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Day  
Edition

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**JOHN KIRK**

PARTNER SPOTLIGHT

**TODD GREENBAUM**  
**TITLE TOWN SETTLEMENTS**

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JUNE 2021



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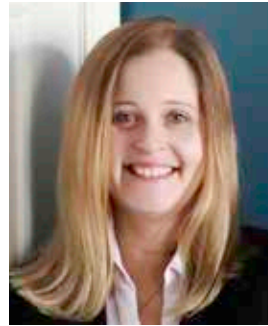
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▶ publisher's note



Me and my dad, David Brindley, after our father/daughter dance at my wedding reception in 2013.

## happy FATHER'S day!

Dear Real Producers,

This month we are featuring some amazing fathers! Also, see answers to our question, "What is the most important life lesson you learned from your dad?" by members of our community on page 12!

On April 15th, our Real Producers community gathered for a Spring Social at the Palazzo della Felicità in DC — a gorgeous, luxury listing (thank you, Will Thomas and Mark Lohan!). We are so thankful we were able to get together again in person. Check out all the photos from this fun, first

in-person event of the year on pages 18 to 20!

We will see you soon, on June 16th and July 22nd for summer events. As always, be on the lookout for your exclusive invitations!

See you soon!



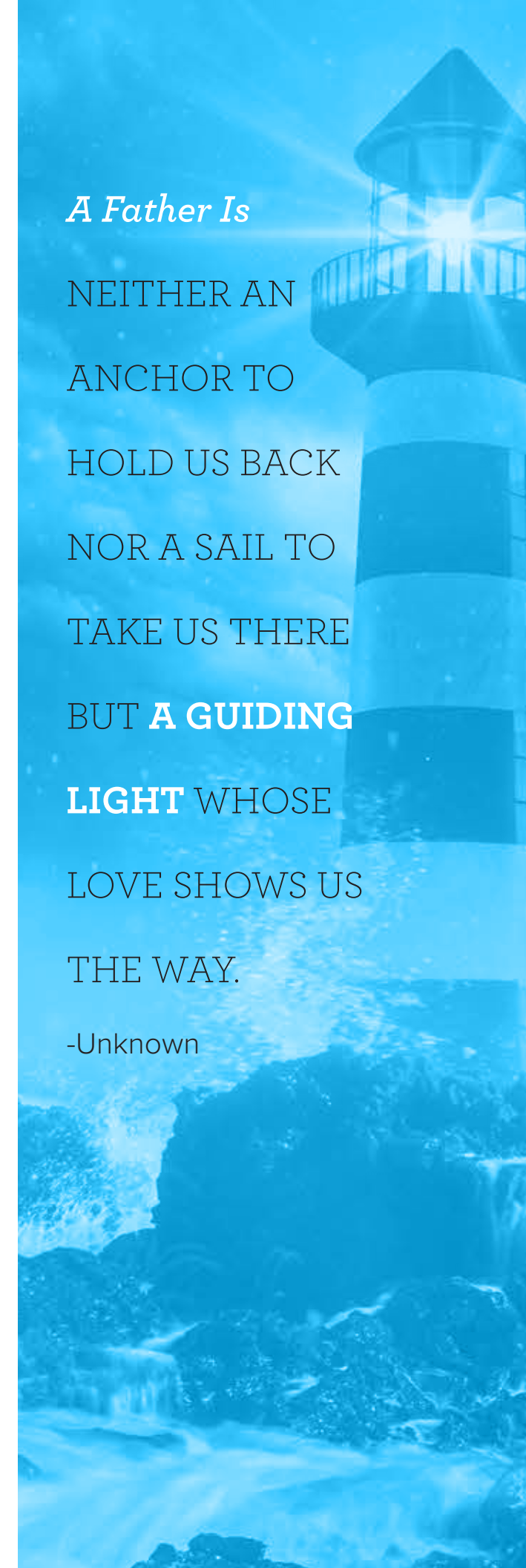
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NOR A SAIL TO  
TAKE US THERE  
BUT A GUIDING  
LIGHT WHOSE  
LOVE SHOWS US  
THE WAY.

-Unknown





▶▶ we ask...you tell!

# What is the most important life lesson you learned from Dad?



**DAVID ABRAMSON**  
Compass

“My Dad has always taught me to work hard and have a strong work ethic. Don’t stop until the job is done and your clients are happy. Never cut corners or take the ‘easy route,’ do it right the first time!”



**ELLEN COLEMAN**  
RE/MAX Realty Centre

“Money isn’t everything but it does make a lot of decisions easier.”



**PAUL BICIOCCHI**  
Forum Properties, Inc.

“A positive attitude conquers all. My father always saw the glass as ‘half full.’”



**VINCENT HURTEAU**  
Continental Properties, Ltd.

“My father taught me how to drive a stick shift in the snow.”



**JIM BROWN**  
Turning Point Real Estate

“My dad was a lifelong salesman who was dedicated to providing honest service to his clients. He taught me to not be afraid of doing the dirty work and said I’d always be able to put bread on the table if I treated people right. My dad was the greatest role model.”



**SHANNON FLANNERY**  
Maurer Realty

“(From the eulogy I wrote for my dad): ‘My father has taught me a lot in my life: to work hard, play harder, get your oil changed when the sticker tells you to, don’t quit one job before you have another, football requires passion in order to watch it properly (also known as screaming), but one of the most important lessons he taught me, he didn’t even know he did and it’s a lesson I am still learning.’

For a good part of my life, my dad was my Superman and he was perfect in every way. Then, as I got older, I realized my dad was human and not completely Superman. At first, it was a very hard thing for me to accept. He wasn’t allowed to be human. He had to remain my idealized hero. But my dad was human, and he wasn’t perfect. And it made me realize how many expectations we place on other people because we perceive them to be a certain person for us and then we get disappointed when they fall short of our expectations. So Dad, without knowing it, has taught me to love and embrace the qualities that I love and care for in people, but [also] to accept their more human sides.”



**SCOTT SACHS**  
Compass

“I lost my father a year ago. He taught me the importance of being humble. He showed me through example that everyone deserves respect and that no matter how difficult the situation ahead of you, believe in what’s possible.”



**MOLLY CARTER**  
Long & Foster Real Estate

“Talk with everyone respectfully and equally, from sanitation worker to CEO.”



**DONNA SEEKER**  
Donofrio & Associates, LLC

“My Dad taught me how important it is to say something genuinely kind to someone as it can mean more to them than you will ever know. It may not always be easy, but you CAN find something nice to say to everyone you come into contact with.”

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# MASTER THE MEDIA

## What to Pitch the Media This Summer

By Christina Daves



Take a look at the calendar and see what you can tie to real estate during the summer months. May and June mark college graduations. Can a new graduate buy a home? What does it take in the current market? Do you have creative, unique ways to help a new graduate buy a home?

June is National Safety Month. Pitch safety features every home should have and/or do certain safety features add value to a home? The second week in June is "National Gardening Week." What's the best bang-for-your-buck upgrade to a home, in terms of curb appeal and landscaping?

July is vacation rental month. If that's your expertise, talk about purchasing a second home to use as a rental. July 15th is "Get to Know Your Customers

Day." Whether you use this to pitch the media or just make a note for yourself, this is a quarterly holiday and a great excuse for you to stay connected with your sphere of influence.

August has "National Safe at Home Week." Similarly to June, you could pitch new safety features for homes and what you are seeing trending in that area with homes for sale. August 21st is "Senior Citizen Day." What is the trend for retirees? Are they staying in their large homes? Are they downsizing? Are they moving to retirement communities? What are you seeing in the market? Pitch that for this day in August.

It's also summer, so you can pitch stories related to selling a home

during the summer months. Is it a hot time with back-to-school coming? Is it a good or bad time to buy or sell? Why or why not? Position yourself as the real estate expert on any of these topics and pitch away!



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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!"  
- Sarah B.

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# Spring Social

APRIL 15, 2021

▶ special events

On, April 15th, we held our **Spring Social** and DC Metro Real Producers showed up and showed out! This event was our first in-person networking event of 2021. Turnout was AMAZING and it was wonderful to see everyone again!

We appreciate all our Real Producers and industry partners who came out to Palazzo della Felicità, in D.C., for our gathering. It was a great time at a beautiful, luxury home that is being listed by **Will Thomas** and **Mark Lohan** of TTR Sotheby's International Realty (Mark is a former anchor at FOX News).

Shout out to our fabulous caterer, Food Network celebrity chef **Alex McCoy**. The food was absolutely out of this world!

We could not have done it without the support of our phenomenal sponsors: **Guaranteed Rate**, **Eastern Title**, **Town & Country Movers**, and **TruPlace**. Thank you!

Connecting as a community in person was so refreshing. If you missed this gathering, we hope you can join us on June 16th in Darnestown, MD, for our June Jamboree! If you haven't received your exclusive invitation in your inbox, please reach out to us at the email address below.

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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**BRAD ROZANSKY**

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“Get professional training in sales. Some of it is uncomfortable, but it is truly valuable. It gets you thinking like a business; you develop good habits that will sustain and grow your income. Nobody likes making ‘cold calls’ but the more you do it, the less awkward it becomes. Make yourself

the expert that clients expect you to be.”



**JOHN KIRK**

**RLAH Real Estate**

“Selling real estate is developing your network. You have to put the time and effort into growing your network and spend time with people that can connect you with potential business.”

“Nothing has ever been accomplished in any walk of life without enthusiasm, without motivation, and without perseverance.” —Jim Valvano



**TODD GREENBAUM**

**Title Town Settlements, Inc.**

“What I’ve come to learn through all these years, and one of the reasons why we’ve been able to grow the business, is that agents like when the attorneys in the office are involved in and have knowledge of the files. I’ve always made a point of staying involved in our

process from start to finish. That helps us to be extremely responsive and provide a quality experience for everyone involved.”

Favorite saying: “Everything happens for a reason.”



**CARRIE BABBINGTON  
HILLEGASS**

**Compass**

“A few emails over a weekend and attending an open house is not going to cut it. You need strategic plans and constant follow-up. Also, you need to have really thick skin because it can get rough out there.”

“A dream does not become reality through magic; it takes sweat, determination, and hard work.” —Colin Powell



**RYAN PAQUIN**

**First Home Mortgage**

“When people break it down and understand how emotional of a decision it is to buy a home, they can be more empathetic throughout the process. When you combine that with a tireless work ethic, amazing proprietary systems, and constant communication, nothing else compares.”

“People come first. It is that simple.”





# TODD GREENBAUM



## TITLE TOWN SETTLEMENTS

## YOUR HOMETOWN SETTLEMENT TEAM

### ▶▶ partner spotlight

By Zachary Cohen  
Photos by Ryan Corvello

Everything happens for a reason.

The sentiment may be cliché, but to Todd Greenbaum, this saying holds power. In real estate, as in life, obstacles continually arise. The issue is not one of how to avoid the obstacles, but rather, how to overcome them.

With the outlook that every event has a purpose, Todd is armed with the equanimity and groundedness to guide his clients through the final steps of a real estate transaction.

“I feel like that’s how we handle things here,” Todd says. “We keep moving forward and try to stay even-keeled in our problem-solving. That’s the approach we take as a company.”

#### Rewind: The Path to Title

After graduating from Lafayette College, where he played quarterback, and then the Widener University Delaware Law School, Todd began his career in civil litigation. In 2007, however, a transition into real estate law would forever alter the course of his career.

Todd’s family has experience in the real estate industry and, as he says, “I had a feeling it would be something I might end up doing.”

After starting in the title business, Todd realized that he had a love for the work. He began in the trenches, learning the ins and outs of working up title and preparing files for settlement. He learned how to handle



Todd Greenbaum founded Title Town Settlements, LLC, in 2009.

settlements and began teaching classes to agents. Just two years later, in 2009, he was ready to step out on his own and founded Title Town Settlements, LLC.

“I found that I liked the industry. I started to create some business for myself. I thought, ‘I could do well in this,’ and had a vision for the future. I decided it was the right time to start my own company.”

#### A Hometown Feel

Todd started Title Town Settlements on his own, working out of his apartment and traveling for his closings. Over a decade later, he’s grown the company to a team of six — two attorneys and four processors — and has an office in Rockville, Maryland. Due to their size, the company is able to serve its clients while still maintaining a familial feel.

“I love not only the legal aspect of the business but also the personal interaction we have with our clients,” Todd says. “Our tagline is ‘Your Hometown Settlement Team’ because we know how important teamwork is in our industry. Everyone working together helps to make the entire process better for everyone involved.”

Todd and his team have worked hard to establish and maintain Title Town Settlements’ reputation for being responsive, detail-oriented, and customer service-driven. They work tirelessly to help their clients and partners.

“What I’ve come to learn through all these years, and one of the reasons why we’ve been able to grow the business, is that agents like when the attorneys in the office are involved in and have knowledge of the files. I’ve always made a point of staying





Todd is instilling a love of sports in his children, Addison, Londyn, and Grayson.



Todd and Stacie Greenbaum have been married 12 years.

...

involved in our process from start to finish. That helps us to be extremely responsive and provide a quality experience for everyone involved."

**Beyond Title**

Outside of work, Todd is a devoted husband and father. He and his wife, Stacie, have three children at home — Addison (10), Grayson (7), and Londyn (3).

"Being a business owner, I'm motivated to do well, have a successful business. However, knowing there is a family at home who depends on that success, that's something that really motivates me on a daily basis. They make it all worthwhile," Todd explains.

Todd and his family have continued to make sports a significant part of their lives. Whether it's cheering on the local teams or going to his kids' sporting events, Todd wants his children to learn the same lessons from athletics that he did.

"I think the experiences we take from playing on a team and learning to deal with pressure are invaluable tools that we can take with us later in our careers."

Whether he's at home with his family or in the office caring for clients, one thing remains constant — Todd's willingness to go the extra mile for others. This quality is on display in everything he does.

"We have a different level of customer service we're able to provide. It's personal," Todd says.

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



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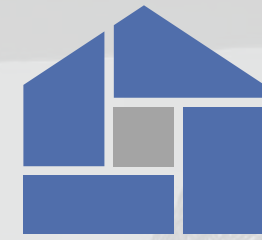
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# JOHN KIRK

RLAH®



Photo by Blue Ridge Vantage

SUCCESS IS NOT OPTIONAL

▶ agent spotlight

By Chris Menezes



Photo by Blue Ridge Vantage

*“Nothing has ever been accomplished in any walk of life without enthusiasm, without motivation, and without perseverance.” —Jim Valvano*

The above quote is a favorite of John Kirk’s. It’s enthusiasm, motivation, and perseverance that have brought him to where he is today. As the Director of Sales at Kilner & Kirk, with over \$200 million in closed sales, John is enthusiastic about real estate. And, as a father of 10 children, ages 19 to 3, he knows a little something about motivation and perseverance.

Of course, family is everything to John. His number-one motivation in life and business, the thing that keeps him going, is ensuring his family is well cared for. “Having some success in this profession allows me to provide for my family, but it’s also more than that, especially due to the pandemic — my kids see me working. They hear me on

the phone, see me doing market analysis, negotiate home inspections and more. It’s great for them to have such a close view into a business at such a young age. I think they will benefit from this professionally later in life. Even now, though, they are learning some important skills.”

In addition to his own family, helping other families is what really makes John so passionate about real estate. “To me, there is a lot of professional satisfaction being able to help a family during difficult situations,” says John. “So much of real estate is working with people

...





Ten children keep John and Marylou Kirk very busy ... and are what John says drives his success.

going through hard times. We specialize in working on deals that have tough conditions. I think it's important to recognize that clients don't always move for a great reason. Of course, there are some great and 'fun' real estate deals, but many people move because of financial hardships, death in the family, divorce, etc. In my business, I am 100 percent in the middle of my clients' circumstances, and that's right where I want to be — leading them through."

Originally from Williamstown, New Jersey, John attended The Catholic University of America in D.C., where he played baseball, graduating in 1998. He married his wife, Marylou, just two years later and they started their family.

Before entering real estate, John was the general manager of a litigation

support company in D.C. John first began considering real estate as a profession in 2009. His REALTOR® at the time was Pat Kilner, and over the next several years, he and Pat talked about going into business together.

John obtained his real estate license in 2012 and immediately began building the business with Pat. "I left a well-paying job with six kids to make no money at first, when starting this business, and it is the best thing I ever did," he says. "The business was not built in a day, and it was not done alone. I always say that having a great partner in business plays a huge role in success. Pat and I have always had a great understanding of our roles within the business and that has allowed us to grow tremendously," says John. Today, Kilner & Kirk consists of six other agents and an administrative staff of

three. They just recently moved their business to RLAH Real Estate this year and are excited to continue to grow their business even more.

John's compassion for helping families through tough situations goes well beyond real estate. In conjunction with Kilner & Kirk, John actively supports St. Joseph's House, a non-profit organization that serves teens with intellectual and developmental disabilities, offering home-based afterschool care, which enables parents, many who are parenting alone, to hold jobs. "Several of us on the team have (or had) family members with special needs, including in my own family, so this organization hits close to home," says John.

The group also offers the Young Entrepreneur Scholarship, a \$10,000

“  
I LEFT A WELL-PAYING JOB WITH SIX KIDS TO MAKE NO MONEY AT FIRST, WHEN STARTING THIS BUSINESS, AND IT IS THE BEST THING I EVER DID  
”

scholarship competition that is held annually. "We work with high school and college students that have great ideas and we host a competition. The winner gets \$10,000 following a live, formal presentation," John explains. "We have seen the most incredible ideas from the next generation and, for the winner, this money is life-changing."

As John continues his mission in life and business, he keeps the quote from Jim Valvano top of mind, knowing that with enthusiasm, motivation, and perseverance he will be able to accomplish anything.

"Persistence is key," he says, "and with so many people relying on me to perform, success is not optional."

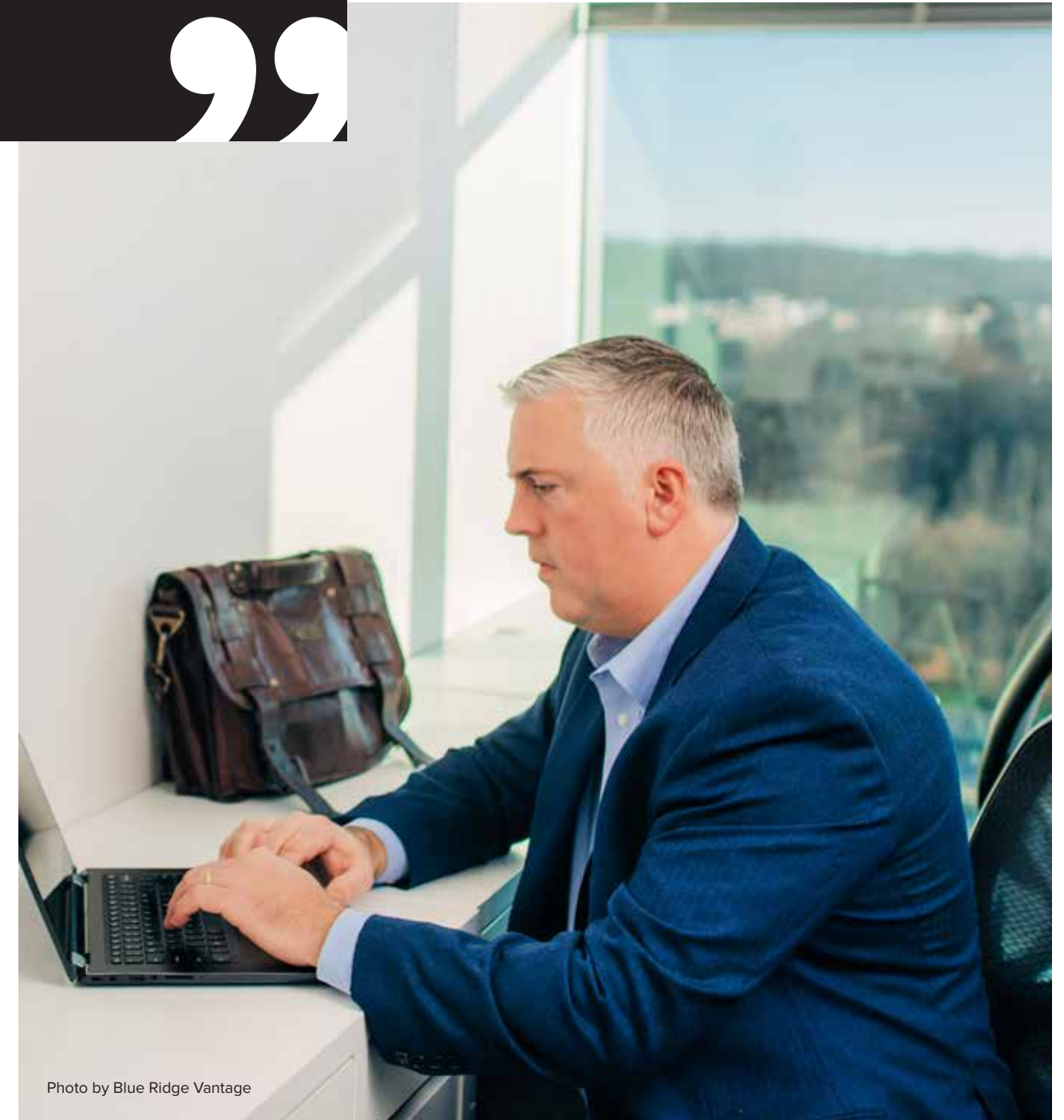


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# CARRIE BABBITTON HILLEGASS

## *Home is Where the Heart Is*

As a fourth-generation Washingtonian, Carrie Babbington Hillegass is deeply rooted in her community. She was born and raised in D.C. and even sent her daughters to the same schools she herself attended as a child — Blessed Sacrament School and Georgetown Visitation Preparatory School.

For 22 years, Carrie worked as an educator. She started her education career in the classroom, and then served as the Head of Schools for six Washington, D.C., public charter schools.

After over two decades in education, the winds of change began to blow through Carrie's life in 2014. Her sister-in-law, Margaret Babbington, had entered the real estate business several years prior, and as her business grew, she needed help. Carrie offered to support her for a few hours a week.

"And the rest is history," Carrie laughs. "I loved it so much I got my three licenses in D.C., Maryland, and Virginia, and started working full-time."

### Landing on Her Feet

Leaving a salaried job in health care to enter the real estate business was a risk, but one that Carrie is grateful she took. Since 2014, she's amassed over \$115 million in sales. Carrie was recognized as a top agent in each of the past two years,



culminating with her best year ever in 2020, when she sold over \$30 million. She's currently a Compass Senior Vice President and a senior partner on The Babbington Team.

Carrie attributes much of her success to her work ethic. Early on in her career, she recognized that wavering effort wouldn't cut it in the real estate business. "A few emails over a weekend and







Carrie and Mike Hillegass.

with a family member who needs support. Your focus shifts, changes, and evolves.”

Some have suggested that work-life balance itself is a farce, and that, instead, work-life *harmony* is the real goal. Perhaps there’s something to this idea.

With three daughters at home, Carrie admits that “creating the right work-life balance seems to be a challenge. The goal is to keep all the family and professional balls successfully in the air, but at times this can be difficult.”

Carrie, her husband, Mike, and their daughters Hope, Kiki, and Ella enjoy everything from family dinners to travel. With three teenagers, sports and other engagements keep the whole family busy. “We love it when the five of us can be together with quality time, just the family,” Carrie says. “Needless to say, quarantining during COVID has provided copious amounts of family time.”



Carrie with daughters Hope, Kiki, and Ella.

•••

attending an open house is not going to cut it,” she says bluntly. “You need strategic plans and constant follow-up. Also, you need to have really thick skin because it can get rough out there.”

#### Balance in Focus

Ask any yogi, athlete, or real estate agent, for that matter ... the idea that balance is a steady state is a farce. Rather, balance is achieved through perpetual motion, a steadfast effort that

requires the individual to make minor adjustments, moment by moment.

As author David Fischer points out, “Balance comes from shifting to face the needs that arise in our lives. You don’t need to create a static approach to your activities, your attention, and your energy. It can be dynamic and change ... and still be balanced. One week, you might have to work more to get a project done, you might exercise more, or spend more time

#### Giving Her All

Despite the challenges, Carrie approaches her work in real estate as a “seven-days-a-week and all-hours-of-the-day” job. She works hard for her clients and works just as hard to make sure she is there for her family. Carrie’s favorite quote, by Colin Powell, encapsulates her philosophy: “A dream does not become reality through magic; it takes sweat, determination, and hard work.”

“My career has mostly amazing benefits, but sometimes it does take time away from events for my family and friends. However, the benefits far outweigh any negatives,” Carrie says. “In real estate, we meet so many amazing people — our clients, our colleagues, title attorneys, inspectors,

technicians, etc. The list goes on and on. I work extremely hard for every client, no matter the price point or property. I treat all of my clients like family and prioritize their needs above all else.”

“Still,” she says, “my main motivation for everything I do are my three daughters.”

At the end of the day for Carrie, it’s all about family, since home is truly where her heart is.





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# FIRST HOME MORTGAGE RYAN PAQUIN



The Paquin Team at First Home Mortgage (From left to right: Katie Zukauskas, Russ Miller, Ryan Vitielliss, Noah Abbott, Ryan Paquin, Heather Oaks, James Powers, Lyra Sjoberg, Michael Martini).

## PEOPLE FIRST

### ▶ partner spotlight

By Zachary Cohen  
Photos by Ryan Corvello

Growing up in northern New Jersey, Ryan Paquin dreamed of working on Wall Street.

“Ever since I was four years old,” he remembers.

After graduating from Salisbury University with a degree in finance, Ryan landed a position as a trader on the American Stock Exchange. He enjoyed his work, yet, when the Twin Towers fell on September 11, 2001, Ryan’s plans were thrown out the window. Ryan was in the World Trade Center on that fateful day, and while he escaped with his life, the life-changing nature of that event had enduring effects. Ultimately, Ryan and his wife,

Kristin, decided to move their family to Maryland. “I didn’t care what I did for a living, but I knew that I wanted to be happy, spend time with family, and be with my wife,” Ryan explains.

Kristin had worked for a mortgage company in the past and she introduced Ryan to her former boss. While he didn’t know much about the industry at the time, Ryan decided to jump in. He learned quickly, and just six months later, he was running his own branch office.

“It is hard to believe that it has been over 18 years,” Ryan says.

Today, Ryan is the Branch Manager of First Home Mortgage in Crofton, Maryland. First Home Mortgage does all of its processing, underwriting, and closing in-house, enabling them to remain in control of every aspect of the loan process. Ryan and his team offer all loan types — conventional, VA, FHA, USDA, and local, state, and federal programs.

“I love this business, and, more importantly, I love who I do it with. My partner, Ryan Vitielliss, and my assistant, Heather Oaks, have been with me







Ryan Paquin started in the mortgage business over 18 years ago and became a branch manager in his first six months.

10 and 11 years, respectively, and we have grown the team to six members and the branch to thirty-four employees. They are like family to me. I couldn't imagine doing this without them."

"We work with clients to educate them on homeownership, walk them through the process, and try to make it a one-of-a-kind experience," Ryan continues. "We are proud to be the number-one lender and the number-one team in the state for the Maryland Mortgage Program."

**People First**

Ryan's success is derived from a simple philosophy: he serves others above all else.

"People come first," Ryan explains. "It is that simple."

When Ryan brings on a new team member, he has them do an exercise. They are instructed to consider and then write down the perfect mortgage process for the person that they care about most — their mother, husband, or daughter, for example.

"What does it look like? How do they feel? What are the steps in the process? When people break it down and understand how emotional of a decision it is to buy a home, they can be more empathetic throughout the process," Ryan says. "This truly allows us to create an experience that is unrivaled. When you combine that with a tireless work ethic, amazing proprietary systems, and constant communication, nothing else compares."

**In Life, In Business**

Ryan and Kristin have now been married for 20 years. They have three children, Kylie, Kenna, and Brett. Together, they enjoy traveling — and particularly enjoy cultural immersion. "We love to travel," Ryan says. "Take off-the-beaten-path trips and immerse our family in the culture of a foreign country. We love the beach and the outdoors, and we enjoy watching our kids play sports."

In business, Ryan's greatest aspiration is that each of his clients gets the quality of service that he would expect his loved ones to receive. He truly cares, and that makes all the difference to his clients.

"We care. We don't look at a client as a number or a transaction. Our goal is to help as many people as we can attain homeownership because we really believe it is in their best interest. Zig Ziglar said it best, 'If you help enough people get what they want, you will get what you want.'"



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▶▶ cover story

By Zachary Cohen  
Photos by A. Claire  
Vision Photography

## PUTTING FAMILY FIRST

# BRAD ROZANSKY

BRAD ROZANSKY WAS RECENTLY CONTACTED TO LIST A HOUSE FOR A WOMAN HE HAD HELPED 12 YEARS PRIOR. HOWEVER, BRAD DIDN'T REPRESENT HER IN THE PREVIOUS PURCHASE; HE WAS THE LISTING AGENT.

"At first, she saw me as an adversary rather than an advocate," Brad remembers. "She wanted this home for her young son, specifically, and now, he just graduated from high school and is headed to Cornell. She called me because, after all those years, she was so appreciative of my help in getting her and her son in this house. These stories are the reward of being a real estate agent."

In his 44 years in real estate, Brad Rozansky has countless memories that mirror the one above. The model he's taken to real estate success revolves around playing the long game. He values connection and his reputation more than any one deal — and the results have certainly paid off. Brad has closed over \$1.25 billion in business in his career, including \$50 million in 2020.

Yet, what makes Brad most proud isn't his sales numbers; it's his family.

Brad Rozansky's youngest son, Luke, works with him on The Rozansky Team at Compass.

### Four Decades & Counting

Originally from the D.C. area, Brad graduated from West Virginia University and soon set off to start his own painting business.

"My parents were business owners themselves, so I think the notion of being my own boss was ingrained in me at a young age. I was always told I was a natural salesman," Brad says.

Brad had been painting homes in Morgantown, West Virginia. When he returned home, he figured he would start his own operation. But, it didn't take long for Brad to decide that "there wasn't much of a future in it."

"A friend of mine was working for a condo specialty firm ... so I got into real estate," Brad recalls.

By 1980, Brad and two friends started their own real estate company, which they ran for 12 years. He would go on



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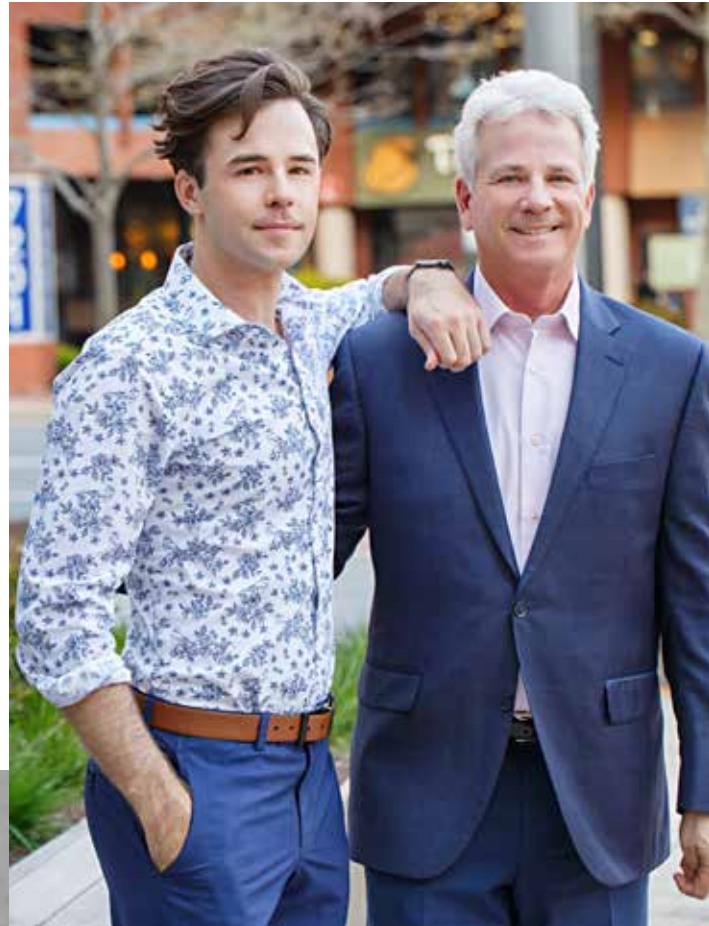
to spend 29 years with Long & Foster, and today works for Compass.

“I have one of those personalities that is great for selling real estate; I multi-tasked even before it was called that (my mom thought I was unable to focus), I enjoy the social aspects of meeting people, and I love making that connection of a family to a home.”

**Family First**

Working in real estate has, perhaps most importantly, allowed Brad to continually put his family first. He admits that finding a balance between his professional and home lives is a challenge, but it's one he's undertaken joyously.

“With so many careers, it's easy to let the job take first precedence, but with real estate, if you work really hard at it, hire the right team, and understand that it's never going to be perfect, you can have a great work-life balance,” Brad says.



Brad Rozansky's prioritizing of long-term relationships with his clients has kept him at the top of his game for over 44 years in real estate.

When his kids were younger, Brad remained committed to attending their sporting events and school performances. “I am proud of that. I was there for them when they were young. It's challenging, but doable in this field.”

**Following in Their Father's Footsteps**

Today, all three of Brad's children work in the real estate business. His daughter, Lucy, was once on his real estate team and now sells real estate in Denver, Colorado. “Very successfully, I might add,” Brad smiles.

Brad's son, Eli, is in commercial lending and acquisitions in Denver. His youngest, Luke, is a part of The Rozansky Group at Compass and was previously featured as a Rising Star for *DC Metro Real Producers*.

“I've been really lucky to work with all three of my kids,” Brad says, smiling. “The advice I would give any parent working with their kids is to understand they are smarter than you. The failure you see in most family businesses is that parents don't listen to their kids.”

**Forty-Four Years and Counting**

Today, Brad remains passionate about his work in real estate — and, of course, golf. He enjoys a round with his wife, Kathy, as well as peers and clients.

Everyone is different; respecting the goals of your clients and not putting your own interests first is what leads to a successful real estate career,” Brad explains.

“I think that my success has been through diligence. I don't easily take no for an answer, so being patient and working through a deal is paramount. I have clients I've worked with multiple times, and many that I work patiently with for months or a year at a time.

Brad hopes to be remembered as an agent who is fair, honest, and easy-going. He wants his clients to feel like they had expert advice at every step along their journey. Above all else, however, Brad wants to be remembered as a good father.

“The big win-win for me is my kids.”







words by wade  
By Wade Vander Molen

# DOMINATE

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**2021 has become the hottest market in our lifetime for home sellers and also home buyers. The problem is, buyers want homes yet sellers are reluctant to sell due to the pandemic and a couple of other issues. This imbalance has left us with little homes for sale, yet all of us know people in our spheres of influence who would benefit greatly by selling right now. Insert the virtual home-selling seminar. Here is how to do it and grow inventory.**

**1.** Market to your sphere of influence, Farm, and social media followers. Get the word out by direct mail, email, phone calls, video, and posting on your social media accounts. Get your people to sign up via registration link on Zoom. Once they register, you have their email addresses for follow-up.

**2.** Add your vendor partners to the event and get them to speak on how they work with you and also the value they bring to your clients. Other than Title and Lending, it is good to have junk removal companies,

home inspectors, and more. Selling the team is a great way to add value. Providing e-gift cards as raffles at the end is a great way to create extra touchpoints with the attendees.

**3.** Explain to the attendees the state of the market. Perhaps provide market stats in their local areas so they can see average days on market, home sale increases year over year, and even the numbers just for 2021. Explain how many families you helped in the last 12 months. Show off your value and paint yourself as the knowledge broker.

**4.** Highlight several home sales you have had in the last few months. Show the attendees how quickly these homes sold and if they were over asking price. Due to homes selling above asking price, it's good to mention sellers are getting extra money handed to them they never expected, as this is almost the norm in this market.

**5.** Have your assistant or someone else monitor the Zoom chat for questions and comments during your presentation. Take the time to make sure every question is answered and highlighted comments are addressed. Some of the questions may be for the vendors as well.

**6.** Following up afterward is the most important thing. Have a systematic

follow-up process by phone and email to find out if an attendee is considering selling or has a timeframe to do so. You might be surprised to find someone may want you to list their home right away, especially after highlighting how quickly homes are selling and what percentage of contracts are over the asking price. Add the attendees into your CRM and keep marketing to them on a regular basis.

There are many ways to conduct home-selling seminars, but in the age of COVID, we need to be strategic. Following these steps to gain an audience, show your value, sell the team, and educate on the state of our crazy market will get reluctant home sellers off the fence and on the market!



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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<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 Jan. 1 to April 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	20.5	\$40,647,564	7	\$22,176,500	27.5	\$62,824,064
2	Daniel M Heider	TTR Sotheby's International Realty	17	\$34,632,500	10.5	\$20,955,700	27.5	\$55,588,200
3	Michael W Rankin	TTR Sotheby's International Realty	8.5	\$28,591,000	5.5	\$20,445,500	14	\$49,036,500
4	Jennifer S Smira	Compass	25	\$20,081,400	25.5	\$22,239,576	50.5	\$42,320,976
5	Dana Rice	Compass	17	\$23,277,850	10.5	\$14,392,850	27.5	\$37,670,700
6	Trent D Heminger	Compass	42.5	\$30,170,394	9	\$7,371,626	51.5	\$37,542,020
7	Barak Sky	Long & Foster Real Estate, Inc.	23	\$16,859,840	27	\$18,914,600	50	\$35,774,440
8	Nathan J Guggenheim	Washington Fine Properties, LLC	14.5	\$16,072,400	17	\$19,161,250	31.5	\$35,233,648
9	Wendy I Banner	Long & Foster Real Estate, Inc.	15	\$22,809,130	9	\$11,451,500	24	\$34,260,632
10	Marc Fleisher	Compass	10.5	\$27,976,328	2	\$4,449,000	12.5	\$32,425,328
11	Kara K Sheehan	Washington Fine Properties, LLC	10	\$24,430,000	4.5	\$7,639,500	14.5	\$32,069,500
12	Robert Hryniewicki	Washington Fine Properties, LLC	8	\$20,946,004	5	\$10,882,500	13	\$31,828,504
13	Mandy Kaur	Redfin Corp	48	\$27,000,546	10	\$4,441,350	58	\$31,441,896
14	Mark C Lowham	TTR Sotheby's International Realty	3	\$13,027,360	3.5	\$16,452,360	6.5	\$29,479,720
15	Cara Pearlman	Compass	6.5	\$8,293,500	10.5	\$20,777,910	17	\$29,071,410
16	Brian Wilson	EXP Realty, LLC	37	\$23,421,500	6	\$5,215,512	43	\$28,637,012
17	Tim Barley	RE/MAX Allegiance	14	\$15,776,641	12.5	\$12,743,250	26.5	\$28,519,892
18	Carolyn N Sappenfield	RE/MAX Realty Services	14	\$17,663,000	10	\$10,521,000	24	\$28,184,000
19	Joel S Nelson	Keller Williams Capital Properties	21	\$19,799,650	6.5	\$7,335,000	27.5	\$27,134,650
20	Alejandro Luis A Martinez	The Agency DC	22	\$10,676,500	41.5	\$16,024,550	63.5	\$26,701,050
21	Christie-Anne Weiss	TTR Sotheby's International Realty	3.5	\$8,893,000	6	\$17,355,000	9.5	\$26,248,000
22	Ellie M Shorb	Compass	6	\$10,337,000	6	\$15,315,000	12	\$25,652,000
23	Lauren E Davis	TTR Sotheby's International Realty	8	\$10,081,000	9	\$15,384,500	17	\$25,465,500
24	James C. Peva	Washington Fine Properties, LLC	4	\$15,735,000	3.5	\$9,255,000	7.5	\$24,990,000
25	Frederick B Roth	Washington Fine Properties, LLC	9	\$20,154,624	1.5	\$3,975,000	10.5	\$24,129,624
26	Robert A Sanders	TTR Sotheby's International Realty	17	\$13,632,950	5.5	\$9,857,500	22.5	\$23,490,450
27	Brent E Jackson	TTR Sotheby's International Realty	14.5	\$11,639,000	10.5	\$11,516,388	25	\$23,155,388
28	Marjorie S Halem	Compass	14.5	\$13,891,900	7	\$9,129,500	21.5	\$23,021,400
29	Alan Chargin	Keller Williams Capital Properties	7	\$4,914,900	23	\$18,040,150	30	\$22,955,050
30	James M Coley	Long & Foster Real Estate, Inc.	10.5	\$11,637,475	13	\$10,855,500	23.5	\$22,492,976
31	Robert G Carter	Compass	8	\$5,250,620	17	\$17,071,956	25	\$22,322,576
32	Avi Galanti	Compass	11	\$15,487,000	4.5	\$6,702,500	15.5	\$22,189,500
33	Jay A Day	Real Estate Teams, LLC	29	\$13,572,073	19.5	\$8,506,835	48.5	\$22,078,908
34	Nurit Coombe	The Agency DC	16	\$11,353,050	20.5	\$10,702,500	36.5	\$22,055,550

**Disclaimer:** Information based on MLS closed data as of May 7, 2021, for residential sales from January 1, 2021, to April 30, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to April 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Judy G Cranford	Cranford & Associates	12	\$11,365,610	9	\$10,459,500	21	\$21,825,110
36	Roby C Thompson III	Long & Foster Real Estate, Inc.	3.5	\$4,469,625	15.5	\$17,094,750	19	\$21,564,376
37	Anslie C Stokes Milligan	McEanearney Associates, Inc.	8	\$4,130,500	14	\$17,397,250	22	\$21,527,750
38	Barbara C Nalls	TTR Sotheby's International Realty	9.5	\$10,307,500	11	\$11,215,760	20.5	\$21,523,260
39	Lisa R Stransky Brown	Washington Fine Properties, LLC	12.5	\$12,983,500	6	\$8,329,000	18.5	\$21,312,500
40	Nathan B Dart	RE/MAX Realty Services	22.5	\$12,700,102	12.5	\$8,433,900	35	\$21,134,002
41	Hans L Wydler	Compass	10	\$13,080,500	3.5	\$8,015,000	13.5	\$21,095,500
42	Ethan F Drath	Washington Fine Properties, LLC	3	\$5,564,815	6	\$15,411,800	9	\$20,976,616
43	Jeffrey M Wilson	TTR Sotheby's International Realty	5	\$6,472,000	8	\$14,489,999	13	\$20,962,000
44	Carl G Becker	Premier Properties, LLC	9	\$14,032,500	3	\$6,925,000	12	\$20,957,500
45	Kira Epstein Begal	Washington Fine Properties, LLC	11	\$7,829,011	12	\$12,831,500	23	\$20,660,512
46	Chris R Reeder	Long & Foster Real Estate, Inc.	27.5	\$10,914,388	26.5	\$9,344,288	54	\$20,258,676
47	Troyce P Gatewood	Keller Williams Realty Centre	14	\$5,563,900	41	\$14,643,370	55	\$20,207,270
48	Sheena Saydam	Keller Williams Capital Properties	11	\$6,111,919	23	\$13,695,465	34	\$19,807,384
49	Chelsea L Traylor	Redfin Corp	27	\$19,390,900	1	\$305,000	28	\$19,695,900
50	Antonia Ketabchi	Redfin Corp	13	\$9,769,280	11	\$9,853,000	24	\$19,622,280
51	Rong Ma	Libra Realty LLC	5	\$3,033,200	22	\$16,359,815	27	\$19,393,016
52	James Bass	Real Estate Teams, LLC	24	\$13,575,900	15.5	\$5,657,860	39.5	\$19,233,760
53	Jacob Taylor	Blue Valley Real Estate	46	\$18,585,276	1	\$560,000	47	\$19,145,276
54	Michael B Aubrey	Compass	8	\$6,188,000	13.5	\$12,912,000	21.5	\$19,100,000
55	Rebecca Weiner	Compass	9	\$9,148,275	10.5	\$9,938,939	19.5	\$19,087,214
56	Hazel Shakur	Redfin Corp	42	\$16,818,800	5	\$2,075,000	47	\$18,893,800
57	Richard Michael Morrison	Redfin Corp	2	\$1,293,000	22	\$17,516,000	24	\$18,809,000
58	Eric P Stewart	Long & Foster Real Estate, Inc.	17.5	\$15,469,444	2	\$3,321,500	19.5	\$18,790,944
59	Tyler A Jeffrey	Washington Fine Properties, LLC	7.5	\$7,774,550	9.5	\$10,746,250	17	\$18,520,800
60	Eva M Davis	Compass	1.5	\$1,435,000	15.5	\$17,072,500	17	\$18,507,500
61	Sina Mollaani	Compass	6	\$3,678,800	17.5	\$14,314,870	23.5	\$17,993,670
62	Michelle C Yu	Long & Foster Real Estate, Inc.	12	\$12,190,150	4.5	\$5,491,500	16.5	\$17,681,650
63	Jonathan S Lahey	EXP Realty, LLC	28.5	\$13,235,575	9.5	\$4,400,700	38	\$17,636,276
64	Erich W Cabe	Compass	8	\$4,903,375	13.5	\$12,631,614	21.5	\$17,534,990
65	Mark D McFadden	Compass	5	\$7,935,250	4	\$9,555,000	9	\$17,490,250
66	Carlos A Garcia	Keller Williams Capital Properties	8.5	\$7,994,311	8.5	\$9,484,000	17	\$17,478,310
67	Lawrence M Lessin	Save 6, Incorporated	38	\$17,152,929	1	\$299,600	39	\$17,452,529
68	Sergei A Goumilevski	RE/MAX Realty Services	14	\$6,367,251	14	\$11,067,000	28	\$17,434,252
69	Russell A Firestone III	TTR Sotheby's International Realty	4	\$9,590,000	4	\$7,487,500	8	\$17,077,500
70	Amanda M Lasko	Redfin Corp	18.5	\$14,358,610	3	\$2,392,835	21.5	\$16,751,445
71	Daryl Judy	Washington Fine Properties ,LLC	9.5	\$12,129,900	3.5	\$4,560,000	13	\$16,689,900

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Norman S Domingo	XRealty.NET LLC	29	\$16,097,730	1	\$349,999	30	\$16,447,729
73	Justin Tanner	RE/MAX Allegiance	9	\$8,525,900	7	\$7,570,000	16	\$16,095,900
74	Karen D Rollings	EXP Realty, LLC	27	\$12,733,990	8.5	\$3,233,750	35.5	\$15,967,740
75	D'Ann K Lanning	Compass	24.5	\$15,647,470	1	\$300,000	25.5	\$15,947,470
76	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	20.5	\$7,798,450	18.5	\$8,031,450	39	\$15,829,900
77	Cheryl R Leahy	Compass	11	\$12,177,722	2	\$3,575,000	13	\$15,752,722
78	Rex Thomas	Samson Properties	4	\$1,951,100	23	\$13,723,350	27	\$15,674,450
79	Donnell L Kearney	Compass	6	\$5,365,000	11	\$10,180,289	17	\$15,545,289
80	James E Brown	Turning Point Real Estate	12	\$7,903,500	10	\$7,427,000	22	\$15,330,500
81	Melinda L Estridge	Long & Foster Real Estate, Inc.	9.5	\$9,542,499	7.5	\$5,665,500	17	\$15,207,999
82	Carmen C Fontecilla	Compass	12.5	\$5,207,174	15	\$9,950,590	27.5	\$15,157,764
83	Keith James	Keller Williams Capital Properties	3	\$1,912,500	27	\$13,048,500	30	\$14,961,000
84	Mehrnaz Bazargan	Redfin Corp	25	\$14,949,849	0	\$0	25	\$14,949,849
85	Elizabeth M Lavette	Washington Fine Properties, LLC	4	\$5,887,000	4	\$9,035,000	8	\$14,922,000
86	Margaret M Babbington	Compass	5.5	\$3,882,500	15.5	\$10,970,928	21	\$14,853,428
87	Elysia L Casaday	Compass	4	\$4,185,000	8.5	\$10,624,090	12.5	\$14,809,090
88	Harrison I Beacher	Keller Williams Capital Properties	7.5	\$4,269,102	14	\$10,523,000	21.5	\$14,792,102

**Disclaimer:** Information based on MLS closed data as of May 7, 2021, for residential sales from January 1, 2021, to April 30, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to April 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Andrew Riguzzi	Compass	7	\$6,861,650	6	\$7,755,000	13	\$14,616,650
90	Kimberly A Casey	Washington Fine Properties ,LLC	11.5	\$14,065,900	0.5	\$550,000	12	\$14,615,900
91	Lauren B Pillsbury	Washington Fine Properties, LLC	2	\$3,150,125	4	\$11,370,000	6	\$14,520,125
92	Casey C Aboulafia	Compass	8	\$5,633,700	11	\$8,800,388	19	\$14,434,088
93	Andres A Serafini	RLAH Real Estate	11.5	\$8,402,702	10	\$6,002,400	21.5	\$14,405,102
94	Maxwell E Rabin	TTR Sotheby's International Realty	6	\$6,342,900	10	\$8,058,038	16	\$14,400,938
95	Katri I Hunter	Compass	4	\$2,649,150	14	\$11,747,500	18	\$14,396,650
96	Aret Koseian	Compass	4.5	\$4,580,500	14.5	\$9,750,720	19	\$14,331,220
97	Michael J Matese	Compass	7	\$5,397,000	7	\$8,822,900	14	\$14,219,900
98	Kimberly A Cestari	Long & Foster Real Estate, Inc.	8	\$9,149,100	5	\$5,009,000	13	\$14,158,100
99	Louis P Chauvin	Compass	2	\$5,912,750	5	\$8,205,820	7	\$14,118,570
100	Megan Stohner Conway	Compass	4.5	\$4,631,000	7	\$9,408,400	11.5	\$14,039,400
101	Sebastien Courret	Washington Fine Properties ,LLC	7.5	\$6,427,500	8.5	\$7,403,730	16	\$13,831,230
102	Andrew Essreg	RLAH Real Estate	5	\$4,513,000	14	\$9,189,250	19	\$13,702,250
103	Joseph G Zorc	Coldwell Banker Realty	4	\$3,147,500	4	\$10,545,000	8	\$13,692,500
104	Joshua D Ross	RE/MAX Realty Services	8	\$6,159,500	9.5	\$7,479,560	17.5	\$13,639,060
105	Scott Sachs	Compass	6	\$5,486,100	8	\$8,142,500	14	\$13,628,600

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Adam T Rackliffe	Washington Fine Properties, LLC	5	\$12,681,505	0.5	\$925,000	5.5	\$13,606,505
107	Jason D Martin	RLAH Real Estate	9.5	\$6,413,000	10.5	\$7,156,350	20	\$13,569,350
108	David S Hatef	TTR Sotheby's International Realty	4.5	\$5,797,720	6	\$7,618,900	10.5	\$13,416,620
109	Marin Hagen	Coldwell Banker Realty	2.5	\$3,912,500	3.5	\$9,486,100	6	\$13,398,600
110	Sheila R Pack	RE/MAX Roots	27.5	\$8,628,682	13	\$4,725,173	40.5	\$13,353,855
111	Charles Dudley	Compass	5.5	\$3,729,000	11.5	\$9,580,250	17	\$13,309,250
112	Robert Crawford	Washington Fine Properties, LLC	10	\$9,695,050	1.5	\$3,562,500	11.5	\$13,257,550
113	Maya D Hyman	Compass	4	\$3,549,000	5	\$9,657,000	9	\$13,206,000
114	Vincent E Hurteau	Continental Properties, Ltd.	3.5	\$2,222,000	6.5	\$10,913,000	10	\$13,135,000
115	Thomas S Buerger	Compass	6	\$4,260,000	8	\$8,781,750	14	\$13,041,750
116	Jason S Cohen	Compass	7	\$7,513,500	7	\$5,380,785	14	\$12,894,285
117	Ioannis Konstantopoulos	Compass	11.5	\$7,700,400	7	\$5,175,811	18.5	\$12,876,211
118	Patricia G Mills	Charis Realty Group	26	\$9,716,052	11	\$3,128,939	37	\$12,844,991
119	Scott J Swahl	Redfin Corp	25	\$11,864,700	2	\$941,000	27	\$12,805,700
120	Daniel Brewer	Washington Fine Properties ,LLC	7.5	\$6,427,500	6.5	\$6,363,130	14	\$12,790,630
121	Lyndsi Sitcov	McEneaney Associates	4	\$2,109,121	15	\$10,664,650	19	\$12,773,771
122	Joan Cromwell	McEneaney Associates, Inc.	4	\$3,608,500	9	\$9,089,000	13	\$12,697,500
123	Jennifer K Knoll	Compass	4	\$3,577,000	7	\$9,103,251	11	\$12,680,251
124	Daniel M Schuler	Compass	5	\$4,598,600	11	\$8,010,000	16	\$12,608,600
125	Meredith L Margolis	Compass	4	\$4,642,790	11	\$7,937,385	15	\$12,580,175
126	Nancy S Itteilag	Washington Fine Properties, LLC	6	\$11,360,000	1	\$1,200,000	7	\$12,560,000
127	Jocelyn I Vas	Compass	5.5	\$4,232,500	8	\$8,264,900	13.5	\$12,497,400
128	Pamela B Wye	Compass	4.5	\$4,884,000	6.5	\$7,598,250	11	\$12,482,250
129	David R Bediz	Keller Williams Capital Properties	6.5	\$4,746,250	9.5	\$7,733,500	16	\$12,479,750
130	Phoenix E Wright	Compass	2	\$1,891,880	17	\$10,569,114	19	\$12,460,994
131	Thomas Lindsay Reishman	Compass	13	\$12,440,500	0	\$0	13	\$12,440,500
132	Jeremy E Lichtenstein	RE/MAX Realty Services	7	\$10,232,800	1	\$2,200,000	8	\$12,432,800
133	Katie R Nicholson	Coldwell Banker Realty	15	\$8,787,500	10	\$3,644,980	25	\$12,432,480
134	Kelly Basheer Garrett	McEneaney Associates, Inc.	2	\$1,589,900	9	\$10,841,828	11	\$12,431,728
135	Jane Fairweather	Long & Foster Real Estate, Inc.	8	\$7,337,500	5	\$5,066,000	13	\$12,403,500
136	Kenneth A Grant	RE/MAX Plus	10	\$4,422,000	20	\$7,969,649	30	\$12,391,649
137	Anna D Mackler	Long & Foster Real Estate, Inc.	4.5	\$3,063,500	10.5	\$9,290,750	15	\$12,354,250
138	Shierra Houston	XRealty.NET LLC	33	\$12,341,200	0	\$0	33	\$12,341,200
139	Stacy M Allwein	Century 21 Redwood Realty	20.5	\$7,038,150	13.5	\$5,267,070	34	\$12,305,220
140	Kelly Lee	TTR Sotheby's International Realty	3	\$4,450,175	3.5	\$7,781,450	6.5	\$12,231,625
141	Farrah E Fuchs	Redfin Corp	23	\$10,013,200	4	\$2,130,000	27	\$12,143,200
142	Roman Mychajliw	Long & Foster Real Estate, Inc.	35	\$11,973,360	0.5	\$152,500	35.5	\$12,125,860

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to April 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Will Thomas	TTR Sotheby's International Realty	2.5	\$9,295,500	1	\$2,800,000	3.5	\$12,095,500
144	Hugh McDermott	TTR Sotheby's International Realty	5	\$6,472,000	8	\$5,608,500	13	\$12,080,500
145	Michael Bowers	Compass	4	\$6,873,750	5	\$5,152,500	9	\$12,026,250
146	Michael R Brennan	Compass	11	\$10,645,843	2	\$1,345,000	13	\$11,990,843
147	Kelly C Kelley	Compass	0	\$0	14	\$11,990,800	14	\$11,990,800
148	Seth S Turner	Compass	8.5	\$5,238,181	8	\$6,673,400	16.5	\$11,911,581
149	Rory Oblatz	Redfin Corp	4	\$3,144,000	13	\$8,737,688	17	\$11,881,688
150	Joanne B Pinover	Washington Fine Properties, LLC	3	\$4,416,000	5	\$7,418,000	8	\$11,834,000
151	Thomas F Faison	RE/MAX Allegiance	9	\$8,525,900	3	\$3,197,110	12	\$11,723,010
152	Lee R Tessier	EXP Realty, LLC	13.5	\$4,387,450	17	\$7,304,000	30.5	\$11,691,450
153	Matthew C Patterson	Redfin Corp	21	\$8,312,600	6	\$3,370,000	27	\$11,682,600
154	Bryan Kerrigan	Redfin Corp	23	\$11,637,200	0	\$0	23	\$11,637,200
155	Jorge P Montalvan	Compass	7.5	\$5,380,536	6	\$6,128,500	13.5	\$11,509,036
156	Louis G Cardenas	TTR Sotheby's International Realty	6	\$7,336,500	2.5	\$4,125,000	8.5	\$11,461,500
157	Mitchell J Toland Jr.	Redfin Corp	30	\$10,032,250	4	\$1,292,000	34	\$11,324,250
158	William R Hirzy	Redfin Corp	1	\$378,000	12	\$10,890,000	13	\$11,268,000
159	Delilah D Dane	Redfin Corp	19.5	\$10,124,175	2	\$1,079,000	21.5	\$11,203,175
160	Christopher T Bulka	Compass	3.5	\$1,862,948	7	\$9,310,000	10.5	\$11,172,948
161	Anna-Louisa A Yon	Compass	2	\$1,617,000	12	\$9,493,475	14	\$11,110,475
162	Marshall Carey	Redfin Corp	15	\$10,176,000	1	\$915,000	16	\$11,091,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Debora A Leyba	Long & Foster Real Estate, Inc.	3.5	\$5,378,500	3	\$5,672,800	6.5	\$11,051,300
164	Eric M Broermann	Compass	7	\$4,683,673	6	\$6,327,600	13	\$11,011,273
165	Mary Lynn White	Compass	5.5	\$6,269,326	3.5	\$4,677,500	9	\$10,946,826
166	John Coleman	RLAH Real Estate	3.5	\$2,060,750	13	\$8,868,900	16.5	\$10,929,650
167	Cameron H McFadden	Compass	5	\$7,935,250	3	\$2,885,000	8	\$10,820,250
168	Ginette R. Winston	Winston Real Estate, Inc.	5	\$5,029,000	7	\$5,776,000	12	\$10,805,000
169	Thomas K Paolini	Redfin Corp	6	\$3,972,000	11	\$6,831,979	17	\$10,803,979
170	Andrew L Pariser	Long & Foster Real Estate, Inc.	8.5	\$8,155,100	3	\$2,607,000	11.5	\$10,762,100
171	Meredith M Fogle	Old Line Properties	9.5	\$6,402,895	7	\$4,351,100	16.5	\$10,753,995
172	Joseph M Poduslo	TTR Sotheby's International Realty	4.5	\$3,646,500	7	\$7,088,500	11.5	\$10,735,000
173	Daniel J Whitacre	Colony Realty	12	\$3,812,000	14	\$6,918,400	26	\$10,730,400
174	Lee Murphy	Washington Fine Properties, LLC	4.5	\$4,182,500	7	\$6,489,500	11.5	\$10,672,000
175	Mary J Murphy	Allied Realty	3	\$7,900,000	1	\$2,750,000	4	\$10,650,000
176	Todd A Vassar	Compass	6.5	\$4,701,173	7	\$5,928,750	13.5	\$10,629,923
177	Anne H Weir	Washington Fine Properties, LLC	2.5	\$3,273,500	4	\$7,355,000	6.5	\$10,628,500
178	Mary C Gatton	Redfin Corp	20	\$9,125,100	2	\$1,502,000	22	\$10,627,100
179	Elizabeth M Burrow	Keller Williams Realty Centre	8	\$5,516,595	8	\$5,100,595	16	\$10,617,190

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to April 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Sarah Minard	Compass	2	\$1,519,000	6	\$9,080,800	8	\$10,599,800
181	Lucy Blundon	Washington Fine Properties, LLC	3.5	\$6,795,500	2	\$3,700,000	5.5	\$10,495,500
182	Mary G Ehrgood	Washington Fine Properties, LLC	4.5	\$5,969,000	3	\$4,480,000	7.5	\$10,449,000
183	Monica Bryant	Redfin Corp	20.5	\$8,965,386	2	\$1,481,500	22.5	\$10,446,886
184	Elizabeth J D'Angio	Washington Fine Properties, LLC	3.5	\$6,838,000	1.5	\$3,582,500	5	\$10,420,500
185	Marc Bertinelli	Washington Fine Properties, LLC	3.5	\$4,816,550	3.5	\$5,597,500	7	\$10,414,050
186	Edward Slavis	S&G Realty	13	\$8,394,808	2	\$1,896,500	15	\$10,291,308
187	Debra Morin	Redfin Corp	6	\$1,908,000	20	\$8,343,666	26	\$10,251,666
188	Martin L Toews	Compass	4.5	\$4,147,500	4.5	\$5,991,500	9	\$10,139,000
189	Peter J Ferguson	Compass	3.5	\$2,248,700	13	\$7,875,000	16.5	\$10,123,700
190	Lisa C Sabelhaus	RE/MAX Town Center	11	\$5,726,500	9.5	\$4,377,930	20.5	\$10,104,430
191	Margot D Wilson	Washington Fine Properties, LLC	2.5	\$3,302,500	3	\$6,795,000	5.5	\$10,097,500
192	Ruby A Styslinger	Redfin Corp	4	\$3,192,000	8	\$6,833,000	12	\$10,025,000
193	Lisa Tucker	Redfin Corp	16	\$9,229,775	1	\$790,000	17	\$10,019,775
194	Shelley I Gold	Compass	1.5	\$1,195,500	11	\$8,732,300	12.5	\$9,927,800
195	Alecia R Scott	Long & Foster Real Estate, Inc.	15.5	\$6,727,595	10	\$3,198,580	25.5	\$9,926,175
196	Nicole Roeberg	RLAH Real Estate	1	\$435,000	13	\$9,470,400	14	\$9,905,400
197	Carolyn H Jordan	Go Brent, Inc.	9.5	\$5,929,500	5	\$3,970,000	14.5	\$9,899,500
198	Daniel W Hozhabri	Keller Williams Realty Centre	20.5	\$7,995,800	5.5	\$1,883,900	26	\$9,879,700
199	Andrew K Goodman	Goodman Realtors	13	\$5,587,469	5	\$4,285,532	18	\$9,873,001
200	Maryanne P Fiorita	Long & Foster Real Estate, Inc.	10	\$8,031,000	3	\$1,840,000	13	\$9,871,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Anne C Killeen	Washington Fine Properties, LLC	6.5	\$8,986,000	1	\$860,000	7.5	\$9,846,000
202	Carrie Balsam	Long & Foster Real Estate, Inc.	9	\$9,825,250	0	\$0	9	\$9,825,250
203	Robert J Krop	RE/MAX Plus	12.5	\$4,511,000	12	\$5,301,800	24.5	\$9,812,800
204	Wentong Chen	Libra Realty LLC	6	\$4,459,000	7	\$5,352,000	13	\$9,811,000
205	Renee M Peres	Compass	7	\$4,314,900	7.5	\$5,496,050	14.5	\$9,810,950
206	Michael J Alderfer	Compass	2	\$1,846,000	11	\$7,962,714	13	\$9,808,714
207	Todd C Harris	Long & Foster Real Estate, Inc.	6	\$4,808,000	6	\$4,971,000	12	\$9,779,000
208	Kari S Wilner	Washington Fine Properties, LLC	3	\$8,250,000	2	\$1,499,900	5	\$9,749,900
209	Robert Jenets	Stuart & Maury, Inc.	5	\$5,746,126	4	\$3,985,000	9	\$9,731,126
210	Michael W Seay Jr.	Compass	6	\$7,000,230	4	\$2,709,900	10	\$9,710,130
211	Avery Boyce	Compass	1.5	\$1,660,500	12	\$8,028,700	13.5	\$9,689,200
212	Gali Jeanette Sapir	Long & Foster Real Estate, Inc.	4	\$2,645,000	12	\$7,030,000	16	\$9,675,000
213	Christopher R Leary	Washington Fine Properties, LLC	2	\$3,897,000	3.5	\$5,765,000	5.5	\$9,662,000
214	Margaret N Percesepe	Washington Fine Properties, LLC	4	\$4,990,000	4	\$4,661,500	8	\$9,651,500
215	Lindsay W Lucas	Compass	3	\$3,565,500	3	\$6,060,000	6	\$9,625,500
216	Erica Dhawan	Long & Foster Real Estate, Inc.	9	\$9,591,500	0	\$0	9	\$9,591,500
217	Leslie C Friedson	Compass	7.5	\$4,656,700	4.5	\$4,874,705	12	\$9,531,405

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# TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to April 30, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Koki Waribo Adasi	Compass	10	\$6,289,875	7	\$3,230,750	17	\$9,520,625
219	Jeanne H Harrison	Compass	6.5	\$5,363,800	4.5	\$4,149,800	11	\$9,513,600
220	Tracy D Diamond	EXP Realty, LLC	6.5	\$5,799,900	3	\$3,695,000	9.5	\$9,494,900
221	Matt Ackland	Washington Fine Properties, LLC	2	\$2,493,500	1	\$7,000,000	3	\$9,493,500
222	Katherine Geffken	Keller Williams Capital Properties	3	\$1,945,000	9	\$7,541,500	12	\$9,486,500
223	Eric Murtagh	Long & Foster Real Estate, Inc.	5	\$9,465,120	0	\$0	5	\$9,465,120
224	Kimberly A Lally	EXP Realty, LLC	8	\$2,312,000	15	\$7,136,345	23	\$9,448,345
225	Jason E Townsend	Compass	7.5	\$5,722,811	5	\$3,695,900	12.5	\$9,418,710
226	Theresa Helfman Taylor	Keller Williams Capital Properties	7	\$6,350,250	4	\$3,036,999	11	\$9,387,249
227	Jessica G Evans	Compass	2	\$2,295,000	10	\$7,047,900	12	\$9,342,900
228	Mary S Addison	Washington Fine Properties, LLC	2	\$4,400,000	4.5	\$4,942,500	6.5	\$9,342,500
229	Nicholas P Chaconas	Redfin Corp	17	\$8,698,700	1	\$622,265	18	\$9,320,965
230	John R Young	RE/MAX Excellence Realty	3	\$1,865,000	9	\$7,451,000	12	\$9,316,000
231	Tina C Cheung	EXP Realty, LLC	4	\$2,031,000	17	\$7,282,274	21	\$9,313,274
232	Julia S Fortin	Long & Foster Real Estate, Inc.	3	\$8,352,200	1.5	\$912,000	4.5	\$9,264,200
233	Tyler F Siperko	Compass	4.5	\$3,424,700	7.5	\$5,766,205	12	\$9,190,905

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Rachel Miller	Redfin Corp	3	\$1,467,750	14	\$7,715,715	17	\$9,183,465
235	Lenore G Rubino	Washington Fine Properties, LLC	3	\$4,188,500	3.5	\$4,980,000	6.5	\$9,168,500
236	Keene Taylor Jr.	Compass	4	\$5,065,000	4	\$4,099,000	8	\$9,164,000
237	Gary Foreman	Compass	7.5	\$2,684,500	13	\$6,471,800	20.5	\$9,156,300
238	Lukas Iraola	Compass	5	\$2,091,600	11.5	\$7,052,675	16.5	\$9,144,275
239	Thomas A Keane	Washington Fine Properties, LLC	3.5	\$6,651,550	1.5	\$2,467,500	5	\$9,119,050
240	James L Roy	LuxManor Real Estate, Inc	9	\$6,144,700	6	\$2,929,640	15	\$9,074,340
241	Arnita A Greene	Compass	9	\$3,228,000	12	\$5,833,644	21	\$9,061,644
242	Brett Alan Rubin	Compass	1.5	\$582,250	14	\$8,479,200	15.5	\$9,061,450
243	Donna Mank	Compass	5	\$3,531,237	6	\$5,516,900	11	\$9,048,137
244	John P Ippolito	Redfin Corp	20	\$9,020,900	0	\$0	20	\$9,020,900
245	Long T Ngo	Redfin Corp	2	\$1,215,000	16	\$7,798,500	18	\$9,013,500
246	Katrina L Schymik Abjornson	Compass	2	\$1,751,000	10	\$7,252,501	12	\$9,003,501
247	William T Gossett	Washington Fine Properties, LLC	1	\$932,500	3.5	\$7,984,500	4.5	\$8,917,000
248	Steve C Agostino	Compass	5	\$5,614,500	2	\$3,291,000	7	\$8,905,500
249	Darnell Eaton	Century 21 New Millennium	7.5	\$3,125,650	10.5	\$5,750,930	18	\$8,876,580
250	David Wayne Evans	Compass	3.5	\$2,827,750	5	\$6,016,799	8.5	\$8,844,549

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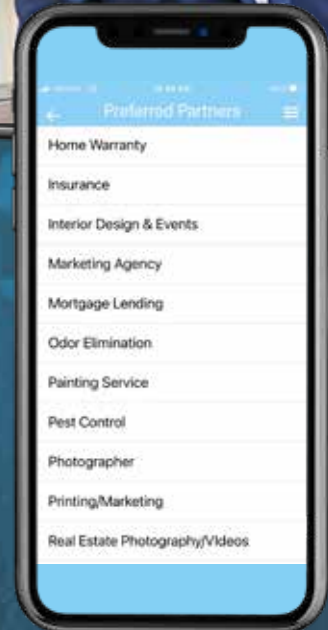
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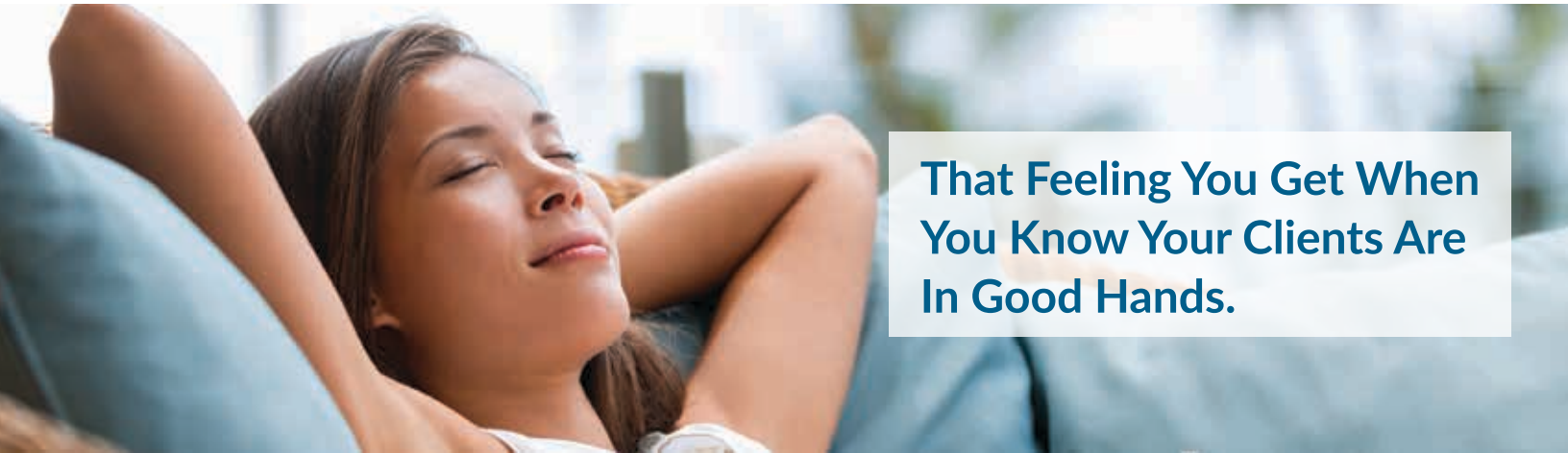
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*Greg Kingsbury is the best. Full Stop. He's my go-to expert, having provided me and hundreds of my clients with the highest level of service for over 10 years! The Kingsbury Team is knowledgeable, succinct and trustworthy. I'd rate them a 10 out of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

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

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

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