio.com.





► agent spotlight

By Chris Menezes
Photos by Ryan Corvello

Brian Cusick

COMING FULL CIRCLE

“What lies behind us and what lies before us are tiny matters compared to what lies within us.”

—*Ralph Waldo Emerson*

Brian Cusick loved this quote by Emerson as a teenager. What he didn’t realize at the time, however, was what lay before him would eventually look a lot like what was already behind him. And that destiny

was determined by what was, and will always be, within him.

When Brian looks back to his past, his most vivid memory, growing up in Maryland, was spending summers sailing on the Chesapeake Bay with his family. They would set sail from Annapolis and only occasionally come ashore at various ports during weeks on the water. “Once home

from these voyages, when I was back in my own bed, during the stillness just before sleep, I could still feel the physical movement of the water under me as surely as though I was still offshore. I loved that lingering experience after a long time out on the water. It was like the last bit of vacation was reluctant to let go,” Brian recalls.

“This turned out to be critical preparation for real estate sales, having to really listen and understand client needs, navigate emotions and competing interests, and corral it all into an efficient, achievable plan to ensure success.”

Those childhood memories and love of the water led Brian, as a teenager, to Rehoboth Beach, Delaware, where he worked on the boardwalk at “Funland,” running the carnival rides and games. Working six days a week on the boardwalk during high school summers enabled Brian to save money for college. After high school, he went off to Saint Thomas University in Miami for two years. In his junior year of college, Brian returned to Maryland and finished his bachelor’s degree in economics at the University of Maryland in College Park. After graduation, he started working at investment firm T. Rowe Price in Baltimore. During his five years at the firm, Brian worked his way up to a position managing corporate retirement plans for private U.S. companies.

Brian’s entrepreneurial spirit was just beginning to grow and, as a result, in the mid-’90s Brian found himself at a crossroads. He could see the years ahead in the corporate investment world and determined he was not ready to commit to what seemed like a non-challenging path. To the shock of friends and family, he decided to take a chance in sales. “I had a friend tell me they were paying salespeople crazy amounts of money compared to what I had been making because a lot of deregulation was happening in telecom sales, and we could also wear shorts and a t-shirt for work! I



had been dressing like a banker at my previous job,” Brian explains.

Brian found that he had a powerful skill: he won annual sales awards for his performance and remained in sales until about the time Bell became Verizon. By then, he had worked his way up to project manager, coordinating between the IT department and the business development side of the company, project managing the automation of ordering systems. “It was incredibly challenging, but I learned so much about project management and communicating between disparate groups, keeping an eye on the target even though people involved

had competing goals. This turned out to be critical preparation for real estate sales, having to really listen and understand client needs, navigate emotions and competing interests, and corral it all into an efficient, achievable plan to ensure success,” he says.

Soon after Brian successfully completed his project with Verizon, his bosses congratulated him and then shut down his department. Luckily, by that time, Brian was already in real estate part-time. Additionally, he had recently completed his master’s degree at Georgetown University (which Verizon paid for) in liberal



“It really works better this way, and is so much more effective and profitable for us.”

with schools, nursing homes, and community centers. He also volunteered as a garden docent at the Hillwood Museum and Garden and volunteered with Food and Friends, an organization that provides meals in the metro area.

Today, Brian runs his business with his husband of 21 years, Jeff, who handles operations and marketing. “It really works better this way, and is so much more effective and profitable for us,” Brian explains.

In many ways, Brian is navigating back to where he began. He and Jeff have a weekend home on the shores of the Chesapeake Bay, where he can overlook the water and watch the sunrise every morning. Memories of the family sailing vacations of his youth are never far from his mind while watching the sailing regattas from his deck. Brian also plans to make it back to Rehoboth Beach, in Delaware, where he worked as a teenager. He and Jeff plan to purchase a retirement home there and split time between the Bay in Maryland and the ocean in Delaware.



Brian looks forward to what lies before him and appreciates what lies behind him while being eternally grateful for the durable sense of self he has developed within. That favorite old Emerson quote was certainly a guide ... and has rung true for Brian in his life and career.

Brian Kusick (shown here with Bailey) started in real estate in 2008 and survived the downturn by focusing on foreclosures.

...

studies. “My education at Georgetown was foundational in helping me become an entrepreneur and work for myself. Key elements were developing critical thinking, firmly establishing a sense of self, and learning through the study of history the ultimate victories of perseverance,” he says.

Brian’s interest in real estate developed out of his own experiences buying and selling property and his desire to run his own business. He went into real estate full-time right as the financial system was collapsing in 2008. By partnering with another

agent and focusing on foreclosures, he made it through. As the market picked up, Brian moved to a bigger company, and eventually landed with Keller Williams Capital Properties four years ago.

Brian also became involved in various volunteer opportunities. As a docent at the Smithsonian American Art Museum, Brian presented interactive video conferences



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▶▶ rising star
By Dave Danielson
Photos by Ryan Corvello



TEDDY ROJANADIT

Delivering on Dreams

The hopes that your clients have for their future years are strong. Each day, your work helps those plans become tangible. One who excels at that is Teddy Rojanadit.

As a REALTOR® with the Bediz Group at Keller Williams Capital Properties, Teddy pours himself into serving his clients ... in turn, delivering on their dreams.

“I truly love helping someone make that big leap with one of the biggest purchases of their life and helping them make their dreams come true,” Teddy emphasizes. “I love seeing the look on someone’s face when they see their dream home and getting them to the closing table, whether it’s their first home or their forever home.”



Rising Star Teddy Rojanadit is licensed in Virginia, Maryland, and Washington, D.C., and earned all three licenses within a three-month period.

...

...

An Early Start

While many who enter real estate often do so after finding success in other careers, Teddy's move into the business came at an early age. "I knew I would be in real estate since I was a teenager. If I had a dollar for every person who told me I should be a Realtor, I would be a millionaire," Teddy says.

"It really dawned on me during college. My best friend's aunt is a top agent in Bethesda. I would see her work and do things while I visited her beach house," Teddy remembers. "She said to me one day, 'You need to be a real estate agent. There's nothing more satisfying than being in sales.' That was a powerful moment. I started to focus on a real estate career path after we had that conversation."

Picking Up Experience

After college, Teddy started working for America's leading homebuilders, Ryan Homes. "During that time in 2013, I got my foot in the door. I learned a lot from working on the homebuilder side and getting a good understanding of how a home is built, as well as working in the mortgage lending department," Teddy points out. "I also got good experience in the corporate world. I was a top producer in a competitive environment. Through that time, I was learning about real estate and what it takes to work really hard. That helped me get a very good work ethic."

Teddy earned his real estate license and moved into residential sales.

Signs of Success

From the start, it was clear that Teddy had found a good fit in real estate. In fact, during his first year, he recorded \$8 million in sales volume.

He kept that momentum building during his second full year in the business in 2020, when his production ballooned to \$17 million. This year, his goal is \$20 million.

"I love my job so much that it doesn't really feel like a job at all," Teddy smiles. "Another thing I've always really enjoyed is the design side," Teddy says. "In fact, I'd say that if I wasn't a real estate agent, I would probably be working in interior design."

Away from work, Teddy likes to travel, as well as explore local areas. He also stays very active, working out each day.

Making an Impact

Those who work with and get to know Teddy appreciate his willingness to give of himself and the way he gives back to those around him. "My biggest thing is helping new agents. I remember being a new agent and not having a mentor. I really like coaching and helping people out, and also to help them see if this business is right for them," he says. "People glamorize this job. This wasn't a fallback career for me. I knew I wanted to do this."

With each step forward, Teddy has kept learning and growing with a true sense of gratitude. "Every job I've had has led me to be the real estate agent I am," Teddy explains. "I love what I do. I feel so blessed all the time waking up and doing what I love to do."

Congratulations to this month's Rising Star, Teddy Rojanadit, who makes a lasting positive impact by doing his part to deliver on dreams.

“I LOVE WHAT I DO. I FEEL SO BLESSED ALL THE TIME WAKING UP AND DOING WHAT I LOVE TO DO.”



Just three years in the business, Rising Star Teddy Rojanadit sold \$8 million his first year and is tracking toward \$20 million this year.

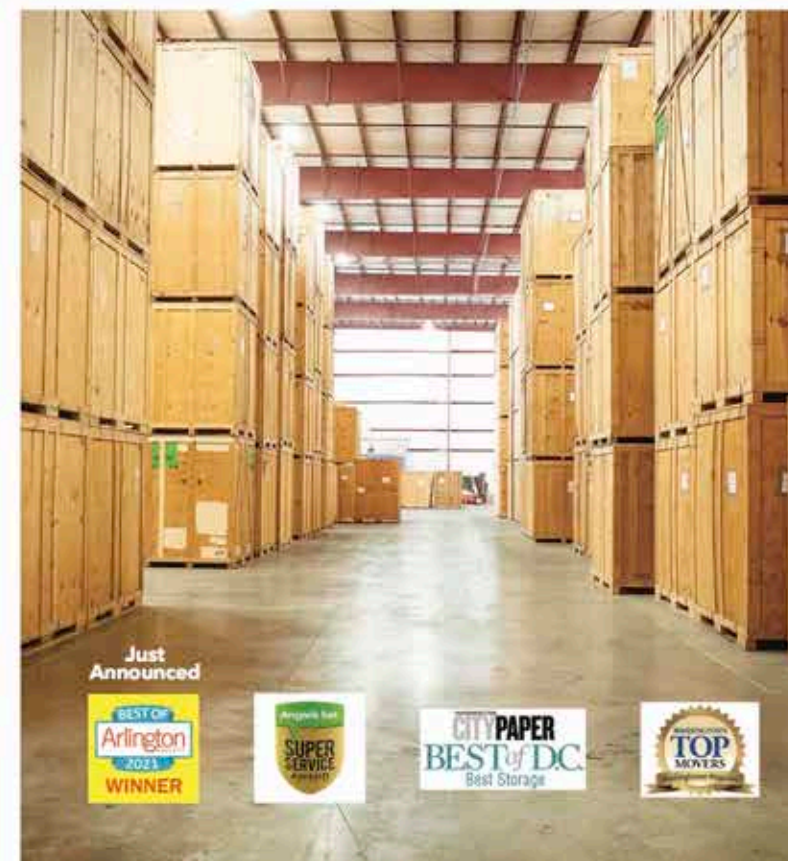
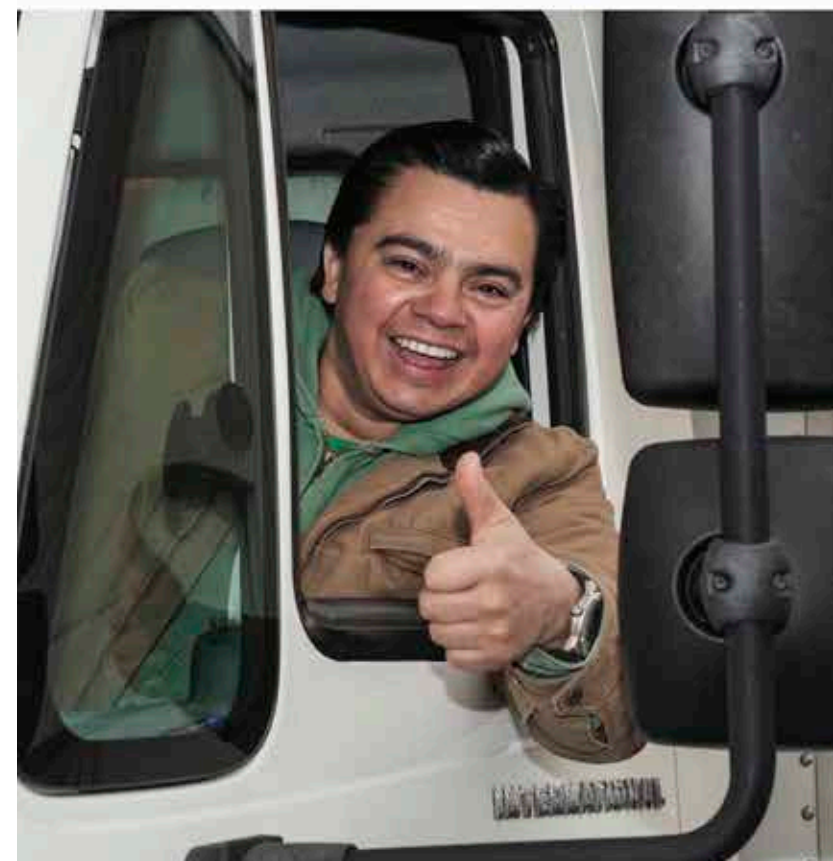
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RUBEN ARCILA

Overcoming Doubt & Finding Freedom



►► cool life story

By **Zachary Cohen**
Photos by **Aaron Lebo**

Y “You are braver than you believe, stronger than you seem, and smarter than you think.” —A.A. Milne

“I read this quote anytime that I experience self-doubt,” Ruben Arcila, of Long & Foster Real Estate, begins.

Two years into his real estate journey, Ruben has faced challenges and obstacles; he’s faced self-doubt, as well as doubt from those around him. Through it all, he’s learned to rise above uncertainty, trust his own skills and intuition, and, perhaps most importantly, persevere.

Coast to Coast

Ruben was born in Silver Springs, Maryland. He lived there until the age of 8, when his family picked up and moved across the country, landing in Utah. But at the age of 19, Ruben returned to his home state to begin anew.

After high school, Ruben spent four years in the restaurant industry. He was making enough money to support himself, but by his second year in the business, he knew he needed another path forward. “I was desperately searching for a career that would suit my personality,” Ruben reflects. “And as luck would have it, I came across a book about real estate investing. After reading this book front to back multiple times, I knew I was destined for a career in real estate.”

At 22 years old, Ruben was officially licensed and was on his way to building a life that supported his goals. He is ambitious, driven, and committed, but that doesn’t mean doubt doesn’t rear its head from time to time. “When I became a full-time REALTOR® and no longer had a steady paycheck, my mom was very worried. But now that I’ve been able to maintain myself for over two years, they tell me they feel inspired to see me chasing after my dreams.”



...

Lessons Learned Along the Way

In the past two years, Ruben has not only built a successful business, he's gained countless skills. "I have the ability to build rapport and gain people's trust rather quickly. This unique gift has allowed me to connect with listing agents and continue winning deals for my clients throughout this competitive seller's market that we are currently living in," Ruben explains.

I LOVE THE CONSTANT CHALLENGE.

The discomfort forces me to grow. I stay motivated by focusing on who I can become.

Admittedly, Ruben takes on a lot of stress for his clients. Whether he's managing deadlines, inspection punch lists, appraisal issues, or financing obstacles, he deals with obstacles by reminding himself that he can only control what is in his power. The rest, as he says, "is up to the will of the universe." Ruben stays grounded by taking daily walks in nature, napping regularly, exercising, eating clean, and getting a good night's sleep. "I love the constant challenge. The discomfort forces me to grow. I stay motivated by focusing on who I can become," Ruben explains.

For Ruben, success is defined in three categories: a healthy lifestyle, strong relationships, and a career that allows him freedom. Real estate has not only allowed him a career with freedom but has helped him improve his health and relationships as well.

"This is why entrepreneurship has always been so alluring to me," Ruben says. "There were several times I wanted to quit, but every win I experience is a testament that I am doing the right thing."



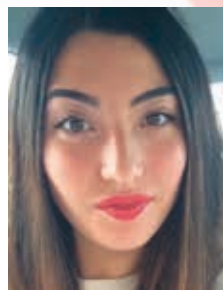
Ruben Arcila stays balanced with healthy eating, exercise, and daily walks outdoors.

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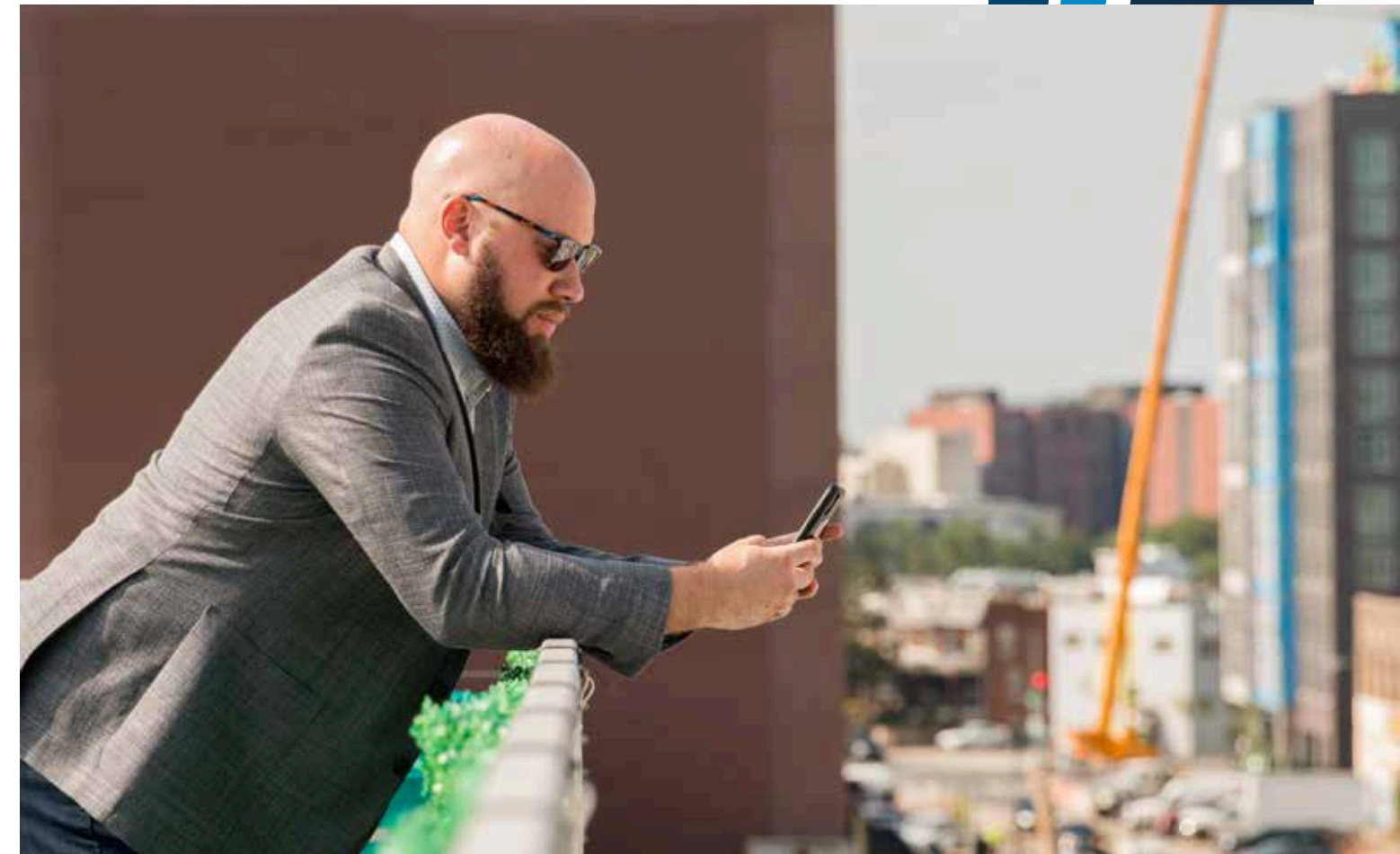
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Birth of an **ENTREPRENEUR**

“I was always a hustler, man,” Harrison Beacher begins with one of his classic, half-joking smiles.

As an undergraduate student at Georgetown University, Harrison Beacher had already begun his journey to becoming an entrepreneur. From a young age, he had the drive and the willpower to create, build, and thrive in the business world.

One of Harrison’s first endeavors was GUCollegesupplies.com. “It was the

fall of ‘05, and I was playing football on the Georgetown team, working at the bar, beginning my DJing career,” Harrison recalls. “Georgetown was far from a Target or Walmart, and this was before Amazon was big. People needed supplies for their dorm. Me and my friend, Marcus, started this business where we’d make runs to Costco and deliver things.”

Harrison would deliver everything from cases of water to televisions. In their first semester in business,

he and Marcus sold over \$15,000 in revenue — not exactly rich men’s money, but substantial funds for a college student.

“And that was the daytime part of it,” Harrison continues. “The nighttime was helping throw parties with Marcus. One of my partners now, Ryan Butler, we had a business, BrownBeach Productionz and the Fab Five. We were men of color at a predominantly white school that had terrible parties. So how do we throw

...



Harrison Beacher, together with Ryan Butler and Keith James, formed Coalition Properties Group.

...

a good party on campus and get creative to find a solution within a structure that isn't welcoming to parties like this?"

Harrison rented spaces, coordinated with the university, and found a market. His biggest party had over 1,000 people — at the campus rec room.

Putting It All Together

While Harrison's days of throwing college ragers are long gone, there is something from those early days that he carries through to today — his drive to create memorable experiences for others. When he launched his real estate business, he did so with the

vision to hone in on a market niche and create an experience that will last a lifetime. Harrison got his license in July 2008, right after graduating from college. "I walked across the stage and right into a real estate pre-licensing class," Harrison recalls.

With the encouragement of a friend's mother, Sharie Sivertsen, Harrison dove into real estate. "Sharie Sivertsen was all about a servant's heart ... a really caring person. So much of her energy was, 'How can I support and help people?' That's how I learned the business."

Over a decade later, Harrison continues to run his business with a servant's heart. Back in college, the parties were all about connection and community. In real estate, he has taken the same approach. He's become a master networker, his care for others is clear, and his jovial, upbeat nature shines.

The Birth of Coalition Properties Group

Fast forward twelve years, and Harrison, along with his business partners, are running a sales team of eight agents and five administrative staff with Keller Williams Capital Properties. He partnered with Ryan Butler and Keith James — two other men of color — to form Coalition Properties Group. "We went out on a limb and asked, 'What would it look like if we combined our voices?' The economy of scale would earn our way into different rooms and do this differently than any young men of color were doing."

Starting Coalition Properties Group was a risk for Harrison. He was already running a wildly successful real estate business, and he knew he'd have to take a step back to launch the team. Yet, he knew the rewards could be massive. "To pivot it and

...

“Our vision of community organization and wealth building is only getting bigger.”





Harrison Beacher is the incoming president of GCAAR in 2022.

...

do something different was scary,” Harrison says. “I was doing 50 to 60 units per year at the time, \$30 million. And I decided to take a step back to invest in the team, developing agents on the team, and helping this thing grow.”

Two years into the journey with Coalition Properties Group, and Harrison is already seeing the rewards. This year, the team is on track to close a staggering 400 units.

The Future is Bright

Harrison and his wife, Lindsay, live in Northeast D.C. Harrison is still a fan of throwing massive parties, but the tone has undoubtedly changed since his college days.

“I love to have people over. I am obsessed with barbecuing tons of food for people, assembly-line style,”

Harrison beams. “Still about creating that party and experience. That element of hosting and event planning is something I really geek out about.”

Harrison also loves to travel, learn about culture, and stay involved in his own community. In 2022, he’ll be president of the local Association of REALTORS®. With Coalition Properties Group, his goals are audacious.

“There’s no reason why we can’t get up to 1,000 units per year,” he says. “When you get to that number, there’s the opportunity for vertical integration — investment in title insurance and mortgage companies. That’s what the legacy brokerages in this region did.”

“But in the end,” Harrison continues, “it’s all about providing the best experience. We are here for everything real estate, lifestyle, and wealth building. A lot of this is for people of color, who haven’t had those opportunities historically. Our vision of community organization and wealth building is only getting bigger.”

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¹ Source: Scotsman Guide Top Women Originators 2021: <https://www.scotsmanguide.com/rankings/top-women-originators>
² Source: <https://www.zillow.com/lender-profile/MelissaRich1/>

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Our first magazine celebration party was a blast! It was an honor celebrating you all.

Thank you to our sponsor, **Josh Greene, of Eastern Title**, who hosted this event at Norbeck Country Club. We had an great time connecting with the best of the best, and enjoying fantastic food! Our photographers took amazing photos at the event, which you can also find on our new Facebook page (<https://www.facebook.com/kristinbrindleyrealproducers>). Be sure to join our new private page and tag yourself and friends in pictures!

Once again, we could not do what we do without the support from our amazing partners. So thank you! Thank you again for being part of our *DC Metro Real Producers* community. We appreciate you and can't wait to see you again at our next event!

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

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TOP 250 STANDINGS								
Teams and Individuals Closed Data from January 1 to October 31, 2021								
RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	54.5	\$130,574,264	21	\$65,092,752	75.5	\$195,667,008
2	Jennifer S Smira	Compass	73	\$59,781,352	72.5	\$67,986,576	145.5	\$127,767,928
3	Michael W Rankin	TTR Sotheby's International Realty	25.5	\$73,727,000	14.5	\$50,473,500	40	\$124,200,496
4	Dana Rice	Compass	46.5	\$59,044,476	39	\$50,661,776	85.5	\$109,706,248
5	Nathan J Guggenheim	Washington Fine Properties, LLC	48.5	\$48,545,400	53	\$60,535,688	101.5	\$109,081,088
6	Daniel M Heider	TTR Sotheby's International Realty	32	\$64,258,000	23.5	\$41,456,248	55.5	\$105,714,248
7	Frederick B Roth	Washington Fine Properties, LLC	20	\$41,980,424	14	\$54,589,400	34	\$96,569,824
8	Wendy I Banner	Long & Foster Real Estate, Inc.	40	\$55,355,104	34.5	\$37,741,608	74.5	\$93,096,712
9	Troyce P Gatewood	Keller Williams Realty Centre	64.5	\$30,015,950	146.5	\$60,443,712	211	\$90,459,664
10	Barak Sky	Long & Foster Real Estate, Inc.	56	\$41,477,240	58	\$46,063,800	114	\$87,541,040
11	Brian Wilson	EXP Realty, LLC	111	\$72,239,392	20	\$14,905,412	131	\$87,144,808
12	Alejandro Luis A Martinez	The Agency DC	48	\$23,893,200	159	\$62,843,784	207	\$86,736,984
13	Nathan B Dart	RE/MAX Realty Services	74.5	\$48,066,004	57.5	\$36,959,400	132	\$85,025,400
14	Trent D Heminger	Compass	92	\$66,408,696	19	\$17,049,212	111	\$83,457,904
15	Mandy Kaur	Redfin Corp	120	\$64,313,920	27	\$14,429,850	147	\$78,743,768
16	Marjorie S Halem	Compass	51	\$52,181,600	21	\$25,238,960	72	\$77,420,560
17	Hans L Wydler	Compass	33	\$49,478,044	16	\$27,708,956	49	\$77,187,000
18	James M Coley	Long & Foster Real Estate, Inc.	39	\$45,198,100	35.5	\$29,983,670	74.5	\$75,181,768
19	Nurit Coombe	The Agency DC	41	\$31,888,330	68.5	\$42,570,600	109.5	\$74,458,928
20	Jay A Day	Real Estate Teams, LLC	89.5	\$43,339,724	72	\$29,839,332	161.5	\$73,179,056
21	Lauren E Davis	TTR Sotheby's International Realty	24	\$28,109,000	27	\$44,802,500	51	\$72,911,504
22	Avi Galanti	Compass	30.5	\$38,403,900	22	\$34,207,800	52.5	\$72,611,696
23	Robert Hryniewicki	Washington Fine Properties, LLC	15.5	\$43,823,256	9.5	\$28,245,000	25	\$72,068,256
24	Tim Barley	RE/MAX Allegiance	35	\$36,591,580	28	\$33,507,890	63	\$70,099,472
25	Kimberly A Cestari	Long & Foster Real Estate, Inc.	32	\$40,213,100	21	\$29,533,700	53	\$69,746,800
26	Chris R Reeder	Long & Foster Real Estate, Inc.	89.5	\$36,234,164	82	\$33,055,880	171.5	\$69,290,040
27	Erich W Cabe	Compass	33	\$29,466,518	35	\$39,594,400	68	\$69,060,920
28	Anslie C Stokes Milligan	McEneaney Associates, Inc.	34	\$30,012,360	30	\$36,008,748	64	\$66,021,112
29	Kira Epstein Begal	Washington Fine Properties, LLC	35	\$28,056,412	34	\$37,231,120	69	\$65,287,532
30	Rong Ma	Libra Realty LLC	21	\$15,848,250	63	\$48,491,684	84	\$64,339,936
31	Sheena Saydam	Keller Williams Capital Properties	39	\$21,839,512	67.5	\$41,208,588	106.5	\$63,048,104
32	Michelle C Yu	Long & Foster Real Estate, Inc.	42	\$38,559,020	26	\$23,761,500	68	\$62,320,520
33	Marc Fleisher	Compass	21.5	\$46,179,176	8	\$16,014,000	29.5	\$62,193,176
34	Christie-Anne Weiss	TTR Sotheby's International Realty	12.5	\$29,066,150	14.5	\$33,016,500	27	\$62,082,648

Disclaimer: Information based on MLS closed data as of November 5, 2021, for residential sales from January 1, 2021, to October 31, 2021, in Virginia, Maryland, and Washington, DC, by agents licensed in our DC Metro service area of Washington, DC, 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 October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Carolyn N Sappenfield	RE/MAX Realty Services	31	\$34,305,712	26	\$27,270,936	57	\$61,576,644
36	Rebecca Weiner	Compass	25	\$22,528,796	42.5	\$37,028,432	67.5	\$59,557,228
37	Brent E Jackson	TTR Sotheby's International Realty	31	\$31,517,150	23.5	\$27,882,538	54.5	\$59,399,688
38	Eric P Stewart	Long & Foster Real Estate, Inc.	53.5	\$46,609,372	11	\$11,703,500	64.5	\$58,312,872
39	Cara Pearlman	Compass	21.5	\$21,943,470	23	\$35,863,908	44.5	\$57,807,380
40	Joel S Nelson	Keller Williams Capital Properties	44	\$41,726,056	14.5	\$16,005,999	58.5	\$57,732,056
41	Judy G Cranford	Cranford & Associates	22.5	\$20,223,710	31	\$37,271,424	53.5	\$57,495,132
42	Michael B Aubrey	Compass	25	\$20,040,002	33	\$36,410,840	58	\$56,450,844
43	Mark D McFadden	Compass	15.5	\$32,693,250	9	\$23,443,500	24.5	\$56,136,752
44	Carl G Becker	Premier Properties, LLC	20	\$33,121,100	11	\$22,358,400	31	\$55,479,500
45	Tyler A Jeffrey	Washington Fine Properties, LLC	24	\$24,864,430	24	\$30,162,500	48	\$55,026,928
46	Hazel Shakur	Redfin Corp	112	\$48,636,100	14	\$6,289,999	126	\$54,926,100
47	Chelsea Lanise Traylor	Redfin Corp	75	\$50,150,200	3	\$3,047,500	78	\$53,197,700
48	Kara K Sheehan	Washington Fine Properties, LLC	15	\$37,503,000	9.5	\$14,670,820	24.5	\$52,173,820
49	Elizabeth M Lavette	Washington Fine Properties, LLC	16	\$28,929,550	10	\$22,876,000	26	\$51,805,552
50	Antonia Ketabchi	Redfin Corp	24	\$16,467,180	39	\$35,242,900	63	\$51,710,080
51	Jeffrey M Wilson	TTR Sotheby's International Realty	14.5	\$19,842,000	15.5	\$31,669,500	30	\$51,511,500
52	Robert G Carter	Compass	23	\$17,198,772	34	\$34,251,456	57	\$51,450,228
53	Lawrence M Lessin	Homes By Owner, Inc.	106	\$50,162,730	4	\$1,241,100	110	\$51,403,830
54	Daryl Judy	Washington Fine Properties ,LLC	22.5	\$31,824,220	10	\$18,411,750	32.5	\$50,235,968
55	Sina Mollaam	Compass	22	\$16,115,072	42.5	\$33,191,714	64.5	\$49,306,788
56	Casey C Aboulafia	Compass	22.5	\$19,044,772	32.5	\$30,246,438	55	\$49,291,208
57	Russell A Firestone III	TTR Sotheby's International Realty	10	\$26,100,000	9	\$22,995,400	19	\$49,095,400
58	Robert A Sanders	TTR Sotheby's International Realty	35.5	\$31,934,700	14	\$16,832,970	49.5	\$48,767,672
59	Jacob Taylor	Blue Valley Real Estate	109	\$47,961,780	1	\$560,000	110	\$48,521,780
60	Ethan F Drath	Washington Fine Properties, LLC	6.5	\$16,022,315	12	\$31,946,800	18.5	\$47,969,116
61	Katri I Hunter	Compass	13	\$8,678,700	42	\$39,251,848	55	\$47,930,552
62	Alecia R Scott	Long & Foster Real Estate, Inc.	36.5	\$17,628,844	66	\$30,301,260	102.5	\$47,930,104
63	James Bass	Real Estate Teams, LLC	63	\$31,476,400	36.5	\$16,115,860	99.5	\$47,592,260
64	Cheryl R Leahy	Compass	30	\$36,143,184	7	\$11,353,000	37	\$47,496,184
65	Margaret M. Babbington	Compass	15	\$11,097,156	50	\$36,203,596	65	\$47,300,752
66	Christopher Craddock	EXP Realty, LLC	70.5	\$29,988,100	29	\$17,274,400	99.5	\$47,262,500
67	Sheila R Pack	RE/MAX Roots	81	\$30,755,736	44	\$16,454,432	125	\$47,210,168
68	Alan Chargin	Keller Williams Capital Properties	14	\$9,344,400	49	\$37,778,296	63	\$47,122,696

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
69	Melinda L Estridge	Long & Foster Real Estate, Inc.	32	\$31,139,148	19.5	\$15,552,400	51.5	\$46,691,548
70	Jane Fairweather	Long & Foster Real Estate, Inc.	35.5	\$38,029,752	9.5	\$8,464,250	45	\$46,494,000
71	Mark C Lowham	TTR Sotheby's International Realty	5.5	\$23,027,360	5.5	\$23,352,360	11	\$46,379,720
72	Jonathan S Lahey	EXP Realty, LLC	46	\$22,625,100	47	\$22,643,572	93	\$45,268,672
73	Sergei A Goumilevski	RE/MAX Realty Services	26	\$15,531,271	32	\$29,241,500	58	\$44,772,772
74	Meredith L Margolis	Compass	11.5	\$12,042,115	35.5	\$32,623,160	47	\$44,665,276
75	Rex Thomas	Samson Properties	10	\$4,642,100	63	\$39,920,368	73	\$44,562,468
76	Lisa C Sabelhaus	RE/MAX Town Center	45	\$24,955,460	36	\$18,902,950	81	\$43,858,408
77	Robert Crawford	Washington Fine Properties, LLC	27	\$27,669,930	8	\$16,136,000	35	\$43,805,928
78	Keith James	Keller Williams Capital Properties	10.5	\$5,430,148	75	\$38,170,900	85.5	\$43,601,048
79	Lisa R. Stransky	Washington Fine Properties, LLC	26	\$30,602,680	11	\$12,831,000	37	\$43,433,680
80	Norman S Domingo	XRealty.NET LLC	78	\$40,673,028	3	\$2,514,999	81	\$43,188,028
81	Karen D Rollings	EXP Realty, LLC	70	\$38,094,816	10	\$4,463,750	80	\$42,558,564
82	Roby C Thompson III	Long & Foster Real Estate, Inc.	10.5	\$11,920,625	26	\$30,326,750	36.5	\$42,247,376
83	James E Brown	Turning Point Real Estate	33	\$22,213,052	29	\$19,750,460	62	\$41,963,512
84	Jennifer K Knoll	Compass	15	\$15,908,500	19	\$25,376,352	34	\$41,284,852
85	James C. Peva	Washington Fine Properties, LLC	8.5	\$25,666,550	5.5	\$15,505,000	14	\$41,171,552

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Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
86	Eva M Davis	Compass	6	\$6,109,000	33	\$34,944,544	39	\$41,053,544
87	Carmen C Fontecilla	Compass	36	\$16,763,496	37	\$24,289,120	73	\$41,052,616
88	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	52.5	\$20,799,650	48.5	\$20,198,662	101	\$40,998,312
89	Stacy M Allwein	Century 21 Redwood Realty	60.5	\$23,457,198	41.5	\$17,415,446	102	\$40,872,644
90	Bryan Kerrigan	Redfin Corp	71.5	\$38,837,448	3	\$1,860,000	74.5	\$40,697,448
91	Long T Ngo	Redfin Corp	17	\$9,634,900	49	\$30,567,520	66	\$40,202,420
92	Matthew C Patterson	Redfin Corp	69	\$30,348,518	18	\$9,580,900	87	\$39,929,416
93	Patrick P Chauvin	Compass	4.5	\$10,197,250	10	\$29,548,670	14.5	\$39,745,920
94	Maxwell E Rabin	TTR Sotheby's International Realty	19.5	\$16,807,538	23	\$22,279,938	42.5	\$39,087,476
95	Anne C Killeen	Washington Fine Properties, LLC	24	\$36,824,000	3.5	\$2,146,000	27.5	\$38,970,000
96	Amanda M Lasko	Redfin Corp	44.5	\$32,477,410	9	\$6,491,735	53.5	\$38,969,144
97	Richard Michael Morrison	Redfin Corp	4	\$3,293,000	47	\$35,663,952	51	\$38,956,952
98	Victor R Llewellyn	Long & Foster Real Estate, Inc.	37	\$20,771,854	31.5	\$18,101,650	68.5	\$38,873,504
99	D'Ann K Lanning	Compass	60	\$38,131,896	2	\$699,900	62	\$38,831,796
100	Mehrnaz Bazargan	Redfin Corp	60.5	\$37,415,648	2	\$1,365,000	62.5	\$38,780,648
101	Margot D Wilson	Washington Fine Properties, LLC	9.5	\$18,359,650	10	\$20,032,000	19.5	\$38,391,648
102	Koki Waribo Adasi	Compass	33	\$22,513,076	21.5	\$15,164,145	54.5	\$37,677,220

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
103	Cynthia L Howar	Washington Fine Properties, LLC	6.5	\$9,512,500	10.5	\$28,032,000	17	\$37,544,500
104	Corey C Burr	TTR Sotheby's International Realty	16.5	\$21,019,506	14.5	\$16,366,925	31	\$37,386,432
105	Pamela B Wye	Compass	13.5	\$14,176,405	17.5	\$23,147,376	31	\$37,323,780
106	Scott Sachs	Compass	20.5	\$16,742,610	20	\$20,175,160	40.5	\$36,917,768
107	Farrah E Fuchs	Redfin Corp	72	\$33,479,792	5	\$3,185,000	77	\$36,664,792
108	Dorothy M Bistransin	Redfin Corp	84	\$35,182,152	3	\$1,346,900	87	\$36,529,048
109	Scott J Swahl	Redfin Corp	68	\$30,402,002	11	\$6,047,000	79	\$36,449,000
110	Will Thomas	TTR Sotheby's International Realty	6.5	\$15,838,540	6	\$20,054,000	12.5	\$35,892,540
111	Harrison I Beacher	Keller Williams Capital Properties	20.5	\$11,456,006	34.5	\$24,294,250	55	\$35,750,256
112	Anna D Mackler	Long & Foster Real Estate, Inc.	14	\$11,153,450	25	\$24,398,350	39	\$35,551,800
113	Ellie M Shorb	Compass	10.5	\$18,399,400	7.5	\$16,858,500	18	\$35,257,900
114	Robert J Krop	Keller Williams Realty Centre	41.5	\$17,571,300	35.5	\$17,492,100	77	\$35,063,400
115	Andrew Essreg	RLAH Real Estate	14	\$11,770,500	30	\$23,179,822	44	\$34,950,320
116	Katie R Nicholson	Coldwell Banker Realty	37	\$20,641,890	34	\$14,230,735	71	\$34,872,624
117	David R Bediz	Keller Williams Capital Properties	26.5	\$21,309,728	14.5	\$13,388,800	41	\$34,698,528
118	Kenneth A Grant	RE/MAX Plus	28	\$12,969,100	50	\$21,694,188	78	\$34,663,288
119	Carlos A Garcia	Keller Williams Capital Properties	17	\$14,593,684	18.5	\$19,908,980	35.5	\$34,502,664
120	Eric M Broermann	Compass	17	\$12,838,361	24	\$21,572,050	41	\$34,410,412
121	Eric Murtagh	Long & Foster Real Estate, Inc.	16	\$32,043,670	1	\$2,100,000	17	\$34,143,672
122	Joan Cromwell	McEneaney Associates, Inc.	11	\$11,210,000	23	\$22,897,120	34	\$34,107,120
123	Justin Tanner	RE/MAX Allegiance	18	\$16,724,050	15	\$17,325,500	33	\$34,049,552
124	Megan Stohner Conway	Compass	11	\$10,092,876	18	\$23,923,400	29	\$34,016,276
125	Michael J Muren	Long & Foster Real Estate, Inc.	54	\$26,671,132	11	\$7,319,534	65	\$33,990,664
126	Charles Dudley	Compass	15	\$12,023,630	25.5	\$21,761,400	40.5	\$33,785,032
127	Thomas K Paolini	Redfin Corp	19	\$12,764,075	31	\$21,002,680	50	\$33,766,752
128	Mitchell J Toland Jr.	Compass	76	\$24,566,048	23	\$9,176,065	99	\$33,742,112
129	Daniel M Schuler	Compass	17	\$13,805,850	24.5	\$19,868,000	41.5	\$33,673,848
130	Thomas S Buerger	Compass	11.5	\$8,380,000	32.5	\$25,265,416	44	\$33,645,416
131	Elizabeth M Burrow	Keller Williams Realty Centre	30	\$20,399,440	19	\$13,126,370	49	\$33,525,810
132	William Fastow	TTR Sotheby's International Realty	12.5	\$18,758,000	11	\$14,568,000	23.5	\$33,326,000
133	Joseph Himali	RLAH Real Estate	14	\$10,091,300	24.5	\$23,179,632	38.5	\$33,270,932
134	Hugh McDermott	TTR Sotheby's International Realty	13	\$18,134,500	16.5	\$15,122,500	29.5	\$33,257,000
135	Michael R Brennan	Compass	20	\$23,292,244	8	\$9,699,000	28	\$32,991,244
136	Barbara C Nalls	TTR Sotheby's International Realty	18	\$16,784,000	17	\$16,195,360	35	\$32,979,360

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
137	Elysia L Casaday	Compass	9	\$10,405,000	16.5	\$22,264,090	25.5	\$32,669,090
138	Ginette R. Winston	Winston Real Estate, Inc.	27	\$20,455,750	17	\$12,085,000	44	\$32,540,750
139	Meredith M Fogle	Old Line Properties	38.5	\$24,948,396	12	\$7,463,100	50.5	\$32,411,496
140	Wentong Chen	Libra Realty LLC	15	\$14,244,000	22	\$18,145,000	37	\$32,389,000
141	Andrew J Hopley	Keller Williams Realty Centre	44	\$18,679,404	27	\$13,621,500	71	\$32,300,904
142	Roman Mychajliw	Long & Foster Real Estate, Inc.	90	\$31,770,410	1.5	\$387,500	91.5	\$32,157,910
143	Monica Bryant	Redfin Corp	61.5	\$27,120,886	7.5	\$4,983,610	69	\$32,104,496
144	Leslie C Friedson	Compass	21	\$16,090,928	13	\$15,994,205	34	\$32,085,132
145	Lee Murphy	Washington Fine Properties, LLC	11.5	\$11,652,400	19	\$20,188,750	30.5	\$31,841,150
146	Patricia G Mills	Charis Realty Group	64	\$24,389,922	23	\$7,347,389	87	\$31,737,310
147	Gail E Nyman	RE/MAX United Real Estate	52.5	\$28,289,774	4	\$3,174,000	56.5	\$31,463,774
148	Aret Koseian	Compass	8.5	\$6,394,000	29	\$25,034,720	37.5	\$31,428,720
149	David R Getson	Compass	10	\$7,328,751	23	\$24,086,350	33	\$31,415,100
150	Renee M Peres	Compass	15.5	\$9,837,933	27	\$21,575,976	42.5	\$31,413,908
151	Daniel W Hozhabri	Keller Williams Realty Centre	53.5	\$23,565,250	18.5	\$7,772,240	72	\$31,337,490
152	Todd A Vassar	Compass	12	\$10,167,861	23	\$21,056,000	35	\$31,223,860
153	Jeremy E Lichtenstein	RE/MAX Realty Services	16	\$22,854,750	5	\$8,323,850	21	\$31,178,600
154	Kenneth M Abramowitz	RE/MAX Town Center	26.5	\$12,315,600	41	\$18,862,300	67.5	\$31,177,900
155	George Papakostas	Long & Foster Real Estate, Inc.	16	\$14,333,550	15	\$16,760,000	31	\$31,093,550
156	Robert Jenets	Stuart & Maury, Inc.	14	\$16,544,626	11	\$14,441,000	25	\$30,985,626
157	Eric Steinhoff	EXP Realty, LLC	36.5	\$21,701,000	16	\$9,250,310	52.5	\$30,951,310
158	Jennifer T Chow	Long & Foster Real Estate, Inc.	13.5	\$15,908,500	18	\$14,907,585	31.5	\$30,816,084
159	Andres A Serafini	RLAH Real Estate	19	\$15,769,952	22	\$14,931,666	41	\$30,701,620
160	Shierra Houston	XRealty.NET LLC	76	\$30,684,956	0	\$0	76	\$30,684,956
161	Annabel D Burch-Murton	Compass	19	\$20,700,200	9	\$9,709,000	28	\$30,409,200
162	Ross A Vann	Compass	9	\$11,437,900	19	\$18,911,800	28	\$30,349,700
163	Louis G Cardenas	TTR Sotheby's International Realty	9	\$13,371,500	8.5	\$16,790,324	17.5	\$30,161,824
164	Donnell L Kearney	Compass	14	\$12,410,000	17	\$17,691,288	31	\$30,101,288
165	Marshall Carey	Redfin Corp	40	\$27,578,000	2	\$2,422,500	42	\$30,000,500
166	Sebastien Courret	Compass	14	\$11,671,250	19.5	\$18,283,980	33.5	\$29,955,230
167	Tina C Cheung	EXP Realty, LLC	14	\$5,745,000	52	\$24,197,424	66	\$29,942,424
168	Andrew Riguzzi	Compass	16	\$15,218,235	14	\$14,709,632	30	\$29,927,868
169	Nancy S Itteilag	Washington Fine Properties, LLC	13	\$23,812,500	5	\$6,105,000	18	\$29,917,500
170	Jason D Martin	RLAH Real Estate	22	\$13,580,611	25.5	\$16,245,728	47.5	\$29,826,340

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171	Daniel Brewer	Compass	16	\$14,176,250	15.5	\$15,629,480	31.5	\$29,805,730
172	Jeffrey S Ganz	Century 21 Redwood Realty	25	\$11,955,500	30	\$17,779,292	55	\$29,734,792
173	Susan Van Nostrand	Compass	20	\$14,444,820	15	\$15,284,512	35	\$29,729,332
174	Carrie Balsam	Long & Foster Real Estate, Inc.	31	\$29,682,670	0	\$0	31	\$29,682,670
175	Lisa Tucker	Redfin Corp	47	\$26,449,848	4	\$3,222,053	51	\$29,671,902
176	Adewemimo D Collins	Redfin Corp	66	\$28,217,612	2.5	\$1,338,490	68.5	\$29,556,100
177	Adam T Rackliffe	Washington Fine Properties, LLC	9	\$20,390,256	3.5	\$9,165,000	12.5	\$29,555,256
178	Shuang Zhao	Signature Home Realty LLC	25	\$14,060,620	26	\$15,492,936	51	\$29,553,556
179	Eric T Hovanky	Redfin Corp	37.5	\$17,979,034	14	\$11,262,990	51.5	\$29,242,024
180	Ruby A Styslinger	Redfin Corp	11	\$7,304,500	27	\$21,884,000	38	\$29,188,500
181	Craig P Marsh	Marsh Realty	44.5	\$15,163,900	48	\$14,009,307	92.5	\$29,173,208
182	Andrew K Goodman	Goodman Realtors	35	\$17,768,168	17	\$11,177,682	52	\$28,945,852
183	Seth S Turner	Compass	20.5	\$13,948,730	19.5	\$14,917,950	40	\$28,866,680
184	Vincent E Hurteau	Continental Properties, Ltd.	14	\$9,967,035	15	\$18,743,976	29	\$28,711,010
185	Nicholas P Chaconas	Redfin Corp	47.5	\$23,192,088	7	\$5,493,265	54.5	\$28,685,352
186	Kelly W Williams	TTR Sotheby's International Realty	12.5	\$16,432,625	8	\$12,217,500	20.5	\$28,650,124

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Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
187	James T Kim	McEnearney Associates	15	\$10,207,450	25	\$18,421,900	40	\$28,629,350
188	Cameron H McFadden	Compass	13	\$25,143,250	4	\$3,460,000	17	\$28,603,250
189	Kornelia Stuphan	Long & Foster Real Estate, Inc.	12	\$19,565,000	7.5	\$8,871,500	19.5	\$28,436,500
190	Michael Gailey	Compass	9	\$5,422,000	22	\$22,927,500	31	\$28,349,500
191	Gitika A Kaul	Compass	10	\$8,283,200	16	\$20,021,900	26	\$28,305,100
192	Mansour F Abu-Rahmeh	Compass	10	\$7,729,625	20	\$20,562,162	30	\$28,291,788
193	Jocelyn I Vas	Compass	9.5	\$6,177,500	22.5	\$22,112,000	32	\$28,289,500
194	Christopher J Carr	Simple Choice Realty, Inc.	55	\$28,155,800	0	\$0	55	\$28,155,800
195	Kimberly M Dixon	Redfin Corp	47	\$23,278,000	10	\$4,877,000	57	\$28,155,000
196	Eileen McGrath	Washington Fine Properties, LLC	7	\$22,124,500	1	\$5,995,000	8	\$28,119,500
197	Anne H Weir	Washington Fine Properties, LLC	4.5	\$10,548,000	9	\$17,405,000	13.5	\$27,953,000
198	Jaime Willis	Compass	4	\$2,263,500	34	\$25,474,420	38	\$27,737,920
199	Bradley J Rozansky	Compass	17.5	\$21,072,750	5	\$6,475,500	22.5	\$27,548,250
200	Robert H Myers	RE/MAX Realty Services	22	\$12,674,500	23	\$14,808,360	45	\$27,482,860
201	Melissa G Bernstein	RLAH Real Estate	23	\$19,092,500	10	\$8,346,755	33	\$27,439,256
202	Elizabeth J D'Angio	Washington Fine Properties, LLC	7	\$14,970,750	7.5	\$12,412,250	14.5	\$27,383,000

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
203	Arnita A Greene	Compass	30	\$11,945,050	32	\$15,410,163	62	\$27,355,212
204	Anne-Marie R Finnell	TTR Sotheby's International Realty	17	\$21,892,424	3.5	\$5,332,500	20.5	\$27,224,924
205	Rory Obletz	Redfin Corp	6	\$5,729,000	31	\$21,440,388	37	\$27,169,388
206	Jorge P Montalvan	Compass	16	\$11,613,436	20	\$15,537,550	36	\$27,150,986
207	Tamara E Kucik	RLAH Real Estate	28	\$18,130,908	13	\$8,847,000	41	\$26,977,908
208	Kathy Xu	RE/MAX Realty Group	19	\$13,827,000	23	\$13,039,940	42	\$26,866,940
209	John P Ippolito	Redfin Corp	53.5	\$26,487,400	1	\$374,160	54.5	\$26,861,560
210	Mary C Gatton	Redfin Corp	50	\$25,139,500	2	\$1,502,000	52	\$26,641,500
211	Matthew M Koerber	TTR Sotheby's International Realty	17.5	\$13,877,900	15	\$12,754,650	32.5	\$26,632,550
212	Tohmai Smith	RLAH Real Estate	24	\$9,594,800	33	\$17,020,634	57	\$26,615,434
213	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	18	\$20,778,500	5	\$5,815,120	23	\$26,593,620
214	Justin Kitsch	TTR Sotheby's International Realty	17	\$17,696,900	7.5	\$8,859,020	24.5	\$26,555,920
215	Marin Hagen	Coldwell Banker Realty	5	\$7,672,500	9.5	\$18,818,100	14.5	\$26,490,600
216	William R Hirzy	Redfin Corp	6	\$3,684,500	29	\$22,750,400	35	\$26,434,900
217	Delilah D Dane	Redfin Corp	42.5	\$21,564,176	8	\$4,727,321	50.5	\$26,291,496
218	Elaine S. Koch	Long & Foster Real Estate, Inc.	22	\$13,812,200	19.5	\$12,321,400	41.5	\$26,133,600


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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to October 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
219	Carolyn H Jordan	Go Brent, Inc.	23.5	\$15,044,500	13	\$11,033,000	36.5	\$26,077,500
220	James L Bell	TTR Sotheby's International Realty	4	\$13,185,000	2	\$12,745,000	6	\$25,930,000
221	Lee R. Tessier	EXP Realty, LLC	33	\$10,912,025	34.5	\$14,990,400	67.5	\$25,902,424
222	William T Gossett	Washington Fine Properties, LLC	6	\$10,832,500	8.5	\$15,006,500	14.5	\$25,839,000
223	Michael J Matese	Compass	12	\$8,450,000	17	\$17,388,900	29	\$25,838,900
224	Margaret M Ferris	Compass	11.5	\$11,826,400	13	\$13,978,250	24.5	\$25,804,650
225	John Coleman	RLAH Real Estate	8.5	\$5,461,526	28	\$20,338,278	36.5	\$25,799,804
226	Silvana P Dias	Long & Foster Real Estate, Inc.	20	\$9,982,500	28	\$15,807,700	48	\$25,790,200
227	Lyndsi Sitcov	McEearney Associates	10	\$6,856,621	27	\$18,897,900	37	\$25,754,520
228	John T Pruski	Jack Realty Group	13.5	\$12,742,575	8.5	\$12,977,500	22	\$25,720,076
229	Daniel J Whitacre	Colony Realty	27.5	\$9,675,050	31	\$16,004,100	58.5	\$25,679,150
230	Liz M Brent	Go Brent, Inc.	27	\$24,744,500	1	\$887,675	28	\$25,632,176
231	Kenneth C Germer	Compass	13	\$13,209,200	11	\$12,202,880	24	\$25,412,080
232	Joshua D Ross	RE/MAX Realty Services	15	\$10,337,000	21	\$15,011,560	36	\$25,348,560
233	Kyle Meeks	TTR Sotheby's International Realty	7	\$7,667,500	15.5	\$17,532,500	22.5	\$25,200,000
234	Ioannis Konstantopoulos	Compass	17	\$10,414,900	22	\$14,771,122	39	\$25,186,022

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
235	Gali Jeanette Sapir	Long & Foster Real Estate, Inc.	9.5	\$5,162,500	32	\$20,022,000	41.5	\$25,184,500
236	Megan Meekin	Compass	18	\$11,552,400	18.5	\$13,587,980	36.5	\$25,140,380
237	Lenore G Rubino	Washington Fine Properties, LLC	11	\$12,715,500	12	\$12,278,000	23	\$24,993,500
238	Samer H Kuraishi	The ONE Street Company	8.5	\$6,708,500	13.5	\$18,281,202	22	\$24,989,702
239	Daniel F Metcalf	Long & Foster Real Estate, Inc.	32	\$24,913,502	0	\$0	32	\$24,913,502
240	Helena Pulyaeva	RE/MAX Realty Services	19.5	\$13,452,400	24	\$11,454,133	43.5	\$24,906,532
241	Jessica G Evans	Compass	14	\$10,832,400	22	\$14,061,400	36	\$24,893,800
242	Colin R McKevitt	Long & Foster Real Estate, Inc.	13.5	\$6,628,053	28	\$18,211,816	41.5	\$24,839,868
243	Ronald S Sitrin	Long & Foster Real Estate, Inc.	23.5	\$19,804,000	6.5	\$4,996,500	30	\$24,800,500
244	Zhang Tian	Signature Home Realty LLC	9	\$4,370,000	34	\$20,412,554	43	\$24,782,554
245	Leigh A Reed	Long & Foster Real Estate, Inc.	19	\$24,336,876	0.5	\$398,250	19.5	\$24,735,124
246	Thomas A Keane	Washington Fine Properties, LLC	8	\$12,162,800	7.5	\$12,532,500	15.5	\$24,695,300
247	Lukas Iraola	Compass	15	\$6,881,800	26.5	\$17,783,864	41.5	\$24,665,664
248	Timothy P Horst	Long & Foster Real Estate, Inc.	22	\$17,331,110	9	\$7,275,500	31	\$24,606,610
249	Anna-Louisa A Yon	Compass	10	\$7,614,809	22.5	\$16,963,524	32.5	\$24,578,334
250	Marc Bertinelli	Washington Fine Properties, LLC	11	\$13,728,300	7.5	\$10,767,500	18.5	\$24,495,800

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