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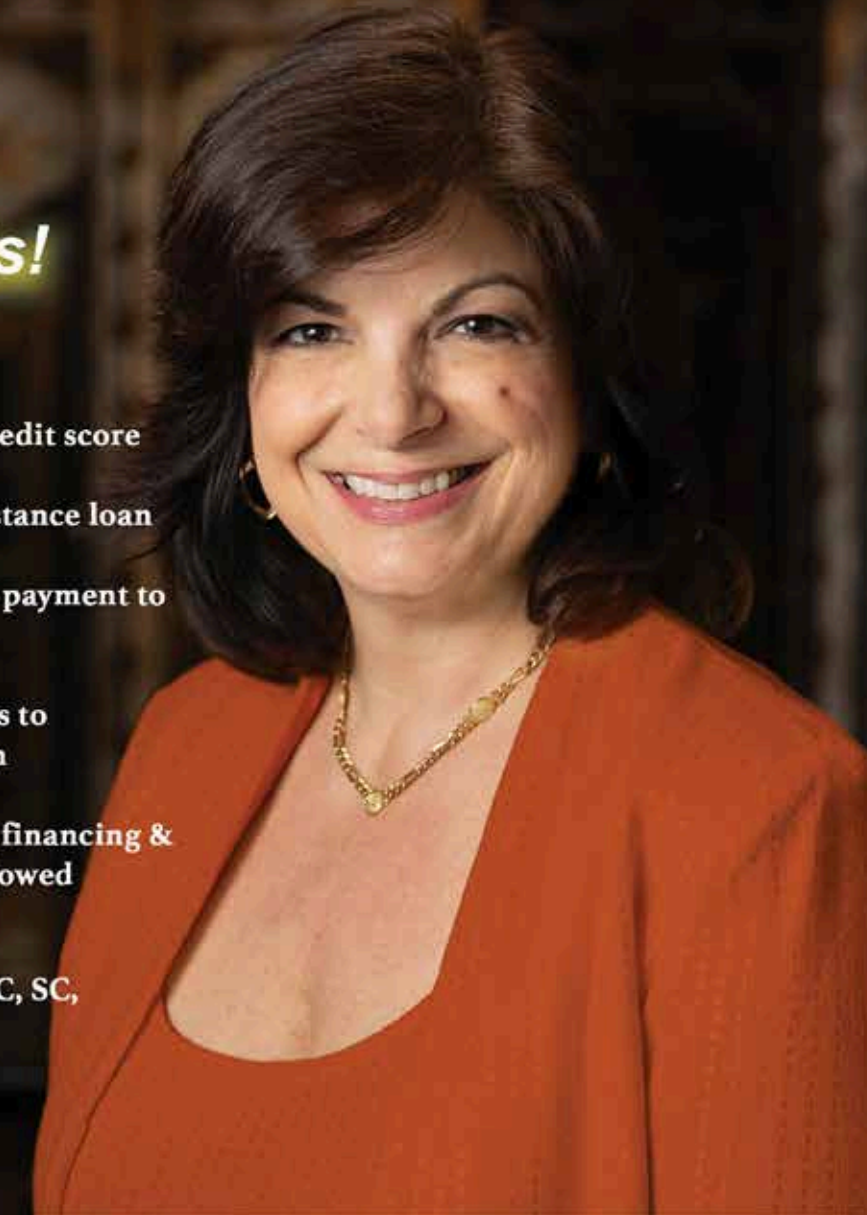
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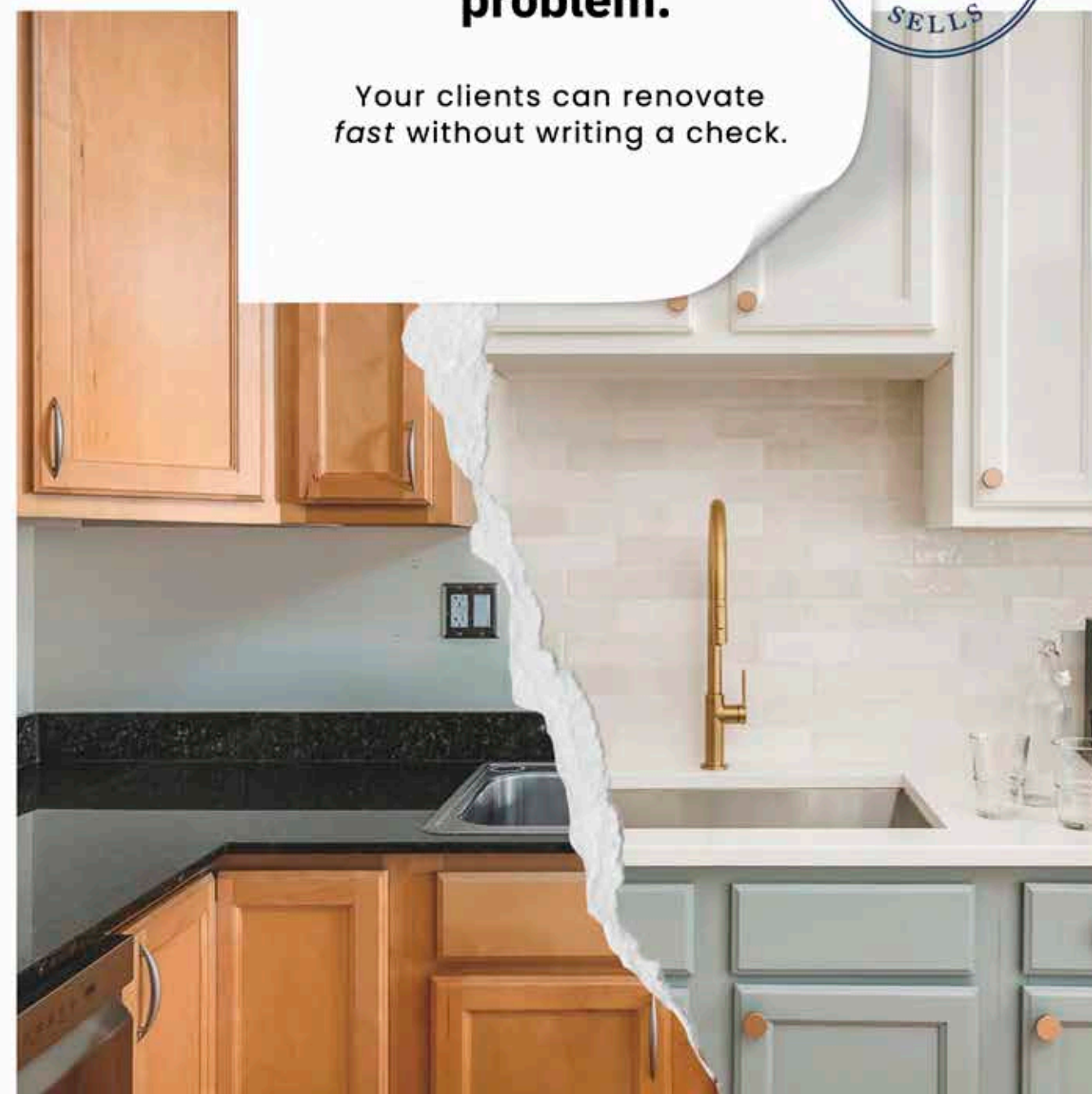
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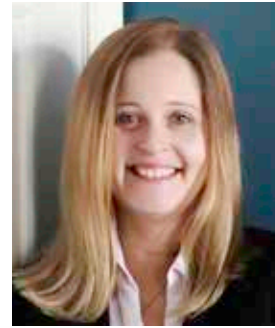
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►► publisher's note

EMBRACING RESILIENCE

Dear D.C. Metro Real Producers,

As the vibrant colors of autumn paint the world around us, I am reminded of the beauty that comes with change. We all face seasons of transition and growth in our professional and personal lives. This October, let us recognize the power of resilience while embracing change — a quality that defines our top agents and preferred partners.

Resilience is not just a trait; it's a mindset that propels us forward, no matter the challenges we encounter. In real estate, where every day presents new opportunities and hurdles, resilience is our compass. Just as the leaves fall, creating space for renewal, resilience allows us to shed what no longer serves us and embrace new possibilities! With the changing real estate landscape, we rely on our collective resilience to navigate uncertainty and chart new paths to success.

October is also Breast Cancer Awareness Month — a time to honor the resilience of survivors and raise awareness about early detection and prevention. Please join me in supporting this vital cause, fostering unity among those who have battled breast cancer and those who stand by their side.

Speaking of unity, our recent NFL Game Day 2023 event at FedEx Field was a testament to the strength of our Real Producers community. The photos capturing those unforgettable moments are now live on our social media accounts! Tag yourself and your friends, and be sure to look forward to their appearance in our upcoming November issue.

Lastly, a warm welcome goes out to our newest DC Metro Real Producers preferred partners, **Fairway Independent Mortgage Corp., Final Offer**, and **Moyer Staging + Design**. Your expertise enhances our Real Producers community, and we're excited to collaborate with you!

As October unfolds, let's channel the spirit of resilience in every endeavor as we continue to adapt, grow, and inspire each other!

Best regards,



Kristin Brindley
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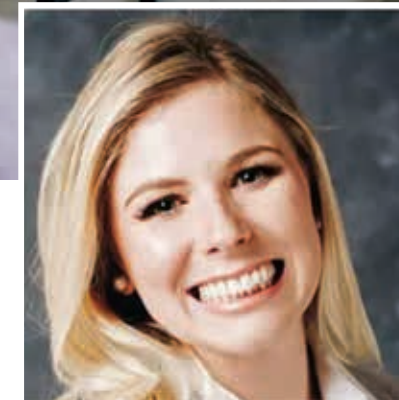
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▶▶ we ask ... you tell!

What did your parents do for a living? Did you follow in their footsteps?



RYAN DAVILA
Compass

My mom was a stay-at-home mom and my father is a concrete mason!



JAIME WILLIS
Compass

I did not follow in their footsteps, but I am a third-generation small business owner. My grandfather ran a tire store and my dad ran an auto repair shop!



DAN HOZHABRI
Keller Williams Realty

My dad was a mechanic and a commercial cabinet maker, and my mom was a drive-through bank teller.



DINA THOMAS
RLAH Real Estate

My dad did computer stuff his whole life, and in his 50s he became a math teacher. My mom was in public relations and is now a preschool teacher.



KERRI MURPHY
RLAH Real Estate

My dad owned his own business and I actually went to business school. After grad school, I worked with a lot of entrepreneurs who would always ask me if I was going to start my own business and I'd say no, it was too much work. But here I am!



KORNELIA STUPHAN
Long & Foster Real Estate

No, not at all. My father was an engineer and my mom was a stay-at-home mom.



ANTHONY SALINAS
TTR Sotheby's International Realty

No, I did not follow in their footsteps. My dad worked in construction and my mom was a nurse.



DREW HOPLEY
Keller Williams Realty Centre

My dad was an architect and a land developer up and down the East Coast, so I'd say I got some of my real estate itch from that. My mom was a homemaker for most of my childhood and then became a child life specialist at the hospital, so I got some of my empathy traits from her.



KATIE NICHOLSON
Coldwell Banker Realty

Both of my parents worked for the government. I knew I didn't want to have a ton of bosses and wanted to be an entrepreneur myself!



MEREDITH MARGOLIS
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My dad is a retired gastroenterologist and my mom worked with my grandfather selling wholesale meat. However, my entrepreneurial spirit and understanding of sales were learned from them!

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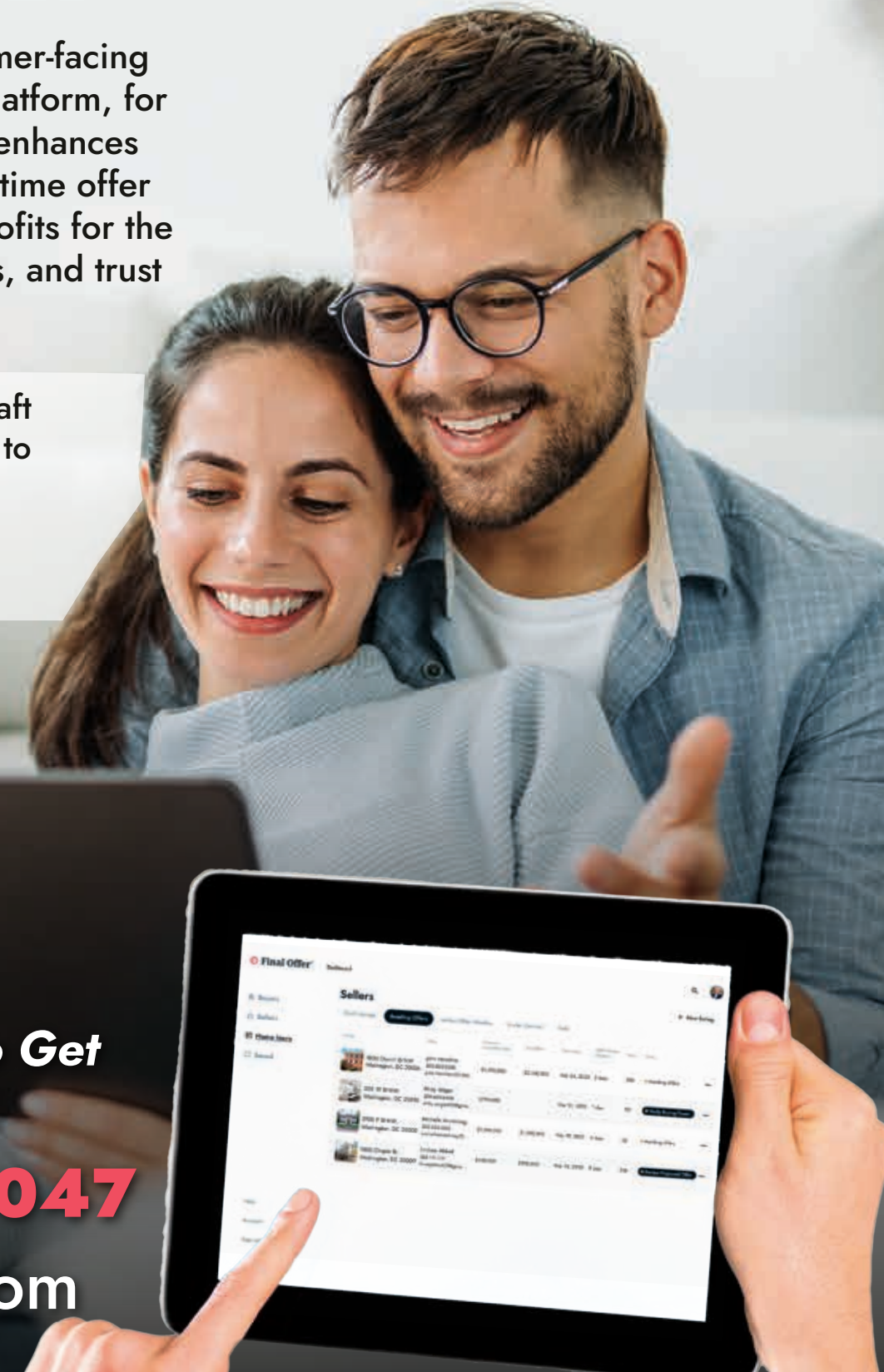
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6

Tasks to Outsource and Free Up Time and Energy

As a real estate agent, your to-do list is never-ending, right? Between meeting with clients, scheduling showings, negotiating contracts, and managing administrative tasks, it's easy to feel overwhelmed.

Outsourcing tasks can be your secret superpower that levels up your business, allowing you to get more done with less time and energy expended. If you haven't experienced working with a virtual assistant (VA) yet, here are some of the most popular tasks to consider outsourcing. Investigate whether these obligatory activities can be shipped off to your trusty VA.

1. Database Management: Keeping track of client information, leads, and contacts is essential for a successful real estate business. A VA can help an agent manage their database, input new leads, and keep the information up to date.

2. Social Media: From scheduling to designing posts, responding to messages and running analytics, there are plenty of repetitive tasks across your social media channels that a VA can effectively do.

3. SEO and Blog Posting: What keywords are the best for you to rank for? Are they being utilized properly on your website? Are your blog posts effectively optimized for search rankings? Rather than dive into Surfer SEO and other search tools, leave it to the pros and free up at least a few hours every week.

4. Administrative Tasks: Real estate agents are often bogged down with administrative tasks such as answering phone calls, responding to emails, and managing paperwork. By outsourcing these tasks to a VA, you can free up more time to focus on revenue-generating activities. A VA can help you with various administrative tasks such as data entry, appointment scheduling, and bookkeeping.

5. Graphics: Who has time to sit on Canva for a few hours making reels

and infographics? Link up with a designer who gets the aesthetic you're going for and get your marketing materials created in bulk.

6. Lead Generation: Generating leads is critical to any real estate business's success, but it can be time-consuming and challenging. Outsourcing lead-generation tasks to a professional can help you identify potential clients and streamline your sales process. A lead-generation professional can assist you in creating a targeted lead-generation strategy, developing marketing materials, and managing outreach campaigns.

In conclusion, outsourcing certain tasks can help you manage your workload more efficiently and allow you to focus on your core strengths as a real estate agent. Consider outsourcing marketing and advertising,

administrative tasks, photography and videography, home staging, and lead-generation tasks to professionals who can help you achieve your business goals.



With more than 25 years of experience, Todd Lebowitz is CEO and owner of 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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▶ partner spotlight
By Dave Danielson

From left to right: Move Consultants Clinton Thompson and Kim Woods; Client Services Manager Sherry Skinner; Sales Director Erick Barr; Move Consultants Larry Miller, Mike Stine, and Tom Mulkerin; CEO & Group President Bud Morrisette. (Photo by Ryan Corvello)

INTERSTATE

MOVING & STORAGE

Delivering Moving Solutions with Care

During the process of moving from one place to another, there's no shortage of surprises and hurdles that can pop up along the way. As your clients face that transition, it makes a huge difference to have someone on their side who can help them relocate with a minimum amount of stress and a maximum amount of care.

That's where Interstate Moving & Storage can help, offering solutions and peace of mind.

As CEO and Group President of the company, Bud Morrisette notes he and his team appreciate having the opportunity to make the moving experience as smooth as possible.

"What's very gratifying for us is that we deal with people during a stressful time and we bring solutions to them. We ease that stress and help them fulfill what their goals are," Bud emphasizes. "People move for all sorts of reasons. Some are good and some aren't. Whether it's positive or negative, we help them see it through."



CEO & Group President Bud Morrisette
(Photo by Ryan Corvello)



Bud Morrisette is the grandson of Arthur E. Morrisette, who founded Interstate Moving & Storage in 1943. (Photo by Ryan Corvello)

A LEGACY OF EXCELLENCE

Bud's grandfather, Arthur E. Morrisette, founded Interstate Moving & Storage in 1943 when he was just 27 years old.

"My grandfather was orphaned. He dropped out of school in ninth grade to care for his two younger sisters," Bud shares. "He did odd jobs to make it all work; eventually, he got a job as a stock clerk at a department store and met my grandmother.

"From there, my grandfather went into civil service with the Navy in the human resources department for six years," Bud continues. "He was elevated through the ranks but felt he

could do more and wasn't comfortable with the bureaucracy. He finally quit the government job and put together \$450 with another gentleman to get a truck to be able to do odd jobs, including chopping firewood."

It wasn't long before Bud's grandfather was called upon to put his truck to work helping people move items.

"He was opportunistic," Bud smiles. "That experience of moving someone on that one occasion led to a career in founding a moving company. It's the American story: He didn't approach life with a sense of entitlement — just perseverance, discipline, desire, and a dream."

SIGNS OF SUCCESS

Today, Interstate Moving & Storage is a \$135 million enterprise with more than 500 employees who work to carry out more than 20,000 moves globally each year. Of that number, about 20 percent of the company's moves are in the Mid-Atlantic region, 50 percent are across the rest of the nation, and 30 percent take place abroad.

"A significant portion of our customers are referred to us by their REALTOR® as trusted advisors to their clients. We realize that ensuring their clients are properly matched with a professional moving company from start to finish goes a long way in reducing the stress of the relocation," Bud notes.

"We're the ones who are entrusted to move the lifelong possessions of a client and get them settled into their new residence," he continues. "The mover is the person who has the final touch on the experience. It's important to have that partner that takes care of things to the point where clients rave about the experience because we know that it reflects favorably on the real estate agent and, in turn, they receive referrals from their clients."

PROFESSIONALISM AT WORK

The list of achievements and positive referrals is massive for the company. Along the way, they have been an 11-time winner of the National Defense Transportation Association (NDTA) Quality Award and nine-time winner of the Fleet Safety Award from the American Moving and Storage Association (AMSA) for having the highest safety levels. In addition, they have been a seven-time winner of the Inc. 5,000 Award.

"We are very empathetic and customer-centric," Bud asserts. "Many of our staff members have come from

extensive moving backgrounds. They have captured firsthand knowledge through moving experiences in their own personal lives. A lot of our team members are either spouses of active military or family members of retired service members.

"Typically, when you are in the military, you will move 15 to 23 times... So they have experienced it, lived it, and know it; and when we work with clients, they are able to anticipate what's ahead and we use that experience to better educate and plan for our customers.

"The normal individual moves once every seven to 10 years," he adds. "We take that experience from our team and help them acclimate to what's ahead for them too."

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Ellen COLEMAN

The Next
Chapter

▶ agent spotlight

By Aja McFarland
Photos by Ryan Corvello

Ellen Coleman has always recognized the value of building connections and a strong referral network.

Ellen began her career as a paralegal. But she quickly realized that industry would not be her career path forward. She shifted gears, becoming the vice president of HR and operations at a retail company. Embracing her entrepreneurial spirit, she later co-owned a restaurant chain and catering business with her husband Larry. However, Ellen's desire for more eventually led her to the world of real estate.

"When I was working in the corporate world, I was building someone else's dream, not my own," she explains.

Ellen made the leap to real estate in 2005. With the addition of an assistant, referral agents and attorneys, Ellen began building a successful real estate team to help her ever-growing number of clients. Her 42 transactions totaling \$22 million in sales volume last year are evidence of her loyal clientele.

Ellen's transition from the corporate world to her esteemed career as a REALTOR® is underscored by an impressive collection of achievements, spanning the RE/MAX Hall of Fame, Chairman's Club, and a remarkable nine-year streak of Washingtonian Best Realtor awards.

"I've always been in the people business," Ellen says. "I have an extensive database with a long list of connections developed over the years... I just continue to build on that each year."

Cutting Through the Noise
Effective communication and



strategic planning are the main components of Ellen's approach to guiding clients through the complexities and challenges of the real estate marketplace. She constantly seeks information that she can share with her clients to prepare them for the realities of the market, allowing them to be open to options.

"I think many people approach this process without regard to what is possible. You need to be flexible and willing to consider other options. There's always another house and another possibility you may not have considered," she notes.

"I also have an inherent ability to cut through the noise and explain the options available. I don't sugarcoat it... 'Directly charming' is how one of my clients put it," she says of her no-nonsense approach.

Clients soon learn that Ellen also possesses a quality that sets her apart from other Realtors — her ability to listen closely. "A lot of Realtors say things like, 'If only my clients would listen to me', when, in fact, they should be listening more intently to their clients to avoid miscommunication. You

can't solve a problem if you are doing all the talking."

Educating her clients about the real estate process while creating and maintaining a relationship built on trust is the key to Ellen's success. The better she knows her clients, the easier it is to advocate for them. "Being their trusted advisor is what I find most rewarding, and it's what keeps me going," Ellen affirms. "That trust means that my business is about 90 percent referral-based."

Staying on Top
Ellen prides herself on continuously learning, attending classes and seminars, listening to podcasts, and scouring numerous trade publications so she can stay informed on all matters that impact real estate directly and indirectly. She is also quick to embrace advances in technology if it improves the process. "I'm always open to trying something new if it will save time and improve the client experience, but if I discover it's not providing value to my clients, nor my team, then I am willing to change," she says.

Ellen also serves as a mentor to agents at her RE/MAX Realty Centre

Ellen Coleman is the proud mother of two sons, Christopher and Brendan, and lives with her husband, Larry, in Ashton with their furry companion, Barkley.

for helping families review available options and determine the best fit,” Ellen says. “They may feel diminished because they’re in the senior role now, but there is so much more life to live.”

In addition to the work she does with seniors, Ellen is involved in various charitable endeavors. She participates in a partnership between RE/MAX and the Children’s Hospital Miracle Network known as the Miracle Home Program, in which she donates a portion of her commission to the network in the name of each client. She has also served as chairperson of the CMN Gala, which raised \$60,000 in one evening for the Children’s Miracle Network, and is involved with Operation Second Chance, an organization dedicated to helping veterans in crisis, particularly those with PTSD.

“We can never change the direction of the wind, but we can always adjust our sail,” Ellen smiles as she recites her favorite quote. “It is the perfect analogy... Life is unpredictable; it is your reaction to your circumstances that ultimately determines the outcome.”



brokerage. It is no surprise that her guidance relies on the importance of planning, and she uses the same words with her mentees that her father used with her when she wanted something: “Make your case.”

She explains, “I cherish those words because they forced me to strategize and develop a plan. For the most part, people know what they must do, they just need somebody to help them structure it.”

Giving Back

Now well into a successful real estate career, much of Ellen’s focus is now on senior living by helping seniors “right-size” their living arrangements. This involves assisting them in the often-arduous task of moving from a long-established home to the next chapter in their lives.

“It can be very difficult to determine what that next chapter looks like. But I feel like I’m a good advocate



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By Rebecca Lombardo



HARGREAVES

Photo by Elman Studio

The Rob & Brent Group at TTR Sotheby's International Realty



HELPING PEOPLE THROUGH LIFE'S GREATEST TRANSITIONS

The residential real estate industry is fraught with tense emotions and high-pressure situations, which is precisely why clients prefer a REALTOR® who handles such situations with grace. Rising star Michael Hargreaves has already gained that reputation among clients and peers.

As a graduate of Ninja Selling, Michael begins each day by focusing on his mindset. "I wake up every morning, step outside, breathe in fresh air, and give thanks for another day of opportunity" affirms Michael. "I do all of this before I start thinking about my workday because it helps me get in the right personal space to be the best real estate agent for my clients."

This daily act of gratitude is followed by positive affirmations, reading, and exercise. Michael also attributes the Ninja Selling philosophy for helping him achieve nearly \$10 million in sales last year.

After graduating summa cum laude from the University of Nebraska, Michael began his career in the media industry working in advertising sales for Cox Communications and affiliate sales and marketing with the Discovery Channel. But when Discovery relocated its global headquarters to New York, Michael decided to stay in D.C.

"I love D.C.," Michael shares. "I didn't want to relocate."

RIGHT SUGGESTION, RIGHT TIME

As a resident of D.C. for over 20 years, Michael has lived in Forest Hills, Adams Morgan, and Crestwood, where he currently lives with his partner, David, and their "bossy" orange tabby cat, Barnabas. Michael is an active supporter of the Crestwood community, sponsoring neighborhood events and volunteering with the Carter Barron Alliance, a network of individuals and organizations seeking to revitalize the Carter Barron Amphitheater in Rock Creek Park.

Michael is also active as a leader of the transition team for his former church of 10 years, Lincoln Congregational Temple, which closed its doors about three years ago. Through his volunteer work, Michael was already invested in making D.C. a great place to live, so when a friend proposed a career in the real estate industry, he listened.



Photo by Ryan Corvello



Michael Hargreaves (right) and his partner, David, live in D.C.'s Crestwood neighborhood. (Photo by Ryan Corvello)

“The more I learned, the more I was convinced that this was the right move for me,” Michael recalls. “I was coming in with a lot of previous experience working with clients, in sales and marketing, and negotiating contracts.”

Michael decided to apply his business experience both to his search for the right brokerage and to his first year as an agent. “I was very intentional about my search for a brokerage,” notes Michael. “I had worked for major multinational, global brands and the Sotheby’s brand was very appealing to



Photo by Ryan Corvello

me. They have a truly global presence. I also knew I wanted to work on a team and two names kept coming up: Rob Sanders and Brent Jackson.”

Michael found somebody who knew them and asked for an introduction. He’s been with The Rob & Brent Group now going on three years.

BUILDING ON HIS BACKGROUND

Michael has always been surrounded by amazing friends and a well-respected professional network. Having built those relationships over time, he was able to gain some insight from them as he stepped into a new career.

“I have this huge sphere of influence that already knows me and trusts me,” says Michael. “They’ve been an incredible source of business.”

Using the Ninja Selling system includes focusing on your sphere of influence. Michael’s successful

IN NEGOTIATION, IT HELPS TO MAKE AN AUTHENTIC CONNECTION WITH THE OTHER SIDE OF THE DEAL.

career in corporate America provided him with more than just networking skills. He also developed his emotional intelligence. As a result, his clients benefit from his diplomatic and nuanced experience of managing multiple teams toward a common goal. “In negotiation, it helps to make an authentic connection with the other side of the deal, to find out what is going on for them and find solutions that work for everyone,” says Michael.

His upbringing as a pastor’s son also taught him the value of empathy. Michael learned how to help people through life’s transitions by watching his father counsel people through life’s twists and turns. Michael sees his clients as people, not transactions, and tries to offer them the same level of compassion and honor he witnessed in his father.

“People buy and sell real estate for a reason,” Michael points out. “I consider it a huge honor to be part of their lives as they make enormous decisions... Helping find the perfect place to live their life is incredibly rewarding.”

FOR THE WIN

Michael remains level-headed throughout the ups and downs of each of his client’s wins. In fact, even when facing the strongest headwinds, as he did during a recent transaction, he remained so calm he got a note afterward from the seller’s agent complimenting him on his steady demeanor.

Michael’s best advice to other up-and-coming top producers looking to achieve the same level of success he’s enjoyed is not to try and go it alone. “Surround yourself with people who will teach you and uplift you and keep you on the right path,” he concludes.



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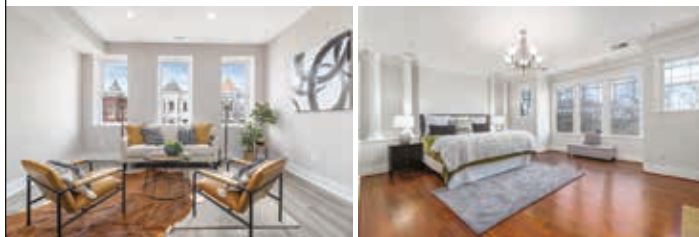
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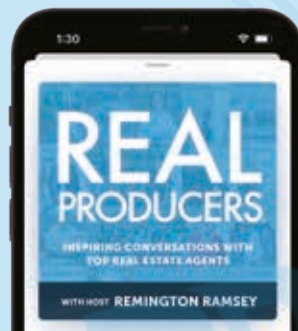
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ALEJANDRA ZELAYA



► partner spotlight

By George Paul Thomas
Photos by Ryan Corvello

FRESH HOME CLEANING

The Power of Resilience

Alejandra Zelaya has transformed the local cleaning industry into a platform for empowerment and change. Her company, Fresh Home Cleaning, isn't just about sparkling surfaces and tidy spaces; it's a testament to resilience, familial bonds, and the relentless pursuit of a better future.

Alejandra's journey, inspired by her mother's unwavering determination, has led her to build a cleaning empire that values its employees, provides opportunities for women, and conquers challenges with an unbreakable spirit.

Struggles and Sacrifices

Alejandra's story is one of sacrifice and strength, a narrative that embodies the essence of the American dream.

"My mom started to clean homes to provide for my brother and me," she shares. "This all started when I was 9 years old... I had learned a little bit of English at school so she would take me to potential new clients' homes to translate, provide an estimate, and be the point of contact for the client."

In the early 2000s, Alejandra's family fled their home country of El Salvador due to escalating violence, leaving

behind everything they knew. With her father unable to join them immediately, Alejandra's mother shouldered the responsibility of raising two children in a foreign land. She embarked on a cleaning journey that became the foundation of Alejandra's future aspirations.

Through countless challenges, Alejandra's parents worked tirelessly to secure their children's education, enabling both her and her brother to graduate from college debt-free. Armed with a degree in business administration from the University of Maryland, Alejandra entered the corporate world to work as a business analyst; but she couldn't quite ignore her inner calling to make a more profound impact.

Eventually, after 22 years of nonstop cleaning, Alejandra says her mother's inflamed sciatica and worsening arthritis became the catalyst that she needed to finally make the leap into entrepreneurship. "My mom's health had reached a point where she had to take 800 mg of ibuprofen at least once a day, every day," Alejandra recalls.

Resilience Amidst Adversity

However, launching Fresh Home Cleaning in 2020 presented unprecedented challenges, particularly with the



Alejandra Zelaya's parents, Blanca and Jose, fled El Salvador in the early 2000s to give their children a better life.



onset of the COVID-19 pandemic. As Alejandra reflects, “In May of 2020, we had about 90 percent of our recurring clients cancel services.”

The setbacks could have been overwhelming, but Alejandra’s determination and adaptability shone through. She pivoted towards the booming real estate industry, establishing vital relationships with REALTORS® to keep her business afloat.

Alejandra’s unwavering commitment to her parents’ well-being and her employees’ welfare guided her through the darkest times. “My parents are my ‘why,’ and when your why is strong enough, no matter what comes your way, you will persist,” she affirms.

With her mother’s invaluable assistance, Alejandra found creative solutions to navigate through shortages,

inflation, and the ever-evolving landscape of entrepreneurship. “I have been a business owner for three and a half years now and it has been a journey, to say the least. I have gone from doing the cleaning myself to having a team of 12,” she notes.

Empowering and Elevating
What sets Fresh Home Cleaning apart is Alejandra’s commitment to treating her staff fairly, a principle born from her family’s own experiences.

“We take good care of our staff, and because of that, we are not your average cleaning company,” she emphasizes. “All of our employees are very hard-working women looking to provide for themselves, their children and family. The women we employ remind me of my mom when we first arrived in this country. My goal was to create a cleaning

company that values their hard work, compensates them fairly and provides benefits. I am building the cleaning company that I wish my mom had the opportunity to work for when she cleaned homes herself.”

This commitment to employee well-being isn’t just rhetoric; it’s the backbone of Alejandra’s business philosophy. She candidly admits to the challenges she faced and the lessons learned.

“I’ve had to learn to manage, to lead, to get people to work together, and I’ve had to learn to handle stress. The problems I thought were a big deal back then are not a big deal today, so I am grateful for the ability to learn how to cope with stress, issues, and being able to build resistance in the game.”

Despite the challenges, Alejandra says she finds fulfillment in her ability to



provide job opportunities, echoing her mother’s journey decades prior.

Beyond Success

Alejandra’s future promises continued transformation. With the unwavering support of her parents, who now play important roles in the business, she envisions expanding Fresh Home Cleaning’s reach and impact.

“My mom now stays home and helps me with managing staff, getting the cars ready for each day, washing the rags and refilling products,” Alejandra explains. “My dad is like the big boss, he’s my voice of reason and helps with the mechanics of company vehicles, vacuums, and gives me the best TED Talks when I have wanted to give in.”

Alejandra’s journey is far from over, and her commitment to integrity, empowerment, and excellence remains unwavering.

“The future holds growth,” she smiles. “I plan to expand and continue to better the company in every area.”

OUTSIDE OF WORK

Alejandra balances her demanding work with weight training five days per week, which she describes as her “medicine.” It is this regular gym regimen that keeps her grounded and focused on her future goals.

For more information, visit [Fresh Home Cleaning online at www.fresh-homecleaning.com](https://www.fresh-homecleaning.com), or reach out to Alejandra Zelaya at 301-519-8035 or via email at azelaya@fresh-homecleaning.com.



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cover story

By Zachary Cohen

MEGAN CONWAY

Photo by Ryan Corvello

FOR THE LOVE OF D.C.

Photo by Ryan Corvello

Becoming a parent is one of the most impactful life experiences an individual can have. This major life milestone is often followed by a deep reassessment of life; values, careers, and more come into sharp focus. Becoming a mom or a dad can catalyze movement toward long-held dreams, aspirations, and visions.

In 2018, Megan Conway was living a comfortable and successful life. With two young children, her family was growing. Her career in corporate sales and marketing was on a smooth upward trajectory; she even had the ability to reduce her hours to put more focus on being with her children. And yet, something was missing. Megan wasn't waking up each day inspired to get to work.



Megan and Jack Conway founded the Conway Group in 2021.

We're genuinely in this business because we love helping people through these really complicated processes and life changes. That's what gets us excited about what we do every day. We love the people we work with.

"Real estate is something I had considered for a long time. I'm a D.C. native with multiple generations of family that grew up in the city. I love the city and its design and architecture," Megan offers. "But real estate is a pretty scary thing to jump into. Leaving a corporate, stable job comes with its risks, but when you start examining your time as a parent, you want to truly love what you're doing."

Megan finally determined the risk was worth the reward. She was ready to take the leap.

FINDING HER PASSION

Megan launched her real estate career with Compass five years ago, a brokerage she says she picked for its approach to marketing and technology. Those first few years were intense, but Megan made it through, building a solid foundation for her business while still staying ever-present for her children.

"There is a lot of dragging my kids around with me, and nights on the computer after the kids go to bed, but it is really exciting and liberating."



Photo by Ryan Corvello



Photo by Ryan Corvello

"I can wake up every day and jump into something I love," Megan reflects fondly.

After several years on Dana Rice's team, Megan and her husband, Jack, founded the Conway Group in 2021. Agent Sylvia Hevesi-Day, Marketing & Listing Director Sean Monaghan, and Operations Director Chiara Richardson round out the team. In 2022, they closed 57 transactions for approximately \$63.5 million.

"I think clients like working with us for multiple reasons. Mostly, they appreciate that we're real people," Megan explains. "We're genuinely in this business because we love helping people through these really complicated processes and life changes. That's what gets us excited about what we do every day. We love the people we work with."

RIGHT AT HOME

Megan is a fifth-generation Washingtonian born and raised in Chevy Chase, D.C. Her husband grew up in Mount Pleasant, the same neighborhood they live in today. Suffice it to say, Megan's roots in the D.C. area run deep. Her intimate knowledge of the region allows her to be the expert her clients need when finding or selling a home.



Megan Conway with Marketing & Listing Director Sean Monaghan (Photo by Ryan Corvello)

Jack and Megan Conway with their children, Ryan, James and Parker



WORDS OF WISDOM

“As parents, especially American parents, be kind to yourself. Give yourself a break. I don’t always have time to come home after a crazy day and feed my kids an organic meal, but we’re still making time to be together. So manage your expectations of yourself. You can’t do everything perfectly, and that’s okay. Give work and home your all, but also give yourself a break.”

Outside work, you’ll find Megan spending time with Jack and their three children, Ryan (9), James (7), and Parker (3). They enjoy exploring the D.C. area, traveling abroad (they’ve been to exotic places such as Japan, Morocco, Cuba, and more), and connecting with family. Megan is proud of her deep network and strong connections within the community.

“My life is built around relationships,” she says proudly. “I have really deep, lifelong friendships and close relationships with my family. That’s what I’m passionate about — friendships and family. It is so cool to find a career where I can take that passion and make it into my career and life. Ultimately, I found what I want to do for the rest of my life.”



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¹ Source: www.scotsmanguide.com/rankings/top-women-originators/2022/top-volume
² Source: www.zillow.com/lender-profile/MelissaRich1/

Contact Melissa anytime with your home financing needs.



Melissa Rich

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Photo by Ryan Corvello

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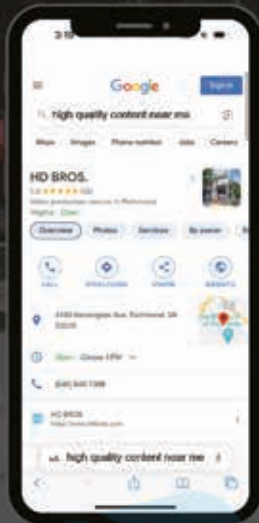
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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Aug. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
1	Michael W Rankin	TTR Sotheby's International Realty	18.5	\$69,417,500	7.5	\$29,984,000	26	\$99,401,500
2	Daniel M Heider	TTR Sotheby's International Realty	19	\$44,248,050	14.5	\$37,398,601	33.5	\$81,646,651
3	Troyce P Gatewood	Oakwood Realty	43	\$22,189,480	111	\$52,014,276	154	\$74,203,756
4	Dana Rice	Compass	22	\$26,242,750	26.5	\$43,792,075	48.5	\$70,034,825
5	Erich W Cabe	Compass	28.5	\$28,822,214	32	\$38,052,711	60.5	\$66,874,924
6	Nancy W Taylor Bubes	Washington Fine Properties	18.5	\$37,914,500	6	\$25,347,500	24.5	\$63,262,000
7	Wendy I Banner	Long & Foster Real Estate	22.5	\$36,716,060	21	\$24,657,160	43.5	\$61,373,220
8	Barak Sky	Long & Foster Real Estate	25.5	\$24,894,600	33.5	\$34,110,361	59	\$59,004,961
9	Chris R Reeder	Long & Foster Real Estate	69	\$30,593,340	65.5	\$28,014,878	134.5	\$58,608,218
10	Jennifer S Smira	Compass	47.5	\$43,581,809	9.5	\$11,630,200	57	\$55,212,009
11	Christopher Craddock	eXp Realty	78.5	\$35,464,486	28.5	\$19,382,623	107	\$54,847,108
12	Robert Hryniewicki	Washington Fine Properties	13.5	\$44,072,500	4.5	\$9,401,750	18	\$53,474,250
13	James M Coley	Long & Foster Real Estate	21	\$28,368,650	19.5	\$24,295,940	40.5	\$52,664,590
14	Nathan J Guggenheim	Washington Fine Properties	18	\$16,347,500	29	\$32,394,000	47	\$48,741,500
15	Avi Galanti	Compass	17	\$25,020,958	13	\$23,399,000	30	\$48,419,958
16	Cara Pearlman	Compass	9.5	\$17,551,820	18.5	\$30,785,500	28	\$48,337,320
17	Hazel Shakur	Redfin Corporation	79	\$40,327,075	14	\$6,923,344	93	\$47,250,419
18	Mandy Kaur	Redfin Corporation	72	\$40,019,150	9	\$6,147,000	81	\$46,166,150
19	Keri K. Shull	eXp Realty	30.5	\$19,527,418	38	\$26,226,516	68.5	\$45,753,933
20	Sina Mollan	Compass	5.5	\$4,166,950	51.5	\$40,762,094	57	\$44,929,044
21	Nurit Coombe	The Agency DC	19	\$18,137,000	31.5	\$24,925,800	50.5	\$43,062,800
22	Joel S Nelson	Keller Williams Capital Properties	31	\$33,572,015	10.5	\$9,373,450	41.5	\$42,945,465
23	Frederick B Roth	Washington Fine Properties	10	\$18,346,250	8.5	\$24,463,270	18.5	\$42,809,520
24	Michael B Aubrey	Berkshire Hathaway HomeServices PenFed Realty	7	\$10,455,900	29	\$29,945,309	36	\$40,401,209
25	Jay A Day	Real Estate Teams	73	\$37,897,083	3.5	\$2,476,729	76.5	\$40,373,812
26	Kira Epstein Begal	Washington Fine Properties	12	\$9,634,120	24	\$30,483,121	36	\$40,117,241
27	Sheena Saydam	Keller Williams Capital Properties	27.5	\$16,317,858	34.5	\$23,499,221	62	\$39,817,079
28	Michelle C Yu	Long & Foster Real Estate	28	\$32,359,600	7	\$7,301,600	35	\$39,661,200
29	Andrea Hidalgo	Real Estate Teams	57	\$30,631,033	17	\$8,619,724	74	\$39,250,757
30	Alan Chargin	Keller Williams Capital Properties	15	\$8,436,900	41	\$30,009,116	56	\$38,446,016
31	Rebecca Weiner	Compass	11	\$9,768,000	30.5	\$27,973,645	41.5	\$37,741,645
32	Lee E Arrowood	Compass	6	\$27,182,500	3.5	\$10,485,000	9.5	\$37,667,500
33	Marjorie S Halem	Compass	17.5	\$20,254,500	8.5	\$15,587,490	26	\$35,841,990
34	Alejandro Luis A Martinez	The Agency DC	33.5	\$19,070,650	38.5	\$16,614,050	72	\$35,684,700
35	Andres A Serafini	RLAH @properties	18	\$14,267,590	22	\$20,937,445	40	\$35,205,035
36	Judy G Cranford	Cranford & Associates	15	\$13,313,270	22	\$21,861,750	37	\$35,175,020

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
37	Eric P Stewart	Long & Foster Real Estate	34	\$30,541,325	3.5	\$4,110,000	37.5	\$34,651,325
38	Anne C Killeen	Washington Fine Properties	19	\$27,545,750	5	\$6,910,600	24	\$34,456,350
39	Trent D Heminger	Compass	38.5	\$30,962,065	4	\$3,449,376	42.5	\$34,411,441
40	Mark C. Lowham	TTR Sothebys International Realty	2	\$10,225,000	2.5	\$24,075,000	4.5	\$34,300,000
41	Jeffrey M Wilson	TTR Sotheby's International Realty	4	\$8,247,500	11	\$25,714,500	15	\$33,962,000
42	Christopher S Burns	TTR Sotheby's International Realty	28	\$25,658,136	6	\$8,232,000	34	\$33,890,136
43	James Bass	Real Estate Teams	38	\$22,943,300	19	\$10,380,668	57	\$33,323,968
44	Antonia Ketabchi	Redfin Corporation	16	\$11,898,500	18	\$21,197,440	34	\$33,095,940
45	Rong Ma	Libra Realty	5	\$5,054,000	26.5	\$27,231,000	31.5	\$32,285,000
46	Kara K Sheehan	Washington Fine Properties	7	\$14,429,000	6	\$17,780,000	13	\$32,209,000
47	Russell A Firestone III	TTR Sotheby's International Realty	4	\$12,625,000	7	\$19,320,000	11	\$31,945,000
48	Carl G Becker	Premier Properties	5	\$21,335,000	4	\$10,550,000	9	\$31,885,000
49	Lauren E Davis	TTR Sotheby's International Realty	10.5	\$15,795,950	9.5	\$16,063,000	20	\$31,858,950
50	Tim Barley	RE/MAX Allegiance	18.5	\$20,774,665	12	\$11,025,803	30.5	\$31,800,468
51	Nathan B Dart	Long & Foster Real Estate	38.5	\$26,041,465	5.5	\$5,692,823	44	\$31,734,288
52	Jane Fairweather	Long & Foster Real Estate	19	\$28,176,220	3.5	\$2,807,450	22.5	\$30,983,670
53	Rex Thomas	Samson Properties	4.5	\$3,407,450	36	\$27,244,704	40.5	\$30,652,154

Disclaimer: Information based on MLS closed data as of September 7, 2023, for residential sales from January 1, 2023, to August 31, 2023, 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 Jan. 1 to Aug. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
54	Elizabeth M Lavette	Washington Fine Properties	6	\$17,842,500	5	\$12,352,000	11	\$30,194,500
55	Tyler A Jeffrey	Washington Fine Properties	10	\$10,290,000	16	\$19,495,650	26	\$29,785,650
56	Kimberly A Cestari	Long & Foster Real Estate	16	\$20,352,000	7	\$9,396,000	23	\$29,748,000
57	Cailin D Monahan	Washington Fine Properties	7.5	\$7,216,500	12.5	\$22,068,500	20	\$29,285,000
58	Gigi R. Winston	Winston Real Estate	23	\$21,296,500	9	\$7,737,500	32	\$29,034,000
59	Margaret M. Babbington	Compass	22	\$16,138,245	15.5	\$12,853,090	37.5	\$28,991,334
60	Andrew J Hopley	Keller Williams Realty Centre	25.5	\$13,045,900	30	\$15,839,326	55.5	\$28,885,226
61	Lisa R. Stransky	Washington Fine Properties	10	\$14,647,000	9	\$13,749,000	19	\$28,396,000
62	Casey C Aboulafia	Compass	10.5	\$9,462,761	14	\$18,444,900	24.5	\$27,907,661
63	Christie-Anne Weiss	TTR Sotheby's International Realty	8	\$21,492,072	1.5	\$6,400,000	9.5	\$27,892,072
64	Adewemimo D Collins	Redfin Corporation	49	\$23,859,900	7	\$3,996,920	56	\$27,856,820
65	Thomas Kolker	TTR Sotheby's International Realty	8	\$5,905,000	25	\$21,916,900	33	\$27,821,900
66	Eva M Davis	Compass	8.5	\$8,338,500	16	\$19,165,501	24.5	\$27,504,001
67	Karen D Rollings	eXp Realty	39	\$23,698,833	5.5	\$3,765,000	44.5	\$27,463,833
68	william thomas	TTR Sotheby's International Realty	3.5	\$15,925,000	2.5	\$11,350,000	6	\$27,275,000
69	Melinda L Estridge	Long & Foster Real Estate	17.5	\$20,607,026	5	\$6,501,000	22.5	\$27,108,026
70	Jennifer K Knoll	Compass	9	\$11,411,000	7	\$15,466,000	16	\$26,877,000
71	Brian Wilson	eXp Realty	37	\$21,243,627	8	\$5,508,990	45	\$26,752,617
72	Michael R Brennan	Compass	12	\$14,636,700	9.5	\$11,772,500	21.5	\$26,409,200
73	Megan Stohner Conway	Compass	9.5	\$13,637,200	12.5	\$12,685,400	22	\$26,322,600
74	Anslie C Stokes Milligan	McEneaney Associates	11	\$12,881,000	10	\$13,365,000	21	\$26,246,000
75	Katie R Nicholson	Coldwell Banker Realty	28	\$18,317,150	15.5	\$7,848,790	43.5	\$26,165,940
76	Mark D McFadden	Compass	4	\$10,565,000	6.5	\$15,554,000	10.5	\$26,119,000
77	Jennifer T Chow	RLAH @properties	12.5	\$13,566,000	7.5	\$12,457,558	20	\$26,023,558
78	Carolyn N Sappenfield	RE/MAX Realty Services	9	\$11,424,750	13.5	\$14,193,000	22.5	\$25,617,750
79	Chelsea Lanise Traylor	Redfin Corporation	34	\$22,686,999	2	\$2,818,300	36	\$25,505,299
80	Brent E Jackson	TTR Sotheby's International Realty	11	\$13,685,250	8.5	\$11,703,500	19.5	\$25,388,750
81	Keith James	Keller Williams Capital Properties	6.5	\$3,358,070	46	\$22,000,376	52.5	\$25,358,446
82	Daryl Judy	Washington Fine Properties	8.5	\$13,828,500	9.5	\$11,514,800	18	\$25,343,300
83	William C.D. Burr	TTR Sotheby's International Realty	8.5	\$13,555,000	7	\$11,448,425	15.5	\$25,003,425
84	Meredith L Margolis	Compass	8	\$6,277,500	18.5	\$18,548,250	26.5	\$24,825,750
85	Marjorie R Dick Stuart	Coldwell Banker Realty	12	\$16,420,000	5	\$8,382,000	17	\$24,802,000
86	Ronald S. Sitrin	Long & Foster Real Estate	17	\$17,191,450	8	\$7,563,000	25	\$24,754,450
87	Gail E Nyman	RE/MAX United Real Estate	37	\$22,160,650	6	\$2,566,478	43	\$24,727,128
88	Marc Bertinelli	Washington Fine Properties	6.5	\$13,230,000	4.5	\$11,362,870	11	\$24,592,870
89	Xuri Wang	Hometown Elite Realty	7	\$9,020,000	14	\$15,370,000	21	\$24,390,000

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
90	Eric M Broermann	Compass	7.5	\$5,767,250	13	\$18,370,500	20.5	\$24,137,750
91	Carmen C Fontecilla	Compass	13	\$6,995,500	20.5	\$17,111,350	33.5	\$24,106,850
92	Maxwell E Rabin	TTR Sotheby's International Realty	8	\$11,874,500	11	\$12,142,400	19	\$24,016,900
93	Hans L Wydler	Compass	6.5	\$15,215,000	6.5	\$8,719,818	13	\$23,934,818
94	Daniel F Metcalf	Perennial Real Estate	26.5	\$22,717,400	2	\$1,090,000	28.5	\$23,807,400
95	Eric Murtagh	Long & Foster Real Estate	9.5	\$23,379,370	0	\$0	9.5	\$23,379,370
96	Cheryl R Leahy	Compass	7	\$11,637,000	6	\$11,266,000	13	\$22,903,000
97	Robert A Sanders	TTR Sotheby's International Realty	12.5	\$13,315,500	6.5	\$9,276,000	19	\$22,591,500
98	Andrew Riguzzi	Compass	9	\$9,283,700	11	\$13,253,000	20	\$22,536,700
99	Norman S Domingo	XRealty.NET	44	\$22,365,055	0	\$0	44	\$22,365,055
100	Gali Jeanette Sapir	Perennial Real Estate	7.5	\$5,377,980	23	\$16,940,955	30.5	\$22,318,935
101	Matthew B McCormick	TTR Sotheby's International Realty	2	\$5,725,000	2	\$16,512,000	4	\$22,237,000
102	Roman Mychajliw	Long & Foster Real Estate	55	\$21,325,406	2	\$908,500	57	\$22,233,906
103	David DeSantis	TTR Sotheby's International Realty	4.5	\$12,257,000	3	\$9,879,000	7.5	\$22,136,000
104	Lawrence M Lessin	Save 6, Incorporated	52	\$20,484,217	4	\$1,630,359	56	\$22,114,576
105	Toni A Ghazi	Compass	10	\$7,406,500	23	\$14,636,270	33	\$22,042,770
106	Nancy S Itteilag	Washington Fine Properties	7.5	\$10,055,000	7	\$11,917,500	14.5	\$21,972,500

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Aug. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
107	Lori M Leasure	Washington Fine Properties	5	\$13,007,500	3	\$8,792,500	8	\$21,800,000
108	Koki Waribo Adasi	Compass	10.5	\$7,804,200	14	\$13,951,750	24.5	\$21,755,950
109	Stephen Gabauer	CENTURY 21 New Millennium	10	\$4,501,450	24.5	\$16,894,257	34.5	\$21,395,707
110	Matt Ackland	Washington Fine Properties	5	\$12,352,500	4.5	\$8,900,000	9.5	\$21,252,500
111	Carlos A Garcia	Keller Williams Capital Properties	9.5	\$8,488,600	13	\$12,735,225	22.5	\$21,223,825
112	Aret Koseian	Artifact Homes	4.5	\$2,167,500	25	\$19,049,190	29.5	\$21,216,690
113	Joshua Waxman	Long & Foster Real Estate	9	\$8,907,000	10	\$12,293,185	19	\$21,200,185
114	Robert G Carter	Compass	10	\$7,247,722	16	\$13,887,000	26	\$21,134,722
115	Michael J Matese	Compass	10	\$10,452,140	10	\$10,677,500	20	\$21,129,640
116	Charles Dudley	Compass	10	\$7,731,450	15.5	\$13,360,800	25.5	\$21,092,250
117	Michael Gailey	Compass	4.5	\$3,025,000	15	\$17,985,420	19.5	\$21,010,420
118	Pamela B Wye	Compass	8	\$9,772,750	7	\$11,133,000	15	\$20,905,750
119	Andrew K Goodman	RE/MAX Realty Services	11	\$7,183,000	13	\$13,714,600	24	\$20,897,600
120	Silvana P Dias	Cupid Real Estate	8	\$5,614,000	22	\$15,180,845	30	\$20,794,845
121	Hugh McDermott	TTR Sotheby's International Realty	4	\$8,247,500	8	\$12,442,300	12	\$20,689,800
122	Adam T Rackliffe	Washington Fine Properties	4.5	\$16,535,000	1.5	\$4,133,000	6	\$20,668,000
123	Kenneth M Abramowitz	RE/MAX Town Center	16	\$8,705,245	22	\$11,924,670	38	\$20,629,915
124	Cari H. Jordan	GO BRENT	14	\$10,067,500	11	\$10,504,000	25	\$20,571,500
125	David M Wagner	RE/MAX Realty Centre	19	\$11,050,900	13	\$9,507,400	32	\$20,558,300
126	Elizabeth M Burrow	Keller Williams Realty Centre	17	\$13,869,460	7	\$6,657,780	24	\$20,527,240
127	Victor R Llewellyn	Long & Foster Real Estate	12.5	\$8,095,750	20.5	\$12,108,800	33	\$20,204,550
128	Anna D Mackler	Long & Foster Real Estate	7.5	\$7,542,950	8	\$12,236,750	15.5	\$19,779,700
129	Lisa C. Sabelhaus	RE/MAX Town Center	18.5	\$11,196,897	15.5	\$8,479,799	34	\$19,676,696
130	Scott Sachs	Compass	12	\$11,417,978	8.5	\$8,212,000	20.5	\$19,629,978
131	Mehrnaz Bazargan	Redfin Corporation	25.5	\$17,607,394	4	\$2,012,000	29.5	\$19,619,394
132	Robert Crawford	Washington Fine Properties	11	\$12,365,000	5	\$7,182,250	16	\$19,547,250
133	William T Gossett	Washington Fine Properties	4	\$5,695,250	5	\$13,702,500	9	\$19,397,750
134	Justin Tanner	RE/MAX Allegiance	8	\$8,469,525	11	\$10,835,500	19	\$19,305,025
135	Kelly Basheer Garrett	TTR Sotheby's International Realty	6	\$9,113,000	8	\$10,174,400	14	\$19,287,400
136	Andrew William Norris	Compass	9	\$4,767,000	14	\$14,413,000	23	\$19,180,000
137	Daniel M Schuler	Compass	11	\$10,098,978	11.5	\$9,059,771	22.5	\$19,158,749
138	Patricia G Mills	Charis Realty Group	31	\$13,418,650	14	\$5,698,900	45	\$19,117,550
139	Alyssa A Crilley	Washington Fine Properties	5	\$7,195,000	8	\$11,884,900	13	\$19,079,900
140	Katri I Hunter	Compass	4.5	\$4,013,450	20.5	\$14,878,961	25	\$18,892,411
141	Janice A Pouch	Compass	3.5	\$3,240,000	14	\$15,511,400	17.5	\$18,751,400
142	Jorge P Montalvan	Compass	13.5	\$8,357,250	10.5	\$10,376,500	24	\$18,733,750

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
143	John T Pruski	Jack Realty Group	10	\$6,431,400	8	\$12,277,723	18	\$18,709,123
144	Shekhaar Gupta	eXp Realty	17	\$8,342,400	20	\$10,352,300	37	\$18,694,700
145	Amanda J Provost	Compass	5	\$7,142,200	8	\$11,499,000	13	\$18,641,200
146	Lauren B Pillsbury	Washington Fine Properties	2.5	\$6,272,500	7	\$12,348,000	9.5	\$18,620,500
147	Dorothy M Bistransin	Redfin Corporation	33	\$14,043,690	11	\$4,346,184	44	\$18,389,874
148	Melissa G Bernstein	RLAH @properties	16	\$16,540,000	2	\$1,805,000	18	\$18,345,000
149	Kenneth M Wormald	Wormald Realty	8	\$14,367,185	2	\$3,953,820	10	\$18,321,005
150	Jocelyn I Vas	RLAH @properties	6.5	\$4,836,000	15.5	\$13,432,023	22	\$18,268,023
151	Louis G Cardenas	TTR Sotheby's International Realty	5	\$7,990,000	3.5	\$10,130,000	8.5	\$18,120,000
152	Todd A Vassar	Compass	7.5	\$5,979,250	10.5	\$12,060,250	18	\$18,039,500
153	David R Getson	Compass	6	\$6,037,500	10.5	\$11,988,519	16.5	\$18,026,019
154	Cheryl A Kurss	Compass	3	\$5,517,000	7	\$12,470,900	10	\$17,987,900
155	William Fastow	TTR Sotheby's International Realty	4	\$7,249,000	7	\$10,716,000	11	\$17,965,000
156	Jerri D'Ann Melnick	eXp Realty	8	\$5,852,500	13	\$12,078,900	21	\$17,931,400
157	Thomas A Keane	Washington Fine Properties	5	\$12,647,500	2.5	\$5,175,000	7.5	\$17,822,500
158	Marlena D McWilliams	Keller Williams Capital Properties	13.5	\$6,767,677	17.5	\$10,892,038	31	\$17,659,715
159	Timothy-Jay Morton	Compass	0.5	\$8,650,000	1.5	\$8,928,000	2	\$17,578,000

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Aug. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
160	Michael W Seay Jr.	Compass	9	\$11,333,000	6	\$6,235,000	15	\$17,568,000
161	Adam M Isaacson	TTR Sotheby's International Realty	6	\$6,023,450	10	\$11,485,000	16	\$17,508,450
162	Melanie Davis	Samson Properties	12	\$10,396,910	16	\$7,079,315	28	\$17,476,225
163	Barbara A McCaffrey	Redfin Corporation	9	\$4,713,000	20	\$12,749,015	29	\$17,462,015
164	Brittany Allison	Compass	8.5	\$10,871,500	5	\$6,587,250	13.5	\$17,458,750
165	Jeremy E Lichtenstein	RE/MAX Realty Services	8	\$15,053,000	2	\$2,195,000	10	\$17,248,000
166	Mary G Ehrgood	Washington Fine Properties	5	\$8,438,000	5	\$8,780,000	10	\$17,218,000
167	Martha M. Rose	LGI Homes	43	\$17,126,700	0	\$0	43	\$17,126,700
168	Judith A Martin	Century 21 Redwood Realty	15	\$9,679,500	11	\$7,409,490	26	\$17,088,990
169	Brett Alan Rubin	Compass	3	\$1,688,500	22.5	\$15,283,110	25.5	\$16,971,610
170	Elysia L Casaday	Compass	6.5	\$6,361,500	8	\$10,566,780	14.5	\$16,928,280
171	Sarah Jacobs	Washington Fine Properties	4.5	\$9,205,500	1.5	\$7,565,770	6	\$16,771,270
172	Klaus Breitsameter	RE/MAX Realty Group	28	\$11,365,400	10	\$5,403,990	38	\$16,769,390
173	Lupe M Rohrer	Redfin Corporation	7	\$4,776,369	13	\$11,973,500	20	\$16,749,869
174	Mynor R Herrera	Keller Williams Capital Properties	14	\$8,947,500	11	\$7,782,400	25	\$16,729,900
175	Lorenzo N Appolinaire	Smart Realty	0	\$0	25	\$16,720,000	25	\$16,720,000
176	Samuel Chase Medvene	Century 21 Redwood Realty	10	\$5,899,000	15.5	\$10,813,450	25.5	\$16,712,450
177	Cynthia L. Howar	Washington Fine Properties	7.5	\$10,674,500	2	\$6,000,000	9.5	\$16,674,500
178	Seth S Turner	Compass	11	\$7,849,211	10	\$8,786,000	21	\$16,635,211

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
179	Bryan Kerrigan	Redfin Corporation	28	\$16,572,500	0	\$0	28	\$16,572,500
180	Jacob Anderson	Compass	7	\$6,004,500	11	\$10,557,913	18	\$16,562,413
181	Kathleen A King	Washington Fine Properties	8.5	\$11,716,455	2	\$4,825,820	10.5	\$16,542,275
182	Ross A Vann	Compass	8	\$7,049,990	7	\$9,484,400	15	\$16,534,390
183	Mansour F Abu-Rahmeh	TTR Sotheby's International Realty	7	\$5,123,638	10	\$11,406,300	17	\$16,529,938
184	Craig P Marsh	Marsh Realty	15	\$7,300,000	27	\$9,176,545	42	\$16,476,545
185	Phoenix E Wright	Compass	15.5	\$12,430,100	5	\$3,922,500	20.5	\$16,352,600
186	Donna Mank	Compass	8	\$8,796,111	7	\$7,549,840	15	\$16,345,951
187	Wentong Chen	Libra Realty	6	\$6,331,450	12	\$9,907,000	18	\$16,238,450
188	Megan Meekin	Compass	11	\$9,870,350	9.5	\$6,348,250	20.5	\$16,218,600
189	Timothy P Horst	Long & Foster Real Estate	9	\$6,418,000	9	\$9,798,000	18	\$16,216,000
190	Tohmai Smith	Compass	13	\$7,469,892	15	\$8,742,571	28	\$16,212,463
191	Katrina L Schymik Abjornson	Compass	5	\$4,255,000	12	\$11,899,880	17	\$16,154,880
192	Judith A Seiden	Berkshire Hathaway HomeServices PenFed Realty	8	\$9,259,900	5	\$6,889,399	13	\$16,149,299
193	Renee M Peres	Compass	5	\$4,037,780	12	\$12,080,950	17	\$16,118,730
194	Long T Ngo	Redfin Corporation	8	\$4,545,000	16	\$11,499,448	24	\$16,044,448
195	Christopher R Leary	Washington Fine Properties	4.5	\$14,182,500	0.5	\$1,857,500	5	\$16,040,000

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Aug. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
196	Jonathan S Lahey	eXp Realty	20.5	\$10,841,450	8	\$5,168,850	28.5	\$16,010,300
197	Shannon A Flannery	Maurer Realty	20	\$11,283,700	13	\$4,719,740	33	\$16,003,440
198	Elizabeth J D'Angio	Washington Fine Properties	2	\$5,520,000	3.5	\$10,445,000	5.5	\$15,965,000
199	Susan Van Nostrand	Compass	10.5	\$8,727,000	7	\$7,196,100	17.5	\$15,923,100
200	Itamar Simhony	The Agency DC	9.5	\$10,606,500	4.5	\$5,311,000	14	\$15,917,500
201	Bobbi Prescott	RE/MAX Results	22	\$11,040,051	9	\$4,874,500	31	\$15,914,551
202	Helen Trybus	Long & Foster Real Estate	10	\$14,629,600	1	\$1,237,000	11	\$15,866,600
203	Leslie C Friedson	Compass	8	\$7,114,095	8.5	\$8,744,000	16.5	\$15,858,095
204	Jeffrey S Ganz	Century 21 Redwood Realty	12	\$6,644,500	15	\$9,192,590	27	\$15,837,090
205	Joseph Himali	RLAH @properties	8.5	\$6,277,500	10	\$9,499,515	18.5	\$15,777,015
206	Sabina E Koyani	RLAH @properties	24.5	\$12,952,555	5	\$2,775,396	29.5	\$15,727,951
207	Jennifer Touchette	Compass	6.5	\$8,045,994	9.5	\$7,589,870	16	\$15,635,864
208	Stephen G Carpenter-Israel	Buyers Edge Co	0	\$0	8	\$15,479,000	8	\$15,479,000
209	Laura W Steuart	Compass	5	\$10,483,600	1	\$4,995,000	6	\$15,478,600
210	Andrew L Pariser	Long & Foster Real Estate	16	\$11,684,000	7	\$3,791,500	23	\$15,475,500
211	Lise Courtney M Howe	Keller Williams Capital Properties	8.5	\$7,384,500	11	\$7,921,900	19.5	\$15,306,400
212	Loic C Pritchett	TTR Sotheby's International Realty	6.5	\$6,772,000	10	\$8,500,475	16.5	\$15,272,475
213	Nadia Aminov	Long & Foster Real Estate	18.5	\$11,025,775	7	\$4,079,250	25.5	\$15,105,025
214	H. Joe Faraji	Long & Foster Real Estate	4	\$7,812,450	6	\$7,235,000	10	\$15,047,450

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
215	Roby C Thompson III	Long & Foster Real Estate	9	\$7,865,000	5	\$7,157,000	14	\$15,022,000
216	Daniel J Whitacre	Colony Realty	21.5	\$9,488,350	12	\$5,523,999	33.5	\$15,012,349
217	Margot D Wilson	Washington Fine Properties	4.5	\$9,834,500	3	\$5,110,000	7.5	\$14,944,500
218	Andrew A Peers	Compass	11.5	\$9,649,200	6	\$5,262,890	17.5	\$14,912,090
219	Jonathan D Taylor	TTR Sotheby's International Realty	6	\$10,553,000	2	\$4,337,500	8	\$14,890,500
220	Hanna G Wang	Prostage Realty	7	\$5,009,900	13	\$9,842,000	20	\$14,851,900
221	Moti Amsalu Shiferaw	Keller Williams Capital Properties	2	\$611,000	29	\$14,235,045	31	\$14,846,045
222	Katherine Geffken	City Chic Real Estate	4	\$2,400,000	16	\$12,388,139	20	\$14,788,139
223	David R Bediz	Keller Williams Capital Properties	19	\$13,569,050	2	\$1,185,000	21	\$14,754,050
224	Constantina Bradshaw Miller	Compass	6	\$13,470,000	1	\$1,222,500	7	\$14,692,500
225	Dominique Rychlik	Compass	13	\$13,161,800	3	\$1,421,000	16	\$14,582,800
226	Molly O Branson	RLAH @properties	8.5	\$6,174,000	14.5	\$8,381,850	23	\$14,555,850
227	Jeff Chreky	Compass	3.5	\$2,677,500	14.5	\$11,878,200	18	\$14,555,700
228	Emily V Cottone	Redfin Corporation	18	\$10,717,919	6	\$3,830,000	24	\$14,547,919
229	Samuel Dweck	TTR Sotheby's International Realty	4	\$4,615,000	9	\$9,923,500	13	\$14,538,500
230	Matthew C Patterson	Redfin Corporation	16.5	\$8,595,350	11	\$5,934,030	27.5	\$14,529,380
231	Scott J Swahl	Redfin Corporation	20	\$11,323,500	4	\$3,205,000	24	\$14,528,500

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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Aug. 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
232	Lan Yin	LuxManor Real Estate	22	\$11,530,850	7	\$2,970,400	29	\$14,501,250
233	Sarah Minard	Compass	5.5	\$8,374,500	5	\$6,122,000	10.5	\$14,496,500
234	Melissa J Lango	Compass	7.5	\$5,690,700	9	\$8,802,500	16.5	\$14,493,200
235	Lenore G Rubino	Washington Fine Properties	5	\$8,422,000	3.5	\$6,049,990	8.5	\$14,471,990
236	Frank D Snodgrass	TTR Sotheby's International Realty	3	\$2,424,000	11	\$12,001,900	14	\$14,425,900
237	Anne-Marie R Finnell	TTR Sotheby's International Realty	4	\$4,455,000	7	\$9,967,800	11	\$14,422,800
238	Kornelia Stuphan	Long & Foster Real Estate	7	\$12,393,000	2	\$1,999,000	9	\$14,392,000
239	Hui Zhong	BMI REALTORS INC.	12.5	\$9,841,948	5	\$4,539,780	17.5	\$14,381,728
240	tiernan J dickens	Redfin Corporation	3	\$2,815,000	13	\$11,478,000	16	\$14,293,000
241	James E Gregory	Washington Fine Properties	7	\$6,574,489	9.5	\$7,713,182	16.5	\$14,287,671
242	Elaine S. Koch	Long & Foster Real Estate	15	\$10,370,000	7	\$3,909,500	22	\$14,279,500
243	Shari R Gronvall	Compass	4	\$4,956,000	8	\$9,301,416	12	\$14,257,416
244	Jennifer A Angotti	Compass	5	\$4,742,500	11	\$9,406,200	16	\$14,148,700
245	Matthew A Burgan	Infinitas Realty	23	\$10,187,652	7	\$3,939,500	30	\$14,127,152
246	Arnita A Greene	Capital Structures Real Estate	14	\$7,378,770	14	\$6,702,975	28	\$14,081,745
247	Michael J Muren	Long & Foster Real Estate	26.5	\$12,091,770	4	\$1,977,912	30.5	\$14,069,682
248	John L Lesniewski	RE/MAX United Real Estate	24.5	\$12,664,300	3	\$1,389,490	27.5	\$14,053,790
249	Joan Cromwell	McEneaney Associates	4	\$2,556,000	10	\$11,488,500	14	\$14,044,500
250	Gitika A Kaul	Compass	6	\$6,995,000	7	\$7,035,000	13	\$14,030,000

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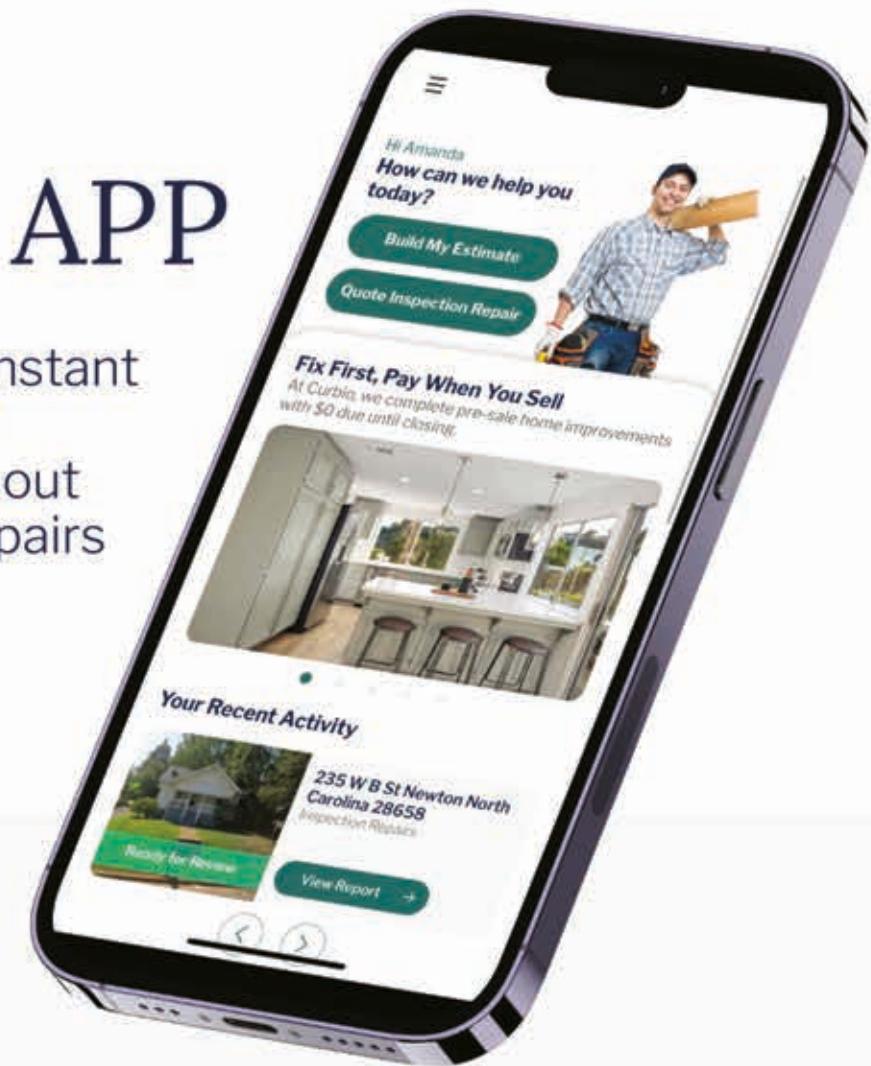
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