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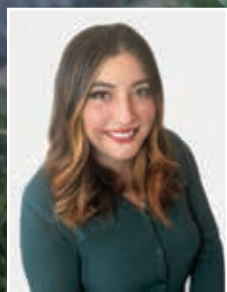
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Cover photo courtesy of **Ryan Corvello Photography**.



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If you are interested in nominating REALTORS® to be featured in the magazine, please email Wendy@kristinbrindley.com.

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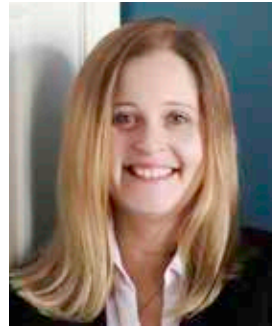
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FAQ

By Kristin Brindley, Publisher

ABOUT THIS MAGAZINE



Ever since we launched *DC Metro Real Producers* seven years ago, I have heard some of

the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the D.C. metro area. We pull the MLS numbers each year (by volume) in the greater D.C. metro area: Washington, D.C.; Montgomery County, Maryland; FCAAR; and PGCAAR. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2023. Based on 2023's list, the minimum production level for our group is \$13.1 million. The list will reset again at the end of 2024 for the following year and continue to update annually.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals. We take the top 500 real estate agents and our preferred partners and we build an exclusive community around that group. We share their stories, successes, and upcoming events — really, anything that will connect, inform, and inspire, we put in our monthly publication.

Q: DOES REAL PRODUCERS HAVE EVENTS?

A: Yes! We will have specific networking events throughout the year.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS® (or yourselves!), affiliates, brokers, owners, and office leaders can nominate Realtors as well. We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: you email us at wendy@kristinbrindley.com with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our team to write the article and for our photographer to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: HOW CAN I REFER A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top Realtors, please email Lexy@kristinbrindley.com, and let us know!



► publisher's note

Dear D.C. Metro Real Producers,

Big congrats to all of the new Top 500 agents who are now part of our *DC Metro Real Producers* community, thanks to your stellar sales performances in 2023. You guys rock! By now, you should have received your 2024 *DC Metro Real Producers* Top 500 badge in your inbox, a testament to your achievements and success!

March is a special milestone here at *DC Metro Real Producers*. Seven years ago this month, we launched this magazine, our flagship publication. Thanks to the amazing Real Producers and preferred partners in Greater D.C., we have expanded to have a presence in seven markets around the country!! We're so proud of this publication ... and excited for our newest top agents to join us at our fabulous, exclusive events throughout the year.

March also brings the end of Q1 and St. Patrick's Day, a time when I often reflect on what it means to me to be "lucky." What does luck have to do with success? Are we either born lucky or unlucky ... and can we change?

According to famed psychologist Richard Wiseman, author of "The Luck Factor," a 10-year scientific study into the nature of luck revealed that, to a large extent, people make their own fortunes. The results also show that it's possible to enhance the amount of luck that people encounter in their lives.

Moreover, Wiseman's findings revealed that luck is not magical or random; it has much more to do with one's thoughts and behaviors, which ultimately proved

responsible for one's fortune. So if you want more luck this year, heed Wiseman's advice using four basic principles:

- Create and notice chance opportunities!
- Listen to your intuition when making decisions!
- Set positive expectations!
- Adopt a resilient attitude to transform your luck!

Congratulations again to all 2024 Top 500 agents! Be on the lookout for your invitations to the **Hal Elrod "Best Year Ever" Zoom event** on April 18th, exclusive to our top agents, and to our festive **Summer Luau**, coming up on May 14th. We can't wait to see you all there!

If you have questions, comments, suggestions for us on feature stories, event locations, or anything related to this community, please don't hesitate to reach out to me personally.

With gratitude,



KRISTIN BRINDLEY

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KRISTIN BRINDLEY
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FEATURING **SCOTT SACHS & DANIEL SCHULER**
GREATER THAN THE SUM OF THEIR PARTS
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APRIL 2020

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FEATURING **MARGIE HALEM**
TOP 100
MAY 2020

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FEATURING **LARRY LESSIN**
MAKE A NEW WOOD
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JUNE 2020

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JULY 2020

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THE MENKINETS & MASON'S Fall in Mission
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FEBRUARY 2021

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MARCH 2021

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FEATURING **NURIT COOMBE**
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APRIL 2021

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FEATURING **MARGARET BISHOP**
From Family First
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MAY 2021

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FEATURING **Juan Umanzor**
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JULY 2021

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QUARANTINE SPECIAL EDITION
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FEATURING **CARMEN FONTECILLA**
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2023

BY THE NUMBERS

HERE'S WHAT DC METRO'S TOP 500 AGENTS SOLD...

15,013



TOTAL TRANSACTIONS

\$12.4 BILLION
SALES VOLUME

7,729 LISTING SIDE
TRANSACTIONS



7,284 BUYING SIDE
TRANSACTIONS



\$24.8 MILLION
AVERAGE
SALES VOLUME
PER AGENT



30.03
AVERAGE
TRANSACTIONS
PER AGENT



Information based on 2023 residential sales in Virginia, Maryland, and Washington, D.C., by the top 500-producing agents licensed in Washington, D.C., and Frederick, Montgomery, and Prince Georges Counties, Maryland.

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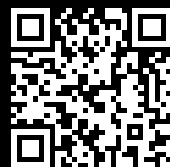
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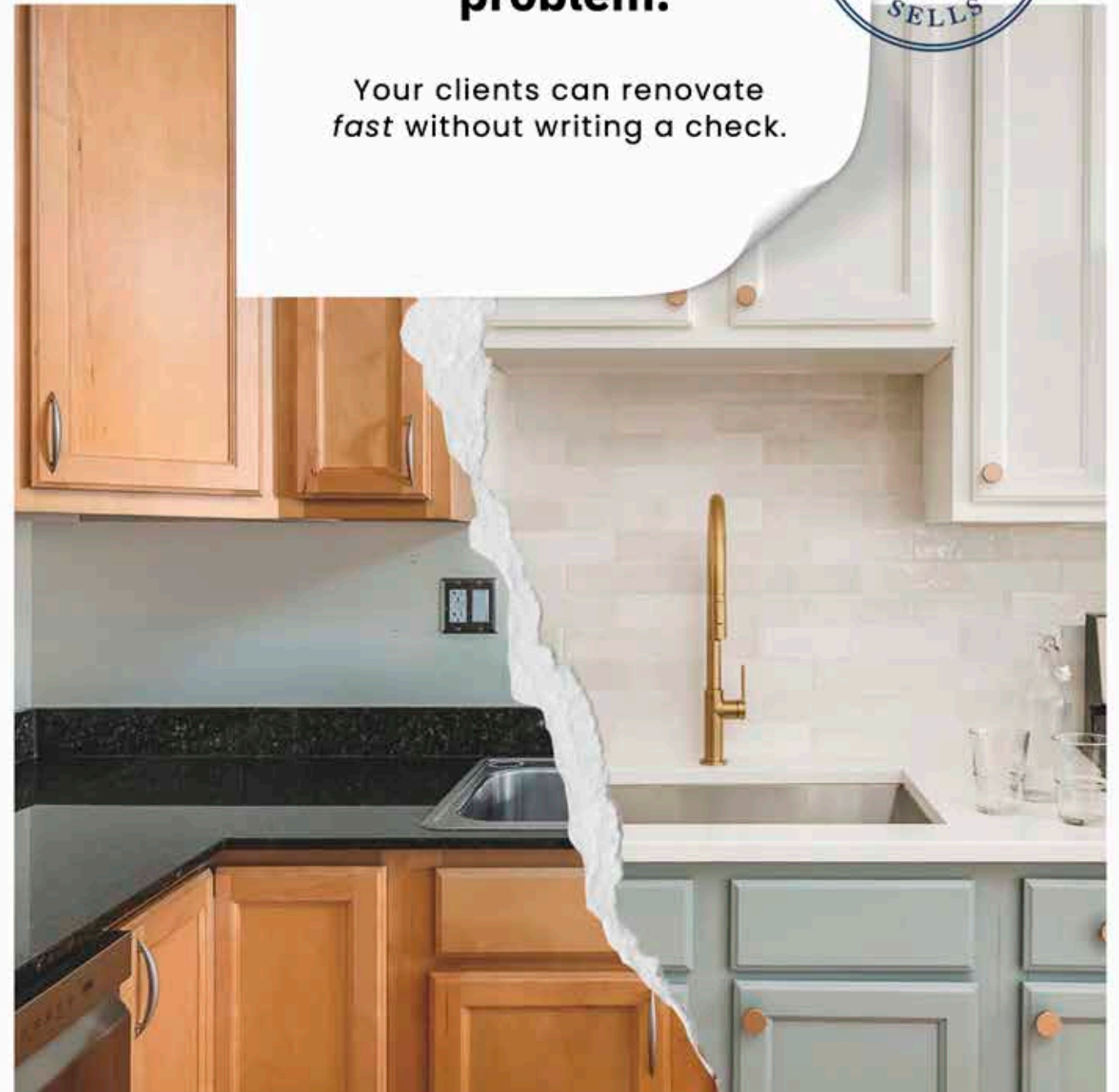
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DEED WARRANTIES

A deed is a legal document, signed by the seller and delivered to the buyer, conveying the seller's interest in real property to the buyer. Less understood are the warranties included in deeds. As with any warranty (e.g., a car or appliance warranty), a deed warranty is an enforceable written guarantee from one party to another. It's important to know that there are three different types of warranties in deeds. The different types provide varying amounts of protections to the buyer and risks to the seller.

1. General Warranty

The first type, and the default in Virginia deeds, is a general warranty. In this version, the seller guarantees that they own the property being sold, that every person who owned the property before them swears they owned the property, and that if anyone were to ever challenge any of these facts to be true, the seller would forever defend the buyer against those claims. This type of warranty is often designated in a deed with the word "general" or "generally" within it (e.g., "general warranty" or "warranty generally"). No additional language is required to create a general warranty, although certain deeds may also contain additional covenants or other language to reinforce the type of warranty provided. Again, the general warranty is the default warranty used in Virginia deeds unless the contract expressly states something otherwise.

2. Special or Limited Warranty

The second deed warranty type is a special warranty, the default and common version used in D.C. and Maryland. This version is typically noted on a deed with language such as "special warranty" or "warranty specially." In this version of a warranty, the seller signs that they guarantee that they own the property, and when they convey the property to the buyer that they outright guarantee that if anyone should ever challenge that the seller validly conveyed the property, the seller will come forward from wherever they are and defend the buyer's property against such a claim. This version of a warranty is also known as a "limited warranty." There is no difference between a "special warranty" and a "limited warranty," however.

3. Quit Claim Deed

The third and last type of warranty is no warranty provided at all. This is often called a "Quit Claim Deed." This is the warranty a trustee typically provides a buyer. This version can be indicated by the language "Quit Claim Deed" or "Trustee's Deed" or it can say something along the lines of "no warranty of any kind whatsoever, implied or assumed," or any sort of similar language. Alternatively, the deed can simply not reference anything at all with regard to a warranty. It's also important to note that a fiduciary, such as the personal representative for an estate, is typically advised not to enter a contract requiring a warranty provided in the deed. A seller who is a corporation, company, bank or trustee will often change the default deed warranty in a contract, for example.

It is not uncommon for a party to request a deed be retitled to change the warranty (e.g., changing a "General Warranty Deed" to a "Special Warranty Deed.") However, the body of the deed should be fully examined in such cases to ensure there are no inconsistent references to a different warranty within the document. The default warranties in D.C., Maryland, and Virginia are found in the standard real estate agent contract, and it is rare to find a contract that deviates from these. In the absence of an express term in a contract, the deed warranty will default to the custom and practice of the jurisdiction in which the property is located.



Jeff Darrah is a licensed real estate attorney with District Title, part of the MBH Settlement Group, which has a specialization in investor and commercial transactions. When Jeff is not at the closing table, you will likely find him volunteering for his local foundation, which is focused on the preservation of historic buildings and open spaces.

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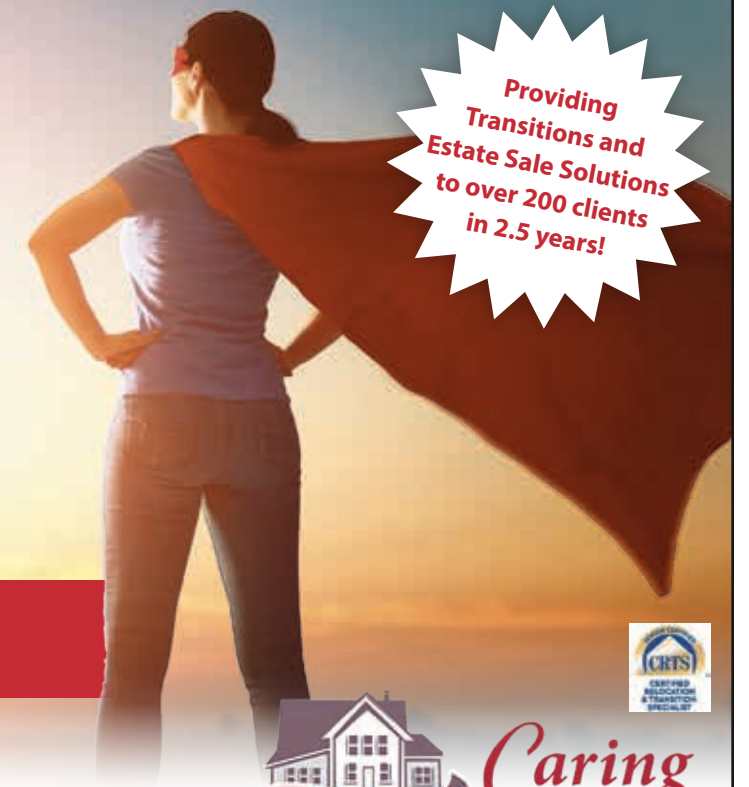
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TRACY NIRO

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As the senior director of Town & Country Move Management (TCMM), Tracy Niro embodies wisdom in the moving and relocation industry. Her vast experience and dedication to clients ensures that every step of the process is met with meticulous attention to detail and a genuine desire to make moving dreams as stress-free as possible.

“Our team’s combined knowledge and expertise in the move management and moving industry is unparalleled,” Tracy asserts proudly. “We have a team with combined move management experience of over 20 years and have achieved the A+ Accreditation from the National Association of Senior and Specialty Move Managers.”

Before the Move

Tracy’s venture into the world of move

management began with a realization during her tenure managing public estate sales. Recognizing that clients, particularly seniors downsizing from family homes, needed comprehensive support, Tracy founded Wise Moves, a boutique, family-owned move management company. Over 18 years, Wise Moves became synonymous with personalized care during transitions.

In a strategic move in June 2023, Town & Country Movers, under the leadership of Kevin Bass, acquired Wise Moves and integrated its employees and expertise into TCMM. Tracy now leads a terrific team with over 20 years of experience and is fully committed to providing clients with top-tier residential space planning and all moving solutions.

“This merger between Wise Moves and Town & Country Movers has only amplified my desire to help people through what is often a stressful and overwhelming process,” she affirms.



Tracy Niro is the senior director of Town & Country Move Management.

Tracy's background in human resources and diverse experience in sales, customer service, and leadership roles have uniquely positioned her in the moving and relocation management industry.

"I have always been in the business of supporting people," she shares. "Helping people has always been my passion, which is the core value of the move management industry."

Beyond the Business

Tracy's enduring partnership with her husband, Joe, is at the heart of her world. Their union, that has stood the test of time, spanning four decades, is a testament to the strength of their bond. They are proud parents to three accomplished adult children. Adding a delightful layer to their familial bliss is their adorable 2-year-old granddaughter.

"When I'm not busy working, I enjoy spending time with my family in our second home in Beaufort, South Carolina," Tracy adds. "Otherwise, it's date nights with my husband of 40 years!"

Looking ahead, as the move management industry grows, Tracy envisions the

“ Our team’s combined knowledge and expertise in the move management and moving industry is unparalleled. ”



The Town & Country Move Management team

development of TCMM's "A Team" and looks forward to a rosy post-merger future. Professionally and personally, Tracy plans to prioritize her work and family, ensuring that TCMM thrives while cherishing moments with her husband, children, and their growing families.

She also notes that Town & Country Move Management, with its 50-year moving, staging, and storage legacy, combined with over 20 years of move management expertise, will continue to offer unparalleled support for real estate agents and their clients.

"This is so much more than a business to me," Tracy concludes. "This line of

work demands empathy and support resources. My goals are to guide each of our clients forward while honoring their past and to provide continued leadership for our team."

To learn more about how Town & Country Move Management can facilitate an efficient and stress-free move for you or your clients, request a free consultation at www.townandcountrymovers.com/movemanagement or call them at 301-450-2023.



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► agent spotlight

Photos by Ryan Corvello

Leisel L. Taylor

A FAMILY APPROACH

L

Leisel Taylor, managing broker and owner of Village Premier Collection Maryland, brings a distinctive approach to her career.

A CAREER PIVOT

Originally from the picturesque islands of Trinidad and Tobago, Leisel migrated to the U.S. to attend Howard University in Washington, D.C. Before venturing into real estate, Leisel’s professional background was in accounting. With a decade-long career as a senior accountant, her decision to shift gears into real estate was sparked by a life-altering event. A challenging pregnancy and the 2008 market crash led her to sell her house, exposing her to the intricacies of real estate transactions. Encouraged by her husband and real estate agent, Leisel pivoted to a new career, leaving behind her accounting roots.

“My husband was like, ‘Yeah, you could do what that Realtor does. It looks easy enough.’ Little did we know what real estate truly entails! So because of that particular transaction, I attended the 10-day class of Long and Foster back then, where you get your real estate license in 10 days by going to class for eight hours a day. I took the class, then I took the test two days later and passed on my first try,” Leisel explains.

BECOMING A LEADER

Leisel’s venture into real estate began as a solo agent in 2012, showcasing her entrepreneurial spirit. She then became the team leader of the Taylor Made Team which, she started in 2016 with her husband, Donnell Taylor. However, it was in October 2021 that she officially opened Village Premier Collection Maryland, marking a significant milestone in her career. Her transition from an individual agent to a managing broker and owner showcases her commitment to growth and leadership. Her commitment to family

extends to her business philosophy, where clients are not just clients but are treated like family.

“This approach, rooted in the belief of ‘ubuntu’ (I am because you are), underscores the collaborative and supportive environment cultivated at Village Premier Collection Maryland,” Leisel says with a touch of pride.

Her dedication to excellence is palpable in the numerous accolades she has amassed throughout her illustrious career, during which she



sold 349 houses and successfully closed over \$100 million in sales. From winning the Platinum and Gold awards for outstanding performance from PGCAR, Leisel’s professional journey is punctuated with recognition. Her role as chair of the awards committee for the Prince George’s County Association of REALTORS® Board of Directors further solidifies her influence in the industry.

OUTSIDE THE OFFICE

Leisel, the queen of her castle, shares her life with a loving husband, Donnell



brokerage to accommodate 100 agents by the end of 2024 and so much more.

FUN FACT

A former Ms. Trinidad & Tobago in 1992-1993, the competition crowned Leisel and funded her first year at Howard University.

“Professionally, I am challenging myself to finally get off the bench and launch my team-building

Leisel Taylor and her husband, Donnell



and coaching program, especially since I’ve had much success as a team owner,” she declares.

In parting, Leisel shares invaluable advice for up-and-coming top producers. Recognizing the difficulties inherent in the industry, especially amid rising interest rates, inflation, and unforeseen legal challenges, she emphasizes positivity.

“When I’m talking to my agents and they get discouraged, I tell them to keep being consistent in their lead-generation and follow-up efforts,” Leisel concludes. “It’s going to pay off in the end.”

Taylor, and two boys. Her 24-year-old, Ahneldae, has ventured into the world, having already moved out, while the 13-year-old, DJ, adds youthful vitality to their home. The Taylor family enjoys exploring the world. They indulge in the richness of different cultures. From Europe to the enchanting islands of Croatia, their shared love for travel and cuisine binds them together.

local charity, to create full-fledged Christmas experiences for under-privileged schools. She goes beyond financial support to ensure that every child gets to experience the magic of the holiday season.

“My philanthropy is personal because I have experienced financial hardships myself,” she shares. “And this charity embodies the spirit of giving.”

ON THE HORIZON

As Leisel looks to the future, her goals include expanding her

Leisel views success as the freedom to live on her terms and give back to the community. She partners with The Christmas Experience, a

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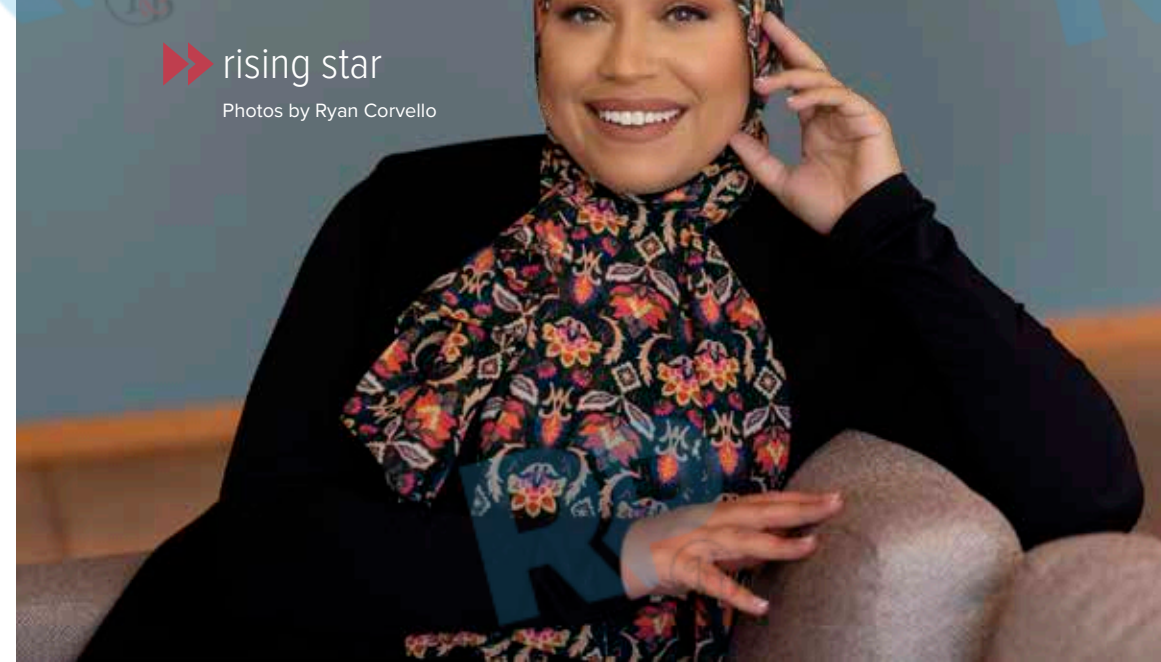
NUR BRENT

A Career

Built on LOVE

▶ rising star

Photos by Ryan Corvello



2019 and went all-in in 2020. Her recent stats speak volumes — in 2023, Nur soared to a total volume of over \$9.3 million. Plenty of awards already adorn her walls, with Agent of the Year, Multimillion-Dollar Sales, and Top Sales Agent becoming an annual occurrence within her brokerage.

“I knew that I was ready for a change in my career, and I also knew that I loved sales and the ability to create my own income based on

my own skills and efforts,” Nur says of her quick success in the industry.

For Nur, a win is synonymous with aiming high from the outset. Her advice to budding agents is straightforward: set ambitious goals and align with someone more seasoned and knowledgeable in the business.

“My advice would be to think big immediately,” she encourages. “Decide what type of business you want to have right now and then become the agent that will be required for you to manifest that business. Set a goal that makes you uncomfortable, work backwards, and get a really good coach or mentor.”

BEYOND BUSINESS

What sets Nur apart isn't just her business strategy but her genuine connection with clients. Her clientele experiences a level of care that transcends transactions.

“A large portion of my clientele is first-time homebuyers and first-time

As the force behind Luxe Lifestyle REALTOR® at Samson Properties in Bowie, Maryland, Nur Brent's fledgling career is a testament to the profound impact of love — a sentiment that weaves through her large family, her clients, and her passion for making genuine connections, even online.

“I think my business looks different because I would say that 95 percent of my business comes solely from relationships that I build on social media. The other five percent comes from the referrals from the relationships I build on social media,” Nur states proudly.

A TWIST OF FATE

Before real estate, Nur spent seven years in network marketing, as an executive assistant, and was also the owner of a cleaning company. Fate, however, had her cross paths with Vincent Ekuban, her former broker at EXIT Realty Enterprises, during her tenure as a housekeeper for his properties.

“I was his housekeeper for his personal homes and investment properties

post-construction, before they hit the market. It's so funny how life comes around full circle,” she reflects.

Nur's love for real estate burgeoned during family home tours in affluent neighborhoods. Her unique approach involved engaging with neighbors, understanding their professions, and envisioning a future for her children. This passion later blossomed into a full-fledged career driven by the desire for autonomy and financial freedom.

“From when my children were little, I would take them on home tours in very nice areas. We would park the car on nice days, walk the neighborhoods together, and speak to the neighbors. I would ask many of them what they did for a living because I was curious, and I wanted my children to see what it would take to live in a beautiful neighborhood and how many different paths could get them there,” she reminisces.

MAKING THE LEAP

Nur obtained her real estate license in

investors,” Nur shares. “Seeing their joy and knowing they feel they have been served well in the homebuying process has to be my most fulfilling part of this line of work.”

Nur’s online business strategy is a departure from traditional methods. Her unique blend of care, duty, and service sets her apart, creating an environment where clients feel served and cherished.

“In the same way I have learned the ability to make a stranger online feel like family, I have also mastered making my clients feel like they are simply shopping with a relative who is there to care for them and protect them,” she explains. “I always aim to make sure my clients know they are protected, heard, and cared for at the highest level — before, during, and even after the transaction.”

OUTSIDE THE OFFICE

Nur’s family is an expansive blend of love and creativity. With both she and her husband, Mustafa, having remarried and each bringing five children into the mix, their household is a lively hub of diverse personalities. Their family lineup includes: Kenya (24), Seifullah (20), Imani (20), Zulaikah (19), Jasmine (19), Nabilah (18), Zion (17), Mardiyah (14), Kennedy (14), and Haniyah (9).



Nur Brent and her husband, Mustafa

The family dozen shares a strong artistic inclination, often indulging in spirited karaoke sessions at home and during road trips. Nur notes their enthusiasm for friendly competitions is evident through lively dance-offs and spirited game nights. Adding a fun, furry dimension to their lively household is Milo, the family cat.

As Nur looks toward the future, her vision extends beyond accolades. She plans to double her production and cultivate a team, with her husband joining the ranks.

“Our hope is to increase in world travel and to be in a place to give back more to our community in the next five years, God willing,” Nur emphasizes. “But whatever we achieve, everything will be done with love, and my family will always be my biggest success.”



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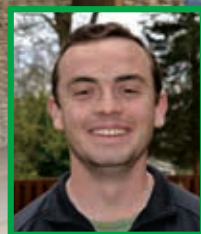


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SCAN ME

DREW HOPLY

cover story

Photo by Ryan Corvello

TRUE LOCAL PASSION

Meet Drew Hopley. More than just a passionate REALTOR®, Drew is the dynamic co-founder of the successful Live Frederick Group at Keller Williams Realty Centre.





Photo by Ryan Corvello

From Social Work to Dream Homes

Born and raised in Massachusetts, Drew graduated with a political science degree from James Madison University and dedicated himself to social work for a local nonprofit in Bethesda, Maryland, working tirelessly with children in a group home setting for over five years.

“Having such a positive impact, that was the most rewarding work of my career,” Drew shares. “That is also where I met my future wife, Jenn.”

After a sabbatical, Drew and Jenn moved to St. Croix for half a year, which they found to be an idyllic and enlightening experience. During this time, Drew says he was grateful to have an opportunity to unwind while pondering his next professional endeavor, eventually deciding to obtain his real estate license in 2012.

“While it was the best six months of our lives, it was also an incredible time to envision our future,” Drew smiles. “I realized then that I wanted to get into a career with unlimited earning potential that was in the service of others and incorporated my sales skills.”

Hyper-Focusing Locally

Alongside visionary business partner Cory Wilson, Drew now leads a team of six dedicated agents and a terrific operations manager at Live Frederick Group.

“Our hyper-local focus and intense authenticity has really helped us stand out,” Drew notes. “I think what also sets us apart is our never-ending desire for growth. Everything we do in real estate is purely focused on growth — our business, our relationships, and our community.”

“At this point in my career, what is most fulfilling is being able to provide our buyers and sellers with



Cory Wilson (left) and Drew Hopley (right) met on the golf course, later joining forces to lead the Live Frederick Group. (Photos by Ryan Corvello)

“Collaborate and share what is working for you while being in an abundance mindset. **Most importantly, partner with people and companies that put the agent first.**”

the highest level of service we have ever offered,” he adds.

The duo’s journey began on the greens of the University of Maryland Golf Course in College Park, where their shared hometown of Frederick became the foundation for a fast friendship. Recognizing Cory’s potential as a real estate agent, Drew facilitated his entry into the industry by selling him his first home in downtown Frederick. With industry disruptions, Drew and Cory founded the Live Frederick Group to fortify their database and hyper-focus on their beloved town.

Their passion and expertise in Frederick garnered community recognition and made them local experts. Despite their contrasting personalities, Drew and Cory’s brotherly partnership aligns their skills and fosters trust. They unite weekly, acknowledging their differences as a driving force behind their successful real estate venture.

“The dichotomy of our personalities causes us to get together weekly to ensure we are on the same page.

Cory is much more of the implementer and CEO of the business. I am more of the salesperson and director of sales. By acknowledging our differences and embracing them, we have grown more purposefully and with less resistance,” he emphasizes.

The Live Frederick Group goes beyond property transactions to support charities like the Mental Health Association, Frederick, and





Drew and Jenn Hopley with their sons, Henry and Jack



Cory Wilson and his wife, Alanna

Camp Ezri. Additionally, they contribute to local charities like Heartly House and the Boys & Girls Club. Their commitment recognizes that success is tied to community well-being.

Beyond the Office

Outside of work, Drew, Jenn, and their two energetic boys, Henry (7) and Jack (3), find joy in life's simple pleasures. From family hikes and strolls into downtown Frederick to cherished story times and spirited wrestling matches set to the lively beats of the song, "I'm Shipping Up to Boston," by the Celtic punk band Dropkick Murphys, their days are filled with love and laughter.

Drew's love of golf has been a useful hobby to generate leads and connect with clients.

"I always tell new agents that you never sell as many houses as when you are on the golf course," he laughs. "I don't know if that means I play too much ... but we found a way to make golf part of our lead generation and client experience; for the past two years, we've run a golf club at Musket Ridge from April to October."

Success for Drew always involves his family.

"I think it's being able to do what you want, with who you want, when you

want. When Jenn and I are older, I want to be able to say yes to my boys. If they want to go on a golf trip, explore Europe, or go to a ball game, I want to be able to say yes," he offers.

Looking Ahead

Drew's optimism for the future is palpable, fueled by a groundbreaking, strategic partnership with PLACE Inc., an innovative full-service real estate and technology platform that promises a new era of possibilities. Through unyielding dedication and hard work, Drew and his team have earned the privilege of joining forces with them, unlocking a trove of benefits for their agent partners, ranging from comprehensive health insurance, world-class training and support, stock options, and profit share, all the way to building out consumer

services, allowing agents to continue to build wealth through real estate.

"Now, we get to utilize this incredible partnership with PLACE to enhance the lives of our agent partners, improve our client experience, and help deliver the dream of homeownership to our clients," he adds.

A shining example of authenticity in an industry that can often seem detached, Drew imparts invaluable advice to up-and-coming top producers.

"Be authentic to your mission and help others by giving generously," he concludes. "Collaborate and share what is working for you while being in an abundance mindset. Most importantly, partner with people and companies that put the agent first."



Photo by Ryan Corvello



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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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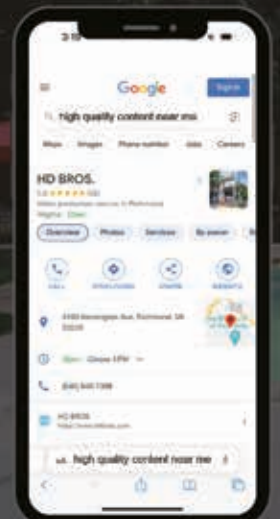
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