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Mobile Phone: 301.523.1893
Email Address: TDelCasale@sandyspringbank.com

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TABLE OF CONTENTS



08
Index of Preferred Partners



11
Publisher's Note: Happy New Year!



12
We Ask... You Tell! What Are Your 2021 New Year's Resolutions?



14
Ops Boss™ Coaching: Do Your Goals Have Legs?



18
Partner Spotlight: Tripp Kelly of Socium Advisors



24
Words by Wade: 3 Ways Your Online Presence Needs Help!



28
Cover Story: Catching Up With Our 2019 Rising Stars



50
Master the Media: Have You Tried These Platforms?



55
Top 250 Standings



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 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 Lauryskens
Staff Writer



Zach Cohen
Staff Writer



Chris Menezes
Writer



Amanda Claire
Photographer



Ryan Corvello
Photographer



Bobby Cockerille
Videographer



Barry Katz
Videographer



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Chong Yi, CMPS, NMLS #198732
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HAPPY NEW YEAR!

►► publisher's note

We're pleased to bring you the 46th edition of *DC Metro Real Producers*. This month, we wanted to catch up with our Rising Stars from 2019 and see how they were doing and how their businesses have grown, so we're excited to bring you a special feature on them, then and now. Check out their stories inside on pages 24-42!

As usual, this magazine is provided free of charge and is distributed exclusively to the top 500 Realtors® in the greater DC Metro area, along with some select brokers. If you're receiving this publication, then congratulations — it means you're the "best of the best" and in the top 0.5 percent of your field.

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

Circle of Influence

As top performers, it's always important to be aware of our circle of influence. "Your circle is your ceiling." Isn't that the truth!

When you're surrounded by positive and persistent people, opportunities are endless. Their energy, drive, audacity, and vision rubs off on us, inspiring us to become our best and to envision more empowered possibilities.

On the contrary, when you're surrounded by the wrong people, opportunities are NOWHERE — the economy is terrible, nobody has money, and the world is a horrible place. As the saying goes, "You can't soar with the eagles when you hang out with turkeys."

Oftentimes, once we reach the top levels in our offices and areas, it becomes increasingly more difficult to be surrounded by people who are on similar "levels," chasing similar dreams, and holding themselves to similar standards. The problem is that the higher the standards we hold ourselves and our organizations to, the higher the standards we should be having for our circle of influence.

That's why this *DC Metro Real Producers* group was born: to help celebrate, inspire, and connect the top performers in greater DC's real estate industry, and to forge stronger relationships between the people who take the profession seriously.

We look forward to seeing you at our future events, connecting with the other high performers in the area, and in our private Facebook group, Top 500 DC Metro Real Producers.

We are excited for 2021 and the events we are planning. Instead of our 100-plus attendees events, we have adapted to the environment and will hold smaller events with safety measures in place. Look for your invite coming soon.

If you have any suggestions for our writers or agents on topics you'd love to see featured, please email us at info@dcmetrorealproducers.com

Yours in success,



Kristin Brindley
Owner/Publisher
DC Metro Real Producers
(313) 971-8312
Kristin.Brindley@realproducersmag.com
www.dcmetrorealproducers.com

What are your 2021 New Year's resolutions for yourself and your business?



SUSAN LEAVITT
COMPASS

This year, with COVID taking over, it was easy (as an agent) to be overwhelmingly available to clients at all times of day and night for inquiry/sleuthing. One of my 2021 goals is to attempt to redraw my boundaries for work times so that I can be a better-balanced individual. With all gyms closed in D.C. and sports events canceled, my balance is out of whack. It is critical to my business that I am a healthy (physically, emotionally, spiritually) human so that I can better serve my clients.

Due to COVID, I feel as if I have allowed my boundaries to be encroached upon, resulting in me not being as spiritually, physically, and mentally fit, which affects my productivity and usefulness to clients. I hope to be able to create a more normal 'routine' in 2021 and enforce strong parameters around my 'recharging times.'



NURIT COOMBE
RE/MAX ELITE SERVICES

We always hear "smart" suggestions like: make every day count, life is too short, and we only live once. My resolution is to actually remind myself every day and *make every day count, with smiles all over it!* Will start the



KAREN ROLLINGS
EXP REALTY, LLC

2021 goals — I would like to add 100 people to my organization in Maryland, and then start building out additional organizations in Texas. Exp Realty is the only real estate company where you can truly build a multi-million-dollar organization without the traditional costs, expenses, and limitations.



ROB MERCER
FIRST HOME MORTGAGE

I have been waiting all year to start my 2021 New Year's resolution ... stop procrastinating!

All joking aside, I have a to-do list of how to build a better mousetrap, with regards to the mortgage business. It includes implementing best practices for my team, better database management, more organized marketing, etc. In 2021, I plan to move those ideas off the whiteboard and put them into action.

day this way and look at it at night to confirm that is how I actually lived it that day.

Spread positivity, love, and care. Spend more time with my family. Find some "me" time.



BOBBY COCKERILLE
HD BROS.

As we start the process of building out our team of HD Bros. field reps, I'm striving to become a better leader and coach, not only by reading and learning but by acting and doing! These early steps are essential to ensure we have great systems in place and a solid foundation to build on as we move forward. We want HD Bros. to be in all 50 states someday, all while maintaining a high level of quality and service. And one sure way to be able to do that is to be able to develop good people.



MANDY KAUR
REDFIN CORP.

My goal is to spend more time with friends and family in the coming year. COVID has highlighted that we are all social beings, and what I have missed the most is not being able



CARA PEARLMAN
COMPASS

I joined a morning group within my company called the 6AMers. We "meet" on Zoom every Tuesday and Thursday at 6 a.m. It has been an amazing way to start the day and focus on myself and my mindset before getting into the busy work of the day. I plan to keep it going in 2021 and start off the year with a bang!

to stay in touch with my friends. I hope we are all able to rejoice in once again being able to shake hands, hug, and meet people without fear of infection.

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DO YOUR GOALS HAVE LEGS?



By Christy Belt Grossman

It's 2021 and THIS is the year you've been waiting for! It's YOUR year!

By the time you read this post, you've probably written your New Year's resolutions...

OR maybe you don't believe in making "resolutions"...

OR maybe you don't wait for New Year's and you make them all year long.

Regardless of your philosophy on resolutions, I'm betting you have GOALS for 2021. After the crazy year 2020 was, it's time to really get to it.

STOP!

Before you plunge in with all that "New Year's" enthusiasm, take a pause to put some legs on your goals.

1. Write down WHY.

1. Why are those goals important to you?
2. What will happen when you hit your goals?
3. How will you feel?
4. What will you do?
5. What will it mean?

2. Write down your COMMITMENTS.

Goals are often "pie in the sky." We sometimes set goals we "should" have. Or we set goals based on what we "want," not what we truly desire. Or we set goals based on, "If I did this much in 2020, I can double that in 2021." Goals are something we are striving towards. Commitments, on the other hand, are much stronger statements.

Think of it this way. If your son Johnny played on a soccer team, and you were to say to him, "*Johnny, I have a goal to make 10 of your soccer matches,*" Johnny might be excited, but he'd also probably wonder if you'd really come to them all. (Johnny has known you all his life and knows that sometimes you get "busy.") If you said instead, "*Johnny, I COMMIT to coming to 10 of your soccer matches,*" Johnny would be ecstatic (because he also knows that you are a person of your word and that you honor your commitments).

So write down what you COMMIT to that will support your goals. Be

specific. Ask yourself what you need to do differently this year in order to get different results. You don't just double your business by "trying harder" or "working more." Do you need to commit to a 6 a.m. "feet-on-the-floor" time? Do you need to be in the office doing prospecting five mornings a week? Do you need to hire an assistant and implement a touch plan for your past clients? Write down what your COMMITMENTS are.

3. CREATE ACCOUNTABILITY

At the highest level, you create accountability by hiring a coach. A coach will help you go farther faster. (Yes, I am biased...and it's also a proven fact.) And there are lots of other options. You can ask another Top Producer in your office to be your accountability partner. Or ask your assistant. Or your significant other. Or ask Johnny! Kids are incredibly good at remembering what we said we were going to do and holding us to it. Without accountability, your goals will fall to the wayside.

There's an actual formula for how likely you are to achieve your goals:

1. 10% of your success comes from Clarity of Goal (that's the easy part).
2. 10% of your success comes from Clarity of Plan (that's fairly easy too).
3. 80% of your success comes from Accountability (that's the piece most people miss).

That last piece is EXACTLY why the *Real Producers* community exists. It's Pareto's Law: "80% of our results come from 20% of our actions." Or, put into real estate terms, "80% of real estate sales are done by 20% of the REALTORS®." Without accountability, you will fall into the 80% of Realtors who combine to do 20% of the business.

Cheers to the 20% who do 80% of the business, because they put legs on their goals. They know their WHY, they make COMMITMENTS, and CREATE ACCOUNTABILITY. We find that BOSSY!

(P.S. This article is written for both agents *and* Ops Bosses™. If your Ops Boss™ needs help setting goals, implementing a plan, and craves accountability — we can help!)



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, elite 1:1 coaching, and an annual conference focused on real estate operations professionals. More info: www.OpsBossCoaching.com. Contact: Christy@OpsBossCoaching.com





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▶ partner spotlight

By Chris Menezes
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Tripp
KELLY

*Socium Advisors
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Helping Clients Reach Their

FINANCIAL DREAMS

...

...
“Investing is like fishing. If you want to catch fish, you need to be patient and keep your bait in the water.”

The above quote expresses Tripp Kelly’s philosophy for helping people secure their financial futures, for it is often preparation and patience that are required when it comes to personal financial success. Northwestern Mutual’s 2019 Planning and Progress Study states that 92 percent of U.S. adults aged 18 and over agree that nothing makes them happier or more confident in life than when their finances are in order, so Tripp couldn’t be happier with the work he does for his clients as a principal at Socium Advisors.

“The financial professionals at Socium Advisors believe strong financial plans impact all facets of our

clients’ financial lives, from outcome-based planning to risk management to assets distribution to estate planning,” Tripp explains.

“The partnership we create with our clients focuses on planning, protecting, and prospering for a successful future by helping them look and consider every possible angle in their personal and business finances,” he continues. “We attribute a great deal of our success to the depth and breadth of our team’s knowledge.”

As an applied mathematics graduate of Hampton Sydney College, Tripp realized the value of risk management as a solid foundation to one’s financial

future, and decided to join Northwestern Mutual in 2008 as a financial advisor.

While his perceptivity and talent for numbers is somewhat innate, he first discovered his aptitude for problem-solving and finance in high school, when he first took up stock trading as a hobby, and, later, when working with a civil engineer while in college. After earning his degree, he served as an accountant for a small local business before realizing his talents could be better used to help people in a more robust and efficient manner.

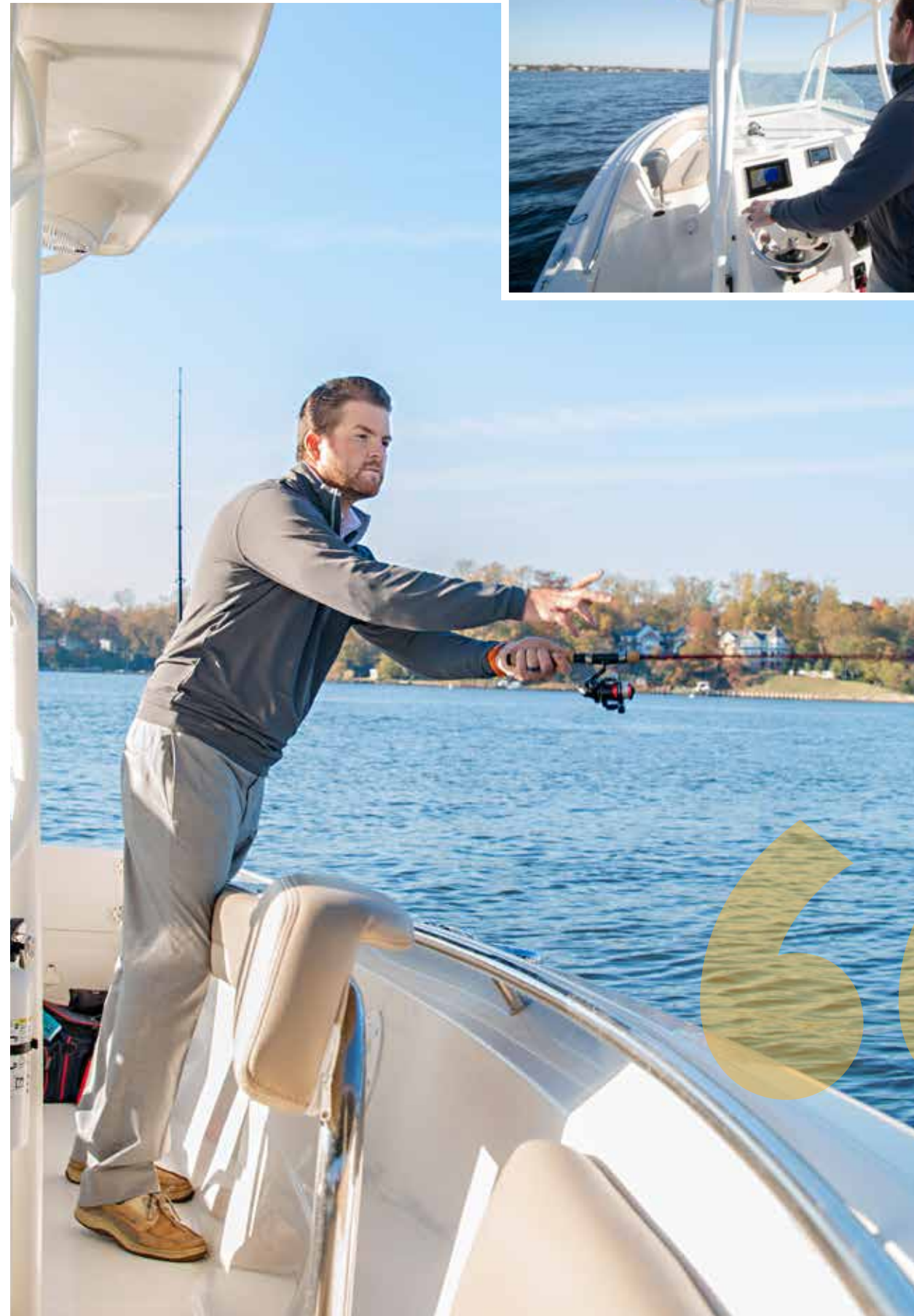
“I love working with people and have a strong desire to help them, but most importantly, I like to put other people’s needs in front of my own. Helping our clients reach their financial goals is one way to do that,” Tripp explains.



Socium Advisors of Northwestern Mutual



When he is not busy helping clients achieve their financial goals, Tripp Kelly enjoys getting out on the boat and doing some fishing.



I love working with people and have a strong desire to help them, but most importantly,
I LIKE TO PUT OTHER PEOPLE’S NEEDS IN FRONT OF MY OWN.



Tripp and his wife, Sarah, were college sweethearts.



The Kelly Family (from left to right: Sarah, Quinn, Tripp, Beau, and Ford).



“Our in-house team and network of national affiliates combine decades of industry experience with a diverse set of skills to ensure that the ways we serve our clients reflect their intentions, input, and needs,” Tripp continues. “Our comprehensive approach allows our clients to have the best experience in every area, from one cohesive source. We provide a service that gives clients the ability to engage with one of the top wealth management teams in the country.”

When he is not helping his clients, Tripp enjoys fishing, cooking, and spending time with his wife (and college sweetheart), Sarah, and their three boys, Ford (six), Beau (four), and Quinn (two). “We love to spend time together as a family, entertain, and take advantage of living in beautiful Virginia by getting outside,” says Tripp.

In the end, Tripp defines success as “Knowing that you did the right thing at the end of the day, every day.”

At Socium Advisors, we derive our name from what we care about the most: building genuine partnership. To us, this extends far beyond meetings or business transactions. From outcome-based planning to sufficient risk protection, to long-term goal funding, we’re passionate about paving the way to prosperous futures for our clients and mutual accountability along the way.



For more information on Socium Advisors, visit www.sa.nm.com.

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NMLS #113062
301.704.1282
summers@themtglink.com

Chrissy Summers
NMLS #891811
301.602.6364
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3 Ways

Your Online Presence Needs Help!

I've been in Title sales since 2005. Back then, the phrase "get discovered online" or "build an online presence" wasn't used very much. It was all about how many postcards an agent could blast out to a certain marketing area or even buying a ton of ad space in real estate magazines. Unfortunately, many REALTORS® are still stuck marketing their business with that mentality even though consumer behavior has changed. They struggle because their online presence is weak. Here are three of the most common issues:

1. You don't rank in Google searches.

If you google your name plus "REALTOR®," you should come up in search results. If you don't, it's like saying, "I went to the phone book to find your number, and you are unlisted." That's not good if you are looking to build a successful business. There could be a variety of reasons why you're not coming up, but most center around not having content on a website, not having video content posted on YouTube, and being nowhere to be found on social media. Now is not the time to be a secret agent. Even if your entire business model is "work by referral," you still have to send them somewhere to learn more about you and your business. If you can't, it makes it a lot harder to convert those referrals to clients.

2. No videos of you exist ... anywhere.

Real estate video isn't the future, it's the present. Video is the best way to convey a message to your target audience and allow people to meet you before you ever meet them. Also, it provides a lot of credibility to your potential clients if they can see and hear you discuss a topic with some level of mastery. YouTube is a great place to house your videos because it is owned by Google and it is free. Remember, you are in a visual industry, so shoot videos.

3. You are social-media challenged.

Realize you aren't marketing to yourself. Put yourself in the position of the people to whom you are marketing. Where do they put their eyeballs? Where do they spend their time online? It's mostly Facebook, Instagram, and LinkedIn. Does this mean you have to be on these platforms all the time? No. It does mean you need to "understand" the true purposes of these platforms and use them to connect, learn, and interact with others who know, like, and trust you.

These platforms are also used to help market your properties, share great things you have done for clients, create social proof, and much more. If you barely leverage your social media accounts, create a plan between now and the end of the year for posting more great content that your connections would find valuable.

THE FIX

It's never too late to beef up your online presence. The question is, *what should you do first?* Begin with the platforms that are the easiest and free first, then expand.

1. Reach out to your SOI and "Friend" them on Facebook. Follow them on Instagram and connect on LinkedIn. Ask them to "follow" you back.
2. Start posting great real estate content on these platforms — relevant articles, testimonials from past clients, current listings, etc.
3. Post 60 percent business, and 40 percent personal. You need people to know and like you besides just business.
4. Set up a YouTube channel and start posting relevant content and ask your audience to subscribe to your channel!



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

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Where Are They Now?

CATCHING UP WITH OUR 2019 RISING STARS!



MARIO PADILLA RE/MAX REALTY CENTRE

January 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

This year has been full of challenges. We are embracing all of the technology to keep moving forward and staying in touch with our clients while trying to remain as human as possible and continue to build strong relationships.

What is happening now in your personal/family life?

Like everyone else, we have been pulled in every direction. Having two

little ones, we have had to adapt and become full-time teachers, parents, cooks, and everything in between!

Our children are now 8 and 3. We have spent more time together than we have ever imagined and that has been a blessing. My second blessing has been my wife, holding it all together like a boss!

What are your goals for 2021?

In 2021, we are looking to help over 100 families by building more leverage into our business.



DC Metro Real Producers caught up with our 2019 Rising Stars to see how they were doing and what's new in their personal and professional lives since we first featured them.

We are pleased to reintroduce you to **Mario Padilla**, of RE/MAX Realty Centre; **Dana Rice**, of Compass; **Yvonne Lee**, of RE/MAX Alliance; **Eboneese Thompson**, of Keller Williams Capital Properties; **Spencer Bodian**, of Compass; **Betsy Taylor**, of RE/MAX Success; **Amanda Provost**, of Compass; **Jennifer Eckel**, of Compass; **Sunita Bali**, of RE/MAX Realty Group; and **Jerrise Spencer, Peter Ferguson**, and **Christina Miller**, of Compass.

Like everyone else, these rock stars have been navigating the changes COVID has caused in how everyone is doing business — dealing with no open houses, juggling work from home, some managing work with children homeschooling, and tackling a very busy market despite the strange circumstances. We had a feeling our Rising Stars rose to the challenges of 2020 ... and we were not disappointed!

On the following pages, check out what our 2019 Rising Stars have been up to in the last year. We can hardly wait to see what they'll do in 2021!



From left: Karen Kelly, Megan Conway, Dana Rice, Kcystal Boschma, Lisa Resch. (Photo by Malek Naz Freidouni)

DANA RICE COMPASS

February 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

2020 has presented problems and challenges for *everyone!* We all adjusted our priorities and adapted to this “new normal.” I’d say the biggest change has been in our approach with all clients — almost like a “listening tour” when it comes to the ever-changing market. Based on our clients’ new needs, we looked for ways to help remove responsibilities that would’ve been an undue burden — like furniture donations, handyman management, even dinner delivery when homes were being shown.

Another major change in how we do business is the rise of the “off MLS” sale. Due to new marketing restrictions placed on our industry, buyers and sellers are presented with new challenges

in managing the logistics of a sale or purchase in this new, COVID world. This change reinforces the need for seasoned and proactive professionals to be on your side, watching out for pitfalls and obstacles. At Dana Rice Group, we really embrace that role. In 2020, more than 30 percent of our properties are selling within an “off-market” listing status. We have to be professionals who know how to navigate the new rules and optimize buying and selling homes in this new environment.

What is happening now in your personal/family life?

Aside from running a nationally ranked small team real estate business, having my husband and three boys home during quarantine,

wants a beautiful room now that we’re all working remotely. I feel like it’s my turn! But more seriously, I have an incredible team who have all worked so hard this year. I started this team lead but honestly, allowing my agents

to just take the lead this year has been the best thing I could have done. These women have proven that they have all obtained top REALTOR® status. I am so proud of them and Dana Rice Group is poised to have another successful year in 2021 if we keep focused and continue to produce at this level.



I managed to do something that’s been a goal of mine for a while. I put myself in the mix of the pandemic economy and bought a beach house. It’s going to be a big project and needs a lot of love. Like others, I know we need a place to escape the everyday stressors and take time to be grateful, especially now more than ever.

What are your goals for 2021?

Seriously, as I sit in my home office all I can think about is ... I need to redo my home office! We know and see how important this is to our buyers. Everyone



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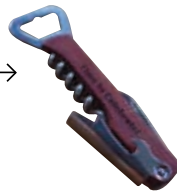
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cover story/special feature

Photo by Aaron Moore

YVONNE LEE RE/MAX ALLIANCE

March 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I am strategically planning my showings due to COVID-19 and I am incorporating virtual tours and constantly staying in the forefront of everyone's mind on social media.

My business has seen an uptick in exposure due to referrals and the current real estate market during the pandemic. Interest rates are at an all-time low and buyers are taking full advantage of it.

What are your goals for 2021?

My goal for 2021 is to streamline the steps, "contract to close," to maximize my time to take on more clients.





Thompson Premier Homes Group. From left: Alexes Haggins, Eboneese Thompson, Dawn Myles and Crystin Eman. (Photo by Jay Pix Studios)

made me slow down and spend more time with the ones I love dearly ... my family! Harper's Ferry has become our favorite spot to relax and enjoy each other.

What are your goals for 2021?

My business goal is to add three more buyer agents and a showing agent to Thompson Premier Homes Group by January 2021.

My personal goal in 2021 is to be a part of a clean-water charity that's committed to providing access to clean drinking water for communities all over the globe.

**EBONEESE THOMPSON
KELLER WILLIAMS CAPITAL PROPERTIES**

April 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

Growing a dynamic team! In 2019, although Alexes Haggins (agent/business partner) was a part of my team, I still juggled my day-to-day tasks like a solo agent/business. That got old really quickly! In 2020, I made a business decision to follow the organizational model in the *Millionaire Real Estate Agent* book and, in a short turnaround ... the results are wowing!

I now have an operations manager, a market manager, a transaction coordinator and, most importantly, two new buyer agents.

What is happening now in your personal/family life?

COVID-19 has brought a lot of sadness but it also brought with it this much-needed time with family. As a small business owner, a mother, and a wife, it can seem like there are only five hours in a day! This means somebody or something may get overlooked or short-changed. COVID-19

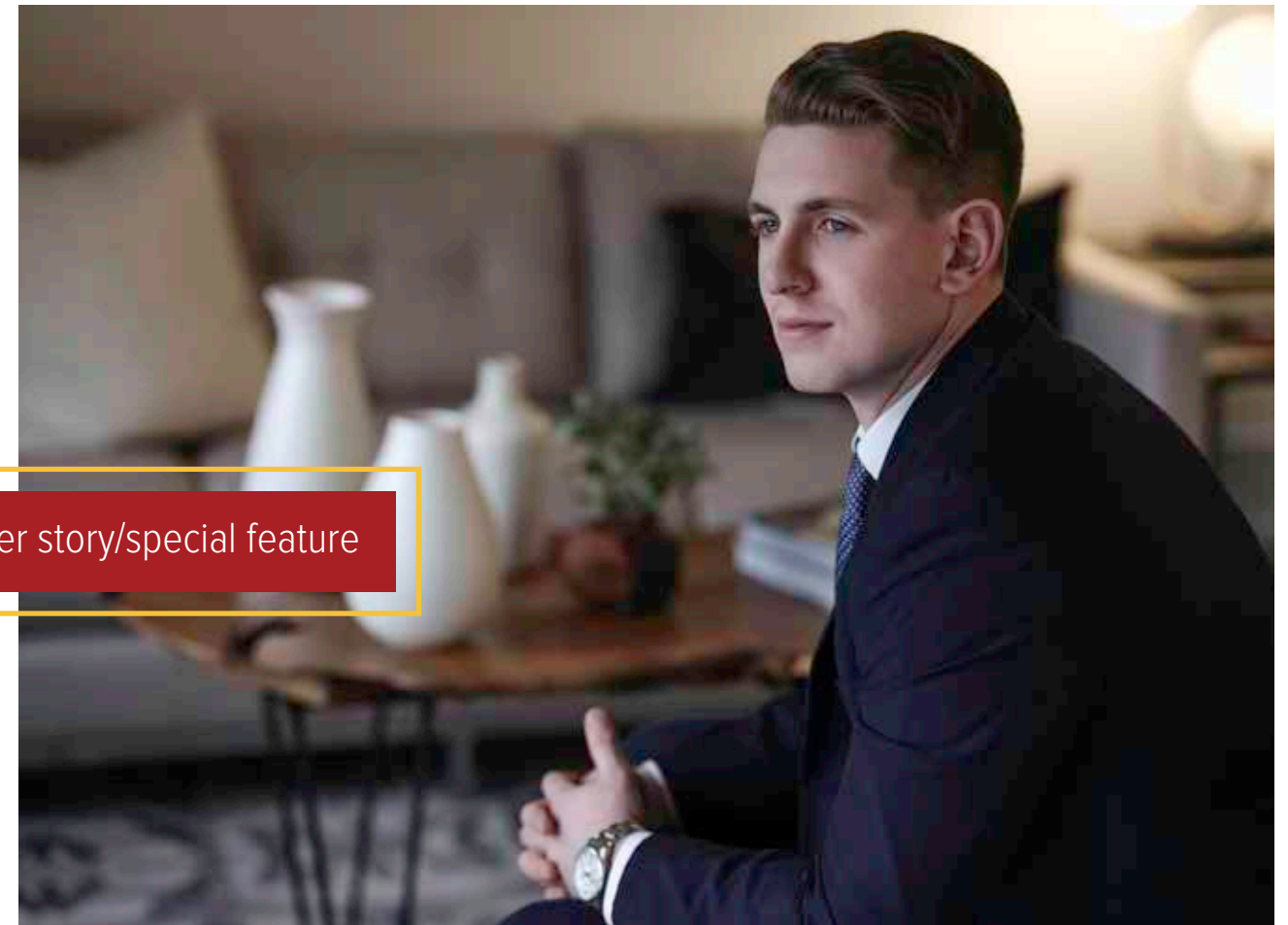


Photo by Violetta Markelou

**SPENCER BODIAN
COMPASS**

May 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I'm focusing a lot more on online lead marketing and lead generation, and implementing systems to generate, qualify, and convert at a higher rate. I also hired an operations manager, which has allowed me to delegate a lot more tasks to her so I can focus on the more important items.

What is happening now in your personal/family life?

Seeing certain family members has grown a lot more difficult throughout the pandemic, so I continue to do all I can to speak with and see those who are close to me, despite the state of the world.

What are your goals for 2021?

I would like to have successfully hired two great agents who are working with me to continue forward with the goal of changing lives and impacting communities through real estate. I'd also like to purchase another five units/properties to add to my portfolio.



BETSY TAYLOR RE/MAX SUCCESS

June 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I've been busy throughout the pandemic and have tried to not allow it to halt my business. I'm taking precautions, but continuing to forge forward.

I've hired a TC to take care of the back end of the business, which has freed up more time for me to work the parts of the business that really matter. I've also hired my college-age daughter to work my social media. I used to spend a ton of time creating posts and scheduling them, and now I don't have to mess with that anymore. LOL.



What is happening now in your personal/family life?

I have four kids, and three of them are currently in college. My youngest is taking a gap year and working on deciding where she wants to go for school next year. My husband and I are taking lots of walks and spending good time together. We've had several socially distant happy hours with friends on our front porch.

What are your goals for 2021?

My goal for 2021 is to do \$15 million. I would like to work less and travel more, although we will have to see what 2021 holds! I would also like to start to invest in my retirement fund, since I haven't really done much toward that in the last few years.



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**AMANDA PROVOST
COMPASS**

July 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

My business is up around 25 percent compared to last year, and I could not be more grateful. While some of the mechanics of the business have changed, in terms of doing it safely and in accelerated trends in going virtual, I believe most of the fundamentals have not, including being an unbiased counselor providing insights and decision-making support for clients.

What I have seen is that being an emotional shock absorber for clients is more important than ever. Families in our region are under tremendous stress. To develop my emotional reserves, I have restarted my efforts on gratitude, meditation, exercise, coaching, and sleep.

What is happening now in your personal/family life?

My husband has a career where he is required to be mostly in the office (which is why he is never in our photos!) and with three kiddos doing virtual learning at home, the fragmented mom-brain is real. However, the kids are at an age where they still think their parents are cool, so they are living their best lives spending more time with us!

I have been trying to take every Friday afternoon off, and we go (safely) explore a different attraction. We have done the National Zoo, the Arboretum, the Spy Museum, the Kenilworth Aquatic Gardens, and Homestead Farm, and were able to pay our respects to Ruth Bader Ginsberg. A silver lining, for sure.

What are your goals for 2021?

My goals for 2021 are to grow another 25 to 30 percent, and to also focus on myself as a “client” by purchasing an investment property. I have started to systematize my business, but still have some ways to go in getting things out of my head and into software!



JENNIFER ECKEL COMPASS

August 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

Thankfully, my business doesn't look much different than in 2019, but I am empowering myself to take more control of my schedule. I am finding the time to spend with my clients while also attending events that are important to my family, such as soccer games, family dinners, and movie nights. The balance is so important and has made me love my job even more because while it creates a more hectic schedule at times, it makes me a better mom and agent.

What is happening now in your personal/family life?

My family is gearing up for a tough year, as my husband will be deployed in January for the third time. My three kids and I will be heading into the New Year with an attitude of positivity and perseverance. My children, Sylvia (10), Evelyn (8), and James (2), especially the older two, are incredibly strong and give me the strength to tackle yet another deployment with patience and strength.

What are your goals for 2021?

My goal for 2021 is patience and

acceptance. I have a lot going on in my personal life in 2021, so it's a great year to just not take myself too seriously and not apply too much pressure to my goals. There are years in our lives where we need to step back and focus on what is truly important to us. My success is inspired by my family; I am going to focus on what they need while also accepting my limitations. I will do my best to be my best without placing too much pressure on myself.



Photo by Daniel Bennett Photography



SUNITA BALI RE/MAX REALTY GROUP

September 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I am pivoting not pausing, for sure. The technology is a great help during this health crisis and I am able to cut a lot of travel time by using technology for my buyer and seller appointments. I am also able to take advantage of virtual tours and open houses.

I am absolutely big on hiring. I hired an operations manager and am now hiring a buyer's agent and full-time inside sales manager. I am also doing lots of videos, as it allows me to connect with lots of clients.

What is happening now in your personal/family life?

My daughter has embarked on a journey to be a doctor and she is serving in a hospital as a young doctor. I am very proud of her accomplishments. There is no better time now to serve and give back.

What are your goals for 2021?

I am embarking on building the best team in Maryland and am in a growth mode. The plan is to earn my first million dollars in net. Very lofty goals, but doable.





►► cover story/special feature

Photo by Nathan Hirsch

JERRISE SPENCER COMPASS

October 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I have switched from KWPP to Compass. My office is in Alexandria, VA. I have started a team called Spencer Smith Properties. In the past, I worked with a lot of buyers. Since moving to Compass, I have slowly increased the number of listings than before and am currently at about 70 percent buyers and 30 percent listings. As I advance in my career, I see the full benefit of listing properties and how they can create more business and help with farming.

Speaking of farming, my partner Dominique and I have started farming

small neighborhoods in communities of 500 or less homes. This is something we have done in collaboration with Compass's marketing team. We have currently sold two homes and rented another in our farming community since we started marketing four months ago. Another BIG change in business is we have completely organized our database and are continuously looking for different ways to help generate organic clients and referrals. We have started using a new app called THE SHOW OFF APP to hire agents to show our buyers properties when we are not available. This keeps our buyers from falling through the cracks while allowing us to increase our clientele. Between the use of the app, our CRM, and farming, we are having a great first year at Compass.

What are your goals for 2021?

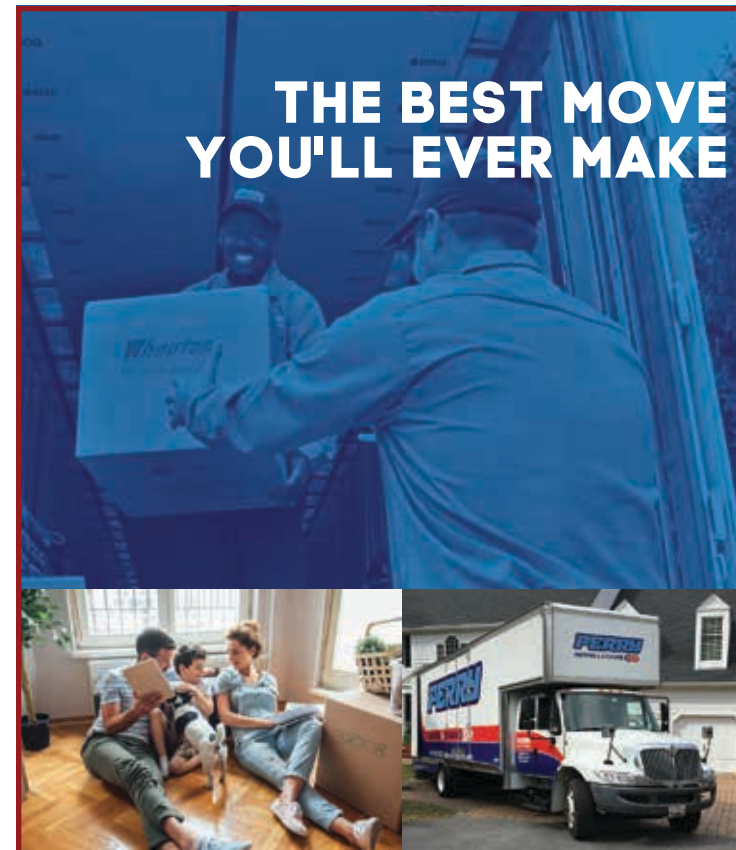
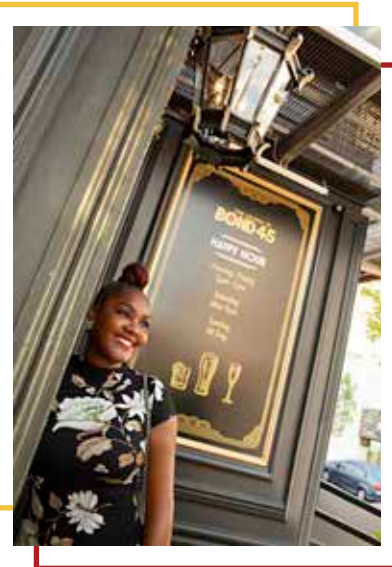
Our goal for 2021 is to continue to use our database (CRM) to create business. To gain 30 to 40

percent market share in our farmed communities and increase our listings from 30 to 50 percent. We plan to bring on another buyer's agent, as well as continue to use THE SHOW OFF APP to hire showing agents in order to leverage our time for more listings.

What is happening now in your personal/family life?

I recently got married on January 1, 2020. My husband and I bought our first investment property together, number three total, and we are currently traveling and enjoying our first year of marriage. I have been blessed to gain two beautiful children by marriage, making me

a mother of three, and additionally blessed with two more grandchildren, making me a GiGi of three. My mother, who was diagnosed with cancer in 2019, is now cancer-free and a breast cancer survivor. #LifeIsGood!



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PETER FERGUSON COMPASS

November 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

We have definitely continued our focus on growth. In the past, it was a lot about transactions. Today, we are still focused on that, but have shifted a bit to nurture the relationships we have built.

My teammate and I have both been selling real estate for about five to six years, so we are starting to see those early sales come

back to be ready to sell again. So we really have started to focus on those relationships. Making sure we are touching them with emails, text, promos, calls, etc. We believe that we will be in a good position when they are ready to sell, and they will think of us when others are selling.

What is happening now in your personal/family life?

A few good changes to my personal life. At the beginning of COVID, my wife Shirin and I decided to move. We bought a nice house with an amazing backyard and pool in North Potomac. That has been very exciting. While I am home, I've realized I'm terrible at eighth-grade and sixth-grade math. I am definitely not good at home repairs. I am very good at taking my youngest, Leela (3 years old), to daycare, and I'm good at picking her up on time. Mostly, I am a human jungle gym for Leela. I play sports with 11-year-old Noah, and my 14-year-old, Ariana, and I have completed watching all five *Twilight* movies (I consider that an accomplishment).

What are your goals for 2021?

We need to sell a lot of real estate. To do that, we need to continue to improve our systems and how we nurture our relationships. One of my goals is to bring in more help. I would love to add additional agents to my team, but also would love to add people to help with marketing and administrative needs that we tend to push to the side when we are busy. I'd like to be able to focus more on my clients. To do that, I need to let some of those other responsibilities go.



cover story/special feature



CHRISTINA MILLER COMPASS

December 2019 Rising Star

What is happening now in your business? What are you doing differently today than you were in 2019?

I am doing a lot more virtual meetings/calls this year than I was doing back in 2019. A lot of my marketing in the past has been entertainment with clients, but I have had to shift that and find other ways to stay in touch with past clients. I do think that my business has become much more efficient. Most showings and calls are with very serious prospects.

What is happening now in your personal/family life?

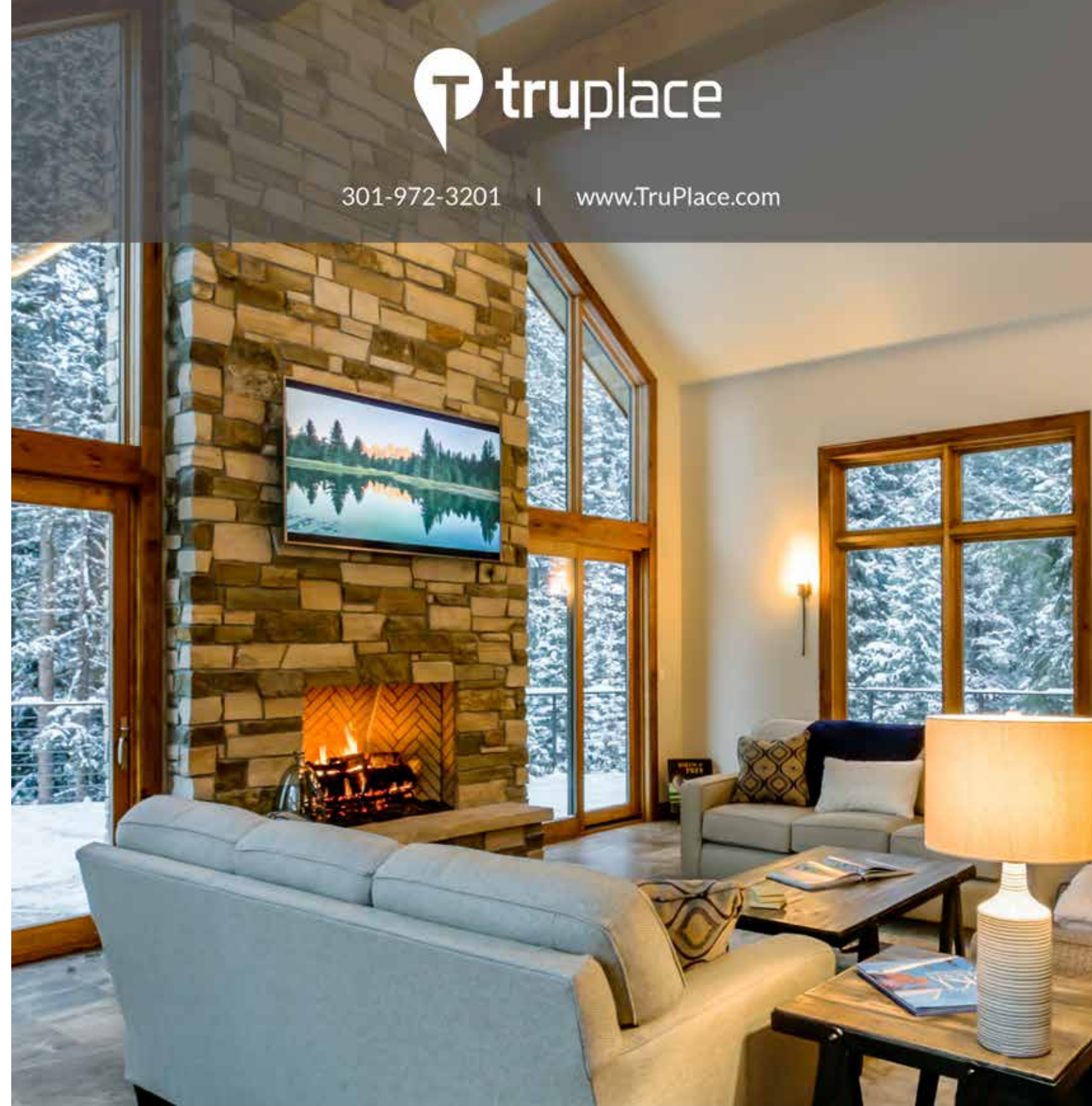
I have gotten to spend a lot of quality time with my family this year. 2020 has really made me realize what is really important in life — health and family!

What are your goals for 2021?

I hope in 2021 the market is still as hot as it is now, but I also hope we can travel again! That is probably what I miss the most!



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- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

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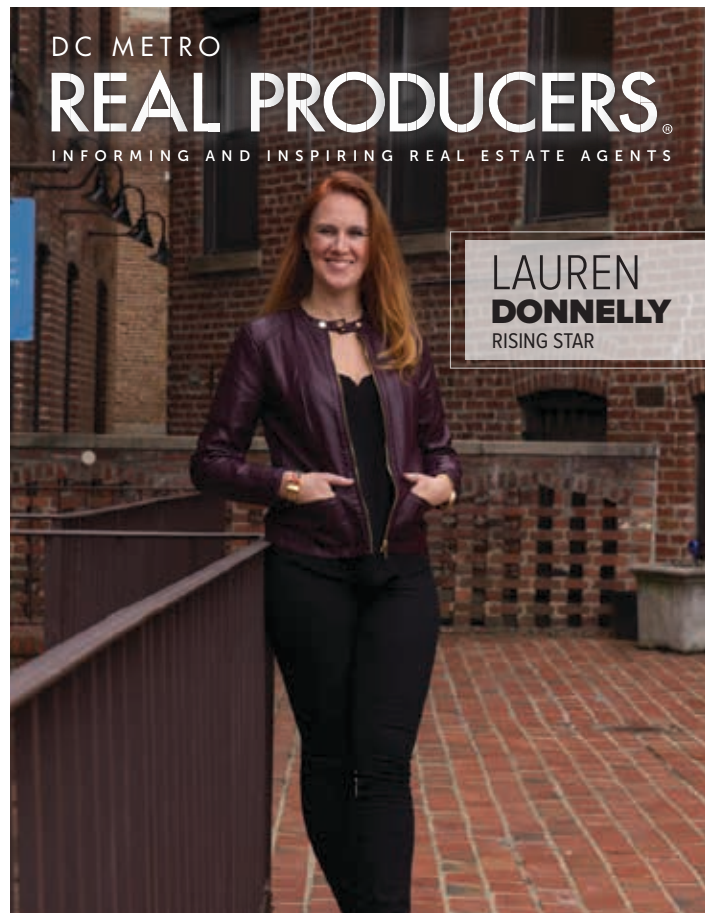
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MASTER THE MEDIA

Have you tried these platforms?

By Christina Daves



f Social media is constantly changing, and it's hard to keep up. It's hard to be everywhere. I strongly recommend Facebook to REALTORS® as your first stop to concentrate on. These are your friends and family and the people who know, love, and trust you. They are your referral network.

ig Next up is Instagram. It's super-hot right now, especially for real estate agents. There is some research that has to go into using hashtags effectively because that is how people are going to find you. The other nice thing is that if you choose to advertise, Instagram is owned by Facebook so you can knock out two platforms with one ad.

p Another oldie-but-goodie that many agents don't think about is Pinterest. Pinterest is different from the other social media platforms in that it is a search engine, like Google. A few very good posts can drive a ton of traffic. You don't need to feed Pinterest's algorithm to stay top-of-mind with it. Do some keyword research and create some good content on there to drive people back to your website or an opt-in and let it sit and drive leads your way.

tk Lastly, consider two new platforms, TikTok and Instagram Reels (their version of TikTok). People want to work with people, and these short video platforms allow you to do some creative things and let people see the real, authentic you. Also, because it's new, the early adopters benefit from traffic and SEO on the platform.

At the end of the day, go with the platform you are comfortable with and that you will use consistently because that is the only way to succeed on social media. Remember, it's "social," so you have to be

there. Pick one and do it well. Then, try out one of the others and see if you don't generate some new followers and some new business.



Christina Daves
PR for Anyone®

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



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2. Write more notes & letters
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5. Reach out more often to friends & family
6. Eat healthier
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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	47.5	\$110,724,352	15	\$34,524,672	62.5	\$145,249,024
2	Barak Sky	Long & Foster Real Estate, Inc.	54.5	\$51,718,844	78.5	\$64,389,428	133	\$116,108,272
3	Jennifer S Smira	Compass	72	\$60,554,424	64	\$48,570,160	136	\$109,124,584
4	Thomas S Hennerty	NetRealtyNow.com, LLC	209	\$86,504,872	24	\$10,905,790	233	\$97,410,664
5	Daniel M Heider	TTR Sotheby's International Realty	30.5	\$48,823,752	21	\$42,960,048	51.5	\$91,783,800
6	Jay A Day	Real Estate Teams, LLC	139	\$63,031,964	64	\$24,951,856	203	\$87,983,816
7	Alejandro Luis A Martinez	RE/MAX Elite Services	70	\$27,938,064	156	\$54,549,792	226	\$82,487,856
8	Nathan J Guggenheim	Washington Fine Properties, LLC	32	\$29,711,800	51	\$52,483,448	83	\$82,195,248
9	Russell A Firestone III	TTR Sotheby's International Realty	7	\$58,517,000	9	\$18,957,000	16	\$77,474,000
10	Brian Wilson	EXP Realty	115	\$67,336,824	12	\$8,684,900	127	\$76,021,720
11	Nurit Coombe	RE/MAX Elite Services	36	\$26,873,400	70	\$48,494,016	106	\$75,367,416
12	Wendy I Banner	Long & Foster Real Estate, Inc.	32	\$37,584,000	36	\$37,206,528	68	\$74,790,528
13	Hans L Wydler	Compass	30.5	\$37,538,700	21.5	\$34,157,000	52	\$71,695,696
14	Michael W Rankin	TTR Sotheby's International Realty	21	\$49,678,000	8	\$21,800,500	29	\$71,478,496
15	Dana Rice	Compass	33	\$35,452,152	34.5	\$35,839,840	67.5	\$71,291,992
16	Mark C Lowham	TTR Sotheby's International Realty	1	\$9,850,000	3	\$60,100,000	4	\$69,950,000
17	Trent D Heminger	Compass	81	\$53,572,300	21.5	\$15,335,890	102.5	\$68,908,192
18	Frederick B Roth	Washington Fine Properties, LLC	14.5	\$35,284,052	13	\$32,900,000	27.5	\$68,184,048
19	Antonia Ketabchi	Redfin Corp	15	\$11,231,500	47	\$52,447,700	62	\$63,679,200
20	David R Getson	Compass	17.5	\$15,189,506	65.5	\$47,167,548	83	\$62,357,056
21	Erich W Cabe	Compass	29.5	\$30,831,650	31.5	\$30,838,956	61	\$61,670,604
22	Marc Fleisher	Compass	21.5	\$49,000,604	9	\$12,507,500	30.5	\$61,508,104
23	Jonathan S Lahey	RE/MAX Fine Living	75	\$31,890,904	71	\$29,530,854	146	\$61,421,756
24	Troyce P Gatewood	RE/MAX Results	62	\$26,959,716	84	\$33,142,388	146	\$60,102,104
25	Mary Anne Kowalewski	KOVO Realty	80	\$40,770,452	32	\$16,967,852	112	\$57,738,304
26	Chelsea L Traylor	Redfin Corp	84.5	\$54,882,788	3	\$2,763,760	87.5	\$57,646,548
27	Kira Epstein Begal	Washington Fine Properties, LLC	24	\$17,942,000	35	\$39,126,500	59	\$57,068,500
28	Kimberly A Cestari	Long & Foster Real Estate, Inc.	35	\$36,255,544	20	\$19,736,376	55	\$55,991,920
29	Eric P Stewart	Long & Foster Real Estate, Inc.	61	\$44,893,188	11	\$8,725,000	72	\$53,618,188
30	Joel S Nelson	Keller Williams Capital Properties	36	\$35,996,108	16	\$17,428,500	52	\$53,424,608
31	Mandy Kaur	Redfin Corp	98	\$46,057,792	14	\$6,153,000	112	\$52,210,792
32	Michelle C Yu	Long & Foster Real Estate, Inc.	40	\$31,517,400	24	\$20,358,000	64	\$51,875,400
33	Christine R Reeder	Long & Foster Real Estate, Inc.	70	\$25,466,168	69.5	\$25,994,064	139.5	\$51,460,232
34	Margaret M Babbington	Compass	15	\$12,610,150	51.5	\$37,973,176	66.5	\$50,583,324

Disclaimer: Information based on MLS closed data as of December 3, 2020, for residential sales from January 1, 2020, to November 30, 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 Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Anne C Killeen	Washington Fine Properties, LLC	23.5	\$34,202,912	13.5	\$16,294,519	37	\$50,497,428
36	Daryl Judy	Washington Fine Properties ,LLC	19.5	\$27,584,030	16	\$22,688,500	35.5	\$50,272,528
37	James Bass	Real Estate Teams, LLC	77	\$30,582,590	56	\$19,510,768	133	\$50,093,360
38	William Thomas	TTR Sotheby's International Realty	9	\$34,040,000	5	\$15,975,000	14	\$50,015,000
39	Andrew Riguzzi	Compass	21	\$20,078,650	23	\$29,869,290	44	\$49,947,940
40	Nathan B Dart	RE/MAX Realty Services	47	\$21,374,170	54	\$27,788,736	101	\$49,162,904
41	Sheena Saydam	Keller Williams Capital Properties	31.5	\$15,650,725	60	\$33,342,124	91.5	\$48,992,848
42	Mehrnaz Bazargan	Redfin Corp	74	\$45,838,432	3	\$2,780,000	77	\$48,618,432
43	Marjorie S Halem	Compass	39	\$36,612,592	11.5	\$11,436,200	50.5	\$48,048,792
44	Tyler A Jeffrey	Washington Fine Properties, LLC	14.5	\$12,047,669	32	\$33,789,700	46.5	\$45,837,368
45	James M Coley	Long & Foster Real Estate, Inc.	24	\$23,892,062	29	\$21,562,770	53	\$45,454,832
46	Hazel Shakur	Redfin Corp	103	\$43,010,728	4	\$2,209,381	107	\$45,220,112
47	Meredith L Margolis	Compass	13	\$15,542,350	33	\$29,239,660	46	\$44,782,012
48	Avi Galanti	Compass	21.5	\$23,283,000	19.5	\$21,433,300	41	\$44,716,300
49	Robert Hryniewicki	Washington Fine Properties, LLC	11	\$20,410,738	9.5	\$23,536,500	20.5	\$43,947,236
50	Jacob Taylor	Blue Valley Real Estate	110	\$43,209,048	4	\$735,675	114	\$43,944,724
51	Cara Pearlman	Compass	27	\$19,782,264	25.5	\$22,920,200	52.5	\$42,702,464
52	Margot D Wilson	Washington Fine Properties, LLC	14	\$32,932,500	3.5	\$9,554,300	17.5	\$42,486,800
53	Donna J Yocum	Keller Williams Realty Centre	61	\$37,713,172	9	\$4,077,320	70	\$41,790,492
54	Mark D McFadden	Compass	12	\$25,655,000	5	\$15,823,800	17	\$41,478,800
55	Carlos A Garcia	Keller Williams Capital Properties	28	\$20,420,350	24	\$20,293,548	52	\$40,713,900
56	Robert H Myers	RE/MAX Realty Services	32	\$17,723,130	38	\$22,154,426	70	\$39,877,556
57	Michael R Brennan	Compass	24	\$27,405,600	11.5	\$12,409,700	35.5	\$39,815,300
58	Brent E Jackson	TTR Sotheby's International Realty	30.5	\$27,742,250	13	\$11,885,000	43.5	\$39,627,248
59	Tim Barley	RE/MAX Allegiance	18	\$15,503,078	27	\$23,434,000	45	\$38,937,076
60	Anslie C Stokes Milligan	McNearney Associates, Inc.	28.5	\$22,619,550	21.5	\$16,220,359	50	\$38,839,908
61	Jeremy E Lichtenstein	RE/MAX Realty Services	20	\$29,878,360	7	\$8,935,100	27	\$38,813,460
62	Karen D Rollings	EXP Realty, LLC	59	\$29,717,026	15	\$8,554,399	74	\$38,271,424
63	Jeffrey M Wilson	TTR Sotheby's International Realty	9.5	\$13,411,498	18	\$24,802,112	27.5	\$38,213,608
64	Christopher D Ritzert	TTR Sotheby's International Realty	12.5	\$30,344,750	3.5	\$7,285,000	16	\$37,629,752
65	Lawrence M Lessin	Save 6, Incorporated	95	\$37,323,325	1	\$211,050	96	\$37,534,375
66	Nadia Aminov	Long & Foster Real Estate, Inc.	83	\$32,972,450	11.5	\$4,211,100	94.5	\$37,183,552
67	Kara K Sheehan	Washington Fine Properties, LLC	12	\$23,148,130	7	\$13,881,000	19	\$37,029,128
68	Sheila R Pack	RE/MAX Roots	83.5	\$26,134,484	31	\$10,859,809	114.5	\$36,994,292
69	Kenneth M Abramowitz	RE/MAX Town Center	41	\$17,022,870	40.5	\$19,601,040	81.5	\$36,623,912
70	Bradley J Rozansky	Long & Foster Real Estate, Inc.	30	\$32,256,480	5	\$4,324,900	35	\$36,581,380
71	Jane Fairweather	Long & Foster Real Estate, Inc.	28	\$25,147,750	12	\$11,158,750	40	\$36,306,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Maxwell E Rabin	TTR Sotheby's International Realty	16	\$20,238,000	14.5	\$15,797,800	30.5	\$36,035,800
73	Carolyn N Sappenfield	RE/MAX Realty Services	20	\$19,043,000	17	\$16,800,000	37	\$35,843,000
74	Elizabeth M Lavette	Washington Fine Properties, LLC	7.5	\$13,893,500	8	\$21,854,220	15.5	\$35,747,720
75	Victor R Llewellyn	Long & Foster Real Estate, Inc.	31.5	\$16,496,600	36	\$19,062,850	67.5	\$35,559,448
76	Eric Murtagh	Long & Foster Real Estate, Inc.	16	\$32,210,000	2	\$3,307,000	18	\$35,517,000
77	Roby C Thompson III	Long & Foster Real Estate, Inc.	25	\$21,581,450	14	\$13,849,191	39	\$35,430,640
78	Robert A Sanders	TTR Sotheby's International Realty	29	\$27,050,676	9.5	\$8,086,850	38.5	\$35,137,524
79	Tamara E Kucik	Tower Hill Realty	49	\$27,403,200	11.5	\$7,563,000	60.5	\$34,966,200
80	Pennye Green	Long & Foster Real Estate, Inc.	88	\$34,742,952	0.5	\$195,000	88.5	\$34,937,952
81	Kimberly A Casey	Washington Fine Properties ,LLC	18.5	\$23,084,030	4	\$11,795,000	22.5	\$34,879,032
82	Christopher S Burns	TTR Sotheby's International Realty	43	\$26,376,538	14	\$8,307,798	57	\$34,684,336
83	Gail E Nyman	RE/MAX United Real Estate	59	\$29,857,354	10.5	\$4,727,350	69.5	\$34,584,704
84	Norman S Domingo	XRealty.NET LLC	70	\$34,536,652	0	\$0	70	\$34,536,652
85	Marin Hagen	Coldwell Banker Residential Brokerage	9.5	\$13,763,500	14.5	\$20,693,000	24	\$34,456,500
86	Rebecca Weiner	Compass	16	\$11,377,250	27	\$22,775,740	43	\$34,152,988
87	Lauren E Davis	TTR Sotheby's International Realty	14.5	\$16,478,500	13.5	\$17,508,000	28	\$33,986,500
88	Sarah Jacobs	Washington Fine Properties, LLC	5	\$20,095,000	5	\$13,407,500	10	\$33,502,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Carl G Becker	Premier Properties, LLC	8	\$17,980,000	9	\$15,508,000	17	\$33,488,000
90	Michael B Aubrey	Compass	19	\$15,380,100	18	\$17,871,618	37	\$33,251,718
91	Lisa R Stransky Brown	Washington Fine Properties, LLC	25.5	\$24,460,510	11	\$8,758,500	36.5	\$33,219,010
92	Harrison I Beacher	Keller Williams Capital Properties	21.5	\$11,121,224	31	\$22,095,316	52.5	\$33,216,542
93	Patricia G Mills	Charis Realty Group	62.5	\$24,132,726	30.5	\$8,762,097	93	\$32,894,822
94	Thomas Lindsay Reishman	Compass	35	\$28,025,000	5	\$4,835,000	40	\$32,860,000
95	Koki Waribo Adasi	Compass	34.5	\$20,418,520	11	\$12,410,000	45.5	\$32,828,520
96	Corey C Burr	TTR Sotheby's International Realty	16	\$21,662,000	10	\$10,704,600	26	\$32,366,600
97	Bryan Kerrigan	Redfin Corp	63	\$29,421,400	4	\$2,661,000	67	\$32,082,400
98	Long T Ngo	Redfin Corp	5	\$1,968,499	57	\$29,982,268	62	\$31,950,768
99	Katie R Nicholson	Coldwell Banker Residential Brokerage	38	\$22,367,200	18.5	\$9,417,624	56.5	\$31,784,824
100	Robert G Carter	Compass	9	\$6,558,500	32	\$25,182,874	41	\$31,741,374
101	Elizabeth J D'Angio	Washington Fine Properties, LLC	6	\$12,689,250	7.5	\$18,880,000	13.5	\$31,569,250
102	Todd A Vassar	Compass	15.5	\$12,493,700	22.5	\$18,800,750	38	\$31,294,450
103	Wentong Chen	Libra Realty LLC	23	\$17,066,490	17	\$14,055,000	40	\$31,121,490
104	Nancy S Itteilag	Washington Fine Properties, LLC	16	\$26,723,000	2.5	\$4,372,500	18.5	\$31,095,500
105	Cheryl R Leahy	Long & Foster Real Estate, Inc.	18.5	\$20,681,520	10	\$9,952,000	28.5	\$30,633,520

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Kenneth A Grant	RE/MAX Plus	24	\$10,157,950	53	\$20,363,334	77	\$30,521,284
107	Keith James	Keller Williams Capital Properties	7.5	\$2,488,827	65	\$27,788,324	72.5	\$30,277,150
108	Melinda L Estridge	Long & Foster Real Estate, Inc.	19	\$17,209,380	23	\$13,044,300	42	\$30,253,680
109	Traudel Lange	Compass	13	\$16,901,500	11	\$13,231,950	24	\$30,133,450
110	Sina Mollaani	The ONE Street Company	13.5	\$6,861,927	29	\$23,237,280	42.5	\$30,099,208
111	Lisa C Sabelhaus	RE/MAX Town Center	37.5	\$17,132,376	27.5	\$12,958,130	65	\$30,090,506
112	Farrah E Fuchs	Redfin Corp	69	\$25,937,164	9	\$3,992,000	78	\$29,929,164
113	Mitchell J Toland Jr.	Redfin Corp	65	\$20,465,044	25	\$9,433,835	90	\$29,898,880
114	Edward Slavis	S&G Realty	30	\$18,290,564	15	\$11,434,500	45	\$29,725,064
115	Casey C Aboulafia	Compass	13	\$9,953,045	23.5	\$19,759,108	36.5	\$29,712,152
116	Kathleen A King	Washington Fine Properties, LLC	9.5	\$11,596,320	13	\$18,114,000	22.5	\$29,710,320
117	Thomas S Buerger	Compass	26	\$15,687,648	19	\$14,009,100	45	\$29,696,748
118	Tina C Cheung	EXP Realty, LLC	12	\$4,764,000	50.5	\$24,741,076	62.5	\$29,505,076
119	Ginette R. Winston	Winston Real Estate, Inc.	21	\$17,778,000	12	\$11,609,000	33	\$29,387,000
120	Andres A Serafini	RLAH Real Estate	13.5	\$11,042,500	31.5	\$18,225,822	45	\$29,268,322
121	Joan Cromwell	McEneaney Associates, Inc.	16	\$14,390,528	15	\$14,810,229	31	\$29,200,756
122	Alecia R Scott	Long & Foster Real Estate, Inc.	39.5	\$19,185,420	17	\$9,653,300	56.5	\$28,838,720
123	Carmen C Fontecilla	Compass	27.5	\$13,427,350	30	\$15,248,950	57.5	\$28,676,300
124	Pamela B Wye	Compass	9	\$8,957,110	17	\$19,501,124	26	\$28,458,236
125	Annabel D Burch-Murton	Compass	17	\$15,931,500	11	\$12,431,500	28	\$28,363,000
126	William Fastow	TTR Sotheby's International Realty	10	\$11,511,500	10	\$16,799,000	20	\$28,310,500
127	John T Kirk	Tower Hill Realty	42	\$26,489,968	2.5	\$1,707,500	44.5	\$28,197,468
128	Anne-Marie R Finnell	TTR Sotheby's International Realty	11.5	\$13,396,050	9.5	\$14,748,950	21	\$28,145,000
129	Mansour F Abu-Rahmeh	Compass	13.5	\$8,034,096	19.5	\$20,092,376	33	\$28,126,470
130	Marshall Carey	Redfin Corp	46	\$26,212,576	2.5	\$1,889,900	48.5	\$28,102,476
131	Seth S Turner	Compass	18	\$12,232,116	23.5	\$15,845,200	41.5	\$28,077,316
132	Elaine S. Koch	Long & Foster Real Estate, Inc.	29	\$19,017,600	13	\$8,939,900	42	\$27,957,500
133	Brittany Allison	Compass	14	\$12,080,650	19	\$15,790,500	33	\$27,871,150
134	Monica Bryant	Redfin Corp	66	\$25,853,680	4	\$1,876,500	70	\$27,730,180
135	James E Brown	Turning Point Real Estate	28.5	\$16,032,500	23	\$11,682,870	51.5	\$27,715,370
136	Thomas K Paolini	Redfin Corp	17	\$11,070,000	23	\$16,577,400	40	\$27,647,400
137	Lisa Tucker	Redfin Corp	31	\$16,856,930	15	\$10,686,400	46	\$27,543,330
138	Ross A Vann	Compass	8.5	\$10,372,410	15	\$17,165,400	23.5	\$27,537,810
139	D'Ann K Lanning	Compass	48.5	\$26,606,924	2.5	\$925,000	51	\$27,531,924
140	Judy G Cranford	Cranford & Associates	13.5	\$8,237,401	21	\$19,275,000	34.5	\$27,512,400
141	Eva M Davis	Compass	9.5	\$6,588,400	20	\$20,856,290	29.5	\$27,444,690
142	Adewemimo D Collins	Redfin Corp	68	\$26,891,100	1	\$533,140	69	\$27,424,240

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Charles Dudley	Compass	14.5	\$9,237,300	26	\$18,023,700	40.5	\$27,261,000
144	Andrew K Goodman	Goodman Realtors	34	\$16,560,428	17	\$10,630,750	51	\$27,191,178
145	Richard Michael Morrison	Redfin Corp	2	\$1,165,000	41	\$25,845,598	43	\$27,010,598
146	Alan Chargin	Keller Williams Capital Properties	6	\$4,064,750	36	\$22,658,050	42	\$26,722,800
147	Rong Ma	Libra Realty LLC	6	\$4,592,000	28	\$22,052,900	34	\$26,644,900
148	Robert Crawford	Washington Fine Properties, LLC	19	\$15,261,169	11.5	\$11,165,499	30.5	\$26,426,668
149	Leslie B White	Redfin Corp	0	\$0	35	\$26,268,800	35	\$26,268,800
150	Rex Thomas	Samson Properties	6.5	\$2,995,950	43	\$23,182,484	49.5	\$26,178,434
151	Michael J Muren	Long & Foster Real Estate, Inc.	45	\$17,435,174	22	\$8,665,593	67	\$26,100,768
152	Katri I Hunter	Compass	11.5	\$6,359,620	29.5	\$19,685,850	41	\$26,045,470
153	John Coleman	RLAH Real Estate	10	\$5,783,000	30	\$20,251,044	40	\$26,034,044
154	Anna D Mackler	Long & Foster Real Estate, Inc.	10	\$8,246,700	23.5	\$17,659,250	33.5	\$25,905,950
155	Daniel B Register IV	Northrop Realty, A Long & Foster Company	108.5	\$24,164,618	5	\$1,553,500	113.5	\$25,718,118
156	Kimberly M Dixon	Redfin Corp	48	\$22,413,650	7	\$3,273,989	55	\$25,687,640
157	Stacy M Allwein	Century 21 Redwood Realty	33.5	\$10,258,840	49.5	\$15,273,033	83	\$25,531,872
158	Andrew Essreg	RLAH Real Estate	7	\$4,399,250	36	\$21,120,396	43	\$25,519,646
159	David DeSantis	TTR Sotheby's International Realty	8.5	\$9,808,138	12	\$15,656,000	20.5	\$25,464,138
160	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	24	\$8,332,330	54.5	\$16,998,326	78.5	\$25,330,656
161	Melissa G Bernstein	RLAH Real Estate	17	\$15,085,000	14	\$10,115,500	31	\$25,200,500
162	Robert J Krop	RE/MAX Plus	36.5	\$12,854,494	40.5	\$12,223,437	77	\$25,077,931

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Meredith M Fogle	Old Line Properties	28.5	\$18,685,600	9.5	\$6,297,999	38	\$24,983,598
164	Jennifer T Chow	Long & Foster Real Estate, Inc.	16.5	\$15,588,799	9.5	\$9,334,999	26	\$24,923,798
165	Matthew C Patterson	Redfin Corp	26	\$10,709,337	29	\$14,193,180	55	\$24,902,516
166	Eric Steinhoff	EXP Realty, LLC	41.5	\$20,511,900	7	\$4,370,000	48.5	\$24,881,900
167	Loic C Pritchett	TTR Sotheby's International Realty	10	\$8,493,000	15.5	\$16,356,000	25.5	\$24,849,000
168	Joseph Himali	RLAH Real Estate	7.5	\$6,919,750	17	\$17,890,400	24.5	\$24,810,150
169	Shierra Houston	XRealty.NET LLC	62	\$24,749,100	0	\$0	62	\$24,749,100
170	Lee Murphy	Washington Fine Properties, LLC	6	\$6,936,400	15	\$17,754,900	21	\$24,691,300
171	Amanda M Lasko	Redfin Corp	36.5	\$20,504,412	6	\$4,164,900	42.5	\$24,669,312
172	Anthony Mason	Keller Williams Capital Properties	38	\$20,616,450	8	\$3,876,265	46	\$24,492,716
173	Jubril O Wilson	Bennett Realty Solutions	41.5	\$18,731,252	12	\$5,669,930	53.5	\$24,401,182
174	Daniel J Whitacre	Colony Realty	45	\$14,225,400	32	\$10,133,800	77	\$24,359,200
175	Aya Netanel	Magnolia Realty LLC	1	\$414,000	30	\$23,918,476	31	\$24,332,476
176	Thomas A Keane	Washington Fine Properties, LLC	8	\$14,926,500	7.5	\$9,117,500	15.5	\$24,044,000
177	Justin Tanner	RE/MAX Allegiance	15	\$12,836,150	14	\$11,170,500	29	\$24,006,650
178	Charles P Gilroy	Redfin Corp	44	\$20,637,024	4	\$2,985,000	48	\$23,622,024
179	Eric M Broermann	Compass	16	\$12,317,306	13.5	\$11,299,495	29.5	\$23,616,800

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Nov. 30, 2020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Marjorie R Dick Stuart	Coldwell Banker Residential Brokerage	11	\$14,274,000	9	\$9,334,750	20	\$23,608,750
181	Kimberly N Fallin	Redfin Corp	40	\$20,334,700	4	\$3,206,900	44	\$23,541,600
182	John M Barry Jr.	Compass	19	\$14,582,998	9	\$8,846,500	28	\$23,429,498
183	Kyle Meeks	TTR Sotheby's International Realty	7	\$5,234,900	19	\$18,184,300	26	\$23,419,200
184	Matthew U Dubbaneh	The ONE Street Company	7	\$4,022,000	38	\$19,381,200	45	\$23,403,200
185	Joshua D Ross	RE/MAX Realty Services	11	\$9,224,400	19.5	\$14,136,900	30.5	\$23,361,300
186	William T Gossett	Washington Fine Properties, LLC	11	\$18,072,500	4	\$5,285,000	15	\$23,357,500
187	Jennifer K Knoll	Compass	8	\$10,539,000	10	\$12,666,500	18	\$23,205,500
188	Nicole Roeberg	Redfin Corp	5.5	\$3,402,000	31	\$19,737,272	36.5	\$23,139,272
189	Marc Bertinelli	Washington Fine Properties, LLC	8.5	\$10,860,761	8.5	\$12,164,250	17	\$23,025,012
190	Amalia B Morales Garicoits	RLAH Real Estate	4.5	\$3,365,000	26	\$19,619,600	30.5	\$22,984,600
191	Leslie C Friedson	Compass	17	\$12,636,250	11.5	\$10,299,750	28.5	\$22,936,000
192	Andrew J Hopley	Keller Williams Realty Centre	35.5	\$13,825,375	19	\$9,017,000	54.5	\$22,842,376
193	Daniel M Schuler	Compass	15	\$9,933,832	18	\$12,883,470	33	\$22,817,302
194	Stephen G Carpenter-Israel	Buyers Edge Co., Inc.	0	\$0	19	\$22,813,500	19	\$22,813,500
195	John L Lesniewski	RE/MAX United Real Estate	42.5	\$17,341,952	11	\$5,252,540	53.5	\$22,594,492
196	Gloria Rose Ott	TTR Sotheby's International Realty	6.5	\$5,777,950	2	\$16,715,000	8.5	\$22,492,950
197	Michael J Alderfer	Redfin Corp	4.5	\$2,991,000	25	\$19,482,208	29.5	\$22,473,208
198	Maribelle S Dizon	Redfin Corp	14.5	\$7,523,996	30	\$14,837,795	44.5	\$22,361,792
199	Brian O Hora	Compass	8.5	\$6,493,687	17	\$15,720,300	25.5	\$22,213,986
200	Daniel W Hozhabri	Keller Williams Realty Centre	44.5	\$15,726,134	18	\$6,481,045	62.5	\$22,207,180

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Ruby A Styslinger	Redfin Corp	7	\$3,475,000	30	\$18,717,500	37	\$22,192,500
202	Cameron H McFadden	Compass	10	\$19,809,000	1	\$2,375,000	11	\$22,184,000
203	Delilah D Dane	Redfin Corp	35.5	\$18,232,752	7	\$3,919,500	42.5	\$22,152,252
204	Joseph M Poduslo	TTR Sotheby's International Realty	14	\$11,952,500	9.5	\$10,025,295	23.5	\$21,977,796
205	Ethan F Drath	Washington Fine Properties, LLC	4.5	\$6,160,000	13	\$15,772,750	17.5	\$21,932,750
206	Elysia L Casaday	Compass	10	\$7,925,000	16	\$13,947,200	26	\$21,872,200
207	Adam Gelb	Long & Foster Real Estate, Inc.	12	\$13,994,500	8.5	\$7,863,500	20.5	\$21,858,000
208	Jacqueline T Appel	Washington Fine Properties, LLC	5	\$5,386,000	8	\$16,445,500	13	\$21,831,500
209	Lee E Arrowood	TTR Sotheby's International Realty	4	\$10,360,500	5	\$11,459,020	9	\$21,819,520
210	Jeffrey E Sachse	TTR Sotheby's International Realty	7	\$8,469,000	14.5	\$13,220,000	21.5	\$21,689,000
211	Lisa J Plushnick	RE/MAX Realty Group	10.5	\$7,793,800	15	\$13,812,000	25.5	\$21,605,800
212	Mark Mlakar	M Squared Real Estate LLC	31	\$21,005,600	1	\$490,000	32	\$21,495,600
213	Daniel F Metcalf	Long & Foster Real Estate, Inc.	31	\$20,180,190	2	\$1,310,000	33	\$21,490,190
214	Sean M Der	Alpha Realty, LLC.	10	\$3,489,900	32	\$17,984,184	42	\$21,474,084
215	Cheryl A Kurss	Compass	7.5	\$7,213,000	10	\$14,208,000	17.5	\$21,421,000
216	Mynor R Herrera	Keller Williams Capital Properties	26.5	\$13,097,750	20	\$8,291,825	46.5	\$21,389,576
217	Jill C Coleman	RE/MAX Realty Centre, Inc.	33	\$14,030,390	15	\$7,358,880	48	\$21,389,270

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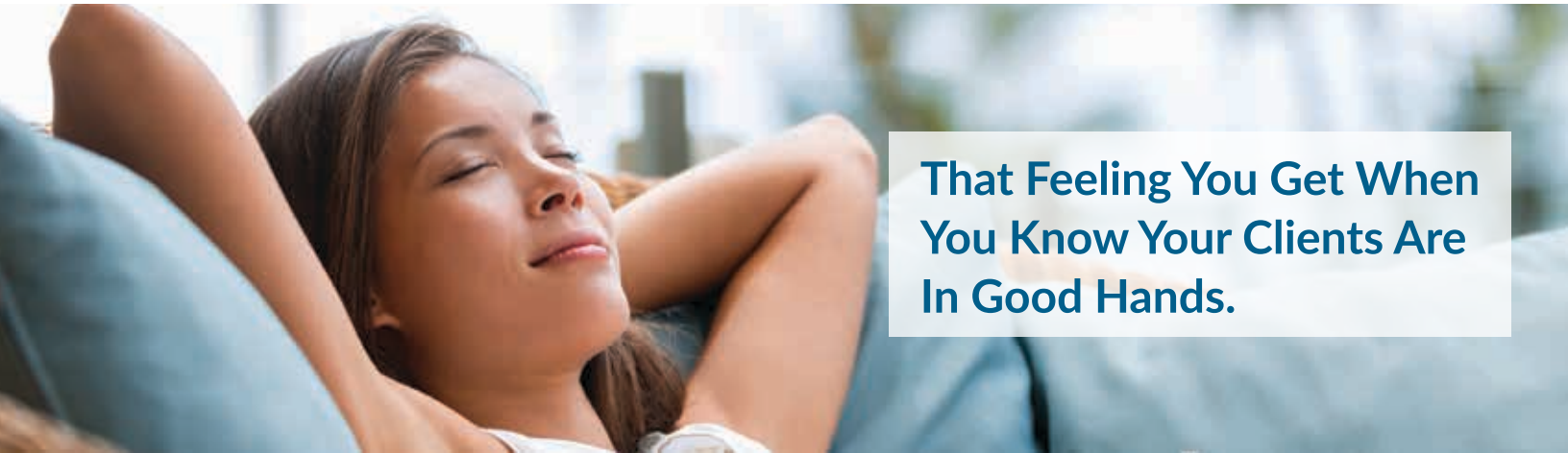
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