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



Ellen Buchanan
Editor



Wendy Ross
Client Operations Manager



Angela Clemons
Events Manager



Kristina Richardson
Project Manager



Lauren Denato
Ad Strategist



Molly Laurysens
Writer



Zachary Cohen
Staff Writer



Chris Menezes
Writer



Ryan Corvello
Photographer



Amanda Claire
Photographer



Bobby Cockerille
Videographer

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

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Pat Bowman
Sales Manager
301-641-3436
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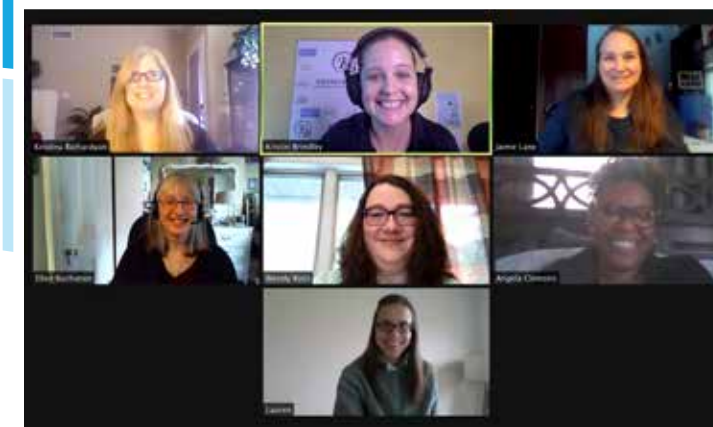
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The Brindley family.



The DC Metro Real Producers team.

► publisher's note

HAPPY 4TH ANNIVERSARY TO US!

And Welcome,
New Top 500
REALTORS®!



Dear Realtors and Partners,

For those new to *DC Metro Real Producers*, congratulations and welcome! I'm the publisher, Kristin Brindley.

Our mission, at *Real Producers*, is to inform and inspire industry professionals such as yourselves all over the D.C. Metro area. It is a badge of honor to be a Real Producer. Receiving this publication means you are in the top 500 (top 2 percent) of your industry.

We are thankful for our preferred partners. Without their participation and all they do for this community, none of this would be possible! The publication, our events, and being featured is free because of our partners. Thank you! We also appreciate the Real Producers who referred them to us. All partners have been referred and vetted by Real Producers.

Our Real Producers are wonderful people who do great work in real estate and in our communities. Do you know an amazing agent who you'd love to see featured in the magazine? We are taking nominations for the rest of this year right now! You can nominate a cover story, a rising star, a "Making A Difference" agent who does great work with a charity, and a "Cool Life Story" agent with an amazing life story to share. Nominate in the private Facebook group, by email, or on *DigaPub*, the digital app for our community. Download *DigaPub* on Apple or Google Play.

Check out our Save-the-Dates as well. We look forward to seeing many of you soon at one of our smaller, indoor/outdoor and virtual events starting this month.

WARNING: SEMI-SAPPY REFLECTIONS. Sigh ... I think we can all agree that 2020 made us all more resilient. As I exhale and enjoy the first few months of 2021, I'm grateful to be connected with the best Realtors and Partners in DC, MD, and VA. Most of you who really know me know that I live by the mantra that I don't take myself too seriously ... but I DO take my work seriously.

Successful entrepreneurs are used to overcoming obstacles and challenges thrown at them on the daily. Sometimes, we have to get creative in order to move the ball down the field toward the goal line. In March/April of 2020, it felt like we got sacked, picked off, fumbled the ball (you get the idea) ... in short, we lost yardage for a while. I'll admit this now: I was frightened.

As much as our community loves and enjoys our monthly publication, one of the main attractions to our platform is our live events. For those of you who

have attended one, you have had the pleasure to experience firsthand what I mean. The caliber of people in the room, the camaraderie built, and the relationships that are forged keep people anticipating the next event. Once the reality hit that our spring event would be postponed indefinitely, I knew some innovations needed to take place to keep people connected and interacting. I'm happy to say that those innovations will continue through 2021 (and beyond) and our community will thrive even more when we are allowed to reconnect in person in large groups.

Countless positives and efficiencies have come from 2020. I'm looking forward to steady growth in 2021 and bonding our community even more. I am blessed to be surrounded by so many great minds in my life, from business, to personal, to spiritual, and everything in between.

So, thank you! Thank you to the Realtors and Partners who I have interacted with this past year. It was this community we serve that kept me fueled over the last year and inspired me to forge ahead. If we've spoken/texted/emailed at any length, you know who you are. It is because of your engagement that I am allowed to do what I do. It is an honor to serve you and I'm grateful for every minute of it. The past year would not have been as productive and fulfilling as it was had you not taken the time out of your schedule to connect with me.

A special thank you to my family, and to my amazing team who have helped me and *DC Metro Real Producers* be a huge success over the last four years! I appreciate you all!

With gratitude,



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



What are the top three things on your personal bucket list?



JENNI DAVIES
Coldwell Banker Realty

1. Hike the Appalachian Trail
2. Swim with sharks in Australia
3. Take a year off and volunteer around the country



BOBBY COCKERILLE
HDBros

1. I bought my first rental property in 2020. I'd like to double that and acquire two more properties in 2021 to reach my "3 by 30" goal.
2. I'd also like to get another dog pal, then I'll take my canine companions to go see Red Rock in Colorado!! I'd love to get back to traveling, seeing new places and trying new things and I really want to get a second dog to add to my family.
3. My biggest personal bucket list item, though, is completing a 1031 exchange on one of my residential properties to be able to acquire a multi-unit building!



DONNA SEEKER
Donofrio & Associates, LLC

1. Help victims of domestic abuse in a significant way.
2. Earn a college degree.
3. Start a business to provide employment opportunities at an entry-level position.



CARA PEARLMAN
Compass

1. My number one on the bucket list is to live on some body of water ... even a pond or stream would work!
2. A family trip abroad for two weeks and no work ... AT ALL.
3. Lastly, I would like to be able to do a headstand with no assistance from a fellow human or a wall.



SUSAN LEAVITT
The Leavitt Realty Team

1. Travel through Australia and New Zealand and the Arctic continents (I have been on the other 5).
2. Complete a full Ironman event for my 60th year. It is in Spain in July 2021 and will be a two-mile swim/112-mile bike/26.2-mile run (for a total of 140-ish miles).
3. I have never been up in a hot air balloon...

So one of these (COVID willing) will be ticked off the list this year. 2019's was a five-week trek in the Himalayas/Nepal, which was a big one.



CHERYL ABRAMS DAVIS
RE/MAX United Real Estate

I have been fortunate and blessed enough to do many things. However, these are three of the many things on my bucket list that I look forward to accomplishing:

1. Obtain my MBA.
2. Visit Santorini, Greece.
3. Purchase a second home in another state.



MALIA TARASEK
Keller Williams Capital Properties

My post-COVID bucket list:

1. Travel to anywhere outside of my home office.
2. Eat in a restaurant with a group of friends.
3. Go to a concert.



LORI MAGGIN
Rory S. Coakley Realty

In the travel section of my bucket list, my top three wishes (hopefully with any or all family members) are:

1. Travel and explore the Galapagos.
2. Cycle from Tuscany to Croatia.
3. Hike and see the Great Wall in China.



ANNE-MARIE FINNELL
TTR Sotheby's International Realty

1. Go to a home game of every NFL, MLB, and NBA team.
2. Take my kids on a repeat of the best vacation we ever took: Australia/New Zealand/Fiji.
3. Drive across the country in a luxury RV.



ELLEN COLEMAN
RE/MAX Realty Centre

1. Begin traveling again to see more of this wacky, wonderful world.
2. Spend more time sharing what I have learned during my 15-year real estate career.
3. Spread as much joy as I can. We surely need it.

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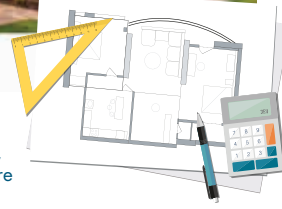
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Generate Leads to **INCREASE YOUR SALES**

► marketing matters

By **Todd Lebowitz**

It can be easy to rely on your current client base for your business, but it's also necessary to reach out to new clientele.

Reaching out to prospects can feel overwhelming, but these methods are sure to ease the process.

1. Use a List Manager for Direct-Mail Campaigns.

List Managers are an easy and efficient way to reach more clients in your farm and new areas when sending mail pieces like postcards, brochures, and door hangers. You can create lists of new contacts, reach

everyone in a new location, and keep track of where you have sent direct-mail pieces in the past and send follow-up communications.

2. Engage the Community.

Being well-known in your community will help increase sales because

when people think "real estate," your name will come to mind. Depending on local regulations, look into holding a meeting at a local restaurant or coffee shop, attend community events, or sponsor an event to get to know the community.

3. Advertise.

Advertising allows you to get your name and information in front of large numbers of potential clients. Look into sending direct-mail pieces, sponsoring posts from your social media profiles, and using targeted ads to reach the right audiences.

4. Work on Your Personal Brand.

When people start searching for an agent who will help them find their next home or sell their current one, they are looking to work with someone they can trust and rely on. Work on maintaining your personal brand to show the types of

properties you sell, how you help clients close on their dream homes, and how you are an agent who can get the job done.

By maintaining your brand, when people are looking for an agent, they will be happy to know you are the right agent for them.

5. Network Effectively.

Networking can be one of the most effective ways to generate leads. Attend events for professionals in your area specific to real estate or general business and entrepreneurship topics. These events, virtual or in person, will help you grow your skills, make connections with other professionals in your area, and set you up for success. You never know where or when you will meet your next client.



With more than 25 years of experience, Todd Lebowitz is CEO and Owner at My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally and nationwide.

ABOUT MY MARKETING MATTERS

Since 1982, My Marketing Matters (MMM) has helped clients create and implement effective marketing solutions to reach their business goals. MMM is a full-service real estate marketing firm located in Gaithersburg, MD, with clients across the Mid-Atlantic region and nationally. MMM has grown to be a leading marketing vendor offering innovative print products and custom, on-demand marketing materials through our design portal. Learn more at www.mymarketingmatters.com.



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▶▶ partner spotlight

By **Zachary Cohen**
Photos by **Ryan Corvello**

Well before her days at TruPlace, Rebecca Lombardo became well-practiced at the art of success. As a journalism major, she launched her career as a traveling writer and photographer.

“I reported from Namibia, Tokyo, and Kyiv as a ‘backpack journalist,’ which just meant I was a blogger, videographer, and photographer, all in one, as I traveled,” Rebecca recalls. “Then, I got into making short films for contests in California, working with some very talented directors.”

Over the years, Rebecca took on work as a social media marketing consultant for large corporations like Revlon, Kraft Heinz, Jackson Hewitt, and Jockey International. And then, serendipitously, the real estate industry found her.

“When the opportunity presented itself to work in the real estate industry and develop partnerships with brokerages and teams to help them with their property visuals, I felt it was a perfect fit,”





Rebecca Lombardo joined TruPlace as Vice President of Sales and Marketing in February 2020.

•••

Rebecca says. “The relationships are what drive me to work harder, be better at my job, and provide the opportunity for me to network for the benefit of others, which is something I love doing.”

In February 2020, Rebecca officially joined TruPlace as the Vice President of Sales and Marketing. She is focused on establishing and nurturing partnerships with real estate brokerages and vacation-rental property managers.

TRUPLACE: THE REAL ESTATE MARKETING RESOURCE

Since 2003, TruPlace has provided premium property visuals such as photography, video, and virtual tours. The company was initially founded as Mouse on House — a play on words for what was then cutting-edge virtual-tour technology. Founders Bob and Suzi Cusack came up with the idea

of an interactive floor plan after purchasing a vacation home in Canaan Valley, West Virginia.

In the last 17-plus years, TruPlace has produced over 90,000 tours and processed more than 15 million professional photographs.

“We support our clients with a world-class customer service team offering real-time scheduling. TruPlace works proactively to provide a competitive edge with complimentary neighborhood photos, a dynamic property website page, clear views, blue sky views, and more,” Rebecca explains.

Providing premium visuals means that TruPlace isn’t married to a particular technology or piece of equipment. The focus is on quality and finding the best way to provide that to clients, no matter what format it’s in.

“We have a 98 percent client retention rate and over 17 years of experience, so all that institutional knowledge gets leveraged to benefit the client. We’re not a marketing agency. We’re a visuals provider that knows quality communicates higher value.”

A NEW ERA AT TRUPLACE

Rebecca joined TruPlace right before the pandemic-induced shutdowns began. Despite the challenges of the pandemic, TruPlace experienced double-digit growth in 2020. Website page views were up 252 percent from the previous year and more partners came on board.

“When the sky started falling in the spring, we hunkered down and focused on doing what we do best so real estate agents, who were deemed an essential service, could keep doing what they needed to do,” Rebecca says.

•••



“SUCCESS -- IT’S NOT A FINAL DESTINATION. THE WORD SUCCESS SOUNDS SO FINAL, LIKE A PERIOD OR EXCLAMATION MARK. BUT IT’S MORE FLUID THAN THAT. SUCCESS IS CONNECTING WHO YOU WERE MEANT TO BE AND WHAT YOU WERE MEANT TO DO WITH THE SKILLS AND PASSIONS YOU HAVE. IT’S A VERB. SUCCESS IS A VERB.”

The TruPlace team at The Towns of Abingdon Place, Alexandria, VA.



Early in her career, Rebecca Lombardo was a successful photo journalist reporting from far-away places overseas.

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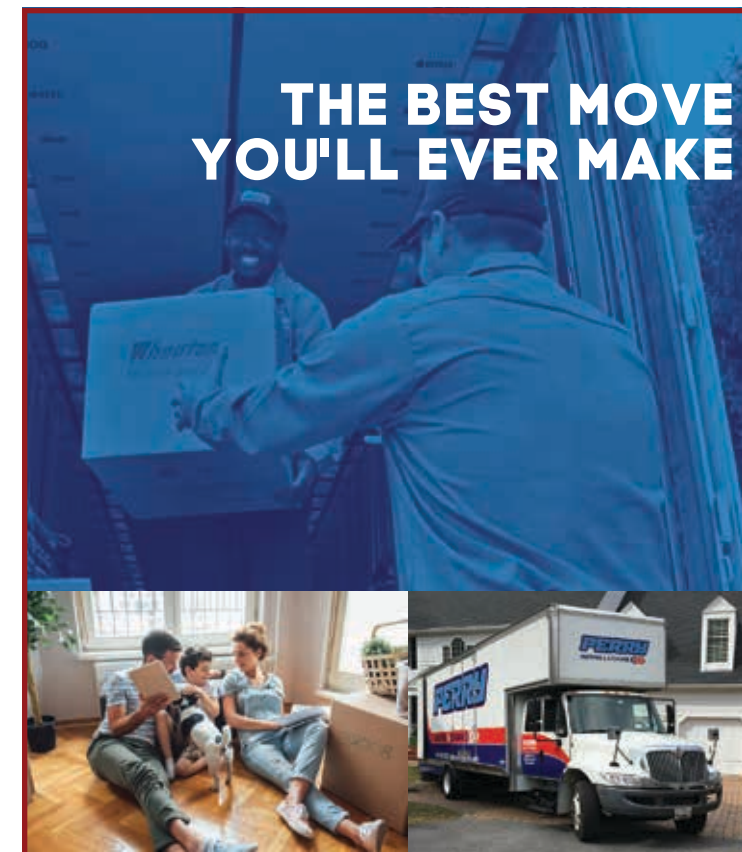
Whether you've never heard about TruPlace or worked with them before, "It's all new now," she says. Rebecca is driving the culture at TruPlace to be more proactive, improving the sales process and making the company an industry force. Her team is specifically designed to help partners and even includes a REALTOR® Relations Specialist.

"I'm bringing in a new era at TruPlace where it's not enough to do good work. We have to tell people about it, share our clients' successes, work harder for our partners, add value with educational training, and proactively think for them around our area of expertise. We're being more agile, responding in real-time to our clients' pain points during COVID-19, and still exceeding their expectations with our products

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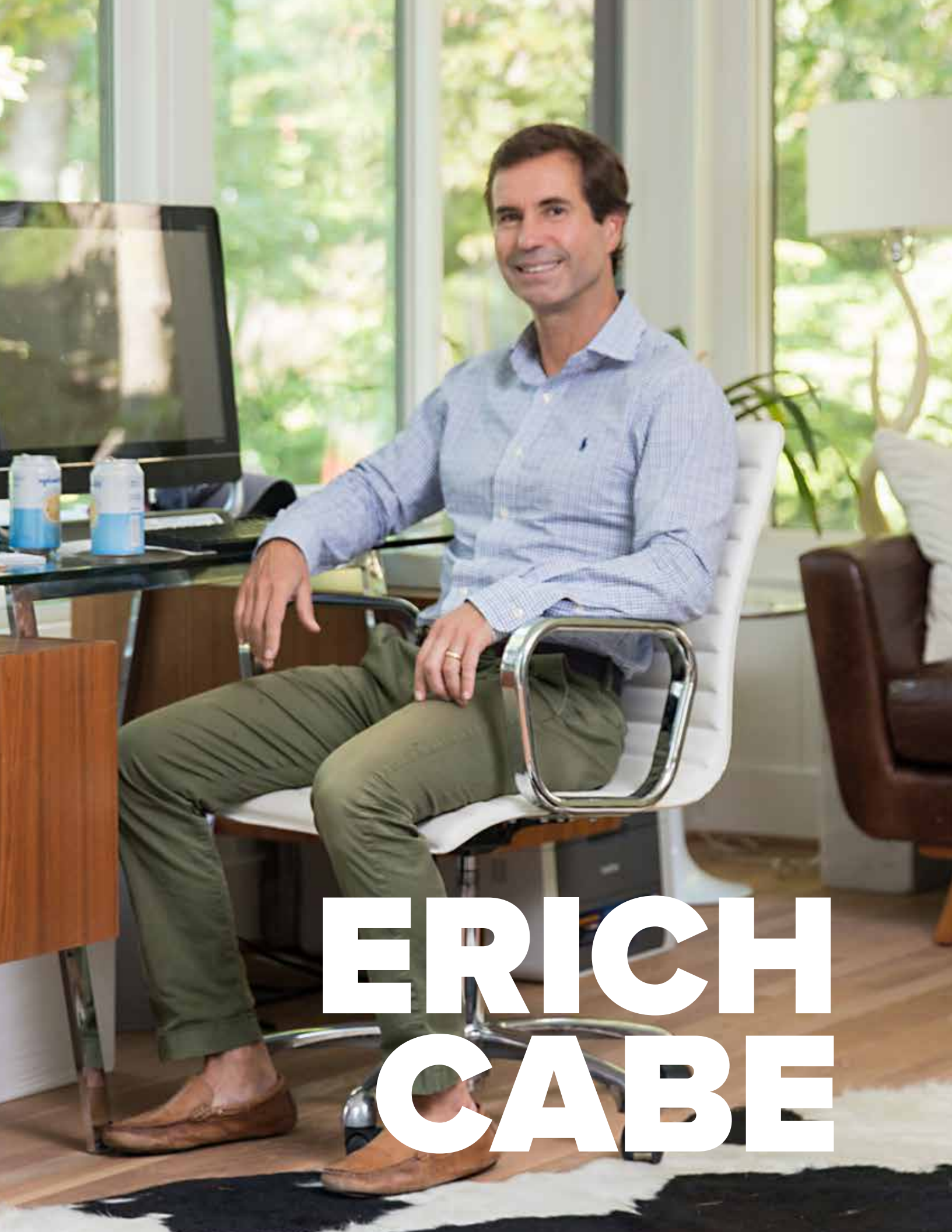


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ERICH CABE



PLAYING TO HIS STRENGTHS

cover story

By Molly Laurysens
Photos by Ryan Corvello

Not everyone thrives on structure. Flexibility is where it's at for the owner and principal of the Erich Cabe Team, LLC, at Compass. Erich says rigidity can be a hindrance in real estate and he is living proof that you don't necessarily need to wake up at 5 a.m., run five miles, then drink your greens to be incredibly successful at real estate. "There are people who have a plan, and when they get out of bed in the morning, they live a very structured life. They have goals that they write on their mirror. I'm not that. I'm more off the cuff, depending on the day."

Off the cuff seems to be serving Erich quite well.

UNCONVENTIONAL CHILDHOOD

Erich grew up in Hidden Valley, Pennsylvania, where his parents, Nancy and Josef, started a ski school in the late '60s. Raised in the industry, he recalls going into kindergarten and being surprised to find out that not everyone knew how to ski. He was flabbergasted! Skiing was his world. "Skiing brings people together," he reminisces, saying that his home was a hub of activity, with people always coming and going in-season. Off-season, the family was driving around and traveling. "My parents never made a ton of money. They lived this lifestyle and it was a really great childhood and great upbringing. I was very fortunate in that way."

Skiing would take Erich far. He was a competitive racer into his late teens until injuries sidelined him. Then, he

...

...

began coaching, working with world-class athletes and training and certifying ski instructors. This afforded him the luxury of travel, taking him to New Zealand, Chile, and Austria, as well as Colorado and much of the Northeastern United States.

He says while growing up he was surrounded by Appalachian kids who were tough and taught him a lot. From first grade all the way to 12th grade, they'd always wrestle in gym class. "It didn't matter if you were athletic, a jock or a nerd, we wrestled," he says. "I always say never tangle with a guy from Southwestern PA." He laughs and shares that he also learned how to drive a pickup truck at about 9 or 10 years old. Such was his youth. Erich is grateful for these colorful experiences and says he wouldn't want to change a single thing from those years, and that they've given him some advantages. "I have been around all different types of people, of varying economic backgrounds, and I can relate and talk to them all, no matter who they are or what they do."

FINDING REAL ESTATE

After graduating from college in New Hampshire and traveling and teaching skiing for ten years, Erich moved to Washington, D.C. He intended on helping a college friend in his mortgage business and planned on buying some investment properties, so he decided to get his real estate license. He reluctantly sold a friend's house because getting into residential real estate wasn't necessarily his plan. "Before I knew it, though, it became my career," he says.

Right out of the gate, Erich had some success. However, he didn't get truly serious about his career until the past 10 years or so. While he thumbs his nose at a rigid schedule, he is a fan of hard work and helping others.

In his world, there's no separation between work and play since the two are basically one and the same. "They are blended for me. I love what I do, and to be successful at this job, you have to treat it as a lifestyle. You really have to enjoy it because you are basically on all the time."

At 51 years old, real estate has been the perfect match for Erich. His team consists of six agents and one licensed administrator. Last year, they did \$81 million in sales. When

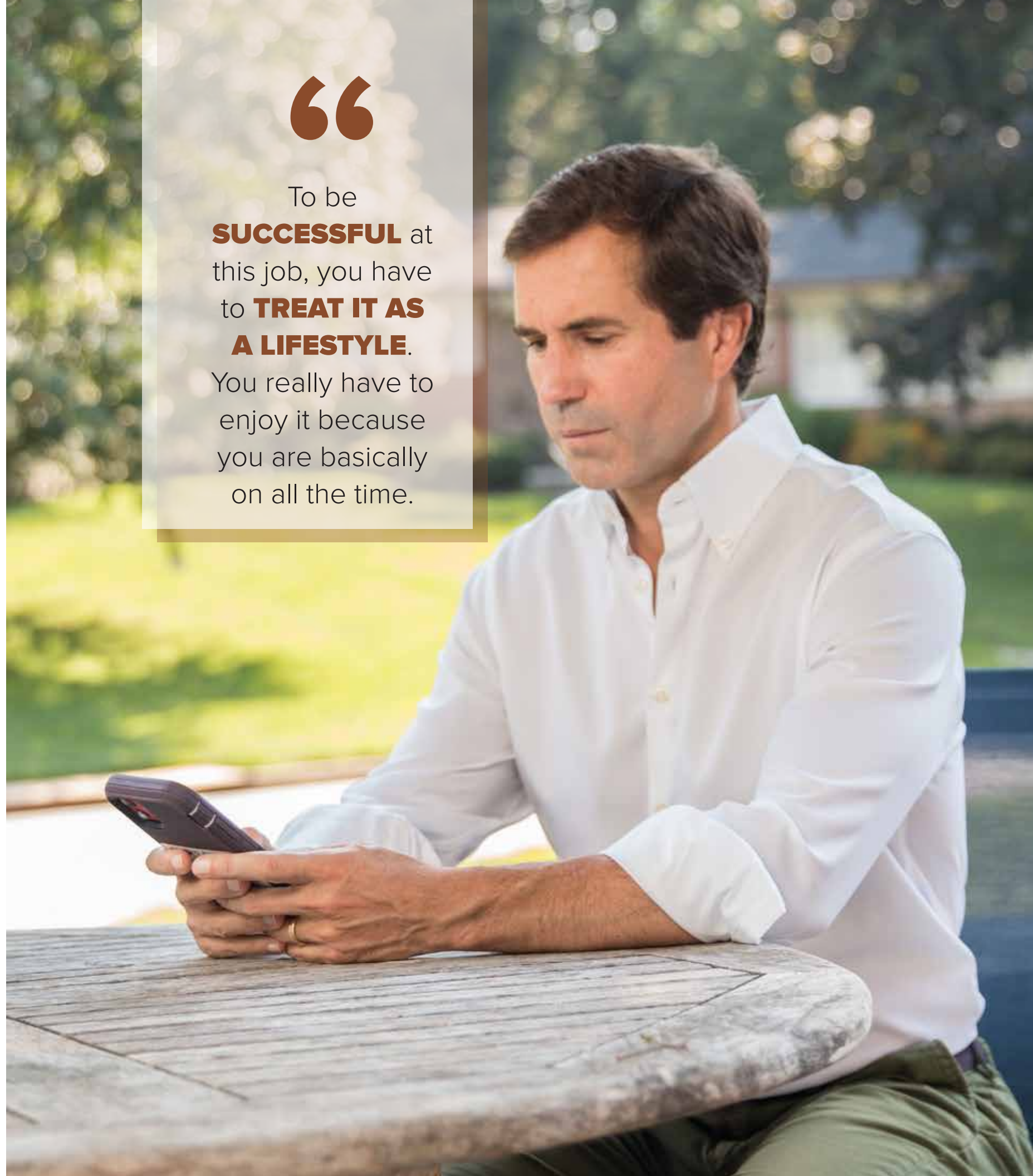
working with new agents, he says they often tell him they've written out a business plan. "The first thing I say is throw out your business plan. It's not going to help you. Learn the job and realize you have to be flexible and play to your strengths." In fact, he boils it down to a simple manifesto: "Your job is to serve your clients." He continues, "Recognize that you are the hired help to buy or sell a home. That's it!" He warns that success will probably not come right away, either; it's more of an organic growth.



...

“

To be **SUCCESSFUL** at this job, you have to **TREAT IT AS A LIFESTYLE**. You really have to enjoy it because you are basically on all the time.





Erich Cabe with his wife Amanda and sons Max and Brooks.



FAMILY TIME

In his spare time, Erich loves spending time with his family. He and his wife Amanda have two sons in 7-year-old Max and 5-year-old Brooks. They are an adventure-seeking family and love trekking to the beach or mountains, where you will find them skateboarding, surfing, and, of course, skiing.

Things haven't always been easy for this family. When Brooks was only 18 months old, he was diagnosed with a rare and aggressive form of lymphoma. "It was a challenging time," Erich recalls. "The treatment schedule lasted three and a half years, with hospitalizations and countless doctor appointments, surrounded by so much uncertainty. It put a tremendous strain on our family. We learned new coping mechanisms for stress and relied heavily on prayer."

During this time, Erich had to really learn how to let go and delegate, relying on others more. He leaned into being able to bring work with him to hospital visits and appreciated it that much more. Erich notes that Brooks is now 5 years old and



has a clean bill of health. "We have been blessed. We don't complain. We are glad we live where we live, with Children's National nearby."

Since then, Erich and Amanda have made it their mission to give back to the researchers and hospitals who battle this horrifying disease. They

also advocate for and donate to the Leukemia & Lymphoma Society, Children's Oncology Group, the Make-A-Wish Foundation, and the Juvenile Diabetes Research Foundation.

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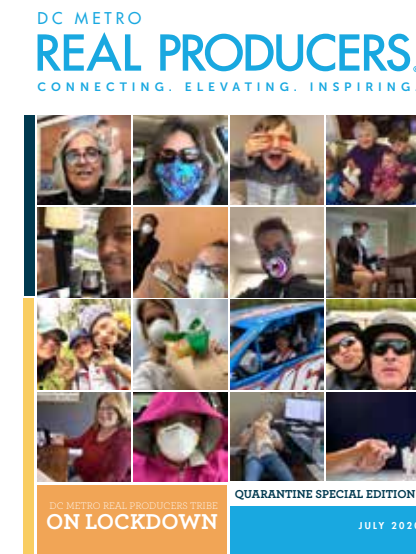
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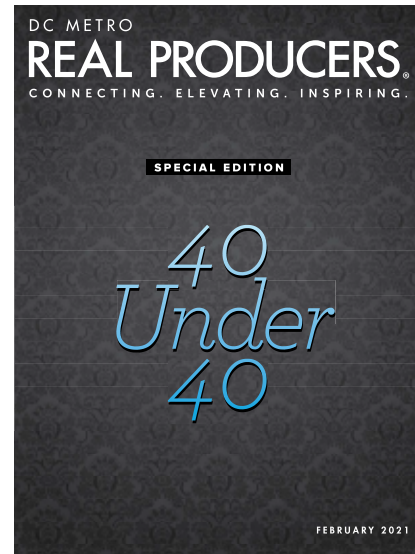
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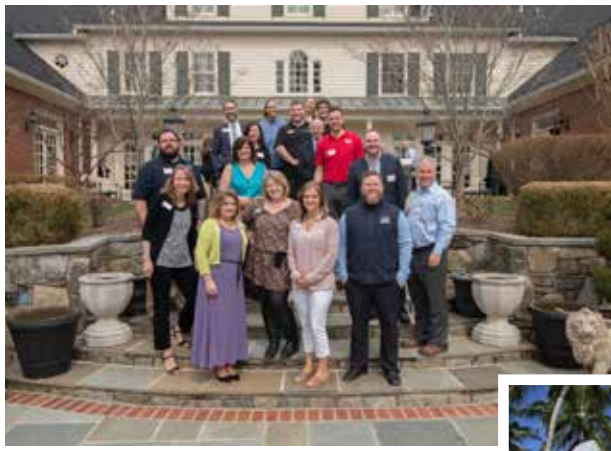


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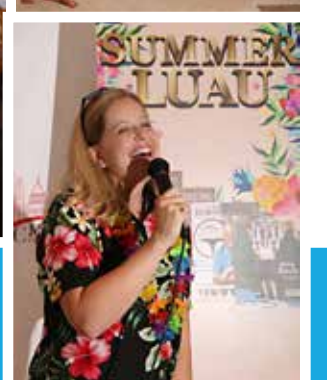


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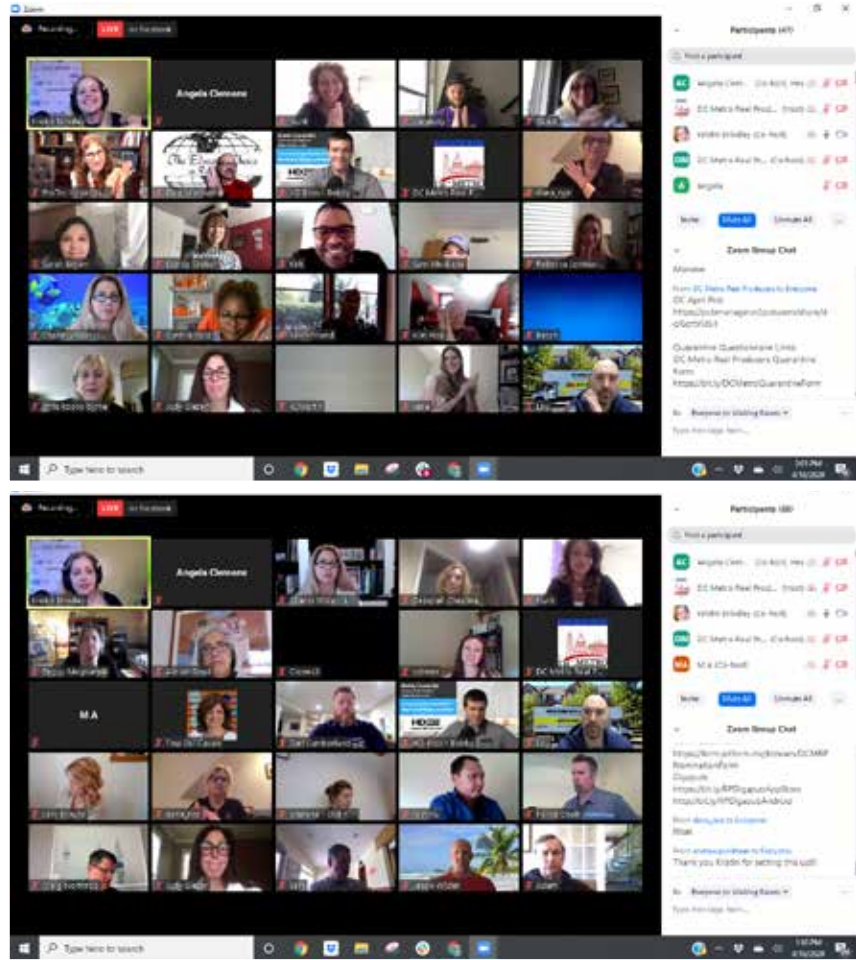
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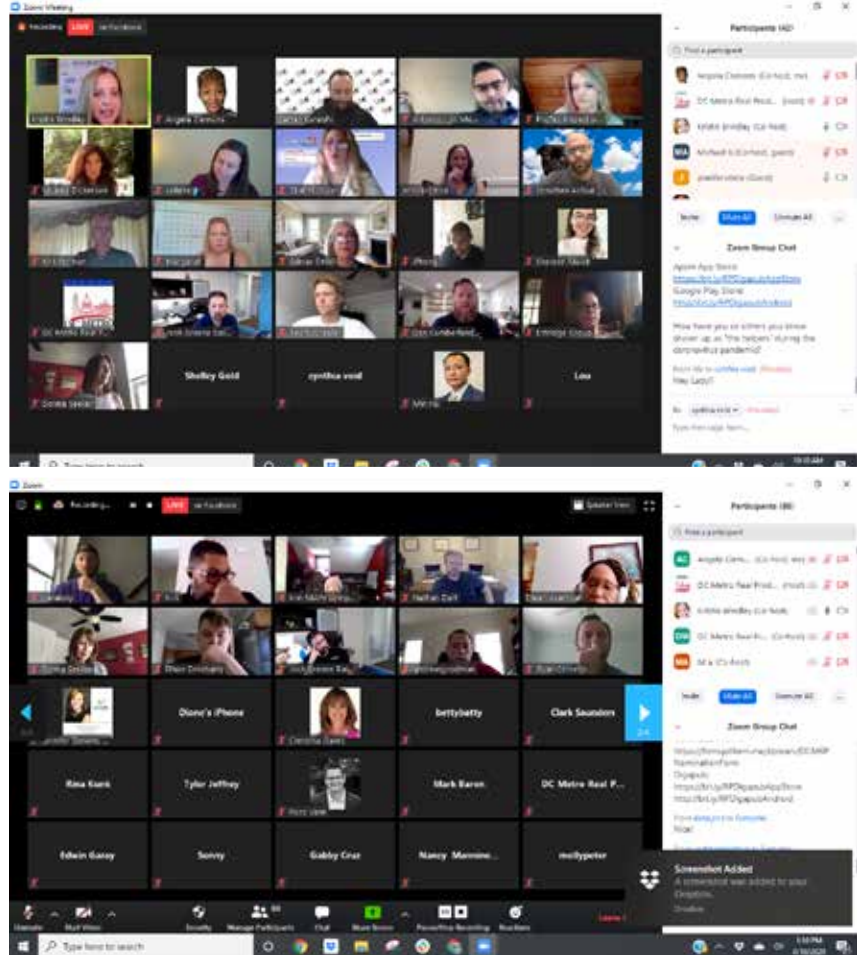
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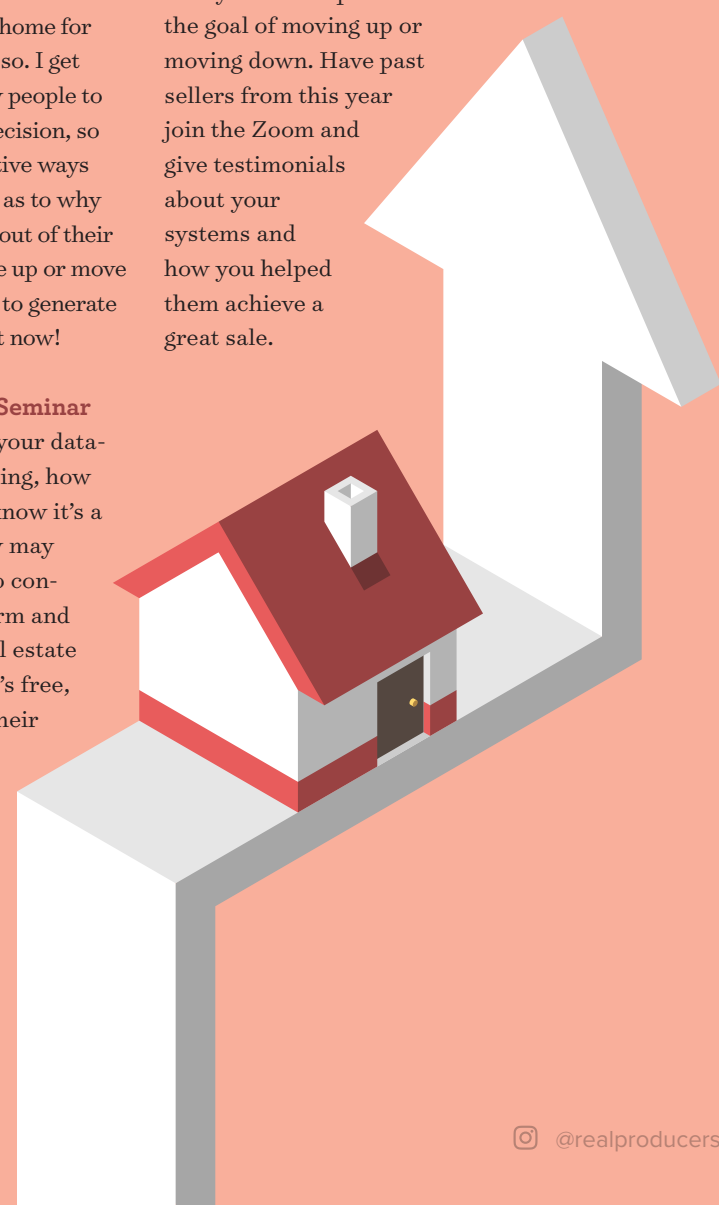
Do you have buyers looking for a home but running into issues getting their contracts ratified? They are either continuing to be outbid or can't find what they want due to super-low housing inventory. Those seem to be common themes for many top REALTORS®. There is one thing that could improve the situation ... and that is more housing inventory.

You might agree that now is one of the best times ever to list your home for sale, yet many aren't doing so. I get it: COVID has caused many people to pause their home-selling decision, so there have to be more creative ways to educate potential sellers as to why now is a great time to cash out of their investment and either move up or move down. Here are three ways to generate more listing inventory right now!

1. Zoom Market Update Seminar
In these uncertain times, your database and farm are wondering, how is the market? You and I know it's a great time to sell, but they may not. Now is a great time to contact your SOI and your farm and invite them to a Zoom real estate market update seminar. It's free, and they can log in from their home. Super easy and simple, so the turnout should be higher than past in-person events.

Educate your people on why sellers have more selling power than ever before right now and

how you can help them achieve the goal of moving up or moving down. Have past sellers from this year join the Zoom and give testimonials about your systems and how you helped them achieve a great sale.



2. Who has an ARM?

This is one of the more creative ways to generate listings. Have your favorite Title Rep (cough, cough) pull for you every homeowner inside your farm or in a radius around your latest hot listing who has an adjustable-rate mortgage coming due within the next six months. This is important because someone with an ARM coming due is going to either refinance or potentially sell their home. If you know specifically who these homeowners are, it is easy to target them to list their homes for sale.

3. Do Some Digging

Your real estate CRM hopefully contains every client and transaction you have done in your career. Do some digging ... who did you sell condos and townhomes to three to five years ago? Who has lived in their single-family home over seven years? On top of

your regular mailing or drip campaign efforts, reach out to these people and set up an in-person coffee or have a Zoom conversation to touch base. Discuss wealth-building opportunities and ask for potential referrals to their network who would trust you with selling their home. I know this sounds elementary, but many Realtors don't take this step further than mailings and drip marketing efforts.

The benefits of more listing inventory are huge. Not only does it help listing agents gain more business, but it gives buyers more quality homes to choose from when purchasing. This market has created a great opportunity for home sellers. Using the three additional marketing efforts above should help get more potential home sellers off the fence and into 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.

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1	Kara K Sheehan	Washington Fine Properties, LLC	6	\$15,950,000	1	\$1,825,000	7	\$17,775,000
2	Nancy W Taylor Bubes	Washington Fine Properties, LLC	5.5	\$10,271,250	2	\$4,294,000	7.5	\$14,565,250
3	Daniel M Heider	TTR Sotheby's International Realty	1.5	\$3,260,000	4.5	\$9,222,000	6	\$12,482,000
4	Marc Fleisher	Compass	2	\$7,610,000	1	\$4,250,000	3	\$11,860,000
5	Daryl Judy	Washington Fine Properties, LLC	3	\$4,233,500	3	\$4,010,000	6	\$8,243,500
6	Carl G Becker	Premier Properties, LLC	4	\$7,660,000	0	\$0	4	\$7,660,000
7	Anslie C Stokes Milligan	McEneaney Associates, Inc.	0.5	\$269,000	4	\$7,316,000	4.5	\$7,585,000
8	Melinda L Estridge	Long & Foster Real Estate, Inc.	4	\$4,489,999	2	\$3,075,000	6	\$7,564,999
9	Nathan J Guggenheim	Washington Fine Properties, LLC	2.5	\$2,953,000	5	\$4,573,500	7.5	\$7,526,500
10	Trent D Heminger	Compass	9.5	\$6,563,670	0.5	\$662,500	10	\$7,226,170
11	Lauren E Davis	TTR Sotheby's International Realty	1	\$539,000	2	\$6,575,000	3	\$7,114,000
12	Mary Anne Kowalewski	KOVO Realty	11	\$5,482,410	3	\$1,417,341	14	\$6,899,751
13	Dana Rice	Compass	5.5	\$6,029,000	0.5	\$742,850	6	\$6,771,850
14	Eric P Stewart	Long & Foster Real Estate, Inc.	3.5	\$4,086,200	1	\$2,626,500	4.5	\$6,712,700
15	Barbara C Nalls	TTR Sotheby's International Realty	3	\$3,409,000	3	\$3,130,000	6	\$6,539,000
16	Antonia Ketabchi	Redfin Corp	2	\$1,875,000	4	\$4,631,500	6	\$6,506,500
17	Mandy Kaur	Redfin Corp	7	\$5,086,000	3	\$957,000	10	\$6,043,000
18	David R Bediz	Keller Williams Capital Properties	3.5	\$1,637,750	2	\$4,385,000	5.5	\$6,022,750
19	Michael Bowers	Long & Foster Real Estate, Inc.	1	\$3,010,000	1	\$3,010,000	2	\$6,020,000
20	Jennifer L Goddard	CENTURY 21 New Millennium	4	\$3,055,000	4	\$2,946,000	8	\$6,001,000
21	Brent E Jackson	TTR Sotheby's International Realty	2.5	\$1,915,750	3	\$4,069,900	5.5	\$5,985,650
22	Wendy I Banner	Long & Foster Real Estate, Inc.	4	\$4,957,381	1.5	\$967,500	5.5	\$5,924,881
23	Louis P Chauvin	Compass	0.5	\$275,000	3	\$5,527,500	3.5	\$5,802,500
24	Karen D Rollings	EXP Realty, LLC	8	\$4,822,328	2.5	\$958,500	10.5	\$5,780,828
25	David S Hatf	TTR Sotheby's International Realty	1	\$1,485,700	3	\$4,275,000	4	\$5,760,700
26	Carolyn N Sappenfield	RE/MAX Realty Services	2	\$2,100,000	3	\$3,577,000	5	\$5,677,000
27	Barak Sky	Long & Foster Real Estate, Inc.	5	\$4,106,900	3.5	\$1,437,500	8.5	\$5,544,400
28	Alejandro Luis A Martinez	The Agency DC	5.5	\$3,246,150	5.5	\$2,289,000	11	\$5,535,150
29	Carlos A Garcia	Keller Williams Capital Properties	2	\$2,562,500	2.5	\$2,958,500	4.5	\$5,521,000
30	Mary G Ehrgood	Washington Fine Properties, LLC	1.5	\$2,565,000	2	\$2,860,000	3.5	\$5,425,000
31	Jacob Taylor	Blue Valley Real Estate	11	\$4,819,511	1	\$560,000	12	\$5,379,511
32	Mary Lynn White	Compass	1	\$2,475,000	2	\$2,900,000	3	\$5,375,000
33	Joshua D Ross	RE/MAX Realty Services	3	\$3,174,000	2	\$2,135,060	5	\$5,309,060
34	Brian Wilson	EXP Realty, LLC	5	\$2,487,000	4	\$2,765,512	9	\$5,252,512

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	D'Ann K Lanning	Compass	8	\$5,236,470	0	\$0	8	\$5,236,470
36	Jonathan S Lahey	RE/MAX Fine Living	9	\$3,951,500	2.5	\$1,229,900	11.5	\$5,181,400
37	Gary P Jankowski	Coldwell Banker Realty	2.5	\$3,419,500	1.5	\$1,754,500	4	\$5,174,000
38	Norman S Domingo	XRealty.NET LLC	9	\$4,818,850	1	\$349,999	10	\$5,168,849
39	Robert G Carter	Compass	4	\$2,332,250	6	\$2,831,000	10	\$5,163,250
40	Cara Pearlman	Compass	0	\$0	3	\$5,138,910	3	\$5,138,910
41	Thomas S Buerger	Compass	1	\$1,365,000	3	\$3,767,500	4	\$5,132,500
42	Robert A Sanders	TTR Sotheby's International Realty	3.5	\$2,250,750	1.5	\$2,875,000	5	\$5,125,750
43	Jennifer S Smira	Compass	4	\$3,089,500	1.5	\$2,010,000	5.5	\$5,099,500
44	Tim Barley	RE/MAX Allegiance	2	\$1,332,641	3	\$3,520,000	5	\$4,852,641
45	Marjorie S Halem	Compass	2.5	\$1,760,000	1	\$2,925,000	3.5	\$4,685,000
46	Hazel Shakur	Redfin Corp	12	\$4,350,000	1	\$290,000	13	\$4,640,000
47	Joseph M Poduslo	TTR Sotheby's International Realty	1.5	\$1,642,500	3	\$2,985,000	4.5	\$4,627,500
48	Andrew Riguzzi	Compass	2	\$1,906,000	2	\$2,645,000	4	\$4,551,000
49	Sheila R Pack	RE/MAX Roots	11.5	\$4,061,682	2	\$481,000	13.5	\$4,542,682
50	Thomas Lindsay Reishman	Compass	4	\$4,495,000	0	\$0	4	\$4,495,000
51	James Bass	Real Estate Teams, LLC	7	\$3,793,900	1.5	\$517,500	8.5	\$4,311,400
52	Sarah M Funt	Long & Foster Real Estate, Inc.	2	\$2,982,000	1	\$1,326,000	3	\$4,308,000
53	Mark D Simone	Keller Williams Legacy	8	\$2,720,500	6	\$1,567,000	14	\$4,287,500
54	Kimberly A Casey	Washington Fine Properties ,LLC	3	\$4,233,500	0	\$0	3	\$4,233,500
55	Andrew Esreg	RLAH Real Estate	2	\$2,435,000	3	\$1,775,576	5	\$4,210,576
56	Michael J Schaeffer	Coldwell Banker Realty	2.5	\$3,419,500	0.5	\$769,500	3	\$4,189,000
57	Marc D Infeld	Long & Foster Real Estate, Inc.	0	\$0	1	\$4,100,000	1	\$4,100,000
58	Maya D Hyman	Compass	0	\$0	2	\$4,050,000	2	\$4,050,000
59	Roby C Thompson III	Long & Foster Real Estate, Inc.	1	\$729,000	4	\$3,289,500	5	\$4,018,500
60	Kira Epstein Begal	Washington Fine Properties, LLC	0	\$0	3	\$3,995,000	3	\$3,995,000
61	Shalamar Muhammad	TTR Sotheby's International Realty	2	\$2,273,000	1	\$1,700,000	3	\$3,973,000
62	Ellie M Shorb	Compass	1	\$500,000	2	\$3,465,000	3	\$3,965,000
63	Shierra Houston	XRealty.NET LLC	11	\$3,959,900	0	\$0	11	\$3,959,900
64	Chris R Reeder	Long & Foster Real Estate, Inc.	3	\$692,000	7.5	\$3,258,696	10.5	\$3,950,696
65	Christopher S Burns	TTR Sotheby's International Realty	5	\$3,945,999	0	\$0	5	\$3,945,999
66	Scott J Swahl	Redfin Corp	9	\$3,932,500	0	\$0	9	\$3,932,500
67	Jacqueline T Appel	Washington Fine Properties, LLC	2	\$2,390,000	1	\$1,500,000	3	\$3,890,000
68	Rachel Miller	Redfin Corp	1	\$550,000	4	\$3,338,000	5	\$3,888,000
69	Michael R Brennan	Compass	4	\$3,134,000	1	\$750,000	5	\$3,884,000
70	Jane Fairweather	Long & Foster Real Estate, Inc.	3	\$3,570,000	1	\$262,500	4	\$3,832,500
71	Debora A Leyba	Long & Foster Real Estate, Inc.	0.5	\$892,500	1	\$2,825,000	1.5	\$3,717,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Chelsea L Traylor	Redfin Corp	5	\$3,664,000	0	\$0	5	\$3,664,000
73	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	6	\$2,330,500	4	\$1,333,450	10	\$3,663,950
74	Jennifer Eckel	Compass	4	\$2,704,250	1	\$910,000	5	\$3,614,250
75	Robert Crawford	Washington Fine Properties, LLC	1	\$1,125,000	1	\$2,475,000	2	\$3,600,000
76	Frederick B Roth	Washington Fine Properties, LLC	2.5	\$3,582,500	0	\$0	2.5	\$3,582,500
77	James L Bell	TTR Sotheby's International Realty	1	\$3,580,000	0	\$0	1	\$3,580,000
78	Mila Salazar	Compass	0	\$0	1	\$3,580,000	1	\$3,580,000
79	Sheena Saydam	Keller Williams Capital Properties	2.5	\$931,101	3.5	\$2,625,250	6	\$3,556,351
80	Jason E Townsend	Compass	2.5	\$2,652,500	1	\$870,000	3.5	\$3,522,500
81	Nancy S Itteilag	Washington Fine Properties, LLC	1	\$3,500,000	0	\$0	1	\$3,500,000
82	Rong Ma	Libra Realty LLC	1	\$225,000	4	\$3,272,000	5	\$3,497,000
83	Jackie Wang	BMI Realtors INC.	0	\$0	3	\$3,495,000	3	\$3,495,000
84	John T Kirk	RLAH Real Estate	5.5	\$3,092,894	1	\$396,430	6.5	\$3,489,324
85	Michelle C Yu	Long & Foster Real Estate, Inc.	3	\$3,045,000	1	\$435,000	4	\$3,480,000
86	Susan Van Nostrand	Compass	3	\$1,668,250	1	\$1,779,000	4	\$3,447,250
87	Delilah D Dane	Redfin Corp	5.5	\$3,426,400	0	\$0	5.5	\$3,426,400
88	Antonette R Koerber	Long & Foster Real Estate, Inc.	2	\$3,425,000	0	\$0	2	\$3,425,000

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Rex Thomas	Samson Properties	1	\$351,100	5	\$3,038,000	6	\$3,389,100
90	Patricia G Mills	Charis Realty Group	7.5	\$2,785,000	2	\$567,000	9.5	\$3,352,000
91	Lauren Olson	RE/MAX Results	2	\$1,455,000	2	\$1,893,000	4	\$3,348,000
92	Nicole Roeberg	Redfin Corp	0	\$0	4	\$3,334,000	4	\$3,334,000
93	Troyce P Gatewood	RE/MAX Results	2	\$557,000	9	\$2,753,700	11	\$3,310,700
94	Kenneth W Rub	District Real Estate, LLC.	4.5	\$2,756,200	1	\$550,000	5.5	\$3,306,200
95	Jessica G Evans	Compass	0	\$0	3	\$3,296,000	3	\$3,296,000
96	Joel S Nelson	Keller Williams Capital Properties	3	\$2,502,000	1	\$740,000	4	\$3,242,000
97	Kathy Xu	RE/MAX Realty Group	1	\$770,000	4	\$2,469,900	5	\$3,239,900
98	Carmen C Fontecilla	Compass	1.5	\$703,000	2	\$2,525,450	3.5	\$3,228,450
99	Kyle Meeks	TTR Sotheby's International Realty	2	\$1,450,000	3	\$1,763,000	5	\$3,213,000
100	Nicholas P Chaconas	Redfin Corp	7	\$3,188,500	0	\$0	7	\$3,188,500
101	Jocelyn I Vas	Compass	0	\$0	3	\$3,165,000	3	\$3,165,000
102	Alan Chargin	Keller Williams Capital Properties	0	\$0	5	\$3,143,600	5	\$3,143,600
103	Nurit Coombe	The Agency DC	3	\$1,006,500	2	\$2,135,000	5	\$3,141,500
104	Jason S Cohen	Compass	2	\$1,837,000	1	\$1,299,000	3	\$3,136,000
105	Margaret M Babbington	Compass	3	\$1,580,000	3.5	\$1,546,600	6.5	\$3,126,600

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Lydia C Benson	Long & Foster Real Estate, Inc.	1	\$1,740,000	2	\$1,380,000	3	\$3,120,000
107	Mary C Gatton	Redfin Corp	5	\$1,605,700	2	\$1,502,000	7	\$3,107,700
108	Michael J Alderfer	Redfin Corp	0	\$0	4	\$3,059,314	4	\$3,059,314
109	Lee J Stillwell	RE/MAX Success	1	\$769,000	2	\$2,280,000	3	\$3,049,000
110	Lupe M Rohrer	Redfin Corp	1	\$477,000	4	\$2,534,949	5	\$3,011,949
111	Shari R Gronvall	Compass	0	\$0	1	\$2,925,000	1	\$2,925,000
112	Donnell L Kearney	Compass	0	\$0	3	\$2,922,879	3	\$2,922,879
113	Jay A Day	Real Estate Teams, LLC	4	\$1,769,213	2	\$1,146,887	6	\$2,916,100
114	Courtney Abrams	TTR Sotheby's International Realty	1	\$855,000	1	\$2,050,000	2	\$2,905,000
115	Kellie Plucinski	Long & Foster Real Estate, Inc.	2	\$1,615,000	2	\$1,290,000	4	\$2,905,000
116	Donna A Heslop-Adams	Bennett Realty Solutions	3	\$835,000	5	\$2,063,156	8	\$2,898,156
117	Tohmai Smith	RLAH Real Estate	4	\$1,485,400	3	\$1,399,000	7	\$2,884,400
118	Brett J West	McEneaney Associates, Inc.	0	\$0	3	\$2,852,500	3	\$2,852,500
119	Stacy M Allwein	Century 21 Redwood Realty	6	\$2,596,500	0.5	\$245,000	6.5	\$2,841,500
120	Avi Galanti	Compass	1.5	\$2,840,000	0	\$0	1.5	\$2,840,000
121	Aryan Frizhandi	Long & Foster Real Estate, Inc.	0	\$0	2	\$2,820,000	2	\$2,820,000
122	Cynthia L Howar	Washington Fine Properties, LLC	0	\$0	1	\$2,800,000	1	\$2,800,000
123	Jeremiah Abu-Bakr	Own Real Estate	2	\$1,259,000	3	\$1,515,700	5	\$2,774,700
124	Stuart N Naranch	Redfin Corp	0	\$0	2	\$2,764,000	2	\$2,764,000
125	Frederick Hubig	District Real Estate, LLC.	4.5	\$2,756,200	0	\$0	4.5	\$2,756,200
126	Robert Hryniewicki	Washington Fine Properties, LLC	1	\$1,302,500	1	\$1,450,000	2	\$2,752,500
127	Steve C Agostino	Compass	1	\$1,250,000	1	\$1,495,000	2	\$2,745,000
128	Deborah N Zech	Long & Foster Real Estate, Inc.	0.5	\$565,500	1	\$2,175,000	1.5	\$2,740,500
129	Eldad Moraru	Compass	1	\$1,010,000	1	\$1,699,000	2	\$2,709,000
130	Vincent E Hurteau	Continental Properties, Ltd.	0	\$0	1	\$2,700,000	1	\$2,700,000
131	Adewemimo D Collins	Redfin Corp	7	\$2,699,000	0	\$0	7	\$2,699,000
132	Chena Bolton	TTR Sotheby's International Realty	1	\$2,690,000	0	\$0	1	\$2,690,000
133	Paul William Moore Sr.	The ONE Street Company	0	\$0	1	\$2,670,000	1	\$2,670,000
134	Andrew L Pariser	Long & Foster Real Estate, Inc.	1	\$1,205,100	1	\$1,450,000	2	\$2,655,100
135	Katherine Krevor	RLAH Real Estate	2	\$1,239,900	2	\$1,412,000	4	\$2,651,900
136	Kari S Wilner	Washington Fine Properties, LLC	1	\$1,650,000	1	\$999,900	2	\$2,649,900
137	Ginette R. Winston	Winston Real Estate, Inc.	1	\$1,025,000	2	\$1,624,000	3	\$2,649,000
138	Barbara A Ciment	Long & Foster Real Estate, Inc.	4.5	\$1,696,500	1.5	\$930,000	6	\$2,626,500
139	Katrina L Schymik Abjornson	Compass	1	\$975,000	2	\$1,638,000	3	\$2,613,000
140	Andres A Serafini	RLAH Real Estate	1	\$1,464,500	2.5	\$1,145,000	3.5	\$2,609,500
141	Sina Mollaani	Compass	1.5	\$622,000	2.5	\$1,978,500	4	\$2,600,500
142	Benjamin R Puchalski	Compass	2	\$1,695,500	1	\$900,000	3	\$2,595,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Mark V Ellington	Keller Williams Capital Properties	1	\$590,000	3	\$2,003,000	4	\$2,593,000
144	Lucy Blundon	Washington Fine Properties, LLC	0.5	\$742,500	1	\$1,850,000	1.5	\$2,592,500
145	Joseph E Huff	Long & Foster Real Estate, Inc.	4	\$1,865,000	1	\$725,000	5	\$2,590,000
146	Jennifer T Chow	Long & Foster Real Estate, Inc.	2	\$1,621,000	1	\$955,000	3	\$2,576,000
147	Keene Taylor Jr.	Compass	1	\$1,350,000	1	\$1,225,000	2	\$2,575,000
148	Daniel W Hozhabri	Keller Williams Realty Centre	6	\$2,125,900	1.5	\$447,900	7.5	\$2,573,800
149	James F Begg	Compass	3	\$2,563,000	0	\$0	3	\$2,563,000
150	Theresa Helfman Taylor	Keller Williams Capital Properties	2	\$2,560,000	0	\$0	2	\$2,560,000
151	Ethan F Drath	Washington Fine Properties, LLC	1	\$2,555,000	0	\$0	1	\$2,555,000
152	Tony Calkins	The Calkins Group	0	\$0	1	\$2,550,000	1	\$2,550,000
153	Erica Dhawan	Long & Foster Real Estate, Inc.	2	\$2,530,750	0	\$0	2	\$2,530,750
154	Elaine S. Koch	Long & Foster Real Estate, Inc.	1.5	\$744,850	3	\$1,770,900	4.5	\$2,515,750
155	Tracy D Diamond	EXP Realty, LLC	2	\$1,205,000	1	\$1,310,000	3	\$2,515,000
156	James E Brown	Turning Point Real Estate	1	\$300,000	2	\$2,205,000	3	\$2,505,000
157	Katherine Geffken	Keller Williams Capital Properties	2	\$1,215,000	1	\$1,289,000	3	\$2,504,000
158	Lee-Jin Lin	Evergreen Properties	1	\$1,250,000	1	\$1,250,000	2	\$2,500,000
159	Matthew U Dubbaneh	The ONE Street Company	0	\$0	4	\$2,485,000	4	\$2,485,000
160	Sergei A Goumilevski	RE/MAX Realty Services	0	\$0	3	\$2,480,000	3	\$2,480,000
161	Jeffrey S Ganz	Century 21 Redwood Realty	4	\$1,197,500	4	\$1,278,500	8	\$2,476,000
162	Margaret M Ferris	Compass	2	\$1,260,000	2	\$1,215,750	4	\$2,475,750

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Jordan G Chronopoulos	RLAH Real Estate	1	\$900,000	2	\$1,550,500	3	\$2,450,500
164	Paniz Asgari	Compass	1	\$400,000	1	\$2,050,000	2	\$2,450,000
165	Brian G Evans	Redfin Corp	0	\$0	4	\$2,449,000	4	\$2,449,000
166	Kelly C Kelley	Compass	0	\$0	3	\$2,436,900	3	\$2,436,900
167	Laura A Weaver	Redfin Corp	2	\$685,000	3	\$1,740,000	5	\$2,425,000
168	John Coleman	RLAH Real Estate	0.5	\$263,250	3	\$2,155,000	3.5	\$2,418,250
169	Ruby A Styslinger	Redfin Corp	0	\$0	2	\$2,410,000	2	\$2,410,000
170	Paul D Warthen	Real Estate Teams, LLC	4	\$2,403,950	0	\$0	4	\$2,403,950
171	Marlon P Deausen	Deausen Realty	0	\$0	6.5	\$2,400,000	6.5	\$2,400,000
172	Phyllis J Young	Coldwell Banker Realty	2	\$2,395,000	0	\$0	2	\$2,395,000
173	Charles F Holzwarth Jr.	Washington Fine Properties, LLC	1	\$1,151,000	1	\$1,240,000	2	\$2,391,000
174	Stacey D Styslinger	Compass	1	\$259,000	2	\$2,130,000	3	\$2,389,000
175	Matthew L Modesitt	Redfin Corp	1	\$473,000	2	\$1,909,650	3	\$2,382,650
176	Julia S Fortin	Long & Foster Real Estate, Inc.	1	\$2,379,700	0	\$0	1	\$2,379,700
177	Aret Koseian	Compass	0.5	\$122,500	4	\$2,240,500	4.5	\$2,363,000
178	Mahin Ghadiri	Weichert, REALTORS	0	\$0	2	\$2,362,000	2	\$2,362,000
179	Lisa Greaves	Redfin Corp	4.5	\$2,361,500	0	\$0	4.5	\$2,361,500

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TOP 250 STANDINGS

Teams and Individuals Closed Date from Jan. 1 to Jan. 31, 2021

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	David Wayne Evans	Compass	1	\$825,000	2	\$1,529,799	3	\$2,354,799
181	Shelley I Gold	Compass	0.5	\$440,000	3	\$1,912,400	3.5	\$2,352,400
182	Michael P Rose	Rory S. Coakley Realty, Inc.	1	\$1,470,500	1	\$875,000	2	\$2,345,500
183	Tina C Cheung	EXP Realty, LLC	1	\$390,000	4.5	\$1,950,000	5.5	\$2,340,000
184	Rochelle E Rubin	Stuart & Maury, Inc.	0.5	\$594,500	2	\$1,742,000	2.5	\$2,336,500
185	Katherine Foster-Bankey	Compass	0.5	\$285,000	2	\$2,025,000	2.5	\$2,310,000
186	Raquel Gutierrez	TTR Sotheby's International Realty	0.5	\$342,500	2	\$1,950,000	2.5	\$2,292,500
187	Shannon M Hettinger	TTR Sotheby's International Realty	0	\$0	2.5	\$2,290,000	2.5	\$2,290,000
188	Judy G Cranford	Cranford & Associates	2	\$1,400,000	1	\$880,000	3	\$2,280,000
189	Robert H Myers	RE/MAX Realty Services	0	\$0	4.5	\$2,256,850	4.5	\$2,256,850
190	Laura E Quigley	Compass	1	\$507,300	1	\$1,740,000	2	\$2,247,300
191	Megan Stohner Conway	Compass	2	\$2,242,500	0	\$0	2	\$2,242,500
192	Michael J Muren	Long & Foster Real Estate, Inc.	5	\$1,848,067	1	\$390,000	6	\$2,238,067
193	Ed Chapman	RE/MAX Synergy	4	\$1,563,900	2	\$674,000	6	\$2,237,900
194	Carrie H Mann	Compass	0	\$0	2	\$2,232,500	2	\$2,232,500
195	William R Hirzy	Redfin Corp	0	\$0	4	\$2,229,000	4	\$2,229,000
196	Anthony E Verdi	IMPACT Maryland Real Estate	2	\$835,000	4	\$1,380,000	6	\$2,215,000
197	Rebecca Weiner	Compass	1	\$627,775	2	\$1,583,250	3	\$2,211,025
198	Rina B. Kunk	Compass	2	\$2,210,000	0	\$0	2	\$2,210,000
199	John McCracken	Keller Williams Capital Properties	1	\$1,105,000	1	\$1,105,000	2	\$2,210,000
200	Yizreel M Urquijo	EXP Realty, LLC	0	\$0	3	\$2,209,000	3	\$2,209,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Kenneth M Wormald	Wormald Realty	1	\$378,000	1	\$1,819,880	2	\$2,197,880
202	Toni A Ghazi	Compass	0	\$0	2	\$2,195,000	2	\$2,195,000
203	Rheetuparna Pal Mahajan	Redfin Corp	0	\$0	3	\$2,194,000	3	\$2,194,000
204	Gal Mesika	Keller Williams Capital Properties	1.5	\$2,192,500	0	\$0	1.5	\$2,192,500
205	William A Ortega	Signature Home Realty LLC	4	\$1,166,900	4	\$1,025,000	8	\$2,191,900
206	Mark Oliver Meyerdirk	Urban Brokers, LLC	1	\$300,500	3	\$1,890,700	4	\$2,191,200
207	Lenore G Rubino	Washington Fine Properties, LLC	0	\$0	1	\$2,185,000	1	\$2,185,000
208	Elizabeth M Lavette	Washington Fine Properties, LLC	1	\$2,175,000	0	\$0	1	\$2,175,000
209	Cristina Grohowski	RE/MAX Realty Group	0	\$0	3	\$2,175,000	3	\$2,175,000
210	Gail E Nyman	RE/MAX United Real Estate	4	\$1,914,000	1	\$260,000	5	\$2,174,000
211	Karen A Barker	TTR Sotheby's International Realty	1	\$2,160,000	0	\$0	1	\$2,160,000
212	Carrie Balsam	Long & Foster Real Estate, Inc.	2.5	\$2,152,500	0	\$0	2.5	\$2,152,500
213	Stephanie Bredahl	Washington Fine Properties, LLC	2	\$2,141,000	0	\$0	2	\$2,141,000
214	Shaunte L Parker	Bennett Realty Solutions	3	\$1,020,000	2	\$1,120,730	5	\$2,140,730
215	Alecia R Scott	Long & Foster Real Estate, Inc.	3.5	\$1,606,300	2	\$532,580	5.5	\$2,138,880
216	Matthew B McCormick	TTR Sotheby's International Realty	0.5	\$1,025,000	1	\$1,112,500	1.5	\$2,137,500
217	Sergio Hazou	Keller Williams Capital Properties	1	\$750,000	2	\$1,385,000	3	\$2,135,000

Disclaimer: Information based on MLS closed data as of February 6, 2021, for residential sales from January 1, 2021, to January 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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