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TABLE OF CONTENTS



06

Index of Preferred Partners



11

Publisher's Note



14

We Ask...You Tell! What's the Most Important Lesson You Learned from Mom?



16

Words by Wade: Real Estate Farms Every REALTOR® Should Be Crushing!



20

Marketing Matters: Boost Interest in Your Listings



23

Golden Nuggets: Words of Wisdom from Our Features



24

Partner Spotlight: New Vision Properties, LLC



30

A Cool Life Story: Kimberly Rice



36

Agent Spotlight: Sharmila Viswasam



42

Cover Story: Stacy Allwein



50

Master the Media: Tips for Making Great Real Estate Videos



53

Top 250 Standings



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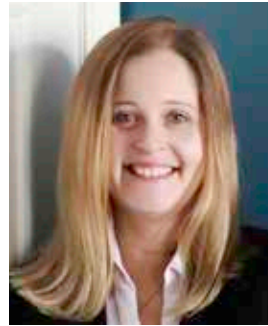
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▶▶ publisher's note



HAPPY Mother's Day!

Dear Real Producers,

This month, we celebrate mothers. Check out one of our community's amazing mothers, Stacy Allwein, this month's cover story! Also, check out the answers to this month's "We Ask...You Tell!" question, "What is the most important life lesson you learned from your mom?" on page 14. We love the input from our Real Producers on the "We Ask" page each month. If you haven't answered one of our monthly questions, be sure to do so and we'll publish your answer in the magazine!



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Members of our *Real Producers* community gathered in February for a virtual mastermind focused on the low-inventory climate. "Inspirational" is the word I'd use to describe the interaction and spirit of sharing from our group! Thank you to all who participated.

Photos from our April event will be inside the June issue, coming soon!



This kid brings us joy! (Kristin, Kellie, and Avery Brindley)

Here is a Mother's Day blessing for all our *Real Producers* mothers out there:

Wonderful Mother

- Anon

**The heart of a home is a mother
 Whose love is warm and true,
 And home has always been "sweet home"
 With a wonderful mother like you!**

We look forward to seeing you soon on May 19th in North Bethesda for our May Mixer. Also, be on the lookout for your exclusive invitation to our Summer Social, to be held on June 16th!

See you soon!

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What is the most important life lesson you learned from your mom?



DENISE & RICH FOX
RE/MAX Realty Centre

"My mom loved to 'mark the moments.' She never let any special day go by without recognition. Every holiday was tastefully acknowledged, and there were always lots of photos to look back on and remember them all. She really loved life and taught all of us to do the same ... smelling all the roses along the way and living every moment to the fullest. I'm forever grateful." —Denise



JIM BROWN
Turning Point Real Estate

"This is an easy one. My mom taught me that laughter is vitally important in everyone's lives, especially in tough times. Mom taught all of us (even my dad, who could be a bit curmudgeonly) that most of life's serious moments could be put into perspective with a good laugh. The idea of it puts a smile on my face!"



SUSAN LEAVITT
Compass

"'Where there is a will there is a way.' And 'Never leave for tomorrow something you can do today.'"

"My mom, Betsy Leavitt, was one of McEneaney's first REALTORS® back in the late '70s/early '80s. She was really 'bottom line-oriented' and was an amazing shepherd to her clients."



ANNABEL BURCH-MURTON
Compass

"If something isn't working, don't hold on. Put aside ego and change your approach."



MELINDA ESTRIDGE
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"A sense of humor is your most important attribute."



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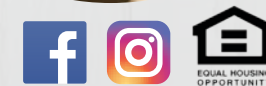


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3 REAL ESTATE FARMS EVERY REALTOR® SHOULD BE CRUSHING!

2021 ... the year of very low inventory. Low inventory to the point where buyers are doing irrational things to win homes. COVID is playing a part in this low-inventory arena, but there are other factors as well — factors such as people might sell their home quickly but then have to find a new home within 30 days. And with low inventory and tough buyer competition, they don't want to be rushed. It's a weird conundrum of low inventory because people are waiting for more inventory. How do we create more inventory? There are several ways, but there are three real estate farms that are ripe for the picking that can help to alleviate this issue.

1 Inner-City Absentee Owners of Condos

It's no secret that with a pandemic, people are leaving close-quarters living and moving outward to the suburbs. In many markets, rental rates have come down due to the abandonment of city living, which leaves absentee condo owners not only looking for more tenants, but finding their income stream is less than it was 12 months ago. This is causing these owners to consider selling their assets at a time of great urgency for housing inventory, hence

cashing out. Targeting these owners and positioning yourself with easy, turnkey solutions to their problems should have the phone ringing.

2 Downsizers in Desirable School Districts

One of the best real estate farms to target is the downsizers. Yes, they have been hanging on not wanting to sell, but now is the time. It's very tough to "time the market," but there is no better time

than this moment to sell that large home you no longer want to clean and take care of. Families with small kids buy these homes and they do it based on where their children will be going to school for the next 10 to 15 years. Farming by a school district is far more effective than just subdivisions. Parents want their kids in good schools, and they shop for homes that way. As a REALTOR®, targeting these people and educating them on how you can assist with their sale and transition into something else will put you in a good light. Thirty-eight percent of ALL homeowners in the U.S. own their homes free and clear. Now is the time to cash out ... so get after these people.

3 Condo/Townhome Owners — Owner-Occupied

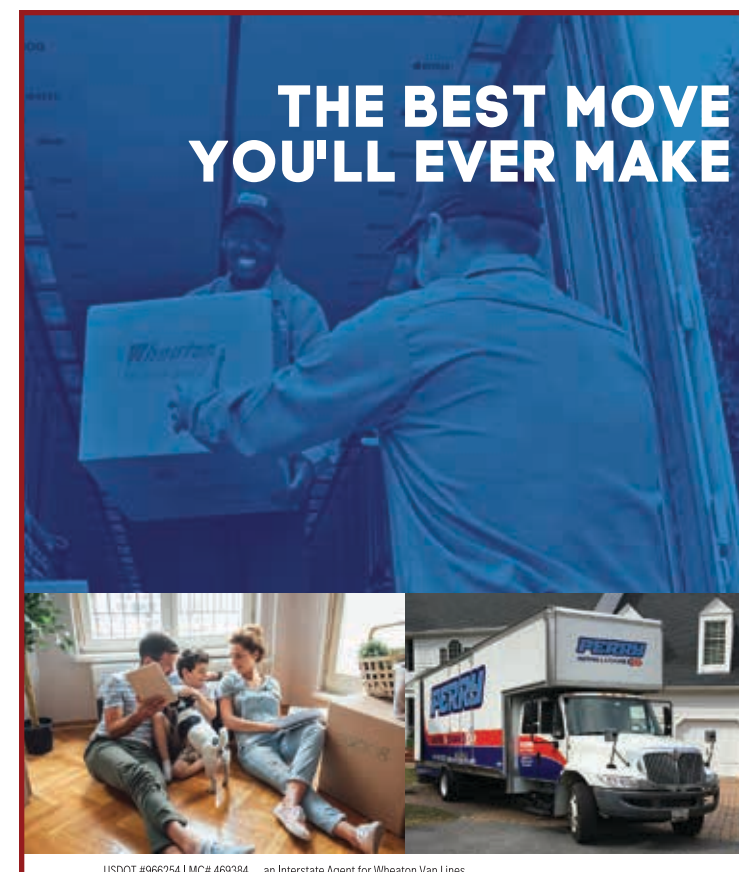
If you own and live in a condo/townhome and want to sell and move up ... now is a great time. Interest rates are super low, so if you want to make out like a bandit on the sale of your home and borrow the most money you will have ever borrowed on a move-up purchase, now is when you make

that happen. We know the lifespan of a condo/townhome is less than a single-family, so look for great locations that are desirable to live in and have young people who have better-than-average income levels. This farm has a ton of potential, and with the move out of close quarters and into single-family, I would be spending marketing dollars here.

We all want more housing inventory to hit the market. Focusing on these three hot real estate farms should yield great results. Happy hunting!



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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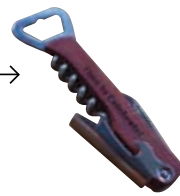
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» marketing matters

BOOST INTEREST IN YOUR LISTINGS

By Todd Lebowitz

In a market where there is more interest than inventory, houses will sell quickly. But sometimes, you come across a listing that just doesn't sell as fast (or as fast as your clients need it to). There are a few ways to remedy this, and the more prepared you are with creative ideas to sell that hard-to-move listing, the faster you'll be able to find the perfect buyers.

Highlight Unique Features
People love to know what makes a house different and special. Show off some of the unique features and highlight the best attributes to increase interest. Use your marketing and showings to explain what makes this home different from other houses at similar price

points. This way, clients will see what makes this specific home worth the asking price.

Stage or Re-Stage
Often, part of the problem is that buyers can't picture themselves living in the home. Getting a home professionally staged can help show off different features of the

house and define the rooms. For example, stage a partially unfinished basement as an in-home workout room.

Host a Virtual Open House

Open houses are usually a great way to draw in interested buyers, but social distancing has made the home-search process a bit more complicated. While open houses are still happening in some locations, some people may be less interested in viewing a home in person. Consider hosting a virtual open house or recording a video tour for buyers to watch later. Virtual tours allow prospective buyers to get a feel for the new house without leaving the safety of their current home.

Send Out More Consistent Marketing

A great way to capture more interest is to send out more consistent marketing. Send out brochures, postcards, and emails, and make it clear to your audience that this house is for sale and it is going to be an excellent fit for one of them. If people aren't aware that a home is for sale, they won't know it's available to view.



With 25-plus years of experience, Todd Lebowitz is CEO & 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, Maryland, with clients across the Mid-Atlantic region and nationally. MMM has grown to be a leading marketing vendor, offering innovative print products and custom, on-demand marketing materials through their design portal. Learn more at www.mymarketingmatters.com.

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WORDS OF WISDOM FROM OUR FEATURES



STACY ALLWEIN
Century 21 Redwood

1. "Find a way of doing business that works for you ... and stick with it.
2. Get a coach! I talk to a lot of top producers throughout the country and what we find that we have in common is that most of us have coaches.
3. [If you're starting a team], start small, with an assistant maybe.

4. Be proud of yourself and take some time to look at all you've accomplished. You really are amazing."



JUSTIN SPRINZEN
New Vision Properties, LLC

"As with anything, the key to success is how you define it ... to us, it is helping people better their lives and their homes. When you are able to provide a service and see the fruits of your labor firsthand, it is a true success."

"Whether it is construction, home renovation, landscaping and design, or home repair, the biggest win-win for us is making our clients happy and our community a better place to live."



KIMBERLY RICE
TTR Sotheby's International Realty

"A cool life is having happy, healthy and grounded kids, savings for the future and rainy days, global travel and checking off things on the bucket list, and a plethora of satisfied clients."



SHARMILA VISWASAM
Barsch Realty

"Take every day for what it's worth and never look back. You are on this journey for a reason. Make sure you help a lot of people along the way so God can bless you even more."

"A vision without action is only a daydream, so put the work in to make your vision a reality."



NEW VISION PROPERTIES, LLC



▶▶ partner spotlight

By Zachary Cohen
Photos by Blue Ridge Vantage



Justin Sprinzen, owner and CEO of New Vision Properties, LLC.

Dream. Design. Build.

“Dream. Design. Build. We believe in this process wholeheartedly. From the moment a member of our community dreams of something, we hope to partner with them to make it a reality. We stand apart because we can be that partner for them throughout their time in their home.”

Back in 2001, Justin Sprinzen was working as a lobbyist on Capitol Hill. In his spare time, he began taking on real estate investment and development projects. Over the course of a few years, Justin purchased and rehabilitated several residential properties. In addition to selling some of the properties, he also chose to hold the rest as rental assets.

By 2009, Justin had fallen in love with real estate. He left his work on Capitol Hill to become a project manager for a D.C.-based development company. He oversaw the development and conversion of a large condo building and eventually became a strategist with the company. As a strategist, Justin was entrusted with creating and implementing new plans for the organization’s single-family homes division.

Justin found tremendous success in the real estate world, yet he desired





Justin Sprinzen (right) with New Vision Properties COO & CFO Jason Wilder (left).

... something more meaningful. He aspired to use his passion for the business to serve his community. That vision led to the creation of New Vision Properties, LLC, in 2013.

In the past seven-plus years, New Vision Properties has grown to become much more than a development company. Today, the company offers complete homeownership solutions, from kitchen and bathroom renovations to home repair, interior and exterior design, landscaping, and home staging. New Vision offers help at every stage of the homeownership process.

“In the real estate world, whether it is construction, home renovation, landscaping and design, or home repair, the biggest win-win for us is making our clients happy and our community a better place to live,” Justin smiles.

Serving the D.C. Community

“New Vision Properties is a homeownership company

that strives to better our communities,” Justin continues. “From the day you purchase a new home through the day you sell it, we provide a 360-degree suite of services to help.”

With a vast array of solutions, New Vision Properties is changing the face of the D.C. metro real estate market. New Vision can handle anything from home repair and renovation (painting, plumbing, electrical, and more) to interior design and staging to landscaping.

“We work with developers, homeowners, and investors through every stage of the real estate transaction, specializing in the redesign and transformation of single and multi-family properties as well as commercial construction projects,” Justin says.

Making a Difference

Justin’s commitment to service extends to real estate agent partners. Justin understands that real estate agents are an essential part of the growth and health

of the community. “Agents are trusted by the homeowner, and we strive to be that trusted partner for them to make their client’s purchase of a home or sale of a home as good an experience as possible,” Justin says. “Whether it is home staging or some necessary repairs before going to market, we want them to know we are ready to help them throughout the process. Each real estate agent is different, and we respect that. We love hearing about their insights on the market and where they think it is heading.”

“
WE STRIVE TO BE THAT TRUSTED PARTNER FOR AGENTS TO MAKE THEIR CLIENT’S PURCHASE OR SALE OF A HOME AS GOOD AN EXPERIENCE AS POSSIBLE.
”

Justin lives in the community he serves, and the value of helping his neighbors goes beyond anything else he does. Success isn’t just monetary; while healthy finances are imperative to running a business, bettering the lives of others is Justin’s primary objective.

“I have always been fascinated by the real estate industry because it impacts so much of our daily lives,” Justin explains. “Our communities determine a large part of our quality of life and I wanted to ensure I was doing something to make a positive impact. I also respect the role that private enterprise and small businesses make every day. To be able to contribute to bettering the places we live, I feel a great sense of satisfaction. Honestly, seeing satisfied customers is still a rush of happiness. If we have a satisfied customer, we not only have made someone happy, but we have contributed to making a positive impact in our community.”



For more information, please visit www.NewVisionDC.com.



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KIMBERLY RICE



▶▶ a cool life story



NO REGRETS

By **Chris Menezes**
Photos by **Ronda Gregorio**

Kim Rice, a REALTOR® with TTR Sotheby's International Realty, always understood that she had to create her own success, to go out and get what she wanted, to figure it out herself. She had no other options — it was a survival mechanism that kicked in around the age of 10.

“My mother started going to prison when I was around 10 years old, so I had to make it for me and my kid brother,” Kim explains. “I was forced into growing up very early. I didn’t have an option. Survival was a must.”

Kim more than survived. She earned a degree in business finance from the University of Maryland, studied international tourism at George Washington University, became a strategic planner and financial analyst, and owner of a fashion

company, which she has continued to run now for the past 20 years.

Those are just a few things Kim pursued before entering real estate. She was an event promoter at one point, and was very involved in the arts and music world, hosting shows and private parties. The large pool of contacts and relationships she built over the years was a definite boon to her real estate business.

A tenacious entrepreneur and people person determined to take advantage of every experience that comes her way, real estate was an unavoidable pursuit for Kim. After moving on to provide advisory consulting services to real estate investors and developers, she decided to obtain her real estate license in 2013.

...

After a long battle with Crohn's Disease, Kim Rice was finally able to cure herself using an alternative/holistic approach.



Committed to comprehensive customer service, providing a smooth and exciting experience for her clients, Kim leaves a lasting impression on the people she meets. She has built a significant business on referrals and repeat clientele.

Additionally, she has become an exclusive consultant on several new-construction luxury projects and has worked with developers from concept to completion. She is currently passionate about an upcoming project called The Adagio, a new 31-unit luxury condo.

In her free time, Kim loves spending time with her two kids, Rahmeer (15) and Adeigh (22). She is also very close to her sister, Teresa, and niece, Melodie, whom she calls and talks to every morning (for fun,

and in the spirit of TMZ, the three have a family morning talk called "TMK"). Kim loves to cook, dance, read, meditate, travel and experience different cultures. She is looking into starting a podcast in the near future. She also serves on the GCAAR Community Service Board and established a non-profit organization called EKWIP (Encouraging Kids With Incarcerated Parents).

Looking back at all the challenges Kim has had to overcome in life, she says that she wouldn't change a thing. "Had it not been for the journey, both the highs and lows, I would not be who I am today. I would not have the wisdom and strength, and I would not have the testimony. So, in the end, no regrets."



HAD IT NOT BEEN FOR THE JOURNEY, BOTH THE HIGHS AND LOWS, I WOULD NOT BE WHO I AM TODAY. ”

...

However, entering real estate wasn't strictly a business move for Kim; like many of her decisions, it was a personal necessity. Kim spent many years in and out of hospitals, diagnosed with Crohn's Disease. She got to the point where she was unable to support herself and her two kids. And she hated many of the jobs she found herself in. "I was in a different place, but always determined to get out and find a way. I was weak, but found

strength. I was tired of being tired, and that was my fuel," she says.

In addition to building a successful real estate business, earning a reputation for resourcefulness, creativity, and swift negotiations, Kim also overcame her Crohn's Disease. After taking an alternative/holistic approach to her health, she was able to get off of nearly 20 pills a day, and enter a state of remission.

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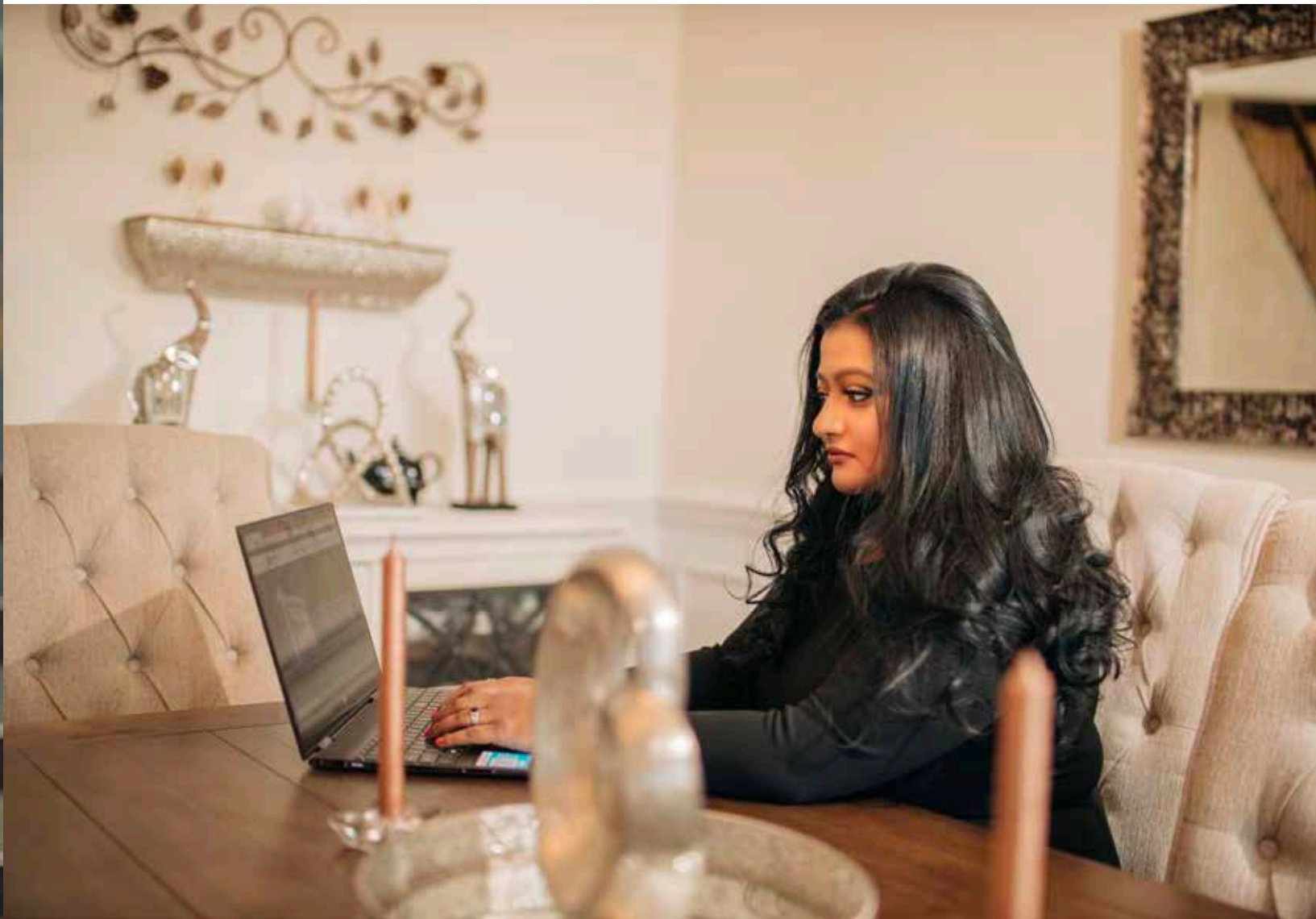


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SHARMILA VISWASAM



Sharmila Viswasam prioritizes relationships and works around the clock with a 100-percent referral-based business.

▶ agent spotlight

By **Zachary Cohen**
Photos by **Blue Ridge Vantage**

“We ourselves feel that what we are doing is just a drop in the ocean. But the ocean would be less because of that missing drop.”
— Mother Teresa

Sharmila Viswasam’s family moved to the United States from South India in 1989, when she was 7 years old. Her father was already living in the U.S., and Shar, her little brother, and her mother joined their dad in a world that would soon become their forever home.

Shar grew up in Savage, in Howard County, Maryland, and graduated from Long Reach High School. She went on to study business management at Georgetown College and the University of Phoenix. Upon graduation, she worked as an admissions counselor at various local universities and trade schools. In early 2014, however, her career path was transformed.

“On January 1st, 2014, I found myself unemployed for the admissions school industry,” Shar remembers. “It ran its course. I knew that the next job





“

After I did my research, I prayed to God, and it was very clear in my head; this is what I needed to do.

”

...

would have to be the job that will get me to financial freedom and help me retire early.”

Shar began to research possible next steps. Real estate quickly rose to the top of her list of potential careers. She knew that the local housing market was hot and was intrigued by the possibilities that real estate provided. She thought to herself if she could sell education for all this time, she could probably sell houses.

“After I did my research, I prayed to God, and it was very clear in my head; this is what I needed

to do,” Shar says. “I decided to go ahead and take my real estate classes at Long & Foster. I took an eight-day class, passed with flying colors, and then I passed my state exam. And the rest is history. I knew I was on the right path to success. I have never been more confident in my life. I knew this was it.”

Building a Business

An agent with Barsch Realty, Shar’s real estate career began with a bang. The very same day that she passed her state real estate exam, she posted her achievement to Facebook. That led to her very

first client. She showed him a house the following day, and he was ready to write an offer.

Since then, Shar’s business has only continued to grow. She’s an outside-the-box thinker, and her work ethic is second to none. “I work 24/7, around the clock,” she states.

With a focus on relationship-building over sales numbers, Shar has discovered a path to continued success. She believes in the adage that her “network is her net worth.” “It’s more about building a relationship than selling a house,” she says. “I prepare my clients for a win in their real estate transaction and teach them the process along the way. My clients, I absolutely love them. I’m a 100-percent referral-based, word-of-mouth agent. So my clients become my friends.”

A Life of Freedom

Shar is loyal, generous, compassionate — and a bulldog of a negotiator. As an Indian-American and lover of international travel, she has an uncanny

ability to understand diverse cultures and personalities. It’s this unique combination of traits that has allowed her to excel in real estate.

“I have put in a lot of blood, sweat, and tears!” Shar continues. “Everyone sees the success, but they don’t see the hard work it took for you to get here. I always remember why I’m on this path and stay humble.”

Shar considers real estate her “dream job.” She believes that she was called to do this work and is honored to have found her passion. “It’s definitely been an amazing journey of growth, blessings, relationship building, and financial freedom,” she smiles. “I’m truly blessed, and I would love to help others in this journey and path I’m on. That’s of most importance to me.”

“Take every day for what it’s worth and never look back. You are on this journey for a reason and make sure you help a lot of people along the way so God could bless you even more. Keep working hard and never give up on your goals.”



Sharmila Viswasam’s trusty dog, #SOLDTheRealEstateDoodle (“SOL” with a silent ‘D’), is on Instagram @soldtherealestatedoodle.

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Photo by Ryan Corvello



The ALLWEIN Team at Century 21 Redwood (From left: Michael Allwein, Fatima Kingsbury, Stacy Allwein, Melissa Monn, Kristen Redwine, Adam Kohn, Elizabeth Carswell, TJ Kerman). (Photo by Almodóvar Photography)

cover story

STACY ALLWEIN

By Zachary Cohen

FINDING HER CALLING

“It’s a good story,” Stacy Allwein begins. “It started as a sad story but turned out to be a wonderful story.”

In 2006, Stacy was two decades into a very successful career in human resources. She had been a director in the biotech industry for many years. And then, suddenly, tragedy struck. “My brother passed away from a drug overdose,” Stacy recalls. “It was the second brother I’ve lost tragically.”

After her brother passed away, Stacy was left questioning much in her own life. She recognized that she needed to shake things up. “I dreaded going to work every day. The only thing I could think of to get some relief was to give up my job. I needed a change. Something in my life had to change,” Stacy says. “I had a great job, and it was a huge leap of faith. My income was really important. I didn’t know what I wanted to do, but real estate was something I was thinking about.”



Bob and Stacy Allwein. (Photo by Ryan Corvello)

•••

Stacy's husband, Bob, had started investing in real estate about five years earlier. Stacy thought that she would give real estate sales a try. So in 2008, she enrolled in classes and, with her typical positive attitude in hand, set off to build a business.

"This was in 2008, though," Stacy quips. "That gives you an idea. That's when things crashed. I remember taking my class and somebody substituting for the teacher saying there is going to be a real estate crash." Getting started in 2008 was no small feat. Yet, in hindsight, she looks at the timing as a blessing.

"I learned that you couldn't just put a sign in the yard to sell houses. I learned you have to learn how to do short sales, you have to learn foreclosures, and you have to learn how to build relationships with people. It was a struggle. It was hard. But I think it made me who I am



Stacy with granddaughters, Adriana and Amira Elshafey. (Photo by Ryan Corvello)

today as a real estate agent, somebody that can help my clients. I can help someone through any situation and sell real estate through any climate."

•••

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The Allwein Family (From left: daughter Emily Allwein, granddaughter Amira Elshafey, Stacy Allwein, husband Bob Allwein, future daughter-in-law Jacklyn Elshafey, son Michael Allwein, granddaughter Adriana Elshafey. (Photo by Ryan Corvello)



“I am very fortunate that my team consists of some awesome people,” Stacy beams. “Some of them are family and some just like family.”

Photo by Ryan Corvello

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Into the Present: A Family Affair

Over a decade later, Stacy is running a high-powered real estate business. She's allowed her business to support meaningful efforts in the community too. Stacy was awarded the Frederick County Association of Realtors® 2018 Community Service Award and the Frederick County “Do Gooder” award for her active involvement in the community and support of charitable organizations. She gives back to the Alzheimer's Association and has been a past supporter of Toys for Tots. Currently, she volunteers with several nonprofits and serves on the board of a nonprofit that supports the recovery community.

“I have the ultimate compassion for people that are suffering from addiction. Not only those that are suffering

from addiction, but something that really drives me is adults who have lost siblings. If you are a sibling who loses a sibling, there isn't a lot of support for those people. My way of keeping [my brother's] memory alive is to help other people.”

In real estate, Stacy and her team continue to find success, year after year. Her son, Michael (25), is now her top agent.

“2020 was a fabulous year, as far as real estate goes, and I'm a really positive person, so I try to look at the positive sides of things and the silver linings and all the things that happened this year that were really good,” Stacy says. In 2020, Stacy and her team closed 125 homes for \$38.8 million in volume. All of

Stacy's business is referral-based, a testament to her community engagement and customer care.

“I am very fortunate that my team consists of some awesome people,” Stacy beams. “Some of them are family and some just like family.”

As she looks ahead to the remainder of 2021 and into 2022, Stacy hopes that local housing inventory increases alongside continued industry growth. She aspires to continue to do her work with the same integrity-based approach that she has since the beginning. “I'm about always doing the right thing. I think it's so important in our industry to make sure, as real estate agents, we are always going to do the right thing. And I'm that person.”



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MASTER THE MEDIA

Tips For Making Great Real Estate Videos

By Christina Daves

I had the pleasure of interviewing Cindy Ashton, a presentation strategist whose expertise is messaging and video, and asked her to share her tips on how to stand out in 2021.

Q: What is your number one tip to make a virtual showing stand out?

A: Show, don't tell. Grab attention in the first seven seconds of your video with story. How?

1. Tell the story behind the features and benefits of the home.

Instead of showing the garden and saying how beautiful it is, tell the story about how the couple that lives there got married in that garden and has been happily married for 50 years. You can start the video by saying, "Fifty years of marriage all started in this bed of roses." Or talk about how the living room was used as a speakeasy back in the 1920s. Start with, "Cigar smoke filled the air..."

2. Get your potential buyers imagining what is possible for them when living in that home.

"Imagine your kids riding their bikes around this private cul-de-sac with the other neighborhood kids." Or, "Imagine you are working in your virtual office, you feel stressed, and all you have to do is lift your head and look out at that amazing view of the lake."

Q: Everyone has moved their business online. Now that REALTORS® really can't network in person, what do you recommend they do to stand out digitally?

A:

1. Be a real person.

Too many agents come across on camera like "slimy" salespeople with canned phrases like, "I can sell your home for the highest price in the least amount of time." People hire people they like and feel connected to. Don't try to be too polished. Instead, plan out your talking points, get that great opening line that tells a story, and then just talk to the camera as if you are talking to your best friend or favorite client.

2. Be of service.

You stand out when you make your videos about your clients. In addition to posting videos about the homes you are currently selling, also post videos that give helpful tips on things that are important to them. If your clients have families, ask yourself what you can share that would help them, such as, "Four ways to keep your kids engaged with virtual learning." Or, "Three fun things your family can do together while stuck at home."

Q: Video is simple now, with our handheld technology of cellphones and iPads, but there are nuances to creating a great video. Could you give us your top three skills to master so you stand out on video?

A:

1. Lighting

Always have the light facing you. If you are outside, face the sun. Inside, face the window where the light comes in. You can buy a light ring or broadcast light. Or go old school and take the shade off the lamp and put the lamp in front of you.

2. Sound

If you can't be heard, the viewer will keep scrolling.

If you record your videos from your computer or laptop, snowball microphones are great. Newer phones have good internal microphones. If they don't or you are filming outside, get an external lavalier microphone.

3. Background

If you have all kinds of clutter behind you, the viewer will be distracted. Be sure to choose a location that is organized, clean, and aesthetically pleasing. And try to be at least three feet from the wall or any object behind you, as it makes you appear more powerful and confident.

Learn more about Cindy and Christina at www.CaptivateandCashIn.com/Agents.



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

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TOP 250 STANDINGS

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

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1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	14	\$27,834,064	6	\$21,781,500	20	\$49,615,564
2	Daniel M Heider	TTR Sotheby's International Realty	12.5	\$22,117,500	9	\$19,530,700	21.5	\$41,648,200
3	Dana Rice	Compass	14	\$17,841,184	9.5	\$13,887,350	23.5	\$31,728,536
4	Trent D Heminger	Compass	35.5	\$25,155,894	6.5	\$4,942,626	42	\$30,098,520
5	Kara K Sheehan	Washington Fine Properties, LLC	10	\$24,430,000	2.5	\$5,527,500	12.5	\$29,957,500
6	Jennifer S Smira	Compass	16	\$14,016,400	14.5	\$12,673,176	30.5	\$26,689,576
7	Mark C Lowham	TTR Sotheby's International Realty	3	\$13,027,360	2.5	\$12,652,360	5.5	\$25,679,720
8	Michael W Rankin	TTR Sotheby's International Realty	5.5	\$18,091,000	2.5	\$6,595,500	8	\$24,686,500
9	Robert Hryniewicki	Washington Fine Properties, LLC	5.5	\$15,403,505	4	\$9,132,500	9.5	\$24,536,004
10	Tim Barley	RE/MAX Allegiance	11	\$11,784,641	12.5	\$12,743,250	23.5	\$24,527,892
11	Nathan J Guggenheim	Washington Fine Properties, LLC	8.5	\$9,862,500	12	\$12,897,500	20.5	\$22,760,000
12	Ellie M Shorb	Compass	6	\$10,337,000	5	\$12,315,000	11	\$22,652,000
13	Barak Sky	Long & Foster Real Estate, Inc.	14	\$10,234,900	18	\$11,316,099	32	\$21,551,000
14	Carolyn N Sappenfield	RE/MAX Realty Services	11	\$14,276,000	7	\$6,801,000	18	\$21,077,000
15	Joel S Nelson	Keller Williams Capital Properties	16	\$15,090,650	4.5	\$5,780,000	20.5	\$20,870,650
16	Mandy Kaur	Redfin Corp	27	\$16,356,400	8	\$3,512,500	35	\$19,868,900
17	Marc Fleisher	Compass	6	\$14,905,000	2	\$4,449,000	8	\$19,354,000
18	Christie-Anne Weiss	TTR Sotheby's International Realty	3	\$6,193,000	4	\$12,710,000	7	\$18,903,000
19	Cara Pearlman	Compass	2	\$2,465,000	7.5	\$15,177,910	9.5	\$17,642,910
20	Roby C Thompson III	Long & Foster Real Estate, Inc.	3.5	\$4,469,625	11.5	\$13,090,450	15	\$17,560,076
21	Lauren E Davis	TTR Sotheby's International Realty	6	\$6,936,000	6	\$10,601,500	12	\$17,537,500
22	Brian Wilson	EXP Realty, LLC	22	\$13,450,500	5	\$4,065,512	27	\$17,516,012
23	Brent E Jackson	TTR Sotheby's International Realty	10.5	\$8,690,750	7	\$8,627,500	17.5	\$17,318,250
24	James C. Peva	Washington Fine Properties, LLC	3	\$12,125,000	2	\$5,175,000	5	\$17,300,000
25	Wendy I Banner	Long & Foster Real Estate, Inc.	9.5	\$14,059,630	6	\$3,136,500	15.5	\$17,196,130
26	Marjorie S Halem	Compass	10.5	\$10,334,400	3.5	\$6,327,500	14	\$16,661,900
27	Frederick B Roth	Washington Fine Properties, LLC	6	\$14,299,000	0.5	\$2,325,000	6.5	\$16,624,000
28	Antonia Ketabchi	Redfin Corp	9	\$6,681,500	11	\$9,853,000	20	\$16,534,500
29	Alejandro Luis A Martinez	The Agency DC	14.5	\$7,443,900	24.5	\$8,772,650	39	\$16,216,550
30	Rong Ma	Libra Realty LLC	3	\$1,307,200	20	\$14,731,815	23	\$16,039,015
31	Carl G Becker	Premier Properties, LLC	6	\$11,285,000	2	\$4,675,000	8	\$15,960,000
32	Hans L Wydler	Compass	6	\$7,263,000	3.5	\$8,015,000	9.5	\$15,278,000
33	Avi Galanti	Compass	6.5	\$9,482,500	3.5	\$5,702,500	10	\$15,185,000
34	Barbara C Nalls	TTR Sotheby's International Realty	6.5	\$6,673,000	8	\$8,118,760	14.5	\$14,791,760

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Chris R Reeder	Long & Foster Real Estate, Inc.	18.5	\$7,142,546	20.5	\$7,639,838	39	\$14,782,384
36	Daryl Judy	Washington Fine Properties, LLC	8.5	\$9,884,900	3.5	\$4,560,000	12	\$14,444,900
37	Hazel Shakur	Redfin Corp	33	\$13,259,800	3	\$1,050,000	36	\$14,309,800
38	Nathan B Dart	RE/MAX Realty Services	15	\$8,716,202	8	\$5,452,400	23	\$14,168,602
39	Jonathan S Lahey	RE/MAX Fine Living	21	\$10,567,025	7.5	\$3,566,700	28.5	\$14,133,725
40	James E Brown	Turning Point Real Estate	11	\$7,428,500	8	\$6,704,000	19	\$14,132,500
41	D'Ann K Lanning	Compass	22	\$14,020,470	0	\$0	22	\$14,020,470
42	Robert A Sanders	TTR Sotheby's International Realty	11.5	\$9,337,700	3	\$4,575,000	14.5	\$13,912,700
43	Anslie C Stokes Milligan	McEanearney Associates, Inc.	4.5	\$2,118,000	9.5	\$11,774,500	14	\$13,892,500
44	Alan Chargin	Keller Williams Capital Properties	2	\$886,900	16	\$12,646,150	18	\$13,533,050
45	Troyce P Gatewood	Keller Williams Realty Centre	8.5	\$3,165,800	29	\$10,129,150	37.5	\$13,294,950
46	Richard Michael Morrison	Redfin Corp	2	\$1,293,000	16	\$11,964,100	18	\$13,257,100
47	Lawrence M Lessin	Save 6, Incorporated	28	\$12,651,400	1	\$299,600	29	\$12,951,000
48	Kira Epstein Begal	Washington Fine Properties, LLC	6	\$4,489,011	8	\$8,302,500	14	\$12,791,511
49	James M Coley	Long & Foster Real Estate, Inc.	7	\$6,689,475	6	\$5,999,500	13	\$12,688,975
50	Mary Anne Kowalewski	KOVO Realty	19	\$10,025,273	5	\$2,634,993	24	\$12,660,266
51	Nurit Coombe	The Agency DC	11.5	\$7,293,000	6.5	\$5,313,400	18	\$12,606,400
52	Nancy S Itteilag	Washington Fine Properties, LLC	6	\$11,360,000	1	\$1,200,000	7	\$12,560,000
53	Jocelyn I Vas	Compass	5.5	\$4,232,500	8	\$8,264,900	13.5	\$12,497,400
54	Tyler A Jeffrey	Washington Fine Properties, LLC	5	\$5,654,000	6.5	\$6,703,500	11.5	\$12,357,500
55	Ethan F Drath	Washington Fine Properties, LLC	2.5	\$4,127,315	3	\$8,166,800	5.5	\$12,294,115
56	Michael B Aubrey	Compass	6	\$5,283,000	9	\$7,002,000	15	\$12,285,000
57	James Bass	Real Estate Teams, LLC	15	\$8,098,900	11.5	\$4,157,725	26.5	\$12,256,625
58	Melinda L Estridge	Long & Foster Real Estate, Inc.	7.5	\$8,017,499	5.5	\$4,168,500	13	\$12,185,999
59	Maxwell E Rabin	TTR Sotheby's International Realty	4	\$4,825,500	9	\$7,351,788	13	\$12,177,288
60	Elizabeth M Lavette	Washington Fine Properties, LLC	3	\$4,237,000	3	\$7,870,000	6	\$12,107,000
61	Jacob Taylor	Blue Valley Real Estate	33	\$11,435,276	1	\$560,000	34	\$11,995,276
62	Joshua D Ross	RE/MAX Realty Services	6	\$5,131,000	8.5	\$6,834,560	14.5	\$11,965,560
63	Andrew Essreg	RLAH Real Estate	5	\$4,513,000	11	\$7,320,974	16	\$11,833,974
64	Jay A Day	Real Estate Teams, LLC	17	\$7,876,297	11.5	\$3,945,848	28.5	\$11,822,145
65	Judy G Cranford	Cranford & Associates	8	\$6,015,500	5	\$5,805,000	13	\$11,820,500
66	Eric P Stewart	Long & Foster Real Estate, Inc.	10	\$9,152,200	1	\$2,626,500	11	\$11,778,700
67	Rebecca Weiner	Compass	6.5	\$5,912,775	6.5	\$5,861,689	13	\$11,774,464
68	Sergei A Goumilevski	RE/MAX Realty Services	6	\$2,841,000	10	\$8,759,000	16	\$11,600,000
69	Maya D Hyman	Compass	2.5	\$3,305,500	4	\$8,285,000	6.5	\$11,590,500
70	Louis P Chauvin	Compass	1.5	\$5,106,500	4	\$6,452,500	5.5	\$11,559,000
71	Rex Thomas	Samson Properties	3	\$1,376,100	17	\$10,098,460	20	\$11,474,560

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Justin Tanner	RE/MAX Allegiance	7	\$7,518,400	3	\$3,841,000	10	\$11,359,400
73	Marin Hagen	Coldwell Banker Realty	1	\$1,870,000	3.5	\$9,486,100	4.5	\$11,356,100
74	Thomas S Buerger	Compass	4	\$2,545,000	8	\$8,781,750	12	\$11,326,750
75	Robert G Carter	Compass	7	\$4,000,500	11	\$7,292,000	18	\$11,292,500
76	Donnell L Kearney	Compass	4	\$2,485,000	9	\$8,740,289	13	\$11,225,289
77	Margaret M Babbington	Compass	5.5	\$3,605,050	11	\$7,570,867	16.5	\$11,175,916
78	Keith James	Keller Williams Capital Properties	2.5	\$1,767,500	19	\$9,251,000	21.5	\$11,018,500
79	Chelsea L Traylor	Redfin Corp	15	\$10,697,500	1	\$305,000	16	\$11,002,500
80	Shierra Houston	XRealty.NET LLC	29	\$10,815,700	0	\$0	29	\$10,815,700
81	Sheena Saydam	Keller Williams Capital Properties	5.5	\$2,767,941	12.5	\$7,988,865	18	\$10,756,806
82	Juan Umazor Jr.	Long & Foster Real Estate, Inc.	14.5	\$5,584,450	12	\$5,155,450	26.5	\$10,739,900
83	Karen D Rollings	EXP Realty, LLC	19	\$8,311,978	6.5	\$2,384,750	25.5	\$10,696,728
84	Aret Koseian	Compass	4	\$4,180,500	9	\$6,174,150	13	\$10,354,650
85	Michelle C Yu	Long & Foster Real Estate, Inc.	8	\$8,779,000	3	\$1,512,750	11	\$10,291,750
86	Eva M Davis	Compass	0	\$0	7.5	\$10,237,500	7.5	\$10,237,500
87	Carlos A Garcia	Keller Williams Capital Properties	6	\$5,844,500	2.5	\$4,377,500	8.5	\$10,222,000
88	Thomas Lindsay Reishman	Compass	10	\$10,195,000	0	\$0	10	\$10,195,000

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Sebastien Courret	Washington Fine Properties, LLC	6	\$4,857,500	7	\$5,317,000	13	\$10,174,500
90	Rory Oblatz	Redfin Corp	3	\$2,509,000	10	\$7,578,688	13	\$10,087,688
91	Andrew L Pariser	Long & Foster Real Estate, Inc.	7	\$7,585,100	2	\$2,460,000	9	\$10,045,100
92	Stacy M Allwein	Century 21 Redwood Realty	18.5	\$6,345,650	9	\$3,601,070	27.5	\$9,946,720
93	Nicole Roeberg	Redfin Corp	1	\$435,000	13	\$9,470,400	14	\$9,905,400
94	Kelly Lee	TTR Sotheby's International Realty	1.5	\$2,113,500	3.5	\$7,781,450	5	\$9,894,950
95	Adam T Rackliffe	Washington Fine Properties, LLC	3	\$8,964,005	0.5	\$925,000	3.5	\$9,889,005
96	Christopher T Bulka	Compass	2	\$1,242,000	6	\$8,625,000	8	\$9,867,000
97	Pamela B Wye	Compass	3.5	\$3,594,000	5.5	\$6,242,750	9	\$9,836,750
98	Daniel Brewer	Washington Fine Properties, LLC	6	\$4,857,500	5	\$4,933,400	11	\$9,790,900
99	Andres A Serafini	RLAH Real Estate	8.5	\$5,956,250	6.5	\$3,820,000	15	\$9,776,250
100	David R Bediz	Keller Williams Capital Properties	5.5	\$2,933,750	7.5	\$6,841,500	13	\$9,775,250
101	Norman S Domingo	XRealty.NET LLC	16	\$9,352,207	1	\$349,999	17	\$9,702,206
102	Thomas K Paolini	Redfin Corp	4	\$2,819,500	11	\$6,831,979	15	\$9,651,479
103	Kimberly A Casey	Washington Fine Properties, LLC	6.5	\$9,074,900	0.5	\$550,000	7	\$9,624,900
104	Lyndsi Sitcov	McEneaney Associates	4	\$2,109,121	11	\$7,448,150	15	\$9,557,271
105	Mary Lynn White	Compass	5.5	\$6,269,326	2.5	\$3,287,500	8	\$9,556,826

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Robert Crawford	Washington Fine Properties, LLC	6.5	\$7,031,500	1	\$2,475,000	7.5	\$9,506,500
107	Patricia G Mills	Charis Realty Group	19.5	\$7,641,652	7	\$1,652,339	26.5	\$9,293,991
108	Mark D McFadden	Compass	4	\$5,090,000	2	\$4,130,000	6	\$9,220,000
109	Sheila R Pack	RE/MAX Roots	22.5	\$7,017,182	6	\$2,134,173	28.5	\$9,151,355
110	Casey C Aboulafia	Compass	5.5	\$3,263,800	8	\$5,676,388	13.5	\$8,940,188
111	Eric M Broermann	Compass	4.5	\$3,056,173	5.5	\$5,880,100	10	\$8,936,273
112	Marshall Carey	Redfin Corp	11	\$7,968,000	1	\$915,000	12	\$8,883,000
113	William R Hirzy	Redfin Corp	1	\$378,000	9	\$8,449,000	10	\$8,827,000
114	Daniel M Schuler	Compass	3.5	\$3,410,350	7	\$5,330,000	10.5	\$8,740,350
115	Margot D Wilson	Washington Fine Properties, LLC	2	\$2,407,500	2	\$6,325,000	4	\$8,732,500
116	Amanda M Lasko	Redfin Corp	10.5	\$7,191,610	2	\$1,524,000	12.5	\$8,715,610
117	Meredith L Margolis	Compass	3	\$3,470,750	8	\$5,195,385	11	\$8,666,135
118	Katri I Hunter	Compass	4	\$2,649,150	7	\$5,997,000	11	\$8,646,150
119	Debora A Leyba	Long & Foster Real Estate, Inc.	2.5	\$4,027,500	2	\$4,617,800	4.5	\$8,645,300
120	Kelly C Kelley	Compass	0	\$0	9	\$8,512,900	9	\$8,512,900
121	Joseph G Zorc	Coldwell Banker Realty	3	\$2,327,500	2	\$6,150,000	5	\$8,477,500
122	Phoenix E Wright	Compass	1	\$785,000	13	\$7,634,114	14	\$8,419,114
123	Roman Mychajliw	Long & Foster Real Estate, Inc.	23.5	\$8,214,561	0.5	\$152,500	24	\$8,367,061
124	Frank D Snodgrass	TTR Sotheby's International Realty	4.5	\$2,603,750	3.5	\$5,741,500	8	\$8,345,250
125	Joseph M Poduslo	TTR Sotheby's International Realty	4.5	\$3,646,500	5	\$4,656,000	9.5	\$8,302,500
126	Mehrnaz Bazargan	Redfin Corp	14	\$8,287,800	0	\$0	14	\$8,287,800
127	Jeanne H Harrison	Compass	5	\$4,114,000	4.5	\$4,149,800	9.5	\$8,263,800
128	Matt Ackland	Washington Fine Properties, LLC	1	\$1,193,500	1	\$7,000,000	2	\$8,193,500
129	Charles Dudley	Compass	4.5	\$2,554,000	6.5	\$5,497,000	11	\$8,051,000
130	Shelley I Gold	Compass	1	\$730,000	9	\$7,316,400	10	\$8,046,400
131	Delilah D Dane	Redfin Corp	13.5	\$6,952,175	2	\$1,079,000	15.5	\$8,031,175
132	Vincent E Hurteau	Continental Properties, Ltd.	0	\$0	4	\$8,030,000	4	\$8,030,000
133	William T Gossett	Washington Fine Properties, LLC	0	\$0	3.5	\$7,984,500	3.5	\$7,984,500
134	Cameron H McFadden	Compass	4	\$5,090,000	3	\$2,885,000	7	\$7,975,000
135	Mitchell J Toland Jr.	Redfin Corp	21	\$7,084,250	3	\$880,000	24	\$7,964,250
136	Scott J Swahl	Redfin Corp	17	\$7,388,700	1	\$569,000	18	\$7,957,700
137	David S Hatef	TTR Sotheby's International Realty	2.5	\$3,672,700	3	\$4,275,000	5.5	\$7,947,700
138	Kenneth A Grant	RE/MAX Plus	8	\$3,229,500	14	\$4,709,500	22	\$7,939,000
139	Erich W Cabe	Compass	3.5	\$1,539,625	6.5	\$6,375,400	10	\$7,915,025
140	Galli Jeanette Sapir	Long & Foster Real Estate, Inc.	4	\$2,645,000	8	\$5,250,000	12	\$7,895,000
141	Matthew C Patterson	Redfin Corp	15	\$5,197,600	5	\$2,679,000	20	\$7,876,600
142	Kimberly A Cestari	Long & Foster Real Estate, Inc.	6	\$6,655,100	1	\$1,200,000	7	\$7,855,100

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Jeffrey M Wilson	TTR Sotheby's International Realty	3.5	\$3,883,250	2	\$3,945,000	5.5	\$7,828,250
144	Lindsay W Lucas	Compass	2	\$1,765,500	3	\$6,060,000	5	\$7,825,500
145	Corey C Burr	TTR Sotheby's International Realty	2	\$1,708,956	5.5	\$6,102,750	7.5	\$7,811,706
146	Jason E Townsend	Compass	6	\$5,021,311	3	\$2,789,900	9	\$7,811,211
147	Robert J Krop	RE/MAX Plus	10	\$3,853,500	10	\$3,871,800	20	\$7,725,300
148	Hugh McDermott	TTR Sotheby's International Realty	3.5	\$3,883,250	6	\$3,797,500	9.5	\$7,680,750
149	Michael Bowers	Compass	1	\$3,010,000	4	\$4,630,000	5	\$7,640,000
150	Farah E Fuchs	Redfin Corp	13	\$5,898,200	3	\$1,740,000	16	\$7,638,200
151	Edward Slavis	S&G Realty	9	\$5,739,498	2	\$1,896,500	11	\$7,635,998
152	Jessica G Evans	Compass	2	\$2,295,000	7	\$5,325,900	9	\$7,620,900
153	Theresa Helfman Taylor	Keller Williams Capital Properties	6	\$5,815,250	2	\$1,799,999	8	\$7,615,249
154	Megan Stohner Conway	Compass	3	\$3,034,000	3	\$4,562,500	6	\$7,596,500
155	Thomas F Faison	RE/MAX Allegiance	7	\$7,518,400	0	\$0	7	\$7,518,400
156	Lisa R Stransky Brown	Washington Fine Properties, LLC	5	\$3,811,000	3	\$3,701,000	8	\$7,512,000
157	James L Roy	LuxManor Real Estate, Inc	8	\$5,699,700	4	\$1,801,640	12	\$7,501,340
158	Russell A Firestone III	TTR Sotheby's International Realty	2	\$5,500,000	1	\$2,000,000	3	\$7,500,000
159	Michael R Brennan	Compass	7	\$6,133,000	2	\$1,345,000	9	\$7,478,000
160	Hanna G Wang	Prostage Realty, LLC	6	\$3,385,800	5	\$4,067,000	11	\$7,452,800
161	Carrie Balsam	Long & Foster Real Estate, Inc.	7	\$7,440,500	0	\$0	7	\$7,440,500
162	Elaine S. Koch	Long & Foster Real Estate, Inc.	4.5	\$2,254,800	8	\$5,147,400	12.5	\$7,402,200

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Jason D Martin	RLAH Real Estate	4.5	\$2,401,000	6.5	\$4,991,900	11	\$7,392,900
164	Jason S Cohen	Compass	3	\$2,787,000	6	\$4,595,785	9	\$7,382,785
165	Mary S Addison	Washington Fine Properties, LLC	2	\$4,400,000	2.5	\$2,980,500	4.5	\$7,380,500
166	Julia S Fortin	Long & Foster Real Estate, Inc.	2	\$6,897,200	1	\$477,500	3	\$7,374,700
167	Ann Y Young	Coldwell Banker Realty	3	\$5,054,900	2	\$2,294,100	5	\$7,349,000
168	Tracy D Diamond	EXP Realty, LLC	4	\$4,155,000	2	\$3,160,000	6	\$7,315,000
169	Sarah L Howard	Compass	4	\$3,186,000	3	\$4,125,000	7	\$7,311,000
170	Carmen C Fontecilla	Compass	8	\$2,896,924	5.5	\$4,390,990	13.5	\$7,287,914
171	John R Young	RE/MAX Excellence Realty	1.5	\$865,000	7	\$6,415,000	8.5	\$7,280,000
172	Tyler F Siperko	Compass	3.5	\$2,319,700	6.5	\$4,940,205	10	\$7,259,905
173	Wentong Chen	Libra Realty LLC	5	\$3,934,000	4	\$3,268,000	9	\$7,202,000
174	Kathleen A King	Washington Fine Properties, LLC	3.5	\$4,072,250	2	\$3,093,144	5.5	\$7,165,394
175	Mary C Gatton	Redfin Corp	14	\$5,618,100	2	\$1,502,000	16	\$7,120,100
176	Kirsten C Williams	TTR Sotheby's International Realty	4.5	\$2,603,750	2.5	\$4,515,000	7	\$7,118,750
177	Robert H Myers	RE/MAX Realty Services	5	\$2,864,000	7	\$4,251,850	12	\$7,115,850
178	Peter J Ferguson	Compass	2	\$1,148,700	10	\$5,966,000	12	\$7,114,700
179	John P Ippolito	Redfin Corp	14	\$7,107,900	0	\$0	14	\$7,107,900

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Lee Gochman	Keller Williams Capital Properties	1	\$1,175,000	11.5	\$5,922,300	12.5	\$7,097,300
181	Renee M Peres	Compass	5.5	\$3,412,450	5	\$3,682,500	10.5	\$7,094,950
182	William J Skipworth	DC Living Real Estate LLC	4	\$2,614,900	6	\$4,458,555	10	\$7,073,455
183	Seth S Turner	Compass	5	\$3,351,681	5	\$3,700,400	10	\$7,052,081
184	Cynthia L Howar	Washington Fine Properties, LLC	2	\$2,850,000	2	\$4,200,000	4	\$7,050,000
185	Lee J Stillwell	RE/MAX Success	2	\$2,294,000	5	\$4,755,000	7	\$7,049,000
186	Mary G Ehrgood	Washington Fine Properties, LLC	1.5	\$2,565,000	3	\$4,480,000	4.5	\$7,045,000
187	Sarah Minard	Compass	1	\$850,000	3	\$6,190,800	4	\$7,040,800
188	Christopher R Leary	Washington Fine Properties, LLC	1.5	\$2,072,000	3	\$4,965,000	4.5	\$7,037,000
189	Michael J Alderfer	Redfin Corp	1	\$931,000	9	\$6,087,714	10	\$7,018,714
190	Rachel Miller	Redfin Corp	2	\$1,200,000	10	\$5,800,000	12	\$7,000,000
191	Louis G Cardenas	TTR Sotheby's International Realty	4.5	\$5,986,500	1	\$1,000,000	5.5	\$6,986,500
192	Anna D Mackler	Long & Foster Real Estate, Inc.	1.5	\$962,500	8	\$6,007,250	9.5	\$6,969,750
193	Lauren Donnelly	Compass	6	\$3,140,000	6	\$3,823,000	12	\$6,963,000
194	Scott Sachs	Compass	3.5	\$3,477,850	2	\$3,478,500	5.5	\$6,956,350
195	Donna Mank	Compass	2	\$1,423,500	6	\$5,516,900	8	\$6,940,400
196	Brian G Evans	Redfin Corp	0	\$0	10	\$6,931,900	10	\$6,931,900
197	Elysia L Casaday	Compass	2	\$1,875,000	4.5	\$5,007,500	6.5	\$6,882,500
198	Bryan Kerrigan	Redfin Corp	14	\$6,873,000	0	\$0	14	\$6,873,000
199	Avery Boyce	Compass	1.5	\$1,660,500	8	\$5,203,900	9.5	\$6,864,400
200	Ioannis Konstantopoulos	Compass	7.5	\$4,327,400	4	\$2,530,500	11.5	\$6,857,900

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Kyrsten Green	Compass	1	\$967,000	4	\$5,872,685	5	\$6,839,685
202	Laura W Steuart	Compass	2	\$2,327,000	3	\$4,460,685	5	\$6,787,685
203	John T Kirk	RLAH Real Estate	9.5	\$5,687,968	2	\$1,081,815	11.5	\$6,769,783
204	Todd A Vassar	Compass	6	\$4,593,673	3	\$2,173,750	9	\$6,767,423
205	Lee Murphy	Washington Fine Properties, LLC	3	\$2,510,000	5	\$4,240,500	8	\$6,750,500
206	Sina Mollan	Compass	4.5	\$2,685,300	5.5	\$4,043,000	10	\$6,728,300
207	Lisa B Resch	Compass	1.5	\$3,014,185	3	\$3,710,350	4.5	\$6,724,535
208	Bradley J Rozansky	Compass	4.5	\$5,091,750	1	\$1,620,000	5.5	\$6,711,750
209	Jason C Lallis	RLAH Real Estate	2	\$788,500	10	\$5,906,111	12	\$6,694,611
210	Arnita A Greene	Compass	6	\$2,145,000	9	\$4,547,059	15	\$6,692,059
211	Shalamar Muhammad	TTR Sotheby's International Realty	4	\$3,613,000	3	\$3,076,000	7	\$6,689,000
212	Ruby A Styslinger	Redfin Corp	0	\$0	7	\$6,615,000	7	\$6,615,000
213	Teresa M Burton	Long & Foster Real Estate, Inc.	5	\$4,298,000	4	\$2,306,800	9	\$6,604,800
214	William Thomas	TTR Sotheby's International Realty	1.5	\$3,795,500	1	\$2,800,000	2.5	\$6,595,500
215	Joan Cromwell	McEneaney Associates, Inc.	3	\$2,948,000	4	\$3,617,000	7	\$6,565,000
216	Thomas H Snow	Compass	3	\$2,945,311	5	\$3,616,000	8	\$6,561,311
217	Semyon Sarver	Compass	2	\$797,500	10	\$5,755,900	12	\$6,553,400

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Stuart N Naranch	Redfin Corp	0	\$0	9	\$6,528,500	9	\$6,528,500
219	Lloidy Guevara	Compass	2.5	\$1,090,000	10	\$5,438,100	12.5	\$6,528,100
220	Anne-Marie R Finnell	TTR Sotheby's International Realty	3.5	\$3,993,500	1.5	\$2,487,500	5	\$6,481,000
221	Katie R Nicholson	Coldwell Banker Realty	7	\$3,761,500	7	\$2,702,080	14	\$6,463,580
222	Gary P Jankowski	Coldwell Banker Realty	3	\$4,139,500	2	\$2,304,450	5	\$6,443,950
223	Kenneth M Abramowitz	RE/MAX Town Center	3.5	\$1,414,750	9.5	\$5,020,750	13	\$6,435,500
224	Arial Pegues	Vylla Home	10	\$2,764,150	9	\$3,664,012	19	\$6,428,162
225	Leslie C Friedson	Compass	4.5	\$1,964,700	3.5	\$4,458,705	8	\$6,423,405
226	Brian S Hagarty	EXP Realty, LLC	6.5	\$3,535,400	6	\$2,884,900	12.5	\$6,420,300
227	Andrew Riguzzi	Compass	3.5	\$2,831,750	3	\$3,585,000	6.5	\$6,416,750
228	Todd C Harris	Long & Foster Real Estate, Inc.	4	\$3,150,000	4	\$3,252,000	8	\$6,402,000
229	Margaret B Heimbold	Long & Foster Real Estate, Inc.	2	\$2,600,000	1	\$3,800,000	3	\$6,400,000
230	Lenore G Rubino	Washington Fine Properties, LLC	2.5	\$3,313,500	1.5	\$3,085,000	4	\$6,398,500
231	Michael J Matese	Compass	6	\$4,849,000	2	\$1,536,900	8	\$6,385,900
232	Jennifer K Knoll	Compass	2	\$1,287,000	5	\$5,093,251	7	\$6,380,251
233	Andrew K Goodman	Goodman Realtors	9	\$3,686,569	3	\$2,665,000	12	\$6,351,569

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Katrina L Schymik Abjornson	Compass	1	\$975,000	8	\$5,338,501	9	\$6,313,501
235	Eric Fafoglia	Compass	0.5	\$1,150,000	5.5	\$5,159,000	6	\$6,309,000
236	Anne C Killeen	Washington Fine Properties, LLC	4	\$5,436,000	1	\$860,000	5	\$6,296,000
237	Richard S Prigal	Compass	5.5	\$3,248,700	5	\$3,043,000	10.5	\$6,291,700
238	Lukas Iraola	Compass	4	\$1,566,600	8.5	\$4,669,900	12.5	\$6,236,500
239	Nicholas Despotidis	Keller Williams Capital Properties	1	\$422,500	10	\$5,789,250	11	\$6,211,750
240	Matthew L Modesitt	Redfin Corp	2	\$733,000	8	\$5,469,950	10	\$6,202,950
241	Kathy Xu	RE/MAX Realty Group	4	\$2,310,000	7	\$3,874,900	11	\$6,184,900
242	Debra Morin	Redfin Corp	4	\$1,217,000	12	\$4,953,766	16	\$6,170,766
243	Paul D Warthen	Real Estate Teams, LLC	9	\$4,620,074	5.5	\$1,547,945	14.5	\$6,168,019
244	Margaret M Ferris	Compass	2	\$1,260,000	5	\$4,904,750	7	\$6,164,750
245	Michael A Gonzalez	Redfin Corp	1	\$625,000	7	\$5,514,000	8	\$6,139,000
246	Nelson G Marban	Washington Fine Properties, LLC	5.5	\$4,389,119	3	\$1,745,000	8.5	\$6,134,119
247	Nicholas P Chaconas	Redfin Corp	13	\$6,133,700	0	\$0	13	\$6,133,700
248	Harrison I Beacher	Keller Williams Capital Properties	3	\$2,068,139	5.5	\$4,058,000	8.5	\$6,126,139
249	Cheryl R Leahy	Compass	5	\$6,118,500	0	\$0	5	\$6,118,500
250	Kenneth C Germer	Compass	2	\$2,024,000	4	\$4,082,500	6	\$6,106,500

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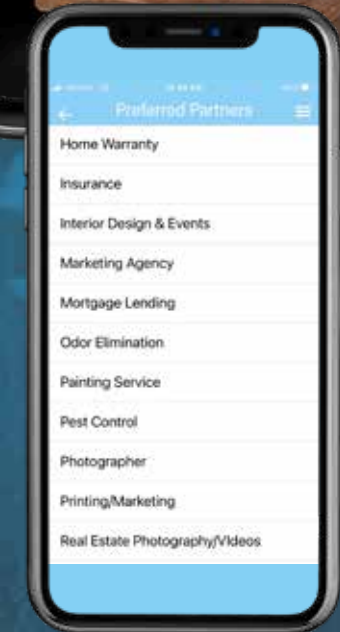
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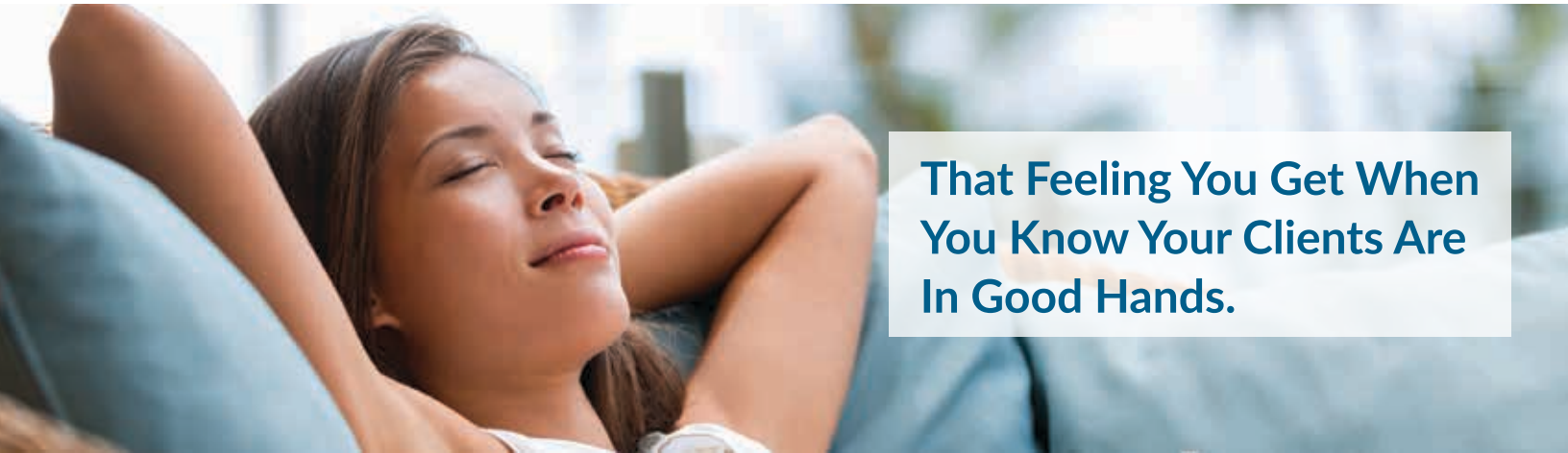
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