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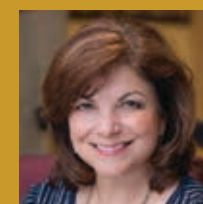
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Loan program and details may change. Please consult a Sandy Spring Bank mortgage banker for specific loan program and details.

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MEET THE DC METRO REAL PRODUCERS TEAM



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Kasey was the guiding light in our home search and buying process. She was extremely patient with us considering my husband had a million-and-one questions and she always was quick to respond. She ran numbers for us on multiple homes until we found the right one. When we decided on a house, she helped us get the best rate and explained everything in detail so we understood. I felt more confident, relaxed, and protected by working with Kasey. I would highly recommend her to anyone I know! - Kristina K.



As a REALTOR®, I've had the pleasure of working with Kasey Martin for nearly 19 years. Kasey goes above and beyond to guide my clients through the loan process. Kasey is always willing to take the time to answer clients' questions, understand their goals and present loan options that best fit their goals. Her follow up and attention to detail are excellent. Clients can always count on Kasey for an incredibly smooth process from contract to close. I highly recommend Kasey! - Valerie C.

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▶▶ special events

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WASHINGTON vs. TAMPA BAY BUCCANEERS
9:30AM—end of game

Most anticipated game of the season!

Join us at Fedex Field for this incredible, exciting, joint event with top producers from 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.

You won't want to miss this opportunity! Seats are limited, and with both NOVA and DC Metro Real Producers invited, they will go fast! Please watch your email for your exclusive invitation, and if you haven't received it, please reach out to Kristin Brindley for information at Kristin@kristinbrindley.com.

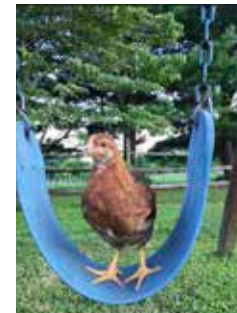
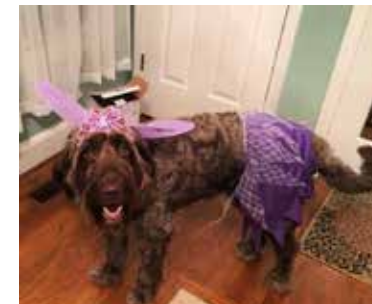
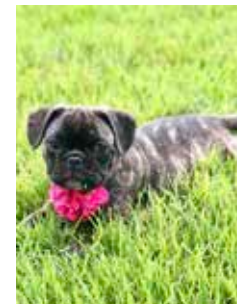
We can't wait! And hope to see you there!



A NOTE FROM THE PUBLISHER

Hello, Real Producers family, hoomans ... and your pets!

This Pets Edition has been heart-warming, and a great deal of fun. We humans love our animal babies! Thank you for sharing your families with our community. The social media contest brought out the competitive spirit, and hundreds of comments and likes for our fur babies, from donkeys to lizards to cats and dogs. People love their pets. Thank you to everyone who contributed to our Pets Edition!



We are looking forward to our upcoming Magazine Release Celebration on October 21st, where we will celebrate the October issue and reveal and release the upcoming November issue. This celebration is for the amazing agents and partners being featured in these issues. If you would like to be featured in *DC Metro Real Producers* or would like to nominate someone we should feature, please don't hesitate to contact me.

We are super excited about our upcoming **VIP Game Day on November 14th** — our big, joint event with *NOVA Real Producers* at FedEx Field. Check out the details on the facing page! I didn't know how many Tom Brady fans we have in our community!

See you soon!!!

Kristin Brindley

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My family is no different at our own home. We love our herd of animals. We have had the privilege of owning horses, chickens, ducks, a hedgehog, and, currently, three dogs and two cats. It's a zoo here that I wouldn't trade for anything. Puffy Sue, my purrfect black cat, has been with me for 13 years, and sleeps on my head. Our three dogs have us in stitches of laughter on a regular basis.

What scary or spooky experience have you had while working in real estate?



VINCENT HURTEAU
Continental Properties, Ltd.

A person lunging at me with a knife at an open house.



NURIT COOMBE
The Agency

I was walking down the steps behind a client to the basement. Suddenly, my client stopped at the last bottom step and started walking backward up, asking me to move up as quickly as possible. I was not sure what was going on and started going back up. As soon as we got up to the main level, she ran outside of the house. I asked her what happened and she told me she saw a dead man at the bottom of the steps! I told her, wait, I didn't see anything... She said, yes, it was his ghost!



MALIA TARASEK
Keller Williams Capital Properties

Touring bank-owned properties in the evenings when the properties don't have the electricity on. Always carry a flashlight with you!



ELLEN COLEMAN
The Coleman Realty Group

Scariest experience I have had is going to pick up a client for settlement and she had passed away. Called the settlement company to let them know and the receptionist said, "So you want to reschedule, I guess."



ROBIN CAVALLARO
RE/MAX One

I showed a home that was so haunted the buyer's child cried and begged to get out!



DAN CUMBERLAND
Moyer & Sons Moving & Storage, Inc.

I walked into a showing and the family was still in the home. People making dinner, asleep in dark rooms, and don't forget about the random train that feels like it is hitting the house.



JENNI DAVIES
Coldwell Banker Realty

Sometimes when I enter a house, the hair on the back of my neck stands up and I get goosebumps. I cannot explain it, but when it happens, I definitely take note!



FLEUR HOWGILL
TTR | Sotheby's International RealtyZZZ

A buyer was very strange and gave me the creeps. I had to keep everyone informed as to where I was with him. Then, there was an issue with the deal and had to go to his work and house. As it happened, he was being scammed. Very sad and a very weird deal.



ALI HAGHGOO
eXp Realty

Someone tried to rob me!



DANIEL SCHULER
Compass

Going through a seller's basement and a 5-foot black snake appearing from behind some boxes was NOT cool!



SARAH FUNT
Long & Foster Real Estate

I can remember one time I had this client selling a house. It was a divorce, a very uptight woman, and her husband was a school teacher. She got the contract ratified and at 3 a.m. at her house, she faxed it (one page needed an initial), showed up at the house at 3 a.m. Charged in and asked where the paperwork was and she disappeared. Went to settlement seven times and each time stormed out of the room and never signed. At the final signing, she signed everything and then looked at her husband and others outside of the room and ripped it all up. A judge had to get her to sign it and finalize it.



MARK LOWHAM
TTR Sotheby's International Realty

A bat once was in the house and we had to chase it out.



LEE GOCHMAN
Keller Williams Realty

Went into a luxury property and this toilet presented itself like it was a living organism and had a panel next to it... Compliments you, positive affirmation, stock tips, opens up when you walk in.

Scary story: once walked into a basement that was 100 percent flooded, like Noah's Ark. Client says, "I don't think this is the one."



WILL THOMAS
TTR Sotheby's International Realty

I sold a stunning, restored Virginia Hunt Country estate about a year ago that has a local reputation for having a haunted guesthouse.

Apparently, chairs move. I was opening the guest house for the final walk-through and we were the only people that last accessed the locked cottage. When I walked in, one chair had moved away from a wall and blocked the entrance to a bedroom, and in an upstairs bedroom a chair had moved away from the wall and was just sitting in the middle of the room. Again, we were the only ones that had access to the cottage. I did not share this with my buyers as I felt it may be viewed by them as a preposterous notion.

Three months later, at a celebratory gathering at the home, my client's young son suggested we play musical chairs.



CHARLES CARP
Keller Williams Capital Properties

So my scariest moment in real estate happened in 2011 or 2021. I was showing houses to a good friend who is prior Army and current LEO. The house is near Camp David. There's no power in the house. We are noticing all sorts of loose ammo laying around the main level of the house. Upstairs there's an unsecured handgun sitting out and, again, more loose ammo all around. We get to the basement and we find more ammo and a number of long guns and old state trooper case files. As we are coming up the stairs to leave the house, the sound of rapid gun fire opens up from outside. After a quick check, we notice a guy across the street in his backyard shooting at targets at a closed shooting range. We waited for him to put the rifle down and introduce ourselves and exchange pleasantries. He explained how the area was built by his grandfather and he inherited it.



ANDREW GOODMAN
Goodman, Realtors®

I was showing a row home in D.C. (off of 4th and M St NW, if I'm not mistaken) about eight years ago and walked into its dark, detached garage. I literally couldn't see anything but noticed that something was hanging from the ceiling. My clients stayed at the door until I turned on the lights. Once I did, we noticed dozens of gutted, bloodied fish hanging down from ceilings. My clients flipped out and obviously ran out. Supposedly, the seller was a seafood chef of some kind. Needless to say, my clients did not purchase that home. Ha ha ha!



BRIAN CUSICK
Keller Williams Capital Properties

A number of years ago, I enjoyed using a variety of ringtones for my mobile phone. One October, as Halloween approached, I installed the shower scene music from Psycho as my ringtone. It was great fun whenever my phone rang, until the day I was showing a large, old, dilapidated house to a family. The buyers were a nice couple, along with their daughter, and we were in the creepy basement, which had maybe one working bulb and a series of small musty rooms. As we made our way through the darkness, suddenly I got a call. It did not go well from there! I can tell you that I have never used odd ringtones again.

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▶▶ words by wade

By Wade Vander Molen

TOP 10 YouTube Facts

Every REALTOR® Needs to Know

If you have been reading my articles over the last few years, you will know I love video as a way to market yourself and your real estate business. More specifically, YouTube, as it is owned by Google and is the second largest search engine on the planet. I thought I would do a deeper dive and give you 10 great facts every REALTOR® should know.

1. Seventy-seven percent of adults in the U.S. say they use YouTube as a way to get information. This is compared to 68 percent who use Facebook. This makes YouTube the most used online platform in the U.S. The more great

content you have, the easier it is to be discovered and followed.

2. YouTube is killing cable TV. People are ditching cable and moving to other platforms to watch the content *they* want to watch. YouTube is 24/7, which means potential clients can be watching your content all the time. During primetime TV hours, more people are watching YouTube than the top 15 shows combined!

3. Eighty-five percent of buyers and sellers said they wanted to work with an agent who uses video in their business. Properties with video receive

around four times the engagement than homes that don't have it.

4. YouTube is owned by Google, so your videos can be indexed in Google searches along with YouTube searches.

5. Only 38 percent of Realtors use video as part of their marketing strategy, and even less use YouTube, which is why it's important to have a presence where most agents don't.

6. The average YouTube watcher checks out nine channels a day. Most people don't go to YouTube to watch just one video. They hop around and

watch other related videos. Sound like you?

7. People watch more than 1 billion hours of video a day. That's a lot. Whether it is DIY home improvement projects before selling, what neighborhoods look like, or home tours of listings ... people are watching. Are you there?

8. Advertising on YouTube is very inexpensive. On a \$10 budget, each ad will cost anywhere from 10 cents to 30 cents per click. Overall, very few Realtors advertise on YouTube.

9. You can make money on YouTube. If your channel has over 1,000 subscribers and 4,000-plus valid public watch hours in the last 12 months, you can qualify for their monetization

program. This means you start getting checks directly from YouTube.

10. YouTube is the most underutilized marketing platform by Realtors, for a variety of reasons. Primarily, there can be a reluctance to be on video or take the time to implement YouTube videos into an already extensive marketing program.

The statistics above show that having a presence on YouTube can get you the qualified eyes you need for your farm, niche, or where you conduct most of your business. The days of postcards are on the way out (like cable TV), and repositioning your marketing dollars and efforts to platforms like YouTube are going to be important. YouTube also allows you to leverage your marketing efforts

because you can garner video views to your real estate business 24/7.

Hopefully, these stats have been helpful and will get you to explore the great opportunity that is YouTube.



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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- Videos allow you to **shine through** to the people who are looking to buy or sell
- Video is a great form of **communication**
- 92% of people using videos say video marketing is an important part of their marketing strategy
- 68% of people don't want to talk to you until they are ready to buy or sell
- Video humanizes the sales process
- **Video is the richest form of content** - Your brand and your business have the ability to repurpose the video in a multitude of ways to your target market:
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▶ partner spotlight

By Zachary Cohen
Photos by Ryan Corvello



INTERSTATE

Moving & Storage, Inc.

MEET THE TEAM: **THE MOVE CONSULTANTS**

“Every move is different. The Interstate team approaches every client from a place of help. We strive to find the best solution for that particular seller or buyer.”

When Arthur Morrissette founded Interstate Moving & Storage in 1943, he began with a single truck, a handful of furniture pads, and a dedication to service. Over the past 75-plus years, Interstate Moving &

Storage has grown to become one of the D.C. area’s most renowned moving and storage companies. With over 200 employees and a fleet of over 300 vehicles, the Interstate team is as dedicated to service as they were when Arthur first launched the company. Respect, integrity, professionalism, value, and service are paramount.

“Interstate Moving & Storage is a full-service professional moving company that provides packing services, local and long-distance moving, international moving, and short-term and



The Interstate Moving & Storage leadership team (from left to right: Erick Barr, Sherry Skinner, Mike Stine, Kim Woods, Clinton Thompson).



long-term storage at three locations: Springfield, VA; Sterling, VA; and Landover, MD,” Client Services Manager Sherry Skinner explains.

Sherry and the Interstate team understand how important their clients’ belongings are. That’s why they train all movers for 80 hours and packers for 40 hours prior to even sending them out on a job.

THE REAL ESTATE CONNECTION

“When referring a client, it is important to trust your referral partners and know that they care about helping both you and their clients,” Sherry continues.

Interstate Moving & Storage strives to create solutions for the current real estate market by creating unique

programs to help real estate agents, sellers, and buyers. The Interstate team cares about helping its clients, and the company cares about its reputation in the community. Interstate supports hundreds of non-profits in the community with financial support, volunteering, and in-kind services. Some larger charitable projects have been for Wreaths Across America, The Salvation Army, and Children’s National Hospital.

MEET THE TEAM



SHERRY SKINNER,
Client Services Manager

Sherry was a top-producing real estate agent in Central Florida for 15 years. Upon moving to Northern Virginia, she landed with Interstate Moving & Storage as a Move Consultant. She’s now been with Interstate for seven years.

Five years ago, Sherry transitioned to become the Client Services Manager. Her focus is on building relationships in the real estate industry. Sherry is usually the first person a real estate agent’s client speaks with at Interstate. “People have anxiety because of the moving process,” Sherry reflects. “I find the most satisfaction when a buyer or seller tells me

that just by listening to their needs, answering their questions, and talking through the process, they feel calmer.”

Sherry lives in Arlington with her husband, Richard, and shelter kitty, Tallulah. They love new experiences, like traveling and trying new-to-them ethnic restaurants. Sherry also enjoys volunteering in the community. She serves as the co-chair of the NVAR Cares committee and is on the Board of Directors at PWAR as the Affiliate representative; she received the NVAR 2019 Affiliate of the Year Award and the DAAR 2020 Affiliate of the Year Award.



ERICK BARR,
Consumer Sales Manager

A Springfield native, Erick Barr took a summer job as a mover for Interstate while he was still attending West Virginia University. After graduation, he returned to Interstate and joined the Consumer Sales Department as a Move Consultant. Erick has worked at Interstate for 18 years; five years ago, he was promoted to Consumer Sales Manager. “I enjoy helping people transition to their next place in their life,” Erick says.

Erick lives in Springfield with his girlfriend, Lisa, two dogs, and two cats. He enjoys visiting the dog park, hosting neighborhood parties, and playing golf.

Mike Stine started working for Interstate in the 1970s, giving him over 40 years of experience in the industry. Mike has been applying his vast industry knowledge as a Certified Move Consultant for the last eight years. If you have a complicated move, Mike is your go-to resource. “I find it fulfilling to share my experience and knowledge to help people have a smooth relocation,” Mike explains.

Mike and his wife, Susan, live in Centreville. They have two sons who are both working in the moving industry, and a dog named Buddy. In his downtime, Mike enjoys woodworking.

MIKE STINE,
Move Consultant



"I love being a Move Consultant," Kim Woods begins. Kim had over 20 years of sales experience before joining Interstate 11 years ago. In 2020, and multiple years prior, Kim received the Move Consultant of the Year award for being the top producer on the consumer sales team.

Kim Woods is fulfilled by helping people put their minds to ease during a hectic time. She lives in Alexandria with her husband, David, son, Kyle, and dog, Princess Ginger Petunia. Kim loves cooking for her family and friends, working in the yard, relaxing in the sun by the pool, getting pedicures, and volunteering.

KIM WOODS,
Move Consultant



CLINTON THOMPSON,
Move Consultant

Clinton Thompson joined the Interstate team in February 2020. While he began right before the COVID-19 pandemic took hold in the U.S., his prior experience in the moving industry allowed him to learn quickly and exceed expectations. "Well into his second year with Interstate, it seems like Clinton has always been a part of the team," Sherry says.

Clinton enjoys calming clients who are stressed about the moving process. He lives in Upper Marlboro with his wife, Caryle. They have four children, and their first grandson just joined the family in the spring. Clinton enjoys vacationing, barbecuing for family and friends, and a night out for fine dining.



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ROCKY BOWERS



▶ agent spotlight
By Zachary Cohen

Photo by Ryan Corvello



Building a DYNASTY

Photo by Ryan Corvello

“My slogan is ‘Experience the Difference.’ What inspired that was the fact I don’t ever want to focus on one transaction, one home, or one commission check. I want to give the client an experience they’ll remember in a positive way by truly caring about what’s best for them, keeping their needs first, and working hard to achieve the outcomes and results I promised and that they’re expecting.”

Born and raised in Montgomery County, Rocky Bowers, a REALTOR® with Compass, is a second-generation real estate agent with local knowledge, personal experience, and integrity. After graduating from high school, Rocky attended the University of Maryland, Baltimore County, and then transferred to his eventual alma mater, the University of Maryland, College Park. “After college, I moved back to Montgomery County and lived there ever since. My wife always jokes that I’ve lived in a two-mile radius my whole life,” Rocky laughs.

Growing up, Rocky watched his father, Ken, thrive as a real estate agent. Rocky hoped to follow in his father’s footsteps, but after graduating from college amid the Great Recession, he decided to take a detour. For five years, Rocky worked for Liberty Mutual selling insurance before returning to his roots to give real estate sales a shot. Over the past eight years, Rocky has proven that his skills can stand on their own. His career volume is over \$150 million, and he closed \$25 million individually in 2020.

“Working in real estate has been an adventure,” Rocky reflects. “My wife and I met the first month I started, and she’s been there with me through the good and the bad... I’m also blessed to work with my



...

dad and two of my best friends from high school, which really makes it a lot of fun.”

From Sports to Real Estate

Rocky has long held a love for sports. He played soccer in college and continues to play the game along with racquetball, basketball, and pickleball. Playing sports isn't only a pastime for Rocky — his experiences on the field have helped him grow both personally and professionally. “My whole life, I wanted to play D1 soccer, and it would take hard work and practice. I try to take the same work ethic into real estate, along with a mix of always trying to improve. If you just go play soccer and don't spend time practicing and improving, you'll improve slowly. I think the same applies to real estate, where if you just keep going without taking steps back to evaluate how you're doing it and how it could be done better, you won't improve at the rate you could.”

Through racquetball — an individual sport — Rocky has learned that he alone is responsible for his success or failure. “Racquetball is one of my favorite sports because if you lose, you can't blame anyone but yourself. It is similar to real estate, where you can only point the finger at yourself if the results aren't there,” he explains.

Stepping Into the Future

Now almost a decade into his real estate career, Rocky is building the type of business that can last for generations. He hopes to expand to Florida, where he owns a home, and aspires to do more real estate investing.

In all aspects of life, Rocky strives for balance. He is a firm believer in a work hard, play hard lifestyle. “To me, a cool life is one where you can see the benefits of hard work through being able to live the life you've wanted and also help those around you,” he says.

Outside of work, Rocky is involved with the Leukemia and Lymphoma Society and enjoys traveling with his wife. “My biggest motivator is getting the house on the Gulf in Sarasota. We have a house there now, but it's not on the water. That's the goal, and my wife is very diligent at reminding me,” Rocky laughs.

To achieve these goals, Rocky will continue to rely on the skills that have gotten him to where he is today — hard work, dedication, and resilience. “No plan is perfect, no investment is perfect, and the key is just putting yourself out there and doing it. I like to remind myself that Amazon started out as an online bookstore before it got to what it is today.”



Rocky Bowers and his wife, Rachel.

“

To me, a cool life is one where you can see the benefits of hard work through being able to **live the life you've wanted and also help those around you.**

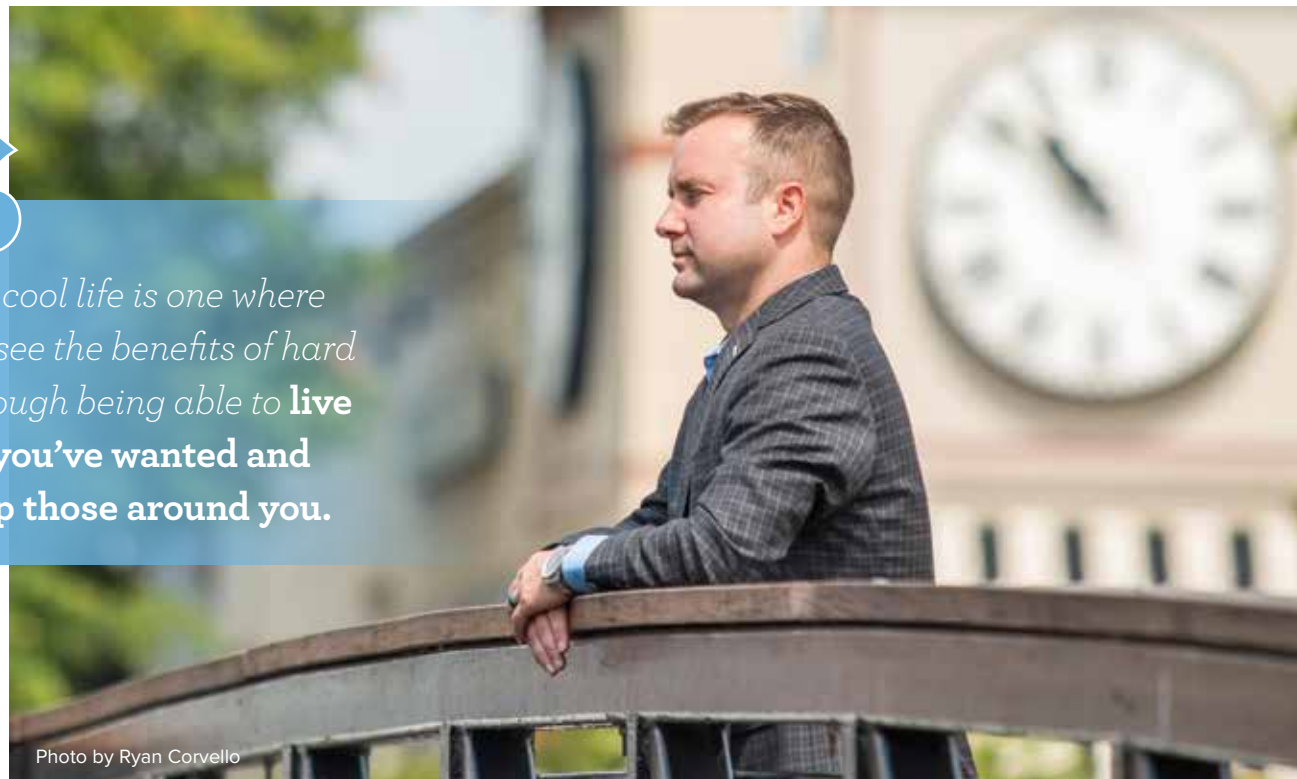


Photo by Ryan Corvello

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WADE VANDER MOLEN

DC TITLE GUY



▶ partner spotlight

Photos by Ryan Corvello

STEWART
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From left to right: Sherry Paylor (Assistant Escrow Officer), Wade Vander Molen (Director of Sales and Marketing), Janet McIntosh (Office Manager/Attorney), and Joseph Sellers (Attorney).

The story of how Wade Vander Molen got started in the title insurance business and ultimately landed in the Northern Virginia/Washington, D.C., market is not conventional. After graduating from college, Wade moved to Phoenix, Arizona, and worked for Child Protective Services. Removing children from battered homes and spending half of his week in courtrooms had its rewards but also its pitfalls. After working in the social-work field for three years, he transitioned, with the urging of a friend, to selling FHA refinance mortgages. During this time, he would see nicely dressed people come to his office and provide lunch and ask for their business. These were the sales reps from the title company. He wasn't sure what these people actually did, but it looked better than sitting in an office all day.

After doing some homework regarding title company "marketing" jobs available in the Phoenix area, Wade was hired to work for a local company, called Capital Title Agency — a title company that was later transitioned, through acquisition, into Lawyers Title of Arizona, after the downturn of 2008. When the downturn came, it hit the Phoenix market very hard. REALTORS® and lenders had to learn new skills to market properties or identify clients. With a large inventory of short sales and foreclosures, things were challenging. During this time, many people left the business, and cuts were made. Only the most valuable people in each industry stayed and fought through the rough market.

At this time and after, the role of the title company sales rep changed.

Wade went from bringing bagels to bringing real value. He helped his clients target short-sale candidates, receive introductions to asset managers, and learn how to use the internet to get "found" online. His mission was to find more innovative ways to help his clients market their offline real estate business online. As the market recovered, Wade honed his skills to help his clients with social media marketing, website training, and more.

After seven years in the Phoenix market, he met his wife, Valerie, on a spring trip to Las Vegas in 2010. There was one issue: Valerie lived in Washington, D.C., which was 2,000 miles away! Regardless of the distance, a relationship grew, and after lots of traveling across the country, in May of 2012, a decision was made.



stewart
title

...

Wade moved to the Washington, D.C., area and started his career over in the title insurance business at Stewart Title. There was one big difference: He was in a brand-new market with zero clients.

Starting over in anything can be scary, but Wade knew with hard work and innovation, he could be successful. The first thing he did was build a website, DCTitleGuy.com. As most people search for information online, Wade wanted to be that resource for all things real estate marketing, technology, and title insurance for his clients. The next thing he did was start a YouTube channel and start shooting



Wade Vander Molen authors "Words by Wade," a regular column in *DC Metro Real Producers* that offers expert tips for real estate professionals to take their online marketing efforts to new levels.

educational and marketing videos. As video is one of the best conduits to convey a value message, he wanted to cast a large net. Wade felt that having places where his clients could go to get educational content 24/7 was, and still is, important.

As his business started to expand and grow, Wade got engaged to Valerie, and they were married in October of 2014. In May of 2016, they had a daughter, named Isla, and in 2019, another daughter, Aria, was born.

Wade says that joining Stewart Title was the best thing that could have happened for his business. Under the leadership of President Elizabeth Brantley and Vice President Mark Fitzgerald, Wade was put in a great position to succeed. With longstanding employees who have perfected their craft, Wade knows that once he brings in a client, they are going to be well taken care of. Also, working for a national title insurance underwriter, the title policies Stewart Title provides to homebuyers is ultimate protection.

After almost nine years in the Washington, D.C., area and 16 years in the title insurance business, Wade has learned that leading with value and helping your clients is a must. Having a top-notch Realtor®-lender marketing department is great, but more important is having the processing and closing staff that makes clients shine and creates a great customer experience. Stewart Title knows they are literally nothing without their clients, so they do all they can to help grow their real estate business.

With a loving and supportive family at home, and another supportive family at work, Wade is happy to call the DMV and Stewart Title his home.

To learn more about Wade or Stewart Title, please call 480-203-6452, email wvander@stewart.com, or visit Wade online at DCTitleGuy.com.

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

DC METRO REAL PRODUCERS' 2021

Pet Contest

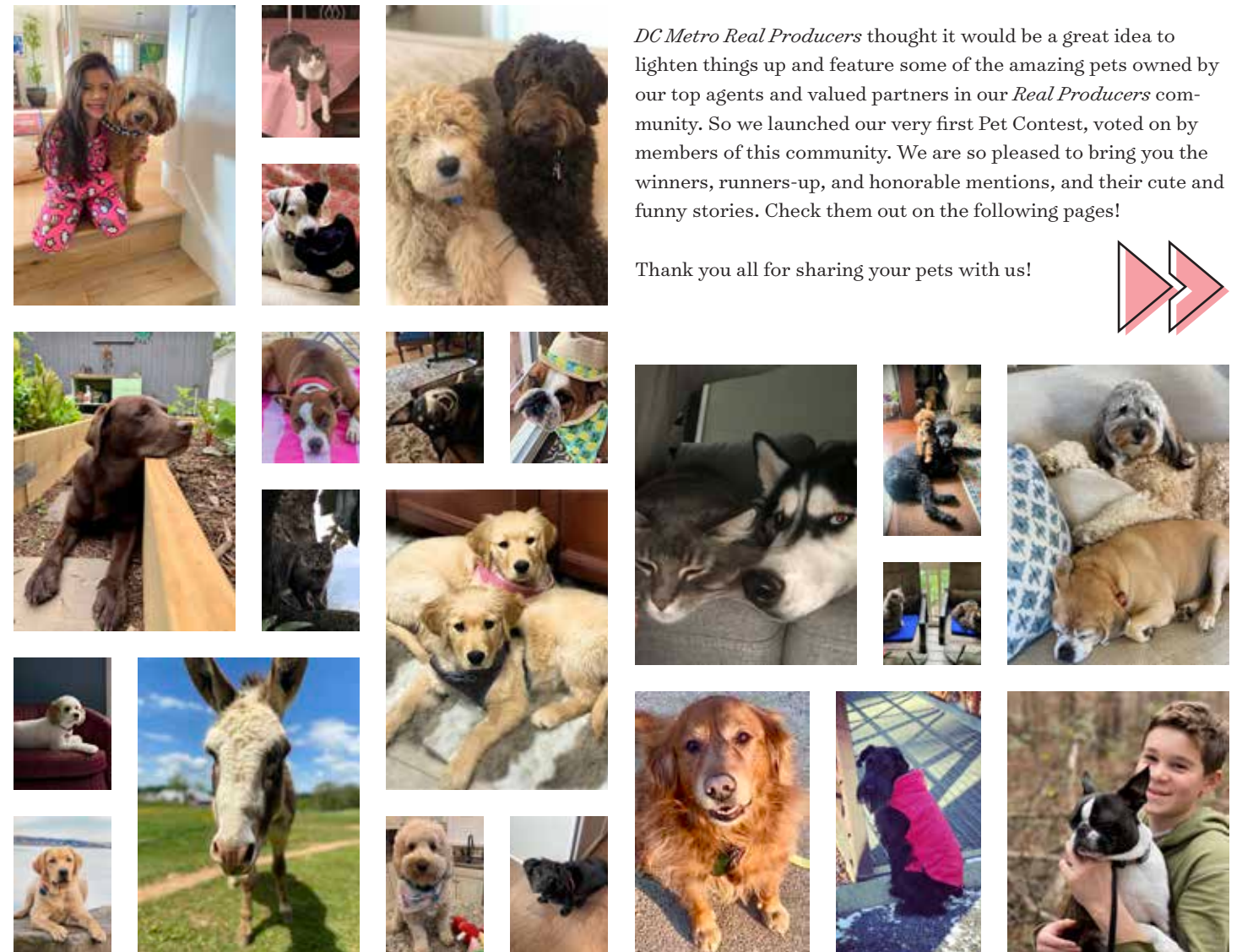
Winners & Honorable Mentions

There's one thing that almost everyone can agree on: we all love our pets. With the challenges of the last year and many people working from home, pets have become even more central to our world.

Our pets provide us with unconditional love. Every person has a unique relationship with their pets. To some of us, our pets are best friends. To others, they are like a child. But if there is one thing we all have in common, it's that our pets are precious and loved members of the family.

DC Metro Real Producers thought it would be a great idea to lighten things up and feature some of the amazing pets owned by our top agents and valued partners in our *Real Producers* community. So we launched our very first Pet Contest, voted on by members of this community. We are so pleased to bring you the winners, runners-up, and honorable mentions, and their cute and funny stories. Check them out on the following pages!

Thank you all for sharing your pets with us!



By Zachary Cohen
Photo by Ryan Corvello

WINNER 2021 PET CONTEST

Charlie & Bella



Charlie and Bella are the brother and sister pandemic puppies of Dimitrios and Laura Thomaidis.

FOR THE LOVE OF BACON

During the COVID-19 pandemic, Dimitrios Thomaidis, like many other working professionals, found himself spending more time at home than usual. He and his wife, Laura, have been married four years. With home life in the forefront, Dimitrios began thinking about getting a puppy. Discreetly, Dimitrios began suggesting dog-focused movies on Netflix.

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•••

“We watched all the Golden Retriever-related movies on Netflix. As we’re watching this movie, Laura made this comment that it’s always nice to have two pets, so they keep each other company.”

Dimitrios began to research breeders, only to discover that many others had the same idea that he had during the pandemic. Puppies — like many essential goods — were in short supply. “I wanted to get them sooner rather than later,” Dimitrios recalls. And then, Charlie and Bella found their way home. Dimitrios received the call that a breeder had two puppies available for him.

“I watched the videos he sent me, and Charlie always seemed to be looking around, playing, and alert, while Bella was always sleeping in every picture. I thought it was a good fit,” Dimitrios says. “But lo and behold, once we got them and started seeing their personalities, it turns out that Bella is the boss, the dominant one, and

Charlie is a bit of a space cadet. They’re really cute,” Dimitrios beams. “Whenever they sleep or have a treat, they are always touching their paws. They’re always together. They’ll lay down on top of each other or touch paws. And for the most part, they are really well behaved. They haven’t done anything too crazy. When the cicadas were in full bloom, they did appear to acquire a taste for the little bugs. They did go crazy for the first time when we gave them bacon, too — they were literally shaking from the bacon.”

Charlie and Bella celebrated their six-month anniversary in June. They’ve become part of Dimitrios and Laura’s growing family; the couple is expecting a baby boy in October 2021. “Charlie and Bella are starting to notice that something is different. We’re really looking forward to the baby playing with them when he arrives.”

Q&A with Charlie and Bella

Real Producers: Tell us about your idea of a perfect day.

Charlie and Bella: Belly rubs in the morning, then a treat. Then we’ll go outside and look for cicadas (we love eating them). So we’ll run around the yard looking for special treats. Definitely more belly rubs, then nap time. Then we’ll go back to the stream and play in it.

Real Producers: What’s one thing that most humans just don’t get about you?

Charlie and Bella: That we can never have enough treats. We will do anything for treats.

Real Producers: If you could give humans one piece of advice, what would it be?

Charlie and Bella: Even after a long day, we are always ready to cuddle and make you happy.

Real Producers: What are your goals and dreams for the future?

Charlie and Bella: To play with our newest member of the family. We can already smell him, so we know it’s a boy, but we look forward to playing with him when he arrives.



Born in Germany, Dimitrios Thomaidis’ path took him first to Germany before he immigrated to the U.S. at 9 years old. Dimitrios always knew that he wanted to devote his professional career to a service that he was passionate about. During his freshman year of college, he began working for a small, boutique title company, and he was hooked. Dimitrios, with Eastern Title & Settlement, has now been in the title and settlement industry for 20 years.

“The most fulfilling part of my work is being able to hand over the keys to the new buyers. Months and sometimes even years of planning have gone into that special moment,” Dimitrios says. “Our customer service and our ability to connect with each and every client makes us different.”

In his free time, Dimitrios enjoys spending time with his wife, Laura, and, of course, his dogs, Charlie and Bella.

In addition to Charlie and Bella, Dimitrios and Laura Thomaidis will soon welcome a baby boy. (Photo by Ryan Corvello.)





D'Ann Melnick's dog, Monty, First Runner Up in the 2021 Pet Contest, is in training to be a service dog for a veteran or former first responder with a disability.

**FIRST RUNNER-UP
2021 PET CONTEST**



Monty



Owner: J. D'Ann Melnick, City Chic Real Estate

Real Producers: What makes your pet special?

D'Ann: Monty is in training to be a service dog for a veteran or former first responder with a disability.

Real Producers: Does your pet have any tricks or funny habits?

D'Ann: Monty knows upwards of 50 commands, many of which will assist his future partner navigate their world with a disability. As any good lab should, he loves water and especially loves mud.

Real Producers: Does your pet's name have any significant meaning to you?



D'Ann: All Hero Dogs are named after actual heroes. Monty was named after US Naval Captain Glenn Harold Montgomery, who was awarded a Silver Star for his actions during the Gulf War.

Real Producers: What is your pet's favorite game to play or toy to play with?

D'Ann: Monty loves tennis balls, but he also loves playing on agility equipment. Since he was little he has always been pretty fearless, a great quality for a future service dog to have.



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SECOND RUNNERS-UP 2021 PET CONTEST

Zeus & Archie

Owner: Andi Fleming, Keller Williams Capital Properties

Real Producers: What makes your pets special?

Andi: Perfect odd couple as they are complete opposites.

Real Producers: Do your pets have any tricks or funny habits?

Andi: They are newly adopted so we're working on things. But Zeus is a champion hugger.

Real Producers: What is the most rewarding thing about being a pet owner?

Andi: Knowing that I can give an animal a second chance at a wonderful life. And having constant companions with unlimited, unconditional love to give.

Real Producers: What is your pet's favorite game to play, or toy to play with?

Andi: They love to chase each other both around the yard and around the house. It's taken them a couple of weeks to navigate how exactly they can play with each other given their size difference.



Zeus and Archie are great companions to their owner, Andi Fleming, of Keller Williams Capital Properties.



Zeus



Archie

2021 Pet Contest

special feature
> pet contest

Honorable Mentions



Lucy (left) and Sophie (right).

Sophie and Lucy

Owner: Betsy Taylor, RE/MAX Success

Real Producers: What do you love most about your pets?

Betsy: I love that they are so different. Sophie is SO energetic and athletic, and Lucy is very laid back and not very coordinated.

Real Producers: What is your favorite thing to do together with your pets?

Betsy: We LOVE to take long walks (2 to 3 miles) with Sophie. Lucy is still a puppy, so she isn't really able to walk that far. Plus, she prefers to snuggle on the couch while we watch Netflix.

Real Producers: What is your pet's favorite game to play or toy to play with?

Betsy: Both Sophie and Lucy LOVE to play tug. Sophie also loves chasing anything that is thrown and bringing it back again. She can do this for hours!

Real Producers: How do you bribe your pets (i.e., what is their favorite treat)?

Betsy: Favorite treat is chicken!

Julie

Owner: Jessica Olevsky,
Jpar Stellar Living

Real Producers: What do you love most about your pet?

Jessica: She's so goofy! She loves to jump over the sofa and chase around the house.

Real Producers: Does your pet have any tricks or funny habits?

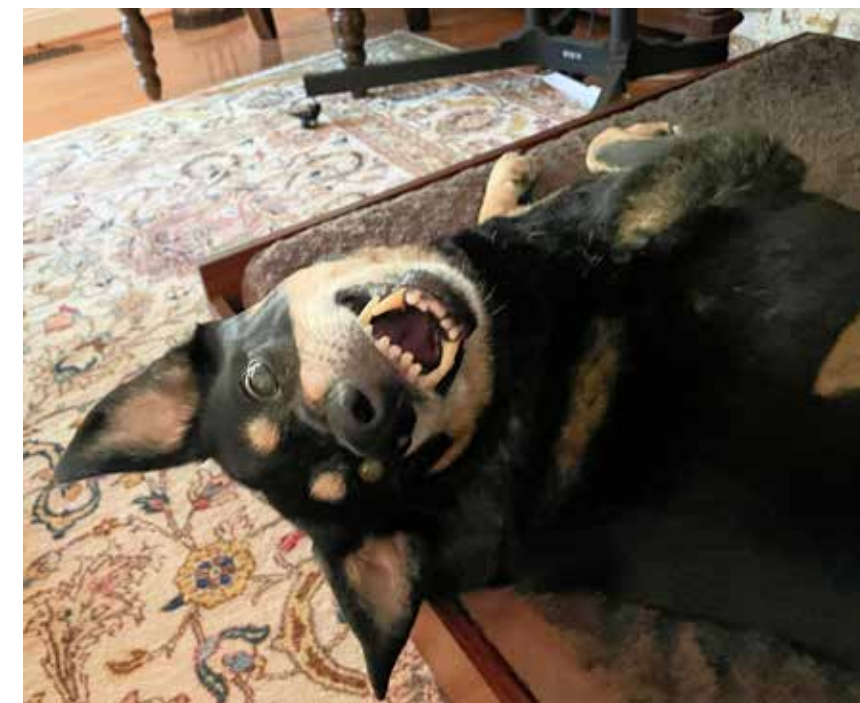
Jessica: She can jump a 6-foot fence by landing on it and then jumping off.

Real Producers: What is your favorite thing to do together with your pet?

Jessica: She gardens with me. She rolls around in the weeds I pull.

Real Producers: What is the naughtiest thing your pet has ever done?

Jessica: She eats chocolate. She ate 3 pounds once. Another time she ate a



black-and-white cake but only the chocolate part. The white was left perfectly; if you hadn't known there was a chocolate layer, you'd have eaten it.



Taz

Owner: Tina Del Casale, Sandy Spring Bank

Real Producers: What do you love most about your pet?

Tina: His unique personality. He isn't big, but his personality sure is!

Real Producers: Does your pet have any tricks or funny habits?

Tina: He sits like a person and sleeps with all four paws up in the air with his belly exposed. So hilarious to look at.

Real Producers: Do you have any funny nicknames for your pet?

Tina: He became "Tasmanian Devil" (aka the "Taz") because he has two speeds: full speed or asleep.

Real Producers: What is your pet's favorite game to play or toy to play with?

Tina: String. He has to chase it every morning for at least five minutes or his day is just not happy!

Theo and Ellie

Owner: Cara Pearlman, Compass

Real Producers: What do you love most about your pets?

Cara: How happy and sweet they are. Theo (big one) is about 1 and a half years old. He is so excited to see us when we walk in the door and loves to hop on the couch when we sit down. He thinks he is a lap dog?! Ellie has been with us for 12 years. She loves nothing more than slowly grazing through the yard, sunbathing, and puppy scratches. Her entire hind area wags when she's happy — which typically involves people food or puppy scratches!

Real Producers: What is the naughtiest thing your pet has ever done?

Cara: Ellie LOVES to go into the trash and shred paper. Theo loves to chase deer. Both are extremely frustrating habits.

Real Producers: Do you have any funny nicknames for your pets?

Cara: Theo — “Thee Thee,” “Theo Godzilla,” “Tio.” Ellie — “Ellie Belle,” “Eleanor,” “Elky Belky,” “Elle,” “Ellie Girl.”

Real Producers: Do your pet's names have any significant meaning to you?



Ellie (left) and Theo (right).

Cara: Theo's name pays homage to my first dog as an adult, Ted/Theodore (who looked like a chip-munk), and Ellie was named after Eleanor (who came to us while Ted was still alive and was named after one of the Chipettes).



Bruno

Owner: Carlos Espinoza, Compass

Real Producers: How do you bribe your pet (i.e., what is their favorite treat)?

Carlos: Bruno loves trail treats. Always the perfect angel when he hears the bag crackle open.

Real Producers: What makes your pet special?

Carlos: His love to play ball with the kids. He makes the perfect ball boy during baseball games.

Real Producers: What is the naughtiest thing your pet has ever done?

Carlos: Ripping up our sofa pillows overnight. He was very sorry about it and put himself in timeout.

Real Producers: What is your favorite thing to do together with your pet?

Carlos: We love to go on long trail hikes and explore the outdoors. He was the perfect companion during the pandemic.

Couscous and Tajine

Owner: Carolyn Connell, Keller Williams

Real Producers: What makes your pets special?

Carolyn: Sweet, mellow disposition.

Real Producers: Do your pets have any tricks or funny habits?

Carolyn: Couscous chews, paper bags, and Tajine licks window frames. Go figure!

Real Producers: Do your pets' names have any significant meaning to you?

Carolyn: Yes. We lived in Casablanca, Morocco, for three years and loved the food!

Real Producers: What is the naughtiest thing your pets have ever done?

Carolyn: Couscous chewed (and swallowed) part of a blue shoe cover. And threw it back up again. Lovely, I know!



Buoy

Owner: Ellie Shorb, Compass

Real Producers: What do you love most about your pet?

Ellie: She is a hilarious, 17-week-young puppy who makes us laugh with her antics all day. She's got so much energy, zest, and pep that she always buoys our spirits (plus her tail is half black and half white and reminds us of the top of a buoy in the ocean in Maine).

Real Producers: What makes your pet special?

Ellie: She is soft and sweet, yet rambunctious and fun.

Real Producers: What is your favorite thing to do together with your pet?

Ellie: Ride on the C&O canal on weekends (and more recently the GAP trail in PA) with her in a basket on the front of John's bike.

Real Producers: What is the naughtiest thing your pet has ever done?

Ellie: Hard to choose. Most recently, it was shredding an entire newspaper in under four minutes.

Hank

Owner: Heather Wintemoyer, Eastern Title & Settlement

Real Producers: What do you love most about your pet?

Heather: Hank is calm, confident, and loving. He also has no idea he is a dog. Lol.

Real Producers: How do you bribe your pet (i.e., what is their favorite treat)?

Heather: Hank always has a hankering for bones.

Real Producers: What makes your pet special?

Heather: Hank can go anywhere — to the office, where he sits in my door as a protector; in the car, where he likes to drive... At any outing, Hank becomes the star of the show because he loves everyone and other animals.

Real Producers: Does your pet have any tricks or funny habits?

Heather: If you told a ball up several feet high, he can make the leap just like a Marlin out of water. Surprisingly, this short-statured fella can actually leap on top of the kitchen counter.



Coco

Owner: Jennifer Chow, Long & Foster Real Estate

Real Producers: What do you love most about your pet?

Jennifer: Sweet, caring personality. She's the sweetest dog that everyone loves!

Real Producers: Does your pet have any tricks or funny habits?

Jennifer: She always has to take her first bite of food out of the bowl and onto the carpet.

Real Producers: What is the naughtiest thing your pet has ever done?

Jennifer: She finds a way to open up the trash can and knock it over to eat everything out of it!

Real Producers: What is your pet's favorite game to play or toy to play with?

Jennifer: A wiffle ball!

Bella

Owner: Lexy Broussard, ProTec Inspection Services

Real Producers: What do you love most about your pet?

Lexy: She's the best of both worlds! Both playful and fun, and also always down for a snuggle!

Real Producers: How do you bribe your pet (i.e., what is their favorite treat)?

Lexy: She will eat literally anything but loves a smoked bone from the Amish Market.

Real Producers: Does your pet have any tricks or funny habits?

Lexy: She can sit, stay, lay down, roll over, do "yoga," balance things on her nose, crawl, jump through a hoop, and speak!

Real Producers: What is the naughtiest thing your pet has ever done?

Lexy: The very first year we had a garden in our yard. She went and stole the very first ripe tomato right from the vine!



Fritz

Owner: Megan Meekin, Compass

Real Producers: What do you love most about your pet?

Megan: Fritz is how I met most of my neighbors! He also is the best brother to both of my human children. He loves them unconditionally and watches out for them. Fritz will be 5 this December, and he's truly been the best dog to us. I call him my firstborn because he fits right in with our family. He's seriously part human!

Real Producers: What makes your pet special?

Megan: Fritz is so personable and lovable. He thinks he's 15 pounds and will lay on top of you on the couch. He really loves being a part of our lives and looks after my kids. He will try to

follow them everywhere — even runs around the playground with them!

Real Producers: What is the naughtiest thing your pet has ever done?

Megan: When Fritz was a puppy, he literally ate the drywall corners around our house! He also ate all the stuffing out of a dining room chair. Both have been replaced!

Real Producers: What is the most rewarding thing about being a pet owner?

Megan: The best part of being a pet owner is that Fritz is always so happy to see me when I come home from a long day at work. He's never in a bad mood and always loves our family! I love watching him run around with my kids, and I can't imagine our lives without him.



Arlo

Owner: Michael Allwein, Century 21 Redwood Realty

Real Producers: What is the most rewarding thing about being a pet owner?

Michael: They never hold anything against you. They're always there for you!

Real Producers: What makes your pet special?

Michael: He's a rescue donkey that was headed for slaughter!

Real Producers: What do you love most about your pet?

Michael: He loves hugs and is so good with kids!

Real Producers: Does your pet's name have any significant meaning to you?

Michael: Arlo was added, along with his brother, Olaf, to our collection of Disney-theme-named pets!



Gravy

Owner: Missy Raffa, Re/Max Realty Group

Real Producers: Does your pet's name have any significant meaning to you?

Missy: He was born on Thanksgiving, and the name seemed fitting for the occasion and our family.

Real Producers: What is your favorite thing to do together with your pet?

Missy: Beach walks at the bay, and he loves playing football with my boys.

Real Producers: What do you love most about your pet?

Missy: Seeing how much my kids love him.

Real Producers: Does your pet have any tricks or funny habits?

Missy: He steals the shoes of our guests when they enter our home, but he won't chew them.



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Andy

Owner: Molly Carter, Long & Foster Real Estate

Real Producers: Does your pet have any tricks or funny habits?

Molly: He is an extraordinary flock protector and will, on command, search the sky for predators or the ground for a fox.

Real Producers: Does your pet's name have any significant meaning to you?

Molly: Andy Penuche McWellington — he was named for Andy Griffith, who died the week Andy was rescued as a puppy from a high-kill shelter (both are NC boys), and we are a strong police family who love Andy Griffith. Penuche is Italian for golden fudge, and McWellington is a nod to his Scottish heritage as a fine working water dog.

Real Producers: What makes your pet special?

Molly: Andy came into my life to help me through the devastating diagnosis, prognosis, and passing of my beloved mother, who raised me in the fur of Golden Retrievers. Andy is my help through one of the toughest periods of my life. He is also a cancer survivor and is still fighting, soon to be two years in.

Real Producers: What is your pet's favorite game to play or toy to play with?

Molly: Tennis ball. That is the only kind of ball that exists. He also loves his stuffies. He's a Golden Retriever and MUST have something in his mouth.



Goose and Maverick

Owner: Morgane Klareich, Legacy Settlement Services

Real Producers: What do you love most about your pets?

Morgane: I love their unconditional love and companionship. After everything that goes on in our lives, coming home to my fur children makes my life better.

Real Producers: How do you bribe your pets (i.e., what is their favorite treat)?

Morgane: Maverick loves all treats, but his favorite human food is a crunchy potato chip. Goose is more picky and loves chicken and fish.

Real Producers: What makes your pets special?

Morgane: Goose acts more like a dog than cat and will follow you around

and snuggle on your chest/lap. Maverick loves his older brother Goose more than anything or anyone. He will follow him around, groom him, and snuggle. I have never seen a dog love a cat more than him.

Real Producers: Does your pet have any tricks or funny habits?

Morgane: Maverick loves to talk, like most Huskies, and you can have a long conversation with him. He can sit, lay down, high five, roll over, and shake hands. Goose also is talkative but more relaxed. He likes to go on his 7-foot cat tower and take naps.



Goose (left) and Maverick (right).

...

Gracie

Owner: Natalie Perez, Donna Kerr Group

Real Producers: What do you love most about your pet?

Natalie: Gracie has the sweetest disposition and absolutely loves all humans! She is gentle with kids (especially those with special needs; my boyfriend's son is autistic, and she knew from the day she met him that he was "special" and has always been so patient with him).

Real Producers: What makes your pet special?

Natalie: Gracie is a rescue (adopt, don't shop). We adopted her from a local pitbull rescue in Silver Spring when she was 12 weeks old. I have had many dogs in my lifetime, but she is human-like! I can take her anywhere with me

and she just goes with the flow. She rarely barks and never begs out loud (only with her eyes).

Real Producers: What makes your pet special?

Natalie: Gracie is beyond smart, doesn't need a leash, and stays by my side when out in public. We do not have a fenced-in yard, and I leave the door open most of the time. She will just go to her dog bed and chill. Never leaves our yard.

Real Producers: What is the most rewarding thing about being a pet owner?

Natalie: The unconditional love! Her eyes tell me how much she loves me! Her companionship is something that is so special to me.



Sally

Owner: Sven Skarie, Long & Foster Real Estate

Real Producers: What makes your pet special?

Sven: She's a rescue, from Wolf Trap Animal Rescue. We adopted her May 7th. She's a Corgi/shepherd mix (awaiting the DNA tests to find out what else) but is a show stopper in our community. EVERYONE loves to stop and say hi. She's been such a great traveler ... just got back from Chicago, and she handled being on the plane so well — at only 12 weeks old.

Real Producers: Does your pet have any tricks or funny habits?

Sven: She loves to stick her head through the railing on our patio and watch the world go by (the walking path is out there). Sometimes, she

likes to bark at people when they go by, to let them know she's up there and say hi.

Real Producers: What is the most rewarding thing about being a pet owner?

Sven: The joy that she expresses every time we're away from her for an hour or two to see us again.

Real Producers: What is your pet's favorite game to play or toy to play with?

Sven: She loves to play fetch with a couple of squeak balls but also loves to play tug of war with a couple of ropes we have. She also enjoys chewing on hard plastic bones/textured tastes.



Sold

Owner: Sharmila Viswasam, Barsch Realty

Real Producers: What do you love most about your pet?

Sharmila: He is so smart and sassy and very tricky and savvy!

Real Producers: Does your pet have any tricks or funny habits?

Sharmila: He loves to carry his stuffed toys outside when goes on his walks.

Real Producers: Does your pet's name have any significant meaning to you?

Sharmila: Yes, he is my real estate marketing tool. I named him Sold for a reason – the best marketing money I ever spent.

Real Producers: What is your pet's favorite game to play or toy to play with?

Sharmila: Hide and seek.



Gypsy

Owner: Wendy Soroka, Long & Foster

Real Producers: What makes your pet special?

Wendy: Gypsy's been through a lot. She was adopted by us around 13 months and had been moved from shelter to shelter. She's had a lot of health problems, including removal of her teeth, ear ablation, and orthopedic issues. Despite all that, she is sweet, funny, cuddly, and beautiful.

Real Producers: Do you have any funny nicknames for your pet?

Wendy: We call her "Doodle" sometimes.

Real Producers: What do you love most about your pet?

Wendy: Her sweet personality.

Real Producers: What is your pet's favorite game to play or toy to play with?

Wendy: Loves to chase sparkly colored balls.



▶ marketing matters
By Todd Lebowitz

Print Marketing Is the Solution

to Digital Fatigue in Real Estate Marketing

The real estate industry is constantly evolving, and this past year has been full of changes for agents, clients, lenders, and just about everyone else. We've had to adapt to a new way of business, focused heavily on virtual home showings, online listings, and video calls.

When you can't rely on in-person meetings, those virtual methods are reliable and adaptive, allowing you to help your clients keep up with how fast the market is moving. While they have their benefits, many of us are experiencing digital fatigue after so many virtual interactions.

What Is Digital Fatigue?

Anyone can experience digital fatigue, especially after they've spent too much time "plugged in" or online. You may notice a lack of motivation, a decrease in energy, and an inability to focus on whatever is on your screen.

Digital Fatigue in Real Estate

In the real estate industry, digital fatigue can lead to fewer interested eyes on your online home listings, fewer interactions with your digital marketing and advertising, and a decrease in how effective your virtual interactions with clients are.

How to Fight Digital Fatigue

As an agent, you need your marketing to be memorable, effective, and eye-catching. If your message is getting lost in the digital landscape, it's time to make a change. To fight digital fatigue, try reaching out to your clients in a non-digital format. Consider meeting with your clients in person or talking to them on the phone. These methods allow you to connect with your clients away from a screen, limiting how much digital fatigue they may be feeling. In addition to more in-person or face-to-face interactions, it's time to re-introduce print marketing as a crucial part of your overall marketing strategy.

Use Print Marketing to Stand Out

To make sure your marketing is heard above all the digital noise, focus on more tangible marketing campaigns, like postcards, flyers, direct-mail campaigns, door hangers, and other print marketing materials.

Since print marketing is often held in someone's hand and isn't on a screen, you benefit from receiving their undivided attention while they read your marketing materials. Print marketing also has one of the highest ROI of marketing strategies and is often more memorable than digital advertisements.



With more than 25 years of experience, Todd Lebowitz is CEO and owner at My Marketing Matters, which he runs with his business partner

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

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Year-End Giving

By Shauna Osborne and Elizabeth McCabe

As the year comes to a close (but before too much holiday madness descends), it is the perfect time to think about year-end giving. Particularly in the midst of a lingering pandemic, we can help those in need – important every year but now crucial for many nonprofits struggling to balance increased demand and decreased support – and, meanwhile, save on taxes. Year-end giving is a win-win!



Support Nonprofit Organizations

Charities and nonprofit organizations often rely solely on donations to fund their missions. Interestingly, half of all nonprofits in the U.S. receive the bulk of their funding during the last quarter of the year, according to Charity Navigator. Make the final months of the year count through giving; resolve to help feed the hungry, find cuddly animals new homes, or support unhoused populations ... whatever cause is near and dear to your heart.

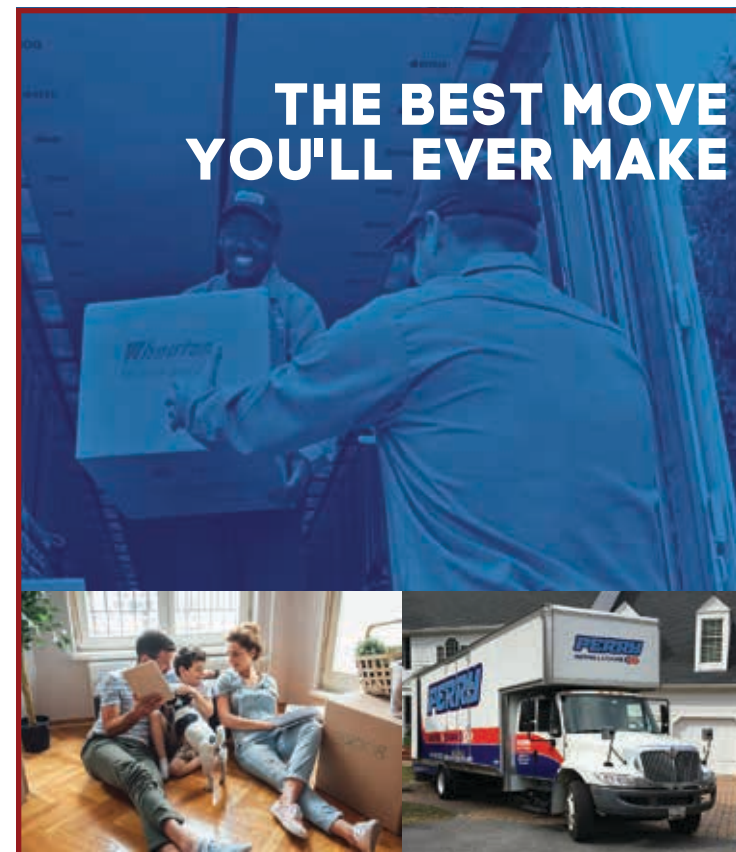
When you do, be sure to keep a record of your donation. Taxpayers are required to have a bank record or some sort of written receipt from the charity, which has the name of the organization, the date, and the amount of the contribution. Other acceptable records include bank statements, credit card statements, or canceled checks. Even payroll deductions can be used (just keep your pay stub or W-2 wage statement).

Additionally, the 2020 CARES Act allows you to take a \$300 deduction for cash donations to qualifying organizations, which must have a charitable, educational, religious, literary, or scientific purpose and be classified by the Internal Revenue Service as tax-exempt, even if you don't itemize.

Donate Clothing and Household Items

Take time to clear out the clutter and give to others this holiday season. Do you have gently worn clothes or functional household appliances, furniture, furnishings, or electronics that you no longer use and that could benefit someone else? Why not donate them? If your charitable donation is worth \$250 or more, be sure to include a receipt (or written acknowledgment) from the charity, with a description of the items.

Don't let this holiday season pass you by without giving to those less fortunate. After all, **'tis the season to be generous!** In doing so, you will help others and help yourself when April 15 rolls around.



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	44.5	\$107,420,816	17	\$49,377,752	61.5	\$156,798,560
2	Michael W Rankin	TTR Sotheby's International Realty	23.5	\$71,229,504	13.5	\$48,023,500	37	\$119,253,000
3	Jennifer S Smira	Compass	61	\$51,888,352	65	\$61,330,576	126	\$113,218,928
4	Daniel M Heider	TTR Sotheby's International Realty	30	\$57,830,500	21	\$38,847,500	51	\$96,678,000
5	Nathan J Guggenheim	Washington Fine Properties, LLC	44.5	\$43,117,400	45	\$49,410,688	89.5	\$92,528,088
6	Frederick B Roth	Washington Fine Properties, LLC	17.5	\$38,962,924	11.5	\$47,899,400	29	\$86,862,328
7	Dana Rice	Compass	37.5	\$47,386,976	28	\$36,126,984	65.5	\$83,513,960
8	Wendy I Banner	Long & Foster Real Estate, Inc.	35.5	\$49,216,156	29	\$33,415,360	64.5	\$82,631,512
9	Brian Wilson	EXP Realty, LLC	99	\$64,984,396	16	\$11,944,412	115	\$76,928,808
10	Barak Sky	Long & Foster Real Estate, Inc.	45.5	\$34,514,340	48.5	\$38,920,300	94	\$73,434,640
11	Trent D Heminger	Compass	80	\$57,114,068	15.5	\$12,354,226	95.5	\$69,468,296
12	Nathan B Dart	RE/MAX Realty Services	59.5	\$39,933,352	41	\$28,798,150	100.5	\$68,731,504
13	Alejandro Luis A Martinez	The Agency DC	40	\$19,663,500	123	\$47,981,868	163	\$67,645,368
14	Hans L Wydler	Compass	28	\$40,414,544	14	\$24,569,476	42	\$64,984,020
15	Mandy Kaur	Redfin Corp	98	\$51,604,624	25	\$13,129,850	123	\$64,734,472
16	Kimberly A Cestari	Long & Foster Real Estate, Inc.	27	\$35,544,100	20	\$28,245,200	47	\$63,789,300
17	Troyce P Gatewood	Keller Williams Realty Centre	44	\$20,267,450	110.5	\$43,187,424	154.5	\$63,454,876
18	Lauren E Davis	TTR Sotheby's International Realty	19	\$23,790,000	22	\$38,472,500	41	\$62,262,500
19	Erich W Cabe	Compass	29	\$25,584,018	30.5	\$35,926,948	59.5	\$61,510,968
20	Robert Hryniewicki	Washington Fine Properties, LLC	14.5	\$42,113,256	7	\$19,322,500	21.5	\$61,435,756
21	Marjorie S Halem	Compass	42	\$41,455,152	17	\$19,729,000	59	\$61,184,152
22	Avi Galanti	Compass	27.5	\$35,271,400	17	\$25,031,500	44.5	\$60,302,900
23	Anslie C Stokes Milligan	McEneaney Associates, Inc.	28.5	\$26,254,360	27	\$33,923,748	55.5	\$60,178,112
24	Nurit Coombe	The Agency DC	34.5	\$26,709,384	51.5	\$31,982,902	86	\$58,692,288
25	James M Coley	Long & Foster Real Estate, Inc.	29.5	\$31,751,224	28	\$25,170,070	57.5	\$56,921,296
26	Tim Barley	RE/MAX Allegiance	28	\$30,424,140	23.5	\$26,130,890	51.5	\$56,555,032
27	Chris R Reeder	Long & Foster Real Estate, Inc.	72.5	\$30,491,416	63.5	\$25,379,654	136	\$55,871,068
28	Carolyn N Sappenfield	RE/MAX Realty Services	27	\$32,448,710	22	\$22,499,336	49	\$54,948,044
29	Jay A Day	Real Estate Teams, LLC	67	\$31,324,492	53	\$22,892,940	120	\$54,217,432
30	Christie-Anne Weiss	TTR Sotheby's International Realty	9.5	\$22,596,150	12.5	\$30,346,500	22	\$52,942,648
31	Kara K Sheehan	Washington Fine Properties, LLC	15	\$37,503,000	8.5	\$14,400,820	23.5	\$51,903,820
32	Sheena Saydam	Keller Williams Capital Properties	31.5	\$17,807,264	54.5	\$33,176,140	86	\$50,983,404
33	Rong Ma	Libra Realty LLC	16	\$11,436,450	53	\$39,324,716	69	\$50,761,164
34	Marc Fleisher	Compass	18	\$40,254,376	5.5	\$10,314,000	23.5	\$50,568,376

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Rebecca Weiner	Compass	21.5	\$19,275,296	36	\$30,775,930	57.5	\$50,051,228
36	Cara Pearlman	Compass	16.5	\$17,786,370	18.5	\$32,235,410	35	\$50,021,780
37	Michelle C Yu	Long & Foster Real Estate, Inc.	30.5	\$27,886,626	22	\$21,346,500	52.5	\$49,233,124
38	Kira Epstein Begal	Washington Fine Properties, LLC	23	\$20,109,012	27	\$28,935,120	50	\$49,044,132
39	Brent E Jackson	TTR Sotheby's International Realty	28.5	\$27,838,400	18	\$20,777,538	46.5	\$48,615,936
40	Eric P Stewart	Long & Foster Real Estate, Inc.	46	\$39,637,620	8.5	\$8,761,000	54.5	\$48,398,620
41	Carl G Becker	Premier Properties, LLC	18	\$28,626,100	9	\$19,273,400	27	\$47,899,500
42	Mark D McFadden	Compass	13.5	\$28,345,750	7	\$18,814,500	20.5	\$47,160,248
43	Joel S Nelson	Keller Williams Capital Properties	34	\$32,938,790	11.5	\$13,381,000	45.5	\$46,319,792
44	Russell A Firestone III	TTR Sotheby's International Realty	9	\$24,605,000	8	\$20,987,500	17	\$45,592,500
45	Michael B Aubrey	Compass	19	\$15,658,102	28.5	\$29,605,842	47.5	\$45,263,944
46	Judy G Cranford	Cranford & Associates	19.5	\$17,282,710	23	\$27,820,002	42.5	\$45,102,712
47	Antonia Ketabchi	Redfin Corp	20	\$14,094,180	33	\$30,813,000	53	\$44,907,180
48	Hazel Shakur	Redfin Corp	93.5	\$40,359,600	10	\$4,221,999	103.5	\$44,581,600
49	Mark C Lowham	TTR Sotheby's International Realty	4.5	\$20,402,360	5.5	\$23,352,360	10	\$43,754,720
50	Robert G Carter	Compass	21	\$16,089,022	28	\$27,461,456	49	\$43,550,480
51	Chelsea L Traylor	Redfin Corp	62	\$40,305,900	3	\$3,047,500	65	\$43,353,400
52	Tyler A Jeffrey	Washington Fine Properties, LLC	18.5	\$19,949,930	19	\$23,233,750	37.5	\$43,183,680
53	Casey C Aboulafia	Compass	19.5	\$16,721,521	26.5	\$25,948,638	46	\$42,670,160
54	Jacob Taylor	Blue Valley Real Estate	96	\$41,739,780	1	\$560,000	97	\$42,299,780
55	Jonathan S Lahey	EXP Realty, LLC	56.5	\$27,273,624	31.5	\$14,745,000	88	\$42,018,624
56	Cheryl R Leahy	Compass	26.5	\$32,720,040	6	\$8,928,000	32.5	\$41,648,040
57	Ethan F Drath	Washington Fine Properties, LLC	5	\$10,522,315	11	\$30,721,800	16	\$41,244,116
58	Robert A Sanders	TTR Sotheby's International Realty	32	\$27,317,450	9	\$13,581,250	41	\$40,898,700
59	Lawrence M Lessin	Homes By Owner, Inc.	84	\$40,258,030	1	\$299,600	85	\$40,557,630
60	James Bass	Real Estate Teams, LLC	49	\$26,811,550	30.5	\$13,535,360	79.5	\$40,346,912
61	Alan Chargin	Keller Williams Capital Properties	13	\$8,879,400	40	\$31,024,050	53	\$39,903,448
62	Norman S Domingo	XRealty.NET LLC	72	\$37,286,528	3	\$2,514,999	75	\$39,801,528
63	Jane Fairweather	Long & Foster Real Estate, Inc.	30	\$31,684,500	8.5	\$7,821,750	38.5	\$39,506,248
64	Sina Mollan	Compass	17	\$11,521,072	36	\$27,854,240	53	\$39,375,312
65	Patrick P Chauvin	Compass	4	\$9,704,750	10	\$29,548,670	14	\$39,253,420
66	Robert Crawford	Washington Fine Properties, LLC	21.5	\$22,755,430	8	\$16,136,000	29.5	\$38,891,432
67	Roby C Thompson III	Long & Foster Real Estate, Inc.	7.5	\$9,645,125	24	\$28,444,250	31.5	\$38,089,376
68	Elizabeth M Lavette	Washington Fine Properties, LLC	12.5	\$22,047,050	7	\$15,836,000	19.5	\$37,883,048
69	Jennifer K Knoll	Compass	15	\$15,908,500	16	\$21,446,352	31	\$37,354,852
70	Margaret M. Babbington	Compass	11.5	\$7,969,906	41	\$29,314,622	52.5	\$37,284,528
71	Katri I Hunter	Compass	11.5	\$6,992,300	34	\$30,214,700	45.5	\$37,207,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Daryl Judy	Washington Fine Properties ,LLC	17.5	\$22,713,220	8.5	\$14,261,500	26	\$36,974,720
73	Jeffrey M Wilson	TTR Sotheby's International Realty	10	\$12,057,500	12.5	\$24,575,500	22.5	\$36,633,000
74	Sergei A Goumilevski	RE/MAX Realty Services	23	\$14,151,271	27	\$22,406,500	50	\$36,557,772
75	Lisa R. Stransky	Washington Fine Properties, LLC	23	\$25,677,680	9	\$10,591,000	32	\$36,268,680
76	James C. Peva	Washington Fine Properties, LLC	8	\$24,662,600	4.5	\$11,605,000	12.5	\$36,267,600
77	Keith James	Keller Williams Capital Properties	8	\$4,470,898	62	\$31,460,900	70	\$35,931,800
78	Sheila R Pack	RE/MAX Roots	61.5	\$23,338,036	33	\$12,012,532	94.5	\$35,350,568
79	Melinda L Estridge	Long & Foster Real Estate, Inc.	21	\$22,014,148	17.5	\$13,267,400	38.5	\$35,281,548
80	Meredith L Margolis	Compass	11.5	\$12,042,115	27.5	\$22,914,660	39	\$34,956,776
81	Cynthia L Howar	Washington Fine Properties, LLC	6	\$8,550,000	9.5	\$26,357,000	15.5	\$34,907,000
82	Ellie M Shorb	Compass	10	\$17,896,900	7.5	\$16,858,500	17.5	\$34,755,400
83	Karen D Rollings	EXP Realty, LLC	57	\$30,196,064	10	\$4,463,750	67	\$34,659,816
84	Rex Thomas	Samson Properties	8	\$3,977,100	50	\$30,645,660	58	\$34,622,760
85	Eva M Davis	Compass	5	\$4,199,000	28.5	\$30,282,170	33.5	\$34,481,168
86	Bryan Kerrigan	Redfin Corp	59.5	\$33,039,050	2	\$1,065,000	61.5	\$34,104,048
87	Maxwell E Rabin	TTR Sotheby's International Realty	17	\$14,408,650	21	\$19,689,938	38	\$34,098,588
88	D'Ann K Lanning	Compass	52	\$33,259,770	2	\$699,900	54	\$33,959,672

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	Anne C Killeen	Washington Fine Properties, LLC	21	\$32,879,000	2	\$1,076,000	23	\$33,955,000
90	Lisa C Sabelhaus	RE/MAX Town Center	32.5	\$18,314,002	29	\$15,560,244	61.5	\$33,874,244
91	Carmen C Fontecilla	Compass	33	\$14,750,996	33	\$19,019,120	66	\$33,770,116
92	Corey C Burr	TTR Sotheby's International Realty	15	\$19,232,006	12	\$13,956,425	27	\$33,188,432
93	Eric M Broermann	Compass	16	\$12,388,411	22	\$20,349,550	38	\$32,737,960
94	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	41.5	\$16,587,300	37.5	\$15,785,912	79	\$32,373,212
95	Barbara C Nalls	TTR Sotheby's International Realty	17.5	\$16,695,501	16	\$15,620,360	33.5	\$32,315,860
96	Amanda M Lasko	Redfin Corp	36.5	\$27,464,510	7	\$4,697,735	43.5	\$32,162,244
97	Christopher Craddock	EXP Realty, LLC	44.5	\$19,282,700	21	\$12,756,700	65.5	\$32,039,400
98	Mehrnaz Bazargan	Redfin Corp	51.5	\$31,302,648	1	\$555,000	52.5	\$31,857,648
99	Pamela B Wye	Compass	12	\$12,570,150	13.5	\$18,933,036	25.5	\$31,503,184
100	Mitchell J Toland Jr.	Redfin Corp	72	\$23,236,048	20	\$8,185,000	92	\$31,421,048
101	Megan Stohner Conway	Compass	9.5	\$9,249,750	16	\$22,014,400	25.5	\$31,264,150
102	Dorothy M Bistransin	Redfin Corp	70	\$29,778,850	3	\$1,346,900	73	\$31,125,750
103	Koki Waribo Adasi	Compass	27	\$18,977,776	18.5	\$12,044,695	45.5	\$31,022,470
104	Eric Murtagh	Long & Foster Real Estate, Inc.	14	\$28,908,670	1	\$2,100,000	15	\$31,008,670
105	Scott J Swahl	Redfin Corp	58	\$26,251,602	9	\$4,727,000	67	\$30,978,602

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Long T Ngo	Redfin Corp	13	\$8,471,400	38	\$22,302,020	51	\$30,773,420
107	Charles Dudley	Compass	13.5	\$10,934,750	22.5	\$19,602,450	36	\$30,537,200
108	Andrew Essreg	RLAH Real Estate	13	\$10,170,500	28	\$20,097,792	41	\$30,268,292
109	Farrah E Fuchs	Redfin Corp	61	\$28,055,292	4	\$2,130,000	65	\$30,185,292
110	Aret Koseian	Compass	8.5	\$6,394,000	27	\$23,752,220	35.5	\$30,146,220
111	James E Brown	Turning Point Real Estate	21	\$13,901,500	24	\$16,200,460	45	\$30,101,960
112	Louis G Cardenas	TTR Sotheby's International Realty	8.5	\$13,209,000	8.5	\$16,790,324	17	\$29,999,324
113	David R Bediz	Keller Williams Capital Properties	24.5	\$20,269,750	11.5	\$9,593,500	36	\$29,863,250
114	Richard Michael Morrison	Redfin Corp	2	\$1,293,000	39	\$28,536,952	41	\$29,829,952
115	Stacy M Allwein	Century 21 Redwood Realty	45.5	\$17,141,198	31.5	\$12,435,212	77	\$29,576,410
116	Matthew C Patterson	Redfin Corp	54	\$23,465,818	11	\$5,980,000	65	\$29,445,818
117	Elysia L Casaday	Compass	7	\$7,090,000	16.5	\$22,264,090	23.5	\$29,354,090
118	Carlos A Garcia	Keller Williams Capital Properties	17	\$14,593,684	13.5	\$14,708,980	30.5	\$29,302,664
119	Anna D Mackler	Long & Foster Real Estate, Inc.	12	\$9,525,450	20	\$19,613,950	32	\$29,139,400
120	Todd A Vassar	Compass	11.5	\$9,967,911	20.5	\$19,129,350	32	\$29,097,260
121	Harrison I Beacher	Keller Williams Capital Properties	17	\$10,080,506	27.5	\$18,976,750	44.5	\$29,057,256
122	Joan Cromwell	McEneaney Associates, Inc.	9	\$9,125,000	20	\$19,856,070	29	\$28,981,070
123	Elizabeth M Burrow	Keller Williams Realty Centre	24	\$16,365,238	18	\$12,435,738	42	\$28,800,976
124	Katie R Nicholson	Coldwell Banker Realty	31	\$17,861,890	25	\$10,723,910	56	\$28,585,800
125	Daniel M Schuler	Compass	12	\$10,177,100	23.5	\$18,273,000	35.5	\$28,450,100
126	Andres A Serafini	RLAH Real Estate	18	\$14,962,452	18.5	\$13,216,666	36.5	\$28,179,120
127	Will Thomas	TTR Sotheby's International Realty	6.5	\$15,838,540	5	\$12,204,000	11.5	\$28,042,540
128	Nancy S Itteilag	Washington Fine Properties, LLC	11.5	\$22,460,000	4	\$5,530,000	15.5	\$27,990,000
129	Andrew J Hopley	Keller Williams Realty Centre	35	\$15,688,903	23	\$12,159,500	58	\$27,848,404
130	Sebastien Courret	Washington Fine Properties, LLC	11.5	\$9,748,750	19	\$18,019,330	30.5	\$27,768,080
131	Victor R Llewellyn	Long & Foster Real Estate, Inc.	28	\$15,945,550	20.5	\$11,795,250	48.5	\$27,740,800
132	David R Getson	Compass	8	\$5,664,001	21	\$21,986,850	29	\$27,650,852
133	Kornelia Stuphan	Long & Foster Real Estate, Inc.	12	\$19,565,000	6.5	\$7,896,500	18.5	\$27,461,500
134	Lee Murphy	Washington Fine Properties, LLC	9.5	\$9,917,400	17	\$17,463,750	26.5	\$27,381,150
135	Roman Mychajliw	Long & Foster Real Estate, Inc.	74.5	\$26,881,010	1.5	\$387,500	76	\$27,268,510
136	Scott Sachs	Compass	14.5	\$11,458,600	16	\$15,769,900	30.5	\$27,228,500
137	Adam T Rackliffe	Washington Fine Properties, LLC	8.5	\$20,280,256	2.5	\$6,765,000	11	\$27,045,256
138	Wentong Chen	Libra Realty LLC	14	\$13,244,000	17	\$13,775,000	31	\$27,019,000
139	Kenneth A Grant	RE/MAX Plus	20	\$9,357,100	41	\$17,655,688	61	\$27,012,788
140	Annabel D Burch-Murton	Compass	15	\$17,302,700	9	\$9,709,000	24	\$27,011,700
141	Alecia R Scott	Long & Foster Real Estate, Inc.	28.5	\$13,546,145	28	\$13,284,030	56.5	\$26,830,176
142	Donnell L Kearney	Compass	10	\$9,090,000	17	\$17,691,288	27	\$26,781,288

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Ginette R. Winston	Winston Real Estate, Inc.	21	\$15,453,750	16	\$11,265,000	37	\$26,718,750
144	Justin Tanner	RE/MAX Allegiance	14	\$12,682,025	13	\$13,920,500	27	\$26,602,524
145	Joseph Himali	RLAH Real Estate	12.5	\$9,220,000	19.5	\$17,354,632	32	\$26,574,632
146	Patricia G Mills	Charis Realty Group	55.5	\$20,794,872	18	\$5,722,389	73.5	\$26,517,260
147	Vincent E Hurteau	Continental Properties, Ltd.	12.5	\$8,951,035	14	\$17,493,976	26.5	\$26,445,010
148	Thomas S Buerger	Compass	9	\$6,682,000	24	\$19,690,408	33	\$26,372,408
149	Renee M Peres	Compass	14	\$8,744,650	22	\$17,485,400	36	\$26,230,050
150	Mansour F Abu-Rahmeh	Compass	9.5	\$7,461,125	18	\$18,762,662	27.5	\$26,223,788
151	Michael R Brennan	Compass	18	\$21,884,744	5	\$4,189,000	23	\$26,073,744
152	Daniel Brewer	Washington Fine Properties ,LLC	13.5	\$12,253,750	13	\$13,690,130	26.5	\$25,943,880
153	Thomas K Paolini	Redfin Corp	16	\$10,854,075	23	\$15,080,679	39	\$25,934,754
154	James L Bell	TTR Sotheby's International Realty	4	\$13,185,000	2	\$12,745,000	6	\$25,930,000
155	Lee R. Tessier	EXP Realty, LLC	33	\$10,912,025	34.5	\$14,900,400	67.5	\$25,812,424
156	William Fastow	TTR Sotheby's International Realty	9.5	\$14,630,500	8	\$11,150,000	17.5	\$25,780,500
157	Daniel W Hozhabri	Keller Williams Realty Centre	45.5	\$19,848,550	13	\$5,899,250	58.5	\$25,747,800
158	Robert J Krop	Keller Williams Realty Centre	31	\$12,969,800	28.5	\$12,739,100	59.5	\$25,708,900
159	Andrew Riguzzi	Compass	10.5	\$10,883,135	14	\$14,709,632	24.5	\$25,592,768
160	Monica Bryant	Redfin Corp	50.5	\$21,753,406	6	\$3,760,945	56.5	\$25,514,350
161	Nicholas P Chaconas	Redfin Corp	42	\$21,190,588	5	\$4,258,265	47	\$25,448,852
162	Sarah Jacobs	Washington Fine Properties, LLC	5	\$14,060,000	4.5	\$11,345,000	9.5	\$25,405,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	William R Hirzy	Redfin Corp	6	\$3,684,500	27	\$21,699,400	33	\$25,383,900
164	Seth S Turner	Compass	14.5	\$10,865,281	19	\$14,470,450	33.5	\$25,335,732
165	Margot D Wilson	Washington Fine Properties, LLC	6.5	\$12,062,150	5	\$13,180,000	11.5	\$25,242,150
166	Susan Van Nostrand	Compass	17	\$12,203,820	12	\$13,028,512	29	\$25,232,332
167	Rory Oblatz	Redfin Corp	6	\$5,729,000	28	\$19,425,488	34	\$25,154,488
168	Ruby A Styslinger	Redfin Corp	9	\$5,994,500	24	\$19,010,500	33	\$25,005,000
169	Marin Hagen	Coldwell Banker Realty	3.5	\$6,162,500	9.5	\$18,818,100	13	\$24,980,600
170	Jason D Martin	RLAH Real Estate	16	\$9,843,611	22.5	\$15,132,478	38.5	\$24,976,088
171	Shierra Houston	XRealty.NET LLC	62	\$24,931,056	0	\$0	62	\$24,931,056
172	Marshall Carey	Redfin Corp	34	\$23,985,000	1	\$915,000	35	\$24,900,000
173	Leslie C Friedson	Compass	15.5	\$10,977,102	11	\$13,866,705	26.5	\$24,843,808
174	Robert Jenets	Stuart & Maury, Inc.	12	\$13,444,626	8	\$11,379,000	20	\$24,823,626
175	Tina C Cheung	EXP Realty, LLC	10	\$4,414,000	44	\$20,282,524	54	\$24,696,524
176	Hugh McDermott	TTR Sotheby's International Realty	8.5	\$10,350,000	15.5	\$14,271,000	24	\$24,621,000
177	James T Kim	McEneaney Associates	11	\$8,065,450	23	\$16,536,900	34	\$24,602,350
178	Ross A Vann	Compass	6	\$7,578,900	17	\$16,946,600	23	\$24,525,500
179	Kenneth M Abramowitz	RE/MAX Town Center	22.5	\$10,508,100	30.5	\$13,890,350	53	\$24,398,450

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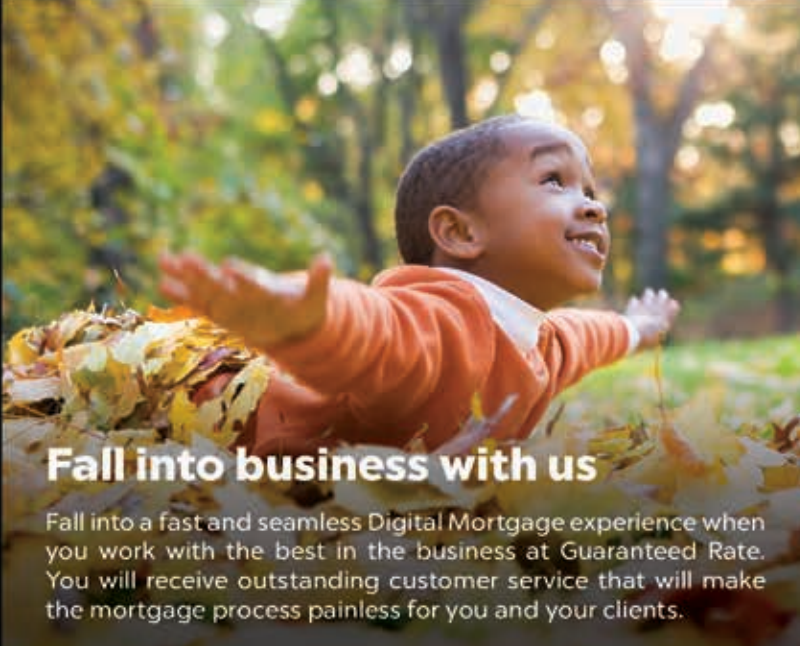
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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Kyle Meeks	TTR Sotheby's International Realty	7	\$7,667,500	14.5	\$16,607,500	21.5	\$24,275,000
181	Cameron H McFadden	Compass	11	\$20,795,750	4	\$3,460,000	15	\$24,255,750
182	Lisa Tucker	Redfin Corp	39	\$20,963,100	4	\$3,222,053	43	\$24,185,152
183	Jocelyn I Vas	Compass	8.5	\$5,767,500	19	\$18,046,500	27.5	\$23,814,000
184	Justin Kitsch	TTR Sotheby's International Realty	16	\$17,036,900	5	\$6,530,020	21	\$23,566,920
185	Robert H Myers	RE/MAX Realty Services	19	\$11,458,500	20	\$12,072,410	39	\$23,530,910
186	Eric Steinhoff	EXP Realty, LLC	26	\$15,093,500	14	\$8,345,310	40	\$23,438,810
187	Andrew K Goodman	Goodman Realtors	27	\$14,553,369	12	\$8,877,782	39	\$23,431,152
188	Michael J Muren	Long & Foster Real Estate, Inc.	42	\$18,634,016	8	\$4,625,030	50	\$23,259,046
189	Jeffrey S Ganz	Century 21 Redwood Realty	20	\$9,360,500	23	\$13,854,670	43	\$23,215,170
190	Lyndsi Sitcov	McEneaney Associates	9	\$6,309,121	24	\$16,854,650	33	\$23,163,772
191	John Coleman	RLAH Real Estate	6.5	\$4,113,026	25.5	\$19,012,278	32	\$23,125,304
192	Anne H Weir	Washington Fine Properties, LLC	4	\$7,998,000	8	\$15,030,000	12	\$23,028,000
193	Craig P Marsh	Marsh Realty	38.5	\$13,458,900	32	\$9,531,900	70.5	\$22,990,800
194	Shuang Zhao	Signature Home Realty LLC	23	\$13,106,620	19	\$9,799,546	42	\$22,906,166
195	Kimberly A Lally	EXP Realty, LLC	23.5	\$7,407,650	35.5	\$15,422,345	59	\$22,829,996
196	Jessica G Evans	Compass	12	\$9,092,400	21	\$13,711,400	33	\$22,803,800
197	Lukas Iraola	Compass	12.5	\$5,995,300	24.5	\$16,623,865	37	\$22,619,164
198	Silvana P Dias	Long & Foster Real Estate, Inc.	15	\$7,773,500	26	\$14,677,800	41	\$22,451,300
199	Melissa G Bernstein	RLAH Real Estate	18	\$14,993,500	9	\$7,456,755	27	\$22,450,256
200	Joshua D Ross	RE/MAX Realty Services	13	\$9,249,500	18.5	\$13,191,560	31.5	\$22,441,060

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Jennifer T Chow	Long & Foster Real Estate, Inc.	10	\$11,412,000	14.5	\$11,004,995	24.5	\$22,416,996
202	Tamara E Kucik	RLAH Real Estate	22.5	\$14,263,908	12	\$8,127,000	34.5	\$22,390,908
203	Adewemimo D Collins	Redfin Corp	51	\$21,400,612	2	\$945,825	53	\$22,346,436
204	Gail E Nyman	RE/MAX United Real Estate	41.5	\$20,802,274	3	\$1,522,000	44.5	\$22,324,274
205	Joshua Waxman	Long & Foster Real Estate, Inc.	9	\$8,535,530	13	\$13,732,000	22	\$22,267,530
206	Michael J Matese	Compass	10	\$7,545,000	13	\$14,603,900	23	\$22,148,900
207	Daniel J Whitacre	Colony Realty	23.5	\$8,092,800	28	\$14,009,200	51.5	\$22,102,000
208	Elizabeth J D'Angio	Washington Fine Properties, LLC	7	\$14,970,750	4.5	\$7,128,250	11.5	\$22,099,000
209	Thomas Lindsay Reishman	Compass	27	\$21,587,820	1	\$499,000	28	\$22,086,820
210	Margaret M Ferris	Compass	9	\$9,380,500	11	\$12,697,750	20	\$22,078,250
211	Michael Gailey	Compass	6.5	\$3,420,000	17.5	\$18,608,000	24	\$22,028,000
212	John T Pruski	Jack Realty Group	9	\$7,487,575	9	\$14,540,000	18	\$22,027,576
213	Daniel F Metcalf	Long & Foster Real Estate, Inc.	28	\$21,998,502	0	\$0	28	\$21,998,502
214	Samer H Kuraishi	The ONE Street Company	8	\$6,391,500	9.5	\$15,600,968	17.5	\$21,992,468
215	Liz M Brent	Go Brent, Inc.	22.5	\$21,085,500	1	\$887,675	23.5	\$21,973,176
216	Ellen G Abrams	TTR Sotheby's International Realty	7.5	\$7,872,500	5.5	\$14,040,000	13	\$21,912,500
217	Kenneth C Germer	Compass	9	\$10,262,300	10	\$11,520,380	19	\$21,782,680

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TOP 250 STANDINGS

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218	David S Hatef	TTR Sotheby's International Realty	5.5	\$7,122,720	11	\$14,654,900	16.5	\$21,777,620
219	Eileen McGrath	Washington Fine Properties, LLC	6.5	\$21,700,000	0	\$0	6.5	\$21,700,000
220	Maya D Hyman	Compass	9	\$10,692,500	6	\$10,882,000	15	\$21,574,500
221	James L Roy	LuxManor Real Estate, Inc	16	\$11,769,700	13	\$9,753,640	29	\$21,523,340
222	Kelly Basheer Garrett	McNearney Associates, Inc.	5	\$4,999,900	14	\$16,503,727	19	\$21,503,628
223	Marc Bertinelli	Washington Fine Properties, LLC	9.5	\$11,503,800	7	\$9,957,500	16.5	\$21,461,300
224	Gali Jeanette Sapir	Long & Foster Real Estate, Inc.	7.5	\$4,070,500	27	\$17,388,000	34.5	\$21,458,500
225	Carrie Balsam	Long & Foster Real Estate, Inc.	22.5	\$21,427,226	0	\$0	22.5	\$21,427,226
226	Anne-Marie R Finnell	TTR Sotheby's International Realty	13	\$16,085,925	3.5	\$5,332,500	16.5	\$21,418,424
227	Kevin Friend	Keller Williams Capital Properties	10	\$7,064,250	16	\$14,224,033	26	\$21,288,284
228	Jaime Willis	Compass	4	\$2,263,500	26	\$18,993,420	30	\$21,256,920
229	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	13	\$15,383,000	5	\$5,815,120	18	\$21,198,120
230	Christopher J Carr	Simple Choice Realty, Inc.	42	\$21,173,300	0	\$0	42	\$21,173,300
231	Deborah C Cheshire	Long & Foster Real Estate, Inc.	10.5	\$8,869,900	10	\$12,262,500	20.5	\$21,132,400
232	Kimberly M Dixon	Redfin Corp	38	\$18,857,000	4	\$2,232,000	42	\$21,089,000
233	Mary C Gattton	Redfin Corp	38	\$19,581,500	2	\$1,502,000	40	\$21,083,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Aaron Jeweler	Compass	4.5	\$4,628,625	9	\$16,370,500	13.5	\$20,999,124
235	Meredith M Fogle	Old Line Properties	25	\$15,385,296	10	\$5,576,100	35	\$20,961,396
236	Kathy Xu	RE/MAX Realty Group	13	\$9,899,000	19	\$11,061,455	32	\$20,960,456
237	Xuri Wang	Hometown Elite Realty LLC	6	\$5,225,000	13	\$15,608,688	19	\$20,833,688
238	Ronald S Sitrin	Long & Foster Real Estate, Inc.	20.5	\$17,405,000	4.5	\$3,372,500	25	\$20,777,500
239	Carolyn H Jordan	Go Brent, Inc.	16.5	\$10,641,500	12	\$10,098,000	28.5	\$20,739,500
240	Lauren B Pillsbury	Washington Fine Properties, LLC	3.5	\$6,193,425	6	\$14,536,000	9.5	\$20,729,424
241	David C Shotwell	Compass	13	\$7,149,300	13	\$13,578,650	26	\$20,727,950
242	Timothy P Horst	Long & Foster Real Estate, Inc.	16	\$13,916,510	8	\$6,810,500	24	\$20,727,010
243	Ioannis Konstantopoulos	Compass	16	\$10,064,900	16	\$10,629,122	32	\$20,694,022
244	Gitika A Kaul	Compass	8	\$5,397,200	13	\$15,271,900	21	\$20,669,100
245	Anna-Louisa A Yon	Compass	9	\$6,284,809	18.5	\$14,220,525	27.5	\$20,505,334
246	Phoenix E Wright	Compass	5.5	\$4,315,630	26	\$16,183,114	31.5	\$20,498,744
247	Matthew M Koerber	TTR Sotheby's International Realty	12.5	\$10,736,400	12	\$9,758,650	24.5	\$20,495,050
248	Cailin D Monahan	Washington Fine Properties, LLC	3.5	\$4,796,000	9.5	\$15,650,000	13	\$20,446,000
249	Michael W Seay Jr.	Compass	10.5	\$11,979,730	9.5	\$8,402,400	20	\$20,382,130
250	Gary Foreman	Compass	16.5	\$6,703,350	28.5	\$13,643,400	45	\$20,346,750

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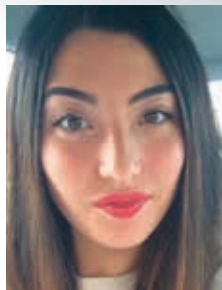
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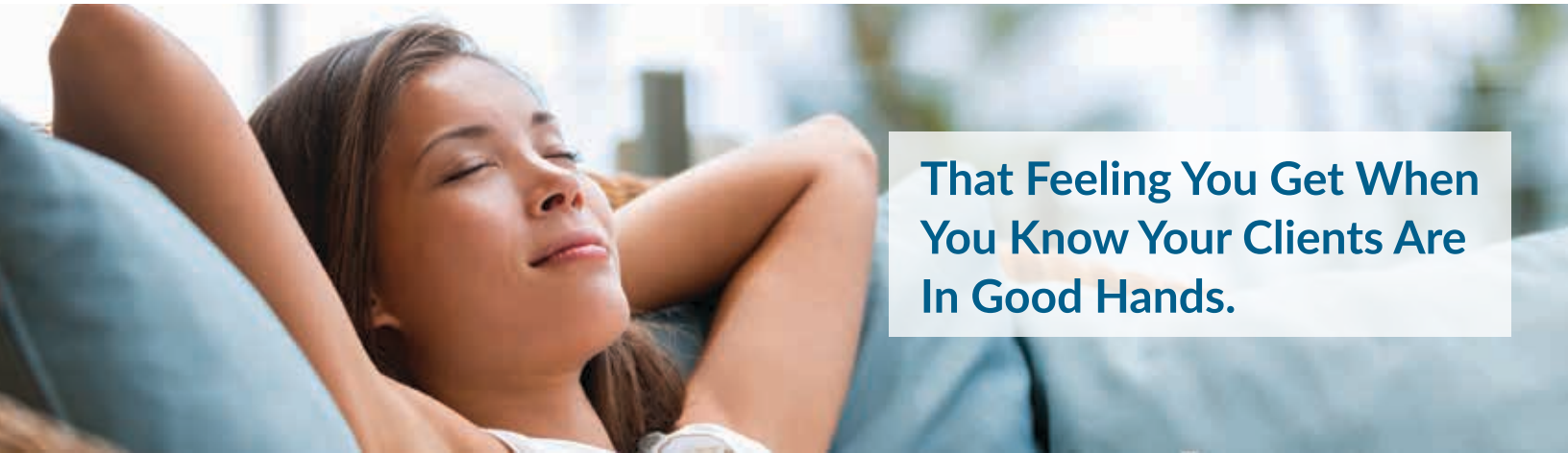


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