

DC METRO

# REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

**SPECIAL EDITION**

40  
*Under*  
40

FEBRUARY 2021





*Your clients are in the best hands at*



*Your Key to a Successful Settlement*

[www.GPNTitle.com](http://www.GPNTitle.com)



**“Working with GPN Title  
has helped my Real Estate  
practice grow exponentially.”**

*-George Papakostas, Long & Foster |  
Christie's International Real Estate*



@GPNTITLE

**George P. Glekas**  
*Principal*

(301) 294-4055  
[GGlekas@gpntitle.com](mailto:GGlekas@gpntitle.com)



## Market Match Second Trust Program



**Two loans -  
One low fixed rate!!**

**Sandy Spring Bank  
Market Match Program**

**90% to \$900K, 85% to \$1M,  
and 80% to \$1.2M**

### **Program highlights include:**

- A new 30-year fixed rate option has been added for the Market Match
- New Loan Amount and CLTV Tier:  
Financing for a combined loan amount up to \$1 million at a maximum CLTV of 85% and *now up to* \$1.2 million combined loan amount at a maximum CLTV of 80%

- Provides a great solution to the recent Jumbo product limitations in the Secondary Mortgage Market
- Utilizes Fannie Mae/Freddie Mac Underwriting Guidelines and Documentation Requirements
- Same rate on the 1st and 2nd loan



Please contact **Tina Del Casale** of **Sandy Spring Bank** for more information.



**Tina Del Casale**

Mortgage Banker

**NMLS# 191852**

**Phone: 301.850.1326**

**Mobile Phone: 301.523.1893**

**Email Address: [TDelCasale@sandyspringbank.com](mailto:TDelCasale@sandyspringbank.com)**

Terms and Conditions Apply. Member FDIC. Sandy Spring Bank  
NMLS # 406382. © 2020



**APPLY NOW at [SSBTina.com](http://SSBTina.com)**



# MEET THE DC METRO REAL PRODUCERS TEAM



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



**Angela Clemons**  
*Events Manager*



**Ellen Buchanan**  
*Editor*



**Wendy Ross**  
*Client Operations Manager*



**Mark Celeste**  
*Publishing Assistant*



**Molly Lauryssens**  
*Staff Writer*



**Zachary Cohen**  
*Staff Writer*



**Chris Menezes**  
*Writer*



**Amanda Claire**  
*Photographer*



**Ryan Corvello**  
*Photographer*



**Bobby Cockerille**  
*Videographer*



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

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed herein do not necessarily reflect the views of The N2 Company d/b/a Real Producers, but remain solely those of the author(s). The paid advertisements contained within DC Metro Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

**Note:** When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.

WELLS  
FARGO

Home Mortgage

**Your go-to connection**  
for products and support to put more buyers in your homes

When your buyers choose to work with Wells Fargo, they can count on unique products, programs, services, and tools - whatever their home financing needs may be. Plus, with reliable preapprovals and personalized support every step of the way, you'll spend time doing what you do best — selling more homes.

**Let's work together to turn home shoppers into homeowners.**

**Let's connect.**



**Pat Bowman**  
*Sales Manager*  
301-641-3436  
[pat.bowman@wellsfargo.com](mailto:pat.bowman@wellsfargo.com)  
NMLSR ID 450411



This information is for real estate and building professionals only and is not intended for consumer distribution. Information is accurate as of date of printing and is subject to change without notice.

Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2020 Wells Fargo Bank, N.A. All rights reserved. NMLSR ID 399801. AS5083982 Expires 02/2021



# TABLE OF CONTENTS



08

Index of  
Preferred  
Partners



12

We Ask...You  
Tell! What's  
the Most  
Romantic  
Thing They  
Ever Did  
for You?



14

Master the  
Media:  
3 Tips to  
Help You  
Stand Out



16

Words by  
Wade:  
How to  
Make Prob-  
lem Clients  
Great Refer-  
ral Sources



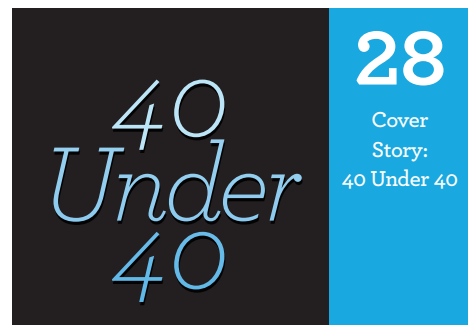
20

Partner  
Spotlight:  
George  
Glekas  
GPN Title,  
Inc.



26

Marketing  
Matters:  
Strategies  
for Reaching  
Your Target  
Audience



28

Cover  
Story:  
40 Under 40



60

Ops Boss™  
Coaching:  
10 Lessons  
in  
10 Years!



65

Top 250  
Standings



## YOUR EXPERIENCED SETTLEMENT TEAM

### *Our Services:*

Residential & Commercial • Transactions • Purchase/Sale  
Refinance • Contract Preparation • Deed Preparation • Short Sales



**Todd Greenbaum**  
Owner and Founder

"Todd has handled settlements for several of my buyer clients and he has exceeded all my expectations for a settlement attorney! He is both knowledgeable and professional yet remains grounded enough to be approachable. I was particularly amazed by his thoughtfulness and sensitivity in communicating with my clients for whom English is not their first language. My clients, ranging from young first-time home buyer to retired down-sizer, are all exceedingly pleased with his settlement process and, especially, the respect he naturally carries for every one. I enjoy working with Todd and recommend him highly." ~ REALTOR

**(301) 840-3910** | [www.titletownsettlements.com](http://www.titletownsettlements.com) | [todd@titletownsettlements.com](mailto:todd@titletownsettlements.com)

**MARYLAND** | 15201 Diamondback Drive | #200 | Rockville, MD 20850  
**WASHINGTON, D.C.** | 1440 G Street, NW | Washington, DC 20005





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING GIFTS

Strategic Gifting  
(313) 971-8312  
StrategicGifting.com

DESIGN/BUILD/  
REMODELING

NVP Construction  
(202) 846-7196  
newvisiondc.com/  
construction

FINANCIAL PLANNING

Socium Advisors  
(203) 848-4870  
Tripp-Kelly.com

HANDYMAN SERVICES

NVP Home Services  
Jason Wilder  
(202) 846-7196  
newvisiondc.com

HOME BUILDER

Builders National  
Cooperative  
(301) 524-4471  
BuildersNational  
Cooperative.com

HOME INSPECTION

Donofrio Property  
Inspections  
(703) 771-8374  
Donofrioinspections.com

Kenneth Cox &  
Associates, LLC  
Kenneth Cox  
(202) 298-7868

National Property  
Inspections  
Mike Tebeau  
(240) 409-3711  
NPIInspections.com

ProTec Inspection Services  
(301) 972-8531  
ProTec-Inspections.com

HOME STAGING

New Vision Staging  
& Design  
(202) 846-7196  
newvisionstaging.com

HOME WARRANTY

Cinch Home Services  
(800) 247-3680  
CinchRealEstate.com

HWA Home Warranty  
Cynthia Void  
(443) 817-3147  
HWAHomeWarranty.com

Old Republic Home  
Protection  
Marlene Campini  
(410) 802-8101  
ORHP.com

INVESTMENTS

Joseph Asamoah  
(301) 379-0357  
JoeAsamoah.com

JUNK REMOVAL

123JUNK  
(800) 364-5778  
123JUNK.com

LANDSCAPING &  
LAWN CARE

Laser Cut Property Services  
Jason Wilder  
(410) 216-7825  
lasercutlawncare.com

MORTGAGE

First Home Mortgage  
Ryan Paquin  
(301) 332-1589

First Home Mortgage  
Rob Mercer  
(301) 332-2745  
RobMercerMortgage.com

First Washington Mortgage  
Chanin Wisler  
(301) 526-0020  
ChaninWisler.info

FitzGerald Financial Group  
Kasey Martin  
(301) 452-5217  
KaseyMartin.com

Guaranteed Rate  
Craig Miller  
(703) 592-6637  
Rate.com/CraigMiller

Monarch Mortgage  
Richard Early  
(301) 332-2184  
Monarch1893.com/  
rockville/rearly

Sandy Spring Bank  
Tina Del Casale  
(301) 523-1893  
SSBTina.com

The Mortgage Link Inc.  
Steve Summers  
(301) 704-1282  
TheMtgLink.com

The Yi Team Mortgage at  
Apex Home Loans  
Chong Yi  
(301) 917-9420  
TheYiTeam.com

Vellum Mortgage  
Greg Kingsbury  
(301) 254-1486  
KingsburyMortgage  
Team.com

Wells Fargo  
Pat Bowman  
(301) 956-1589  
WFHM.com/loans/  
pat-bowman

MOVING COMPANY

Bargain Movers  
(301) 685-6789  
BargainMoversInc.com

JK Moving Services  
(703) 260-3098  
JKMoving.com

Moyer & Sons Moving  
& Storage  
(301) 869-3896  
MoyerAndSons.com

Perry Moving, LLC  
Sam Perry  
(410) 799-0022  
perrymoving.com

Town & Country Movers  
(301) 670-4600  
TownAndCountry  
Movers.com

PHOTOGRAPHY

A. Claire Vision  
Photography  
(240) 988-0010  
AClaireVision.com

Blue Ridge Vantage  
Photography  
Jamal Warner  
(571) 526-8044  
BlueRidgeVantage.com

Ryan Corvello Photography  
(757) 685-2077  
CorvelloPhotography.com

TruPlace  
Colleen Smith  
(301) 972-3201 x824  
colleensmith@truplace.com  
TruPlace.com

PRINTING, DIRECT  
MAIL SERVICES

My Marketing Matters  
(301) 590-9700  
MyMarketingMatters.com

PUBLIC RELATIONS  
AND MARKETING

PR For Anyone  
(844) 774-2691  
PRForAnyone.com

STAGING

On Time Staging  
(301) 379-0367  
OnTimeStaging.com

TITLE COMPANY

Federal Title  
(202) 362-1500  
FederalTitle.com

Peak Settlements, LLC  
(301) 528-1111  
PeakSettlements.com

Prime Title Group, LLC  
(301) 341-6444  
PrimeTitleLLC.com

Stewart Title and Escrow  
(480) 203-6452  
DCTitleGuy.com

TITLE SERVICES

Eastern Title & Settlement  
(240) 403-1285  
EasternTitle.net

GPN Title, Inc.  
(301) 294-4055  
GPNTitle.com

Title Town Settlements  
(301) 840-3910  
TitleTownSettlements.com

VIDEO SERVICES

HDBros  
(833) 437-4686  
HDBros.com

TruPlace  
Colleen Smith  
(301) 972-3201 x824  
colleensmith@truplace.com  
TruPlace.com

Established in 1982 and located in Gaithersburg, MD, Bargain Movers is one of the most trusted local moving companies in the DMV.

Residential & Commercial Local & Long-Distance

**FREE** In-Home Estimates

**BARGAIN MOVERS**

301.685.6789

7579 Rickenbacker Drive, Gaithersburg, MD 20879  
[www.bargainmoversinc.com](http://www.bargainmoversinc.com)

Family Owned & Operated For Over 36 Years

CHECK OUT OUR 5 STAR REVIEWS ONLINE!

Angie's List 2019 SUPER SERVICE AWARD



# happy Valentine's Day!

## ►► publisher's note

Hello, "movers and shakers" of the DC Metro real estate community!

This issue has many bright stars highlighted within!! This *40 Under 40* edition has great stories of grit and determination by real estate rockstars who are under 40 years of age in our community. There are so many ways to succeed uncovered in this edition. We are honored to feature this group of high achievers, nominated by this community!

I'd like to take this opportunity to thank the people that make all of this possible:

To all our sponsor partners who supported and funded this platform (and our events), thank you! Without you, this platform wouldn't exist.

To anybody reading this — thank you! Without you taking the time from your busy schedule to check out our publication, none of this would be possible!

And last, but definitely not least, a giant thank you to the entire team at N2 Publishing and the *DC Metro Real Producers* staff!

Looking forward to taking things up a notch in 2021!

With appreciation,

**Kristin Brindley**

Owner/Publisher

*DC Metro Real Producers*

313-971-8312

Kristin.Brindley@realproducersmag.com

www.dcmetrorealproducers.com



301-972-3201 | [www.TruPlace.com](http://www.TruPlace.com)



## Premium Property Visuals

Photography | Video | Virtual Tours

New to TruPlace? Apply exclusive discount code: **RealProducerWelcome**



►► we ask...you tell!

# What is the most romantic thing your significant other has done for you?



**SUSAN SONNESYN BROOKS**  
Weichert REALTORS®

My husband does a number of wonderful (and romantic) things for me. Lucky me, he's a fabulous and creative cook and has kept us so well fed throughout COVID we've hardly noticed we couldn't go out to restaurants. We also like to take regular hikes in the woods and snuggle up to watch chick-flick movies and TV series, such as *Schitt's Creek* and *Emily in Paris*. We are always working on our communication skills and once took a kissing class (talk about "communicating"! ) and a seven-session marriage encounter Zoom class, which focused on learning to describe and understand each other's true thoughts and feelings. Nothing is taboo with my husband and, after 31 years together, life is better than ever!



**YVONNE LEE**  
Keller Williams Capital Properties

He surprised me with a helicopter ride with champagne and a ring.



**MARIA KOLICK**  
RE/MAX Realty Centre

I would not consider this romantic in the way others consider "romantic," but my husband shows his love for me by taking the time to give our kitchen a once over before he goes to bed. He gets the coffee ready for me. He does whatever leftover dishes need doing and puts them away. He sweeps up, shines up, and makes everything perfect for when I come down to start my morning ritual. I feel like a queen. It's the little things that say it big, I love you.



**JAIME WILLIS**  
Compass

It's a small gesture, but one of my favorites. My husband brings my tea to my bedside table every single morning. He's a morning person and always up before I am, and that simple act of service makes me feel so loved every day.



**LEXY BROUSSARD**  
ProTec Inspection Services

We hiked up a mountain for five hours (10,000 feet up), had lunch by the lake at the top, and he proposed!! :)



**KIM DIXSON**  
Redfin Corp.

Cooked the Hello Fresh box I normally cooked and had our dinner set up at the table, which we never do anymore! Washed the dishes and then rubbed my feet...all for no reason!



**CARA PEARLMAN**  
Compass

My 40th birthday was during the early months of COVID shutdown. We had originally planned to travel to celebrate but those plans were obviously canceled. My husband reached out to an events planner we adore and together they created an outdoor oasis for six of us to celebrate under a canopy with a Latin-inspired music trio, yard lighting, delicious catered meal complete with my favorite



**TINA DEL CASALE**  
Sandy Spring Bank

So this will sound strange to many people, but when your spouse is in law enforcement and you are dating and he gives you one of his guns for protection — you know it is Love!

things, masked servers, and a wine pairing to boot. It was a magical night with our closest friends and my mom — that made me feel truly special and loved. Not only was the night memorable, but I loved that we were able to support small businesses who were suffering due to the pandemic.

## Providing Thorough Home Inspections, One Satisfied Client At A Time!

- Comprehensive & Detailed Inspections
- Professional & Personable Service
- Radon Testing

**Over 5 Billion in Real Estate Inspected**

**We are committed to raising the standards of your client's home inspection.**

**CONTACT US TODAY!**

# KENNETH COX & ASSOCIATES, LLC



**KENNETH COX**

O: (202) 298-7868

C: (202) 413-5475

kencox1@mac.com

PO Box 5642, NW  
Washington, DC 20016





# MASTER THE MEDIA

## 3 Tips to Help You Stand Out

By Christina Daves



It has officially been one year since our worlds were turned upside down by COVID. I remember the chaos that ensued, especially for my REALTOR® clients as it was determined whether or not real estate was essential, and then, to what degree was it “safe” to practice real estate. What I don’t think any of us expected was an incredibly hot real estate market.

That hot market, coupled with many real estate agents who didn’t know how to stand out from the crowd, led some agents to thrive and others to simmer. Where did you fall? What have you done to be the agent that gets found?

Here are a few tips to help you stand out:

1. **Niche!** Who is your ideal client? Create messaging and content that is appealing to that particular audience.
2. **Post!** Create posts where the first sentence stops people in their tracks. Attention spans are less than seven seconds now, so if you can’t stop someone while they’re scrolling madly, they’ll miss what you’re saying.
3. **Pitch!** Pitch the media. There is no better way to get in front of a huge crowd and no better way to have instant credibility with your potential sellers and buyers.

Just by implementing these three simple steps, you will massively increase your visibility, authority, and credibility. And new clients will actually find you online versus you having to constantly do out-reach. Get started today.



**Christina Daves**  
**PR for Anyone®**

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



# REALSAFE™

## Closing Solutions

*Our suite of digital closing options allow you to close from a safe social distance.*

**Contact us for a superior  
settlement experience.**

[FEDERALTITLE.COM/REALSAFE](https://federaltitle.com/REALSAFE)

**p:** 202-362-1500 **e:** [info@federaltitle.com](mailto:info@federaltitle.com)

Rockville • Friendship Heights • U Street / Logan Circle

**FEDERAL**  
Title & Escrow Company

*We offer*

Remote & online closing solutions • Complete, upfront cash-to-close picture • Online order & delivery tracker • Local knowledge accrued over 25 years of business • Accessible in-house attorneys & seasoned support staff • Easy, proactive communication • REAL Benefits™ that include a closing credit of up to \$750 and up to 2 hours of FREE legal consultation • Full settlement services at friendly prices





## How to Make Problem Clients

# GREAT REFERRAL SOURCES

Based on the title of this article you are more than likely thinking of one or perhaps many “problem” clients you have dealt with over your real estate career. Did you delete these people out of your database altogether, or are they still part of your

referral network? I realize deleting them forever seems the easiest thing to do, but I would say to take a step back before taking this action. Ever been in an argument with a friend or family member and you left the situation thinking the relationship is

strained or broken, only to have dinner or drinks with them a few months later and all seems well? The same thing can happen here, except these are people who can help grow your real estate business through their referral network. Here are some ways to take a client who had a not-so-great experience and turn them into referral sources.

### Address the Issues Head-On

I get it, the issues with the transaction may not have been anything you did wrong. That doesn’t mean you shouldn’t address the issue head-on with your client. If you were at fault, take responsibility right away. People respect this because owning a mistake shows you are being genuine and upfront. Never cover up mistakes because if it becomes a larger issue down the road, your credibility is in trouble. If the issues fall on your clients, also address them but don’t act accusatory. Try to find common ground solutions that keep you both in good standing. This will be super important later.

### Set Expectations and Boundaries

Part of having a “problem client” is sometimes they are created by you! Before you get mad at me for saying that, busy REALTORS® like to promote they are available 24/7 and will do anything for their clients. Well, clients sometimes take full advantage of that and expect you to be at their beck and call at the snap of a finger, and anything less is you not doing your job. From the onset, if you want to avoid creating the problem client, set those boundaries and expectations. Does your outgoing voicemail say you are free till 7 p.m. then will be returning calls the next day? Is there a day you designate as a “family day?” Defining where their expectations end and your boundaries begin will help make things smoother.

### Getting Future Referrals

One of the goals in working with clients is to not only do a great job but do it so well they connect you to more people who need to buy and sell. I would suggest halfway through the transaction to follow up to see if you are meeting expectations and doing as you said you would. Doing this can head off any unknown or unspoken issues at the end of the transaction which hurt your chances at referrals. At the end of the transaction, do this once more and remind them that you addressed all issues, were completely transparent, and resolved all issues that ultimately led them to closing. Once they agree with how you handled the transaction, add them to your database and work the relationship for referral business.

In many instances, problem clients and issues can either be resolved or expectations can be set so the problem client is not created. If you have tried everything and all else has failed ... fire them. Happy selling!



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](http://www.DCTitleGuy.com).



THE BEST MOVE YOU'LL EVER MAKE

**PERRY**  
MOVING & STORAGE

Celebrating 100 Years of Excellence

- Third-generation, family owned and operated
- Premiere local, national & international moving
- Full-service packing and crating services
- Long & Short Term climate controlled storage
- Mobile vaults for staging / small shipments
- Fully trained, security screened crews in uniform
- Adhere to CDC safety and PPE recommendations
- Dedicated customer service coordinators

Contact us today for a free estimate at

**410.799.0022**

or [info@perrymoving.com](mailto:info@perrymoving.com)

7247 National Drive Hanover, MD 21076

[www.perrymoving.com](http://www.perrymoving.com)



# LOVE YOUR LOCAL LENDER



## Loans Made Easy. Clients Made Happy.

★★★★★

"Working with Kasey was so easy. The process was very easy. Everything was easy to understand. Kasey was available for questions and replied quickly which made my response time equally quick."

- Barbara C.

★★★★★

"Kasey is as timely and responsive as she is extremely knowledgeable about home financing. She consistently provides useful information in an understandable way and helps me analyze the information in a way that makes me feel comfortable. She makes me feel as if she's my personal advisor. I think very highly of Kasey would recommend her to anyone." - Aaron T.

★★★★★

"Kasey knows every in and out of the current and upcoming mortgage forecast. She is THE expert you want in your corner to stay on top of all the details so that with all the chaos we have in our lives right now, your mortgage process will be seamless and simple with Kasey!" - Richard T.

Call/Text me anytime 301-452-5217 or visit [www.KaseyMartin.com](http://www.KaseyMartin.com)

## Kasey Martin

Mortgage Loan Officer | NMLS# 192739

301-452-5217 | [KaseyMartin.com](http://KaseyMartin.com)

[Kasey.Martin@fitzgeraldfinancial.net](mailto:Kasey.Martin@fitzgeraldfinancial.net)



### FitzGerald Financial Group

A Division of TowneBank Mortgage

FitzGerald Financial Group NMLS# 512138. This is not a commitment to lend.



# GET EVERY ISSUE ON YOUR PHONE!



## DOWNLOAD OUR FREE MOBILE APP

Search DigaPub  
Choose District of Columbia  
DC Metro Real Producers







# GEORGE GLEKAS

## GPN TITLE, INC.

## Around the Closing Table

George Glekas grew up in and around the real estate industry. His mother, Dimi Glekas, was an agent dating back to the '70s, and George has fond memories of tagging along with her from an early age.

"I used to jump out of the car to put up open house signs on the corner. She would let me hand out her branded calendars door-to-door, covering hundreds of houses. I got to meet all her agent friends and watch her prepare for open houses," George recalls.

Back then, the real estate world was different. With no computers or even fax machines, George remembers his mother presenting contracts to listing agents in person.



"As she grew her business, I watched her help so many people, make so many friends, and she was noticeably proud each time she helped someone through the process," George explains.

Unfortunately, Dimi passed too early from pancreatic cancer. Yet, the impact that she left on George's future career was lasting.

"I think of her often and the effect she had on people. She loved what she did, and I wanted to feel the same way."

### The Path Back Home

George grew up in Rockville, Maryland, and graduated with a degree in biology with a minor in philosophy. After moving to the west coast for three years, he returned home to care for his ailing mother. Soon after, he married his wife, Elleni.

"After working as a scientific consultant for two years, I decided to go to law school to become a patent attorney," George explains. "I graduated from law school with a patent concentration and planned to go to the Patent and Trademark Office to get a job."

But just before taking the bar exam, George met a gentleman who owned a real estate law firm in Rockville. "He offered me a job after I took the exam. I contemplated the offer and decided to take it. The office was close to home, we were starting a family, and it was something that interested me."

Over the next four years, George learned the ins and

...





The Glekas Family (Back row: George, George, and Elleni; Front row: Eva, Nicholas, and Peter).

outs of the title industry, completed thousands of settlements, and met many inspiring individuals. As his family grew, and a second little boy was added to the household, he decided that he would open his own title office.

“I knew I could create a company with better service and better quality that people would want to come to,” George says.

Today, both George’s family and his business have grown. He and Elleni now have four children: Peter (14), Nicholas (13), George (11), and Eva (11). GPN Title has been in business for 11 strong years and gone from two employees to 26.

#### **GPN Title: Your Title and Escrow Resource**

GPN Title, Inc. provides title, escrow,

and settlement services in Maryland, Virginia, and the District of Columbia for residential and commercial real estate transactions.

“We are an unaffiliated, locally owned business. We draft and review contracts, review and clear title, and draft and review documents in preparation for settlement,” George says.

George and his team are continually reminding themselves that every single closing is someone’s big day. No matter how busy they are or how many closings they may have, they believe it’s essential to remember that each transaction has a story behind it. And each one is as important as the next.

“It’s a big moment,” George says. “With all this in mind, we strive to be the most proactive and responsive title

company around. We meet deadlines and get you to the finish line. We are the key to a successful settlement.”

At GPN Title, the primary objective is for every single party to be satisfied at the close of a real estate transaction.

“It’s really that simple,” George emphasizes. “We get a chance to show everyone involved what GPN Title is all about, and everyone leaves having achieved their goal of sale or purchase, knowing we took the utmost care with their transaction.”

*For more information, visit [www.gpntitle.com](http://www.gpntitle.com).*





WE STRIVE TO BE THE MOST PROACTIVE AND RESPONSIVE TITLE COMPANY AROUND. WE MEET DEADLINES AND GET YOU TO THE FINISH LINE. WE ARE THE KEY TO A SUCCESSFUL SETTLEMENT.

George Glekas, GPN Title, Inc.

## The Yi Team Mortgage

We believe a well planned mortgage builds long term wealth. Let us show you how.

Helping Realtors  
Sell Homes



*"The entire Yi Team was friendly, super responsive and very organized. They gave me a heads up about what to expect next as well as the anticipated timeline for what that next step would occur. Very competitive rates and more importantly a customer service orientation that cannot be beat!"*

- Zillow Review, Clarksburg MD



theyiteam.com  
240-763-1101  
chong@theyiteam.com

Chong Yi, CMPS, NMLS #198732  
Erin Finke, CMPS, NMLS #536279  
Derek Harman, NMLS #882287  
Christa Fitch, NMLS #1792406  
Jon Ingram, NMLS #1076922  
John Walowac, NMLS #1414681

Apex Home Loans, Inc. NMLS #2884. For more information regarding licensing for all states in which Apex is licensed, please visit the NMLS Consumer Access Website at <http://nmlsconsumeraccess.org>.





5

# Strategies for Reaching

# YOUR TARGET AUDIENCE

» marketing matters  
By Todd Lebowitz

Marketing is a surefire way to increase your reach and overall sales. The media landscape is continually evolving, and the best practices for reaching the right audience change frequently. Here are five tried-and-true strategies for reaching your target audience.

### 1. Direct Mail

Office workers receive approximately 120 emails and over 60 billion spam emails per day. With all of the emails people receive, sending direct mail is a more effective way to stand out from the crowd. Tangible mail will hold your clients' attention.

Direct mail is easier to comprehend than digital media, and it even has a higher brand recall. If your advertising is memorable, clients will come to you for their real estate needs.

### 2. List Managers

One of the big perks of digital advertising is the ability to target a

niche audience. However, a direct-mail marketing campaign doesn't have to forgo a specific, niche audience. Using a list manager, you gain the ability to reach a targeted group of clients based on locality.

List managers can allow you to auto-map uploaded lists, view mailing labels in real-time, and run search queries for single buildings, as well as combine multiple lists. The ability to efficiently reach addresses all across the country allows you to grow your reach as frequently as you want.

### 3. Tracking

Direct-mail marketing campaigns are more trackable when using QR codes, pURLs (personalized URLs), Informed Delivery, and Informed Visibility to your advantage.

QR codes and pURLs allow potential clients to access content specifically created for them and give you the option to see who is interacting with your direct-mail campaigns. Using Informed Delivery and Informed Visibility allows you to include online offers that tie into your mail campaigns, giving you an advertising strategy that covers all the bases.

When advertising on social media, campaign management platforms also allow you to track your campaigns' reach and visibility.

### 4. Social Media Marketing

Social media is everywhere and continues to prove effective for reaching a specific niche. Keep your social media profiles up-to-date and use their business tools to promote your

services to a wide range of clients. LinkedIn, Google My Business, and even Facebook and Instagram are great tools for finding potential clients and keeping in touch with those you have already worked with.

### 5. Networking

Networking serves as an effective way to keep in touch with clients and business partners. Use LinkedIn to keep up-to-date with the industry. If you're looking to grow your contacts, consider joining a Facebook group for real estate agents, like *DC Metro Real Producers*.

Staying connected will allow you to grow your network, expand your reach, and continue closing deals for your clients all over the area.



With more than 25 years of experience in the real estate marketing space, Todd Lebowitz is Owner and CEO of 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, Maryland, 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. Learn more at [www.mymarketingmatters.com](http://www.mymarketingmatters.com).

Don't chance your client's  
**BIGGEST INVESTMENT.**

Schedule with NPI Inspections  
for so much more than a  
**HOME INSPECTION!**



NATIONAL  
PROPERTY  
INSPECTIONS

### What Do We Offer?

Residential/Home Inspections  
(Buyer's Inspections)

Prelisting Home Inspections  
(Seller's Inspections)

New Construction  
(Pre-closing Inspections)

Builder's Home  
Warranty Inspections

[www.npinspections.com](http://www.npinspections.com)  
240-409-3711



Locally Owned Franchise  
MD Lic. #31227



» cover story/special feature

# 40 Under 40

## 40 REALTORS® to Watch Under 40 Years of Age

This year, *DC Metro Real Producers* is proud to announce the winners of our first annual **40 Under 40 Award**, which recognizes the best local REALTORS® under the age of 40.

In selecting the top 40 Under 40, we looked for candidates under 40 years of age who are successful in the real estate business and have demonstrated excellence, skill, success, creativity, and leadership in their careers, along with service to our local real estate community.

Of the factors we considered, business success is just one. Community and professional leadership also are important factors. We strive for balance and wanted to ensure we had a diverse group of finalists in terms of business niches, gender, and ethnic background. Finally, we looked for compelling stories that bring to life innovative business strategies that have worked for these agents and/or obstacles they've overcome.

Be sure to check out our area's best agents under 40 on the upcoming pages in this month's issue. And if you know any of these winners, congratulate them on a job well done!

### MICHAEL ALLWEIN

The Allwein Team  
Century 21 Redwood Realty

**Age:** 25

**Years in Real Estate:** 6

**2019 Sales Volume:** \$11,500,000

**Number of Units Sold 2019:** 44

He may be just 25 years old, but Michael Allwein has proven himself in the D.C. real estate market. He has over six years of experience, and in 2019, he closed 44 transactions.

After attending college for two weeks (yes, you read that right), Michael determined that real estate would be his path forward. He followed in his parents' footsteps; Michael's mom,

Stacy, leads the Allwein Team, and his father flips houses.

With two daughters and his fiancée, Jacklyn Elshafey, at home, Michael's "why" is clear. "I never quit because of my three girls I have to take care of. My drive is endless," Michael says. "I know a lot of people that are young and ready to buy their first home. I feel like I have a lot more hustle than many of the older agents."

Balance isn't always easy with a 5- and a 6-year-old, "but somehow it works," Michael laughs. "I went from a bachelor to engaged and two stepdaughters in less than a year. It has been crazy, but I wouldn't change a thing."



"Success, to me, is having a stable life for my family. It's never worrying about money but just enjoying life with our 36 animals on our mini-farm."

### EMILY ATTWOOD

Roberts-Burke Group  
RLAH Real Estate

**Age:** 32

**Years in Real Estate:** 2

**2019 Sales Volume:** \$2,500,000

**Number of Units Sold 2019:** 6

Two years ago, Emily Atwood transitioned into real estate; she was previously an account executive at a PR agency, where she managed creative projects from start to finish. "While I was in corporate America, I never fully felt fulfilled and always had a really stressful job," Emily says. "I never really saw the fruits of my labor (and I am a hard worker)."

In an effort to make additional income, Emily began to start side businesses. She worked as a health and fitness coach and launched a make-up business. "From growing those businesses, I really started to catch the entrepreneurial bug and knew I wanted to start a business that I could leave to future generations."

Emily had long considered real estate but, admittedly, was hesitant to begin a new business again. In 2019, however, she finally decided to make the leap. "In 2019, I got my license and started to pound the pavement. Ultimately, the decision to become an agent was to become my own boss fully, have a business that could grow and be an asset to my family, and because I love being with people."

In her first year, Emily closed \$2.5 million; by the end of 2020, she was pacing to more than quadruple that number.







## WARM YOUR HOUSE AND SAVE \$\$

- \* Open the curtains of your south-facing windows.
- \* Turn your thermostat down 10 degrees before you go to bed.
- \* Seal air leaks around pipes.
- \* Keep your fireplace damper closed unless a fire is burning.
- \* Caulk around windows.
- \* Change your furnace filters regularly.
- \* Run your ceiling fan in reverse to bring the heat back down to floor level.
- \* Add insulation to your attic.
- \* Move furniture so it doesn't block your vents.

**OPEN 7 DAYS A WEEK!**

**703-771-8374**

[www.donofrioinspections.com](http://www.donofrioinspections.com)

[schedule@donofrioinspections.com](mailto:schedule@donofrioinspections.com)

**REAL PRODUCER SPECIAL OFFER!**

**\$50 OFF HOME INSPECTION AND RADON TEST COMBO!**

OFFER GOOD 2/1/2021 - 2/28/2021  
PROMO CODE: RP2021





**RYAN CORVELLO PHOTOGRAPHY**

Real Estate Photography in Maryland, D.C., and Virginia

• Fusion Photography • 2D and 3D Floor Plans • Agent and Team Portraits

[corvellophotography.com](http://corvellophotography.com) | [ryanorvello@gmail.com](mailto:ryanorvello@gmail.com)

757-685-2077



... special feature/40 under 40

**HARRISON BEACHER**  
Coalition Properties Group  
Keller Williams Capital Properties

**Age:** 34  
**Years in Real Estate:** 11  
**2019 Sales Volume (Team):**  
\$68,783,569  
**Number of Units Sold 2019 (Team):** 170

“Entrepreneurship is all I’ve known,” Harrison Beacher begins. “I have always loved connections and relationships.”

After attending college, Harrison Beacher admits that he “had no other real plan.” But when real estate came up on his radar, he sensed

an opportunity. At 23 years old, Harrison got his start in the business, and over the last 11 years, has built a powerhouse team. Coalition Properties Group closed over \$68 million in 2019, and Harrison’s goal is to get his team above \$100 million in sales. Harrison’s authenticity and confidence have helped him rise to the top of the D.C. real estate world.

“I am not afraid to be myself and be comfortable,” Harrison says. Harrison begins each day by posting social media stories; he believes that being a “digital native” helps him adapt to new technology and trends quickly.

“Success, to me, is freedom and abundance of opportunity to bring others along with you,” he says.



**AIDEN BERRI**  
The ONE Street Company

**Age:** 39  
**Years in Real Estate:** 4  
**2019 Sales Volume:** \$10,178,000  
**Number of Units Sold 2019:** 24

Four years ago, Aiden Berri was entrenched in his career in international banking. Yet, when the opportunity to become a real estate agent presented itself multiple times over, Aiden decided to listen. In 2016, he officially launched his real estate career.

“I’m never selling homes, always only focusing on selling myself and my expertise,” Aiden explains. “I feel like

if I give every prospective buyer the 101 on home buying, they fully appreciate the education I’ve just given them and, in turn, put their trust to hire me as their agent. I never focus on trying to sell them homes. That part happens automatically.”

Aiden enjoys travel and dreams of one day owning a vacation home in Lisbon, Portugal. His vision is to allow real estate to be the path to success.

To Aiden, success is defined by happiness and health, not financial affluence. “You can have all the money in the world, but if you or a loved one is sick, no amount of money can bring happiness, which, to me, is success.”



## STRATEGIC GIFTING

PARTNERS WITH CUTTING EDGE GIFTS  
TO SERVE YOU ON AN EVEN HIGHER LEVEL!



**CUTCO CLOSING GIFTS**

- GUARANTEED FOREVER
- USED DAILY BY CLIENTS
- BRANDED OR CUSTOMIZED



**DRINKWARE**



**CUTTING BOARDS**

**919-747-8220**

[clientservices@cuttingedgegift.com](mailto:clientservices@cuttingedgegift.com)

**AUTO FOLLOW UP PROGRAMS TO APPRECIATE CLIENTS EVERY QUARTER.**

**CLOSING GIFT**



**TWO MONTHS LATER**



**SIX MONTH AFTER CLOSING**



**ONE YEAR ANNIVERSARY GIFT**







**SPENCER BODIAN**  
Compass

**Age:** 26  
**Years in Real Estate:** 5  
**2019 Sales Volume:** \$16,500,000  
**Number of Units Sold 2019:** 28

Spencer Bodian launched his real estate business in 2015, right as he graduated from college. Today, Spencer is part of a new generation of agents taking D.C. by storm.

“I’m very in tune with the changing landscapes that affect my demographic, as well as how millennials can leverage the changes in the economy to build wealth and set

themselves up for financial success and security in the long term,” Spencer explains.

Spencer thrives off of building efficient systems. By leveraging technology and effective scheduling, he’s able to get more done in a specific time frame. As he looks ahead, he has big goals. “I’d like to start a couple of different companies that not only have a positive impact on the world but allow me to continue to grow into the best version of myself while expanding my skill set and connections. Ideally, these allow me to do some traveling, and maybe even live in another country for a prolonged period of time before I start a family.”



## PARTNER. PLAN. PROTECT. PROSPER.

Learn how we offer customized solutions designed for DC Metro Real Producers like you.



**Herbert Valentine Kelly, III**  
Financial Advisor  
8484 Westpark Dr, Suite 700  
McLean, VA 22102  
703-848-4870  
tripp.kelly@nm.com | tripp-kelly.com

© 2018 Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Herbert Kelly is an Insurance Agent of NM.

WE’VE GOT  
YOU COVERED.



- ✓ FREE Seller’s Coverage
- ✓ No cap on refrigerant
- ✓ VIP concierge service for agents
- ✓ Online orders and claims
- ✓ Re-key service

### YOUR LOCAL REPRESENTATIVE



**Cynthia Void**  
Account Executive  
443-817-3147  
cynthia.void@hwahomewarranty.com

**HWAHomeWarranty.com**  
Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.



Beautiful photographs for all aspects  
of your professional and personal life

- Family Portraits
- Creative Headshots
- Personal Branding
- Wall Art

www.aclairevision.com 240.988.0010 @aclairevision



## Moyer & SONS MOVING & STORAGE, INC.



- LOCAL
- LONG DISTANCE
- INTERNATIONAL • COMMERCIAL
- PACKING • STORAGE



Call For Your **FREE** Estimate!

D.C. Metro Area - 301-869-3896 | Baltimore Metro Area - 410-525-2300

MoyerAndSons.com | DOT #222787 | MC #147853







**ROBERT H. BOUKNIGHT**

Cowan | Bouknight  
Compass

**Age:** 35  
**Years in Real Estate:** 11  
**2019 Sales Volume:** \$12,426,236  
**Number of Units Sold 2019:** 35

He may only be 35 years old, but Robert Bouknight has been in real estate for over a decade. He believes that to be successful is to make a difference in the lives of others, and he runs his real estate business based on this principle.

“I put my clients’ needs first, but always find time to maintain my personal health and happiness as well,”

Rob says. “I do not take on an excess of clients that would undermine my personal balance and ability to help existing clients.”

Rob recently opened a second real estate practice in South Carolina. As he looks ahead, he hopes to shift his business towards residential development while continuing to build a relationship-driven business.

He also has hopes of publishing a book detailing his interest in endurance running. Rob has completed events from a standard marathon to a 100-mile endurance race and has a passion for trail running. He is an outdoor enthusiast and also enjoys rock climbing and hiking.



**PJ BRAUN III**

Poole Braun Team  
Long & Foster Real Estate

**Age:** 26  
**Years in Real Estate:** 3  
**2019 Sales Volume:** \$10,324,911  
**Number of Units Sold 2019:** 20

After graduating college in 2017, PJ Braun III jumped right into the real estate business. PJ is a third-generation real estate agent, following in his parents’ and his grandmother’s footsteps.

“I wanted to get into the business and carry on the legacy my grandmother, Claire Braun, started,” PJ says. “I currently work with both my mother and father, who started our team. It’s been an honor and privilege to carry the torch they lit.”

Growing up in a real estate family, PJ recognized that being an agent

would allow him to create the life that he dreamed of. He understood the impact that he could make on the lives of others. PJ has mastered the art of conversation, and his friendly personality has allowed him to build relationships with ease.

“My family always tells me that I have never met a stranger,” PJ smiles. “You never know who might be needing to sell or buy a house. Being able to connect with people and establish trust is a huge game-changer.”

PJ has also had the opportunity to learn from the wisdom that his grandmother and parents passed down. “The biggest thing I have learned from my grandmother is the importance of peer reputation. Your reputation is everything in this business,” PJ says.

**ROCKY BOWERS**

The Bowers Group  
Long & Foster Real Estate

**Age:** 35  
**Years in Real Estate:** 7  
**2019 Sales Volume:** \$48,000,000  
**Number of Units Sold 2019:** 88

Seven years ago, Rocky Bowers jumped from insurance to real estate sales. He’s steadily built his business to the point where, in 2019, he closed a staggering 88 transactions.

“I wanted to run my own business and always been drawn to real estate,” Rocky says. “I thought it complemented my strengths and hid a lot of my weaknesses.”

Throughout his real estate career, Rocky has refined his perspective, coming to the realization that the only person he can control is himself — and what he puts into the business.

“I think we are all looking for ways to differentiate ourselves as agents and bring our own value set,” he says. “For me, the best value I can bring is my reputation and that I’ll always put the client first. I wouldn’t say that’s different than most agents, but every agent has their own unique reputation and values.”

Rocky is a Montgomery County native and graduated from the University of Maryland, where he played Division I soccer.



**RYAN BUTLER**

Coalition Properties Group  
Keller Williams Capital Properties

**Age:** 34  
**Years in Real Estate:** 4  
**2019 Sales Volume:** \$15,000,000 (individual)  
**Number of Units Sold 2019:** 165 units (team)

“Success, to me, is showing up every day trying to get a little bit better at my craft. My goal is to be the best version of myself,” Ryan Butler explains.

While working as a technology consultant, Ryan became disenchanted with the lack of impact he could have within a large organization. In real estate, he recognized an opportunity

to see the fruits of his labor in action. So, four years ago, he got his license and began a new professional journey.

“The biggest game-changer is getting in business with the right people. My business partners, team, agents, and staff are all fantastic, and it makes a world of difference,” Ryan says. “We are mission-driven and believe in the power of authenticity. Servicing real estate aligns with my mission, vision, and values.”

Providing value is Ryan’s highest priority, and it shows in the results; Ryan’s real estate business is thriving. “The biggest impact that I can have is by inspiring others and providing opportunities. Helping others accomplish their goals is the way for me to do that.”







# HAVE JUNK? WE CAN HELP!

## IT'S AS EASY AS POINT AND PICK UP

Just point to the junk and let uniformed **123JUNK** drivers pick it up. We load, haul and dispose of your junk responsibly using the eco-friendly **1-2-3 Disposal Process** everyone's talking about.



**1 - DONATE**



**2 - RECYCLE**



**3 - DISPOSE**

## NO-BRAINER PRICING

**123JUNK** charges a flat fee based on **volume**. Fuel, labor, disposal fees, donation deliveries—it's all in there, and you'll know the price before we begin. We'll even provide receipts for tax-deductible donations!



**WWW.123JUNK.COM**



Proudly Serving DC, MD & VA

**Collin Wheeler**  
Phone: 703-400-7645  
info@123junk.com



**Kevin Wheeler**  
Phone: 703-786-5331  
kwheeler@123junk.com



... special feature/40 under 40



### ELYSIA CASADAY

Casaday Allison Group  
Compass

**Age:** 40

**Years in Real Estate:** 17

**2019 Sales Volume:** \$72,000,000  
(team) | \$30,000,000 (individual)

**Number of Units Sold 2019:** 104  
(team) | 45 (individual)

She may be young, but Elysia Casaday has been in the real estate business for a staggering 17 years. As she graduated college in the early 2000s, Elysia recognized an opportunity; the real estate industry was booming.

"I thought it would be a career that suited my personality and skill sets and wasn't a normal nine-to-five job," Elysia remembers. At just 23 years old, Elysia began her real estate

career. Seventeen years later, she's running a team that sold over 100 units in 2019; she closed 45 herself.

"I'm the oldest of the millennial generation, which I think is a special place to be," Elysia continues. "I grew up without a cell phone or computer. However, by the time I was in college, AOL was all the rage, and I got my first flip phone. I was able to have an old-school childhood but was at a great age to learn technology and incorporate it into my everyday life and, eventually, my business."

Elysia has become adept at changing with the times, and her personal aspirations have changed too. One constant, however, has been her love for travel. She has a long list of destinations to visit and dreams of living on the water one day. "I'm not sure if it's the beach or a lake, but I'm drawn to that lifestyle," she says.



### ADAM CHASEN

The Chasen Homes Team  
Compass

**Age:** 40

**Years in Real Estate:** 6

**2019 Sales Volume:** \$21,021,993

**Number of Units Sold 2019:** 31

Adam Chasen isn't a believer in generational stereotypes. As a real estate agent, that approach serves him well. "I'm not sure I am a millennial, but I relate well to all generations," Adam says. "I look for an individual's needs and find the best approach regardless of age."

Adam brings a unique blend of old-school and new-school approaches. He transitioned into real estate six years ago, as the market rose from the depths of the Great Recession. Adam became a real estate agent for the "enjoyment of working with people to help them with the largest purchase they will likely ever make." Dedication, work ethic, and loyalty are the pillars of his business.

Adam was recognized as Rookie of the Year in his first year in the business, he garnered Executive Club status in years two and three of his career, and earned Presidential Club status in year four. Outside of work, he is an avid sports fan, game player, food and wine connoisseur, and spirited traveler.



**JOHN COLEMAN**

Jason Martin Group  
RLAH Real Estate

**Age:** 36  
**Years in Real Estate:** 5  
**2019 Sales Volume:** \$33,000,000  
**Number of Units Sold 2019:** 51

Before getting started in real estate, John Coleman worked in HR consulting. A friend asked him to help show some properties ... and John was hooked. Over the past five years, he's solidified his standing as a top-producing agent.

"The biggest game-changer for my business has been surrounding myself with people that push me outside my comfort zone," John says. "I don't compare myself to others. I only try and focus on improving myself."

In 2019, John closed 51 deals, and his goal in 2020 was to close over 75 transactions. He also aspires to improve his balance between time spent at work and personal time.

"To me, success is continuous referrals from the people I had the pleasure of working with."



**BRITTANIE DECHINO**

The Seward Group  
TTR Sotheby's International Realty

**Age:** 40  
**Years in Real Estate:** 6  
**2019 Sales Volume:** \$18,000,000  
**Number of Units Sold 2019:** 34

Six years ago, Brittanie DeChino was a yoga teacher and a stress management professor at George Washington University. During her years as a professor and yoga instructor, Brittanie refined her own stress management skills while helping others do the same. When she turned to real estate as a career path, Brittanie's goals remained the same. "I love the challenge of upholding the ethical principles of yoga (compassion, honesty, non-attachment, etc.) through my interactions and transactions," she explains.

Brittanie owned her own well-ness business for a decade, which prepared her to launch a real estate business. While many agents and business owners struggle with work-life balance, Brittanie has become a master of the task.

"My boundaries are strong, and I am very good at shutting down/shutting off," she explains. "When work is quiet, it's as easy as a flip of a light switch. I turn my work brain off, and I focus on whatever other task I am doing at the moment — exercising, reading a book, cooking, walking my dogs, etc. Getting space from the intensity of this business is most important. I also exercise five or six days a week, I sleep seven to eight hours a night, and I eat a vegetarian diet. I've found that health is a big part of having the energy to sustain this career."



**HD BROS**

Real Estate Photo and Video  
www.hdbros.com

**Bobby Cockerille**  
Bobby@hdbros.com  
(571) 233-5327

HOME BUILDING

Simplified.

We work with Realtors to provide their builder and developer client's outsourced plans and operations services. With BNC, your builder can build faster, better and cheaper and you can sell more homes!

**Contact Us Today To Get Started!**

**Builders National COOPERATIVE**

244 N Market St Frederick, MD 21701  
**301-524-4471**  
www.buildersnationalcooperative.com

**Save your clients by getting them covered!**

Enroll them in the Cinch Preferred Plan and they'll save \$50!\*

**SAVES \$50**

**Join the Cinch for Real Estate Pros Facebook Group**  
You can also follow us at:

For additional information, please contact your local account executive:

**Ron Nocera**  
Senior Account Executive  
P: (703) 568-6281  
E: rnocera@cinchhs.com

cinchrealestate.com | (800) 247-3680

\*Cinch Preferred Plan not available in all states. Excludes multi-family, multi-year plans and renewals. \$50 discount applies to year one only and requires \$200/\$175 deductible (depending on area) and includes the Premium Upgrade Package (buyer only). ©2020 Cinch Home Services, Inc. All rights reserved. Cinch and HMS are registered marks of Cinch Home Services, Inc.





**BRANDI DILLON**  
Lifestyle Homes Group  
Keller Williams Realty Centre

**Age:** 35  
**Years in Real Estate:** 3  
**2019 Sales Volume:** \$9,024,103  
**Number of Units Sold 2019:** 24

Before launching her real estate career three years ago, Brandi Dillon managed businesses in both the technology and beauty industries. She had a longing to run her own business — and thus control her future. So, in 2017, Brandi officially began her real estate career.

In just three years, Brandi has spread her wings. When she started in the business, she worked on a team, but recently, has started her own

real estate group. Today, her growing team consists of five agents. “I genuinely care for each of my clients, and, as a team leader, I have an entire team of agents working under me in a support system that truly makes the client experience unforgettable,” Brandi explains. “Success means happy clients and the ability to live my life by design.”

Brandi has long aspired to travel the world, and as coronavirus fears subside in the coming months, she hopes to revisit these lofty aspirations.

“I would really love to get involved philanthropically with bringing clean water to areas in the world that have none,” Brandi says.



**MATTHEW FULLERTON**  
Home Towne Real Estate

**Age:** 34  
**Years in Real Estate:** 5  
**2019 Sales Volume:** 46 transactions for \$946,000 in profit/fees (wholesale/flips)  
**Number of Units Sold 2019:** 46

Matt Fullerton spent a decade in the car business; he started as a salesperson and eventually worked his way up the ranks to general manager. He joined a private equity firm for two years before launching his real estate business five years ago.

“I feel very lucky to have cut my teeth in hardcore sales industries before entering real estate,” Matt says. “There is a dearth of good salespeople in real estate, and I’ve been able to fill that vacuum.”

Matthew got into real estate to better his skills as an investor. His ultimate goal is to grow his investment portfolio, achieve financial security, and devote his time and efforts to environmental activism. Although Matt is a licensed agent, he does not conduct retail transactions. “I exclusively do wholesaling, flipping, training, consulting, and coaching in the real estate investment space,” Matt explains.

With four children at home (ages 6, 14, 18, and 19), work-life balance is always in focus. Matthew and his family aim to take six to eight weeks of vacation each year. “We are a very outdoor-centric family, and lovers of animals and their habitats,” Matthew says. “It’s important to me to ensure these are preserved for my children and theirs.”

**MICHAEL FOWLER**  
The Fowler Group  
Compass

**Age:** 38  
**Years in Real Estate:** 10  
**2019 Sales Volume:** \$12,358,800  
**Number of Units Sold 2019:** 20

“From fantastically designed spaces to the challenges and everything in between, I love navigating others through this process and sharing with them the love of home,” Michael Fowler says.

Michael’s love of real estate is rooted in his love of design. “I love doing projects around my house, and I always find something to fix, clean, or change. When not practicing it, I am studying it,” he says. Michael has

even decided to go back to school for a degree in interior design.

Michael is a rarity in real estate; he considers himself “uncompetitive.” His approach favors relationships over sales tactics. “I don’t take myself too seriously, and I rarely know where my sales are or care ... I really do it because I enjoy it. I think I always want to have fun, and that involves those around me having fun, too, including my clients.”

After a decade in real estate, Michael has proven that his unique strategy works.

“I think, with 2021, [my goal] is going to be to make it through with a positive attitude,” he says.



**JACOB HAMILTON**  
JHamilton Group  
Compass

**Age:** 21  
**Years in Real Estate:** 3  
**2019 Sales Volume:** \$19,300,000  
**Number of Units Sold 2019:** 38

Jacob Hamilton may only be 21, but he’s already been in the real estate business for three years. He says that becoming a real estate agent was a childhood dream, and he launched his businesses straight out of high school.

“I think my youthfulness is what makes me different,” Jacob says. “Getting started in the business, I just did what

Keller Williams told me to do. I didn’t know any better; I just made phone calls, knocked on doors, held open houses. I went into listing appointments without a presentation or good comps and walked out with the listing. All of that came from me simply not knowing what I didn’t know.”

In three years, Jacob has closed over 100 units and gained some of the experience he lacked as a beginner. Still, he approaches business — and life — with humility, focusing on what he has to learn instead of what he already knows. “I am always looking for new strategies or things to learn to keep my business fresh,” Jacob says.



Jacob’s goal in 2020 was to close 60 units, up from 38 the year before.



NEW VISION PROPERTIES

\$250 OFF ALL HOME RENOVATIONS

LUXURY REMODELING & INTERIOR DESIGN



202-846-7196

NEWVISIONDC.COM



Powered by New Vision Properties

410-216-7825

LASERCUTLAWNCARE.COM



\$100 IN SEED MONEY TOWARDS OUTDOOR LIVING

... special feature/40 under 40



**BRENTIN HESS**  
The Sky Group  
Keller Williams Flagship of Maryland

**Age:** 27  
**Years in Real Estate:** 7  
**2019 Sales Volume:** N/A (Focus is real estate investing)  
**Number of Units Sold 2019:** Over 50 flips, over 40 rental units (total)

“Success, to me, is reaching our God-given meaning to our life,” Brentin Hess begins.

After working as an accountant for the U.S. Department of Defense, Brentin followed a call to become a full-time real estate investor. His

primary driver was to create generational wealth. In real estate, Brentin has built a strong investment business and created a niche as a coach and mentor. He coaches individual agents and has started six real estate clubs.

“The real estate clubs are my niche. No one can compete,” Brentin says. As Brentin looks ahead, he hopes to build a family alongside his wife and launch real estate clubs in “every college across the nation.”

“My favorite part of being a real estate agent is learning every single day through failures and successes,” he says.

**KEITH JAMES**  
Coalition Properties Group  
Keller Williams Capital Properties

**Age:** 32  
**Years in Real Estate:** 3  
**2019 Sales Volume (Team):** \$80,000,000  
**Number of Units Sold 2019 (Team):** 155

In his previous career, Keith James worked as a sales manager for 3M, where he managed the company’s sales organization throughout seven states. Yet, he sought an opportunity to impact others’ lives directly, and real estate fit the bill. Keith transitioned into real estate three years ago.

“Being an agent, you are helping people embark on a journey that they will remember forever. Educating people on the process of buying and selling a home brings me joy, and I am so glad to be in a position to educate people on a big financial decision like this,” Keith says.

Keith formed his own team, Coalition Properties Group, to create a platform for other agents to discover success. Keith enjoys being a bridge between his community and all things related to real estate, wealth, and lifestyle. “I am blessed to be able to wake up every day and fulfill my life by helping others,” Keith says. “I really believe you should always maintain an abundance mindset and approach everyone with the heart of a servant/leader.”







**JAMES T. KIM**  
McEneaney Associates

**Age:** 33  
**Years in Real Estate:** 5  
**2019 Sales Volume:** \$20,009,644  
**Number of Units Sold 2019:** 37

James Kim always knew he wanted to guide individuals through one of the significant moments in their lives. He had worked in commercial real estate in Europe, and upon returning to the States, he worked in educational consulting. Five years ago, however, he was ripe for a big change. He was ready to fulfill his goal of helping others go through significant transitions.

“Unfortunately, I didn’t become the doctor that my parents wanted me to become, so that took out birth and death,” Jim quips. “I didn’t think marriage was universal enough, and I have worked in education, so helping people get into college was checked off my list. That left helping people buy homes and manage wealth through real estate.”

As a real estate agent, James has come to enjoy the flexibility and creativity of the job. It may be cliché, but it’s true that no two days are the same. James takes a lighthearted yet grounded approach to his work. “I like to keep things fun and down to earth,” he says.

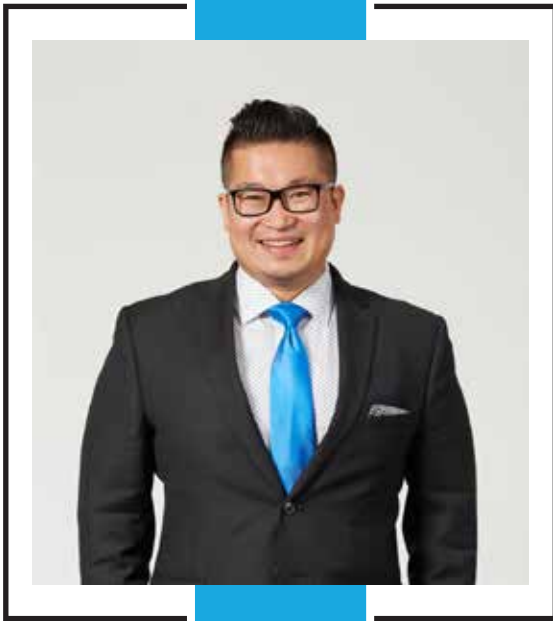
**JONATHAN LAHEY**  
The Fine Living Group  
RE/MAX Fine Living

**Age:** 40  
**Years in Real Estate:** 15  
**2019 Sales Volume:** \$68,000,000  
**Number of Units Sold 2019:** 185 units sold | 31 rentals

“I love people. I love seeing people’s dreams come true, especially in real estate,” Jonathan Lahey begins. After working as a sales representative for an IT company, Jonathan got involved in real estate as an investor. He soon realized that he enjoyed helping others with their real estate needs, and transitioned to become a selling real estate agent. Jonathan still runs a real estate investment business as a part of normal, day-to-day operations.

“It’s actually not about selling homes for me. It’s about how many lives I get to encounter daily and how many lives I get to change and impact through real estate. That’s what I care about ... through that journey, we’ll sell a lot of homes,” Jonathan explains.

Success runs deeper than the statistics. Jonathan is a family man, and his success ultimately boils down to how well he’s serving his agents, his clients, and his own family. “In my personal life, my success is simply whether or not the real estate business I’ve worked on all these years can allow me to also serve my family, be the best dad and husband, to be available, to be present, to be there for my family. That, to me, is success.”



**30+ YEARS EXPERIENCE**



**ROB MERCER** | *Branch Manager*

Office: **240-479-2302** • Cell: **301-332-2745**

RMercer@firsthome.com • [www.robmercermortgage.com](http://www.robmercermortgage.com)

[www.firsthome.com/rob-merc](http://www.firsthome.com/rob-merc) • NMLS ID#147453



This is not a guarantee to extend consumer credit as defined by Section 1026.2 of Regulation Z. Programs, interest rates, terms and fees are subject to change without notice. All loans are subject to credit approval and property appraisal. First Home Mortgage Corporation NMLS ID #71603 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). Rob Mercer Licensed in DE, DC, MD, PA, VA.





LAUREN LONGSHORE

Keri Shull Team  
Optime Realty

**Age:** 35  
**Years in Real Estate:** 6  
**2019 Sales Volume:** \$26,000,000  
**Number of Units Sold 2019:** 40

Six years into her real estate journey, Lauren Longshore has made a name for herself, primarily as a buyer’s agent. After closing 40 transactions in 2019, her goal for 2020 was to exceed 50. Lauren has found success by going the extra mile to search for the perfect home for her clients.

“I really listen to understand the needs of my clients and actively search for properties before they hit the market in the areas they want,” Lauren says.

As she looks ahead, Lauren hopes to build a team of her own so that she can mentor new agents.

“I enjoy helping others and would like to see that growth, even in a mini team,” she says.

BRIAN LUMPKIN  
Compass

**Age:** 34  
**Years in Real Estate:** 6  
**2019 Sales Volume:** \$8,000,000  
**Number of Units Sold 2019:** 14

“I love the hustle,” Brian Lumpkin smiles.

Six years ago, Brian began his real estate career. In real estate, he enjoys making new connections and helping others achieve their goals. As a millennial, Brian satisfies a particular niche within the real estate industry. “Some reports say that millennials make up

28 percent of all homebuyers,” Brian explains. “In order to capitalize on this growing demographic of home buyers, it is crucial that I understand the demands and needs of millennials in the real estate market. Being a millennial myself helps me tune into what they are really looking for.”

Brian aspires to build a real estate team, and perhaps, one day, sell real estate in the Virgin Islands. “I think that would be amazing,” he exclaims.

When asked what makes him different from other agents, Brian’s answer was both simple and telling. “Everything,” he says.



ANNA MACKLER

Long & Foster Real Estate

**Age:** 40  
**Years in Real Estate:** 4  
**2019 Sales Volume (Team):** \$33,000,000  
**Number of Units Sold 2019 (Team):** 45

“I became a real estate agent to be the master of my own destiny — and help people,” Anna Mackler explains.

Anna believes that being a millennial is an advantage to her in the real estate business. By having a balance of being tech-savvy while still maintaining a very hands-on and personal approach, she offers her clients the best of both worlds.

“My ability to relate and communicate with a wide range of clients leaves them feeling happy and fulfilled in the process,” Anna explains.

Anna has a passion for travel, and hopes to, one day, purchase a home on the water.

“I want to keep growing and learning while working smarter.”

DAN MARTIN

Long & Foster Real Estate

**Age:** 32  
**Years in Real Estate:** 6  
**2019 Sales Volume:** \$14,261,900  
**Number of Units Sold 2019:** 23

Before he was a real estate agent, Dan Martin worked with large animals at local zoos.

Zoology has long been one of his passions, and he moved to Washington, D.C., after accepting an internship at the Smithsonian National Zoo. “It turns out that having studied the behaviors of animals is extremely beneficial when working with clients,” Dan laughs.

After helping a few friends search for homes, Dan was hooked by real estate. Six years ago, he officially launched his real estate business.

“Real estate has become such a passion of mine I couldn’t imagine doing anything else,” he says.

Dan is a firm believer in going above and beyond for his clients. He is proactive in communicating with clients and anticipating needs, and engaged with helping his clients achieve a result that genuinely works.

“Buying a home is the largest decision that someone makes in their life, and I want to make sure that the process not only goes smoothly but is something that they will remember for the rest of their lives. I want to be known by my clients as someone they can count on throughout the process as a sounding board and confidant. I also have been known to water a plant or two and walk a dog for a client — anything I can do to go above and beyond. If my clients are happy, then I am successful.”







**ANTHONY MASON**  
MG Residential  
Keller Williams Capital Properties

**Age:** 37  
**Years in Real Estate:** 8  
**2019 Sales Volume (Team):**  
\$80,000,000  
**Number of Units Sold 2019 (Team):** 201

Most real estate teams never approach 100 units sold in a year. In 2019, Anthony Mason and his team closed a staggering 201 transactions. Eight years into his real estate career, he's built a powerhouse business.

So how does he do it? The answer lies in the most basic of real estate skills — relationship building.

“Most agents want the sale, period, and in most cases that will show,” Anthony explains. “I start every one of my consultations with a genuine conversation getting to know the client and their needs.” By truly listening, Anthony is able to build rapport, which in turn becomes a long-term relationship.

“I build trust, and I treat clients as though they are friends and family, and I tell them point-blank that I would tell them the negatives as well as the positives about their potential purchase or sale, even if it costs me their business.”

Anthony's goals include owning 100 rental properties and running the top sales team within his organization.

**SHAQUILLE MCCRAY**  
The Newman Group  
Keller Williams Flagship of Maryland

**Age:** 27  
**Years in Real Estate:** 4  
**2019 Sales Volume:** \$6,000,000  
**Number of Units Sold 2019:** 21

“I'm 100 percent always me, no matter who I meet. I take a consultative approach to the transaction. I feel that I'm here to make the information easy to understand and let my clients make the decision. I don't 'sell' anything.”

In 2015, Shaquille became the first in his family to graduate with a four-year college degree. He worked

for CSX as a track inspector for a short time before becoming a real estate agent four years ago. Today, Shaquille is with the Newman Group, a high-powered Keller Williams team.

At 27, Shaquille McCray knows that it's his time “to grind.” With no kids yet — but the hopes of building a family — Shaquille is building his business to benefit his future family. In 2019, he closed 21 deals; in 2020, Shaquille's goals included saving for his first investment property, improving his health, becoming a better leader, and “to be the best future father and provide the best opportunities for my future children.”



# PROVIDING PEACE OF MIND, ONE SATISFIED CLIENT AT A TIME.



## Prime Title Group provides:

- ✓ Comprehensive title services and professional settlement, escrow, and closing services.
- ✓ Facilitate real estate purchases, construction, refinances, or equity loans.



**Lawrence O. Elliott, Jr.**  
*Attorney & Counselor at Law*  
lawrence@primetitlellc.com  
(301) 341-6444  
[www.theprimetitle.com](http://www.theprimetitle.com)  
9701 Apollo Drive,  
Suite 101 Largo, MD 20774



**PRIME  
TITLE GROUP**  
20+ Years Experience





**SAMUEL MEDVENE**  
Century 21 Redwood Realty

**Age:** 27  
**Years in Real Estate:** 3  
**2019 Sales Volume:** \$15,020,548  
**Number of Units Sold 2019:** 27

Sam Medvene’s real estate journey began with flipping properties alongside his brother. After getting his license, he quickly fell in love with the sales side of the industry. Today, Sam is running a high-powered real estate sales business, and he believes that being a millennial has been a benefit, not a crutch.

As the son of a local contractor/builder, Sam has been exposed to construction, development, and real estate since a young age. The work ethic and creative problem-solving approach he gleaned from his father has helped tremendously.

Looking ahead, Sam has big goals, both personally and professionally. “My goal is to have a family, expansive travel, and one-of-a-kind experiences ... as well as to create a nonprofit that provides equal opportunities to all others in the U.S. and worldwide (similar to those that I have been blessed to receive), to uphold my integrity and genuineness to all those I come in contact with, and to continue treating people for their unique and wonderful selves.”

“Combining the ability to be a sponge and work tirelessly to overcome what is perceived as a lack of experience makes you a dangerous dark horse in this industry (for the better),” Sam says. “The relentlessness to apply technology in the ever-changing real estate landscape to better the experience and decisions made by clients sets you apart, creating a very strong foundation for success.”

**LONG NGO**  
Redfin Corporation

**Age:** 32  
**Years in Real Estate:** 12  
**2019 Sales Volume:** \$25,000,000+  
**Number of Units Sold 2019:** 55+

“Honestly, I don’t think I am any different from most agents in this industry. I think I just have a higher drive factor. I try to compete with myself all the time and ask, ‘What can I do better than the past me?’”

In a 12-month period that stretched from 2019 to 2020, Long closed over 70 deals, and he aims to increase

his year-over-year transactions to 80-plus. It’s a staggering volume for a single agent, and organization is paramount. However, Long takes a unique and intentional approach to achieve balance.

“I like to call it ‘organized chaos,’” he smiles. “Sometimes, the balance part is hard, but having a good coordinator behind you can help you succeed.”

Long aspires to own 25 investment properties by the time he is 35; In his personal life, he has a healthy appetite for travel. “One of my biggest dreams is to travel to all continents in the world and explore many beautiful places.”



**KYMBER MENKITI**  
MG Residential  
Keller Williams Capital Properties

**Age:** 40  
**Years in Real Estate:** 13  
**2019 Sales Volume (Team):** \$88,165,782  
**Number of Units Sold 2019 (Team):** 201

“I started in the business in my mid-20s, and failure wasn’t an option,” Kymber Menkiti begins. “I was willing to take big risks and forge into new territory in the residential real estate market.”

After a short career as a social worker and educator, Kymber launched her real estate career in her late twenties. In the

past decade-plus, she has committed herself to oversee the financial futures of the families she helps. “My favorite part of being a real estate agent is being a part of changing the financial future for a family. Real estate is the number one driver of wealth, and I love being a part of our clients’ wealth-building story,” Kymber says.

With four sons at home, Kymber has become an expert at time blocking. She aims to have her workday wrapped up by 6 p.m. so she can have dinner with the family.

“Professionally, my goal is to continue our upward momentum, have a positive and long-lasting impact on our community, and continue to support families in building wealth and security.”



**ANDREW NUGENT**  
Keller Williams Capital Properties

**Age:** 27  
**Years in Real Estate:** 3  
**2019 Sales Volume:** \$5,425,000  
**Number of Units Sold 2019:** 17

At just 24 years old, Andrew Nugent launched his real estate career. He had previously worked in property management, and to him, being a real estate agent was a “no-brainer.”

“I never aligned with the nine-to-five lifestyle,” Andrew explains. “I really enjoy helping others, and I’ve always been interested in houses and design.”

Andrew believes that the more he can pour into others, the larger his life will become. “So, I’m always looking

to help, whether it’s professionally or personally,” he explains.

In just three years, Andrew has built a steady business based on communication and care. His short-term goal is to close 40 units; his long-term goal is to develop a robust investment portfolio that supports him, financially. In the meantime, Andrew is working hard to both build his business and maintain balance in daily life.

“Balance — that’s tough. I’d say I’m still figuring that out, but what’s worked for me so far is simply setting expectations with my clients during that initial consultation regarding my availability, the best ways to reach me, and what our working relationship would look like. If I don’t set that expectation and schedule time for myself, I’d be working from sunup to sundown.”



**BALARAM OWENS**  
RLAH Real Estate

**Age:** 39  
**Years in Real Estate:** 6  
**2019 Sales Volume:** \$10,227,331  
**Number of Units Sold 2019:** 25

No one can say Balaram Owens is not a hard worker. Prior to his career in real estate, he was fired from a job for not having clocked out to take a lunch break. “That was a humbling experience,” he says, “but gave me the thought that, one day, I want to work for myself.”

Balaram’s next job was at Keller Williams Metro Realty in Rockville as an office administrator. That post was pivotal for Balaram. “The game-changer for my business has been the agent and

vendor relationships from all the years as an MCA at Keller Williams — the countless referrals I receive ... and watching what separated successful agents from the ones who struggled.”

What drives Balaram’s success is his deep concern for people. He is fond of saying, “People before things,” and his greatest satisfaction, he says, is helping them make one of the biggest decisions they’ll make — “and getting paid for it.”

Balaram is a longtime resident of the greater D.C. area, which allows him to be “both a city agent and a suburban agent.” His personal goals are to focus on his health and to read more. Professionally, he wants to double his business and help like-minded people with a similar work ethic grow and prosper.



**MARIO PADILLA**  
RE/MAX Realty Centre

**Age:** 34  
**Years in Real Estate:** 5  
**2019 Sales Volume:** \$11,000,000  
**Number of Units Sold 2019:** 35

“I believe that it is not only about the transaction. For me, it is all about the relationship. My clients’ goals and well-being come before anything else,” Mario Padilla explains.

Now in his fifth year selling real estate, Mario views success as a balanced combination of a thriving business, a healthy personal life, and giving back to his community. When he takes a client’s dream and helps make it a reality, he’s achieving all three.

“What we do is so impactful in people’s lives, whether it’s their first condo or someone who is on track to build wealth through real estate. It is very rewarding to be able to have that level of impact.”

In 2019, Mario closed 35 transactions; his goal in 2020 was to exceed 50 closed homes. “Personally, my goal was also to spend more time with my family. This one really came true,” Mario laughs.

Looking ahead, Mario aspires to continue to grow his real estate sales business and expand his rental portfolio to include investments in some of his favorite places to visit. He loves to travel and one day hopes to take a road trip across North America.



# AVAILABLE NOW

## THE Instant INVESTOR

### E-COURSE SERIES

8 Modules  
Download on Demand  
Learn At Your Pace, Your Way

For New & Next Level Real Estate Investors

order here:  
[www.joeasamoah.com](http://www.joeasamoah.com)

# ON TIME Staging

"As an agent, I only use On Time Staging for my listings. Eileen has an eye that gives my properties a selling edge." ~**Realtor**

You never get a second chance to make a *First Impression!*

Let us transform your client's home into a showplace that sells itself!

Eileen Asamoah | Founder & Principal | [easamoah@comcast.net](mailto:easamoah@comcast.net) | 301-379-0367  
[www.ontimestaging.com](http://www.ontimestaging.com) | 6710 Laurel Bowie Rd, #921 | Bowie, MD 20715





**MARY SCHROTH**  
Keller Williams Realty Centre

**Age:** 36  
**Years in Real Estate:** 6  
**2019 Sales Volume:** \$5,300,000  
**Number of Units Sold 2019:** 11

“I became a real estate agent to advocate for others,” Mary Schroth begins. “I am a fierce advocate of others, extremely detail-oriented, and thrive on solving unique problems.”

After working in property management, Mary transitioned into real estate sales six years ago. She’s steadily elevated her business with each year that has passed. After closing 11 transactions for just over \$5 million in 2019, Mary’s goal was 33 transactions and over \$10 million in sales in 2020.

As of the date of this writing, in November of 2020, she said, “I’m on pace for both.”

“As a millennial, I have a high comfort level with the use of technology ... I’ve seen a lot occur (9/11, war, etc.) and learned to be adaptable and not live in fear,” Mary explains. “I also think millennials get the best of both worlds because we are techy and open to new things, yet have wisdom from our parents and their generation to pull from.”

Mary considers herself successful when she can be fully present with her clients and her family. Achieving balance isn’t easy, but steady effort and consistent time blocking have helped her stay focused on what is most important.



**BARAK SKY**  
The Sky Group  
Long & Foster Real Estate

**Age:** 34  
**Years in Real Estate:** 12  
**2019 Sales Volume (Team):** \$130,000,000  
**Number of Units Sold 2019 (Team):** 199

Twelve years ago, Barak Sky was waiting tables at Uncle Julio’s Rio Grande Cafe. After transitioning into real estate as a 22-year-old, Barak steadily developed his business. By 2019, his team closed nearly 200 units for \$130 million in sales volume.

“I love the hustle,” Barak explains. “Success means endless referrals from happy clients.”

When asked what makes him different from other agents, Barak’s response was short — and to the point.

“Everything,” he smiles.

**MEGAN STOHNER CONWAY**  
Dana Rice Group  
Compass

**Age:** 38  
**Years in Real Estate:** 2  
**2019 Sales Volume:** \$21,500,000  
**Number of Units Sold 2019:** 27

“I’m a fifth-generation D.C. native, and I just adore this city and D.C. homes,” Megan Stohner Conway begins. “I figured, why not take my marketing and sales skills and work with products I really love? I love building relationships and working with people, and that is my favorite part about the job.”

After a long and winding career in various sales and marketing roles, Megan transitioned into real estate and, after just a couple of years in the business, she is thriving. Megan joined a team at the beginning of her career, which helped boost her results. Combined with her well-polished sales skills, Megan is making a genuine difference in the D.C. community.

“I think I am just 100 percent authentic 100 percent of the time,” she says. “This is who I am, and clients can work with me if they like what they get — or not. I’m truly passionate about this city and design, and I think that comes through. I go above and beyond to seek out off-market opportunities and am never just sitting back, letting my clients bring homes to me.”



**JAYSON STONE**  
Keller Williams Capital Properties

**Age:** 32  
**Years in Real Estate:** 9  
**2019 Sales Volume (Team):** \$879,830,636  
**Number of Units Sold 2019 (Team):** 1,602

Jayson Stone began his real estate career immediately after graduating from the University of Maryland in 2011. He knew that care, service, and a commitment to excellence could make a contribution in real estate. Through real estate, Jayson has dedicated himself to helping others achieve their life goals.

“I love hitting the goals with my clients. It’s not just a house or a commission check/sale; it’s a lifestyle goal ... I’m helping a family grow to their next level of happiness, and that is an awesome feeling.”

Jayson believes that his relentless commitment to training and education has allowed him to rise to the top of the local real estate industry. “My approach has always supported the quote, ‘We do not rise to the level of our expectations; we fall back to our level of training.’ I have always made it an emphasis to ‘fall back’ on the best and the most amount of training possible.”

At just 32 years old, Jayson is the team leader at Keller Williams Capital Properties.





Local, regional, and national: Mailing lists for every market!



### Web-to-Print Portal

Easy and fast online ordering for all your marketing materials through our web-to-print portal

- ✓ Choose from one of our customizable templates
- ✓ Upload your own design



### NEW List Manager

Our new list manager lets you create targeted lists for a neighborhood, or even from a single address.

- ✓ Create, maintain & edit lists right in our system
- ✓ Improved data = Better deliverability
- ✓ No charge access, FREE!



### Support

Friendly, fast, knowledgeable support from our web-to-print experts via LiveChat, phone, or email.

- ✓ Contact us any time for on-demand support.

## POWERING PRINT + PRODUCTIVITY SINCE 1982

Get started on your next project today!  
[mymarketingmatters.com](http://mymarketingmatters.com) | 301.590.9700



VIDEO ▼ PHOTOGRAPHY

TAKE YOUR BUSINESS  
TO THE **NEXT LEVEL**  
with Images that get results!

We are photographers and cinematographers servicing Virginia and the Washington DC area.

**Book Your Spot Today!**  
[blueridgeadvantage.com](http://blueridgeadvantage.com)  
[jamal@blueridgeadvantage.com](mailto:jamal@blueridgeadvantage.com)



## OLD REPUBLIC HOME PROTECTION

Have you  
heard?



ORHP now offers two valuable services for homeowners to complement their home warranty:  
**Tech and Smart Home Protection Plan**  
and **Porch Home Helper**

Visit [orhp.com/value](http://orhp.com/value)  
or call me!

**Marlene Campini**  
Account Executive  
800.282.7131 Ext. 1227  
C: 410.802.8101  
[MarleneC@orhp.com](mailto:MarleneC@orhp.com)  
[my.orhp.com/marlenecampini](http://my.orhp.com/marlenecampini)



People Helping People

This is a paid advertisement. Tech and Smart Home Protection Plan coverage and service provided by 4Warranty Corporation, The Service Doc, Inc., or Lyndon Southern Insurance Company (in OK and FL Lic. No.: FL-03698). Not all products and services are available in every jurisdiction.

... special feature/40 under 40



### JACOB SWEITZER

Keller Williams Flagship of Maryland

**Age:** 34

**Years in Real Estate:** 4

**2019 Sales Volume:** c. \$7,000,000

**Number of Units Sold 2019:** 34

For Jacob Sweitzer, real estate is all about service to others. While that may sound cliché, it's true.

"I encounter people with difficulties all the time, be they financial or familial or whatever. Whenever I can help someone break even, or get away from foreclosure, or be done with a separation or divorce or help them resolve anything painful or tense that they didn't think was possible, it is immensely rewarding," Jacob explains. "It really goes deeper than just helping people find a great house."

It's about helping people achieve goals and make things happen that they didn't know were possible."

Jacob is also a productivity coach with Keller Williams; he considers himself fortunate to have the opportunity to pass his knowledge and approach to new agents. As a coach, he focuses on the positive benefits of working with one's mindset. "Being in the right (positive) state of mind changes everything," Jacob says. "It changes how I do business, how I perform during difficult transactions, how I coach and lead others, and how I conduct myself in my personal life."

With an unshakable focus on bettering the lives of others, Jacob heads into year five of his real estate career with a clear mind and a heart of service.



### RUKAIYAH TYLER

Keller Williams Preferred Properties

**Age:** 35

**Years in Real Estate:** 4

**2019 Sales Volume:** \$9,000,000

**Number of Units Sold 2019:** 33

As a real estate agent, Rukaiyah Tyler's primary goal is to help millennials build generational wealth. She is so focused on this goal that she's even branded her business "The Millennial Agent, LLC."

"I am The Millennial Agent," Rukaiyah says. "I bought my home at 24 and have been in my home for almost 10 years. I am a living example of why it

is important to stop wasting money renting. I can relate to so many millennials. I had student loan debt and was still able to purchase a home."

Rukaiyah has made a name for herself by helping those who think they cannot buy due to their income, credit, student loan debt, or lack of funds. "My 'why' is to help my community. By helping my community in a big, impactful way, I would be living my life's true purpose," Rukaiyah says.

After closing approximately \$9 million in 2019, Rukaiyah's goal in 2020 was to close \$15 million. Her personal goals? "To purchase my first rental property and lose 35 pounds by 35."



#### DAVID WAGNER

Wagner Home Group  
RE/MAX Realty Centre

**Age:** 34

**Years in Real Estate:** 10

**2019 Sales Volume:** \$15,000,000

**Number of Units Sold 2019:** 30

“I don’t base my success on my financials or total sales; I base it off every time I receive a phone call from a past client saying they just referred a friend to me. Success is knowing that I have built a business where people trust me enough to refer their friends and family.”

Before launching his real estate career a decade ago, David Wagner attended law school and worked for a large

D.C.-based law firm. However, David has family members who work in real estate sales and settlements, and the real estate industry felt like a natural fit. In 2010, David decided to put aside his law career to pursue real estate.

“The biggest game-changer was when I took a leap of faith and went out on my own. It proved to my clients and family and friends that I had confidence in my business,” David explains. “My business has surged since I started my own group and business.”

In 2020, David is working on balance. As he continues to bring on new team members to assist with showings and office management, he hopes to be able to serve his clients more effectively *and* spend more time with his family.




# \$3MILLION

## DONATED THIS YEAR TO HELP BREAK THE CHAINS OF MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That’s why N2 Publishing, the company behind this magazine, is financially committed to helping end human trafficking.

And through their advertising partnerships, the businesses seen within these pages are helping us break these chains, too. Learn more about our cause by visiting [n2gives.com](https://n2gives.com).




➤ home matters

By Shauna Osborne

One of the many lessons 2020 delivered was that far more people can do their jobs from home than previously thought. Coffee in hand, makeshift “offices” set up in spare bedrooms, dens, and garages, Zoom-ready style from the waist up...we made it happen. And though some employees have returned to their office workspaces by now, nearly a year in, many continue to work remotely and will do so for the foreseeable future. Accordingly, it’s useful to turn attention to refining our evolving workspaces for maximum productivity and a harmonious mentality, applying the principles of *feng shui*.

Feng shui is the “practice of arranging the pieces in living spaces in order to create balance with the natural world.” As the distinct concepts of “living spaces” and “working spaces” have become blurred over the last year, our home’s natural boundaries have been compromised, which, according to the tenets of feng shui, results in a lack of productivity. Bringing the home workspace into alignment promises to bring prosperous energy, along with increased balance, focus, and inspiration. So, where to begin?

With the fundamental requirements for an industrious workspace: a flat surface (generally, a desk, counter, or table) with minimal visible distractions. First, assess the distractions in the work environment, positioning yourself facing a mentally nondisruptive space — having, for example, dirty dishes, noisy children, or piles of laundry in your field of vision is overly distracting. Avoid facing a wall, if possible, as this represents facing obstacles in feng shui; similarly, avoid sitting directly in line with a door, which puts you in the path of any negative energy traveling into the room, and position your desk away from the door but mostly facing it, which is referred to as a “commanding position” in feng shui. This set-up signifies being open to receiving the visitors / business / positive energy entering the room rather than turning your back to it.

Designate one area in the home as the space where work happens, rather than moving a laptop from one place to another, avoiding spaces our bodies associate with rest or relaxation (sofas and beds), which makes us more prone to drowse while working and / or less disposed to mentally release work stress at the end of the day. Incorporate natural light as much as possible.

The work surface itself should be as clear and tidy as possible, with only necessities that add to your sense of ease, peace, and productivity, as feng shui suggests that a cluttered, messy workspace can impede creativity, blocking the flow of positive energy and prosperity into your room. A pen and paper, a glass of water, an air-purifying houseplant, and / or a family photo are all examples of positive additions to your work surface.

Feng shui teaches that energy flows where our attention goes, so utilize these guiding principles to manifest the energy you desire for your home workspace.





## Insights from a Top Real Estate Administrator

In real estate, it's über-rare to find agents who have long-term administrative talent on their team. It's much more common for there to be a "revolving door" in the executive assistant/director of operations role — with agents hiring, replacing, hiring, replacing ... and sometimes giving up!

A few months ago, one of our coaches celebrated her 10th anniversary with her agent. She shared with us **"10 Lessons Learned Working With The Same Leader For 10 Years!"**

Meet Elizabeth Gilbert. She's the chief operating officer at Ron Henderson & Associates, a top real estate team in Kansas City. Elizabeth joined Ron as an executive assistant 10 years ago. She helped grow the business, earned the COO role and is now joined by two other administrative employees. (She also coaches newer real estate assistants for us at Ops Boss Coaching™). Here's what she said she learned from her 10 years partnering with Ron:

**1. There's a right leader for you.** It's easy to stick around for a decade when the leadership style of your boss is in alignment with how you like to be led. If you're not with the right leader for you, go find her. She's looking for you as well.

**2. Not all real estate businesses are the same.** There are models and best practices that work really well, and yet those models and best practices require a certain type of leader to follow them. If your leader has a different set of standards and requirements, just make sure they are documented and followed consistently.

**3. Be valuable.** Constantly learn and grow. Work on developing your strengths. Learn new skills. And if your leader doesn't offer pay raises and bonuses regularly, demonstrate your value by showing your leader what you've learned, how you've grown, and what you've been able to create because of those things.

**4. Work for results, not for time.** Ditch the hourly pay and timesheets. Get rid of limited vacation days. You are not a factory worker on an assembly line. Define the results that are needed to run a successful business and the time frame in which those results need to be delivered.

**5. Go to the same conferences and classes as your leader.** Sit side-by-side through most if not all of it. That way, you're listening to the same speaker, but you'll each hear different things. Compare notes afterward and decide what to change or implement together. The *why* is more important than the *what* or *how*, and if you hear the *why* together, the *what* and *how* are so much easier to figure out!

**6. Teach others.** Your learning is fast-tracked when you stand in front of a classroom and teach

something to other people. You get much better and more efficient with that tool or concept, which benefits the business immensely.

**7. Play to your strengths.** If calling new leads makes you want to cry, explain that to your leader. Do the things that make you incredibly proud and give you the sense of accomplishment you need. When you're happy at work, you're much more productive and way more likely to stay with your company or with your leader.

**8. Get a side hustle.** It's much easier to understand how business works when you're in business for yourself. You'll stretch your learning, vulnerability, and resiliency, all of which benefit your company and your leader. Sell handmade items on Etsy, start a coaching business, tutor kids after school, etc.

**9. Get good at hiring.** When you study the hiring process and get good at recognizing and recruiting talented people to your company, your work life is so amazing. Surround yourself with people you like and who meet and exceed expectations.

**10. Be willing to get it wrong.** Hiring a new person means you're taking a risk, especially if you are new to the hiring process. You're going to strike out several times. It's OK if your new hire doesn't work. Pull the plug and move on. If you're uncomfortable with a person on the team, that person is uncomfortable too. Admit your failure and do better next time.

We hope you get the opportunity to spend a decade working for a great leader too! And if *you're* the leader, you now have some great ideas from Elizabeth on how to coach your administrative partner. Share this article with them!



Christy Belt Grossman is the CEO & Owner of Ops Boss Coaching™ and a Director on the Board of NARESP (National Association of Real Estate Professionals). Prior to that, Christy was the COO of one of the nation's first real estate teams to sell \$1 billion. Ops Boss Coaching™ provides classes, a video resource center, group coaching (coached by Elizabeth Gilbert), Elite 1:1 coaching and an annual conference focused on real estate operations professionals. For more info: [www.OpsBossCoaching.com](http://www.OpsBossCoaching.com).



# PRINT ME MORE!

Were you, your broker, or the team featured in an issue of *Real Producers*?

Want a copy of your article or full magazines that you were featured in?

## REPRINTS!

What the heck is a reprint? A reprint is a 4- or 8-page, magazine-quality-grade paper with your full article and photos, and you on the **cover** of the publication.

## WHY DO I NEED THOSE?

These reprints are a professional marketing tool that can help brand you, your team and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

## WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED ON MY ARTICLE?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

## WHO CAN BUY THESE?

The REALTOR® who was featured, the broker, our partner, or family. Anyone who wants to promote you!

## HOW DO I ORDER?

Email us at [info@dcmetrorealproducers.com](mailto:info@dcmetrorealproducers.com).



# We Are Extra Thankful This Year...

Thankful for a new year, our colleagues, clients, family and friends.

HAPPY NEW YEAR!



**YOUR LENDER FOR LIFE**



**Steve Summers**  
NMLS #113062  
301.704.1282  
[summers@themtglink.com](mailto:summers@themtglink.com)

**Chrissy Summers**  
NMLS #891811  
301.602.6364  
[chrissy@themtglink.com](mailto:chrissy@themtglink.com)

The Mortgage Link, Inc. NMLS#113054 is licensed in Maryland (7957), District of Columbia (MLB113054), Virginia (MC-2236), Delaware (19208), Florida (MLD1556), Pennsylvania (61690) and West Virginia (ML-35608). For more information, please reference the NMLS Consumer Access Website at <http://nmlsconsumeraccess.org>.





# Client Satisfaction is Our Top Priority.



**Title Services • Real Estate Settlements • Notary Services  
Property Transfers • Deeds • Reverse Mortgage Settlements  
Purchase, Refinance and Short Sale Settlements  
Witness Only Closings**

**Looking for an Experienced Title Attorney  
to Close Your Next Transaction?**

**Contact us today!**

600 Jefferson Plaza #420, Rockville, MD 20852 | 301-528-1111  
www.peaksettlements.com | info@peaksettlements.com



## TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	54.5	\$126,473,352	17	\$38,842,168	71.5	\$165,315,520
2	Barak Sky	Long & Foster Real Estate, Inc.	67.5	\$63,633,592	90	\$76,766,832	157.5	\$140,400,416
3	Jennifer S Smira	Compass	94	\$79,723,928	74	\$59,366,060	168	\$139,089,984
4	Daniel M Heider	TTR Sotheby's International Realty	35	\$58,078,500	27.5	\$55,371,500	62.5	\$113,450,000
5	Thomas S Hennerty	NetRealtyNow.com, LLC	238	\$100,395,672	26	\$11,807,340	264	\$112,203,008
6	Hans L Wydler	Compass	42.5	\$60,102,200	29	\$46,834,000	71.5	\$106,936,200
7	Nathan J Guggenheim	Washington Fine Properties, LLC	44	\$40,923,300	65	\$65,437,948	109	\$106,361,248
8	Alejandro Luis A Martinez	RE/MAX Elite Services	81.5	\$33,104,074	207.5	\$71,480,624	289	\$104,584,696
9	Dana Rice	Compass	44.5	\$50,433,152	44.5	\$47,516,340	89	\$97,949,488
10	Michael W Rankin	TTR Sotheby's International Realty	25.5	\$57,421,000	15	\$39,264,500	40.5	\$96,685,504
11	Jay A Day	Real Estate Teams, LLC	150	\$67,798,256	73	\$28,532,662	223	\$96,330,920
12	Wendy I Banner	Long & Foster Real Estate, Inc.	39	\$46,985,952	42.5	\$46,415,816	81.5	\$93,401,768
13	Nurit Coombe	RE/MAX Elite Services	44	\$32,848,400	75	\$52,801,016	119	\$85,649,416
14	Brian Wilson	EXP Realty	128	\$74,678,824	13	\$9,389,900	141	\$84,068,720
15	Frederick B Roth	Washington Fine Properties, LLC	17	\$40,825,304	17	\$42,767,500	34	\$83,592,800
16	Chris R Reeder	Long & Foster Real Estate, Inc.	116.5	\$43,612,508	105	\$39,599,960	221.5	\$83,212,464
17	Jonathan S Lahey	RE/MAX Fine Living	90.5	\$37,915,404	105.5	\$44,878,960	196	\$82,794,360
18	Russell A Firestone III	TTR Sotheby's International Realty	9	\$61,777,000	10	\$20,252,000	19	\$82,029,000
19	Trent D Heminger	Compass	95.5	\$64,242,836	24.5	\$16,993,390	120	\$81,236,224
20	Erich W Cabe	Compass	37.5	\$39,637,912	40	\$38,144,604	77.5	\$77,782,520
21	Marc Fleisher	Compass	25.5	\$59,718,184	12.5	\$17,224,000	38	\$76,942,184
22	Antonia Ketabchi	Redfin Corp	23	\$16,604,000	52.5	\$57,770,200	75.5	\$74,374,200
23	Mark C Lowham	TTR Sotheby's International Realty	3	\$13,845,000	3	\$60,100,000	6	\$73,945,000
24	Joel S Nelson	Keller Williams Capital Properties	46	\$49,012,508	22	\$24,704,000	68	\$73,716,504
25	David R Getson	Compass	21.5	\$17,836,784	72.5	\$54,442,548	94	\$72,279,328
26	Kira Epstein Begal	Washington Fine Properties, LLC	30	\$23,655,234	44	\$47,838,900	74	\$71,494,136
27	Troyce P Gatewood	RE/MAX Results	74	\$31,059,032	100	\$39,140,796	174	\$70,199,832
28	Chelsea L Traylor	Redfin Corp	98	\$64,153,400	5	\$5,129,260	103	\$69,282,656
29	Mandy Kaur	Redfin Corp	129	\$59,384,168	18	\$8,320,465	147	\$67,704,632
30	Nathan B Dart	RE/MAX Realty Services	61	\$33,047,088	61.5	\$31,493,230	122.5	\$64,540,316
31	Anne C Killeen	Washington Fine Properties, LLC	29.5	\$42,080,912	16	\$20,820,268	45.5	\$62,901,180
32	Tyler A Jeffrey	Washington Fine Properties, LLC	18.5	\$15,833,419	42.5	\$46,525,400	61	\$62,358,820
33	Eric P Stewart	Long & Foster Real Estate, Inc.	70.5	\$53,595,812	11	\$8,725,000	81.5	\$62,320,812
34	Kimberly A Cestari	Long & Foster Real Estate, Inc.	37	\$38,580,544	22	\$23,736,376	59	\$62,316,920

**Disclaimer:** Information based on MLS closed data as of January 7, 2021, for residential sales from January 1, 2020, to December 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	James Bass	Real Estate Teams, LLC	93	\$37,394,488	67	\$24,078,668	160	\$61,473,160
36	Margaret M Babbington	Compass	19	\$16,239,600	59.5	\$44,362,588	78.5	\$60,602,188
37	Mary Anne Kowalewski	KOVO Realty	83	\$42,464,992	34	\$18,047,912	117	\$60,512,904
38	Marjorie S Halem	Compass	45.5	\$44,418,600	15.5	\$16,015,200	61	\$60,433,800
39	Daryl Judy	Washington Fine Properties ,LLC	26.5	\$35,182,980	19	\$25,153,500	45.5	\$60,336,480
40	Jacob Taylor	Blue Valley Real Estate	136	\$58,007,692	4	\$735,675	140	\$58,743,368
41	Hazel Shakur	Redfin Corp	131	\$53,556,728	8	\$4,333,413	139	\$57,890,144
42	Jeffrey M Wilson	TTR Sotheby's International Realty	12	\$16,129,498	25	\$41,720,780	37	\$57,850,280
43	Margot D Wilson	Washington Fine Properties, LLC	18	\$40,131,500	7.5	\$17,718,300	25.5	\$57,849,800
44	James M Coley	Long & Foster Real Estate, Inc.	32.5	\$32,121,062	35	\$25,424,720	67.5	\$57,545,784
45	Michelle C Yu	Long & Foster Real Estate, Inc.	45	\$34,652,048	28	\$22,677,750	73	\$57,329,800
46	Lauren E Davis	TTR Sotheby's International Realty	21.5	\$27,867,500	20	\$28,192,730	41.5	\$56,060,232
47	Sheena Saydam	Keller Williams Capital Properties	34.5	\$17,238,724	71	\$38,135,568	105.5	\$55,374,292
48	Mehrnaz Bazargan	Redfin Corp	84	\$51,844,832	3	\$2,780,000	87	\$54,624,832
49	Meredith L Margolis	Compass	16.5	\$17,754,200	39.5	\$36,847,212	56	\$54,601,412
50	William Thomas	TTR Sotheby's International Realty	9	\$34,040,000	7	\$20,055,000	16	\$54,095,000
51	Andrew Riguzzi	Compass	25	\$22,962,500	25	\$31,030,290	50	\$53,992,792
52	Robert Hryniewicki	Washington Fine Properties, LLC	12.5	\$24,919,238	11.5	\$28,836,500	24	\$53,755,736
53	Avi Galanti	Compass	24	\$28,010,500	21.5	\$25,009,300	45.5	\$53,019,800
54	Robert H Myers	RE/MAX Realty Services	35	\$18,968,030	56	\$31,639,424	91	\$50,607,456
55	Carlos A Garcia	Keller Williams Capital Properties	33	\$25,027,300	27	\$25,575,548	60	\$50,602,848
56	Christopher D Ritzert	TTR Sotheby's International Realty	17	\$42,023,752	4	\$7,710,000	21	\$49,733,752
57	Kara K Sheehan	Washington Fine Properties, LLC	13	\$25,023,130	12	\$24,278,500	25	\$49,301,632
58	Anslie C Stokes Milligan	McEanearney Associates, Inc.	33.5	\$28,349,550	26	\$20,871,360	59.5	\$49,220,908
59	Mark D McFadden	Compass	15	\$31,402,500	6	\$17,473,800	21	\$48,876,300
60	Tim Barley	RE/MAX Allegiance	22.5	\$19,966,578	34	\$28,479,500	56.5	\$48,446,076
61	Michael R Brennan	Compass	30	\$30,758,600	18	\$17,567,150	48	\$48,325,752
62	Cara Pearlman	Compass	30.5	\$22,119,170	28.5	\$25,075,200	59	\$47,194,368
63	Donna J Yocum	Keller Williams Realty Centre	70	\$42,879,000	9	\$4,077,320	79	\$46,956,320
64	Christopher S Burns	TTR Sotheby's International Realty	54	\$34,827,960	18	\$11,776,398	72	\$46,604,356
65	Maxwell E Rabin	TTR Sotheby's International Realty	21.5	\$26,847,950	19.5	\$19,627,700	41	\$46,475,648
66	Karen D Rollings	EXP Realty, LLC	73	\$37,072,624	16	\$8,959,399	89	\$46,032,024
67	Jane Fairweather	Long & Foster Real Estate, Inc.	35.5	\$33,593,248	13.5	\$12,333,750	49	\$45,927,000
68	Sheila R Pack	RE/MAX Roots	99.5	\$32,168,284	39	\$13,684,109	138.5	\$45,852,392
69	Carl G Becker	Premier Properties, LLC	13	\$25,550,000	12	\$20,113,000	25	\$45,663,000
70	Jeremy E Lichtenstein	RE/MAX Realty Services	24	\$36,510,860	7	\$8,935,100	31	\$45,445,960
71	Gail E Nyman	RE/MAX United Real Estate	75	\$38,719,880	13.5	\$6,046,350	88.5	\$44,766,228

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Alecia R Scott	Long & Foster Real Estate, Inc.	44.5	\$21,363,420	51	\$23,121,738	95.5	\$44,485,156
73	Kimberly A Casey	Washington Fine Properties ,LLC	24.5	\$29,517,980	6	\$14,810,000	30.5	\$44,327,980
74	Elizabeth M Lavette	Washington Fine Properties, LLC	10.5	\$19,468,500	10	\$23,964,220	20.5	\$43,432,720
75	Brent E Jackson	TTR Sotheby's International Realty	33	\$29,942,200	15	\$13,025,000	48	\$42,967,200
76	Kenneth M Abramowitz	RE/MAX Town Center	49	\$19,381,870	49	\$23,520,890	98	\$42,902,760
77	Lawrence M Lessin	Save 6, Incorporated	106	\$41,593,025	1	\$211,050	107	\$41,804,075
78	Melinda L Estridge	Long & Foster Real Estate, Inc.	24	\$22,839,380	31	\$18,871,800	55	\$41,711,180
79	Rebecca Weiner	Compass	19.5	\$14,532,250	33.5	\$27,060,690	53	\$41,592,940
80	Carolyn N Sappenfield	RE/MAX Realty Services	22	\$20,008,000	20.5	\$21,509,500	42.5	\$41,517,500
81	Norman S Domingo	XRealty.NET LLC	84	\$41,392,552	0	\$0	84	\$41,392,552
82	Nadia Aminov	Long & Foster Real Estate, Inc.	92	\$36,280,952	14.5	\$5,071,000	106.5	\$41,351,952
83	Carmen C Fontecilla	Compass	36.5	\$17,569,850	51.5	\$23,769,050	88	\$41,338,900
84	Roby C Thompson III	Long & Foster Real Estate, Inc.	29.5	\$25,033,400	17	\$16,156,191	46.5	\$41,189,592
85	Lisa R Stransky Brown	Washington Fine Properties, LLC	28.5	\$30,265,510	13	\$10,909,500	41.5	\$41,175,008
86	Keith James	Keller Williams Capital Properties	11	\$3,991,827	86	\$37,078,312	97	\$41,070,140
87	Koki Waribo Adasi	Compass	41.5	\$23,222,520	17	\$17,822,400	58.5	\$41,044,920
88	Eric Murtagh	Long & Foster Real Estate, Inc.	19	\$37,675,000	2	\$3,307,000	21	\$40,982,000

**Disclaimer:** Information based on MLS closed data as of January 7, 2021, for residential sales from January 1, 2020, to December 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



*Professional Service*  
*Competitive Products*  
*Local Decision Making*  
*Great Rates*

**Monarch Mortgage**, A Division of Blue Ridge Bank N.A.  
**301-332-2184** | [monarch1893.com/rearly](http://monarch1893.com/rearly)

NMLS #448992  
[rearly@monarch1893.com](mailto:rearly@monarch1893.com)  
1 Research Court, Suite 345 Rockville, MD

**Richard Early**  
Executive Vice President NMLSR# 698683



# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Corey C Burr	TTR Sotheby's International Realty	21	\$26,626,500	14	\$14,314,600	35	\$40,941,100
90	Victor R Llewellyn	Long & Foster Real Estate, Inc.	36.5	\$19,733,150	40	\$21,087,850	76.5	\$40,821,000
91	Tamara E Kucik	Tower Hill Realty	54	\$30,727,280	14.5	\$9,912,900	68.5	\$40,640,180
92	Bradley J Rozansky	Long & Foster Real Estate, Inc.	30.5	\$32,383,980	8	\$8,175,400	38.5	\$40,559,380
93	Thomas Lindsay Reishman	Compass	42	\$34,785,500	5	\$4,835,000	47	\$39,620,500
94	Long T Ngo	Redfin Corp	8	\$4,351,796	66	\$35,245,872	74	\$39,597,668
95	Mitchell J Toland Jr.	Redfin Corp	85	\$27,871,344	30	\$11,672,335	115	\$39,543,680
96	Kenneth A Grant	RE/MAX Plus	30	\$12,865,450	71	\$26,498,428	101	\$39,363,880
97	Katie R Nicholson	Coldwell Banker Residential Brokerage	49	\$28,165,580	21.5	\$10,899,874	70.5	\$39,065,452
98	Patricia G Mills	Charis Realty Group	74.5	\$28,585,100	34.5	\$10,465,097	109	\$39,050,200
99	Andres A Serafini	RLAH Real Estate	18	\$14,129,950	40.5	\$24,535,876	58.5	\$38,665,828
100	Harrison I Beacher	Keller Williams Capital Properties	23	\$11,742,724	37.5	\$26,828,316	60.5	\$38,571,040
101	Pennye Green	Long & Foster Real Estate, Inc.	98	\$38,244,352	0.5	\$195,000	98.5	\$38,439,352
102	Robert A Sanders	TTR Sotheby's International Realty	33	\$30,258,224	9.5	\$8,086,850	42.5	\$38,345,076
103	Bryan Kerrigan	Redfin Corp	75	\$35,546,900	4	\$2,661,000	79	\$38,207,900
104	Traudel Lange	Compass	16.5	\$22,756,500	13	\$15,281,950	29.5	\$38,038,448
105	James E Brown	Turning Point Real Estate	38.5	\$22,460,650	29	\$15,393,770	67.5	\$37,854,420

**Disclaimer:** Information based on MLS closed data as of January 7, 2021, for residential sales from January 1, 2020, to December 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

## SEARCHING FOR THE RIGHT TITLE COMPANY?

### LOOK NO FURTHER!

*Stewart Title is dedicated to putting your clients first and providing service that exceeds their every expectation!*

**Choose the partner that gives you confidence when opportunity knocks. Contact us today!**



**Wade Vander Molen**  
**wvander@stewart.com**  
10505 Judicial Drive Ste 300,  
Fairfax, VA 22030  
**480-203-6452**  
**www.DCTitleGuy.com**

**stewart title**  
*Real partners. Real possibilities.™*

**Offices To Serve You in Virginia, Maryland, and D.C.**

**FAIRFAX • WASHINGTON, D.C. • FREDERICK • CROFTON • TOWSON**


RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Todd A Vassar	Compass	19	\$15,464,225	27	\$22,320,250	46	\$37,784,476
107	Michael J Muren	Long & Foster Real Estate, Inc.	66	\$25,950,864	30	\$11,716,571	96	\$37,667,436
108	Elizabeth J D'Angio	Washington Fine Properties, LLC	7	\$15,061,750	8.5	\$22,255,000	15.5	\$37,316,752
109	Tina C Cheung	EXP Realty, LLC	16	\$6,298,000	63.5	\$30,835,268	79.5	\$37,133,268
110	Anna D Mackler	Long & Foster Real Estate, Inc.	14.5	\$11,453,600	31	\$25,608,750	45.5	\$37,062,352
111	Robert G Carter	Compass	13	\$8,842,551	35	\$28,206,874	48	\$37,049,424
112	Casey C Aboulafia	Compass	18	\$14,304,825	27.5	\$22,537,108	45.5	\$36,841,932
113	Sarah Jacobs	Washington Fine Properties, LLC	6	\$22,288,750	5.5	\$14,282,500	11.5	\$36,571,248
114	Andrew K Goodman	Goodman Realtors	45	\$20,860,628	24	\$15,592,250	69	\$36,452,880
115	Cheryl R Leahy	Long & Foster Real Estate, Inc.	21	\$23,518,020	12	\$12,517,000	33	\$36,035,020
116	Lisa C Sabelhaus	RE/MAX Town Center	46	\$20,579,752	32.5	\$15,293,090	78.5	\$35,872,840
117	Michael B Aubrey	Compass	21.5	\$16,317,100	20.5	\$19,262,768	42	\$35,579,868
118	Rong Ma	Libra Realty LLC	9	\$6,670,000	37	\$28,821,900	46	\$35,491,900
119	Joshua D Ross	RE/MAX Realty Services	18	\$16,089,400	27	\$19,371,480	45	\$35,460,880
120	Wentong Chen	Libra Realty LLC	27	\$20,079,188	19	\$15,277,000	46	\$35,356,188
121	Stacy M Allwein	Century 21 Redwood Realty	43.5	\$14,173,340	66.5	\$21,056,560	110	\$35,229,900
122	Mansour F Abu-Rahmeh	Compass	14.5	\$8,411,596	25.5	\$26,749,876	40	\$35,161,472
123	Seth S Turner	Compass	21	\$16,064,016	27.5	\$18,978,700	48.5	\$35,042,716
124	Marin Hagen	Coldwell Banker Residential Brokerage	10	\$14,263,500	14.5	\$20,693,000	24.5	\$34,956,500
125	Nancy S Itteilag	Washington Fine Properties, LLC	18.5	\$30,173,000	2.5	\$4,372,500	21	\$34,545,500
126	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	36.5	\$12,801,880	69.5	\$21,684,734	106	\$34,486,612
127	Monica Bryant	Redfin Corp	78.5	\$31,582,280	6	\$2,883,490	84.5	\$34,465,768
128	Lee Murphy	Washington Fine Properties, LLC	9	\$8,876,300	21	\$25,474,900	30	\$34,351,200
129	Edward Slavis	S&G Realty	33	\$20,493,064	19	\$13,804,500	52	\$34,297,564
130	William Fastow	TTR Sotheby's International Realty	12	\$14,336,500	12	\$19,949,000	24	\$34,285,500
131	Farrah E Fuchs	Redfin Corp	79	\$29,499,164	11	\$4,751,900	90	\$34,251,064
132	Katri I Hunter	Compass	15.5	\$9,125,620	37.5	\$25,109,350	53	\$34,234,968
133	Thomas S Buerger	Compass	28	\$16,958,648	23.5	\$17,252,620	51.5	\$34,211,268
134	Elaine S. Koch	Long & Foster Real Estate, Inc.	34	\$22,545,100	16.5	\$11,525,650	50.5	\$34,070,750
135	Lisa Tucker	Redfin Corp	39	\$22,302,930	17	\$11,530,400	56	\$33,833,328
136	Sina Mollaani	The ONE Street Company	16	\$8,217,302	33	\$25,565,130	49	\$33,782,432
137	Pamela B Wye	Compass	12	\$10,848,110	20	\$22,747,624	32	\$33,595,736
138	Alan Chargin	Keller Williams Capital Properties	8	\$5,154,650	45	\$28,313,450	53	\$33,468,100
139	Adewemimo D Collins	Redfin Corp	80	\$31,727,500	3	\$1,590,670	83	\$33,318,168
140	John T Kirk	Tower Hill Realty	49	\$30,808,972	3.5	\$2,340,390	52.5	\$33,149,362
141	Brittany Allison	Compass	17	\$15,406,350	21	\$17,345,500	38	\$32,751,850
142	Judy G Cranford	Cranford & Associates	16	\$10,492,401	24	\$22,249,000	40	\$32,741,400



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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Shierra Houston	XRealty.NET LLC	76	\$30,712,600	0	\$0	76	\$30,712,600
164	Heidi E Hatfield	Washington Fine Properties, LLC	7	\$14,231,900	7	\$16,271,250	14	\$30,503,150
165	Nicholas P Chaconas	Redfin Corp	61	\$26,472,100	8	\$3,980,900	69	\$30,453,000
166	Rex Thomas	Samson Properties	7.5	\$3,380,450	47	\$26,959,144	54.5	\$30,339,592
167	Joseph Himali	RLAH Real Estate	9.5	\$8,379,000	20	\$21,900,900	29.5	\$30,279,900
168	Eva M Davis	Compass	10.5	\$7,117,400	22	\$23,061,290	32.5	\$30,178,690
169	Jennifer T Chow	Long & Foster Real Estate, Inc.	18.5	\$18,076,300	12.5	\$11,978,999	31	\$30,055,298
170	Thomas A Keane	Washington Fine Properties, LLC	10.5	\$19,149,000	9	\$10,845,000	19.5	\$29,994,000
171	Anne-Marie R Finnell	TTR Sotheby's International Realty	11.5	\$13,396,050	11.5	\$16,391,450	23	\$29,787,500
172	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	24	\$29,717,500	24	\$29,717,500
173	Matthew C Patterson	Redfin Corp	34	\$14,100,837	32	\$15,540,680	66	\$29,641,516
174	John Coleman	RLAH Real Estate	12	\$7,005,500	34.5	\$22,614,444	46.5	\$29,619,944
175	Kimberly M Dixon	Redfin Corp	56	\$25,235,550	9	\$4,323,989	65	\$29,559,540
176	Andrew J Hopley	Keller Williams Realty Centre	46	\$18,131,976	24	\$11,353,000	70	\$29,484,976
177	Barbara A Ciment	Long & Foster Real Estate, Inc.	46	\$17,315,842	26	\$12,163,900	72	\$29,479,742
178	Lenore G Rubino	Washington Fine Properties, LLC	11.5	\$12,251,350	13	\$16,817,900	24.5	\$29,069,250
179	Sergei A Goumilevski	RE/MAX Realty Services	17	\$9,919,600	29	\$18,927,452	46	\$28,847,052

**Disclaimer:** Information based on MLS closed data as of January 7, 2021, for residential sales from January 1, 2020, to December 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.




guaranteed **Rate**<sup>®</sup>

Positively Different<sup>™</sup>

# We put the customer first.

**Our 95% customer satisfaction rating\* means a positively different mortgage experience for you.**

**Contact me today for all of your home financing options, and to lock in a low rate!**




**Alex Barresi**  
SVP of Mortgage Lending  
(202) 330-7503  
alex.barresi@rate.com  
Rate.com/AlexBarresi

guaranteed **Rate**<sup>®</sup>

175 Admiral Cochrane Dr. Suite 402 & 403  
Annapolis, MD 21401

\*SOURCE: Guaranteed Rate's Client Satisfaction Surveys (YTD Average as of October 2020)  
Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information.

 **EQUAL HOUSING LENDER** Alex Barresi NMLS ID: 483886; CA - TAO, MD - TAO, DC - TAO, FL - TAO, NJ - TAO, VA - TAO | Guaranteed Rate, Inc., NMLS #2611; For licensing information visit nmlsconsumeraccess.org.



# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	William T Gossett	Washington Fine Properties, LLC	13.5	\$21,297,500	6	\$7,535,000	19.5	\$28,832,500
181	Daniel M Schuler	Compass	17.5	\$11,017,332	25	\$17,623,460	42.5	\$28,640,792
182	Jill C Coleman	RE/MAX Realty Centre, Inc.	43	\$18,855,890	20	\$9,781,320	63	\$28,637,210
183	Laura W Steuart	Compass	9	\$11,780,000	11	\$16,729,800	20	\$28,509,800
184	Thomas K Paolini	Redfin Corp	19	\$11,897,000	23	\$16,577,400	42	\$28,474,400
185	Mynor R Herrera	Keller Williams Capital Properties	34	\$15,939,225	29.5	\$12,464,390	63.5	\$28,403,616
186	David DeSantis	TTR Sotheby's International Realty	10.5	\$11,483,138	13	\$16,905,000	23.5	\$28,388,138
187	Aya Netanel	Magnolia Realty LLC	2	\$814,000	36	\$27,518,512	38	\$28,332,512
188	Jennifer K Knoll	Compass	10	\$12,959,000	13	\$15,299,500	23	\$28,258,500
189	Eric M Broermann	Compass	19.5	\$15,287,830	16	\$12,961,995	35.5	\$28,249,826
190	Daniel J Whitacre	Colony Realty	52	\$16,193,300	38	\$11,765,300	90	\$27,958,600
191	John L Lesniewski	RE/MAX United Real Estate	54.5	\$22,687,652	11	\$5,252,540	65.5	\$27,940,192
192	Matthew U Dubbaneh	The ONE Street Company	9.5	\$5,227,500	44	\$22,680,600	53.5	\$27,908,100
193	Jonathan D Taylor	TTR Sotheby's International Realty	7	\$15,865,950	4	\$11,975,000	11	\$27,840,950
194	John M Barry Jr.	Compass	23	\$18,079,998	10	\$9,646,500	33	\$27,726,498
195	Delilah D Dane	Redfin Corp	45.5	\$22,997,752	8	\$4,654,500	53.5	\$27,652,252
196	Russell E Chandler	Redfin Corp	51	\$19,977,296	14	\$7,620,600	65	\$27,597,896
197	Xuri Wang	Hometown Elite Realty LLC	11	\$9,669,500	17	\$17,893,000	28	\$27,562,500
198	Gloria Rose Ott	TTR Sotheby's International Realty	9.5	\$9,877,950	3	\$17,650,000	12.5	\$27,527,950
199	Meredith M Fogle	Old Line Properties	33	\$20,635,800	10.5	\$6,849,594	43.5	\$27,485,396
200	Michael J Alderfer	Redfin Corp	6	\$4,271,000	29.5	\$23,086,160	35.5	\$27,357,160

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Justin Tanner	RE/MAX Allegiance	18	\$15,150,500	16	\$12,151,350	34	\$27,301,850
202	Charles P Gilroy	Redfin Corp	49	\$22,867,624	6	\$4,325,000	55	\$27,192,624
203	Daniel W Hozhabri	Keller Williams Realty Centre	52.5	\$18,848,634	21.5	\$8,289,295	74	\$27,137,928
204	Cheryl A Kurss	Compass	11	\$10,567,300	13	\$16,513,000	24	\$27,080,300
205	Nathan B Ward	Compass	18	\$13,007,550	21	\$14,036,300	39	\$27,043,850
206	Maribelle S Dizon	Redfin Corp	17.5	\$8,747,496	37	\$18,291,796	54.5	\$27,039,292
207	Roman Mychajliw	Long & Foster Real Estate, Inc.	74.5	\$26,927,054	0	\$0	74.5	\$26,927,054
208	Kyle Meeks	TTR Sotheby's International Realty	7	\$5,234,900	21	\$21,580,200	28	\$26,815,100
209	Lee E Arrowood	TTR Sotheby's International Realty	6	\$13,970,500	6	\$12,579,020	12	\$26,549,520
210	Ethan F Drath	Washington Fine Properties, LLC	5	\$6,947,500	16	\$19,569,250	21	\$26,516,750
211	Ruby A Styslinger	Redfin Corp	7	\$3,475,000	37	\$23,018,500	44	\$26,493,500
212	Anthony Mason	Keller Williams Capital Properties	43	\$22,515,950	8	\$3,876,265	51	\$26,392,216
213	Carolyn H Jordan	Go Brent, Inc.	26	\$16,169,465	17	\$10,083,000	43	\$26,252,464
214	Jubril O Wilson	Bennett Realty Solutions	44	\$19,805,760	13	\$6,106,139	57	\$25,911,900
215	Nicole Roeberg	Redfin Corp	6.5	\$3,872,000	34	\$21,976,270	40.5	\$25,848,270
216	Kevin Gray	Compass	7	\$6,618,963	19	\$19,200,424	26	\$25,819,388
217	Adam M Isaacson	TTR Sotheby's International Realty	10.5	\$8,633,750	20	\$17,166,900	30.5	\$25,800,648

**Disclaimer:** Information based on MLS closed data as of January 7, 2021, for residential sales from January 1, 2020, to December 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



**EASTERN**  
TITLE & SETTLEMENT

**USE OUR TRUCK!**  
Our customers get the use of our moving truck for free!  
The Mortgage Link & Eastern Title would like to offer you complimentary use of our moving truck as a thank you for partnering with us and our partners.  
For Reservation Information call: 301-355-3925  
Truck pick up is located at:  
The Mortgage Link 3 Research Place, Suite 103  
Rockville, MD 20850  
Questions?  
Contact Us: [Move@TheMtgLink.com](mailto:Move@TheMtgLink.com)





**Chanin Wisler**  
Mortgage Loan Officer

**Choose Chanin - Low Rates, Less Stress**



**Chanin Wisler**  
Mortgage Loan Officer

18+ YEARS EXPERIENCE

**Customized Home Loans**  
Your Clients Will *Love*

*Have your clients call me for a customized solution!*

VA | CONVENTIONAL | JUMBO | BANK STATEMENT LOANS  
FHA | DOCTOR LOANS | INVESTMENT PRODUCTS

301-526-0020 | [chanin@firstwashingtonmortgage.com](mailto:chanin@firstwashingtonmortgage.com) | [www.ChaninWisler.info](http://www.ChaninWisler.info)  
2233 Wisconsin Ave NW Ste 232 | Washington, DC 20007-4153 | NMLS #206900





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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Amy E Wease	RLAH Real Estate	15	\$8,333,896	21	\$16,363,550	36	\$24,697,446
235	Jacob Anderson	Compass	11	\$13,481,586	10	\$11,168,300	21	\$24,649,886
236	Christopher J Carr	Simple Choice Realty, Inc.	53	\$24,538,730	0	\$0	53	\$24,538,730
237	Christopher R Leary	Washington Fine Properties, LLC	5.5	\$12,648,988	6.5	\$11,702,500	12	\$24,351,488
238	Michael J Matese	Compass	14	\$13,256,500	12	\$11,082,900	26	\$24,339,400
239	Gary Foreman	Compass	25.5	\$9,073,478	40.5	\$15,198,599	66	\$24,272,078
240	Mark Mlakar	M Squared Real Estate LLC	35	\$23,505,400	2	\$720,000	37	\$24,225,400
241	Gary J Rudden	RE/MAX REALTY SERVICES	20.5	\$15,264,400	12	\$8,662,848	32.5	\$23,927,248
242	James E Gregory	Washington Fine Properties, LLC	10	\$9,057,100	17.5	\$14,869,600	27.5	\$23,926,700
243	Melanie M Hayes	TTR Sotheby's International Realty	11	\$9,814,500	9	\$14,094,000	20	\$23,908,500
244	Lisa J Plushnick	RE/MAX Realty Group	11.5	\$8,459,000	17	\$15,412,000	28.5	\$23,871,000
245	Brian O Hora	Compass	10	\$7,446,187	18	\$16,420,200	28	\$23,866,386
246	Anthony E Verdi	Impact Maryland Real Estate	31	\$12,139,982	30	\$11,678,635	61	\$23,818,616
247	Sean M Der	Alpha Realty, LLC.	12.5	\$4,628,900	35	\$19,184,084	47.5	\$23,812,984
248	Lyndsi Sitcov	McEneaney Associates	13	\$8,708,400	22	\$15,057,150	35	\$23,765,550
249	Toni A Ghazi	Compass	4.5	\$2,909,500	23	\$20,847,500	27.5	\$23,757,000
250	Scott J Swahl	Redfin Corp	54	\$20,629,740	7	\$3,117,000	61	\$23,746,740

**Disclaimer:** Information based on MLS closed data as of January 7, 2021, for residential sales from January 1, 2020, to December 31, 2020, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



# DC METRO REAL PRODUCERS

*preferred partners*

NEW VISION HOME REPAIR

**6 HOURS @ \$500  
OR \$99/HR**

elbow grease included

202-846-7196

NewVisionDC.com

New Vision Staging

**WINTER SALE**

**\$150 OFF ALL STAGES**

NewVisionDC.com - 202-846-7196



# TOWN & COUNTRY MOVERS, INC.

## Happy New Year!

The DMV's top mover for over 40 years.  
Let our family move your family.



Call today for a free estimate!  
301-670-4600 | 800-683-6683  
[www.townandcountrymovers.com](http://www.townandcountrymovers.com)



Just  
Announced



## Why First Home?

- Largest private lender in the state of Maryland
- Access to a variety of loan programs and competitive pricing
- Faster processing turn times because loans are processed, approved, and closed locally
- Commitment to customer service
- Conventional, FHA, USDA and VA financing
- 97% Conventional Financing
- 100% VA Financing
- Second mortgage up to 95% financing
- Consistent pre-qualifications and on-time closings
- Experience in condo lending and condo project approvals
- Over 25 years of on-time, hassle free closings
- Ability to originate loans from the South-Atlantic states to New England

We look forward to working with you!



**Ryan Paquin**  
Branch Manager  
NMLS ID 187868  
301.332.1589



**Jay Franklin**  
Branch Sales Manager  
NMLS ID 199740  
240.463.1634



**Jessica Enfinger**  
Loan Officer  
NMLS ID 513123  
301.905.7773



**Olu Ajayi**  
Loan Officer  
NMLS ID 189732  
301.343.5551



**Jordan Eng**  
Loan Officer  
NMLS ID 1217691  
410.353.5693



**Ryan Kurrie**  
Loan Officer  
NMLS ID 1631310  
443.504.7152



**Blake Price**  
Loan Officer  
NMLS ID 1423057  
301.440.0789



**FIRST HOME**  
MORTGAGE

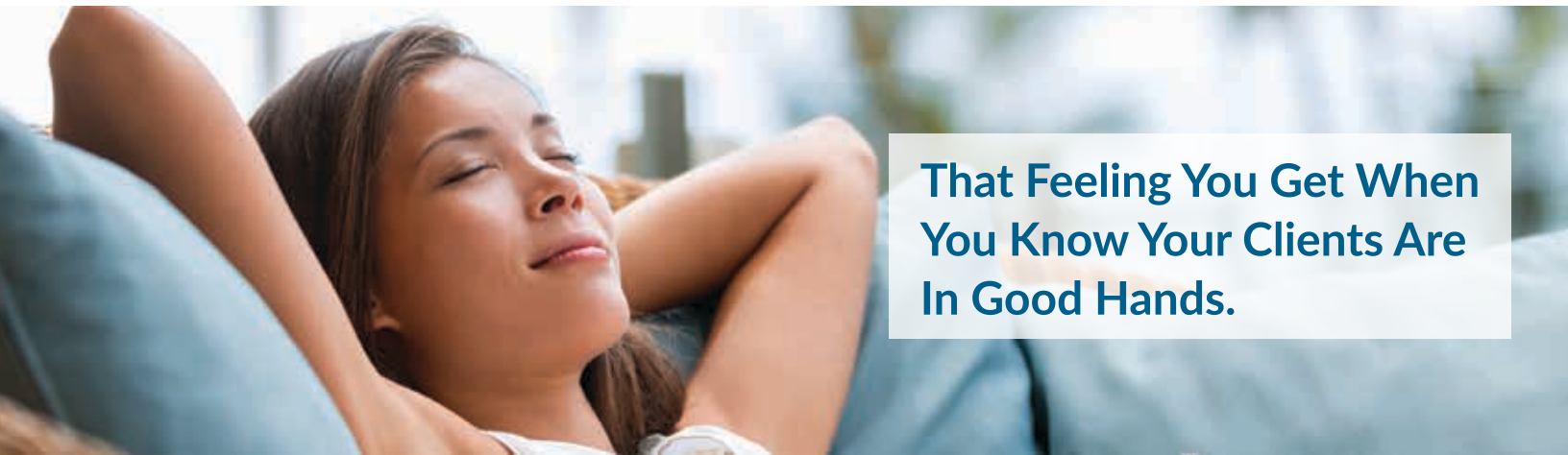


2200 Defense Highway, Suite 400 Crofton, MD 21114



This is not a guarantee to extend consumer credit as defined by Section 1026.2 of Regulation Z. Programs, interest rates, terms and fees are subject to change without notice. All loans are subject to credit approval and property appraisal. First Home Mortgage Corporation NMLS ID #71603 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)).





**That Feeling You Get When  
You Know Your Clients Are  
In Good Hands.**

“



*Greg Kingsbury is the best. Full Stop. He's my go-to expert, having provided me and hundreds of my clients with the highest level of service for over 10 years! The Kingsbury Team is knowledgeable, succinct and trustworthy. I'd rate them a 10 out of 10!*

*Carlos Garcia, Principal Eng Garcia Group  
Keller Williams Capital Properties*

“



*If you are in this business and plan to have a meaningful career, you need to have true partners like we have with Greg and his team. They understand the business inside and out and always go the extra mile to create an experience that our clients want to tell their friends and family about.*

*Jason Martin, CEO Jason Martin Group, RLAH Real Estate*

**Give your clients an edge with a Verified Pre-Approval. Call Today!**



**Greg Kingsbury**

Senior Vice President

NMLS ID #: 476367

Office: (202) 540-9999 Ext 101

Mobile: (301) 254-1486

greg@vellummortgage.com

[www.KingsburyMortgageTeam.com](http://www.KingsburyMortgageTeam.com)



115 West Street, Suite 200, Annapolis, MD 21401 | Vellum Mortgage, Inc | NMLS ID #: 1657323 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). Date created 1/22/2020