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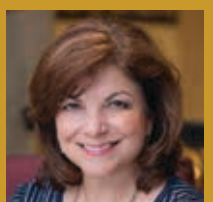
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Loan program and details may change. Please consult a Sandy Spring Bank mortgage banker for specific loan program and details.

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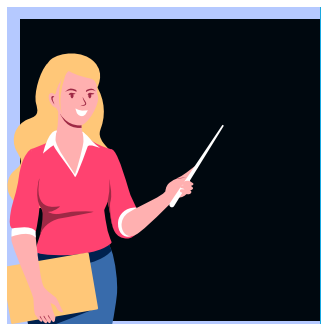
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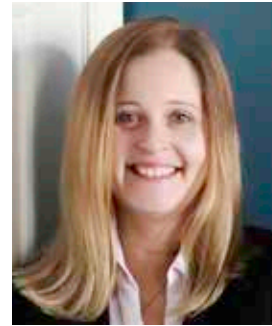
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A NOTE FROM THE PUBLISHER

Dear DC Metro Real Producers,

We were so fortunate to be able to throw four events in four months (April-July), coming out of quarantine. Check out our July event photos on page 48! Throughout COVID, we threw mini masterminds that were a hit. We decided, after surveying the community, to start doing magazine release celebrations — smaller events every other month to celebrate that month's features! The first one will be held on October 21st.

Gathering this group of highly successful, dedicated, great humans together is a joy that we are grateful for. Everything we do is through the lens of Connecting, Informing, Inspiring, and Elevating this community. Our industry partners are only by referral from our Real Producers. They are the reason our events, being featured, and our publication are free to the elite, top 500 producers in our service area. We highly recommend these partners to the Real Producers. They are dedicated to the level of service Real Producers need on their team.

are looking forward to meeting you in the near future!

The last four events have been magical, as our Real Producers have missed *each other* and ... well ... PEOPLE! I heard so many times, "We have done several deals together and had never met!" That always makes my heart sing. I've also witnessed partners who have been serving REALTORS® for years meet for the first time, and connect on another level.

Thank you all for being an inspiration to the entire real estate community. This group raises the bar simply by how they conduct themselves. See you soon!!!

With Gratitude,




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Our next big joint event, with the *NOVA Real Producers* community, is November 14th. Save the date!


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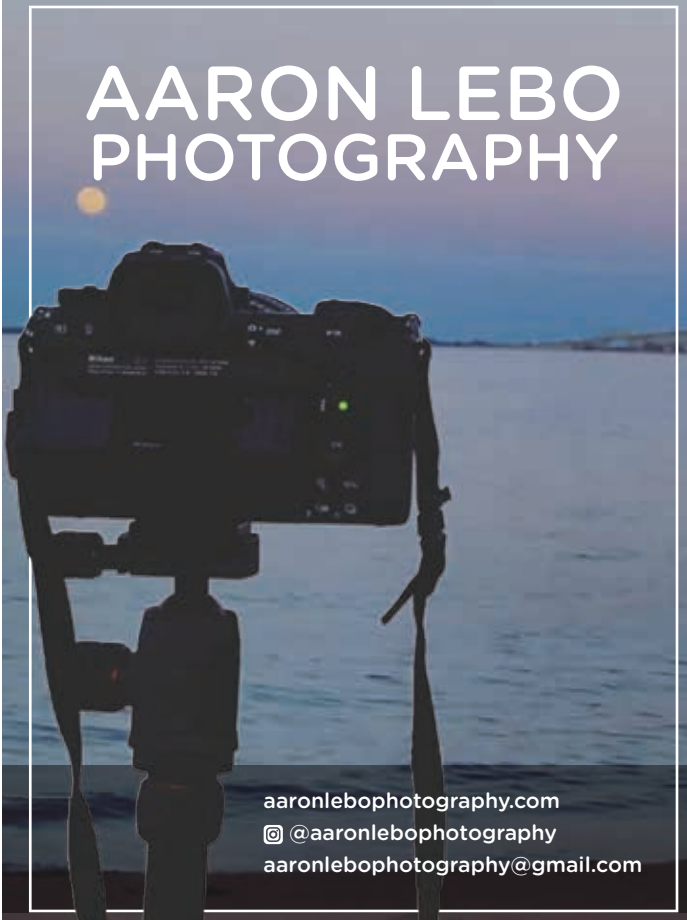
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▶▶ we ask...you tell!

What was the first major thing you bought with your own money?



VINCENT HURTEAU
Continental Properties, Ltd.
A full house renovation.



DAN CUMBERLAND
Moyer & Sons Moving & Storage, Inc.
A 1998 red Jeep Wrangler soft top with round lights. I owned that for 12 years and still miss it.



CARA PEARLMAN
Compass
A Marc Jacobs purse that was \$1,200 dollars was the first thing that made me sweat a little. The next was a house ... quite a big difference, I know, but both had me nervous!



JENNI DAVIES
Coldwell Banker Realty
Bought my dad a golf cart and surprised him at his home in Florida. And had "The Captain" written on the front of the cart. (He passed away March 31, 2021.)



NURIT COOMBE
The Agency
Car (many, many years ago).



CHAD DUDLEY
Compass
Car.



MALIA TARASEK
Keller Williams Capital Properties
It wasn't the first thing, but it was definitely something that stuck in my mind as something important. I bought a Peloton for myself. This purchase was important because it was something that wasn't a necessity but more of a luxury purchase, and I didn't feel bad about splurging!



CARLOS ESPINOZA
RE/MAX Realty Group
I got my first job at 14 and bought a pair of Nikes.



ELLEN COLEMAN
RE/MAX Realty Centre
My first major purchase was a sky blue, five-speed Pinto with sunroof and leather seats. I loved it!



ELIZABETH BURROW
Keller Williams Realty Centre
I bought airline tickets to a ski vacation.



ROBIN CAVALLARO
RE/MAX One
A new Mercedes GLC 300.



DONNA MANK
Compass
Car.



ERIC FAFOGLIA
Compass
My house. I really saved up for a very long time and bought after my first full year of real estate. I learned so much about the process and being a first-time buyer.



FLEUR HOWGILL
Sotheby's International Realty
A house!



WYEVETRA JORDAN
The Home Team Realty Group
The first major thing I purchased with my own money was a townhome. I was 22 years old and had started a house savings account. It was new construction and I was scared to death because no one in my family had purchased new construction before and I wasn't knowledgeable enough to hire an agent. We got through it, and I remember my mortgage being \$750!! It was 1993, though! My, how things have changed.



VERONICA SEVA-GONZALEZ
Compass
The first big thing I bought with my own money was my own freedom from a swim team in Spain. I was 14. I was a good swimmer, and the team wouldn't let me go. I had two options to leave the team to go to a new team: 1) Practice for a year without participating in any meets, 2) Pay about 8,000 euros. I decided to pay about 8,000 euros to be able to change teams. All the money I made with my new swim team monthly went to pay for my own freedom so that I could swim with this new swim team I wanted to swim for.



CYNTHIA HOWAR
Washington Fine Properties
An investment property in Burleigh.



STEVE SUMMERS
The Mortgage Link
A brand new BMW 325 convertible and a Golden Retriever puppy, who I named Megan, to sit in the back seat with the top down because she loved to have the wind in her face.



DEANNA SMITH RIPPEON
Charis Realty Group
I sold my 1994 Jeep Wrangler to a dear friend in 2010 after having my third baby. When I finally felt like I had earned a treat for myself, I bought my old jeep back and it's used as my spa on

wheels! It doesn't have any doors, and the top stays off year round so it only comes out on perfect days. It has an AM/FM radio and definitely does not have Bluetooth, so I don't make or receive calls while in my spa! I love having it back and am so grateful that my friend only put 3,000 miles on her while keeping her in a pristine pole barn.



EVAN JOHNSON
Compass
A home. I was 19 years old.



KAREN ROLLINGS
eXp Realty, LLC
I bought a house when I was 20. The ad in the magazine said "No Money Down." The agent forgot to tell me what closing costs were, but I was okay and bought it anyway. I loved the idea of getting a tax refund for owning a home and decided real estate was a really cool career! Then, the house went up in value and I thought investing in real estate was even better. So, 42 years later, real estate is still the best investment EVER and the best career EVER.



ALI HAGHGOO
eXp Realty, LLC
A three-unit apartment.



DANIEL SCHULER
Compass
My wife and I shared a 2006 VW Jetta for the first three years I was in real estate. Then, we bought a house and second car, in that order!



ANDREW GOODMAN
Goodman Realtors
A Blackberry or, at that time I called it a brick for a cell phone. However, it certainly helped to keep up with emails, etc.



ERIK L. EVANS
Coldwell Banker Realty
First major thing I bought with my own money was a car when I was 19. The next major purchase was stocks.



RUKAIYAH TYLER
Keller Williams Preferred Properties.
The first major thing I bought with my own money was a car. I was in my first year in my career and needed reliable transportation. I was so proud of myself that I was able to do it alone.

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MASTER THE MEDIA

What Should You Pitch the Media Right Now?

By Christina Daves



What topics can you pitch your local media this fall? September topics to consider are back-to-school and the real estate market. What weather changes happen and what should you do to keep your home maintained in the fall? It's Indoor Plant Week the third week of September. You could talk about plants and staging and how they make a house more sellable.

October is Breast Cancer Awareness month. Is this something you are passionate about? You can pitch a story related to your non-profit that is a win-win-win for you, them, and the media. October is Financial Planning Month. What tips can you provide an audience related to financial planning and real estate? It is also Fire

Prevention Week, October 3rd-9th. As an expert in homes, what can you talk about that all homeowners need to do to keep their home safe?

Next is November. There is Thanksgiving this month, and it is also National Gratitude Month. What are you thankful for? Can you create a movement that could land publicity? Team up with others in the real estate space and do something for the community this month and share it with the media. It is also Veteran's Day this month. If you work with veterans or have special programs for them, this is the time to pitch this story.

Think seasonality, time of year, what's happening this time of year,

and holidays, and plan out your pitches for this fall.



Christina Daves
PR for Anyone®

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

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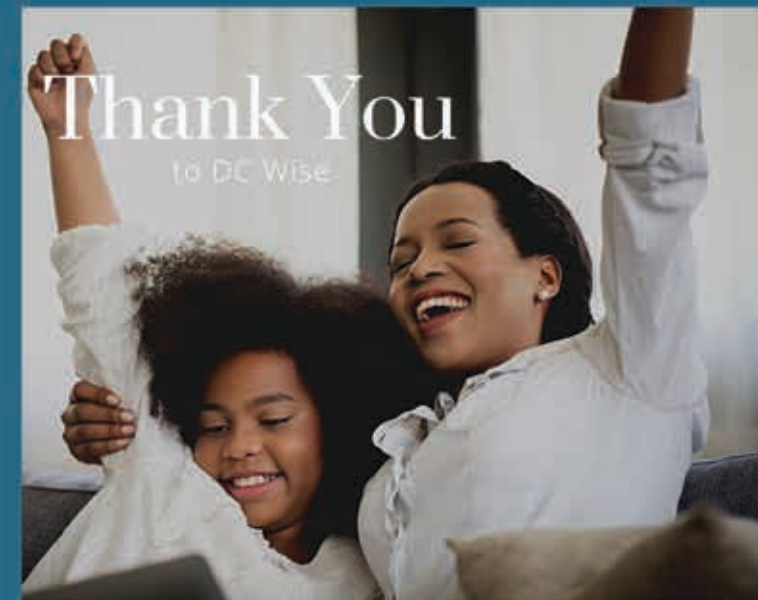
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How to Get MORE VIEWS on YouTube

(Even if you have 0 subscribers!)

It's no secret that video is a great way to not only market your real estate business, but grow and gain an interested audience. The best place to do this (in my opinion) is YouTube. Not only because it is owned by Google, but it is the second most visited website in the world. The problem I mostly see dealing with my REALTOR® clients is how to get started with growing your video presence and getting views to your YouTube channel. Here are some tips to grow your channel quickly, even if you don't have any subscribers!

Focus on your Title and Thumbnail to Boost Clickthrough Rate

If you can't get people to click on your videos, then you aren't going to get any views. Plain and simple. Having a great title for your video is important. Create something that intrigues the viewer and makes them want to watch your video. Your thumbnail should complement the title of your video. You can go to Canva.com, which will allow you to create custom thumbnails for your videos. For instance, if you create a video on "How to Sell Your Home in 5 Easy Steps," have a picture of a house in your thumbnail, with you next to it holding up five fingers. This will get more clicks to your videos faster and it will promote your business.

Create Relevant Videos About Niche Topics

This is important because it helps you to create an audience that isn't just interested in one or two of your videos, but many others around the same topic. For example, if you work in Bethesda, create videos about living in Bethesda, interviews with business owners in Bethesda, the best park for kids in Bethesda, etc. This will keep someone who wants to live in Bethesda on your videos and channel, and hopefully will yield an organic lead to purchase a home.

The longer someone stays on your channel and clicks to other videos within is an SEO dream, and will help get your channel noticed in other related searches.

Embed Your Videos on Platforms that Already Have Traffic

Having a great video on YouTube and on your real estate website is great, but to grow your audience and channel, post your videos on forums and platforms that already have traffic. Specifically, places where people are talking about or asking questions, where your video could have the answer. These can be Facebook groups, LinkedIn groups, Quora.com, and Stackoverflow.com. Put your videos on other relevant real estate-related websites, especially where you do business. These high-traffic sites will allow your YouTube videos to be seen by lots of people who could become clients or referrals down the road.

Email Your Videos to Your Database

Lastly, it's important to syndicate your video content to the people who will most watch and share it with others ... your database! Doing this will help to maximize video views to your YouTube channel. Don't forget to tell your interested audience to *Subscribe* to your channel so they can start receiving your videos in their email inbox. You will find the more value-added content you create, the more views you will receive. Following these important steps should help your real estate business grow by gaining organic referrals from people who are looking to buy or sell where you work. Good Luck!



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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NANCY ITTEILAG

Washington Fine Properties

"Success — it's really simple. There's absolutely no substitute for hard work."

"As much as we work hard, we also make time to play hard. It's important to have balance in your life. I am an example that you can work hard, play hard, and have a very happy life."



KEN HUMPHREYS

BPG Inspections

"My success will be reviewed when my career comes to an end and I look back at where I started and where I finished. Until that point, we strive to keep bettering ourselves and providing a service that people need, want and value."



YIANNI KONSTANTOPOULOS

Compass

"Never stop challenging yourself to achieve. Complacency is the killer of ambition."

"If you can envision something in your mind, the only thing that should really prevent you from achieving it is time and space. And if you are driven and disciplined enough, you can use your skills to create it."



TODD EWING

Federal Title & Escrow Company

"From the very beginning, we have staked Federal Title's success on the quality of care and service we deliver. We are committed to remaining a neutral third party in the real estate transaction — and to earning the business of the local real estate market."





Cutting-Edge Innovations & Top-Notch Settlement Services

Todd Ewing has an axe to grind.

The founder and CEO of the largest independently owned title company in the District of Columbia, Ewing says the consolidation of the real estate transaction leads to fewer checks and balances and ultimately threatens to grievously damage the hard-fought reputations of top real estate professionals.

“How does it look to a homebuyer when their REALTOR® recommends a title company with noticeably lower online reviews and significantly higher fees,” Ewing ponders, as he squares up with his target at Sister Axe on Bella Vita Farm in Brookeville, Maryland, lightly gripping the wooden handle as he raises his axe overhead with both hands and lets it fly. The steel blade sticks within inches of the bullseye.

Having grown up on a farm in Iowa, where he competed in 4-H cattle competitions and used the money he raised from his projects to help put himself through college and law school at Drake University, Ewing is very much an outdoorsy, do-it-yourself kind of guy who likes to work with his hands — and reward his dedicated staff with decompression sessions at the axe-throwing range.

TODD EWING

FEDERAL TITLE & ESCROW COMPANY

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He started Federal Title & Escrow Company in 1996, on a desk he fashioned from a piece of plywood strewn across a couple of sawhorses, in a tiny office in the Tenleytown neighborhood of Washington, D.C. His vision for the company was disruptive to a system that commonly saw the exchange of kickbacks to referral sources in exchange for business.

“From the very beginning, we have staked our (Federal Title’s) success on the quality of care and service we deliver,” Ewing says. “We are committed to remaining a neutral third party in the real estate transaction — and to earning the business of the local real estate market.”

He would eschew the traditional arrangements, instead crediting money back to homebuyers at closing and equipping REALTORS® and lenders with tools to help them compete more successfully in their own businesses. His model was so disruptive he was eventually summoned before the District’s Bureau of Insurance due to complaints from other title companies. The Bureau upheld Federal Title’s innovative business model.

“The traditional model threatens the integrity of real estate professionals as much as it hurts the consumer,” says Joe Gentile, settlement attorney and president of Federal Title, who has been Ewing’s right-hand man for nearly 20 years.

Gentile is drinking a light-bodied beer as he watches the action. The easy-going foil to Federal Title’s charismatic leader, Ewing describes his business partner as a shrewd adjudicator who is

adept at distilling complicated legal concepts and making clients feel at ease around the closing table.

Gentile says title companies are “unfortunately infamous” for their lack of transparency, which has perpetuated a misconception among consumers and real estate professionals that title companies are all the same. Having worked for other title companies, Gentile says he knows firsthand that’s not true.

“The integrity of the real estate transaction depends on a system of checks and balances among real estate brokerages, banks, and title companies,” Gentile says. “If two of those entities have the same interest in mind, it becomes impossible to hold the best interests of a buyer or seller.”

He says one of the factors that led to his decision to work for Federal Title was Ewing’s aspirational vision for a title company that was fiercely and truly independent, leveraging technology and guile to reach the top echelon of title companies nationwide and stay relevant. In addition to opening new offices in Virginia and Maryland, Federal Title will celebrate its 25th anniversary this year.



The Federal Title team at axe-throwing range Sister Axe on Bella Vita Farm in Brookeville, MD. President Joe Gentile to the right of Founder & CEO Todd Ewing (center front).

Over the years, Federal Title has strung together a series of consumer-friendly innovations that help real estate professionals distinguish themselves, Ewing says. It started with the introduction of Quick Quote, a web calculator that clearly outlines the consumer’s exact title fees and other closing costs.

On its heels came the innovative online order portal and REALCredit™ that delivers an instant closing-cost credit to homebuyers when services are ordered through the portal. Following that, the company introduced its groundbreaking app, Close It!, which knows exactly how much cash will traverse the closing table, including escrow reserves and brokerage fees.

The company then introduced the REALegal™ program that provides peace of mind to consumers and their advocates in the form of two hours of legal consultation for matters concerning the property in their contract.

Most recently, as a global pandemic set in, when other title companies continued to rely on traditional approaches to settlement and “drive-through closings,” Federal Title introduced Real Safe™ digital and contactless closing solutions, which Ewing says have become wildly popular with buyers and sellers.

“At the heart of every innovation we develop is a desire to take excellent care of the people we serve — and to do it with uncompromising integrity,” Ewing says.

He picks up another axe and squares to his target. This time the blade strikes dead center on the bull.



To learn more about Federal Title, call 202-362-1500, email info@federaltitle.com, or visit them online at www.federaltitle.com.



Todd and MaSandra Ewing were married in Isle of Palms, South Carolina, in January 2020.




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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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YIANNI KONSTANTOPOULOS

THRIVING

“If you can envision something in your mind, the only thing that should really prevent you from achieving it is time and space. And if you are driven and disciplined enough, you can use your skills to create it.” Yianni Konstantopoulos does not bind himself to time and space — he’s had lifetime’s worth of unique and varied success. His real estate team, the THRIVE Team @ Compass, is just his latest rendition of what he can imagine, will, and create.

Born in Athens, Greece, Yianni moved to the United States at the age of 2 and grew up in Kensington, Maryland. He originally imagined a path to medical school and earned a degree in biology with minors in creative writing and applied ethics. He was pre-med until he made the move into management consulting after college.

Early in his career, Yianni worked in the Corporate Strategy Practice at Corporate Executive Board, and at the World Bank. During his 15 years as a C-suite executive, Yianni counseled hundreds of senior executives at Fortune 500 organizations, led teams that accounted for over \$250 million in new revenue, negotiated or mediated multimillion-dollar service contracts, and spoke at countless conferences and events. Yianni then became the Vice President of Strategy and New Business Development at Blue State Digital, the digital agency most well known as the driving force behind two legendary presidential campaigns helping elect President Barack Obama.

Seeking a more global impact, Yianni became the Global Managing Director of Social Media for the world’s largest advertising marketing agency, Ogilvy. He was based in Sydney, Australia, and had a remit for most of the firm’s Asia-Pacific social portfolio.



Yianni Konstantopoulos with his wife, Lisa, and their children, Elias and Emma.

Some of his personal clients included Coca Cola, British Airways, IBM, and Mercer.

Having reached the top of the corporate advertising and marketing world, Yianni had nothing left to imagine or create without looking outside of it all and going in a different direction altogether. The first place he looked was within.

As Yianni meditated and reflected on what was within his heart, he realized his passion for real estate, a passion that had been





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with him from a young age, when he would spend summer days working closely with his father and brother, who are longtime real estate developers and still active general contractors in the area. With a deep knowledge of the Washington metropolitan area, having grown up and invested much of his life here, he decided a career in real estate was his next best bet, and perhaps what he should have pursued all along. "You should really pursue what's in your heart A LOT sooner. A true passion will reveal itself early ... and once you feel it, you should pursue it," he says. "I know that I waited a lot longer to really dive in, but I am so glad I did."

"The best part about real estate is that it has, across millennia, been the best way to create meaningful change and personal wealth," he continues. "Real estate is the basis of those goals and dreams and the base from which we can all grow and thrive," he says.

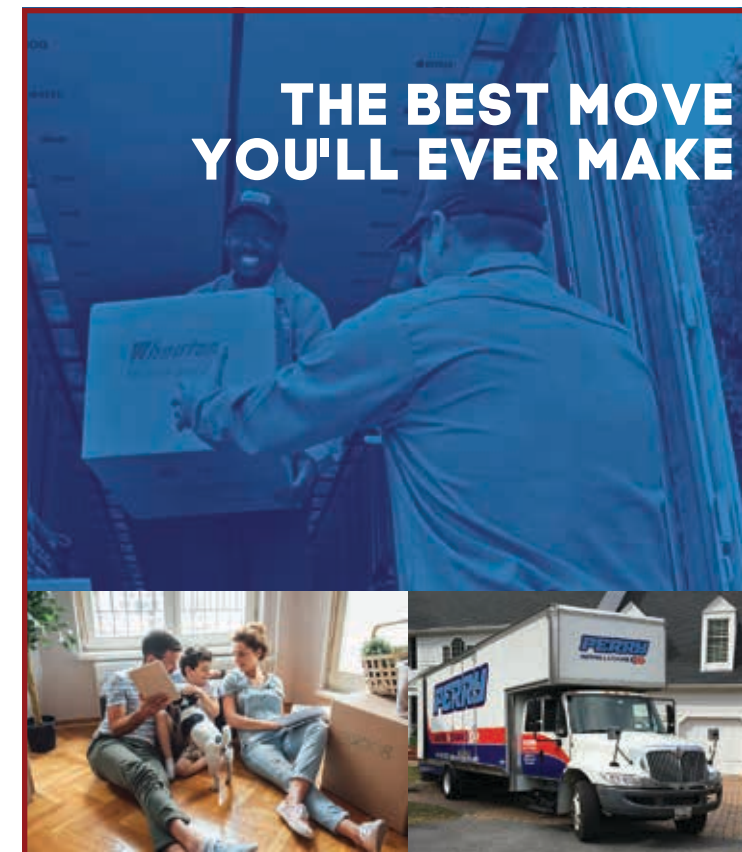
The culmination of Yianni's success and vision in real estate can be found in the formation of his team, THRIVE, a Real Trends Top Team since 2018, and recipient of many other accolades.

"One of the most important factors for success in this business is the ability to motivate," Yianni explains. "Self-motivation is huge, but also being able to leverage momentum and energy into collective action."

"My team is very diverse (we collectively speak 13 different languages) and we have very different talent sets, so creating a platform that scales to each of them, while sustaining 25 percent annual growth is challenging. Our ultimate goal, however, is ensuring that clients receive the most exceptional experience, and our dedication in helping clients attain their dreams is the core binding us together. We are authentic, we are transparent, and we are effective."

Outside of the business, Yianni says his family is the most important thing. He and his wife, Lisa, have two children, Eli and Emma. As a family, they love camping, fishing, canoeing, traveling, hiking, and just being out in nature any way they can.

As Yianni keeps moving forward, no matter where he goes or what he does, he will continue to thrive, as he keeps his favorite quote, by George Bernard Shaw, top of mind: "Imagination is the beginning of creation. You imagine what you desire, you will what you imagine and at last you create what you will."



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Photo by Aaron Lebo

KEN HUMPHREYS

partner spotlight
By Chris Menezes

BPG INSPECTIONS

MAKING IT PERSONAL

When Ken Humphreys bought a house in Virginia about 15 years ago and had his first inspection done, he was surprised by the lack of attention and service he received as the customer.

“The inspector didn’t want me to go around the home with him. And after I moved in, when I followed up with him for some advice, he simply said, that’s not my job,” Ken explains. As a lifelong carpenter and the owner of his own construction company, Ken knew he could do better.

Ken comes from a family of laborers. He grew up in a small town in England on the English/Welsh border, where his grandfather was a farmer and his father was a carpenter. Ken started out as a slate roofer in high school at 16 years old and entered a woodworking apprenticeship for a stair and molding company while in college. He came to the United States in 2000 with his then fiancée, who was from Virginia. When the relationship didn’t work out, Ken took six months off to travel the world from England to Indonesia, Australia, and New Zealand, before ending back up in Virginia.

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The Humphreys family (Ken, Crista, Anthony, and Charlie). (Photo by Aaron Lebo)



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Deciding he wanted to stay in Virginia, Ken returned and applied for permanent residency. He worked as a cabinet maker and lead carpenter for a construction company and helped build 12 custom homes in Virginia before starting his own company in 2003. Ken also started a coaching company at the same time, working as an independent trainer/coach in field hockey, rugby, soccer, and martial arts as a black belt in jujitsu.

After experiencing that dreadful home inspection in 2006, Ken looked into what it took to become a home inspector in Virginia. "At the time, the requirements were basically nothing," he says. So, Ken got trained at American Home Inspection Training School, passed his national exam, joined American Society of Home Inspectors, and shortly afterwards got his state license, and radon and termite certifications.

Ken set out as an independent home inspector while still working in construction. He was later recruited by a multi-inspection business and went full-time. Having completed over 7,000 inspections and developed an excellent reputation among others in the industry, Ken was recruited by BPG Inspections to be the market leader of Maryland, D.C., and Virginia. "BPG appealed to me

because they were a Fortune 500 company owned by Fidelity National Financial and were very interested in how I see the market and how I would run a new team in one of the hottest parts of the country for real estate. They gave me free reign to build the business in the area the way I believed it should be done," Ken explains. Ken promised the CEO that within two years, he would have a million-dollar marketplace in Virginia and D.C. When he achieved this after two years, they offered him the Maryland market to manage.



The BPG Inspections Maryland team (from left to right: Dean Morkas, Dean Uhler, Joe Borzymowski, Daniel Johnson, Tim Donovan).

"My goal is not set on numbers or money, I mean, that's what the companies work on, but mine is to have a large team of seasoned, educated inspectors that can give every type of inspection service needed at once, so all a customer has to do is pick up the phone once and have someone come out who can do everything and

explain things and educate the customer," Ken says.

Ken runs a team of 19 inspectors with over 200 years of combined experience in the area, having performed over 100,000 inspections in the DMV and millions around the country, to date. As a Fortune 500 company with strong roots in the area, BPG is a full-service home inspection business that offers 24/7 online booking and a free infrared scan with each inspection. And if there is a service they do not currently provide, but is needed, Ken says he will look at adding it as they continue to grow.

"Both myself and my team take a personal, hands-on approach to helping the buyer with what is such an important purchase. We strive to cover as much of the home as possible while educating the buyer about the systems and maintenance of the home. We offer a 90-day, money-back guarantee and will, of course, pick up the phone to answer any questions about the home even years later," Ken emphasizes.

While working close to 90 hours a week in the busy season doesn't leave much free time for Ken, when he does break away, he enjoys spending time with his wife, Crista, and their two little boys, Charlie (4) and Anthony (3). He also loves to play golf, work out, and watch Premier League matches when he can — especially when his team, Liverpool (*You'll Never Walk Alone*), is playing.

For more information or to contact BPG Inspections, visit www.bpginspections.com or call 800-285-3001. They can also be found on Facebook as "BPG Inspections - DMV."



The BPG Inspections Virginia team (from left to right: Scott Beckman, Dean Heim, Kevin Curtin, Greg Noble, Ken Humphreys, Doug Horton, Brad Lowery, Scott Fogelberg). (Photo by Aaron Lebo)



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NANCY ITTEILAG

Work Hard. Play Hard.



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

▶ cover story

By Zachary Cohen
Photos by Ryan Corvello

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

As the old adage goes, luck is what you make it. And in her three-plus decades in real estate, Nancy has developed a habit of making her own luck.

Roots Run Deep

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 IBM. There, she learned and practiced the sales skills that would



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serve her for the rest of her professional life. Yet, Nancy soon found out that raising a family and corporate life are a tough match. “I had a newborn child, and I was flying on airplanes three days a week,” Nancy remembers. “My wake-up call was an earthquake in California. I had my new son and my nanny with me because my husband also traveled a lot for his career. We were in this earthquake, and I thought, ‘This is no way to raise a son.’ The whole room was shaking. He was almost two, and he was laughing like the bed was a trampoline. But I’m watching the walls flex and the silverware fly, and that was my wake-up call.”

Nancy knew she would need to transition to a profession that required less travel. That’s when she turned to real estate.

Finding Her Calling

Nancy had long held a love for real estate. “I had a lot of friends in the foreign service who asked me to watch for things while they were abroad. I was always sought after for advice by friends in real estate when I wasn’t in real estate. So I got my license and did it on weekends while I was with IBM, then waited two years before making the switch,” Nancy explains.

Nancy considers herself fortunate. She landed with Pardoe Real Estate, a small firm where she was the youngest agent. The owner,

In 2021, the Washington Business Journal lists Nancy Itteilag, with Washington Fine Properties, as number 11 of the “Top Agents in the Washington Area.”



“**It’s important to have balance in your life. I am an example that you can work hard, play hard, and have a very happy life.**”

“For example, at IBM, we were taught we never disparage the competition. When I’m asked about other agents, I never disparage the competition. What I can say is what I can do for you and what we do best.”

Work Hard, Play Hard

“As much as we work hard, we also make time to play hard,” Nancy smiles. “It’s important to have balance in your life. I am an example that you can work hard, play hard, and have a very happy life.”

Samuel P. Pardoe, was a real estate legend, and he needed someone to handle the marketing for a new development. Nancy was in the right place at the right time. She led the marketing efforts for that development and went on to spearhead four more major residential developments.

Over the years, Nancy has continued to do a blend of new construction and resale business. She believes she’s lucky to have had that opportunity, but she recognizes the value of hard work, too. “There’s absolutely no substitute for hard work,” she says. “I have a really strong work ethic, a disciplined schedule.”

Nancy has now been in the real estate business for 33 years, and she’s not slowing down. In 2021, the Washington Business Journal lists her as the number 11 agent in the Washington area.

Nancy credits her formal training background at IBM with a lot of the skills she uses today. “I think it helps tremendously to have worked in a corporation like IBM, where the sales training was outstanding. Anytime you work for a major company, you learn a lot of good basic business principles that are transferable to real estate,” Nancy says.

Nancy enjoys golfing with her husband, Jack, as well as swimming and playing tennis. Jack also works in the real estate business (as a commercial appraiser). Her son, Chris, is an active agent on her real estate team, and her daughter, Valerie, helps the team with staging and design. “Along with the demanding schedule of a real estate agent, I make time to do the things I love outside real estate,” Nancy says.

As she looks ahead, Nancy sees a long future in real estate. She says that “retirement” is not in her family’s vocabulary. “My father-in-law worked until he was 85, and I really think it keeps the mind sharp,” Nancy explains. “The beauty of real estate is that we’re working with numbers and properties and how to make them as beautiful as we can. The entire process is better than a crossword puzzle to keep the mind sharp.”

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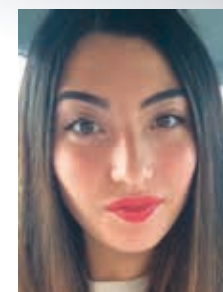
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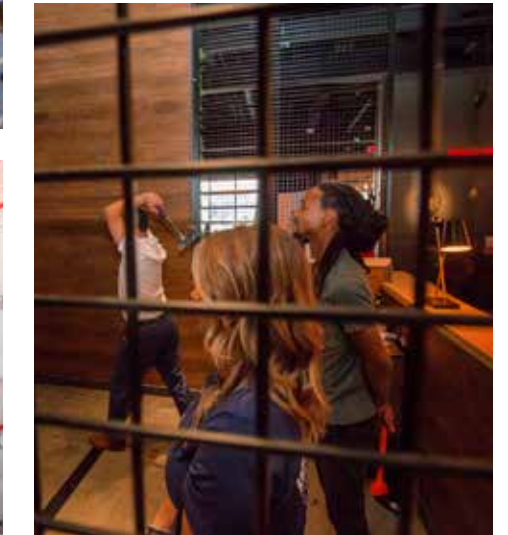
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▶ special events

DC METRO REAL PRODUCERS' AXE-THROWING EVENT

July 22, 2021

Photos by Ryan Corvello and Aaron Lebo



It was an honor to have you at our Kick Axe Throwing event on July 22, 2021, the last *DC Metro Real Producers* event of Summer 2021! We had an awesome time, and the feedback from all who attended has been overwhelmingly positive. Our photographers took amazing photos at the event. Check them out on Facebook today! Please be sure to tag your friends' pictures. In addition, please remember to join our private Facebook group if you haven't already! www.facebook.com/groups/127107808135298

Once again, we could not have put on this fantastic event without the support of our phenomenal partners: **Eastern Title & Settlement, The Mortgage Link, Curbio, and Perry Moving & Storage.** A big thank-you to our media sponsors as well: **HDBros, Ryan Corvello Photography, and Aaron Lebo Photography.** We appreciate you all!

Be on the lookout for your exclusive invitation to attend the big *NOVA* and *DC Metro Real Producers* joint event, scheduled for November 14th (details to follow). This is one event you do not want to miss!!

Thank you again for being part of our *DC Metro Real Producers* community. We appreciate you and can't wait to see you again at our next event!





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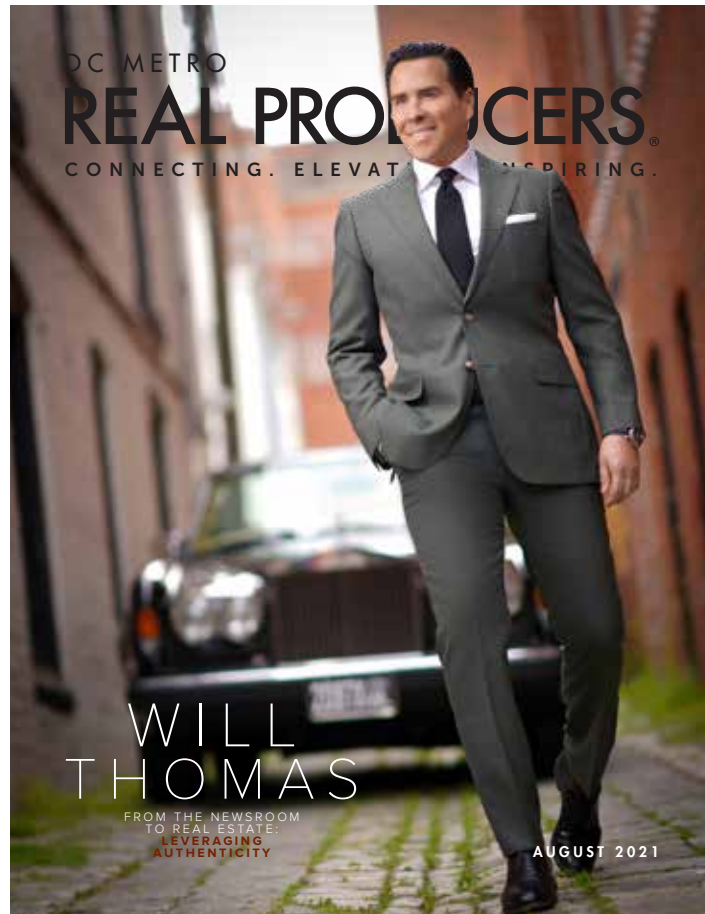
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WILL THOMAS



FROM THE NEWSROOM TO REAL ESTATE: LEVERAGING AUTHENTICITY

"The rubiest thing we can do is maintain the status quo." —Bob Iger

When he was a senior in high school and during college, Will Thomas spent his summers in Los Angeles, where he made a name for himself as a film producer. With a passion for the entertainment business, he decided to pursue his own path in front of the camera. Will quickly took up the art of storytelling, writing, and production.

"Hollywood journalists are a perfect fit for the talented, story-telling ability," Will reflects. "I was lucky enough to receive an internship at ABC News in New York City. Peter Jennings was someone I looked up to, so to be in the ABC network newsroom in New York was a dream realized."

Will went on to enjoy a successful 20-year career at Fox 5, WTTU Washington, D.C., and became an Emmy Award-winning news anchor.

During his time as a news anchor, Will also bought and sold several homes in D.C. "I would live in them for two years and design interiors, knowing I was going to sell. And I did just that a half dozen times," Will explains. "I was always a TR.



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WORDS CREATE WORLDS... What's IN? What's OUT?



“Words create worlds.” This is the introduction Jake Dreyfuss used when he interviewed our CEO, Christy Belt Grossman, on his

podcast, *Sell Them With Kindness*. He made the comment in relation to the evolution in the industry that Christy has spearheaded for many years, to elevate the operations role in real estate, changing the vernacular from “just an admin” to “Ops Boss®” (yes, the term is trademarked!).

If you have attended “BE A BOSS! 10 Secrets of a Mega EA,” you know an “average assistant” and an Ops Boss are like apples on a tree versus tarte tatin! (Raw ingredients versus an upside down French apple tart that is to die for!) Ops Bosses are not paper pushers. They are business partners,

entrepreneurs, growth-minded action takers who “own” their side of the business. When a REALTOR® views the role as an “Ops Boss” versus an “assistant,” everyone’s world gets bigger — the agent’s, the Ops Boss’s, and the team’s. Expectations are higher, and what is possible expands exponentially. Just by the word you used to describe the role.

If words create worlds, how are YOU being purposeful with the words you use to ensure you create bigger worlds for your teammates? And for yourself?!

Here are a few examples of “Ops Boss® Real Talk” to get you started:

OUT: Confrontation
IN: Conversation

“Average assistants” fear confrontation. As a result, they often avoid the “hard” topics. Ops Bosses know that entrepreneurs count on them to bring a fuller perspective when decision making, for “hole poking” when necessary, and for being the “Captain of Consistency” they need to keep them focused. If you think of this as conversation instead of confrontation, it becomes much easier. That means problems are solved faster. Solutions are better thought out. The result is a business that grows stronger, faster and bigger. And bigger worlds for all involved.

OUT: Accountability
IN: Coaching

The word accountability has a bad rap. The reality is, true Ops Bosses CRAVE accountability. They seek it out like a moth to a flame. So do the most successful business owners. That said, we often have team members who aren’t where we are (yet). It’s our opportunity to encourage our team to step up to be their best. Instead of weekly “accountability meetings,” what if you had weekly “coaching” or “one-on-ones” with your team? This makes it more about them than it does about you. (And isn’t that how it should be anyway?)

P.S. Team Leaders, if you have a business coach and you’re in growth mode, put your Ops Boss in “operations coaching.” Double sled dogs (versus one lead) pull the team faster.

OUT: Goals
IN: Commitments

OK, we are not saying to throw your goals out. We all need BIG goals. And, if we focus on our activities, the results will follow. So instead of focusing on lagging indicators — move your weekly focus to commitments. Ask yourself (or your teammates) what you COMMIT to doing this week. That one word will change your life and theirs. (Same idea as “There’s no such thing as try.”)

OUT: Talk About It (or Just Do It)
IN: Implement It

Lots of teams talk the talk. Very few walk the walk. Some don’t get past the “talk about it” stage. (See “Goals versus Commitments,” above). Other teams skip from crawling to sprinting, only to be surprised there are hurdles on the track. Instead of dreaming up an idea and “just doing it,” IMPLEMENT it.

Implementing implies pre-learning and planning. It implies purposefulness and an implementation PROCESS. (We teach the 5 Steps To Creating A System in our “Systems Are Sexy” class.) Implementing means less work on the back end. And it means you get the actual results you’re looking for versus a bunch of unintended and problematic results. “Do it” feels faster. And it’s not, because “just do it” means “now fix it” follows. Instead, “Implement it!”

MORAL OF THE STORY: You’ve heard the saying, “you’re either growing or you’re dying”. Your words have the same effect. Choose carefully and the words you use can create great big worlds — for you AND your team. This is “Real Talk”! And we think THAT is Bossy!

P.S. If you want to be part of the realest of real talks and high-level operations conversation, join us at the 4th Annual Ops Boss® Leader Retreat, Oct. 8-10, in the Washington D.C. area! It’s where the unicorns come out to play!



Christy Belt Grossman is Founder & CEO of Ops Boss® Coaching. Prior to that, Christy was COO of one of the nation’s first teams to sell \$1 billion. Ops Boss® Coaching provides classes; group coaching; elite, 1:1 coaching; and an annual conference JUST for real estate operations professionals. www.OpsBossCoaching.com.



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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
1	Nancy W Taylor Bubes	Washington Fine Properties, LLC	40.5	\$92,694,816	15	\$44,829,000	55.5	\$137,523,808
2	Michael W Rankin	TTR Sotheby's International Realty	17	\$55,366,000	13.5	\$48,023,500	30.5	\$103,389,504
3	Jennifer S Smira	Compass	58	\$48,988,352	54.5	\$52,955,072	112.5	\$101,943,424
4	Daniel M Heider	TTR Sotheby's International Realty	27.5	\$53,890,500	20	\$38,068,500	47.5	\$91,959,000
5	Nathan J Guggenheim	Washington Fine Properties, LLC	36.5	\$35,943,400	40	\$46,232,688	76.5	\$82,176,088
6	Frederick B Roth	Washington Fine Properties, LLC	16.5	\$37,357,924	10.5	\$42,399,400	27	\$79,757,328
7	Dana Rice	Compass	33.5	\$42,329,476	24	\$32,484,470	57.5	\$74,813,944
8	Wendy I Banner	Long & Foster Real Estate, Inc.	28.5	\$40,678,156	26	\$30,072,910	54.5	\$70,751,064
9	Barak Sky	Long & Foster Real Estate, Inc.	41	\$31,675,590	43	\$35,099,048	84	\$66,774,640
10	Brian Wilson	EXP Realty, LLC	87	\$57,371,896	11	\$8,399,412	98	\$65,771,308
11	Trent D Heminger	Compass	69.5	\$50,497,920	14.5	\$11,279,226	84	\$61,777,144
12	Alejandro Luis A Martinez	The Agency DC	35.5	\$17,329,600	109.5	\$42,273,368	145	\$59,602,968
13	Mandy Kaur	Redfin Corp	86	\$46,557,120	22	\$11,865,350	108	\$58,422,472
14	Hans L Wydler	Compass	24	\$33,162,544	14	\$24,569,476	38	\$57,732,020
15	Lauren E Davis	TTR Sotheby's International Realty	17	\$21,311,000	19	\$34,559,500	36	\$55,870,500
16	Robert Hryniewicki	Washington Fine Properties, LLC	13	\$38,180,756	6.5	\$16,822,500	19.5	\$55,003,256
17	Nathan B Dart	RE/MAX Realty Services	50	\$34,950,352	28	\$19,144,750	78	\$54,095,104
18	Anslie C Stokes Milligan	McEneaney Associates, Inc.	25	\$22,937,250	22	\$29,633,750	47	\$52,571,000
19	Erich W Cabe	Compass	24.5	\$21,856,518	26	\$30,277,000	50.5	\$52,133,520
20	Troyce P Gatewood	Keller Williams Realty Centre	38	\$17,088,950	90	\$34,822,264	128	\$51,911,216
21	Nurit Coombe	The Agency DC	28.5	\$21,122,384	49	\$30,490,102	77.5	\$51,612,488
22	Kimberly A Cestari	Long & Foster Real Estate, Inc.	23	\$29,389,500	17	\$21,800,200	40	\$51,189,700
23	Marjorie S Halem	Compass	33	\$31,989,150	16	\$18,476,500	49	\$50,465,648
24	Kara K Sheehan	Washington Fine Properties, LLC	15	\$37,503,000	7.5	\$12,905,820	22.5	\$50,408,820
25	Avi Galanti	Compass	24.5	\$30,516,650	14	\$19,384,000	38.5	\$49,900,648
26	James M Coley	Long & Foster Real Estate, Inc.	24	\$26,427,476	25	\$21,874,432	49	\$48,301,908
27	Chris R Reeder	Long & Foster Real Estate, Inc.	63.5	\$26,743,372	55	\$21,484,104	118.5	\$48,227,476
28	Tim Barley	RE/MAX Allegiance	23	\$24,907,640	21	\$22,550,640	44	\$47,458,280
29	Christie-Anne Weiss	TTR Sotheby's International Realty	8	\$20,648,000	9.5	\$26,029,000	17.5	\$46,677,000
30	Carl G Becker	Premier Properties, LLC	16	\$26,446,600	9	\$19,273,400	25	\$45,720,000
31	Marc Fleisher	Compass	15	\$37,126,880	4.5	\$8,064,000	19.5	\$45,190,880
32	Jay A Day	Real Estate Teams, LLC	59	\$27,488,938	40.5	\$17,513,438	99.5	\$45,002,376
33	Sheena Saydam	Keller Williams Capital Properties	26	\$15,006,614	49.5	\$29,903,988	75.5	\$44,910,604
34	Carolyn N Sappenfield	RE/MAX Realty Services	23	\$27,307,210	17	\$17,495,000	40	\$44,802,208

Disclaimer: Information based on MLS closed data as of August 6, 2021, for residential sales from January 1, 2021, to July 31, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
35	Eric P Stewart	Long & Foster Real Estate, Inc.	41	\$36,726,276	7.5	\$7,931,000	48.5	\$44,657,276
36	Kira Epstein Begal	Washington Fine Properties, LLC	18	\$16,544,011	26	\$28,035,220	44	\$44,579,232
37	Mark D McFadden	Compass	12.5	\$25,763,250	7	\$18,814,500	19.5	\$44,577,752
38	Brent E Jackson	TTR Sotheby's International Realty	25.5	\$25,810,500	15.5	\$18,647,538	41	\$44,458,040
39	Rong Ma	Libra Realty LLC	14	\$10,215,950	46	\$34,210,816	60	\$44,426,764
40	Cara Pearlman	Compass	13.5	\$14,394,000	16.5	\$29,027,910	30	\$43,421,912
41	Michael B Aubrey	Compass	18.5	\$14,883,102	27.5	\$28,215,842	46	\$43,098,944
42	Joel S Nelson	Keller Williams Capital Properties	31	\$30,705,890	10.5	\$12,176,000	41.5	\$42,881,888
43	Rebecca Weiner	Compass	18.5	\$17,245,296	29	\$24,595,630	47.5	\$41,840,928
44	Ethan F Drath	Washington Fine Properties, LLC	5	\$10,522,315	11	\$30,721,800	16	\$41,244,116
45	Cheryl R Leahy	Compass	25.5	\$31,760,040	6	\$8,928,000	31.5	\$40,688,040
46	Mark C Lowham	TTR Sotheby's International Realty	4.5	\$20,402,360	4.5	\$20,152,360	9	\$40,554,720
47	Judy G Cranford	Cranford & Associates	17.5	\$15,425,710	20	\$25,114,502	37.5	\$40,540,212
48	Casey C Aboulafia	Compass	18.5	\$15,706,521	24.5	\$24,270,388	43	\$39,976,908
49	Antonia Ketabchi	Redfin Corp	17	\$12,629,180	30	\$27,293,100	47	\$39,922,280
50	Tyler A Jeffrey	Washington Fine Properties, LLC	17	\$18,291,680	18.5	\$21,121,250	35.5	\$39,412,928
51	Louis P Chauvin	Compass	3	\$9,337,750	10	\$29,548,670	13	\$38,886,420
52	Hazel Shakur	Redfin Corp	79.5	\$34,499,100	10	\$4,221,999	89.5	\$38,721,100
53	Robert A Sanders	TTR Sotheby's International Realty	29	\$24,792,450	8.5	\$13,416,250	37.5	\$38,208,700
54	Chelsea L Traylor	Redfin Corp	57	\$36,625,000	2	\$1,385,000	59	\$38,010,000
55	Michelle C Yu	Long & Foster Real Estate, Inc.	23.5	\$21,830,126	16.5	\$16,126,500	40	\$37,956,624
56	Jacob Taylor	Blue Valley Real Estate	83	\$36,874,480	1	\$560,000	84	\$37,434,480
57	Sina Mollaian	Compass	15.5	\$10,368,522	35	\$26,958,740	50.5	\$37,327,264
58	Robert Crawford	Washington Fine Properties, LLC	20	\$21,097,180	8	\$16,136,000	28	\$37,233,180
59	Robert G Carter	Compass	15	\$10,985,620	26	\$26,019,956	41	\$37,005,576
60	Elizabeth M Lavette	Washington Fine Properties, LLC	11.5	\$20,847,050	7	\$15,836,000	18.5	\$36,683,048
61	Jonathan S Lahey	EXP Realty, LLC	50	\$23,964,876	25.5	\$12,304,000	75.5	\$36,268,876
62	Lisa R Stransky Brown	Washington Fine Properties, LLC	23	\$25,677,680	9	\$10,591,000	32	\$36,268,680
63	James C. Peva	Washington Fine Properties, LLC	8	\$24,662,600	4.5	\$11,605,000	12.5	\$36,267,600
64	Sergei A Goumilevski	RE/MAX Realty Services	22	\$13,700,271	26	\$21,746,500	48	\$35,446,772
65	Jane Fairweather	Long & Foster Real Estate, Inc.	26	\$27,564,500	8.5	\$7,821,750	34.5	\$35,386,248
66	Lawrence M Lessin	Save 6, Incorporated	70	\$34,813,630	1	\$299,600	71	\$35,113,230
67	Roby C Thompson III	Long & Foster Real Estate, Inc.	6	\$7,657,625	23	\$27,452,250	29	\$35,109,876
68	Alan Chargin	Keller Williams Capital Properties	12	\$8,379,400	34	\$26,431,150	46	\$34,810,552
69	Russell A Firestone III	TTR Sotheby's International Realty	6	\$17,795,000	6	\$16,767,500	12	\$34,562,500
70	Norman S Domingo	XRealty.NET LLC	61	\$32,844,028	2	\$804,999	63	\$33,649,028
71	James Bass	Real Estate Teams, LLC	40	\$21,227,550	29	\$12,257,860	69	\$33,485,410

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
72	Daryl Judy	Washington Fine Properties ,LLC	17.5	\$22,713,220	6.5	\$10,037,000	24	\$32,750,220
73	Maxwell E Rabin	TTR Sotheby's International Realty	15	\$13,712,650	19	\$18,374,938	34	\$32,087,588
74	Carmen C Fontecilla	Compass	31	\$13,984,496	31.5	\$17,956,620	62.5	\$31,941,116
75	Eva M Davis	Compass	3	\$2,333,500	27.5	\$29,592,170	30.5	\$31,925,670
76	Katri I Hunter	Compass	10	\$6,171,800	30	\$25,189,400	40	\$31,361,200
77	Jennifer K Knoll	Compass	13	\$13,548,500	13	\$17,651,252	26	\$31,199,752
78	Keith James	Keller Williams Capital Properties	7	\$3,993,501	54	\$27,165,400	61	\$31,158,900
79	Jeffrey M Wilson	TTR Sotheby's International Realty	7.5	\$8,902,500	11.5	\$22,240,500	19	\$31,143,000
80	Eric M Broermann	Compass	14.5	\$11,500,373	20.5	\$19,484,550	35	\$30,984,924
81	Ellie M Shorb	Compass	9	\$14,196,900	7	\$16,315,000	16	\$30,511,900
82	Amanda M Lasko	Redfin Corp	33.5	\$26,342,510	6	\$4,097,835	39.5	\$30,440,344
83	Rex Thomas	Samson Properties	8	\$3,977,100	43	\$26,006,660	51	\$29,983,760
84	Bryan Kerrigan	Redfin Corp	53	\$28,827,800	2	\$1,065,000	55	\$29,892,800
85	Meredith L Margolis	Compass	10	\$10,812,115	23.5	\$19,015,160	33.5	\$29,827,276
86	Melinda L Estridge	Long & Foster Real Estate, Inc.	18.5	\$18,611,000	14.5	\$11,027,400	33	\$29,638,400
87	Margaret M Babbington	Compass	8.5	\$5,657,956	31.5	\$23,792,566	40	\$29,450,522
88	Anna D Mackler	Long & Foster Real Estate, Inc.	11.5	\$9,290,450	19.5	\$19,914,450	31	\$29,204,900

Disclaimer: Information based on MLS closed data as of August 6, 2021, for residential sales from January 1, 2021, to July 31, 2021, in Virginia, Maryland, and Washington, D.C., by agents licensed in our D.C. Metro service area of Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
89	D'Ann K Lanning	Compass	43.5	\$28,706,120	1	\$300,000	44.5	\$29,006,120
90	Aret Koseian	Compass	7.5	\$5,924,000	25	\$22,597,220	32.5	\$28,521,220
91	Karen D Rollings	EXP Realty, LLC	46.5	\$24,467,490	9.5	\$4,026,250	56	\$28,493,740
92	Eric Murtagh	Long & Foster Real Estate, Inc.	12.5	\$26,301,170	1	\$2,100,000	13.5	\$28,401,170
93	Juan Umanzor Jr.	Long & Foster Real Estate, Inc.	37.5	\$14,705,050	33	\$13,571,162	70.5	\$28,276,212
94	Charles Dudley	Compass	11	\$9,164,250	21.5	\$18,502,450	32.5	\$27,666,700
95	Daniel M Schuler	Compass	11.5	\$9,892,100	22.5	\$17,697,000	34	\$27,589,100
96	David R Bediz	Keller Williams Capital Properties	22.5	\$18,952,750	10.5	\$8,533,500	33	\$27,486,250
97	Sheila R Pack	RE/MAX Roots	48.5	\$17,488,536	27	\$9,939,672	75.5	\$27,428,208
98	Megan Stohner Conway	Compass	9	\$9,137,750	13	\$18,284,400	22	\$27,422,150
99	Mehrnaz Bazargan	Redfin Corp	44.5	\$26,863,248	1	\$555,000	45.5	\$27,418,248
100	Mitchell J Toland Jr.	Redfin Corp	64	\$20,554,148	16	\$6,841,000	80	\$27,395,148
101	Lisa C Sabelhaus	RE/MAX Town Center	29	\$16,340,002	21.5	\$11,002,129	50.5	\$27,342,130
102	Corey C Burr	TTR Sotheby's International Realty	12	\$15,769,506	10.5	\$11,475,675	22.5	\$27,245,180
103	Richard Michael Morrison	Redfin Corp	2	\$1,293,000	34	\$25,922,152	36	\$27,215,152
104	Nancy S Itteilag	Washington Fine Properties, LLC	11	\$21,595,000	4	\$5,530,000	15	\$27,125,000
105	Andres A Serafini	RLAH Real Estate	16.5	\$14,161,502	18	\$12,879,066	34.5	\$27,040,568

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
106	Wentong Chen	Libra Realty LLC	14	\$13,244,000	17	\$13,775,000	31	\$27,019,000
107	Todd A Vassar	Compass	11	\$9,552,873	18.5	\$17,312,600	29.5	\$26,865,472
108	Christopher Craddock	EXP Realty, LLC	36.5	\$15,845,950	17	\$11,004,000	53.5	\$26,849,950
109	Barbara C Nalls	TTR Sotheby's International Realty	12.5	\$11,802,001	15	\$15,014,260	27.5	\$26,816,260
110	Louis G Cardenas	TTR Sotheby's International Realty	8	\$11,361,500	7.5	\$15,340,325	15.5	\$26,701,824
111	Harrison I Beacher	Keller Williams Capital Properties	14.5	\$8,646,609	26	\$17,984,250	40.5	\$26,630,860
112	Cynthia L Howar	Washington Fine Properties, LLC	5	\$7,710,000	7.5	\$18,807,000	12.5	\$26,517,000
113	Anne C Killeen	Washington Fine Properties, LLC	16.5	\$25,381,000	2	\$1,076,000	18.5	\$26,457,000
114	Koki Waribo Adasi	Compass	23	\$16,341,875	16	\$10,052,195	39	\$26,394,070
115	Matthew C Patterson	Redfin Corp	47	\$20,458,818	10	\$5,620,000	57	\$26,078,818
116	Donnell L Kearney	Compass	9	\$8,335,000	17	\$17,691,288	26	\$26,026,288
117	James L Bell	TTR Sotheby's International Realty	4	\$13,185,000	2	\$12,745,000	6	\$25,930,000
118	Farrah E Fuchs	Redfin Corp	54	\$23,540,792	4	\$2,130,000	58	\$25,670,792
119	Dorothy M Bistransin	Redfin Corp	56	\$24,287,850	3	\$1,346,900	59	\$25,634,750
120	Sarah Jacobs	Washington Fine Properties, LLC	5	\$14,060,000	4.5	\$11,345,000	9.5	\$25,405,000
121	Michael R Brennan	Compass	17	\$21,109,744	5	\$4,189,000	22	\$25,298,744
122	David R Getson	Compass	6.5	\$4,053,751	20	\$21,086,850	26.5	\$25,140,600
123	Scott J Swahl	Redfin Corp	49	\$22,234,700	6	\$2,882,000	55	\$25,116,700
124	Lee R Tessier	EXP Realty, LLC	33	\$10,912,025	32.5	\$13,905,400	65.5	\$24,817,424
125	James E Brown	Turning Point Real Estate	19	\$12,218,500	19	\$12,596,460	38	\$24,814,960
126	Vincent E Hurteau	Continental Properties, Ltd.	10.5	\$8,026,684	13	\$16,717,000	23.5	\$24,743,684
127	Justin Tanner	RE/MAX Allegiance	12.5	\$11,461,775	12	\$12,970,500	24.5	\$24,432,276
128	Elizabeth M Burrow	Keller Williams Realty Centre	18	\$13,454,094	16	\$10,941,594	34	\$24,395,688
129	Carlos A Garcia	Keller Williams Capital Properties	15	\$12,536,184	11.5	\$11,806,680	26.5	\$24,342,864
130	Patricia G Mills	Charis Realty Group	50.5	\$19,017,372	17	\$5,322,389	67.5	\$24,339,760
131	Thomas S Buerger	Compass	8	\$5,860,000	22	\$18,378,408	30	\$24,238,408
132	Kenneth A Grant	RE/MAX Plus	19	\$8,882,200	35	\$15,346,189	54	\$24,228,388
133	Daniel Brewer	Washington Fine Properties ,LLC	13.5	\$12,253,750	11	\$11,954,630	24.5	\$24,208,380
134	Sebastien Courret	Washington Fine Properties ,LLC	11.5	\$9,748,750	16	\$14,238,830	27.5	\$23,987,580
135	Mansour F Abu-Rahmeh	Compass	8	\$5,768,625	17	\$18,022,662	25	\$23,791,288
136	Pamela B Wye	Compass	9	\$9,326,650	11	\$14,457,750	20	\$23,784,400
137	Andrew Essreg	RLAH Real Estate	10	\$8,406,500	22	\$15,337,330	32	\$23,743,830
138	Robert Jenets	Stuart & Maury, Inc.	11	\$12,357,626	8	\$11,379,000	19	\$23,736,626
139	Marshall Carey	Redfin Corp	32	\$22,745,000	1	\$915,000	33	\$23,660,000
140	Margot D Wilson	Washington Fine Properties, LLC	6.5	\$12,062,150	3.5	\$11,545,000	10	\$23,607,150
141	Scott Sachs	Compass	13.5	\$11,028,600	14	\$12,479,900	27.5	\$23,508,500
142	Lee Murphy	Washington Fine Properties, LLC	8.5	\$8,592,400	14	\$14,848,850	22.5	\$23,441,250

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
143	Ginette R. Winston	Winston Real Estate, Inc.	17	\$13,119,750	14	\$10,146,000	31	\$23,265,750
144	Thomas K Paolini	Redfin Corp	14	\$9,982,075	22	\$13,180,679	36	\$23,162,754
145	Daniel W Hozhabri	Keller Williams Realty Centre	39.5	\$17,228,550	13	\$5,899,250	52.5	\$23,127,800
146	Katie R Nicholson	Coldwell Banker Realty	27	\$15,199,875	20	\$7,918,775	47	\$23,118,650
147	Renee M Peres	Compass	13.5	\$8,574,650	19	\$14,442,000	32.5	\$23,016,650
148	Justin Kitsch	TTR Sotheby's International Realty	15	\$16,312,900	5	\$6,530,020	20	\$22,842,920
149	Nicholas P Chaconas	Redfin Corp	37	\$18,541,588	5	\$4,258,265	42	\$22,799,852
150	Robert H Myers	RE/MAX Realty Services	18	\$10,788,500	19	\$11,892,410	37	\$22,680,910
151	Roman Mychajliw	Long & Foster Real Estate, Inc.	65	\$22,241,260	1.5	\$387,500	66.5	\$22,628,760
152	Annabel D Burch-Murton	Compass	15	\$17,302,700	6	\$5,293,000	21	\$22,595,700
153	Joseph Himali	RLAH Real Estate	12.5	\$9,220,000	15.5	\$13,353,632	28	\$22,573,632
154	Rory Oblatz	Redfin Corp	6	\$5,729,000	25	\$16,795,488	31	\$22,524,488
155	Monica Bryant	Redfin Corp	42.5	\$18,673,886	6	\$3,760,945	48.5	\$22,434,830
156	William Fastow	TTR Sotheby's International Realty	7	\$13,023,750	6	\$9,295,000	13	\$22,318,750
157	Andrew Riguzzi	Compass	8.5	\$8,714,100	12	\$13,582,500	20.5	\$22,296,600
158	Leslie C Friedson	Compass	13.5	\$9,227,512	10	\$12,940,705	23.5	\$22,168,218
159	Lisa Tucker	Redfin Corp	35	\$19,616,100	3	\$2,537,000	38	\$22,153,100
160	Anne H Weir	Washington Fine Properties, LLC	3.5	\$4,748,000	9	\$17,405,000	12.5	\$22,153,000
161	Kimberly A Lally	EXP Realty, LLC	22.5	\$7,180,650	34	\$14,959,845	56.5	\$22,140,496
162	Susan Van Nostrand	Compass	14	\$9,974,820	11	\$12,116,512	25	\$22,091,332

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
163	Joan Cromwell	McEneaney Associates, Inc.	8	\$8,315,000	14	\$13,600,070	22	\$21,915,070
164	Elysia L Casaday	Compass	6	\$6,210,000	11.5	\$15,689,090	17.5	\$21,899,090
165	Marin Hagen	Coldwell Banker Realty	3	\$4,050,000	8.5	\$17,843,100	11.5	\$21,893,100
166	Alecia R Scott	Long & Foster Real Estate, Inc.	26.5	\$12,073,645	22	\$9,736,580	48.5	\$21,810,224
167	Tina C Cheung	EXP Realty, LLC	9	\$4,171,000	38	\$17,623,124	47	\$21,794,124
168	Kenneth C Germer	Compass	9	\$10,262,300	10	\$11,520,380	19	\$21,782,680
169	Andrew J Hopley	Keller Williams Realty Centre	26	\$11,891,903	19	\$9,883,500	45	\$21,775,404
170	Stacy M Allwein	Century 21 Redwood Realty	35	\$12,792,198	22	\$8,801,557	57	\$21,593,756
171	Jason D Martin	RLAH Real Estate	13.5	\$8,426,866	19.5	\$13,118,478	33	\$21,545,344
172	Kenneth M Abramowitz	RE/MAX Town Center	18	\$8,633,200	28.5	\$12,890,350	46.5	\$21,523,550
173	Hugh McDermott	TTR Sotheby's International Realty	7	\$7,920,000	14.5	\$13,546,000	21.5	\$21,466,000
174	Robert J Krop	Keller Williams Realty Centre	26	\$10,646,800	23.5	\$10,811,600	49.5	\$21,458,400
175	Adam T Rackliffe	Washington Fine Properties, LLC	7.5	\$18,685,256	1	\$2,615,000	8.5	\$21,300,256
176	Kornelia Stuphan	Long & Foster Real Estate, Inc.	8	\$14,620,000	5.5	\$6,676,500	13.5	\$21,296,500
177	Maya D Hyman	Compass	8.5	\$10,392,500	6	\$10,882,000	14.5	\$21,274,500
178	Ruby A Styslinger	Redfin Corp	8	\$5,437,000	20	\$15,824,499	28	\$21,261,500
179	Cameron H McFadden	Compass	10	\$18,213,250	3	\$2,885,000	13	\$21,098,250

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TOP 250 STANDINGS

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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
180	Thomas Lindsay Reishman	Compass	25	\$20,559,820	1	\$499,000	26	\$21,058,820
181	Will Thomas	TTR Sotheby's International Realty	4.5	\$11,860,500	3	\$8,997,000	7.5	\$20,857,500
182	Jocelyn I Vas	Compass	8.5	\$5,767,500	17	\$15,046,500	25.5	\$20,814,000
183	Victor R Llewellyn	Long & Foster Real Estate, Inc.	23.5	\$13,542,800	13	\$7,217,750	36.5	\$20,760,550
184	Lauren B Pillsbury	Washington Fine Properties, LLC	3.5	\$6,193,425	6	\$14,536,000	9.5	\$20,729,424
185	Ross A Vann	Compass	6	\$7,578,900	15	\$13,146,600	21	\$20,725,500
186	Long T Ngo	Redfin Corp	11	\$6,966,400	28	\$13,594,500	39	\$20,560,900
187	Eileen McGrath	Washington Fine Properties, LLC	6	\$20,550,000	0	\$0	6	\$20,550,000
188	Joshua Waxman	Long & Foster Real Estate, Inc.	9	\$8,535,530	11	\$11,992,000	20	\$20,527,530
189	Joshua D Ross	RE/MAX Realty Services	13	\$9,249,500	16	\$11,260,560	29	\$20,510,060
190	Seth S Turner	Compass	12.5	\$8,700,181	15.5	\$11,803,200	28	\$20,503,380
191	Silvana P Dias	Long & Foster Real Estate, Inc.	14	\$7,389,500	24	\$13,080,300	38	\$20,469,800
192	John T Pruski	Jack Realty Group	9	\$7,487,575	8.5	\$12,977,500	17.5	\$20,465,076
193	Gail E Nyman	RE/MAX United Real Estate	37.5	\$18,937,274	3	\$1,522,000	40.5	\$20,459,274
194	Shuang Zhao	Signature Home Realty LLC	20	\$11,605,620	17	\$8,839,546	37	\$20,445,166
195	James T Kim	McEneaney Associates	9	\$5,800,450	20	\$14,612,400	29	\$20,412,850
196	Jaime Willis	Compass	4	\$2,263,500	25	\$18,142,920	29	\$20,406,420
197	Jeffrey S Ganz	Century 21 Redwood Realty	17	\$8,020,500	20	\$12,377,170	37	\$20,397,670
198	John Coleman	RLAH Real Estate	5.5	\$3,348,026	23	\$16,905,778	28.5	\$20,253,804
199	Theodore Adamstein	TTR Sotheby's International Realty	6	\$10,916,000	3	\$9,245,000	9	\$20,161,000
200	Tamara E Kucik	RLAH Real Estate	19.5	\$12,956,908	10.5	\$7,149,500	30	\$20,106,408

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
201	Shierra Houston	XRealty.NET LLC	51	\$20,016,056	0	\$0	51	\$20,016,056
202	Mary C Gatton	Redfin Corp	36	\$18,436,500	2	\$1,502,000	38	\$19,938,500
203	Daniel F Metcalf	Long & Foster Real Estate, Inc.	25.5	\$19,884,000	0	\$0	25.5	\$19,884,000
204	Adewemimo D Collins	Redfin Corp	45	\$18,884,612	2	\$945,825	47	\$19,830,436
205	Michael Gailey	Compass	5.5	\$2,930,000	16.5	\$16,868,000	22	\$19,798,000
206	Cailin D Monahan	Washington Fine Properties, LLC	3	\$4,121,000	9.5	\$15,650,000	12.5	\$19,771,000
207	William R Hirzy	Redfin Corp	5	\$3,054,500	22	\$16,679,500	27	\$19,734,000
208	Jessica G Evans	Compass	11	\$8,572,400	17	\$11,132,400	28	\$19,704,800
209	Rachel P Levey	Compass	9	\$5,857,500	14	\$13,838,300	23	\$19,695,800
210	Jeremy E Lichtenstein	RE/MAX Realty Services	9	\$14,312,700	3	\$5,370,000	12	\$19,682,700
211	Michael J Matese	Compass	9	\$6,745,000	12	\$12,893,900	21	\$19,638,900
212	Lukas Iraola	Compass	10.5	\$5,230,300	20	\$14,182,675	30.5	\$19,412,976
213	Christopher R Leary	Washington Fine Properties, LLC	4	\$13,628,000	3.5	\$5,765,000	7.5	\$19,393,000
214	Kelly Basheer Garrett	McEneaney Associates, Inc.	4	\$3,729,900	12	\$15,583,827	16	\$19,313,728
215	David C Shotwell	Compass	11	\$6,136,300	12	\$13,163,650	23	\$19,299,950
216	Kelly C Kelley	Compass	0	\$0	24	\$19,269,912	24	\$19,269,912
217	Anne Stevenson	Washington Fine Properties, LLC	7	\$5,079,600	11	\$14,160,400	18	\$19,240,000

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TOP 250 STANDINGS

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

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
218	Kimberly M Dixon	Redfin Corp	33	\$17,138,000	3	\$2,097,000	36	\$19,235,000
219	Kyle Meeks	TTR Sotheby's International Realty	6	\$6,117,500	12.5	\$13,017,500	18.5	\$19,135,000
220	Eric Steinhoff	EXP Realty, LLC	20	\$11,600,500	13	\$7,445,310	33	\$19,045,810
221	Gary Foreman	Compass	15	\$5,832,850	27.5	\$13,158,400	42.5	\$18,991,250
222	Ellen G Abrams	TTR Sotheby's International Realty	5.5	\$4,949,000	5.5	\$14,040,000	11	\$18,989,000
223	John M Barry Jr.	Compass	15	\$10,141,900	7	\$8,792,000	22	\$18,933,900
224	Kimberly A Casey	Washington Fine Properties, LLC	15.5	\$17,365,900	1.5	\$1,442,000	17	\$18,807,900
225	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	10	\$12,989,500	5	\$5,815,120	15	\$18,804,620
226	Andrew K Goodman	Goodman Realtors	23	\$10,658,469	11	\$8,096,782	34	\$18,755,252
227	Melissa G Bernstein	RLAH Real Estate	14	\$11,496,500	8	\$7,216,755	22	\$18,713,256
228	Lyndsi Sitcov	McEneaney Associates	7	\$4,434,121	21	\$14,193,400	28	\$18,627,520
229	Jorge P Montalvan	Compass	11	\$7,983,786	12	\$10,599,650	23	\$18,583,436
230	Gali Jeanette Sapir	Long & Foster Real Estate, Inc.	7.5	\$4,070,500	23	\$14,506,001	30.5	\$18,576,500
231	Sarah Minard	Compass	4	\$3,207,000	13	\$15,342,900	17	\$18,549,900
232	Matthew M Koerber	TTR Sotheby's International Realty	12.5	\$10,736,400	10	\$7,788,650	22.5	\$18,525,050
233	Eric T Hovanky	Redfin Corp	24	\$11,636,334	9	\$6,770,000	33	\$18,406,334

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
234	Joseph M Poduslo	TTR Sotheby's International Realty	8	\$8,775,500	10	\$9,623,500	18	\$18,399,000
235	David S Hatef	TTR Sotheby's International Realty	4.5	\$5,797,720	10	\$12,563,900	14.5	\$18,361,620
236	Anna-Louisa A Yon	Compass	7.5	\$4,842,309	16.5	\$13,495,625	24	\$18,337,934
237	Dana S Scanlon	Keller Williams Capital Properties	10	\$7,278,304	17.5	\$11,002,499	27.5	\$18,280,804
238	Traudel Lange	Compass	7	\$11,583,000	4	\$6,665,550	11	\$18,248,550
239	James L Roy	LuxManor Real Estate, Inc	16	\$11,769,700	10	\$6,463,640	26	\$18,233,340
240	Jennifer T Chow	Long & Foster Real Estate, Inc.	7.5	\$8,968,500	12	\$9,228,195	19.5	\$18,196,696
241	Helena Pulyaeva	RE/MAX Realty Services	14	\$8,447,800	21	\$9,673,533	35	\$18,121,332
242	Kelly W Williams	TTR Sotheby's International Realty	8	\$11,126,925	5	\$6,985,000	13	\$18,111,924
243	Ronald S Sitrin	Long & Foster Real Estate, Inc.	17.5	\$14,722,000	4.5	\$3,372,500	22	\$18,094,500
244	John T Kirk	RLAH Real Estate	26	\$16,987,798	2	\$1,081,815	28	\$18,069,612
245	Marc Bertinelli	Washington Fine Properties, LLC	7	\$8,889,300	6	\$9,127,500	13	\$18,016,800
246	Phoenix E Wright	Compass	4.5	\$3,265,630	24	\$14,708,114	28.5	\$17,973,744
247	Xuri Wang	Hometown Elite Realty LLC	6	\$5,225,000	11	\$12,733,688	17	\$17,958,688
248	Margaret N Percesepe	Washington Fine Properties, LLC	7.5	\$8,727,500	8.5	\$9,174,750	16	\$17,902,250
249	Jennifer Eckel	Compass	14.5	\$9,991,235	12	\$7,906,025	26.5	\$17,897,260
250	Anne-Marie R Finnell	TTR Sotheby's International Realty	10.5	\$12,408,425	3.5	\$5,332,500	14	\$17,740,924

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FIRST HOME
MORTGAGE

Why First Home?

WHY CHOOSE US?

- Largest private lender in the state of Maryland
- Access to a variety of loan programs and competitive interest rates
- Faster processing turn times because loans are processed, approved, and closed locally
- Commitment to customer service
- Conventional, FHA, VA and USDA Financing
- Chenoa Fund, 100% FHA Financing
- 100% VA Financing
- Second mortgage up to 95% financing
- Consistent pre-qualifications and on-time closings
- First time home buyer down payment assistance programs
- Grant programs for first responders and teachers
- 5% down conventional loans no PMI
- Long term rate locks with a float down option.

We look forward to working with you!



Ryan Paquin
Branch Manager
NMLS ID 187868
443-377-1589



Erin Johnson
Branch Sales Manager
NMLS ID 215208
240-216-8824



Jay Franklin
Branch Sales Manager
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Jessica Enfinger
Sales Manager/ Sr Loan Officer
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Olu Ajayi
Loan Officer
NMLS ID 189732
301-343-5551



Jordan Eng
Loan Officer
NMLS ID 1217691
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Ryan Kurrle
Loan Officer
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Blake Price
Loan Officer
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Ben Driscoll
Loan Officer
NMLS ID 2066729
704-860-6226



Kyle Davidson
Loan Officer
NMLS ID 2102662
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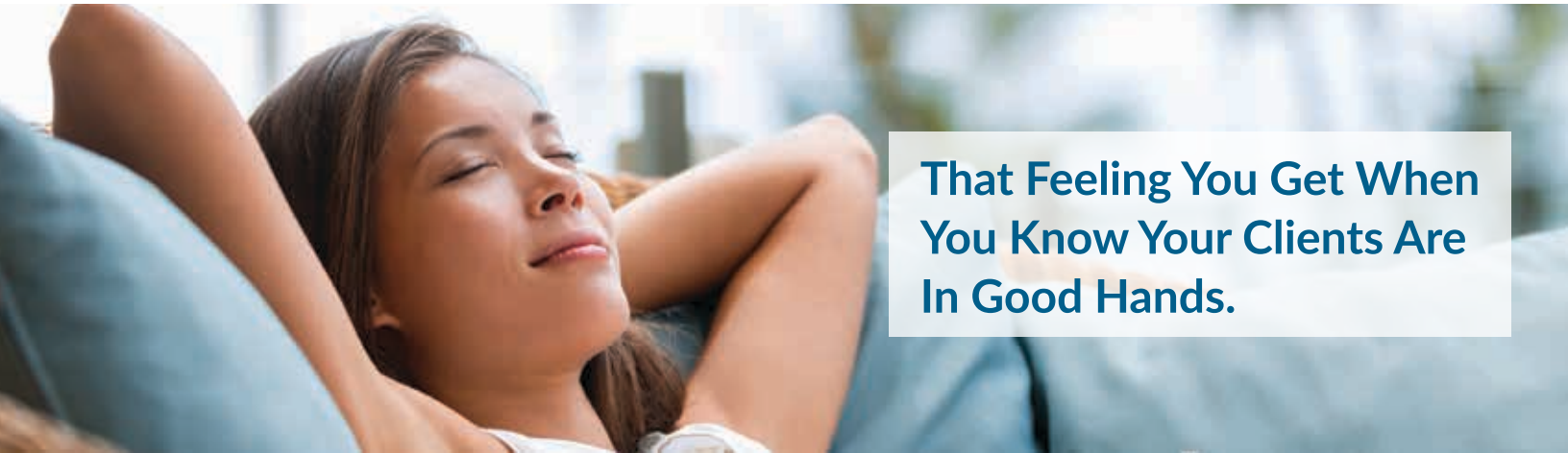


Zac Rucci
Loan Officer
NMLS ID 1550645
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Branch NMLS ID 186980 Branch NMLS ID 2031819



This is not a guarantee to extend consumer credit as defined by Section 1026.2 of Regulation Z. Programs, interest rates, terms and fees are subject to change without notice. Income restrictions, minimum credit scores, and other program requirements and qualifications may apply to certain programs. All loans are subject to credit approval and property appraisal. First Home Mortgage Corporation NMLS ID #71603 (www.nmlsconsumeraccess.org)



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“



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

*Carlos Garcia, Principal Eng Garcia Group
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“



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Jason Martin, CEO Jason Martin Group, RLAH Real Estate

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