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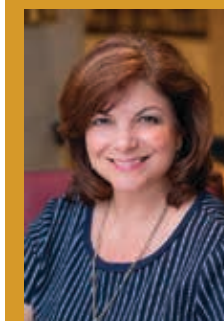


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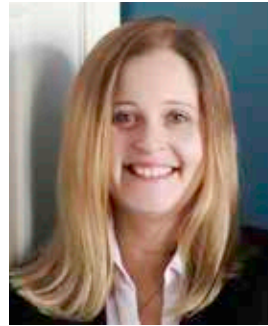
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▶▶ publisher's note

**HAPPY  
INDEPENDENCE  
DAY!**

Dear Real Producers,

When thinking about Independence and our country this morning, I pondered the lens with which we choose to look at the world. Do we choose to be grateful for all the sacrifices of those who went before us and realize there is always room to grow and evolve? Do we look through the lens of the acts of violence and hatred committed this past year? Living in this area of D.C. Metro and Northern Virginia, we feel the pulse of our country more poignantly, perhaps, than anywhere else.

I personally choose to see through a lens of kindness and growth. We are fortunate and always have room to evolve... together. Our country, not unlike many others, was born of people who had higher standards and expectations for themselves and their children. They then fought for the ability to achieve those standards. Nothing great was ever a walk in the park. I believe our Real Producers can relate to that! High achievers are born from higher standards.

Our community is bursting with robust diversity and collective wisdom. As a melting pot of the world, we have the opportunity, here, to learn from each other on a scale I only dreamed of in my one-stoplight town in the midwest. I love my hometown, but dreamed of a place where diversity was commonplace and no one thinks twice about the color of anyone's skin, a person's sexual orientation, religion, or country of origin. We are all human and on this journey together.

I'm personally proud to be on this great journey with our *Real Producers* community. Thank you for your diverse gifts and the wisdom you bring to our group.

With love,



**Kristin Brindley**  
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P.S. We will see you soon, on July 22nd, for our next big event!

P.P.S. Check out our photos of our May Mixer event celebrating our 2020 '40 Under 40' agents on page 50!!



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# What are your favorite podcasts?



**LEXY BROUSSARD**  
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- Our very own podcast — *ProTalk with ProTec!*
- *The Joe Rogan Experience*
- *The Doctor's Pharmacy*
- *EntreLeadership*



**DONNA SEEKER**  
Donofrio & Associates

Some of my favorite podcasts are as follows:

- *Unlocking Us*, with Brené Brown
- *Inspection Pro Joe*, with Joey Donofrio!
- *Conversations from the Heart*, with Rachel Brathen
- *Next Question*, with Katie Couric
- *Everyday Wellness*, with Cynthia Thurlow
- *This American Life* (NPR).



**EBONEESE THOMPSON**  
Thompson Premier Homes Group

My two favorite podcasts are:

- *Mindset Mentor*, with Rob Dial. I love a lot about this podcast. It helps me to focus on the real distraction to my success — my mindset.
- *Pivot*, with Kara Swisher and Scott Gal- loway. This podcast teaches me how to be successful with my money like some of the world's wealthiest people.



**PEGGY MAGNANELLI**  
RE/MAX Results

*The Brian Buffini Show.*



**JOVAN VIDULOVIC**  
Keller Williams Realty

I like Bill Simmons' podcast (I'm a huge sports fan) and love to listen to Brené Brown. I'm a huge fan of her work about vulnerability and authenticity.



**DAN CUMBERLAND**  
Moyer & Sons Moving & Storage

I use podcasts for many things. Recently, my "get away from it all" podcast is *The Cult of Colt*, on Hogs Haven — two fans talking about the Washington Football Team and drinking some beer. I love it!



**MARYANNE FIORITA**  
Long and Foster Real Estate

Guy Raz, *How I Built This*. My favorite podcast is his interview with James Dyson, the creator of the Dyson vacuum and other great products.



**STACY ALLWEIN**  
ALLWEIN Team at Century 21 Redwood

Brian Buffini and Tom Ferry are my "must-listen-to" podcasts. Similar, but different perspectives. Never miss them. Love the people they bring on to share ideas, messages, and facts.

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# MASTER THE MEDIA

Are Your Evergreen Media Pitches Ready to Go?

By Christina Daves



What's an evergreen media pitch? An evergreen topic is something that never changes. It's something you can pitch year after year. It doesn't change based on current events. It's just a topic that is always relevant at a certain time.

Examples of evergreen topics in real estate include: Spring Market, best-bang-for-your-buck upgrades before selling, selling before school starts, and backyard amenities (should you do the outdoor kitchen?).

Seasonal topics could include: Swimming pool — does it help or hurt the home's value? Should you list your house over the holidays? What should you do to your home for the best curb appeal in spring? Summer? Fall? Winter? Think about real estate-related topics that have to do with seasonality.

Another evergreen topic is holidays. This includes traditional holidays that don't change, and then non-traditional

holidays, like National Neighbors Day, Fair Housing Month, Lawn and Garden Month, Vacation Rental Month, and Roof Over Your Head Day. These are all real estate topics you can pitch to the media year after year.

Go through a calendar and put these pitching ideas into your annual calendar. Having this list of media pitches ready to go will make the pitching process so much easier. Set alerts in your calendar allowing you enough time to pitch: two weeks for local media, two months for regional publications, and four months for national publications.

Take the time in between to make sure you have the right journalist to pitch your story to. Once you have all the tools in place, you should be able to pitch the media at least once per month with an evergreen story and additionally throughout the year on trending stories, hot news, or real estate-related studies that are released.

Landing in the media allows tens of thousands, hundreds of thousands, even millions of people to learn about your real estate business. It also positions you as an instant expert in real estate, and people love to work with the "famous" agent. Start building your evergreen media calendar now so this can be you!



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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 [ChatWithChristina.com](http://ChatWithChristina.com), and learn more about her at [ChristinaDaves.com](http://ChristinaDaves.com).

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words by wade  
By Wade Vander Molen

# The Benefits of Having a **WEBSITE INTRODUCTION VIDEO**

## **YOU KNOW WHAT GETS REALLY OLD AND FRUSTRATING?**

Meeting someone in a business situation and having to explain to them “what” you do and “why” they should work with you (your entire value proposition). It’s kind of like dating, where you meet someone and have to tell him or her where you are from and your likes/dislikes, etc. After a while, telling the same story gets really old. Wouldn’t it be nice if your clients and prospects just knew this information in advance so you can just get to the good part...doing business together? This can be accomplished by creating a website introduction video. You may notice these types of videos are not prominent, as most REALTORS® have company websites, cookie-cutter websites, or, perhaps, none at all. This exact reason is why you should create one of these videos.

## **Do Your Prospects a Favor**

Do them a big favor and let your audience get to know you up front. Let your prospects know who you are and what you are about—what makes you valuable to them. The main goal is to get your ideal client and prospects onto your website and to keep them there. These website introduction videos will do just that. Another reason you should consider adding a video to the front of your website is because your competitors will likely

not do it. We know video is one of the best ways to convey a message to a target audience. More eyes to you and your business usually means more opportunities at clients.

## **Does the Video Need to Be Professional?**

It depends on your personal preference and how you want people to see you. I would recommend, at minimum, the video be high quality and have great audio. If people have a hard time hearing or understanding you, they will click off pretty fast. The video doesn’t have to be professionally done but you do want it to reflect the best version of who you are. I look at a website introduction video as an investment in your business. Do you pay for other things in your business that have far less value? If this is the first thing people see when they land on your website, then what would you want that to look like?

The other added benefit is this video can be housed on YouTube, which is the second-most visited website in the world. Having your website introduction video in two places for even more visibility is very important. In 2021, it’s a competition for eyeballs, and knowing how to capture those eyes will provide you a leg up for future clients and referrals.

## **Getting Over the Fear**

Many Realtors have a fear of being on camera. The camera is your friend, and the gateway to far more visibility for your real estate business. Whatever anxieties you may have, I would leave them at the door because for every person not willing to take the leap and expand their real estate marketing there is a hungry up-and-comer who will. Take that leap and create a website introduction video so people can meet and learn about you before you ever meet them.



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).



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# How to Create a CONSISTENT MARKETING PLAN for Your Business

Navigating the world of marketing can feel overwhelming. With such a wide range of options, it can be hard to know where to focus your time, energy, and resources.

Take a look at some of these tips to help guide your marketing efforts.

## 1. Identify your target market and clients.

Before you begin creating a marketing plan, determine who you want to reach. Without a target audience, your marketing won't be as effective.

Your target market could be:

- A specific neighborhood
- People who live in certain types of homes
- First-time homeowners
- People looking to buy more property to expand their portfolio

## 2. Determine your budget.

Your budget needs to allow you to spend enough money that you can send professional and effective marketing materials to a broad enough audience, but not so large that your ROI isn't practical.

When determining your budget, you should also consider how much time you have available in your schedule. In addition to your personal and professional schedule, be sure to prepare your campaigns with enough time for them to be produced and sent to your clients!

Your marketing efforts will take time, and you want to be sure you can complete your marketing campaigns.

## 3. Identify how to reach your target market.

There are many ways to advertise to

your potential clients. Direct-mail marketing is a familiar and effective option. You can also reach potential clients on social media, through digital advertising, and by email. It's best to design marketing campaigns that use a few different methods, allowing you to reach people frequently and on multiple platforms.

## 4. Find your voice.

Figure out what voice you want to use in your marketing campaigns. When creating a marketing strategy, many professionals choose to create content that is familiar and conversational. Content that is accessible and relatable will encourage your potential clients to interact with it and reach out to you.

## 5. Set up a marketing schedule.

Once you've determined your target audience, budget, voice, and how you want to reach your clients, start filling in a calendar with your proposed communication strategy. Look into automating your marketing by scheduling it in advance or using templates to make designing your direct-mail pieces and social media posts less time-consuming. Think about how frequently your clients need to be reached.

Depending on how frequently you want to reach your clients, an automated direct-mail marketing campaign program can help you do that! Taking time to set up your marketing every few months can help save you time later.



Todd Lebowitz is CEO and Owner at My Marketing Matters, which he runs with his business partner Ram Devaguptapu.

Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.

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# Golden Nuggets



WORDS OF WISDOM FROM THIS MONTH'S FEATURES



**EVAN JOHNSON & THOMAS BAUER**  
Compass

"Don't stop learning, reading and collaborating with a great seasoned mentor in real estate. If you are not part of a team, consider coaching with a national coach that specializes in real estate. Surround yourself with people who inspire you."

"Collaborate with colleagues without ego. We all realize the top 500 agents/teams continue to work with each other over and over. Professionalism is worth its weight in gold!"



**CYNTHIA VOID**  
HWA Home Warranty

"Happy clients will generate more client referrals to help you grow your business."

"I am looking forward to building relationships for life."



**SAM PERRY**  
Perry Moving & Storage

"You cannot survive, much less thrive, if people do not perceive you are delivering on your promises in every business relationship."

Favorite Quote: "The purpose of a business is to create a customer who creates customers." —Shiv Singh



**EMILY ATTWOOD**  
RLAH Real Estate

"Don't pay attention to what everyone else is doing. Find your thing and stick to it consistently. It might be hard to build up the momentum but once you do you'll be happy you never gave up!"

Favorite Quote: "She remembered who she was and the game changed."  
—Kennedy Ryan



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# CYNTHIA VOID

HWA HOME WARRANTY

## GIVING HER ALL

Perhaps the story that best exemplifies Cynthia Void's true nature comes from how, when she was a little girl, her mother gave her and her sister some candy one day. Now, Cynthia had a very strict and sheltered childhood, so candy was something very special, especially as a kid. Needless to say, when the neighborhood kids saw the loot that she and her sister had, they wanted some. While her sister withheld, Cynthia proceeded to give away each piece until she had no more.

"My mother saw what I did and gave me more candy after, so it wasn't all lost," Cynthia explains.

But that's who Cynthia is—tender-hearted, giving ... drawing her happiness from making others happy first. Combine that with a stellar work

ethic and you have something truly special. And that's what separates HWA Home Warranty of America from others; they have Cynthia on their team.

Much of Cynthia's principles stem from her childhood. She always looked up to her grandfather—a community leader, fisherman, and truck driver, who taught Cynthia the importance of saving money, being fair with people, and letting your word mean something.

"He also taught me how to make the best pancakes in the world," Cynthia adds.

Cynthia went to a vocational technical high school located in Maryland, where she was recruited by The



Cynthia's husband, Harry Void, owns and operates QMAX Cleaning, LLC.

Kirby Company to sell Kirby vacuums door-to-door right out of high school. "I didn't know anything about sales,



...

but they took me under their wing,” Cynthia says. “That’s why I relate to real estate agents; I understand the hustle—going door-to-door, cold calling. Selling someone a \$1,200 cleaning system they weren’t planning on buying when they woke up that day is not easy.”

Cynthia excelled at Kirby Company for nearly 20 years. As a salesperson, she won all the vacation prizes and took a trip each quarter. She worked her way through the ranks and became the first female African American to become a factory distributor.

Not given much support as a factory distributor, Cynthia had to hire and train each one of her employees and worked with them in the field every day. She worked seven days a week and built one of the most successful factory distributorships for the company. She worked so hard that one day, while in the field, she passed out, and woke up in the emergency room.

“My doctor was not happy with me,” says Cynthia. “He basically told me I needed to make a lifestyle change.”

Luckily for Cynthia, her reputation preceded her and she was offered a job at Yellow Pages by Yvonne Lee, a Yellow Pages manager at the time (but a top-producing REALTOR® today). You see, Cynthia had sold a cleaning system to one of Yvonne’s friends one day — a person who “doesn’t buy anything,” according to Cynthia. The friend was so impressed by Cynthia’s sales ability that she called Yvonne and said she needed to hire her.

Cynthia continued to impress Yvonne at Yellow Pages and they became friends. So, when Yvonne left the company to work at Zillow, thus starting her career in real estate, she referred Cynthia to

HWA Home Warranty of America, after meeting with a representative for the company.

Cynthia started with HWA in 2015. Her team has since become one of the top teams on the East Coast. Since Cynthia’s territory includes D.C. and Maryland, her regional sales manager nicknamed her “Triple M,” for “Money-Making Maryland.”

Outside of work, Cynthia enjoys cooking, painting, coming up with gift ideas, and spending time with family, friends, and her husband, Harry Void, who owns and operates his own cleaning company, QMAX Cleaning, LLC.

*To get Cynthia on your team when it comes to home warranties, give her a call at 443-817-3147, email [cynthia.jones@hwahomewarranty.com](mailto:cynthia.jones@hwahomewarranty.com), or check out [www.hwahomewarranty.com](http://www.hwahomewarranty.com) for more information.*



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Cynthia Void, Account Executive with HWA Home Warranty of America, started with the company in 2015 and her D.C./Maryland team has become one of the top teams on the East Coast.

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Just  
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# Emily Attwood

▶ rising star  
By Chris Menezes  
Photos by Ryan Corvello

## THE POWER OF CREATIVE PERSISTENCE

Emily Attwood, with RLAH Real Estate, is a warrior. After quitting her full-time corporate PR and advertising job in 2019 to enter real estate, she quickly found herself between a rock and hard place.

“I didn’t have much in savings, which forced me to get creative with living,” Emily explains. “I moved out of my apartment, put it up on Airbnb, and lived with friends for four months. I would literally bring my cat to buyer consultations, and I worked several side jobs just to keep everything going. I thought about giving up several times.”

As a single girl with no family in the area, Emily had to make it work. And she did. With a background in advertising, she began focusing on social media, events, and doing open houses to get her name out there. She built a community using social media, where she began connecting and interacting with her base to produce relevant content, and soon, her diligence began to pay off.

“It took me nine months to close a deal, but afterwards, I was able to get into a groove and have fun







Emily Attwood brought her background in advertising, social media, and acting into real estate to make it fun. (Shown with friend and RLAH Real Estate colleague Jordan Parker.)

with my business. For so long, you sit behind your desk, generating and generating and don't see anything, then when it starts coming through, you see the results of everything you've been doing," Emily says.

At the beginning of the pandemic, when the business was becoming insular, Emily realized she was going to need accountability to help stay focused. Her business was growing, as well, and she needed to develop systems to scale and create a bigger footprint. So she got a coach—Ryan Butler, with another brokerage at Keller Williams Capital Properties. Emily flourished in 2020, selling over 20 homes and producing over \$10 million in volume.

"I think what makes me different is that I went into real estate wanting to

make it FUN, using my advertising, social media, and acting background to bring a new perspective to the market. My goal has always been to help people who never thought they could buy or sell real estate. I always want to be approachable, educational, and show my personality in everything that I do," says Emily.

Emily was born and raised in Salt Lake City, Utah. Always the creative, she grew up acting and was a child performer. She wanted to become an actress and even attended art school in San Francisco her first year of college. However, she ultimately decided the acting life was not for her and returned to Salt Lake City, completing college at the University of Utah.

"Through the University of Utah, I received an internship in Washington



Emily Attwood and RLAH colleague Molly Branson are co-listing agents at 560 23rd Place Northeast.

## I am so glad I made this leap into real estate



Emily celebrated hitting \$10 million in sales in 2020.

D.C. for the summer in 2010, and that's when I fell in love with D.C.," Emily explains. "I ended up moving here in 2011, packed up my whole life in a car, and drove across the country after graduating from college."

Emily was working in corporate PR and advertising at a PR agency when she hit corporate burnout in 2018. "I was tired of working so much to feel like I wasn't progressing as much in my career. I was at my 30th birthday and I was miserable, so scared to go back to my job. I had nightmares and anxiety around it and knew something had to change," Emily recalls.

People always told Emily she would be a great REALTOR®. She had started businesses before and had that hustle mentality... She considered it for quite some time.

She never did it, though, because she wasn't sure she wanted to build a new business again. But after feeling extremely stuck and miserable, she decided to enroll in online classes, obtained her license, and started to work her real estate business in 2019.

"Having a background in PR and marketing has made a huge impact on my career in real estate and I wouldn't have my journey any other way," Emily says. "Though it hasn't always been easy and there have been a lot of scary times, I used the fear to push me harder and to never go back to where I was."

"I am so glad I made this leap into real estate," she continues. "Having the opportunity to take time with friends and family when I want is something I have always wanted from

a career. Plus, I can leave a legacy with my business that can be passed to future generations. It has truly been life-changing for me."

In addition to real estate, Emily is an alumni advisor for her sorority, Alpha Chi Omega, which raises funds for charities that help women in domestic abuse relationships. She volunteers regularly at the D.C. food bank and donates to D.C. Central Kitchen as well.

"This year, my professional life has given me the ability to have more freedom to be there for my family, my community, and to be more present for friends and relationships in my life," says Emily. "I couldn't be more grateful."



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"Kasey was so easy to work with and really helped us throughout the home buying process. Everything was also so timely! So happy we went with Kasey!"  
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# PERRY

## MOVING & STORAGE



**PRECEDED BY THEIR REPUTATION**

Brothers Rich Perry (left) and Sam Perry (right), along with Rich's wife Tara, currently run the three-generation family business.



The Perry Family

### ▶ partner spotlight

By Zachary Cohen  
Photos by CM Photography

*"If a client needs anything movable to go from point A to anywhere in the world, we have the people, resources, and expertise to get it done well."*

The Perry family has been engrossed in the moving and storage industry for almost a century. Through three generations, the family has built thriving businesses in a wide array of economic and cultural climates. For the team of Rich, Tara, and Sam Perry, the journey has exceeded many of their dreams.

In 1920, William A. Perry Sr. purchased a freight company just outside New York City. He operated that business through 1962, when his son, William Perry Jr., joined the company. William brought innovative ideas and oversaw the expansion of the business into full-service

interstate moving. As the years passed, the next generation — Rich and Sam — watched and learned. By the 1990s, Nyack Express had been around for almost 70 years. That's when Rich and Sam became the third generation to join the company.

"We really had no choice other than to join the family business," Sam quips. "I'm kind of kidding, but ... Rich and I literally grew up pushing a broom in the warehouse for a few bucks as kids."

Rich and Tara's journey began as freshman sweethearts at the University of Vermont. As a small business major, Rich wrote his business plan for a Boston location of Perry Moving & Storage. After graduating, the couple settled in Boston, where Rich worked for another moving company

in operations and sales. Tara used her master's degree to begin a research career in special education.

Rich still had the burn to run his own company, like his father and grandfather before him. However, his analysis of the Boston market revealed significant challenges. "For a mover, it was a very mature, oversaturated, and provincial environment," Rich explains. "I was young and hungry, but I knew we needed to go somewhere else to be a success. But where?"

At the time, Sam was playing lacrosse at Johns Hopkins University. "Rich was looking for the right place for his idea. He and Tara visited me one weekend and immediately saw the potential of the D.C. market. Plus, he had instant access to cheap, reliable labor ... me."

With two trucks, 80-hour workweeks, and a lot of sweat, the brothers began establishing a reputation in the D.C. metro market.

“I can still picture the tiny office with one desk and a phone in this tiny warehouse,” Tara reflects. “Sam and Rich would kill themselves working all day, then Rich and I would go

home to this dinky apartment. But they were the stepping stones to something bigger.”

Tara was building her own career in the L.E.A.P Program at the prestigious Kennedy-Krieger Institute, but the family business needed her. “They needed some structure and organization, and it ultimately made so

much sense. I remember nursing our oldest while answering the phone for customer service and getting all the documentation in order,” Tara recalls. “It seems crazy now, but it was great because we were together.”

### **Building a Legacy**

Today, Perry Moving & Storage is a full-service, domestic and

international relocation and logistics provider. According to Sam, they are one of the fastest-growing organizations in the region, in both revenue and capacity.

“Our core business is residential moving for private and government/military clients,” Sam explains. “We are also experts in commercial projects and office moving. Essentially, if a client needs anything movable to go from point A to anywhere in the world, we have the people, resources, and expertise to get it done well.”

Perry Moving & Storage’s Express Mobile service can assist with decluttering, staging, and preparing for a move. They drop a secure, weather-proof unit at a customer’s home and leave it on site for storage until they are ready for delivery. “It’s a great suggestion when real estate agents discuss the need to stage a home,” Sam says.

### **It’s All About Trust**

Sam believes that the moving business is all about trust.

“For our partners in the real estate industry, it’s about performing at a superior level for every one of your clients. The biggest win-win for us is making you look great for suggesting Perry Moving & Storage and earning repeat referrals,” Sam says. “We love the quote, ‘The purpose of a business is to create a customer who creates customers.’”

Perry Moving & Storage’s longevity is a testament to their quality, value, and integrity. Companies cannot survive — much less thrive — if clients and partners do not believe they are delivering results. With a 100-year family legacy of excellence and 20 years in the D.C. market, Perry Moving & Storage’s reputation precedes them.

“My family’s name is on our buildings, trucks, and even the boxes in our customers’ homes. So, we take enormous pride in upholding our reputation for superior, ethical performance in every facet of our business,” Rich says.

“We respect and value relationships, and that our performance for your clients will reflect the same qualities that a real estate agent works to demonstrate — trust, compassion, attentiveness, and care,” Sam concludes. “A referral to Perry Moving & Storage is the safest and best recommendation you can make. In a performance and value-driven business, we deliver both ... every day.”

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



Rich and Tara Perry, of Perry Moving & Storage, with their daughters.



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Wardman  
Residential  
of Compass

Evan  
Johnson  
& Thomas  
Bauer

▶▶ cover story

By Zachary Cohen  
Photos by A. Claire Vision Photography

*"Being a leader is not about being the greatest, but inspiring others to be their greatest."*

In an industry that can so often be about sales numbers, awards, and competitive dynamics, Evan Johnson and Tom Bauer have taken an alternative approach. Leaving egos aside isn't just chin music on their team; it's the lifeblood of their culture. And, unsurprisingly, it's working.

# Success Through Collaboration



The Wardman Residential Team (Back Row, left to right: Steve Gaich, Wendy Daywalt, Tom Bauer, Chelsea Owusu, Charles Cornell, Ilyse Filowitz, Daniel Luke Jones; Front Row, left to right: Evan Johnson, Joe Defilippo).



Evan Johnson

In 2020, the Wardman Residential team closed \$77.7 million in business. The sturdy sales numbers are a testament to Evan and Tom’s success, but not the ultimate goal. “It is not about selling as much as helping our clients reach their goals, making the process as seamless as possible, and solving issues as they come up,” Evan says. “Team collaboration is one of our defined core values.”

“Our culture is the exact opposite of egotistical,” Tom adds. “We want people that are here to help each other and collaborate. We don’t pit agents against each other, numbers-wise. We don’t shame agents for sales. Your goals are your goals. That’s our noncompetitive part. If you have agents only concerned about awards, they won’t be team players. One of our core values is to be client-focused. If an agent doesn’t feel so much pressure, they can think more about their clients, they can act in their best interests.”

This team atmosphere leads to another favorable result: working at Wardman Residential is *fun*. Evan and Tom enjoy their work, and they enjoy



Thomas Bauer

the people they have the privilege of working alongside daily.

**Rewind: Beginnings**

Tom is originally from New Orleans, and he’s had the opportunity to live in numerous places, including Hawaii. He spent time in Fairfax County as a kid, then returned to the area to attend George Mason in 1996. After graduation, he decided to stick around and has called the area home ever since.

Evan is from Anchorage, Alaska, and had the unique opportunity to move around the country due to his parents’ careers. Evan landed in Virginia in high school and stayed. “At the time, Tom was working as a teller at the bank, and I was involved in the bank as a client and investor,” Evan explains. “Pre-real estate, I was a general contractor, and one of our jobs was to build out the first branch of the bank, which was where we met.”

The couple met in 2000, and four years later, they got married in British Columbia. At the time, it was the only place in all of the United States and Canada



Evan and Tom met in 2000 and were married four years later in British Columbia, the only place in North America where they were able to marry at that time.



Evan Johnson and Tom Bauer have been working together in real estate for 17 years and are team leads of Wardman Residential of Compass.

•••

where same-sex marriage was legal. “We went to Whistler every year,” Evan explains. “We felt married well before that but couldn’t get the sheet of paper.”

#### The Road to Real Estate

Evan obtained his real estate license in 2000, and Tom joined him in business during the summer of 2004. For Evan, moving from building homes to selling homes was a seamless transition. When Tom had the opportunity to work with his husband and build a more robust real estate team, he jumped on board. The couple has now been working together for 17 years.

“One thing we do well is separate responsibilities and don’t get in each other’s lanes,” Tom says. “That’s crucial. We’ve been doing it so long; it’s second nature.”

All these years later, both Tom and Evan remain passionate about their careers. They are devoted to growing Wardman Residential and supporting their agents.

“Moving from solo agents to team leaders requires a different mindset,” Evan says. “Creating seamless operations includes the best team members, employees, systems and operating procedures.”

“We are always looking for agents who match our core values and desired team collaboration,” Tom adds.

#### Never Stop Learning

Outside of real estate, Tom and Evan stay quite active. They enjoy daily workouts, boating, skiing, woodworking, visiting wineries, and travel. They

continue to visit British Columbia almost yearly, and having a vacation booked gives them the inspiration to keep working hard.

In both their personal and their professional lives, Tom and Evan are committed to learning, growing, and expanding as human beings.

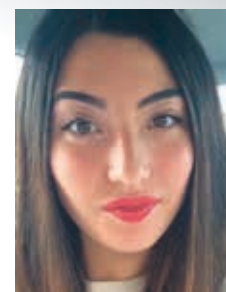
“Professionally, our goal is to be able to expand our team’s presence in the real estate community,” Evan says. “In 2021, we are hoping to bring on additional team members who match our culture.”

“And personally,” Tom adds, “we want to be remembered as positively touching people throughout everyone we meet—for giving back to people as much or more than those who have touched us.”

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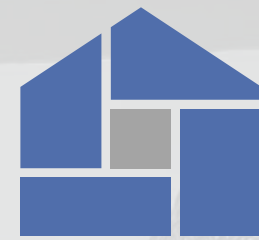


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▶ special events

Photos by **Ryan Corvello** and  
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# 40 UNDER 40 May Mixer

Honoring Our 2020 '40 UNDER 40' Agents

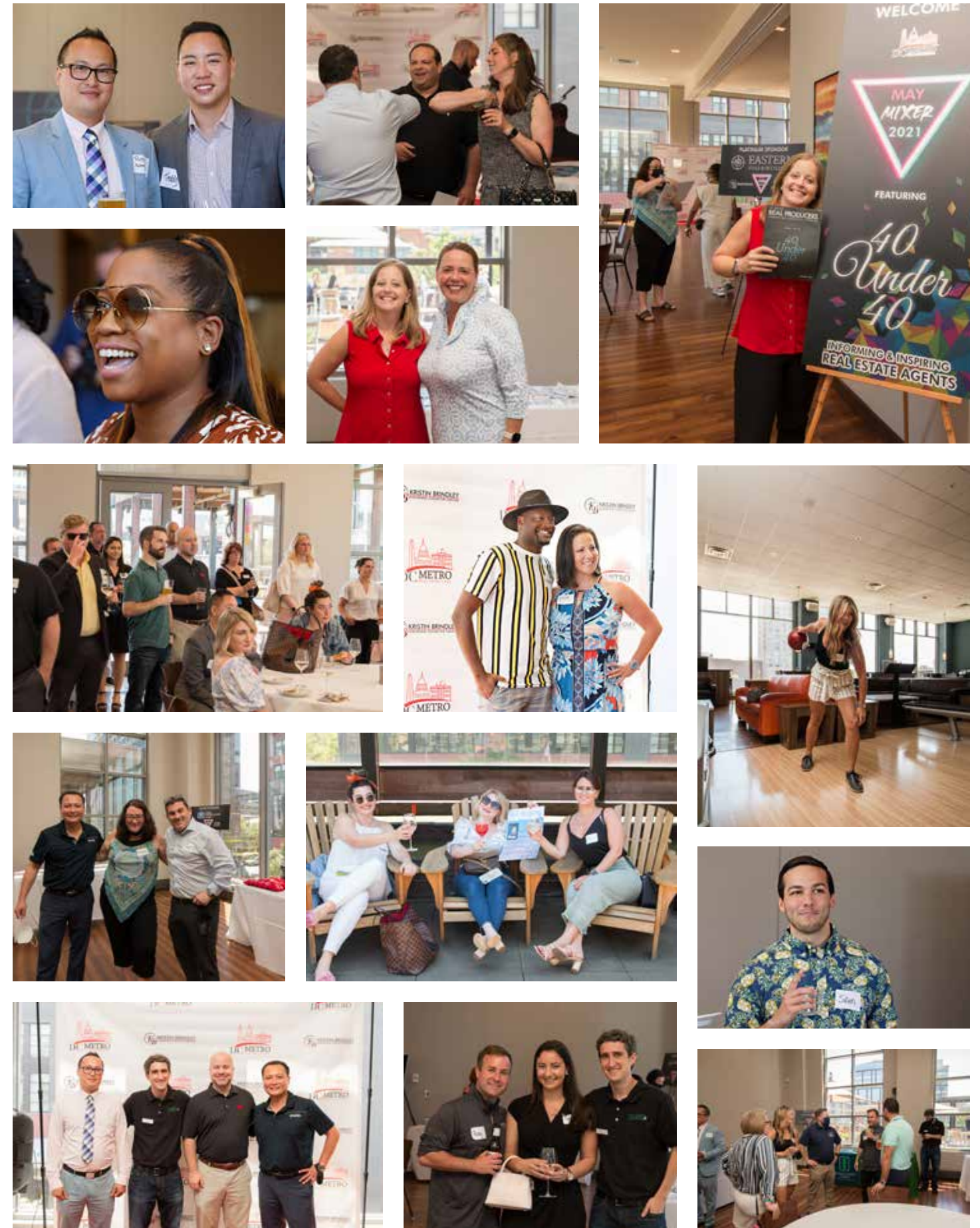
What a fabulous event our May Mixer was! We had an amazing time on May 19, 2021, at Pinstripes in North Bethesda, with fabulous food and great fun. Thank you, from the bottom of our hearts, to DC Metro's Real Producers who showed up and showed out as we honored our **2020 '40 Under 40' rockstars!**

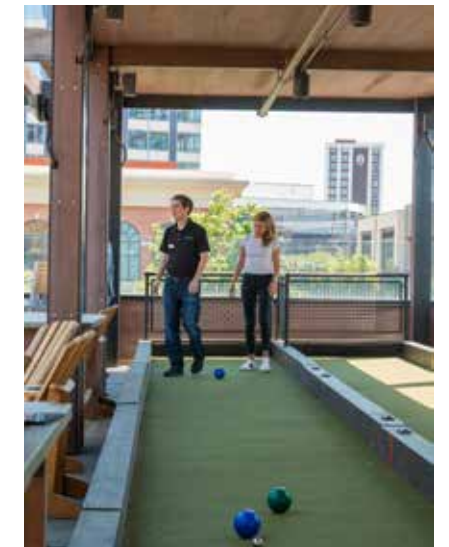
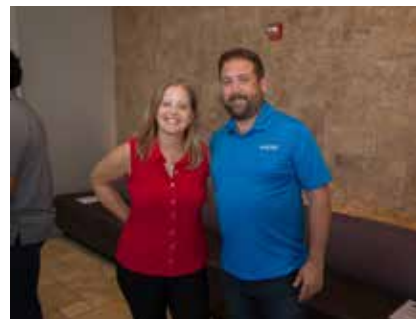
A huge thank-you to our wonderful event sponsors: **Eastern Title & Settlements, Town and Country Movers, Guaranteed Rate, and The Mortgage Link**, as well as our media partners, **HDBros, Ryan Corvello, and Amanda Claire**. You all are amazing, and we couldn't have done it without you!



As always, it was great seeing everyone and connecting again as a community. Our next *Real Producers* event is coming up soon on July 22nd. We hope you'll be able to join us! Please let us know if you haven't received your exclusive invitation.

For more information on all DC Metro *Real Producers* events, please email us at [events@dcmetrorealproducers.com](mailto:events@dcmetrorealproducers.com).





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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	25	\$48,940,816	10	\$27,191,500	35	\$76,132,312
2	Daniel M Heider	TTR Sotheby's International Realty	19	\$36,938,000	15.5	\$27,660,200	34.5	\$64,598,200
3	Jennifer S Smira	Compass	32.5	\$28,708,150	36	\$32,339,674	68.5	\$61,047,824
4	Michael W Rankin	TTR Sotheby's International Realty	10	\$31,291,000	7.5	\$25,475,500	17.5	\$56,766,500
5	Nathan J Guggenheim	Washington Fine Properties, LLC	25.5	\$25,037,400	25	\$27,686,250	50.5	\$52,723,648
6	Brian Wilson	eXp Realty, LLC	62	\$41,214,176	7	\$5,984,512	69	\$47,198,688
7	Wendy I Banner	Long & Foster Real Estate, Inc.	20.5	\$28,834,056	13.5	\$16,919,000	34	\$45,753,056
8	Dana Rice	Compass	20	\$26,612,224	14	\$17,595,350	34	\$44,207,576
9	Trent D Heminger	Compass	49.5	\$34,637,844	10	\$7,980,976	59.5	\$42,618,820
10	Barak Sky	Long & Foster Real Estate, Inc.	26.5	\$20,521,590	30	\$21,487,848	56.5	\$42,009,440
11	Mandy Kaur	Redfin Corp	60	\$33,773,448	15	\$7,243,350	75	\$41,016,796
12	Kara K Sheehan	Washington Fine Properties, LLC	13	\$32,513,000	4.5	\$7,639,500	17.5	\$40,152,500
13	Marc Fleisher	Compass	12.5	\$33,530,328	2.5	\$5,179,000	15	\$38,709,328
14	Carolyn N Sappenfield	RE/MAX Realty Services	19	\$24,132,000	13	\$13,528,000	32	\$37,660,000
15	Anslie C Stokes Milligan	McEneaney Associates, Inc.	12	\$11,394,000	18	\$25,331,250	30	\$36,725,248
16	Cara Pearlman	Compass	8.5	\$10,978,500	13	\$25,077,910	21.5	\$36,056,408
17	Tim Barley	RE/MAX Allegiance	17	\$19,227,640	15.5	\$15,940,140	32.5	\$35,167,780
18	Troyce P Gatewood	Keller Williams Realty Centre	26	\$11,036,400	61	\$23,840,266	87	\$34,876,664
19	Hans L Wydler	Compass	14.5	\$19,636,750	7.5	\$15,222,500	22	\$34,859,248
20	Mark C Lowham	TTR Sotheby's International Realty	3.5	\$14,127,360	4.5	\$20,152,360	8	\$34,279,720
21	Joel S Nelson	Keller Williams Capital Properties	25	\$25,055,890	7.5	\$8,935,000	32.5	\$33,990,888
22	Brent E Jackson	TTR Sotheby's International Realty	20.5	\$21,573,500	11	\$12,133,888	31.5	\$33,707,388
23	Erich W Cabe	Compass	15	\$13,463,498	18.5	\$20,050,474	33.5	\$33,513,972
24	Alejandro Luis A Martinez	The Agency DC	27	\$13,153,250	52	\$19,396,050	79	\$32,549,300
25	Robert Hryniewicki	Washington Fine Properties, LLC	9	\$21,513,256	5	\$10,882,500	14	\$32,395,756
26	Kimberly A Cestari	Long & Foster Real Estate, Inc.	14	\$18,229,000	11	\$13,918,400	25	\$32,147,400
27	Avi Galanti	Compass	15	\$19,250,950	9	\$12,653,500	24	\$31,904,450
28	Chris R Reeder	Long & Foster Real Estate, Inc.	41.5	\$17,075,118	38.5	\$14,523,706	80	\$31,598,824
29	Marjorie S Halem	Compass	23	\$20,956,650	10	\$10,558,500	33	\$31,515,150
30	Lauren E Davis	TTR Sotheby's International Realty	10	\$12,311,000	11	\$18,859,500	21	\$31,170,500
31	Frederick B Roth	Washington Fine Properties, LLC	9.5	\$21,029,624	3	\$9,575,000	12.5	\$30,604,624
32	Robert A Sanders	TTR Sotheby's International Realty	23.5	\$19,450,950	6.5	\$10,967,500	30	\$30,418,450
33	Kira Epstein Begal	Washington Fine Properties, LLC	13	\$12,020,011	17	\$18,236,500	30	\$30,256,512
34	Ellie M Shorb	Compass	9	\$14,196,900	6	\$15,315,000	15	\$29,511,900

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

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

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

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	James M Coley	Long & Foster Real Estate, Inc.	13	\$14,994,975	15.5	\$14,420,500	28.5	\$29,415,476
36	Nathan B Dart	RE/MAX Realty Services	27.5	\$17,861,102	17.5	\$11,518,730	45	\$29,379,832
37	Chelsea L Traylor	Redfin Corp	43	\$28,910,100	1	\$305,000	44	\$29,215,100
38	Rong Ma	Libra Realty LLC	9	\$6,352,950	31	\$22,705,816	40	\$29,058,764
39	Mark D McFadden	Compass	9	\$19,415,250	4	\$9,555,000	13	\$28,970,250
40	Michael B Aubrey	Compass	12.5	\$9,363,200	19	\$19,453,850	31.5	\$28,817,050
41	Jay A Day	Real Estate Teams, LLC	37.5	\$17,110,936	26.5	\$11,284,559	64	\$28,395,496
42	Rebecca Weiner	Compass	13	\$11,722,275	17	\$16,334,969	30	\$28,057,244
43	Sheena Saydam	Keller Williams Capital Properties	14.5	\$8,176,969	32	\$19,645,016	46.5	\$27,821,984
44	Eric P Stewart	Long & Foster Real Estate, Inc.	24	\$21,384,824	5	\$6,126,500	29	\$27,511,324
45	Robert G Carter	Compass	10	\$6,990,620	19	\$19,999,956	29	\$26,990,576
46	Sina Mollaian	Compass	8.5	\$5,406,300	26	\$21,563,490	34.5	\$26,969,790
47	Ethan F Drath	Washington Fine Properties, LLC	3	\$5,564,815	8	\$21,306,800	11	\$26,871,616
48	James C. Peva	Washington Fine Properties, LLC	5	\$17,312,600	3.5	\$9,255,000	8.5	\$26,567,600
49	Nurit Coombe	The Agency DC	20	\$13,803,500	24	\$12,588,032	44	\$26,391,532
50	Tyler A Jeffrey	Washington Fine Properties, LLC	10.5	\$10,445,550	14	\$15,915,250	24.5	\$26,360,800
51	Christie-Anne Weiss	TTR Sotheby's International Realty	3.5	\$8,893,000	6	\$17,355,000	9.5	\$26,248,000
52	Judy G Cranford	Cranford & Associates	13	\$12,320,610	12	\$13,605,002	25	\$25,925,612
53	Alan Chargin	Keller Williams Capital Properties	8	\$5,757,900	26	\$20,161,650	34	\$25,919,550
54	Antonia Ketabchi	Redfin Corp	13	\$9,769,280	17	\$16,148,000	30	\$25,917,280
55	Carl G Becker	Premier Properties, LLC	10	\$14,317,500	5	\$11,423,400	15	\$25,740,900
56	Hazel Shakur	Redfin Corp	55.5	\$23,017,500	6	\$2,320,000	61.5	\$25,337,500
57	Jeffrey M Wilson	TTR Sotheby's International Realty	5.5	\$6,616,500	10	\$18,500,500	15.5	\$25,117,000
58	James Bass	Real Estate Teams, LLC	31	\$16,928,050	19.5	\$7,982,860	50.5	\$24,910,910
59	Robert Crawford	Washington Fine Properties, LLC	13.5	\$13,251,050	5.5	\$11,380,500	19	\$24,631,550
60	Jonathan S Lahey	eXp Realty, LLC	33	\$15,394,475	19.5	\$9,080,600	52.5	\$24,475,076
61	Michelle C Yu	Long & Foster Real Estate, Inc.	16	\$15,324,900	8.5	\$8,335,000	24.5	\$23,659,900
62	Barbara C Nalls	TTR Sotheby's International Realty	12.5	\$12,327,001	11	\$11,215,760	23.5	\$23,542,760
63	Lisa R Stransky Brown	Washington Fine Properties, LLC	13.5	\$14,269,580	7	\$8,614,000	20.5	\$22,883,580
64	Sergei A Goumilevski	RE/MAX Realty Services	16	\$7,397,251	19	\$15,389,500	35	\$22,786,752
65	Roby C Thompson III	Long & Foster Real Estate, Inc.	5	\$5,642,625	15.5	\$17,094,750	20.5	\$22,737,376
66	Eva M Davis	Compass	1.5	\$1,435,000	19.5	\$21,267,670	21	\$22,702,670
67	Jacob Taylor	Blue Valley Real Estate	55	\$22,057,676	1	\$560,000	56	\$22,617,676
68	Casey C Aboulafia	Compass	13	\$8,912,021	16	\$13,683,388	29	\$22,595,408
69	Amanda M Lasko	Redfin Corp	22.5	\$18,435,610	6	\$4,097,835	28.5	\$22,533,444
70	Lawrence M Lessin	Save 6, Incorporated	47	\$21,981,329	1	\$299,600	48	\$22,280,929
71	Aret Koseian	Compass	6.5	\$5,753,000	20	\$16,457,220	26.5	\$22,210,220

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Jennifer K Knoll	Compass	7	\$7,799,500	11	\$14,151,251	18	\$21,950,752
73	Mehrnaz Bazargan	Redfin Corp	33.5	\$21,929,348	0	\$0	33.5	\$21,929,348
74	Carlos A Garcia	Keller Williams Capital Properties	14	\$11,501,434	9.5	\$10,149,000	23.5	\$21,650,434
75	Jane Fairweather	Long & Foster Real Estate, Inc.	14.5	\$16,267,000	5	\$5,066,000	19.5	\$21,333,000
76	Karen D Rollings	eXp Realty, LLC	35	\$17,767,490	8.5	\$3,526,250	43.5	\$21,293,740
77	Richard Michael Morrison	Redfin Corp	2	\$1,293,000	25	\$19,630,900	27	\$20,923,900
78	Russell A Firestone III	TTR Sotheby's International Realty	4	\$9,195,000	4	\$11,492,500	8	\$20,687,500
79	Andrew Essreg	RLAH Real Estate	8	\$7,355,500	19	\$12,975,330	27	\$20,330,830
80	Norman S Domingo	XRealty.NET LLC	37	\$19,748,730	1	\$349,999	38	\$20,098,728
81	Keith James	Keller Williams Capital Properties	5	\$3,134,751	34	\$16,612,500	39	\$19,747,252
82	Donnell L Kearney	Compass	6	\$5,365,000	14	\$14,125,289	20	\$19,490,288
83	Carmen C Fontecilla	Compass	17	\$7,196,674	18.5	\$12,218,590	35.5	\$19,415,264
84	Katri I Hunter	Compass	5	\$3,292,400	20	\$16,053,500	25	\$19,345,900
85	Harrison I Beacher	Keller Williams Capital Properties	10.5	\$6,129,159	17	\$13,154,000	27.5	\$19,283,160
86	D'Ann K Lanning	Compass	30	\$18,937,420	1	\$300,000	31	\$19,237,420
87	Rex Thomas	Samson Properties	5	\$2,371,100	28	\$16,822,350	33	\$19,193,450
88	Cheryl R Leahy	Compass	13	\$14,691,722	3	\$4,500,000	16	\$19,191,722

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

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Justin Tanner	RE/MAX Allegiance	9.5	\$8,742,900	9	\$10,070,000	18.5	\$18,812,900
90	Bryan Kerrigan	Redfin Corp	34	\$18,466,200	1	\$250,000	35	\$18,716,200
91	Maxwell E Rabin	TTR Sotheby's International Realty	12	\$10,541,400	10	\$8,058,038	22	\$18,599,438
92	Vincent E Hurteau	Continental Properties, Ltd.	5.5	\$3,902,000	11	\$14,512,000	16.5	\$18,414,000
93	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	24	\$9,041,550	22	\$9,356,950	46	\$18,398,500
94	James E Brown	Turning Point Real Estate	15	\$9,763,500	12	\$8,632,000	27	\$18,395,500
95	Sebastien Courret	Washington Fine Properties ,LLC	8.5	\$7,112,500	12	\$11,234,330	20.5	\$18,346,830
96	Patricia G Mills	Charis Realty Group	37.5	\$14,511,582	13	\$3,830,989	50.5	\$18,342,572
97	James L Bell	TTR Sotheby's International Realty	3	\$11,290,000	1	\$6,995,000	4	\$18,285,000
98	Lee R Tessier	EXP Realty, LLC	25.5	\$8,443,775	23.5	\$9,633,000	49	\$18,076,776
99	Charles Dudley	Compass	7	\$4,844,000	16	\$13,207,950	23	\$18,051,950
100	Farah E Fuchs	Redfin Corp	34	\$15,897,893	4	\$2,130,000	38	\$18,027,892
101	Marshall Carey	Redfin Corp	24	\$17,016,000	1	\$915,000	25	\$17,931,000
102	Nancy S Itteilag	Washington Fine Properties, LLC	9	\$16,725,000	1	\$1,200,000	10	\$17,925,000
103	Cameron H McFadden	Compass	7.5	\$14,865,250	3	\$2,885,000	10.5	\$17,750,250
104	Kimberly A Casey	Washington Fine Properties ,LLC	13.5	\$16,209,900	1.5	\$1,442,000	15	\$17,651,900
105	Scott J Swahl	Redfin Corp	34	\$15,661,700	4	\$1,951,000	38	\$17,612,700

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Louis P Chauvin	Compass	3	\$9,337,750	5	\$8,205,820	8	\$17,543,570
107	Anna D Mackler	Long & Foster Real Estate, Inc.	7.5	\$6,311,750	13	\$11,214,000	20.5	\$17,525,750
108	Daryl Judy	Washington Fine Properties ,LLC	10.5	\$12,479,900	4.5	\$4,927,000	15	\$17,406,900
109	Marin Hagen	Coldwell Banker Realty	2.5	\$3,912,500	6.5	\$13,433,100	9	\$17,345,600
110	Koki Waribo Adasi	Compass	17	\$10,801,875	11.5	\$6,532,009	28.5	\$17,333,884
111	Todd A Vassar	Compass	7.5	\$6,641,123	11	\$10,602,750	18.5	\$17,243,872
112	David R Bediz	Keller Williams Capital Properties	11.5	\$8,701,050	10.5	\$8,533,500	22	\$17,234,550
113	Megan Stohner Conway	Compass	6.5	\$6,378,000	8.5	\$10,803,400	15	\$17,181,400
114	Thomas K Paolini	Redfin Corp	10	\$8,164,500	15	\$9,013,979	25	\$17,178,480
115	Sheila R Pack	RE/MAX Roots	32.5	\$10,304,682	19	\$6,757,173	51.5	\$17,061,856
116	Hugh McDermott	TTR Sotheby's International Realty	5.5	\$6,616,500	11	\$10,396,000	16.5	\$17,012,500
117	Margaret M Babbington	Compass	6.5	\$4,587,450	18.5	\$12,422,927	25	\$17,010,376
118	Elysia L Casaday	Compass	5	\$5,570,000	9.5	\$11,389,090	14.5	\$16,959,090
119	Andres A Serafini	RLAH Real Estate	12.5	\$9,337,702	11.5	\$7,562,400	24	\$16,900,102
120	Lyndsi Sitcov	McEneaney Associates	7	\$4,434,121	18	\$12,416,400	25	\$16,850,520
121	Sarah Jacobs	Washington Fine Properties, LLC	3	\$7,780,000	3.5	\$9,050,000	6.5	\$16,830,000
122	Melinda L Estridge	Long & Foster Real Estate, Inc.	11	\$10,667,499	8.5	\$6,100,500	19.5	\$16,767,999
123	Daniel Brewer	Washington Fine Properties ,LLC	9.5	\$9,132,500	8	\$7,619,130	17.5	\$16,751,630
124	Kenneth A Grant	RE/MAX Plus	13	\$5,934,000	26	\$10,808,539	39	\$16,742,539
125	Daniel W Hozhabri	Keller Williams Realty Centre	31.5	\$13,453,200	8	\$3,205,900	39.5	\$16,659,100
126	Wentong Chen	Libra Realty LLC	11	\$9,804,000	9	\$6,846,000	20	\$16,650,000
127	Eric M Broermann	Compass	10	\$7,672,623	10	\$8,852,100	20	\$16,524,723
128	Leslie C Friedson	Compass	9.5	\$5,630,513	7.5	\$10,453,705	17	\$16,084,218
129	Elizabeth M Lavette	Washington Fine Properties, LLC	5	\$6,987,000	4	\$9,035,000	9	\$16,022,000
130	Eric Murtagh	Long & Foster Real Estate, Inc.	6.5	\$13,877,620	1	\$2,100,000	7.5	\$15,977,620
131	Roman Mychajliw	Long & Foster Real Estate, Inc.	44.5	\$15,584,560	1.5	\$387,500	46	\$15,972,060
132	Joshua D Ross	RE/MAX Realty Services	9	\$6,539,500	12.5	\$9,399,560	21.5	\$15,939,060
133	Meredith L Margolis	Compass	5.5	\$5,712,290	14	\$10,128,160	19.5	\$15,840,450
134	Michael Gailey	Compass	2	\$694,000	15	\$15,120,500	17	\$15,814,500
135	Robert Jenets	Stuart & Maury, Inc.	8	\$9,220,126	5	\$6,584,000	13	\$15,804,126
136	Matthew C Patterson	Redfin Corp	28	\$11,343,600	8	\$4,455,000	36	\$15,798,600
137	Scott Sachs	Compass	8	\$6,810,100	9	\$8,927,500	17	\$15,737,600
138	Seth S Turner	Compass	11.5	\$7,890,681	9	\$7,763,400	20.5	\$15,654,081
139	Katie R Nicholson	Coldwell Banker Realty	18	\$10,395,375	15	\$5,228,280	33	\$15,623,655
140	Ginette R. Winston	Winston Real Estate, Inc.	9	\$7,979,000	10	\$7,636,000	19	\$15,615,000
141	Daniel M Schuler	Compass	7	\$5,922,600	14	\$9,646,500	21	\$15,569,100
142	Rory Obletz	Redfin Corp	5	\$5,054,000	15	\$10,386,988	20	\$15,440,988

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Jocelyn I Vas	Compass	5.5	\$4,232,500	12	\$11,058,950	17.5	\$15,291,450
144	Thomas Lindsay Reishman	Compass	18	\$15,288,300	0	\$0	18	\$15,288,300
145	Maya D Hyman	Compass	5	\$4,400,000	6	\$10,882,000	11	\$15,282,000
146	Andrew Riguzzi	Compass	7	\$6,861,650	7	\$8,405,000	14	\$15,266,650
147	Stacy M Allwein	Century 21 Redwood Realty	28.5	\$9,913,948	13.5	\$5,267,070	42	\$15,181,018
148	Joseph M Poduslo	TTR Sotheby's International Realty	7.5	\$6,625,500	8	\$8,528,500	15.5	\$15,154,000
149	Shierra Houston	XRealty.NET LLC	39	\$15,145,556	0	\$0	39	\$15,145,556
150	Kari S Wilner	Washington Fine Properties, LLC	4	\$9,590,000	4	\$5,498,900	8	\$15,088,900
151	Lee Murphy	Washington Fine Properties, LLC	6.5	\$7,000,500	9	\$8,063,850	15.5	\$15,064,350
152	Mansour F Abu-Rahmeh	Compass	6.5	\$4,547,375	9	\$10,515,750	15.5	\$15,063,125
153	Phoenix E Wright	Compass	3	\$2,306,880	20	\$12,727,114	23	\$15,033,994
154	Anne C Killeen	Washington Fine Properties, LLC	9.5	\$14,141,000	1	\$860,000	10.5	\$15,001,000
155	Sarah Minard	Compass	3	\$2,158,000	9	\$12,840,800	12	\$14,998,800
156	Mitchell J Toland Jr.	Redfin Corp	38	\$12,446,250	6	\$2,532,000	44	\$14,978,250
157	David S Hatef	TTR Sotheby's International Realty	4.5	\$5,797,720	7	\$9,168,900	11.5	\$14,966,620
158	Michael J Matese	Compass	7	\$5,397,000	8	\$9,382,900	15	\$14,779,900
159	Jason D Martin	RLAH Real Estate	11	\$6,615,450	12.5	\$8,149,000	23.5	\$14,764,450
160	Mary C Gatten	Redfin Corp	28	\$13,234,000	2	\$1,502,000	30	\$14,736,000
161	Lisa Tucker	Redfin Corp	24	\$13,187,625	2	\$1,500,000	26	\$14,687,625
162	William R Hirzy	Redfin Corp	2	\$1,178,000	15	\$13,500,000	17	\$14,678,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Pamela B Wye	Compass	4.5	\$4,884,000	8	\$9,773,250	12.5	\$14,657,250
164	Kimberly A Lally	EXP Realty, LLC	13	\$3,970,950	24	\$10,618,345	37	\$14,589,295
165	Annabel D Burch-Murton	Compass	9	\$10,899,000	4	\$3,683,000	13	\$14,582,000
166	Thomas S Buerger	Compass	6	\$4,260,000	12	\$10,294,750	18	\$14,554,750
167	Susan Van Nostrand	Compass	11	\$7,131,820	6	\$7,420,500	17	\$14,552,320
168	Lauren B Pillsbury	Washington Fine Properties, LLC	2	\$3,150,125	4	\$11,370,000	6	\$14,520,125
169	Kelly C Kelley	Compass	0	\$0	17	\$14,494,800	17	\$14,494,800
170	Ruby A Styslinger	Redfin Corp	7	\$4,892,000	11	\$9,597,000	18	\$14,489,000
171	Gary Foreman	Compass	11.5	\$4,268,950	20	\$10,152,550	31.5	\$14,421,500
172	Will Thomas	TTR Sotheby's International Realty	3.5	\$11,595,500	1	\$2,800,000	4.5	\$14,395,500
173	Michael R Brennan	Compass	12	\$10,910,743	4	\$3,454,000	16	\$14,364,743
174	Jeremy E Lichtenstein	RE/MAX Realty Services	8	\$11,962,700	1	\$2,200,000	9	\$14,162,700
175	Andrew K Goodman	Goodman Realtors	19	\$8,478,469	8	\$5,671,782	27	\$14,150,251
176	Theodore Adamstein	TTR Sotheby's International Realty	3	\$6,100,000	2	\$7,995,000	5	\$14,095,000
177	Lisa C Sabelhaus	RE/MAX Town Center	14	\$7,330,757	14.5	\$6,665,157	28.5	\$13,995,914
178	Alecia R Scott	Long & Foster Real Estate, Inc.	18.5	\$7,810,945	15.5	\$6,155,580	34	\$13,966,525
179	Meredith M Fogle	Old Line Properties	13.5	\$8,789,896	9	\$5,139,100	22.5	\$13,928,996

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Anne H Weir	Washington Fine Properties, LLC	3	\$3,973,500	4.5	\$9,917,500	7.5	\$13,891,000
181	Jason S Cohen	Compass	7	\$7,513,500	8	\$6,330,785	15	\$13,844,285
182	Mary Lynn White	Compass	7.5	\$8,549,326	4.5	\$5,202,500	12	\$13,751,826
183	Joanne B Pinover	Washington Fine Properties, LLC	4	\$6,316,000	5	\$7,418,000	9	\$13,734,000
184	Joan Cromwell	McNearney Associates, Inc.	4	\$3,608,500	10	\$10,109,000	14	\$13,717,500
185	Joseph G Zorc	Coldwell Banker Realty	4	\$3,147,500	4	\$10,545,000	8	\$13,692,500
186	Erica Dhawan	Long & Foster Real Estate, Inc.	13.5	\$13,665,500	0	\$0	13.5	\$13,665,500
187	Monica Bryant	Redfin Corp	26.5	\$11,510,386	3	\$2,081,500	29.5	\$13,591,886
188	Jessica G Evans	Compass	6	\$4,846,900	13	\$8,703,400	19	\$13,550,300
189	Louis G Cardenas	TTR Sotheby's International Realty	7	\$8,564,000	3.5	\$4,976,000	10.5	\$13,540,000
190	John T Pruski	Jack Realty Group	7	\$4,207,575	7	\$9,300,000	14	\$13,507,575
191	Adam T Rackliffe	Washington Fine Properties, LLC	5.5	\$12,575,255	0.5	\$925,000	6	\$13,500,255
192	Ioannis Konstantopoulos	Compass	11.5	\$7,700,400	8	\$5,748,311	19.5	\$13,448,711
193	Daniel F Metcalf	Long & Foster Real Estate, Inc.	18	\$13,447,500	0	\$0	18	\$13,447,500
194	Elizabeth M Burrow	Keller Williams Realty Centre	9	\$6,797,595	10	\$6,586,595	19	\$13,384,190
195	Cynthia L Howar	Washington Fine Properties, LLC	4.5	\$6,210,000	4	\$7,172,000	8.5	\$13,382,000
196	Long T Ngo	Redfin Corp	2	\$1,215,000	23	\$12,045,500	25	\$13,260,500
197	Kenneth M Abramowitz	RE/MAX Town Center	9	\$4,346,700	19.5	\$8,875,900	28.5	\$13,222,600
198	Kenneth C Germer	Compass	7	\$7,986,000	5	\$5,232,380	12	\$13,218,380
199	Gail E Nyman	RE/MAX United Real Estate	25	\$12,891,259	1	\$260,000	26	\$13,151,259
200	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	6	\$7,815,000	4	\$5,312,620	10	\$13,127,620

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	John T Kirk	RLAH Real Estate	19.5	\$12,024,338	2	\$1,081,815	21.5	\$13,106,154
202	Robert J Krop	Keller Williams Realty Centre	16.5	\$6,666,050	15.5	\$6,404,350	32	\$13,070,400
203	Anna-Louisa A Yon	Compass	3	\$2,162,000	14	\$10,825,625	17	\$12,987,625
204	Christopher T Bulka	Compass	6	\$3,646,946	7	\$9,310,000	13	\$12,956,946
205	Kevin Friend	Keller Williams Capital Properties	8	\$5,611,750	9	\$7,324,033	17	\$12,935,783
206	James L Roy	LuxManor Real Estate, Inc	11	\$9,104,700	7	\$3,804,640	18	\$12,909,340
207	Kathleen A King	Washington Fine Properties, LLC	4.5	\$6,672,250	5	\$6,233,144	9.5	\$12,905,394
208	Elizabeth J D'Angio	Washington Fine Properties, LLC	4.5	\$9,319,250	1.5	\$3,582,500	6	\$12,901,750
209	Carolyn H Jordan	Go Brent, Inc.	11.5	\$7,212,500	7	\$5,649,000	18.5	\$12,861,500
210	Rachel P Levey	Compass	6	\$3,737,500	10	\$9,113,300	16	\$12,850,800
211	Kelly Lee	TTR Sotheby's International Realty	3.5	\$5,058,425	3.5	\$7,781,450	7	\$12,839,875
212	Daniel J Whitacre	Colony Realty	14	\$4,702,000	17	\$8,133,400	31	\$12,835,400
213	Adewemimo D Collins	Redfin Corp	30	\$12,272,611	1	\$551,000	31	\$12,823,611
214	Andrew L Pariser	Long & Foster Real Estate, Inc.	9.5	\$8,345,100	5	\$4,397,000	14.5	\$12,742,100
215	Delilah D Dane	Redfin Corp	21.5	\$11,129,175	3	\$1,581,000	24.5	\$12,710,175
216	Lee Gochman	Keller Williams Capital Properties	3	\$2,030,000	19.5	\$10,649,990	22.5	\$12,679,990
217	Michael W Seay Jr.	Compass	6.5	\$7,149,730	6.5	\$5,482,400	13	\$12,632,130

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# TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Edward Slavis	S&G Realty	15	\$9,779,808	3	\$2,831,500	18	\$12,611,308
219	James T Kim	McEneaney Associates	4	\$3,590,000	13	\$9,011,600	17	\$12,601,600
220	Silvana P Dias	Long & Foster Real Estate, Inc.	6	\$2,691,000	18	\$9,897,300	24	\$12,588,300
221	Jennifer T Chow	Long & Foster Real Estate, Inc.	5	\$6,376,000	7.5	\$6,210,500	12.5	\$12,586,500
222	Corey C Burr	TTR Sotheby's International Realty	5.5	\$5,300,956	6.5	\$7,277,700	12	\$12,578,656
223	Tamara E Kucik	RLAH Real Estate	10.5	\$7,797,645	6.5	\$4,774,000	17	\$12,571,645
224	Jorge P Montalvan	Compass	8	\$5,861,286	7	\$6,668,500	15	\$12,529,786
225	Michael Bowers	Compass	4	\$6,873,750	6	\$5,632,500	10	\$12,506,250
226	Aaron Jeweler	Compass	2	\$1,483,625	5	\$11,020,000	7	\$12,503,625
227	Eric Steinhoff	EXP Realty, LLC	13	\$7,596,000	8	\$4,885,410	21	\$12,481,410
228	James E Gregory	Washington Fine Properties, LLC	3.5	\$2,360,500	11.5	\$10,091,740	15	\$12,452,240
229	Kelly Basheer Garrett	McEneaney Associates, Inc.	2	\$1,589,900	9	\$10,841,828	11	\$12,431,728
230	Brittany Allison	Compass	5	\$5,049,150	6	\$7,303,600	11	\$12,352,750
231	Liz M Brent	Go Brent, Inc.	14	\$12,346,800	0	\$0	14	\$12,346,800
232	Gali Jeanette Sapir	Long & Foster Real Estate, Inc.	5	\$2,937,000	16	\$9,385,000	21	\$12,322,000
233	Jason E Townsend	Compass	10	\$7,409,561	7	\$4,906,900	17	\$12,316,460

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Anne-Marie R Finnell	TTR Sotheby's International Realty	7.5	\$7,920,425	2.5	\$4,337,500	10	\$12,257,925
235	Sarah L Howard	Compass	6	\$5,545,000	5	\$6,588,123	11	\$12,133,123
236	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	12	\$9,396,000	5	\$2,709,000	17	\$12,105,000
237	Anne Stevenson	Washington Fine Properties, LLC	5	\$4,254,500	7	\$7,834,900	12	\$12,089,400
238	William J Skipworth	DC Living Real Estate LLC	7	\$5,068,900	9	\$6,883,055	16	\$11,951,955
239	Nicholas P Chaconas	Redfin Corp	21	\$10,711,588	2	\$1,233,265	23	\$11,944,853
240	Thomas F Faison	RE/MAX Allegiance	9.5	\$8,742,900	3	\$3,197,110	12.5	\$11,940,010
241	Teresa M Burton	Long & Foster Real Estate, Inc.	6	\$5,208,000	10	\$6,679,800	16	\$11,887,800
242	Todd C Harris	Long & Foster Real Estate, Inc.	7	\$5,499,950	7	\$6,356,000	14	\$11,855,950
243	Johnny A Diaz	Realty Advantage	8	\$3,596,800	21	\$8,195,940	29	\$11,792,740
244	Carrie Balsam	Long & Foster Real Estate, Inc.	11.5	\$11,730,000	0	\$0	11.5	\$11,730,000
245	Jeffrey S Ganz	Century 21 Redwood Realty	13	\$4,660,500	14	\$7,038,130	27	\$11,698,630
246	Lukas Iraola	Compass	6	\$2,662,800	13.5	\$9,017,675	19.5	\$11,680,475
247	Jeanne H Harrison	Compass	8.5	\$7,511,300	4.5	\$4,149,800	13	\$11,661,100
248	Robert H Myers	RE/MAX Realty Services	7	\$3,849,000	13	\$7,806,010	20	\$11,655,010
249	Jonathan Savelson	Long & Foster Real Estate, Inc.	15	\$8,579,710	7	\$3,071,825	22	\$11,651,535
250	Theresa Helfman Taylor	Keller Williams Capital Properties	9	\$8,216,250	5	\$3,414,204	14	\$11,630,454

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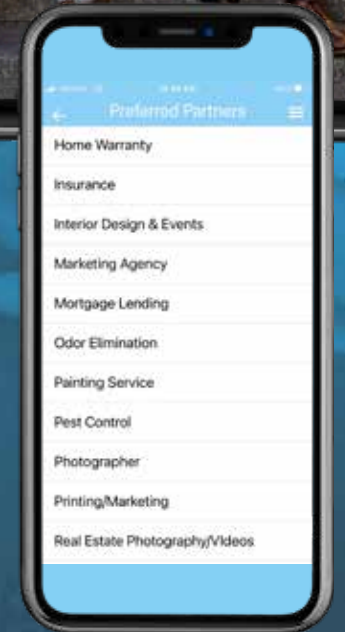
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- Consistent pre-qualifications and on-time closings
- First time home buyer down payment assistance programs
- Grant programs for first responders and teachers
- 5% down conventional loans no PMI
- Long term rate locks with a float down option.

We look forward to working with you!



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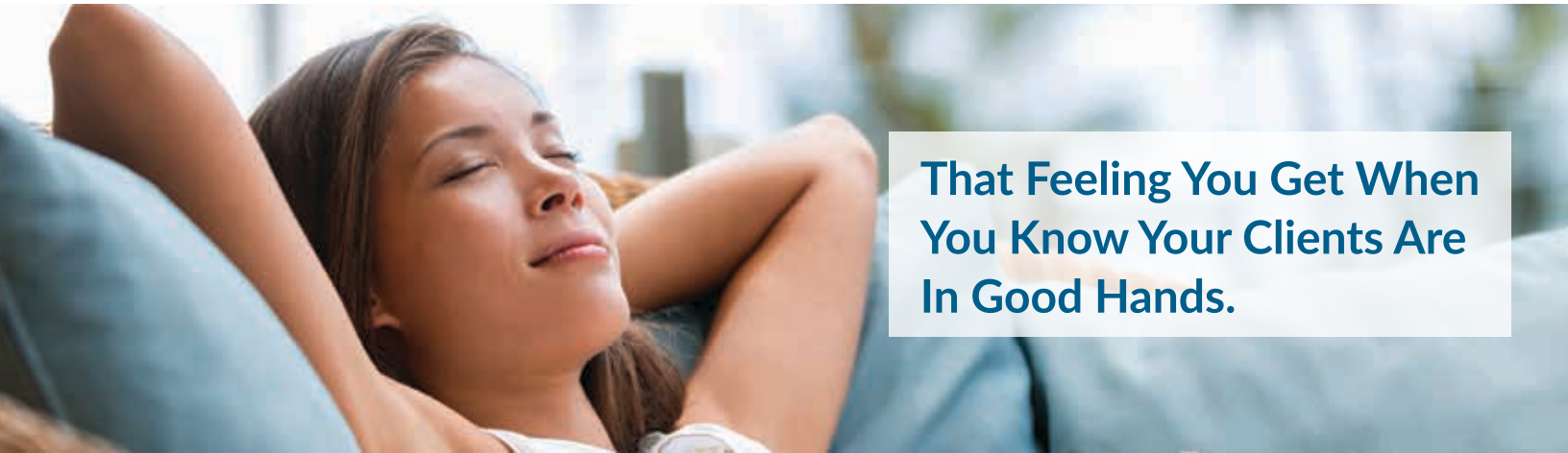
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This is not a guarantee to extend consumer credit as defined by Section 1026.2 of Regulation Z. Programs, interest rates, terms and fees are subject to change without notice. Income restrictions, minimum credit scores, and other program requirements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



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*Carlos Garcia, Principal Eng Garcia Group  
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*Jason Martin, CEO Jason Martin Group, RLAH Real Estate*

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