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Cover photo courtesy of Philip Andrews.



If you are interested in contributing or nominating REALTORS® for certain stories, please email the publisher at Wendy@kristinbrindley.com.

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Dear Real Producers of Richmond,

As we cross the threshold to 2024, I can't help but feel the energy of possibilities and the excitement that comes with a fresh start! There's no one I'd rather ring in the New Year with than this amazing community — a group that continues to embody passion, excellence, and a commitment to success.

A new year signifies new hopes, new goals, and undoubtedly, new challenges. It's a time to reflect on where you are now and set your sights on where you want to be in the future. Here at Richmond Real Producers, we believe in the power of S.M.A.R.T. goals.

S.M.A.R.T. stands for 'Specific, Measurable, Achievable, Relevant, and Time-Bound' — five crucial aspects that lend focus and flexibility to your aspirations. Specificity, ensuring your goal is simple, sensible, and significant. Measurability, defining the data that will gauge your success. Achievability, ensuring you have the skills and resources needed. Relevance, aligning your goal with the bigger picture. Time-bound, setting a deadline that propels action.

The specificity of S.M.A.R.T. goals makes them more than just resolutions; they become actionable plans. What will you achieve? What data will measure your success? Are you sure you can do this, and does it align with your broader objectives? What's the deadline?

In the spirit of setting intentions, mark your calendars for February 8th. We're thrilled to bring another exclusive Mastermind to the Richmond Real Producers community!! This intimate gathering allows top producers to learn from exceptional panelists and each other. Keep an eye on your inbox for your exclusive invitation.

A very happy New Year and wishing you all the best in 2024. Here's to another year of inspiring, connecting, and elevating our incredible, inspiring top producers and preferred partners!

With gratitude,

Kristin Brindley

Owner/Publisher

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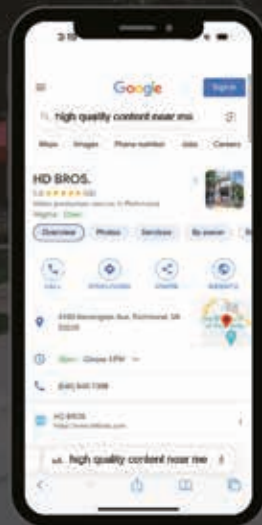
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NOVEMBER MAGAZINE PARTY

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▶ special events



Photos by Philip Andrews

For our last *Richmond Real Producers'* Magazine Party of 2023, we celebrated our August, September, and October featured agents and partners at an airplane hangar! We wouldn't have had this super cool location without our amazing sponsor, **Dila Design!** For those in attendance, we hope you had a fantastic time celebrating with us!

The event was a resounding success, and we are grateful for your participation as one of our featured agents

and esteemed partners. Your presence added an extra touch of significance to the celebration, and we are immensely thankful for your ongoing support. Additionally, a special thank-you goes to **Philip Andrews** and **HD Bros** for capturing stunning photos and videos that beautifully captured the essence of the party.

For those who couldn't join us at the event, we missed you! We understand that circumstances can change, and we hope to have the opportunity

to celebrate with you in the future. We appreciate your support and encourage you to stay connected with us for upcoming events and exciting opportunities.

Thank you again for being part of this special event. We look forward to more celebrations in 2024! If you have any questions or feedback, don't hesitate to get in touch with us.

Wishing all of you continued success and prosperity!

Magazine Parties are smaller events to celebrate the special real estate agents and partners who have been featured in the last several months. For more information on all Richmond Real Producers events, please reach out to us at info@richmondrealproducers.com.



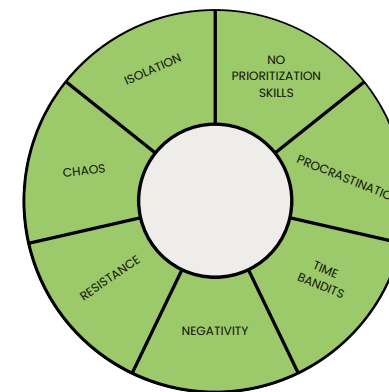


workflow (New Clients, Current Clients, Appointments, and Administrative.) While it is essential to touch on all four topics daily, the allotted time varies based on a “success list” we create at the end of each day that designates the importance of each task for the next day. Each flow topic expands or

contracts depending on the list and your 12-week GPS plan. While considering your “workflow plan”, perhaps *the best* time-saving hack is a large, inexpensive digital clock kept within your peripheral vision. Glance at it regularly to assess the amount of time spent drafting that email, taking a call, or scrolling

through social media. Viewing the time itself will guard against time bandits! Be sure to grab next month’s copy of *Real Producers* magazine for the final article of this series, which includes discussions of the final four key factors of “The Failure Cycle.”

7 HABITS OF THE FAILURE CYCLE



Drew DeMaree was born and raised in the Midwest and graduated from Johnson & Wales University. He has been a licensed REALTOR® since 2005 and a business coach since 2015. Drew has been recognized as a Top 20 MAPS coach for Keller Williams Realty offices throughout the country. He has also operated a brokerage that rose to number 1 in closed sales volume in the area for three consecutive years, and founded The Freedom Companies, an independent coaching, training and events business, in 2020. Drew DeMaree, 804-937-0773, drew@thefreedomcompanies.com

THE FAILURE CYCLE

PART 2 OF 3

Welcome back to Part 2 of “The Failure Cycle.” Last month, we identified the seven habits most likely to contribute to “the failure cycle.” Now, let’s discuss the first three in depth.

1. NO PRIORITIZATION SKILLS

Not all “To Do” lists are equal; a successful list includes daily priorities and other items that may require your attention. If you are an architect designing your “perfect day,” how would it look? Have you created a written daily plan with the “perfect day” in mind? Developing a routine to launch the day in the first few minutes of each morning is a great start. No matter how organized your perfect day becomes, unplanned emergencies pop up at what seem like the most inopportune moments. How do you respond? Are you strategic or reactive? The calm

or the storm? Creating a blueprint prioritizing tasks that have the largest impact on your business not only allows you to reach your goals with efficiency, but it makes room for unexpected distractions. We suggest focusing on 12 weeks at a time with our written GPS time management tool.

2. PROCRASTINATION

Sometimes, we procrastinate because we underestimate how much we can achieve within a certain time frame and feel overwhelmed by tasks pouring in from every direction. A written daily schedule shows deadlines and maximizes efficiency. Question: If I gave you a free trip to Hawaii provided you board the plane by 8 a.m. tomorrow, would you find a way to do it? Sometimes, deadlines bring energy to actions, shortening the amount

of time required to “make it happen.” Prioritizing tasks and completing them without hesitation frees up time and allows you to catch the plane to paradise. *Oh, but also worth mentioning ...* a calendar with no room to “catch up” or to breathe is overwhelming and restarts the failure cycle, so maintaining white space within your schedule is equally important to avoid procrastination.

3. TIME BANDITS

We are robbed every day, and many of us often don’t even realize it until it’s too late to recover. *Time bandits are the largest drain for a business, more so than profit or expenses.* Rather than traditional time blocking, we recommend a workflow plan. In the real estate industry, we use the acronym “NCAA” when referring to

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Common Last-Minute Closing Mistakes to Avoid

By Walter M. Culbertson, Esq.

This article does not intend to go over some of the deal-breaking mistakes made by parties in a real estate transaction. Rather, this article serves to inform REALTORS® of the most common last-minute mistakes made that delay closing. Some might say that delaying closing is no big deal, we can always reschedule. Others might view a delay as a complete and total failure. Wherever you stand in this argument, we feel that we should do all we can to ensure our clients have the best experience possible. Here are a few ways to ensure your client's closing experience meets expectations and does not disappoint.

The first last-minute mistake I want to address is probably the most devastating and can sometimes lead to major delays and even releases. This mistake, which we see more than we'd like to admit, is the last-minute inspection (termite, well, or septic). Too often, we see the termite, well, or septic inspection treated as a checklist item—something that can be knocked out a day or two before closing. These inspections are essential pieces of the transaction and can cost thousands in repair costs. Deals can fall apart due to a rough termite, well, or septic report. And to make matters more complicated, the attorney or title company may not agree, or be permitted by the lender, to escrow the funds needed to close. Even if they do agree to escrow, the funds held may be way more than your client anticipates or, in the case of a purchase file, the funds may not be sufficient to cure the defect. Why put the additional last-minute stress on yourself, your client, and all the parties involved? Take care of the inspections earlier in the life of the transaction.

The next mistake is adding a new party to the transaction the day before closing. If there is someone who needs to be on the deed who didn't sign the contract, let your settlement agent know in advance if you can. The primary reason for this is that the title company must run a search on the new party to ensure there are no judgments or liens against that individual or company. A last-minute lien certainly can complicate closing, and some loan types have requirements that require more than the buyer anticipates. Last-minute additions can also lead to revised loan docs. No party in the

transaction enjoys sitting in the closing room while the settlement agent waits on the lender's updated documents with the correct party names.

Ultimately, the settlement agent's goal is to ensure not only a safe and successful closing but also to create a positive, memorable experience. We recommend the real estate agent prepare the buyer for their closing. A half day off from work with a closing scheduled in the afternoon is ideal. Often, the closing is scheduled for the morning, the buyer shows up, and the loan documents are not ready. There's nothing to sign and the borrowers have to come back later in the day. It also gives the attorneys time to figure out any last-minute issues discovered in the walkthrough or resolve any issues with the seller side. The sellers do not always approve their closing disclosure a day or two before closing, and there may be some last-minute changes whether they be fees, invoices, or prorations.

Finally, discussing the purchaser's financial institution is crucial. The buyer should always speak with their bank ahead of time to figure out how they're going to move their money. A cashier's check may not be an option, wiring may not be instantaneous, there could be wire limitations, and there could be long processing delays. As settlement agents, we cannot close until we receive all the money. We see closings get delayed due to difficulties initiating wires. Having a conversation about wires/checks a few days before closing can assist in that client having the positive, memorable experience we all strive to provide.



Walter Culbertson grew up in a military family, where he lived primarily in Virginia and North Carolina. After graduating from high school in Morehead City, North Carolina, Walter attended Longwood University, where he studied history and political science with a concentration in prelaw. After graduating from Longwood in 2014, Walter worked as a title examiner. He then pursued law school and attended the University of Richmond School of Law, where he graduated cum laude in 2020. Walter passed the Virginia State Bar in 2020 and immediately started practicing law with a focus on title and real estate. In his spare time, Walter enjoys golf and is a member of Brandermill Country Club.

RYAN & TIM DEY RENOVATION SELLS



Photo by
Philip
Andrews

▶▶ partner spotlight



As the proud owners of Renovation Sells in Richmond, Ryan and Tim Dey certainly qualify as well-rounded entrepreneurs. With the couple's combined backgrounds in the military, teaching, and health care, the Deys now enjoy serving their local community by increasing home values through strategic improvements. Founded in October 2022, Renovation Sells provides complete cosmetic renewals for sellers to help them sell faster for the best possible price.

TRANSFORMING HOMES

"We take what is already existing in the home and update it to neutralize the space and make it beautiful and more appealing to a potential buyer," Ryan explains.

Making Life Easier

Renovation Sells aims to take the stress off of both REALTORS® and their clients. By offering a one-stop solution for design, construction, and financing, they allow real estate professionals to focus on selling homes. At the same time, the hard-working duo handles the intricate details of the renovation process itself.

Ryan is a Chesterfield native and spent her first career as an elementary school teacher before taking a break to raise their children. Her eventual return to education saw her teaching a diverse range of subjects. Tim began his career as a physical therapist, eventually using these skills treating Navy SEALs and now teaching them to future health professionals. All the while, he never lost his deep-rooted passion for woodworking, electronics, and entrepreneurship.

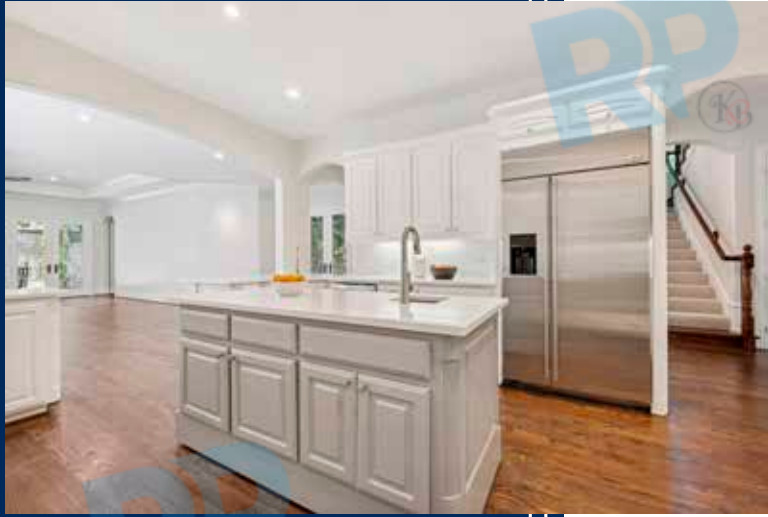
A mutual love for design made the transition into the renovation business a natural evolution for the pair.

"We are very strong believers in hard work, dedication and helping others," Ryan asserts. "We also know, from personal experience, that you can make any house a home."

The Deys have moved a lot throughout their 15 years of marriage. Ryan says they loved each of their homes for different reasons, but most importantly for that feeling of pure comfort when they walked in the door.

"There are many parallels between teaching and project management. This seemed like a natural fit to combine our combined skill sets with our love of HGTV-like design," Ryan reflects. "What we love about our work with Renovation Sells is that we get to help others transform their homes so that they are functional, aesthetically pleasing, and valuable."

"Whether clients are renovating their home to sell or to stay (or renovating a house they just bought to make it into their dream home), we want to help our clients reach their next life goal by making strategic cosmetic updates that add the most value."



Family Bonds

Beyond their professional endeavors, the Deys are parents to Abby (12) and Ethan (10), both of whom enjoy playing various sports and spending time with artistic hobbies. The family also includes two miniature labradoodle brothers named King and Bo.

The Deys relish spending as much time together as possible, often playing board games, going for hikes and dog walks, and exploring new areas or local restaurants. As a family-oriented team, they value integrity and honesty and care deeply for their community.

“I enjoy watching our children develop and grow, seeing who they are becoming, and what they are interested in doing with their futures,” Ryan smiles.

Looking ahead, the Deys envision personal growth and more time spent with their family, hopefully with travel involved. They aspire to continue expanding their business organically, focusing on building relationships and partnerships that align with their values.

RENOVATION SELLS
specializes in increasing home values through strategic improvements and provides complete cosmetic renewals for sellers to help them sell faster for the best possible price.



Husband-and-wife team Ryan and Tim Dey are co-owners of Renovation Sells.

“We are local and here for you every step of the way as a consistent and reliable partner,” Ryan affirms. “My husband and I are honest, trustworthy, loyal, and truly want to help people in any way that we can. We offer pride in design and quality execution, and we value relationships above all else.”

For more information about Renovation Sells' services, reach out to Ryan at (804) 601-0039 or email RyanDey@renovationsells.com. Explore the Deys' projects on their website at www.renovationsells.com/richmond.



Tim and Ryan Dey with their children, Ethan and Abby, and labradoodle brothers Bo and King. (Photo by Philip Andrews)

ANNE THOMAS SOFFEE



▶ agent spotlight

Photo by Philip Andrews

LOCAL PRIDE AND PROFESSIONAL PASSION

In the heart of Richmond's charming Carytown, at the hub of creativity and character, you'll find Anne Thomas Soffee, an associate broker with Small & Associates. Anne's take on real estate is refreshing; she feels strongly that success is subjective, so there's no need for comparison.

"One of my favorite quotes is 'Comparison is the thief of joy.' I have it framed over my desk," Anne remarks. "This business can feel super competitive and that mindset seems kind of baked in at times. There is enough success to go around; I try to approach things with a collaborative mindset whenever possible."

STARTING OUT

Stepping into the real estate industry in 2007, after a solid decade as an English teacher and a published writer, Anne found a unique intersection between her love for homes and her passion for storytelling.

"I was in residential placements — group homes, facilities, and hospitals as

correctional and behavioral placements. I absolutely loved teaching and miss it all the time," Anne shares. "But residential teaching is super challenging when it comes to coverage if you're out, and when we decided to start a family, I knew that would be an issue, so it was time to make a change."

Confronting these challenges led Anne to make a change, setting the stage for her vibrant career in real estate.

Last year, Anne closed an impressive 33 transactions totaling over \$6.6 million in sales volume. Her dedication is evident in the gold awards she's consistently received from the Richmond Association of REALTORS®.

For Anne, real estate isn't just about generating sales, though.

"I enjoy helping people find homes that make them happy, ensuring they're



Growing up in 1970s Richmond, Anne skated and bicycled the city's neighborhoods with groups of friends. (Photo by Bill Wasson)

educated throughout the process, and maintaining an ethical and professional approach in every transaction."

FINDING SUCCESS

Anne's success is rooted in a client-driven and personal approach. Wearing her teacher's hat, she navigates the complexities of real estate. Her ability to break down contracts and timelines ensures her clients feel at ease, while her keen



Photo by Philip Andrews

writer's eye helps craft compelling listings.

"Writers are like spies. We are keen observers and we pick up on subtext — the things you mean but don't say. That's critical in this business," she points out.

LOCAL ROOTS

A Richmond native, Anne's parents had a strong and positive influence on her early development, appreciation for the city, and eventual business success, and her childhood experiences in the Carillon neighborhood laid the foundation for her love of the city and its neighborhoods. Anne's father owned a building supply business and set a great example of being client-centered and building a business from the ground up while her mother made sure she appreciated the cultural richness of the city with trips to libraries

and museums. To this day, family dinners at her childhood home are a Sunday tradition, where multiple generations gather and connect. Now married for 21 years, Anne enjoys exploring the city with her husband, Tad Hill, and their 18-year-old son, Suleiman.

In addition to her real estate accolades, Anne notes she proudly holds the title of number one fan of the State Fair of Virginia, a testament to her love for the local community. "There is nowhere I'd rather be than the midway at Meadow Event Park," she says.

Beyond her busy career and family life, Anne supports many charities including Charity: Water, Books for Prisoners, and St. Jude Children's Hospital. "St. Jude was founded as a thank-you to this country from Lebanese and Syrian immigrants," she explains. "As a direct descendent of Lebanese immigrants, supporting St. Jude is in my blood."

ON THE HORIZON

As she enters the next phase of her successful career, Anne reflects on her responsibilities as a Realtor, emphasizing the need to protect legacy residents of Richmond City from predatory practices. As a key figure in her neighborhood's Real Estate Watch Committee, she ensures her community stays informed and protected from equity theft.

As Anne looks to the future, her short-term goals include successfully guiding her high school senior into adulthood and continuing to make time for writing. With wishes of cruising in her dream Chevy El Camino, indulging in county fairs, and maintaining a focus on ethics and education in her profession, Anne still has plenty to look forward to.

"If you want to make God laugh, tell him your plans," she concludes with a smile. "I just try not to get too far ahead of myself."



Anne Thomas Soffee with her husband, Tad Hill, and their son, Suleiman (Photo by Philip Andrews)

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THE PASSIONATE CONNECTOR

ANNA CATHERINE LAKE

“Real estate is a perfect fit for my heart. It combines my financial expertise, my love for serving people, and my passion for homes.”

Anna Catherine Lake enjoys guiding her clients through the intricate process of buying and selling with unwavering dedication and genuine enthusiasm. She doesn't view herself so much as a salesperson, but more of a connector.

“I connect people to homes and neighborhoods where they can make memories and thrive,” Anna

Catherine affirms. “In this way, I am helping to build into people's lives and ultimately into our community.”

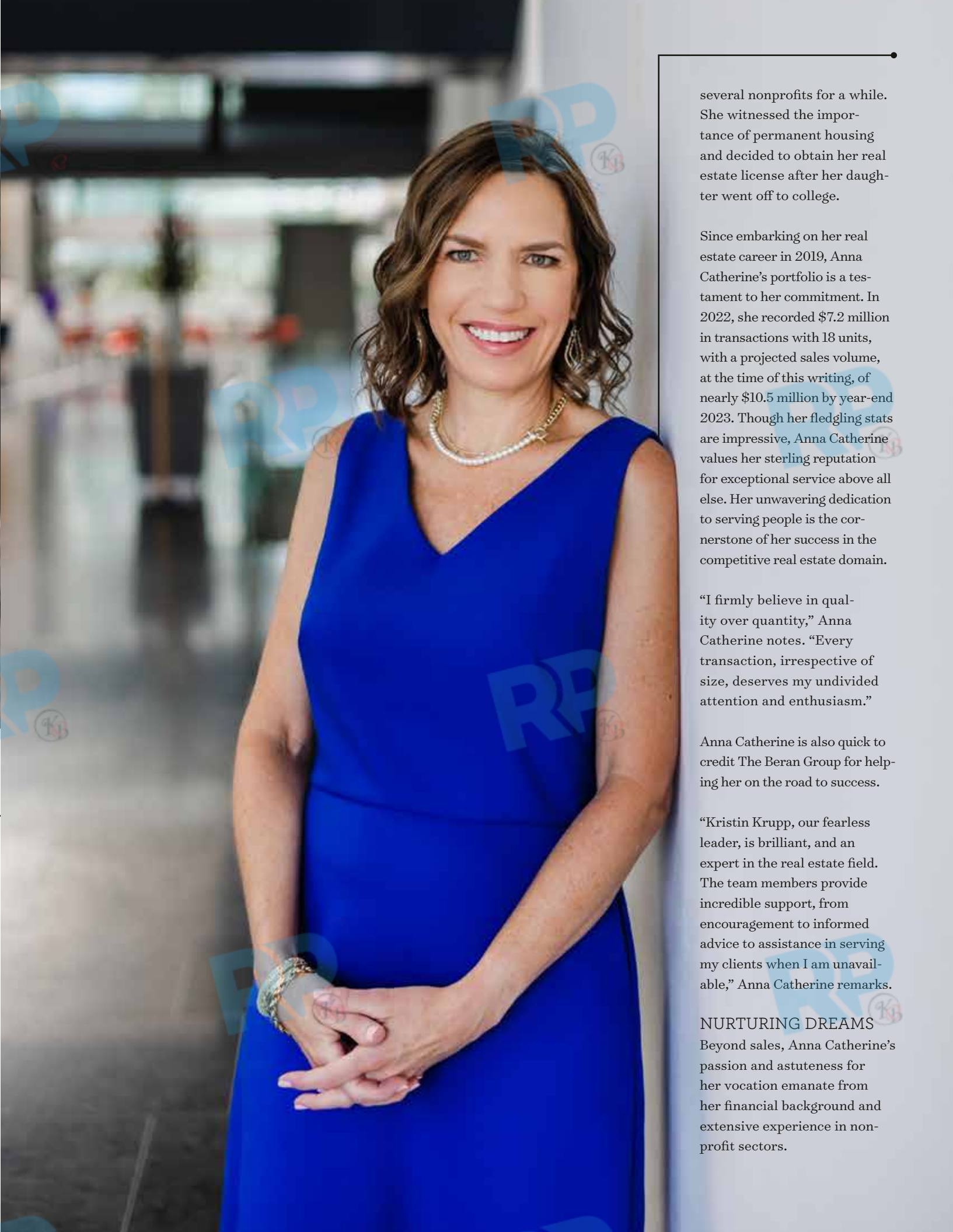
Anchored within The Beran Group at Shaheen, Ruth, Martin & Fonville Real Estate, Anna Catherine's commitment extends far beyond transactions, aiming to secure not just houses but sanctuaries of cherished memories and joyous moments.

A NATURAL PASSION
Anna Catherine notes her passion for homes stems from her childhood

growing up outside Charleston, South Carolina.

“We had a multigenerational family farm and it instilled in me the importance of homes — a sanctuary where families evolve,” Anna Catherine reflects. “This gave me a sense of home, the stability that a home can provide, and how a home can be refreshed to fill a family's current needs.”

With a financial background, Anna Catherine worked in public accounting, mostly in the financial area of



several nonprofits for a while. She witnessed the importance of permanent housing and decided to obtain her real estate license after her daughter went off to college.

Since embarking on her real estate career in 2019, Anna Catherine's portfolio is a testament to her commitment. In 2022, she recorded \$7.2 million in transactions with 18 units, with a projected sales volume, at the time of this writing, of nearly \$10.5 million by year-end 2023. Though her fledgling stats are impressive, Anna Catherine values her sterling reputation for exceptional service above all else. Her unwavering dedication to serving people is the cornerstone of her success in the competitive real estate domain.

“I firmly believe in quality over quantity,” Anna Catherine notes. “Every transaction, irrespective of size, deserves my undivided attention and enthusiasm.”

Anna Catherine is also quick to credit The Beran Group for helping her on the road to success.

“Kristin Krupp, our fearless leader, is brilliant, and an expert in the real estate field. The team members provide incredible support, from encouragement to informed advice to assistance in serving my clients when I am unavailable,” Anna Catherine remarks.

NURTURING DREAMS
Beyond sales, Anna Catherine's passion and astuteness for her vocation emanate from her financial background and extensive experience in non-profit sectors.



“

REAL ESTATE IS A PERFECT FIT FOR MY HEART.

She notes her husband, Larry, is her biggest supporter, and the couple have three adopted, adult children. A rescue dog, Sadie Mae, adds extra joy to their household.

“We love anything to do with the water, walking on the beach, skiing, crabbing, fishing ... the salt, sand, and sun,” she smiles.

Anna Catherine’s support extends generously to local charities, fervently advocating for causes serving the Richmond community. Her involvements with Caritas, The Healing Place, Elijah House Academy, and Better2gether demonstrate her deep-rooted commitment to community welfare.



Anna Catherine Lake and her husband Larry

“I love merging creative problem solving with data-driven solutions for my clients. Real estate isn’t merely a transaction — it’s a bridge between my financial expertise and my fervor for serving people and nurturing homes,” Anna emphasizes. “The essence of my service lies in offering each client, regardless of their budget, attentive care.”

Offering counsel to budding top producers, Anna Catherine underscores the significance of focusing on controllable aspects, offering support by sharing knowledge and cherishing every client interaction as an honor.

“Understanding the business landscape and shunning comparisons are pivotal in cultivating a successful career as well,” Anna Catherine advises. “Always be educating yourself.”

OUTSIDE THE OFFICE
Beyond work, Anna Catherine cherishes time spent with her family.



Sadie Mae

“For me, success is synonymous with giving my best in every endeavor — channeling time, talents, and resources wisely,” Anna Catherine points out. “If I’ve done that, I’ve won the day.”

Looking ahead, Anna Catherine aims to refine her time-management skills while relishing her role within The Beran Group.

“Selling real estate, with a brilliant team of like-minded individuals, is a dream come true,” Anna Catherine concludes. “I am thankful for the client and professional relationships I have built and the financial goals that have been met, all around transactions involving homes where people can thrive and make memories.

“There are very few transactions that are ‘normal,’ though; most transactions have a bump. This is what makes real estate challenging and never boring,” she adds. “This is what makes it fun.”



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TO GIVE TO
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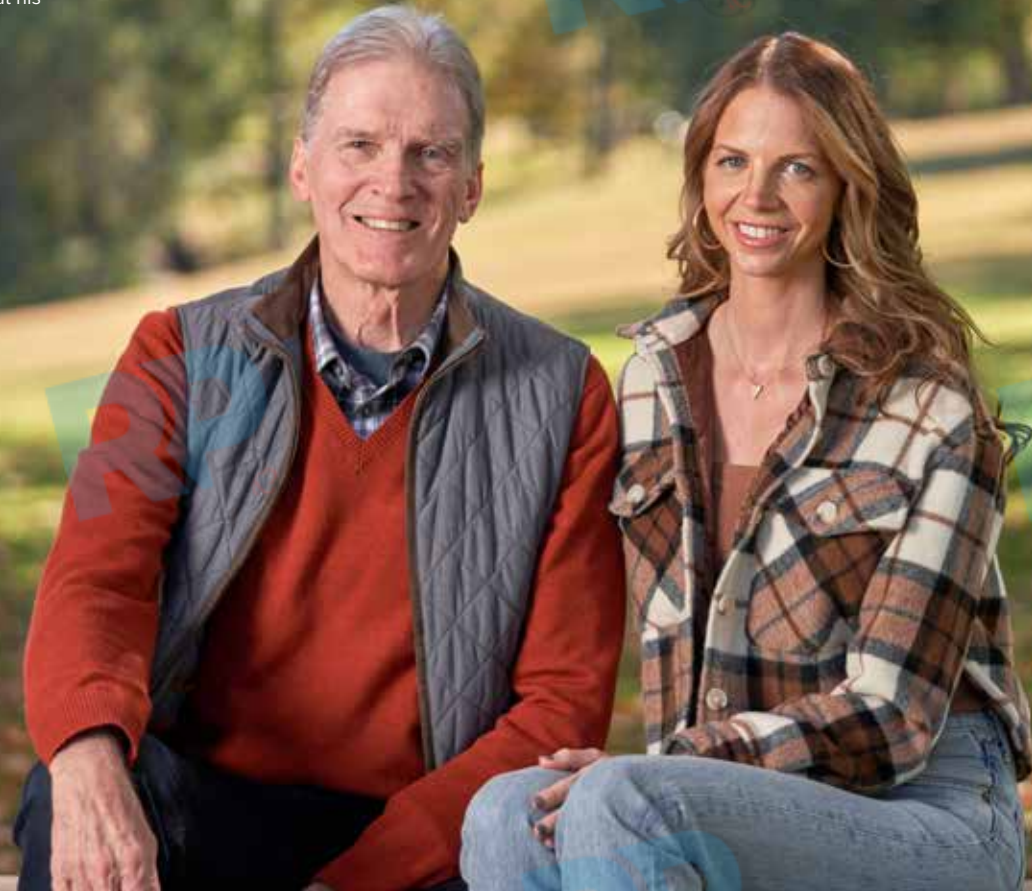
▶▶ cover story • Photos by Philip Andrews

Megan

N A P I E R

C O N T I N U I N G T H E L E G A C Y

In 2015, Megan (right) joined her father, Jim Napier (left), at his brokerage.



When Megan Napier was earning her bachelor's degree in science and business administration at the College of Charleston, she applied to the buyer training program at Bloomingdales, the famed department store. After being turned down due to too many applicants, she hopped in her car and drove 10 hours to the next college recruiting event where she was hired on the spot. It is this determination and drive that exemplifies Megan's success in real estate.

A Family Tradition

After spending the first part of her career with Bloomingdales in New York City, the family business, and its profound influence on her life, called her home. Now a licensed solo agent with Napier Realtors ERA in Midlothian, Megan established her real estate career in 2015 when she joined her father's brokerage, proudly representing the third generation of REALTORS® in the family business. The Napier legacy began with Megan's grandfather in 1958, and her father has maintained his broker role for 47 years.

"I spent my formative years attending open houses, assisting my dad with mailers, and exploring new construction sites," Megan recalls. "My admiration for my father's unwavering dedication to building the company and a stellar reputation was the reason I got into real estate."

Megan's recent statistics prove she is a third-generation dynamo in the real estate industry. With 37 homes sold for \$18 million in 2022, she has no plans to slow down. She notes working in the demanding, fast-paced

environment of New York City helped shape her ability to establish structure — a strength that helps with a sales-oriented career.

Self-Motivating to Succeed

To keep herself on the move and connecting with new people, Megan develops vision boards outlining her personal and professional goals. One of these goals was to utilize video marketing to reach current and potential clients. She created a YouTube channel, honing her on-camera skills to market her listings.



Top producer Megan Napier is a solo agent with Napier Realtors ERA in Midlothian.

I truly believe there are endless

OPPORTUNITIES AND THAT YOU JUST NEED TO HAVE THE RIGHT MINDSET AND ENERGY TO ATTRACT THEM.

“It enables me to express my creativity and showcase my clients’ beautiful homes through unique videos,” Megan explains. “I have noticed that my clients greatly appreciate the additional value that video marketing brings to showcasing their homes.”

A Balanced Life

Born and raised in Richmond, Megan can be found attending yoga classes, having family dinners with her parents, who live just a short drive away, and taking long walks with Olive, her best friend and canine companion.

“Olive is a regular presence at the office and is always begging for treats,” she adds with a smile.

Both Megan and her parents have a long-standing association with the Massey Cancer Center in Richmond. She spent a term on the Massey Alliance Board of Directors and still volunteers at several annual events.

Taking care of her physical and mental health is also a top priority as it helps Megan continue to achieve her professional goals.

“I always make sure — even during the crazy times in the market — that I carve out time to meditate, journal, and work out,” she notes. “I find I have more to give to clients when my cup is full.”

On the Horizon

The importance of self-care is something Megan advises all future top producers to prioritize. She also recommends establishing consistency and solid business plans, especially in the fluctuating real estate industry. She adheres to the Buffini Method — a real estate coaching and training program centering around relationship-building activities.

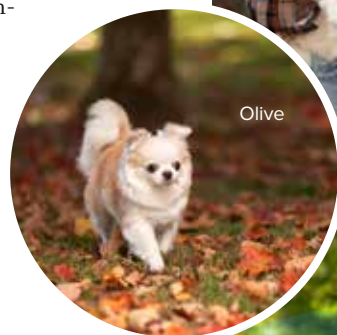
“I also have mentors, not only my father, but also other great Realtors in the area who share their best practices and encourage one another,” Megan remarks.

Moving forward, Megan plans to continue the family’s tradition of making a positive impact in the Central Virginia real estate community. The industry will always have ups and downs, but Megan will not let uncertainty impede her success.

“I operate from a state of abundance,” she concludes. “I do not like to get bogged down in the negative chatter of the last few years about the market. I truly believe there are endless opportunities and that you just need to have the right mindset and energy to attract them.”



Megan Napier (left) with her parents, Kathy and Jim Napier.



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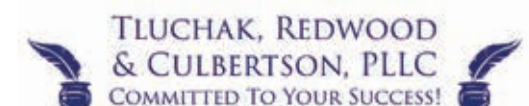
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Teams and Individuals Closed Data from Jan. 1 to Nov. 30, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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