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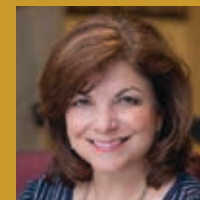
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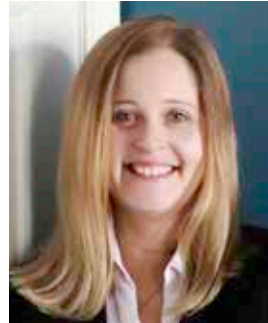
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HAPPY GRATITUDE MONTH!

►► publisher's note

Dear DC Metro Real Producers,

November is a month of gratitude. We are so grateful for our amazing *Real Producers* community! This tribe gives back to the community and takes ownership for their impact on the DC Metro area.

This month is also a time to reflect on the current year and the year to come. This year has been an exciting year of growth. We are adding *Richmond Real Producers*, and there are now 100 *Real Producers* publications across the U.S.A.! Without our preferred partners, none of this would be possible. We are thankful for their participation and to the *Real Producers* who referred them. All partners have been vetted and referred by *Real Producers*.

This month is our Washington vs. Buccaneers VIP Game Day on November 14th! This event is going to be EPIC, and we are proud to bring this experience to our *Real Producers* communities: *DC Metro Real Producers* and *NOVA Real Producers*. We are grateful to be able to bring everyone together for such a wonderful event and are super excited to see everyone!

As you know, our mission is to connect, elevate, inform, and inspire industry professionals such as yourselves all over the DC Metro area. It is a badge of honor to be a *Real Producer*. Receiving this publication means you are in the top .05 percent of your industry.

Thank you to our feature agents who have shared their stories to inform and inspire this amazing community. My favorite part of being the publisher is connecting such talented, wonderful human beings!

Thank you to my team. The team here cares about the *Real Producers* community, our standards, and the voice we give to you, the *Real Producers*. Thank you, Wendy, Jennifer, Jaime, Kristina, Ellen, Angela, Michelle, Zach, Chris, Ryan, Aaron, John, and Bobby. Thank you! (See our *DC Metro Real Producers* team on page 8!)

Last, but certainly not least, thank you to my family. I am eternally grateful to Kellie for being my rock, and for Avery Noelle, my muse. I love you both more than words can convey. Also, Mom, Dad, and Grandma (who is 92 years old, and I'm grateful for every conversation we have).

With Gratitude,



Kristin Brindley

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Kristin@kristinbrindley.com
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▶▶ special events

DC Metro and NOVA Real Producers Present

VIP GAME DAY

AT FEDEX FIELD

NOVEMBER 14, 2021
WASHINGTON vs. TAMPA BAY BUCCANEERS
9:30AM—end of game

Most anticipated game of the season!

We are so excited about this upcoming incredible joint event with top producers from both *DC Metro Real Producers* and our sister community, *NOVA Real Producers!*

We will gather at Fedex Field at 9:30 a.m. for exclusive access to the stadium, where we will have 500 reserved seats for members of our group. Pre-game, we will have food and beverages and the opportunity to network before the excitement starts when the players arrive.

This event will go down as one for the books! By the time you receive this month's issue, we are most likely sold out. However, if you didn't register and are interested, please feel free to reach out to Kristin Brindley at Kristin@kristinbrindley.com to see if there may be any seats left. They went fast!

We can't wait to see you all at the stadium. Gooooo Washington!!



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What is your favorite Thanksgiving food or drink?




VINCENT HURTEAU
Continental Properties, Ltd.
Pecan pie.




ELLEN COLEMAN
RE/MAX Realty Centre
My favorite Thanksgiving dish is stuffing — aptly named, for a dish made of bread and heavy amounts of butter.



JENNI DAVIES
Coldwell Banker Realty
I love hot-buttered rum! And, of course, sage sausage stuffing and mushroom gravy. Otherwise, not a big fan of Thanksgiving food.



CARA PEARLMAN
Compass
I love the mix of turkey, canned cranberry, home-made stuffing, and mashed potatoes in one bite!



ROBIN CAVALLARO
RE/MAX One
Cranberry sauce, sweet potato casserole, and pumpkin pie.



CHAD DUDLEY
Compass
I'm a sides guy; I love stuffing and gravy.



NURIT COOMBE
The Agency
Bourbon-spiked hot apple cider.



DAN CUMBERLAND
Moyer & Sons Moving & Storage, Inc.
Roasted sweet potato with cinnamon and marshmallows. My mouth waters just thinking about it!




CARLOS ESPINOZA
RE/MAX Realty Group
Stuffing with gravy and drinking a nice, IPA beer.



MALIA TARASEK
Keller Williams Capital Properties
Cranberry sauce — I only eat it once a year, during Thanksgiving!




ELIZABETH BURROW
Keller Williams Realty Centre
Chocolate lava cake.



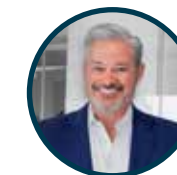
SARAH FUNT
Long & Foster Real Estate
All the traditional stuff.



AMY EMBREY
Keller Williams Capital Properties
Sweet potato casserole.



DONNA MANK
Compass
Sweet casserole.




MARK LOWHAM
TTR Sothebys International Realty
Mother had the most incredible recipe for cherry cheesecake, with cherries straight out of the can.



JOHNNY DIAZ
Realty Advantage
Old-fashioneds (the mixed drink).




ERIC FAFOGLIA
Compass
My favorite food is something my grandmother would make, which is egg noodles with gravy.



LEE GOCHMAN
Keller Williams Capital Properties
I am going to tell you that I am the one person that likes the jello mold (my parents are old school NY'ers). My grandmother does the jello mold.



VINCENT EKUBAN
EXIT Realty Enterprises
Food — mashed potatoes and gravy.



FLEUR HOWGILL
TTR Sotheby's International Realty
Sorry, I'm British. Thanksgiving is not really about the food for me, it's about being with family and wondering what my husband is going to cook, as it is never a normal Thanksgiving dinner.



JASON TOWNSEND
Compass
Cranberry sauce and red wine.



RICH PHILLIPS
Long & Foster Real Estate
Stuffing.



ALI HAGHGOO
eXp Realty
My fried turkey.



JAN BRITO
Compass
Grandfather's sausage stuffing.




BRIAN MARZO
Keller Williams Preferred Properties
Macaroni and cheese.



DANIEL SCHULER
The Synergy Group
The day after Thanksgiving, I love leftover turkey sandwiches with cranberry sauce and melted brie cheese.



COREY LANCASTER
Exit Right Realty
Eggnog with liquor (brandy is preferred) and apple pie.



EMILY JACKSON
Long & Foster Real Estate
Always the sides. Not into turkey, but all about the mash potatoes, gravy, and stuffing.



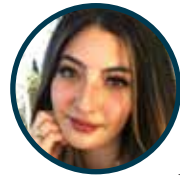
SVEN SKARIE
Long & Foster
Real Estate

Grew up in Alaska. Dad was a baker ... developed potato butter-milk roll. Yeast roll with nice, crispy shell, wild rice sausage, and cranberry stuffing.



JOVAN VIDULOVIC
Keller
Williams Realty

OMG, whiskey cinnamon punch that I make for my wife's family and the turkey with cranberry stuffing (something I could never imagine eating before moving to the States).



MORGANE KLAREICH
Legacy
Settlement Services

My favorite Thanksgiving food is the sweet potato casserole. I cannot get enough, and it reminds me of home no matter whose house I am at. And, yes, it needs the mini marshmallows!



TEDDY ROJANADIT
Keller Williams
Capital Properties

Love sparkling apple cider and sausage-stuffed mushrooms.



LEXY BROUSSARD
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RUKAIYAH TYLER
Keller Williams
Preferred Properties

Mac and cheese and apple cider.



J. D'ANN MELNICK
City Chic Real Estate

Desserts — pumpkin pie!



JUDY GLAZER
CENTURY 21
Redwood

My favorite food is my stuffing! I make it with spicy turkey sausage so it is basically a meal in itself! Yum!



CHARLIE CARP
Keller Williams
Capital Properties

Smoked turkey drumsticks (not like the ones at the Renaissance Festival!).



ALEXA GOULDING
Long & Foster
Real Estate

From Hungary, so wasn't used to Thanksgiving. Love everything about Thanksgiving. All the sides!



MELANIE GAMBLE
Keller Williams
Capital Properties

My favorite Thanksgiving food is my mama's dressing. It's a coveted tradition made with old-fashioned cornbread.



DONNA SEEKER
Donofrio
Inspections

The food and drink at Thanksgiving are always good because being together is the focal point. Don't get me wrong, I love the taste of the special dishes, especially something that isn't typical at our table. What I really enjoy is that the day has a relaxed schedule devoted to visiting and catching up with friends and family.



CHRIS REEDER
Long & Foster
Real Estate

My favorite Thanksgiving food is the dressing. I mean, let's face it, who takes time to make dressing any other day of the year unless it's Stove Top?



MYNOR HERRERA
Keller Williams
Capital Properties

I LOVE mashed potatoes with gravy and stuffing with gravy ... and apple pie!



GAIL LEE
Long & Foster
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Pumpkin spice coffee (both iced and hot).

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NICK GRILLO Owner of Tranquility Smart Homes & Security

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words by wade

By Wade Vander Molen



3

Great Ideas for Fall Market

Client-Appreciation Events!

Fall is here! That means pumpkin spice lattes, college football, and REALTOR® fall client-appreciation events. Last year, many of these events were set by the wayside due to the pandemic, but this year, with vaccines readily available, they are making a comeback. Having been involved in many fall client-appreciation events, I have seen the ones that were very successful and others that didn't go quite as well. Here are the events that I have seen work for my clients and that I think can work for you as well.

Pumpkin Patch Event

Who doesn't like going to pumpkin patches? These events are fun and safe as they are outside and allow your clients to bring their kids. As a parent of two young girls, any event that gets my kids involved is a huge win. Setting up a hayrack ride, and goodie bags for everyone is always a hit. Allowing your clients to bring home a pumpkin and know that you, as their Realtor, put this together can increase your referrals for the fall and spring market.

Winery Event

In Northern Virginia, there are over 50 different wineries, and spending the day sipping wine and looking out over the fall foliage is always special. I have seen huge successes with my Realtor clients renting out a space at a winery just for their clients to enjoy the day. Many wineries are not only kid-friendly but also serve food.



Stonetower, Bluemont, and Quatro Gumba are just some of my favorites. Providing this fun fall experience is always a hit and allows you to grow and expand your client relationships that lead to referrals down the road.

Fall Festival Event

There are many fall farm/festival events throughout late September and into early November. Many of these venues allow you to rent out spaces for client appreciation events. These fall festival locations come with apple picking, fun slides for kids, food, and tons of fun. A great way to top it off is to bring a photographer to capture those great moments of your clients with their families. Make sure to send each client their pictures as a good way to follow up. Fun times to be had by all.

College Football or NFL Event

Fall brings football. Take your top five to 10 referral sources and spouses (who

like football), and treat them to a University of Maryland or Washington Football Club game. Get the good seats and have a great time. Expand and grow those relationships, but let them know you appreciate their referrals. You also look forward to more introductions they can provide in the following months that turn into business.

These are just some of the great fall client-appreciation events that I have seen be successful for my Realtor clients. It is all about bringing people together and creating great experiences they won't forget ... and especially ones where they won't forget you! If you have strong relationships with vendors who benefit from this business, ask them to help out and share in on the success. I am always happy to do so for my people. Good luck with these fall events!



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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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



MARK LOWHAM
TTR Sotheby's
International Realty

"Leave big footprints in the community you live in, and know that real estate affords us the opportunity to make a huge difference in people's lives. I strive to be remembered as a community leader who made a difference."



LEE GOCHMAN
Keller Williams Capital
Properties

"My father used to say all the time, 'If you can go to bed feeling like you've helped someone, that's all that matters, and the money will come.' That is certainly a philosophy that I've taken to heart."



AMALIA MORALES GARICOITS
RLAH Real Estate

"I see real estate as a tool to realize my dreams. It is not about the money, but about making people happy and finding their best home. It is incredibly satisfying to help people improve their quality of life because they find the house they want."



ALEJANDRA ZELAYA
Fresh Home Cleaning

"A clean home adds value to people's lives and brings so many health benefits. It lowers stress in homes and helps with boosting moods and productivity. The place we live in should be a platform that helps us achieve our goals."



ROB AND MICHELLE THOMAS
ProTec Inspection Services

"You just need to take one step outside your comfort zone to get things started. If you're waiting until your current operations run 100 percent smoothly, you'll never start something new." — Michelle



REX THOMAS
Samson Properties

"My secret weapon for growth is hard work and sincerity."





ALEJANDRA ZELAYA

Fresh Home Cleaning

▶ partner spotlight

By Chris Menezes
Photos by Ryan Corvello

MORE THAN A CLEANING COMPANY

Fresh Home Cleaning is more than just a cleaning business for Alejandra Zelaya — it is an opportunity to change lives, from her parents' to the people on their teams' to their customers'.

“We have been cleaning as a family for years, and now I believe it is our time to share our knowledge with our community — to provide job opportunities to women, while sharing all the cleaning knowledge we have as a family. Because yes, my friends, there are tools, products and strategies that make cleaning much more efficient,” Alejandra explains.

“A clean home adds value to people’s lives and brings so many health benefits,” she continues. “It lowers stress in homes and helps with boosting

moods and productivity. The place we live in should be a platform that helps us achieve our goals, not an anchor that pulls us down. Our motto is ‘Your outer world is a reflection of your inner world.’”

The roots of Fresh Home Cleaning can be traced back to 2001, when Alejandra’s mother arrived in the United States from El Salvador with Alejandra, her brother, and just one suitcase. Although her mother was a professional in El Salvador, her experience didn’t mean much to many U.S. companies. So she started cleaning homes.

“She worked so hard for over two decades — no vacation, no time off. She couldn’t afford to rest,” Alejandra

explains. “My dad later joined us. I have seen my parents break their backs for years to give my brother and me a better tomorrow.”

Alejandra started helping her mom clean and give estimates (due to her parents’ language barrier) at 12 years old, working spring breaks, summer breaks, and winter breaks. Both she and her brother were able to go to college due to her parents’ hard work, and graduated from the University of Maryland.

Alejandra obtained her degree in business administration and always wondered if she could take the small clientele her parents built and grow it into a larger business. When she got laid off from her corporate job in

...



The Fresh Home Cleaning crew (from left to right: Ana, Elizabeth, Alejandra, Zulma, Claudia, and Iris)



Alejandra Zelaya (center) with her parents, Elizabeth and Jose.

2019, she took it as a sign from God to pursue what was in her heart.

2020 was Alejandra's first year in business as a full entrepreneur, which she says was ... interesting. "We lost 90 percent of our clients due to the pandemic. We almost just closed the business and dropped the idea. But my Why was bigger than my obstacles. I couldn't afford to stop, so we kept pushing in faith," she says. "Also, my mom's body took a toll from overworking herself. Therefore, my reason was her well-being. To work enough to be able to afford hiring help and have her finally retire. I owe everything I have and am to my strong parents," she continues.

With Alejandra at the helm, Fresh Home Cleaning made it through the shutdown. As the owner and leader, Alejandra says "details" and "sweating the small stuff" are in her DNA. "Our cleaning services make the biggest impact by being detail-oriented. It's the small details that compound to making a home look extra sparkly at the end of each service!" she says.

Alejandra emphasizes that when you hire Fresh Home Cleaning, you hire her. "I am involved in jobs from the start to the end," she says. "Excellence in what we do matters to me, and it matters to my team. When you hire one cleaning team, you hire the entire Fresh Home Cleaning staff. We work as a unit, and our goal is to always over-deliver."

Alejandra has a deep passion and vision for her business. She is aiming to truly make a difference as a company, which includes making a difference in the lives of her team members. "For the two decades my mom worked for other cleaning companies, I saw how undervalued and underpaid she was. She wasn't treated with respect and wasn't provided with much support."

My goal is, as we grow, to be able to provide free English courses, financial courses, and workout classes for free. I want this company to change lives, to be a stepping stone for achieving goals. It is the biggest impact we could ever make."



To be a part of Alejandra's mission and to get the Fresh Home Cleaning team for your next listing or residential cleaning, visit www.fresh-homecleaning.com.

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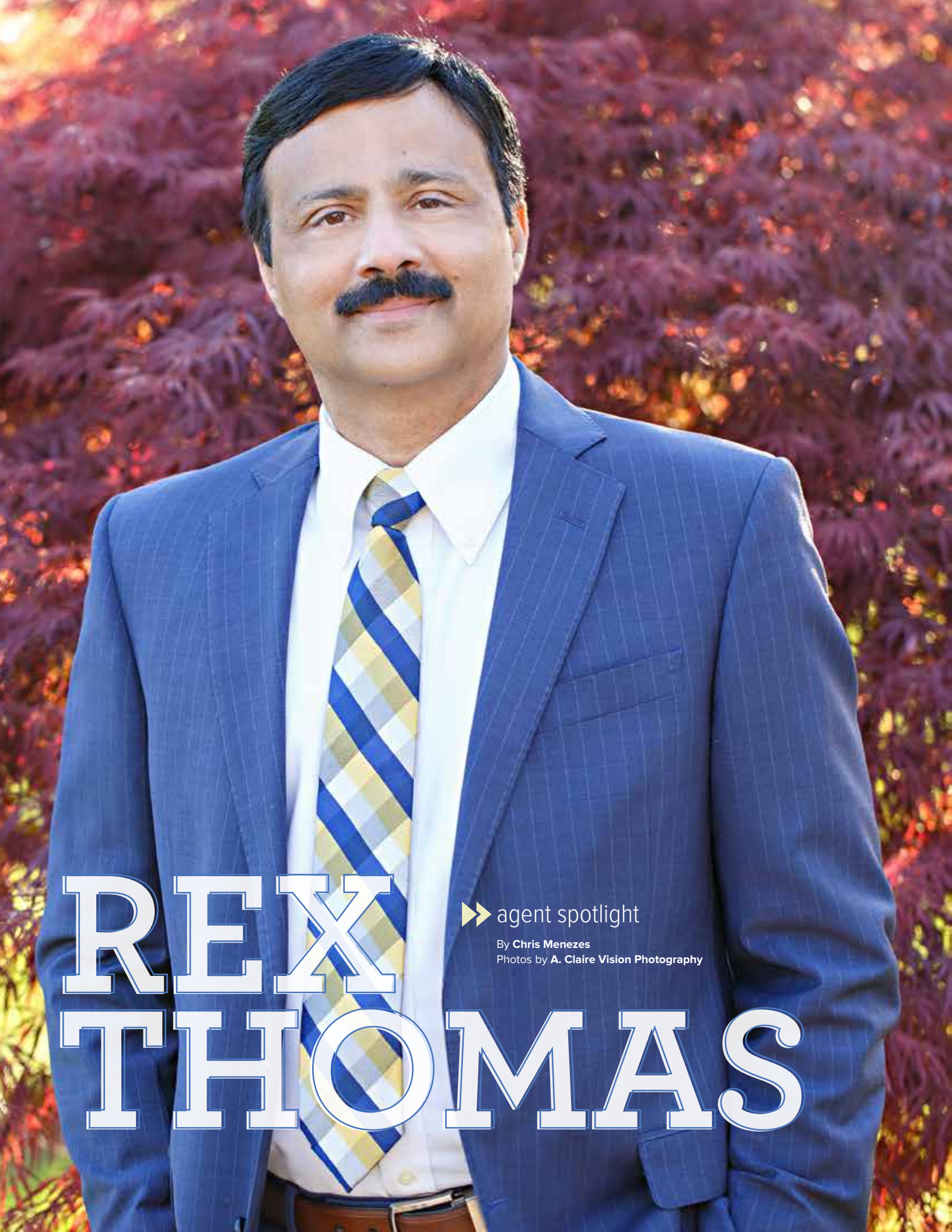
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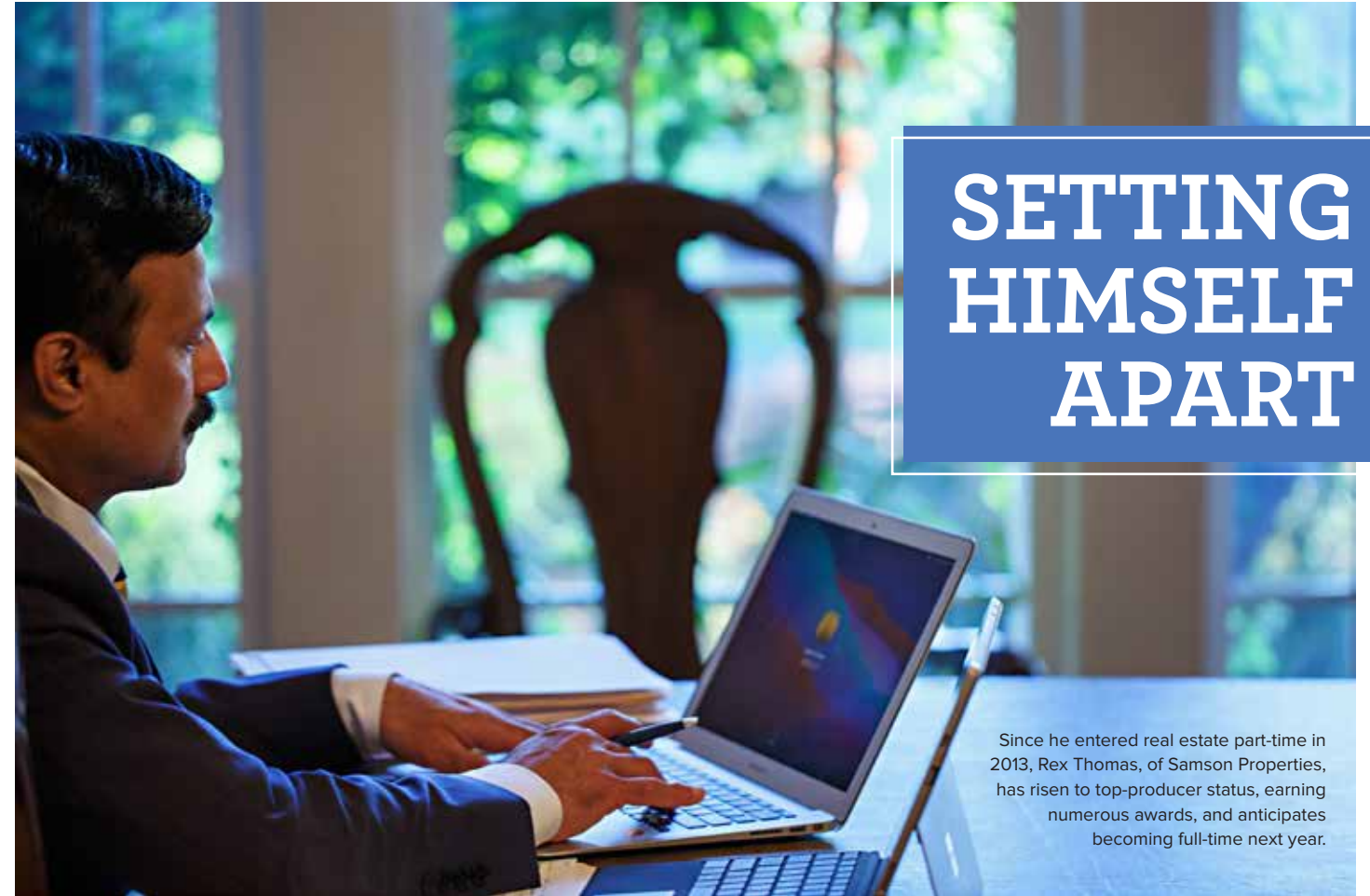




REX THOMAS

➤ agent spotlight

By Chris Menezes
Photos by A. Claire Vision Photography



SETTING HIMSELF APART

Since he entered real estate part-time in 2013, Rex Thomas, of Samson Properties, has risen to top-producer status, earning numerous awards, and anticipates becoming full-time next year.

Many who have met or worked with Rex Thomas, of Samson Properties, will tell you he is ... different — a different kind of real estate agent and a different kind of person. As a full-time social worker and part-time top-producing agent, he is definitely not your typical REALTOR®.

Born and raised in India, Rex immigrated to the United States in 1995. He first became involved in real estate as an investor, to grow and manage his own properties. With a Master of Social Work and a passion for helping people in need, he continued as an independent licensed clinical social worker while managing his investments and, along with his wife, raising his two daughters.

When the market crashed in 2008, Rex decided to focus more on real estate and began helping other investors with their real estate needs. As he helped more and more people, he decided to obtain his real estate license and officially entered the business part-time in 2013. “When I first decided to pursue a career in real estate, I was unsure whether it was worth the risk or the extra time commitment,” Rex says. “I spent many hours after work preparing for the exams. The very positive feedback from my first client in January 2013 made me feel that I made the right decision.”

Rex made customer service his top priority and developed a reputation for always going above and beyond. While he sacrificed a lot of time with his family to make his clients his top

priority, they were always very supportive of him and his business. His experience in social work, psychology, and investing, combined with a commitment to putting his clients first and a stellar work ethic catapulted Rex’s business with referrals. He made Top Producer within two years of starting his career, and in 2016 was awarded Best Agent by Washingtonian Magazine.

Rex’s most memorable sale, which exemplifies how he runs his business, was in 2016 as well. He drove one and a half hours from his home in Maryland to show a home in Virginia at 6 p.m., after it was postponed once already. He had only two hours to submit his offer, but managed to finish the pre-approval letter and submit it right under the wire at 8 p.m. “When





The Thomas family (from left to right: Neetha, Rex, Teena, and Namitha).

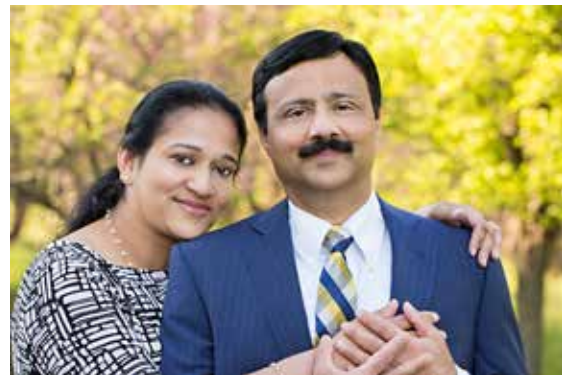
I finally arrived home, shortly after 10 p.m., I found the accepted offer in my email! It was the quickest contract in my career,” he says.

Rex says his secret weapon for growth is hard work and sincerity. His clients appreciate his honest, straightforward approach. And although he works only part-time, he stays fully involved in every step of the transactions, including mortgage and settlement, and ensures all of his clients’ needs are met.

Despite his part-time status, Rex produced over \$30 million last year. He has also been selected as a Five Star Real Estate Agent for 2019 and 2020; was Best Agent Washingtonian for 2016, 2019, and 2020; GCAAR Gold Award Winner for 2019 and 2020; and Top Producing Real Estate Agent for Northern Virginia Magazine 2020.

While he is planning to go full-time next year and hopes to produce over \$40 million, his passion for helping people in need will continue to be

met not only through real estate, but through his charitable involvement as well. Rex is an active supporter of Kids Wish Network, a charitable organization dedicated to “infusing hope, creating happy memories, and improving the quality of life for children with life-threatening conditions and struggling with life-altering situations”; BoysTown, an organization for saving children and healing families; St. Jude Children’s Research Hospital, devoted to treating childhood cancer; and the Breast Cancer Research Foundation.



“My professional life has given me the opportunity to network and gain many connections throughout the DMV area and become an active member in my community, which I am ever grateful for,” says Rex. “My family is very important to me, as well, and I try my best to maintain a healthy work–life balance.”

Rex enjoys spending time with his family as much as he can. He enjoys traveling, visiting new places, and tries to visit his mother in India at least twice a year.

As Rex continues helping people in real estate and transitions into working full-time over this coming year, it will be exciting to see all that he accomplishes and how he continues to set himself apart.

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Amalia Morales Garicoits
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FOR SALE

▶ agent spotlight

By Zachary Cohen
Photos by Ryan Corvello

AMALIA MORALES GARICOITS

BELIEVING IN DREAMS: FROM URUGUAY TO WASHINGTON, D.C.



Amalia Morales Garicoits with husband, Pablo, and daughters Nicole (left) and Giulia (right).

“The future belongs to those who believe in the beauty of their dreams.”
—Eleanor Roosevelt

Throughout her life, Amalia Morales Garicoits, of RLAH Real Estate, has lived in multiple countries on three different continents. She was born on the border between Uruguay and Brazil and has lived in Uruguay, Spain, Switzerland, and, now, the United States. She is at home in multicultural environments, and speaks Spanish, English, and Portuguese.

Amalia was born in rural Uruguay; at 18 years old, she moved to Montevideo, the nation’s capital, to study law. Just two years later, she met her husband, Pablo Fleiss, and her journey from country to country began.

One year later, Amalia and Pablo moved to Barcelona, Spain, where Pablo studied for his Ph.D. In Barcelona, Amalia studied to become a personal trainer and worked doing kiosk sales in shopping malls. While working a kiosk at the mall wasn’t Amalia’s dream job, she discovered she had a knack for sales.

Eventually, Amalia’s path led her to Switzerland, and then, finally, the U.S., where Pablo got a job at the Inter-American Development Bank.

BEGINNING AGAIN

Amalia came to the United States in 2008, not knowing a word of English. “The language was the biggest challenge at the beginning,” she recalls. “But I learned pretty fast.”

In the U.S., Amalia and Pablo began to expand their family. “When my youngest daughter became a 2-year-old, I started looking for things to do,” Amalia says. “Initially, I wanted to become a yoga or meditation teacher, but one friend told me, ‘You are very good at selling things. Why don’t you sell houses?’” Amalia was intrigued. When she purchased her own home, she enjoyed the process and so she decided to get her license.

“I started studying in Long & Foster (because my real estate agent was from there),” Amalia explains. “In the beginning, it was conceived like a hobby, something to occupy my time.” Amalia remembers her first day of class well. Her teacher informed the class that only one in four real

...

...

estate agents survives the first two years on the job. Amalia kept this comment in the back of her mind, holding on to her plan B — to become a yoga and meditation instructor.

“So, without expectations, I started working in March 2015 and sold my first house to a close friend in August. By December, I sold four houses. The next year, 2016, I started working a lot. At the end of the year, I had sold more than \$10 million ... in my first complete year! Then, I realized that I made the right decision and didn’t need my plan B anymore.”

Amalia’s part-time job had quickly morphed into a thriving full-time business.

LIVING A LIFE OF ABUNDANCE

Just six years into her journey selling real estate, and just 13 years removed from learning English, Amalia runs one of Washington, D.C.’s, top real estate businesses. She has been named a top producer by the Washingtonian for four consecutive years (2017–2020).

“I see the real estate as a tool to realize my dreams. It is not about the money, but about making people happy and finding their best home. It is incredibly satisfying to help people improve their quality of life because they find the house they want,” Amalia says.

Today, Giulia is 12 and Nicole is 8. When Amalia isn’t working, she enjoys playing board games, watching a movie, or riding bikes with her daughters. Amalia also maintains deep connections to her roots. She visits family in Uruguay often and sponsors the studies of five Uruguayan children through a Children International program. “Some of them called me godmother. I love to receive a letter from them, knowing that they are studying and doing well,” Amalia says. “I am also a member of the Uruguayan American Foundation, a charity that



Amalia Morales Garicoits and her husband, Pablo Fleiss, hail from Uruguay, and together they traveled to and lived in Barcelona, Spain, and Switzerland before settling in the U.S.

does fundraising in the U.S. among the Uruguayan community to help education and health projects in rural Uruguay.”

Although she has lived on three different continents, Amalia is grateful to be right where she is today. Each place she has lived has left a lasting impact upon her, and the culture of each country allows her to connect with the diverse people living in and around her home.

“When you are young in a small town in a small country in South America, you cannot imagine that the world is so big, but you will have the opportunity to travel and go to fabulous places.”

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LEE GOCHMAN

TRANSFORMING LIVES



► rising star
By Dave Danielson
Photos by Aaron Lebo

THROUGH THE COURSE OF YOUR WORK WITH CLIENTS, YOU ARE ACHIEVING SO MUCH MORE THAN THE MERE COMPLETION OF A TRANSACTION.

THAT'S THE SAME SPIRIT THAT LEE GOCHMAN WORKS WITH. AS A REALTOR® WITH KELLER WILLIAMS CAPITAL PROPERTIES DUPONT CIRCLE, LEE TAKES PRIDE IN HIS ROLE IN HELPING PEOPLE WRITE THE NEXT CHAPTERS IN THEIR LIVES.

"I'm not trying to help people make a purchase. I'm trying to help them make an investment. The story of millennials is that we are drowning in student debt and that we don't have savings for a reasonable down payment, and that we're also up against lending requirements," Lee explains. "I started teaching a class about a government program that will cover their minimum down payment and help them find a home."

PASSION AND PURPOSE

When you talk with Lee, it's instantly clear that he is extremely passionate about helping people through his work as a REALTOR®. He cites a 2018 study by the Urban Institute that looked at the barriers to homeownership.

"The study confirmed that the primary issue is coming up with the down payment. Once I figured out

there was a vehicle to help people build wealth and financial security without having to delay their destiny, I went full-speed ahead and started working every day of the year to build relationships and help transform lives in ways that are truly profound," Lee emphasizes. "In the midst of COVID, young people are lining up to purchase their first homes and, in many cases, are able to do it for less than \$1,000 out of pocket."

After having had his license for several years in commercial real estate and working as an outbound sales associate, Lee started selling residential real estate in April of this year.

REVEALING RESULTS

His start in the residential side of real estate is a direct result of his care for people. Fresh out of college, Lee had worked on a congressional campaign.

"My job was managing interns from universities in D.C., and I remember visiting a group of freshmen. They had issues from health care to affordable housing. They told me, 'We've done the research. There's no hope for us.' I'm here doing what I do to help redeem the dream," Lee explains. "We have been told that 2020 was the year of COVID. But 2020 was the year we took ownership of our future. I've made it my mission to get young people off the sidelines and create wealth for the first time in their lives."

And Lee did just that. In fact, since March of last year, he has helped nearly 70 people purchase their first homes in Maryland, Virginia, and the District of Columbia. In the process, he has also recorded sales representing \$26 million in sales volume as an individual agent with the Eng Garcia Properties Team.

“2020 WAS THE YEAR WE TOOK OWNERSHIP OF OUR FUTURE. I’VE MADE IT MY MISSION TO GET YOUNG PEOPLE OFF THE SIDELINES AND CREATE WEALTH FOR THE FIRST TIME IN THEIR LIVES.”





A self-described foodie, Lee Gochman has loved going to Le Diplomate since he was an undergrad at American University.

CHANGING MINDSETS

One key to Lee's success has been using the strengths of his prior experience in the political arena. "I made 30,000 calls for people running for office. That's one of the most difficult things, especially when you're not the one running. It taught me to listen, advocate for people, and win," Lee says. "I'm not a huge fan of the salesy approach, but I like reaching out and changing someone's mindset and helping them change their lives ... telling them they can stop paying their landlord and start paying themselves, and letting them know that a \$2,000 rent translates to a \$400,000 purchase of a townhome or condominium."

Lee has seen the tangible impact of his work on many powerful occasions.

"The stories that I've been able to hear are truly remarkable. Like the immigrant from Croatia who escaped back home to the single mother of five children who had never owned real estate to Ph.D. students ... all of these people with different backgrounds are defying reality," Lee says.

CREATING HAPPY ENDINGS

Lee shared a story of transformation that has stuck with him.

"I remember one young man I met on Juneteenth to look at his first property. He mentioned his family has lived in D.C. for 70 years, and he is carrying on the legacy of a proud African-American family, including his grandfather who fought in the Navy. On the day he met me, his father told him that it was going to be a transformative day — that he was going to be the first one in his family to ever own a home," Lee remembers.



"Now, his home is a penthouse suite with 1,200 square feet in the heart of Petworth. That's powerful. While I never choose the people I work with, many of them have inspiring stories.

They have risen above so much adversity in a relatively short time. They are determined to create multigenerational wealth. Those stories become my stories."

FAMILY AND FULFILLMENT

Away from work, Lee's world is made richer by his family, including his mother, Susan, and his father, Robert.

"My father used to say all the time, 'If you can go to bed feeling like you've helped someone, that's all that matters, and the money will come.' That is certainly a philosophy that I've taken to heart."

In his free time, Lee is a self-admitted foodie, with a love for exploring new restaurants. He loves music, especially hip-hop. And he's also a big fan of the New York Yankees.

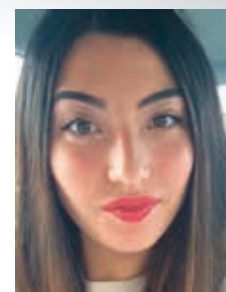
As Lee reflects on his new real estate career, he feels a deep sense of responsibility for those he serves. "The impact that I'm making now is more than I could have had as an organizer. We all play a role. You shouldn't have to be a millionaire to live a great life in America," he emphasizes. "I can help people leverage and spread out their equity as even as they can. And helping people develop passive streams of income to help them have that financial security. Those folks are engineering a life for themselves and help them live life on their terms. The story that has been fed to us through the media is that we won't be able to do better than our parents. I say, 'Just watch us.'"

That's precisely the spirit with which Lee is transforming lives.

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ProTec Inspection Services

HIGH GOALS & HIGHER STANDARDS

With all of the setbacks experienced within the last year, it is easy to fall into a scarcity mentality. The owners of ProTec Inspection Services, Rob and Michelle Hopkin, are instead encouraging their team to cultivate an abundance mindset. While the world shifted in 2020, ProTec started laying the groundwork for their 2021 expansion. In the New Year, they introduced their second inspection hub in Philadelphia and launched Peak Environmental, an environmental testing company to service the DMV area.

According to Rob, “It’s not the time to scale back and wait for the dust to settle before jumping into your dream project. The time to grow is now.” With that outlook, the ProTec team has set higher goals for this year than ever before.

The first step in carrying out Rob’s vision for ProTec is getting buy-in from the company’s

current team of 40. “We’ve been planting the seed over the last few years to broaden our team’s outlook,” Rob explains. He encourages his team to think about every problem, magnified by 10. “I want them building solutions that will still hold up when we have 100 inspectors or ten inspection locations,” Rob adds.

When asked what led them to the decision to expand, Rob cites two important moments: “The realization that expanding into other markets would be less expensive and potentially more profitable than aggressively increasing our 20 percent market share in the DMV,” and “meeting the right people to head up the new projects.”

In 2020, ProTec brought on four key players and increased their inspection team by 40 percent — and it’s a team they are willing to bet on. For Michelle, the importance of carefully selecting the right person for the job cannot be stressed enough. “With each new hire, we are continually amazed at how many problems take care of themselves. We’ve said it before and we’ll say it again, focus on your team first and the rest will fall into place,” she says.

Rob recalls meeting the new leader of their Philadelphia division... “Ever meet your dream hire, but they don’t live in your area? Find a way to do business with them. We finally found someone with all the skills

“
We’ve said it
before and we’ll
say it again, focus
on your team first
and the rest will
fall into place.”
”



Rob and Michelle Thomas, owners of ProTec Inspection Services

“

Ever meet your dream hire, but they don't

live in your area? Find a way to do

business with them.”



From left to right: Michelle Hopkin (CEO and Co-Owner), Ryan Hubbard (Philadelphia Area Inspector Manager), Rob Hopkin (President and Founder)



The Peak Environmental Team (left to right: Kate Hopkin, Michael McDonald, Kelsey Carnahan, Luke Hanscom).

and qualities we were hunting for, and rather than letting that connection go to waste, we partnered up to organize a second base camp right outside our current territory.”

Michelle adds, “You just need to take one step outside your comfort zone to get things started. If you're waiting until your current operations run 100 percent smoothly, you'll never start something new. You have to accept that the new team will not be void of all of your current hiccups, but both locations will continue to learn and grow together.”

For a seasoned inspection team, not every expansion task is a new hurdle. The ProTec team is confident in their ability to make carbon copies of their best inspectors and transplant them in the Pennsylvania and New Jersey markets. Rob himself poured into their latest round of recruits for over 12 weeks in the ProTec Inspector Academy to ensure each team member meets ProTec's high inspection standards, which are above the basic state licensing requirements.

In the slower months of 2020, they were tasked with perfecting the team's virtual communication,

learning valuable lessons in the process. “The fear of running a company long-distance went away when we were forced to bring most of our team online anyway. It's easier than ever before to build a winning team remotely,” Rob states.

Closer to home, the Hopkinses began branching their environmental services arm out with Peak Environmental. Rob recalls, “The idea for Peak started as a way for our environmental division to reach a previously untouched client base.” They looked for limitations with their current model and found that by breaking away from the home inspection division, they would finally be open to a new target audience: other home inspectors.

“With Peak, we want to help smaller, one-man operations that may not have the resources to offer environmental services to their home inspection clients. Keeping the two companies separate gives home inspection companies the option to use us without the risk of losing their clients to ProTec's one-stop shop,” Michelle concludes.



Want to learn more about what this fired-up team can do? Check out their social media and take a listen to their upcoming podcast, *ProTalk with ProTec*.

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¹ Source: Scotsman Guide Top Women Originators 2021: <https://www.scotsmanguide.com/rankings/top-women-originators>
² Source: <https://www.zillow.com/lender-profile/MelissaRich1/>

MARK LOWHAM

& TTR Sotheby's International Realty



A Storied History. A BRIGHT FUTURE.



TTR Sotheby's International Realty Leadership Team (From left to right: Michael Rankin, Derrick Swaak, Mark Lowham, David DeSantis, Jonathan Taylor).

cover story

By Zachary Cohen
Photos by Ronda Ann Gregorio

The Sotheby's brand dates back to 1744 — giving the company a staggering 277 years of experience in the luxury market. They've been managing the sale of valuable art, jewels, and, most recently, real estate since before the United States of America was the United States of America. For a company to have this level of longevity, it must be adept at reacting to ever-changing market conditions.

"For our agents, that means they have an almost 300-year head start in terms of brand recognition and a track record of exceptional service when they engage their clients," CEO Mark Lowham explains. "Also,

we are locally owned but have a direct working relationship with Sotheby's International Realty's offices in 72 countries around the world. That is particularly important in a city like Washington, which is a true global crossroads."

Today, in the midst of some of the most unusual market conditions in memory, TTR Sotheby's continues to lead the way with technology, client services, and leadership. The local TTR Sotheby's International Realty office was founded as Tutt Real Estate in 1988. In 1991, Jonathan Taylor, Michael Rankin, and Wallace Tutt formed Tutt, Taylor, and

Rankin Real Estate, and TTR joined Sotheby's International Realty as the Washington, D.C., affiliate in 2006.

In 2010, Mark wrapped up a 23-year career at WEST*GROUP and had a revelation.

"Sitting in my office in Tysons, I realized that what I am passionate about is residential real estate," Mark recalls. "So I reached out to my friends, Michael Rankin and Jonathan Taylor, who had secured the Sotheby's International Realty license agreement four years prior. Several months later, in January of 2011, I joined them as a partner and

...

CEO, which has been the best professional decision I have made over my career.”

Built on Values

The TTR Sotheby's International Realty firm is built on three core principles: unwavering integrity, exceptional customer service, and passionate leadership in the community. Despite carrying a brand that denotes luxury and global reach, TTR Sotheby's International Realty is a family. “It is that culture which has and will continue to distinguish us here in Washington,” Mark says.

In his decade-plus with TTR Sotheby's, Mark has relished the role of mentor. The majority

of the team's top agents joined the firm over the past 10 years, and most of them have grown their businesses exponentially. “I am so proud to have supported their growth and helped to build the extraordinary professional development resources here that really set us apart,” Mark says.

Leaving a Legacy

Mark, like the rest of his firm, understands that their real estate sales make up a small portion of the legacy he will leave.

“Leave big footprints in the community you live in, and know that real estate affords us the opportunity to make a huge difference in people's lives,” Mark continues. “I strive to be remembered as a community leader who made a difference.”

As Mark and the TTR Sotheby's International Realty firm look ahead, they aspire to continue providing top-notch service for clients across the Washington, D.C., metro area, regardless of their goals or lifestyle. They are doubling down on their commitment to community and are committed to making an impact in the decades to come.

“This business provides a powerful platform for change, and we are going to make the most of it in the decades ahead,” Mark concludes. “Next to being married to an exceptional man and being a father of two extraordinary kids, the past decade at TTR Sotheby's International Realty has been the best chapter of my life. That said, I am convinced the best is yet to come.”

LEAVE BIG FOOTPRINTS IN THE COMMUNITY YOU LIVE IN, AND KNOW THAT REAL ESTATE AFFORDS US THE OPPORTUNITY TO MAKE A HUGE DIFFERENCE IN PEOPLE'S LIVES.



Mark Lowham joined TTR Sotheby's International Realty in January 2011 as CEO and Managing Partner.

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By Shauna Osborne

MAKING YOUR HOLIDAY BUDGET AND STICKING TO IT!

It's the most wonderful time of the year - and it's right around the corner! The holidays are a time for family / friends, for food, and for giving, which, in turn, means lots of **spending**. All those holiday parties, gifts, and extra special meals and treats can certainly take their toll on our wallets. Start getting a handle on your holiday expenses now; use these tips to make sure your new year starts on a note of inspiration, not regret.

Start With a List of Expenses

Begin by making a list of all of your expected holiday costs. This list likely includes, of course, gifts for friends and family (assign each person a spending limit, if that's helpful), but don't forget expenditures like wrapping paper, holiday cards and postage, travel, charitable donations, decorations, and smaller purchases for kids' teachers, your mail carrier, etc. These add up quickly!

Assess Your Limits

Working from the list above, and prioritizing as needed, give yourself some reasonable spending limits. Knowing how much you have to spend in each category will help you narrow down ideas before you start shopping. Keep in mind, ideally, you will be using funds you have set aside exclusively for holiday purchases or that are a surplus beyond your usual monthly budget (perhaps, a year-end bonus from your job?). After all, utilities, mortgage, and other regular bills still must be paid, even during the holidays. Try to avoid using credit cards to cover these expenses, as this will help you resist the urge to splurge.

Create a Shopping List - and Stick to It!

Generate a list of your possible holiday purchases, with one or two (or

more!) ideas in your price range for each recipient. The earlier, the better, for this step! If you take time to plan ahead here, you can watch for ads and take advantage of major sales (such as on Black Friday / Cyber Monday), potentially spending even less than you budgeted for some of your listed items. Impulse items and last-minute additions can lead you astray quickly, no matter how carefully you've planned, so stay with the list as much as possible.

Avoid "Shopping Momentum Effect"

Once the holiday season is in full swing, make sure you're keeping track of your purchases. Remember, every facet of retail shopping during the holidays - from display placement to lighting and music - is designed to make shoppers spend ... and once we start spending, we're more likely to keep spending. Avoid "shopping momentum effect" by bringing your list along with you on every shopping trip (storing it on your phone is useful!), so you always know what you've already gotten and what you still need. Be attentive, too, to the spending you do on holiday-related food and outings, so you will have a better idea of what you generally spend in these areas for next year.

Truly, making a holiday budget is the easy part; *sticking* to it is tricky! Avoid a New Year's Day debt hangover this year with a sensible spending plan!



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Nancy Itteilag's daughter, 'Nancy', works on her team as Marketing Director, and helps with staging and design.

"Success — it's really simple. There's absolutely no substitute for hard work," Nancy Itteilag, with Washington Fine Properties, begins.

Best Real Deal: Nancy's work ethic and outlook stem from the wisdom and advice of her father, a WWII veteran. "He believed if you set your goals and put your mind to it, you can achieve them. I was fortunate that he encouraged me to go to grad school and reach for the stars," Nancy reflects. "He even took me on my first train ride to interview for grad school. If I had to credit one single thing in my life, I was lucky to be born into the family I was born into."

Nancy's first professional endeavor was as a marketing representative for ISH. There, she learned and practiced the sales skills that would...



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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to September 30, 2021

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|---------------------------|------------------------------------|-----------|---------------|----------|--------------|-------|---------------|
| 1 | Nancy W Taylor Bubes | Washington Fine Properties, LLC | 50 | \$118,579,264 | 19.5 | \$55,842,752 | 69.5 | \$174,422,016 |
| 2 | Michael W Rankin | TTR Sotheby's International Realty | 24 | \$71,937,000 | 13.5 | \$48,023,500 | 37.5 | \$119,960,496 |
| 3 | Jennifer S Smira | Compass | 68.5 | \$55,001,352 | 66.5 | \$62,655,576 | 135 | \$117,656,928 |
| 4 | Daniel M Heider | TTR Sotheby's International Realty | 31.5 | \$63,955,500 | 23 | \$41,111,752 | 54.5 | \$105,067,248 |
| 5 | Nathan J Guggenheim | Washington Fine Properties, LLC | 47.5 | \$46,920,400 | 50 | \$55,325,688 | 97.5 | \$102,246,088 |
| 6 | Frederick B Roth | Washington Fine Properties, LLC | 17.5 | \$37,445,424 | 13 | \$52,999,400 | 30.5 | \$90,444,824 |
| 7 | Dana Rice | Compass | 40 | \$51,006,976 | 29 | \$37,088,024 | 69 | \$88,095,000 |
| 8 | Wendy I Banner | Long & Foster Real Estate, Inc. | 38 | \$51,272,608 | 32.5 | \$35,981,608 | 70.5 | \$87,254,216 |
| 9 | Brian Wilson | EXP Realty, LLC | 107 | \$69,890,896 | 18 | \$13,100,412 | 125 | \$82,991,304 |
| 10 | Troyce P Gatewood | Keller Williams Realty Centre | 57.5 | \$26,798,950 | 135.5 | \$55,569,208 | 193 | \$82,368,160 |
| 11 | Barak Sky | Long & Foster Real Estate, Inc. | 47 | \$35,434,340 | 53 | \$42,000,300 | 100 | \$77,434,640 |
| 12 | Nathan B Dart | RE/MAX Realty Services | 67.5 | \$43,179,352 | 51.5 | \$34,222,152 | 119 | \$77,401,504 |
| 13 | Alejandro Luis A Martinez | The Agency DC | 45 | \$22,690,700 | 139 | \$53,980,284 | 184 | \$76,670,984 |
| 14 | Trent D Heminger | Compass | 87 | \$62,589,196 | 17.5 | \$13,761,326 | 104.5 | \$76,350,520 |
| 15 | Mandy Kaur | Redfin Corp | 113 | \$59,822,920 | 26 | \$13,429,850 | 139 | \$73,252,768 |
| 16 | Lauren E Davis | TTR Sotheby's International Realty | 22 | \$27,515,000 | 25 | \$41,862,500 | 47 | \$69,377,504 |
| 17 | Robert Hryniewicki | Washington Fine Properties, LLC | 15 | \$42,223,256 | 9 | \$26,845,000 | 24 | \$69,068,256 |
| 18 | Avi Galanti | Compass | 29.5 | \$37,688,900 | 20 | \$31,007,800 | 49.5 | \$68,696,704 |
| 19 | Hans L Wydler | Compass | 30 | \$42,843,044 | 15 | \$25,817,476 | 45 | \$68,660,520 |
| 20 | Nurit Coombe | The Agency DC | 39 | \$29,450,336 | 65 | \$38,925,600 | 104 | \$68,375,936 |
| 21 | Marjorie S Halem | Compass | 46.5 | \$46,024,152 | 18 | \$21,639,000 | 64.5 | \$67,663,152 |
| 22 | Kimberly A Cestari | Long & Foster Real Estate, Inc. | 30 | \$38,298,100 | 20 | \$28,245,200 | 50 | \$66,543,300 |
| 23 | Jay A Day | Real Estate Teams, LLC | 81.5 | \$39,227,640 | 65 | \$27,291,444 | 146.5 | \$66,519,080 |
| 24 | Erich W Cabe | Compass | 31.5 | \$28,124,018 | 33 | \$38,181,448 | 64.5 | \$66,305,468 |
| 25 | Chris R Reeder | Long & Foster Real Estate, Inc. | 82 | \$33,906,912 | 73 | \$29,529,706 | 155 | \$63,436,620 |
| 26 | James M Coley | Long & Foster Real Estate, Inc. | 33.5 | \$36,390,476 | 30 | \$26,291,970 | 63.5 | \$62,682,444 |
| 27 | Anslie C Stokes Milligan | McEneaney Associates, Inc. | 30 | \$26,879,360 | 28 | \$34,693,748 | 58 | \$61,573,112 |
| 28 | Kira Epstein Begal | Washington Fine Properties, LLC | 31 | \$25,915,412 | 32 | \$34,581,120 | 63 | \$60,496,532 |
| 29 | Carolyn N Sappenfield | RE/MAX Realty Services | 29 | \$33,283,710 | 25 | \$26,675,936 | 54 | \$59,959,644 |
| 30 | Tim Barley | RE/MAX Allegiance | 31 | \$32,414,140 | 24.5 | \$27,331,890 | 55.5 | \$59,746,032 |
| 31 | Rong Ma | Libra Realty LLC | 19 | \$13,753,250 | 60 | \$45,302,184 | 79 | \$59,055,436 |
| 32 | Rebecca Weiner | Compass | 24.5 | \$22,242,296 | 39.5 | \$33,897,928 | 64 | \$56,140,228 |
| 33 | Michelle C Yu | Long & Foster Real Estate, Inc. | 37.5 | \$34,285,020 | 22.5 | \$21,706,500 | 60 | \$55,991,520 |
| 34 | Marc Fleisher | Compass | 20.5 | \$44,404,228 | 6.5 | \$10,964,000 | 27 | \$55,368,228 |

Disclaimer: Information based on MLS closed data as of October 6, 2021, for residential sales from January 1, 2021, to September 30, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to September 30, 2021

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-------------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 35 | Sheena Saydam | Keller Williams Capital Properties | 34 | \$19,008,762 | 59 | \$36,076,340 | 93 | \$55,085,104 |
| 36 | Mark D McFadden | Compass | 15.5 | \$32,693,250 | 8 | \$22,164,500 | 23.5 | \$54,857,752 |
| 37 | Cara Pearlman | Compass | 19.5 | \$20,366,370 | 21 | \$33,917,908 | 40.5 | \$54,284,280 |
| 38 | Eric P Stewart | Long & Foster Real Estate, Inc. | 49 | \$42,588,872 | 10 | \$9,853,500 | 59 | \$52,442,372 |
| 39 | Kara K Sheehan | Washington Fine Properties, LLC | 15 | \$37,503,000 | 9.5 | \$14,670,820 | 24.5 | \$52,173,820 |
| 40 | Brent E Jackson | TTR Sotheby's International Realty | 29.5 | \$28,852,150 | 19.5 | \$22,157,538 | 49 | \$51,009,688 |
| 41 | Christie-Anne Weiss | TTR Sotheby's International Realty | 10.5 | \$24,906,150 | 11.5 | \$25,396,500 | 22 | \$50,302,648 |
| 42 | Joel S Nelson | Keller Williams Capital Properties | 38 | \$36,500,156 | 11.5 | \$13,381,000 | 49.5 | \$49,881,156 |
| 43 | Michael B Aubrey | Compass | 20 | \$16,643,102 | 30.5 | \$32,980,842 | 50.5 | \$49,623,944 |
| 44 | Carl G Becker | Premier Properties, LLC | 19 | \$30,021,100 | 9 | \$19,273,400 | 28 | \$49,294,500 |
| 45 | Hazel Shakur | Redfin Corp | 102 | \$43,909,100 | 12 | \$5,119,999 | 114 | \$49,029,100 |
| 46 | Judy G Cranford | Cranford & Associates | 19.5 | \$17,282,710 | 27 | \$31,681,422 | 46.5 | \$48,964,132 |
| 47 | Tyler A Jeffrey | Washington Fine Properties, LLC | 21.5 | \$22,843,680 | 21.5 | \$26,048,250 | 43 | \$48,891,928 |
| 48 | Antonia Ketabchi | Redfin Corp | 20 | \$14,094,180 | 38 | \$34,543,000 | 58 | \$48,637,180 |
| 49 | Russell A Firestone III | TTR Sotheby's International Realty | 9 | \$24,605,000 | 9 | \$22,995,400 | 18 | \$47,600,400 |
| 50 | Chelsea L Traylor | Redfin Corp | 68 | \$44,039,700 | 3 | \$3,047,500 | 71 | \$47,087,200 |
| 51 | Robert G Carter | Compass | 21 | \$16,089,022 | 31 | \$30,521,456 | 52 | \$46,610,480 |
| 52 | Jacob Taylor | Blue Valley Real Estate | 105 | \$45,685,780 | 1 | \$560,000 | 106 | \$46,245,780 |
| 53 | Lawrence M Lessin | Homes By Owner | 96 | \$45,767,930 | 1 | \$299,600 | 97 | \$46,067,530 |
| 54 | Jeffrey M Wilson | TTR Sotheby's International Realty | 12 | \$16,557,000 | 14.5 | \$28,974,500 | 26.5 | \$45,531,500 |
| 55 | James Bass | Real Estate Teams, LLC | 60 | \$30,711,500 | 33.5 | \$14,782,360 | 93.5 | \$45,493,860 |
| 56 | Alan Chargin | Keller Williams Capital Properties | 14 | \$9,344,400 | 47 | \$35,759,296 | 61 | \$45,103,696 |
| 57 | Casey C Aboulafia | Compass | 21.5 | \$17,944,772 | 27.5 | \$27,048,638 | 49 | \$44,993,408 |
| 58 | Robert A Sanders | TTR Sotheby's International Realty | 33.5 | \$28,837,200 | 13 | \$16,107,970 | 46.5 | \$44,945,168 |
| 59 | Mark C Lowham | TTR Sotheby's International Realty | 5 | \$20,702,360 | 5.5 | \$23,352,360 | 10.5 | \$44,054,720 |
| 60 | Sina Mollan | Compass | 19.5 | \$14,464,072 | 38 | \$29,359,240 | 57.5 | \$43,823,312 |
| 61 | Cheryl R Leahy | Compass | 28.5 | \$34,731,084 | 6 | \$8,928,000 | 34.5 | \$43,659,084 |
| 62 | Sergei A Goumilevski | RE/MAX Realty Services | 25 | \$15,201,271 | 31 | \$27,811,500 | 56 | \$43,012,772 |
| 63 | Katri I Hunter | Compass | 12 | \$7,466,800 | 39.5 | \$34,972,500 | 51.5 | \$42,439,300 |
| 64 | Margaret M. Babbington | Compass | 14 | \$10,764,656 | 43.5 | \$31,371,122 | 57.5 | \$42,135,776 |
| 65 | Jonathan S Lahey | EXP Realty, LLC | 45 | \$22,052,600 | 42.5 | \$20,030,700 | 87.5 | \$42,083,300 |
| 66 | Ethan F Drath | Washington Fine Properties, LLC | 5.5 | \$11,092,315 | 11 | \$30,721,800 | 16.5 | \$41,814,116 |
| 67 | Robert Crawford | Washington Fine Properties, LLC | 24.5 | \$25,649,180 | 8 | \$16,136,000 | 32.5 | \$41,785,180 |
| 68 | Norman S Domingo | XRealty.NET LLC | 76 | \$39,266,528 | 3 | \$2,514,999 | 79 | \$41,781,528 |
| 69 | Jane Fairweather | Long & Foster Real Estate, Inc. | 31.5 | \$33,279,000 | 9.5 | \$8,464,250 | 41 | \$41,743,248 |
| 70 | Daryl Judy | Washington Fine Properties ,LLC | 19.5 | \$26,239,220 | 9 | \$15,411,750 | 28.5 | \$41,650,968 |
| 71 | Sheila R Pack | RE/MAX Roots | 73 | \$27,857,936 | 38 | \$13,734,432 | 111 | \$41,592,368 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|----------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 72 | Alecia R Scott | Long & Foster Real Estate, Inc. | 33.5 | \$15,476,345 | 56 | \$26,029,910 | 89.5 | \$41,506,256 |
| 73 | James C. Peva | Washington Fine Properties, LLC | 8.5 | \$25,666,550 | 5.5 | \$15,505,000 | 14 | \$41,171,552 |
| 74 | Elizabeth M Lavette | Washington Fine Properties, LLC | 14 | \$25,259,550 | 7 | \$15,836,000 | 21 | \$41,095,552 |
| 75 | Keith James | Keller Williams Capital Properties | 10 | \$5,266,898 | 70 | \$35,105,900 | 80 | \$40,372,800 |
| 76 | Roby C Thompson III | Long & Foster Real Estate, Inc. | 8 | \$9,914,625 | 26 | \$30,326,750 | 34 | \$40,241,376 |
| 77 | Lisa R. Stransky | Washington Fine Properties, LLC | 25 | \$28,602,680 | 10 | \$11,571,000 | 35 | \$40,173,680 |
| 78 | Karen D Rollings | EXP Realty, LLC | 65.5 | \$35,600,816 | 10 | \$4,463,750 | 75.5 | \$40,064,564 |
| 79 | Jennifer K Knoll | Compass | 15 | \$15,908,500 | 18 | \$24,006,352 | 33 | \$39,914,852 |
| 80 | Patrick P Chauvin | Compass | 4.5 | \$10,197,250 | 10 | \$29,548,670 | 14.5 | \$39,745,920 |
| 81 | Christopher Craddock | EXP Realty, LLC | 56 | \$24,674,900 | 24 | \$14,429,450 | 80 | \$39,104,352 |
| 82 | Lisa C Sabelhaus | RE/MAX Town Center | 38.5 | \$21,374,560 | 33.5 | \$17,605,144 | 72 | \$38,979,704 |
| 83 | Meredith L Margolis | Compass | 11.5 | \$12,042,115 | 30.5 | \$26,703,660 | 42 | \$38,745,776 |
| 84 | Eva M Davis | Compass | 6 | \$6,109,000 | 31 | \$32,630,544 | 37 | \$38,739,544 |
| 85 | D'Ann K Lanning | Compass | 58 | \$37,097,396 | 2 | \$699,900 | 60 | \$37,797,296 |
| 86 | Melinda L Estridge | Long & Foster Real Estate, Inc. | 25 | \$23,868,748 | 17.5 | \$13,267,400 | 42.5 | \$37,136,148 |
| 87 | Carmen C Fontecilla | Compass | 35 | \$16,053,496 | 35 | \$21,024,120 | 70 | \$37,077,616 |
| 88 | Juan Umazor Jr. | Long & Foster Real Estate, Inc. | 46 | \$18,156,550 | 45 | \$18,597,662 | 91 | \$36,754,212 |

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to September 30, 2021

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|--------------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 89 | Bryan Kerrigan | Redfin Corp | 64.5 | \$35,347,048 | 2 | \$1,065,000 | 66.5 | \$36,412,048 |
| 90 | James E Brown | Turning Point Real Estate | 27 | \$17,868,152 | 27 | \$18,435,460 | 54 | \$36,303,612 |
| 91 | Mehrnaz Bazargan | Redfin Corp | 57.5 | \$35,564,648 | 1 | \$555,000 | 58.5 | \$36,119,648 |
| 92 | Richard Michael Morrison | Redfin Corp | 3 | \$2,068,000 | 45 | \$33,898,952 | 48 | \$35,966,952 |
| 93 | Amanda M Lasko | Redfin Corp | 40.5 | \$30,042,510 | 8 | \$5,852,735 | 48.5 | \$35,895,244 |
| 94 | Maxwell E Rabin | TTR Sotheby's International Realty | 19 | \$15,407,538 | 22 | \$20,259,938 | 41 | \$35,667,476 |
| 95 | Rex Thomas | Samson Properties | 9 | \$4,317,100 | 52 | \$31,340,660 | 61 | \$35,657,760 |
| 96 | Scott Sachs | Compass | 18 | \$15,357,610 | 20 | \$20,175,160 | 38 | \$35,532,768 |
| 97 | Corey C Burr | TTR Sotheby's International Realty | 15.5 | \$19,494,506 | 13 | \$15,812,925 | 28.5 | \$35,307,432 |
| 98 | Long T Ngo | Redfin Corp | 16 | \$9,258,900 | 43 | \$26,033,520 | 59 | \$35,292,420 |
| 99 | Ellie M Shorb | Compass | 10.5 | \$18,399,400 | 7.5 | \$16,858,500 | 18 | \$35,257,900 |
| 100 | Cynthia L Howar | Washington Fine Properties, LLC | 6 | \$8,550,000 | 9.5 | \$26,357,000 | 15.5 | \$34,907,000 |
| 101 | Stacy M Allwein | Century 21 Redwood Realty | 53.5 | \$19,883,698 | 36 | \$14,854,712 | 89.5 | \$34,738,408 |
| 102 | Margot D Wilson | Washington Fine Properties, LLC | 8.5 | \$15,109,650 | 9 | \$19,307,000 | 17.5 | \$34,416,648 |
| 103 | Anne C Killeen | Washington Fine Properties, LLC | 21 | \$32,879,000 | 2.5 | \$1,216,000 | 23.5 | \$34,095,000 |
| 104 | Mitchell J Toland Jr. | Compass | 76 | \$24,566,048 | 23 | \$9,176,065 | 99 | \$33,742,112 |
| 105 | Farrah E Fuchs | Redfin Corp | 66 | \$30,537,292 | 5 | \$3,185,000 | 71 | \$33,722,292 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|------------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 106 | Megan Stohner Conway | Compass | 10.5 | \$9,622,876 | 18 | \$23,923,400 | 28.5 | \$33,546,276 |
| 107 | Dorothy M Bistransin | Redfin Corp | 76 | \$32,131,450 | 3 | \$1,346,900 | 79 | \$33,478,350 |
| 108 | Victor R Llewellyn | Long & Foster Real Estate, Inc. | 32 | \$17,885,604 | 27.5 | \$15,506,650 | 59.5 | \$33,392,254 |
| 109 | Harrison I Beacher | Keller Williams Capital Properties | 20 | \$11,292,756 | 31 | \$21,877,250 | 51 | \$33,170,006 |
| 110 | Koki Waribo Adasi | Compass | 30 | \$20,942,676 | 19 | \$12,206,195 | 49 | \$33,148,870 |
| 111 | Eric M Broermann | Compass | 16.5 | \$12,588,361 | 22 | \$20,349,550 | 38.5 | \$32,937,912 |
| 112 | Barbara C Nalls | TTR Sotheby's International Realty | 17.5 | \$16,695,501 | 17 | \$16,195,360 | 34.5 | \$32,890,860 |
| 113 | Pamela B Wye | Compass | 12.5 | \$13,220,150 | 14.5 | \$19,597,376 | 27 | \$32,817,524 |
| 114 | Scott J Swahl | Redfin Corp | 62 | \$27,861,102 | 9 | \$4,727,000 | 71 | \$32,588,102 |
| 115 | Matthew C Patterson | Redfin Corp | 58 | \$25,071,818 | 13 | \$7,365,000 | 71 | \$32,436,818 |
| 116 | Katie R Nicholson | Coldwell Banker Realty | 33 | \$18,936,890 | 31 | \$12,988,735 | 64 | \$31,925,624 |
| 117 | Elizabeth M Burrow | Keller Williams Realty Centre | 28 | \$19,158,808 | 18 | \$12,435,738 | 46 | \$31,594,546 |
| 118 | Anna D Mackler | Long & Foster Real Estate, Inc. | 12.5 | \$10,075,450 | 22 | \$21,433,950 | 34.5 | \$31,509,400 |
| 119 | Robert J Krop | Keller Williams Realty Centre | 38.5 | \$16,321,300 | 31.5 | \$15,157,100 | 70 | \$31,478,400 |
| 120 | Carlos A Garcia | Keller Williams Capital Properties | 17 | \$14,593,684 | 15.5 | \$16,863,980 | 32.5 | \$31,457,664 |
| 121 | Charles Dudley | Compass | 14 | \$11,448,630 | 23 | \$19,824,900 | 37 | \$31,273,530 |
| 122 | Lee Murphy | Washington Fine Properties, LLC | 10.5 | \$10,822,400 | 19 | \$20,188,750 | 29.5 | \$31,011,150 |
| 123 | Eric Murtagh | Long & Foster Real Estate, Inc. | 14 | \$28,908,670 | 1 | \$2,100,000 | 15 | \$31,008,670 |
| 124 | Aret Koseian | Compass | 8.5 | \$6,394,000 | 28.5 | \$24,527,220 | 37 | \$30,921,220 |
| 125 | Joan Cromwell | McEneaney Associates, Inc. | 9 | \$9,125,000 | 22 | \$21,668,120 | 31 | \$30,793,120 |
| 126 | Daniel M Schuler | Compass | 14.5 | \$12,420,850 | 23.5 | \$18,273,000 | 38 | \$30,693,850 |
| 127 | Andrew J Hopley | Keller Williams Realty Centre | 38 | \$16,883,904 | 26.5 | \$13,499,000 | 64.5 | \$30,382,904 |
| 128 | Andrew Essreg | RLAH Real Estate | 13 | \$10,170,500 | 28 | \$20,097,792 | 41 | \$30,268,292 |
| 129 | David R Bediz | Keller Williams Capital Properties | 25.5 | \$20,329,828 | 12.5 | \$9,761,800 | 38 | \$30,091,628 |
| 130 | Roman Mychajliw | Long & Foster Real Estate, Inc. | 83 | \$29,674,010 | 1.5 | \$387,500 | 84.5 | \$30,061,510 |
| 131 | Louis G Cardenas | TTR Sotheby's International Realty | 8.5 | \$13,209,000 | 8.5 | \$16,790,324 | 17 | \$29,999,324 |
| 132 | Annabel D Burch-Murton | Compass | 18 | \$20,222,700 | 9 | \$9,709,000 | 27 | \$29,931,700 |
| 133 | Patricia G Mills | Charis Realty Group | 60.5 | \$22,717,472 | 22 | \$7,172,389 | 82.5 | \$29,889,860 |
| 134 | Daniel W Hozhabri | Keller Williams Realty Centre | 52.5 | \$23,065,250 | 15.5 | \$6,802,250 | 68 | \$29,867,500 |
| 135 | Ginette R. Winston | Winston Real Estate, Inc. | 24 | \$18,563,750 | 16 | \$11,265,000 | 40 | \$29,828,750 |
| 136 | David R Getson | Compass | 9.5 | \$6,572,501 | 22 | \$23,236,850 | 31.5 | \$29,809,352 |
| 137 | Todd A Vassar | Compass | 12 | \$10,167,861 | 21 | \$19,483,100 | 33 | \$29,650,960 |
| 138 | Justin Tanner | RE/MAX Allegiance | 16.5 | \$14,741,550 | 14 | \$14,825,500 | 30.5 | \$29,567,050 |
| 139 | Monica Bryant | Redfin Corp | 57.5 | \$24,879,406 | 7 | \$4,590,945 | 64.5 | \$29,470,350 |
| 140 | Thomas S Buerger | Compass | 10 | \$6,972,000 | 28 | \$22,419,068 | 38 | \$29,391,068 |
| 141 | Andres A Serafini | RLAH Real Estate | 18.5 | \$15,262,452 | 20 | \$14,096,666 | 38.5 | \$29,359,120 |
| 142 | Elysia L Casaday | Compass | 7 | \$7,090,000 | 16.5 | \$22,264,090 | 23.5 | \$29,354,090 |

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to September 30, 2021

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|--------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 143 | Kenneth A Grant | RE/MAX Plus | 23 | \$10,447,100 | 45 | \$18,893,188 | 68 | \$29,340,288 |
| 144 | Wentong Chen | Libra Realty LLC | 15 | \$14,244,000 | 19 | \$15,095,000 | 34 | \$29,339,000 |
| 145 | Joseph Himali | RLAH Real Estate | 13 | \$9,335,000 | 22.5 | \$19,964,632 | 35.5 | \$29,299,632 |
| 146 | Hugh McDermott | TTR Sotheby's International Realty | 10.5 | \$14,849,500 | 15.5 | \$14,271,000 | 26 | \$29,120,500 |
| 147 | Thomas K Paolini | Redfin Corp | 18 | \$11,714,075 | 26 | \$17,190,680 | 44 | \$28,904,754 |
| 148 | Eric Steinhoff | EXP Realty, LLC | 33.5 | \$20,021,000 | 15 | \$8,880,310 | 48.5 | \$28,901,310 |
| 149 | Andrew Riguzzi | Compass | 14 | \$14,003,335 | 14 | \$14,709,632 | 28 | \$28,712,968 |
| 150 | Daniel Brewer | Washington Fine Properties ,LLC | 15 | \$13,428,750 | 14.5 | \$15,177,130 | 29.5 | \$28,605,880 |
| 151 | Cameron H McFadden | Compass | 13 | \$25,143,250 | 4 | \$3,460,000 | 17 | \$28,603,250 |
| 152 | Michael R Brennan | Compass | 20 | \$23,292,244 | 6 | \$5,174,000 | 26 | \$28,466,244 |
| 153 | Donnell L Kearney | Compass | 12 | \$10,760,000 | 17 | \$17,691,288 | 29 | \$28,451,288 |
| 154 | Jason D Martin | RLAH Real Estate | 20 | \$12,586,111 | 24.5 | \$15,653,228 | 44.5 | \$28,239,340 |
| 155 | Adam T Rackliffe | Washington Fine Properties, LLC | 9 | \$20,390,256 | 3 | \$7,765,000 | 12 | \$28,155,256 |
| 156 | Eileen McGrath | Washington Fine Properties, LLC | 7 | \$22,124,500 | 1 | \$5,995,000 | 8 | \$28,119,500 |
| 157 | Shierra Houston | XRealty.NET LLC | 70 | \$28,115,956 | 0 | \$0 | 70 | \$28,115,956 |
| 158 | Will Thomas | TTR Sotheby's International Realty | 6.5 | \$15,838,540 | 5 | \$12,204,000 | 11.5 | \$28,042,540 |
| 159 | Sebastien Courret | Washington Fine Properties ,LLC | 13 | \$10,923,750 | 18.5 | \$17,082,330 | 31.5 | \$28,006,080 |
| 160 | Nancy S Itteilag | Washington Fine Properties, LLC | 11.5 | \$22,460,000 | 4 | \$5,530,000 | 15.5 | \$27,990,000 |
| 161 | Gail E Nyman | RE/MAX United Real Estate | 48.5 | \$24,718,774 | 4 | \$3,174,000 | 52.5 | \$27,892,774 |
| 162 | Tina C Cheung | EXP Realty, LLC | 12 | \$5,184,000 | 49 | \$22,648,774 | 61 | \$27,832,774 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|----------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 163 | Susan Van Nostrand | Compass | 18 | \$13,419,820 | 13 | \$14,264,512 | 31 | \$27,684,332 |
| 164 | Jocelyn I Vas | Compass | 9.5 | \$6,177,500 | 21.5 | \$21,421,000 | 31 | \$27,598,500 |
| 165 | Kornelia Stuphan | Long & Foster Real Estate, Inc. | 12 | \$19,565,000 | 6.5 | \$7,896,500 | 18.5 | \$27,461,500 |
| 166 | Craig P Marsh | Marsh Realty | 43.5 | \$14,833,900 | 43 | \$12,346,817 | 86.5 | \$27,180,716 |
| 167 | Kenneth M Abramowitz | RE/MAX Town Center | 24 | \$11,027,350 | 34.5 | \$16,105,800 | 58.5 | \$27,133,150 |
| 168 | Vincent E Hurteau | Continental Properties, Ltd. | 13 | \$9,613,535 | 14 | \$17,493,976 | 27 | \$27,107,510 |
| 169 | Renee M Peres | Compass | 14.5 | \$8,877,933 | 23 | \$18,185,400 | 37.5 | \$27,063,332 |
| 170 | Ross A Vann | Compass | 7 | \$9,208,900 | 18 | \$17,854,200 | 25 | \$27,063,100 |
| 171 | Ruby A Styslinger | Redfin Corp | 11 | \$7,304,500 | 25 | \$19,661,000 | 36 | \$26,965,500 |
| 172 | Mansour F Abu-Rahmeh | Compass | 9.5 | \$7,461,125 | 19 | \$19,482,662 | 28.5 | \$26,943,788 |
| 173 | James T Kim | McEneaney Associates | 13 | \$9,082,450 | 24 | \$17,676,900 | 37 | \$26,759,350 |
| 174 | William Fastow | TTR Sotheby's International Realty | 10.5 | \$15,580,500 | 8 | \$11,150,000 | 18.5 | \$26,730,500 |
| 175 | Seth S Turner | Compass | 17 | \$11,811,530 | 19.5 | \$14,917,950 | 36.5 | \$26,729,480 |
| 176 | Leslie C Friedson | Compass | 17.5 | \$12,858,978 | 11 | \$13,866,705 | 28.5 | \$26,725,682 |
| 177 | Robert Jenets | Stuart & Maury, Inc. | 12 | \$13,444,626 | 10 | \$13,271,000 | 22 | \$26,715,626 |
| 178 | Marin Hagen | Coldwell Banker Realty | 5 | \$7,672,500 | 9.5 | \$18,818,100 | 14.5 | \$26,490,600 |
| 179 | Nicholas P Chaconas | Redfin Corp | 43.5 | \$21,813,088 | 6 | \$4,663,265 | 49.5 | \$26,476,352 |

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TOP 250 STANDINGS

Teams and Individuals Closed Data from January 1 to September 30, 2021

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|---------------------|---|-----------|--------------|----------|--------------|-------|--------------|
| 180 | Rory Oblatz | Redfin Corp | 6 | \$5,729,000 | 29 | \$20,695,488 | 35 | \$26,424,488 |
| 181 | Shuang Zhao | Signature Home Realty LLC | 25 | \$14,060,620 | 22 | \$12,244,546 | 47 | \$26,305,166 |
| 182 | Jennifer T Chow | Long & Foster Real Estate, Inc. | 11.5 | \$13,463,500 | 15.5 | \$12,604,995 | 27 | \$26,068,496 |
| 183 | Adewemimo D Collins | Redfin Corp | 60 | \$25,081,612 | 2 | \$945,825 | 62 | \$26,027,436 |
| 184 | James L Bell | TTR Sotheby's International Realty | 4 | \$13,185,000 | 2 | \$12,745,000 | 6 | \$25,930,000 |
| 185 | Meredith M Fogle | Old Line Properties | 31.5 | \$19,399,496 | 11 | \$6,466,100 | 42.5 | \$25,865,596 |
| 186 | William R Hirzy | Redfin Corp | 6 | \$3,684,500 | 28 | \$22,149,400 | 34 | \$25,833,900 |
| 187 | Lee R. Tessier | EXP Realty, LLC | 33 | \$10,912,025 | 34.5 | \$14,900,400 | 67.5 | \$25,812,424 |
| 188 | Lisa Tucker | Redfin Corp | 41 | \$22,541,348 | 4 | \$3,222,053 | 45 | \$25,763,402 |
| 189 | Carrie Balsam | Long & Foster Real Estate, Inc. | 27 | \$25,625,670 | 0 | \$0 | 27 | \$25,625,670 |
| 190 | Anne H Weir | Washington Fine Properties, LLC | 4.5 | \$10,548,000 | 8 | \$15,030,000 | 12.5 | \$25,578,000 |
| 191 | Melissa G Bernstein | RLAH Real Estate | 21 | \$18,103,500 | 9 | \$7,456,755 | 30 | \$25,560,256 |
| 192 | Andrew K Goodman | Goodman Realtors | 31 | \$16,198,269 | 13 | \$9,252,782 | 44 | \$25,451,052 |
| 193 | Eric T Hovanky | Redfin Corp | 32.5 | \$16,204,034 | 11 | \$9,145,000 | 43.5 | \$25,349,034 |
| 194 | Marshall Carey | Redfin Corp | 35 | \$24,291,000 | 1 | \$915,000 | 36 | \$25,206,000 |
| 195 | Jeffrey S Ganz | Century 21 Redwood Realty | 22 | \$10,305,500 | 26 | \$14,834,293 | 48 | \$25,139,792 |
| 196 | Tamara E Kucik | RLAH Real Estate | 25 | \$16,213,408 | 13 | \$8,847,000 | 38 | \$25,060,408 |
| 197 | John Coleman | RLAH Real Estate | 8 | \$5,338,026 | 26.5 | \$19,568,278 | 34.5 | \$24,906,304 |
| 198 | Jessica G Evans | Compass | 14 | \$10,832,400 | 22 | \$14,061,400 | 36 | \$24,893,800 |
| 199 | Judith A Seiden | Berkshire Hathaway HomeServices PenFed Realty | 16 | \$19,074,000 | 5 | \$5,815,120 | 21 | \$24,889,120 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 200 | Liz M Brent | Go Brent, Inc. | 26 | \$23,974,500 | 1 | \$887,675 | 27 | \$24,862,176 |
| 201 | Jaime Willis | Compass | 4 | \$2,263,500 | 30 | \$22,517,420 | 34 | \$24,780,920 |
| 202 | Silvana P Dias | Long & Foster Real Estate, Inc. | 18 | \$8,728,500 | 28 | \$15,807,700 | 46 | \$24,536,200 |
| 203 | Delilah D Dane | Redfin Corp | 38.5 | \$19,763,176 | 8 | \$4,727,321 | 46.5 | \$24,490,496 |
| 204 | Kathy Xu | RE/MAX Realty Group | 17 | \$12,974,000 | 20 | \$11,491,455 | 37 | \$24,465,456 |
| 205 | Lukas Iraola | Compass | 14 | \$6,572,800 | 26.5 | \$17,783,864 | 40.5 | \$24,356,664 |
| 206 | Robert H Myers | RE/MAX Realty Services | 21 | \$12,279,500 | 20 | \$12,072,410 | 41 | \$24,351,910 |
| 207 | Joshua D Ross | RE/MAX Realty Services | 15 | \$10,337,000 | 19.5 | \$13,991,560 | 34.5 | \$24,328,560 |
| 208 | Kyle Meeks | TTR Sotheby's International Realty | 7 | \$7,667,500 | 14.5 | \$16,607,500 | 21.5 | \$24,275,000 |
| 209 | Michael Gailey | Compass | 7.5 | \$3,810,000 | 19.5 | \$20,445,000 | 27 | \$24,255,000 |
| 210 | Jorge P Montalvan | Compass | 14 | \$11,068,736 | 16 | \$13,125,550 | 30 | \$24,194,286 |
| 211 | Daniel J Whitacre | Colony Realty | 25.5 | \$8,521,800 | 30 | \$15,654,100 | 55.5 | \$24,175,900 |
| 212 | Arnita A Greene | Compass | 25.5 | \$9,567,550 | 30 | \$14,421,901 | 55.5 | \$23,989,452 |
| 213 | Kimberly M Dixon | Redfin Corp | 42 | \$20,422,000 | 7 | \$3,567,000 | 49 | \$23,989,000 |
| 214 | Justin Kitsch | TTR Sotheby's International Realty | 16 | \$17,036,900 | 5.5 | \$6,910,020 | 21.5 | \$23,946,920 |
| 215 | Michael J Matese | Compass | 12 | \$8,450,000 | 14 | \$15,488,900 | 26 | \$23,938,900 |
| 216 | Tohmai Smith | RLAH Real Estate | 20.5 | \$8,148,300 | 31 | \$15,761,634 | 51.5 | \$23,909,934 |

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Teams and Individuals Closed Data from January 1 to September 30, 2021

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|----------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 217 | Elizabeth J D'Angio | Washington Fine Properties, LLC | 7 | \$14,970,750 | 5.5 | \$8,798,250 | 12.5 | \$23,769,000 |
| 218 | Michael J Muren | Long & Foster Real Estate, Inc. | 43 | \$19,125,956 | 8 | \$4,625,030 | 51 | \$23,750,988 |
| 219 | Ronald S Sitrin | Long & Foster Real Estate, Inc. | 22.5 | \$19,255,000 | 5.5 | \$4,447,500 | 28 | \$23,702,500 |
| 220 | Lyndsi Sitcov | McEneaney Associates | 9 | \$6,309,121 | 25 | \$17,352,900 | 34 | \$23,662,020 |
| 221 | Samer H Kuraishi | The ONE Street Company | 8.5 | \$6,708,500 | 11.5 | \$16,851,968 | 20 | \$23,560,468 |
| 222 | Mary C Gatton | Redfin Corp | 44 | \$22,045,500 | 2 | \$1,502,000 | 46 | \$23,547,500 |
| 223 | Christopher J Carr | Simple Choice Realty, Inc. | 46 | \$23,545,300 | 0 | \$0 | 46 | \$23,545,300 |
| 224 | Lupe M Rohrer | Redfin Corp | 6 | \$2,919,550 | 32 | \$20,527,900 | 38 | \$23,447,448 |
| 225 | John M Barry Jr. | Compass | 17 | \$11,671,700 | 10 | \$11,732,000 | 27 | \$23,403,700 |
| 226 | Helena Pulyaeva | RE/MAX Realty Services | 18.5 | \$13,038,800 | 22 | \$10,325,533 | 40.5 | \$23,364,332 |
| 227 | Margaret M Ferris | Compass | 9 | \$9,380,500 | 13 | \$13,978,250 | 22 | \$23,358,750 |
| 228 | Bradley J Rozansky | Compass | 15.5 | \$18,512,750 | 4 | \$4,825,500 | 19.5 | \$23,338,250 |
| 229 | Megan Meekin | Compass | 16 | \$10,404,400 | 17.5 | \$12,737,980 | 33.5 | \$23,142,380 |
| 230 | Carolyn H Jordan | Go Brent, Inc. | 20.5 | \$12,845,500 | 12 | \$10,098,000 | 32.5 | \$22,943,500 |
| 231 | Gali Jeanette Sapir | Long & Foster Real Estate, Inc. | 7.5 | \$4,070,500 | 30 | \$18,872,000 | 37.5 | \$22,942,500 |
| 232 | Sarah Jacobs | Washington Fine Properties, LLC | 4.5 | \$11,585,000 | 4.5 | \$11,345,000 | 9 | \$22,930,000 |
| 233 | Anne-Marie R Finnell | TTR Sotheby's International Realty | 14 | \$17,555,924 | 3.5 | \$5,332,500 | 17.5 | \$22,888,424 |

| RANK | NAME | OFFICE | SELLING # | SELLING \$ | BUYING # | BUYING \$ | SALES | TOTAL |
|------|-------------------------|------------------------------------|-----------|--------------|----------|--------------|-------|--------------|
| 234 | Xuri Wang | Hometown Elite Realty LLC | 6 | \$5,225,000 | 15 | \$17,618,688 | 21 | \$22,843,688 |
| 235 | Kimberly A Lally | EXP Realty, LLC | 23.5 | \$7,407,650 | 35.5 | \$15,422,345 | 59 | \$22,829,996 |
| 236 | Kelly Basheer Garrett | TTR Sotheby's International Realty | 6 | \$5,205,900 | 15 | \$17,504,728 | 21 | \$22,710,628 |
| 237 | Andrew L Pariser | Long & Foster Real Estate, Inc. | 19 | \$14,384,100 | 9 | \$8,313,500 | 28 | \$22,697,600 |
| 238 | Theodore Adamstein | TTR Sotheby's International Realty | 6 | \$10,916,000 | 4 | \$11,720,000 | 10 | \$22,636,000 |
| 239 | Elaine S. Koch | Long & Foster Real Estate, Inc. | 19.5 | \$12,252,700 | 17 | \$10,370,900 | 36.5 | \$22,623,600 |
| 240 | Marc Bertinelli | Washington Fine Properties, LLC | 10 | \$12,453,800 | 7 | \$9,957,500 | 17 | \$22,411,300 |
| 241 | Jonathan W Eng | Century 21 Redwood Realty | 15 | \$8,871,475 | 18 | \$13,530,500 | 33 | \$22,401,976 |
| 242 | Maya D Hyman | Compass | 10 | \$11,497,500 | 6 | \$10,882,000 | 16 | \$22,379,500 |
| 243 | John T Pruski | Jack Realty Group | 10 | \$7,732,575 | 9 | \$14,540,000 | 19 | \$22,272,576 |
| 244 | Joshua Waxman | Long & Foster Real Estate, Inc. | 9 | \$8,535,530 | 13 | \$13,732,000 | 22 | \$22,267,530 |
| 245 | William T Gossett | Washington Fine Properties, LLC | 4 | \$7,642,500 | 7.5 | \$14,621,500 | 11.5 | \$22,264,000 |
| 246 | John T Kirk | RLAH Real Estate | 32 | \$20,721,100 | 3 | \$1,533,025 | 35 | \$22,254,126 |
| 247 | Deborah C Cheshire | Long & Foster Real Estate, Inc. | 11.5 | \$9,969,900 | 10 | \$12,262,500 | 21.5 | \$22,232,400 |
| 248 | Gary Foreman | Compass | 18.5 | \$7,329,100 | 32.5 | \$14,871,400 | 51 | \$22,200,500 |
| 249 | Kelly W Williams | TTR Sotheby's International Realty | 10 | \$13,405,425 | 6 | \$8,685,000 | 16 | \$22,090,424 |
| 250 | Thomas Lindsay Reishman | Compass | 27 | \$21,587,820 | 1 | \$499,000 | 28 | \$22,086,820 |

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