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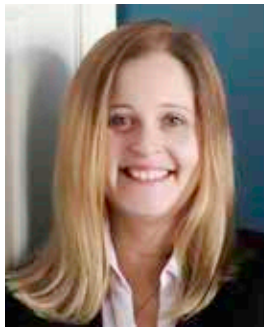
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# PUBLISHER'S NOTE



*NOVA Real Producers,*

I hope you're all feeling the good vibes! Recently, we came together as a community for our mastermind session (yeah, those gatherings that spark magic!). The energy of sharing and growth was nothing short of inspirational.

The questions we ask ourselves truly shape our journey. So, let me throw a couple your way: What's your biggest hope for this year? Who are you becoming, and what

epic achievements will we be toasting to on December 31, 2024?

Mark your calendars for our Summer Luau on May 15th! It will be a blast; we can't wait to hang out with you all. Also, a huge shoutout to our newest preferred partner, **With Heart Coaching** and **Luka Home Services!** We are excited to continue growing our community with amazing people.

As we soak up the joys of May, here's a little Irish blessing for you all: May the road rise up to meet you, may the wind always be at your back, may the sun shine warm upon your face; may the rain fall soft upon your fields and until we meet again. May God hold you in the palm of His hand.

Happy May!



**Kristin Brindley**  
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SEE YOU THERE!

# Luau

MAY 15, 2024 | 4 PM – 7 PM

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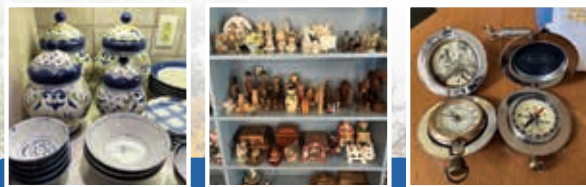
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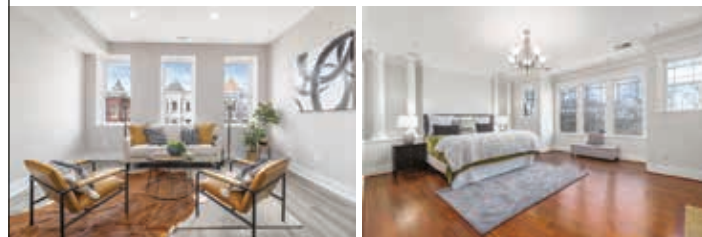


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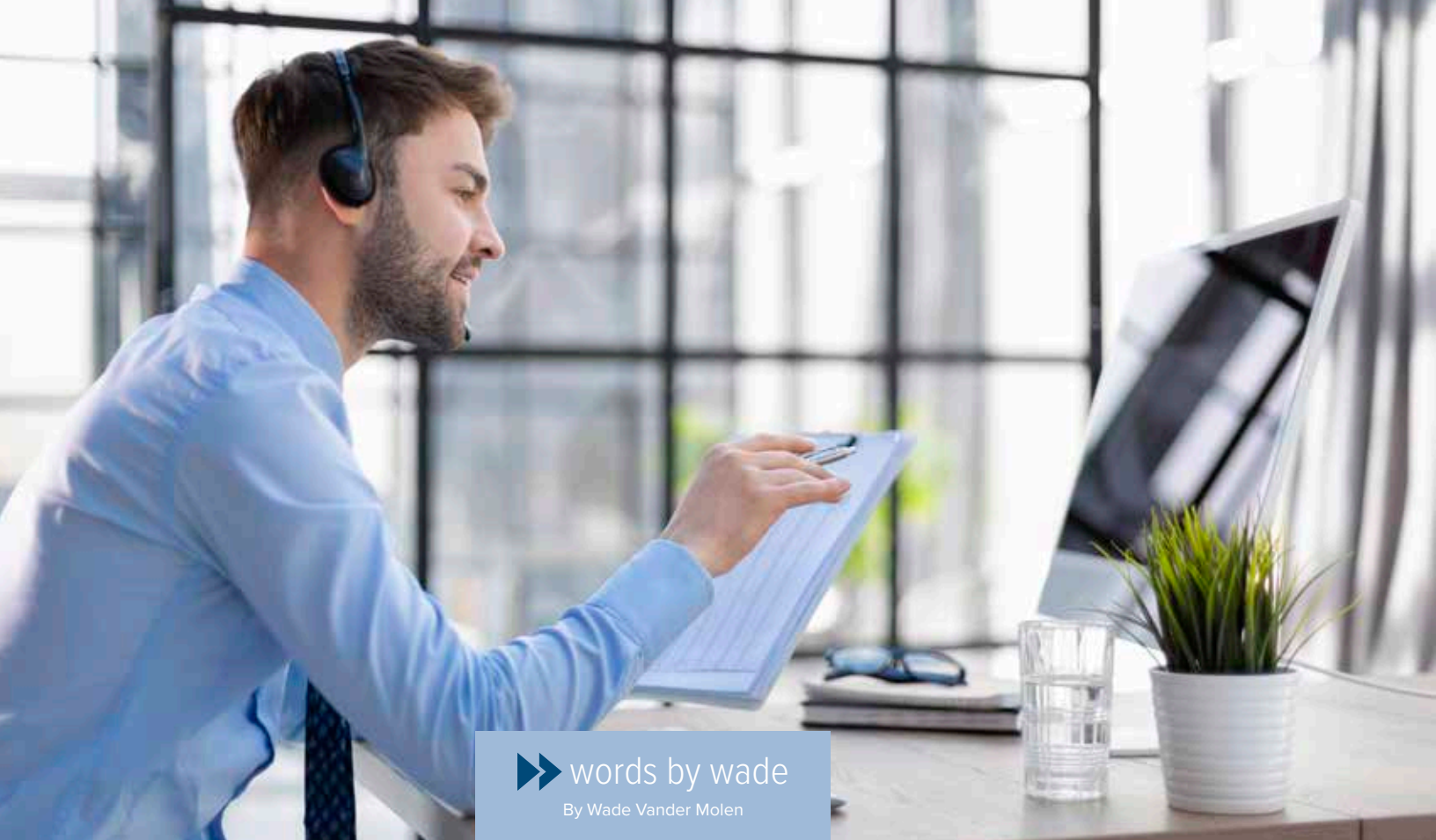
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words by wade  
By Wade Vander Molen

# Use these Cold Calling Strategies TO INCREASE CONVERSIONS!

We have a lack of housing inventory. It is the norm every Spring and Summer in our housing market. Using nose-to-the-grindstone tactics to generate listing opportunities is what a lot of our clients are doing. This includes circle prospecting around listings or cold calling certain demographics of potential home sellers to see if they would consider selling. If you are going the route of “dialing for dollars,” here are some great strategies to create success.

- 1. Prepare Your Script:** Develop a concise and compelling script that introduces yourself, highlights your expertise, and communicates the value you offer to potential clients. Practice your script until it sounds natural and confident. People can tell when you aren't being natural.
- 2. Research Your Prospects:** Before making a cold call, research your prospects to gather information about their property ownership, recent real estate

activities, and any potential needs or pain points they might have. Are you targeting out-of-state owners? Downsizing Seniors? Know your audience.

- 3. Focus on Building Rapport:** Start the conversation by building rapport and establishing a connection with the prospect. Be friendly, genuine, and attentive to their needs and concerns.
- 4. Offer Value:** Position yourself as a resource and offer valuable insights or information related to the local real estate market, trends, or recent sales in the prospect's area of interest. Know how to articulate your value proposition!
- 5. Listen Actively:** Listen carefully to the prospect's responses and actively engage in the conversation. Please pay attention to their needs, preferences, and potential collaboration opportunities.
- 6. Highlight Your Unique Selling Proposition (USP):** Communicate what sets you apart from other real

estate agents and how you can help the prospect achieve their goals or address their concerns.

- 7. Handle Objections Professionally:** Anticipate common objections and prepare effective responses to address them confidently. Focus on providing solutions and addressing the prospect's concerns rather than pushing for a sale.
- 8. Follow Up Consistently:** After the initial cold call, follow up with prospects through email, personalized notes, or phone calls to maintain communication and nurture the relationship over time.
- 9. Utilize Technology and Tools:** Leverage customer relationship management (CRM) software and other technology tools to organize your leads, track interactions, and automate follow-up tasks.
- 10. Stay Persistent and Positive:** Cold calling can be challenging, and only some calls will result in

immediate success. In most cases, you will hear more negative than positive. Stay persistent, maintain a positive attitude, and view each call as an opportunity to learn and improve.

- 11. Know When to Call:** Timing is crucial in cold calling. Research suggests that calling early in the morning or late in the afternoon tends to yield better results, as people are more likely to be available during these times.
- 12. Comply with Regulations:** To avoid potential legal issues, ensure that your cold-calling practices comply with relevant regulations, such as the National Do Not Call Registry.

This is a market where hard work and innovation pay off. Leverage data providers and auto-dialers such as MOJO to increase efficiency. Implementing these strategies and techniques will

assist with your cold-calling efforts and increase your chances of success in generating leads and closing deals.



Wade Vander Molen is senior vice president of business development at Pruitt Title LLC in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at [www.DCTitleGuy.com](http://www.DCTitleGuy.com).

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# Mastering the Art of Patience: *Handling Long-Term Leads*

As an agent, sometimes you gain a client out of the blue who looks at a few houses, puts in an offer, and sails through the closing. However, as most of us know, that's the exception to the rule. More often than not, you'll be managing long-term leads, everything from the aging couple not yet ready to sell to a first-time buyer who has analysis paralysis when choosing a home.

But whatever the finer details are, the end result is a prospect with potential who may require a longer-term approach to get them to the finish line. The following are some ideas for effectively managing these types of leads without getting too bogged down and distracted.

- **Identify the long-term prospects.** It's important to first identify when someone is going to take longer than usual to make a decisive move. These very warm leads require nurturing; it's worth it to categorize them quickly as slow-burns so you don't apply too much pressure.
- **Maintain regular communication.** So you don't forget about these slow bloomers, set up a schedule for reaching out, whether it's through personalized emails, informative newsletters, or texts. Keeping the conversation alive helps build trust and ensures you stay on their radar.
- **Provide value with quality content.** Share industry insights, local market trends, and tips that may be relevant to your potential buyer or seller. By positioning yourself as an expert, you reinforce your credibility and demonstrate your commitment to their real estate journey.

- **Leverage social media platforms.** Stay connected through social media to maintain a presence in your leads' digital lives. Share relevant content, engage in discussions, and showcase your achievements. But don't forget to make things entertaining and interesting by sharing parts of your life and personality!
- **Adapt and personalize your approach.** People's circumstances and preferences can change over time. Be adaptable in your approach and take the time to understand any shifts in your leads' priorities. Personalizing your interactions shows genuine interest and increases the likelihood of converting a lead into a client when the time is right.

Handling long-term leads requires a delicate balance of persistence, adaptability, and strategic communication. By implementing these tips, you can nurture relationships, stay top of mind, and

ultimately, convert those long-term leads into satisfied clients.

Remember, success in real estate is often a marathon, not a sprint!



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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# INSPIRED HOME DESIGN

Cathy Pongmalai

## Putting the Luxury in Your Listings

### ▶ partner spotlight

By Amelia Rosewood  
Photos by Ryan Corvello

Meet Cathy Pongmalai, a vibrant, skilled, and creative REALTOR® in the field of home staging. Cathy is the proud owner of Inspired Home Design, a successful home staging business that transforms properties into appealing, market-ready spaces. With a keen eye for design from her fine arts degree and a passion for real estate, she has carved a niche in the competitive home staging world.

“What staging does is not only make homes look luxurious but also helps convey a better idea of what the areas can be used for, as 90% of buyers cannot visualize a space on their own,” Cathy shares. “We look at the property and start to see where we can fill the voids and transform the deficiencies while accentuating its best features,” she says frankly.

#### Staging For Success

Cathy’s journey into home staging began with a simple belief in its transformative power. As a realtor, she worked at a fast pace and needed a staging company that could do the same. Starting with just a few staging pieces, she embarked on a mission to showcase properties’ true potential.

“Over the years, I found the need to have my listings staged to my schedule and design style. Now it’s grown to a warehouse full of exquisite pieces and a team to accomplish that visionary goal. We are located in Alexandria, VA, at a 15,000 sq. ft.



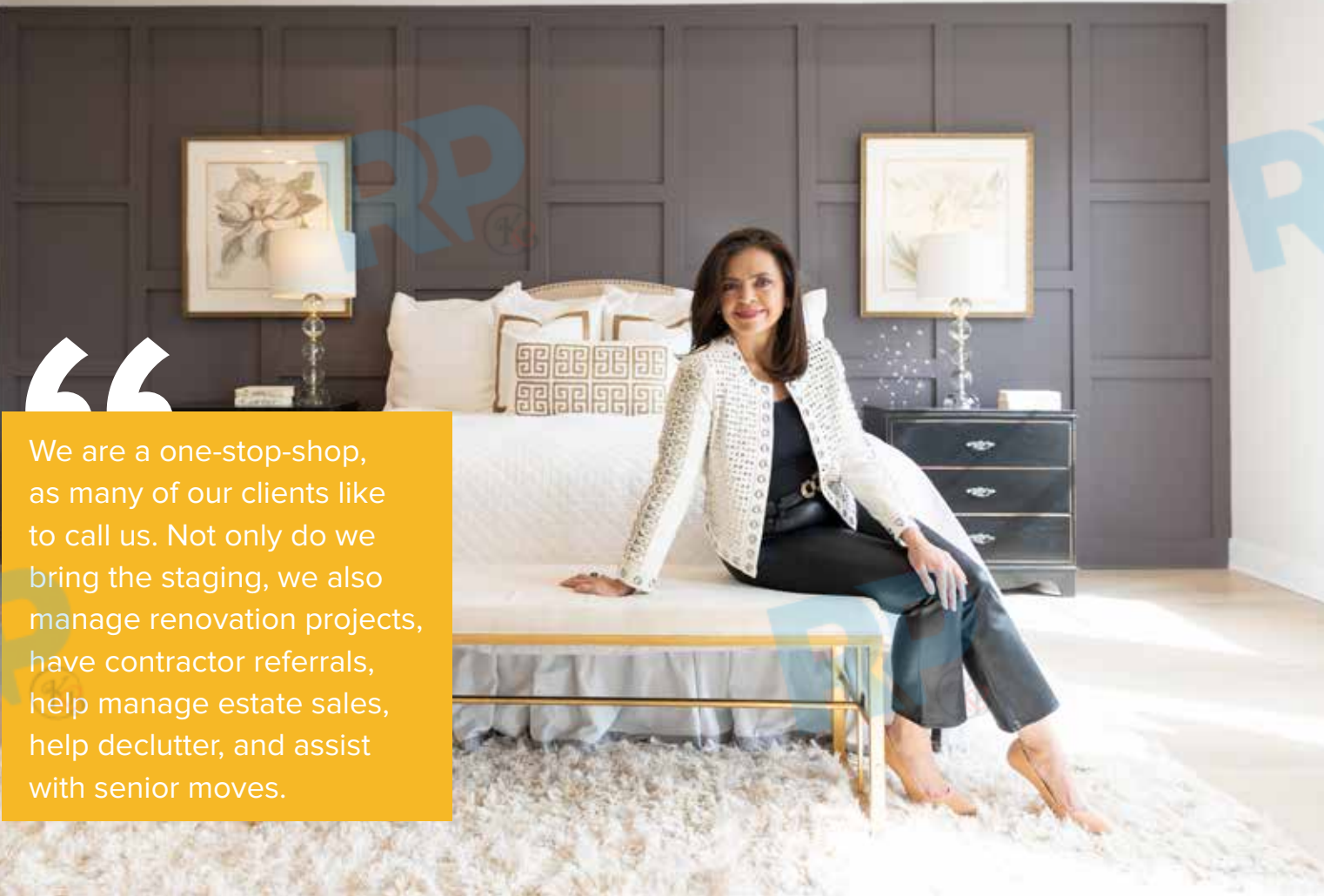
warehouse with rows of high-end luxury furnishings and decor including pillows, beds, couches, chairs, accessories, florals, lamps, and more,” Cathy shares. “The success that staging has brought to my listings is what I want to help other agents achieve. Staging helps sell properties faster and for more money,” she adds.

This mindset helped Cathy’s career to boom. And ever since, her business has been thriving.

#### Empowered Business

Inspired Home Design offers a comprehensive range of services, including vacant and occupied home staging, move planning, design consulting, estate sales, contractor referrals, senior moves, and more. The team believes in the power of meticulous design to sell properties and tell compelling stories that captivate potential buyers.

“I always say, ‘You only get one chance to make a great first impression,’ and



“We are a one-stop-shop, as many of our clients like to call us. Not only do we bring the staging, we also manage renovation projects, have contractor referrals, help manage estate sales, help declutter, and assist with senior moves.

that’s why I believe that staging is so important. It’s the feeling that we create that invites and attracts buyers to come in. As soon as buyers pull up to the property, they are already formulating an opinion on the property. We want buyers to be wowed as soon

as they open the front door,” Cathy imparts, “not be disappointed when they walk into an empty property that had been virtually staged”.

This business ensures that every aspect of the staging process is

handled with precision and care. The fusion of high-end aesthetics with practical affordability positions them as a strategic partner for those aiming for quick sales and maximized returns.

“We are a one-stop-shop, as many of our clients like to call us. Not only do we bring the staging, we also manage renovation projects, have contractor referrals, help manage estate sales, help declutter, and assist with senior moves,” Cathy says. “Although I am the owner, our staging managers are the main point of contact. They oversee client communications and manage any renovations/contractors needed,” Cathy emphasizes. “Since we come from a real estate background, we bring more to the table for our realtor partners because we know all the important aspects of a sale,” she adds.

Inspired Home Design’s business slogan is ‘We put the luxury in your listings.’ because they believe that your property



to support her and never miss a tournament,” Cathy reveals. “My life lately has turned into being a volleyball mom, but I’ve enjoyed every bit!” she laughs.

Supporting her daughter’s endeavors and exploring new destinations with family and friends are among her greatest joys outside work.

Looking forward, Cathy envisions a future where Inspired Home Design continues to set the standard for luxury staging in the real estate industry.

“My goal is to see agents experience the power of home staging to get more listings with each staged home. We are focused on quality and building relationships rather than quantity,” she shares.

*Put the luxury in your listings! Focus on what you do best and leave the staging to Inspired Home Design. Visit our website at [inspiredhomedesignihd.com](http://inspiredhomedesignihd.com) to get your FREE consultation today! You can also call (703) 775-8777 or email [info@inspiredhomedesign.com](mailto:info@inspiredhomedesign.com).*



should feel like a high-end listing, whether it’s a condo or a million dollar home. Their commitment to using top-quality pieces from luxury brands for staging sets them apart. They believe that everyone should get the best without spending a fortune.

**After Staging**

Beyond her professional achievements, Cathy finds fulfillment in her role as a mother and an active community member.

“My daughter is on her high school and club volleyball teams. It has been a priority of mine



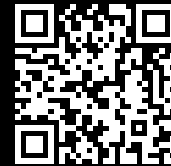
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agent spotlight

By George Paul Thomas  
Photos by Don Elrod

# FRANK FENNELLY SCHOFIELD

## Generations of Real Estate: A Family Legacy

Meet Frank Schofield, a seasoned professional in the real estate industry whose expertise spans generations. With a family background deeply rooted in property dealings, Frank brings experience and a commitment to excellence to every client interaction. In an industry where trust and reliability are paramount, he stands out as an example of professionalism, blending time-tested practices with a modern approach to serving clients' needs.

### Early Influences

Having grown up in NOVA, Frank is keenly aware of the real estate dynamics spanning the DC, MD, and Virginia markets, a perspective cultivated over a lifetime of observation and insight. His journey into real estate is not just a career choice but a continuation of a profound family legacy that spans generations. Frank immersed himself in the real estate industry from a young age amidst the hustle and bustle of open houses and negotiations. His mother, Kathy Fennelly Schofield, ensured he understood the value of a quiet presence during showings, often incentivizing him with promises of a share in the commission.

However, Frank's real estate lineage traces back to his grandparents, Joe and Gwen Fennelly, who laid the foundation for the family's involvement in the field. Gwen, a pioneering figure, was one of New Jersey's first female REALTORS®, instilled a passion for real estate in subsequent generations. Their establishment of La Prairie Agency in Middlesex County marked the beginning of a thriving family brokerage.

"I was told that my grandma required my mother and uncles to obtain their real estate license before their driver's license," Frank recalls. "And this work ethic, combined with a family business, inspired my mother, Kathy Schofield, and her brothers to continue the tradition," he adds.

"Currently, my mother is the principal broker of Summit Realtors in Northern Virginia, and I am the associate broker. My grandma's (Gwen) legacy lives on with her four children and three grandchildren, including me, working in real estate on the East Coast," Frank proudly shares.

While Frank initially explored other paths, studying international politics briefly, he eventually returned to his roots in real estate. Following the tradition set by Gwen, Frank found himself working alongside family members and obtaining his license at nineteen. Frank delved into commercial real estate with his uncle, Gerry Fennelly of Fennelly Associates, before finding his true calling.

"My desire to serve others is a hallmark of our family motto, 'family serving families.' This led me to prioritize building lasting relationships with clients and repeatedly guiding them through significant life transitions," Frank reveals.

### Balancing Family and Career

In the fast-paced world of real estate, finding a balance between professional obligations and personal life can be a challenge. For







**“  
This led me  
to prioritize  
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them through  
significant life  
transitions.**

Among his proudest moments is his service as a Red Cross volunteer in Louisiana, offering aid and support to families displaced by the devastating Hurricanes Katrina and Rita. Through these selfless acts, Frank exemplifies the spirit of giving back and making a tangible difference in the lives of others.

**Continuing the Legacy**

Frank’s third-generation story is marked by familial ties, a commitment to service, and a relentless pursuit of making a positive impact. As he carries forward the legacy instilled by generations before him, Frank stands as a beacon of enduring values in the ever-evolving real estate landscape.

His journey serves as a testament to the power of tradition and the profound influence of family in shaping both professional endeavors and personal fulfillment. Moving forward, Frank’s unwavering dedication to his clients, community, and loved ones will undoubtedly continue to define his path, leaving a lasting imprint on all who have the privilege of crossing his.

In an industry where success is often measured by transactions and deals, Frank reminds us that true fulfillment lies in the relationships forged, the legacies upheld, and the lives touched.



Frank, however, it’s a priority that he embraces wholeheartedly.

Beyond his role in the real estate industry, Frank places significant emphasis on nurturing his family life with his loving wife, Katie. With their children deeply involved in various activities, Frank understands the importance of being present for every milestone and moment. Whether cheering from the sidelines at sporting events, supporting his daughters in Irish Dance competitions, or embarking on Boy Scout hikes, Frank is dedicated to creating lasting memories with his loved ones.

Yet, it’s not just about shared experiences; Frank actively participates in activities his family enjoys. From joining his children in Spartan Races to exploring mutual interests such as traveling to visit family and going on cross-country road trips, he values the connections forged through these shared pursuits.

This commitment to family values seamlessly extends into Frank’s approach to real estate. Just as he prioritizes his loved ones’ needs and aspirations, Frank goes above and beyond to ensure his clients’ dreams are realized. His dedication to

understanding their unique goals and providing unwavering support underscores his commitment to family and community.

In addition to his dedication to family and real estate, Frank’s commitment to philanthropy and community service shines brightly. He has organized, sponsored, and participated in numerous 5K races. He supports causes close to his heart, such as Habitat for Humanity, Melanoma No More, The Parkinson Alliance, and the Eden Institute for Autism.



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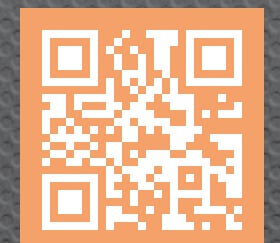
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# DIANA WASSEL



BREAKING  
BOUNDARIES

▶ rising star

By George Paul Thomas  
Photos by Ryan Corvello

Diana Wassel stands out in the real estate scene for her dedication and reliability. As a REALTOR® at Keller Williams Metro Center with the Red Door Metro team, Diana's motto is simple yet impactful: "I fight for my clients."

She's committed to treating each transaction as if it were her own. With a level-headed concierge approach and unwavering determination, she ensures her clients' interests always come first. Diana builds lasting relationships based on trust and integrity, going above and beyond to secure the best outcomes for her clients.

#### ROOTS AND ROUTES

Diana's background blends rich cultures and a deep-rooted commitment to success. Raised in Northern Virginia by Afghan immigrant parents, she learned the values of hard work and resilience from an early age.

"Growing up in two different cultures was not always easy. My parents left Afghanistan during the Soviet invasion in the 1980s," Diana narrates.

"Coming to America was a shell-shocking experience because Afghan and American cultures can differ. My parents always wanted my brother and me to accept traditional Afghan values while soaking in the best parts of American culture. I remember being afraid to tell my classmates that I was Afghan and Muslim because of the bullying that many Middle Easterners faced and still do to this day," she adds.

After graduating from Old Dominion University, Diana ventured into the fitness industry, gaining experience in management and sales. Inspired by her father's entrepreneurial journey, she transitioned to real estate, blending her passion for business with her desire to help others.

"I always knew I wanted to work with people and run my own business. With my background in personal training sales and training hundreds of clients, I wanted to apply my experience in the fitness industry to real estate," she notes.

For Diana, becoming a real estate agent felt like the next logical step in her career journey. Drawing on her background, she saw an opportunity to apply her expertise to a new field while continuing to make meaningful connections with clients.

"Real estate is a lifestyle. I love this industry because it allows you to showcase your personality and interests through your work," Diana expresses.

Our team focuses on luxury, and there's a certain standard of how we carry ourselves as agents that shines through our work. I work hard because I want to become financially stable enough to retire my parents and give back to the community," she explains.

Traditionally, most agents start their career working with first time home buyers and easing their way, however in my first year I was able to work with investor clients who fix n flip homes. I am there to assist every step of the way, from identifying the best deals, to consulting during the remodel process, to listing the home



and getting top dollar once it is ready. Working with investors has really gotten me ahead of the game.

I have my team Red Door Metro and my mentor Melanie Khoury to thank for this catapult into success. Most agents get thrown into the fire with little guidance when they start in this industry. I am lucky enough to have Melanie and George who have inspired me and been by my side through it all.

Since joining the real estate industry in 2022, Diana has quickly risen as a standout performer. Last year, she achieved \$7.8 million in sales across 15 transactions, and she's on track to surpass \$15 million this year. Diana is recognized for her excellence and is a member of the prestigious NVAR Top Producers Club. She also received the prestigious award of Rookie of the Year within her brokerage in 2024.

#### BALANCING LIFE

Diana's life revolves around family, fitness, and faith. With her parents, Saida and Mansour, and brother Milad, Diana cherishes the vibrant Afghan culture that defines her upbringing.

Beyond her immediate family, Diana is part of a large extended family, where gatherings are frequent and celebrations abundant. With over 50 relatives, she revels in the close-knit bonds and cultural traditions that unite them.

Diana finds peace in her passion for fitness outside of work. She views it as both a physical and mental discipline.



"Fitness is a huge passion of mine," Diana reveals. "I love lifting weights and pushing my body to its limit, which has taught me mental discipline over six consistent years of training. My personal training background also lets me help family and friends with their fitness goals, which I enjoy. I'm also a travel enthusiast, exploring new places and restaurants to expand my mind beyond life's bubble."

Deeply connected to her Muslim faith, Diana finds guidance and purpose in its teachings. Her spirituality shapes her interactions with the world and fuels her commitment to giving back to her community through charitable endeavors.

"My team gives some of our commissions to the Women's Center in Vienna. I am involved in organizations that focus on resettling refugees from Afghanistan and charities overseas," she imparts.

**LOOKING AHEAD**  
Success, for Diana,

means financial independence and the freedom to shape her future. As a real estate professional, she sets ambitious goals: doubling her sales volume this year and mentoring emerging agents long-term. Personally, Diana aims to retire her parents through savvy investments, with plans to invest in ten houses within the next two years. For her, success is not just about personal achievement but also about giving back to her family and supporting causes close to her heart. Every day, Diana strives to become 1% better in all aspects of life—mind, body, and soul—as she charts her course toward a fulfilling future.

Reflecting on her experience in the real estate industry, Diana Wassel shares valuable advice with aspiring top producers.

"Never forget your basics. Maintain consistency by prioritizing tasks like making calls, hosting open houses, and creating content weekly, regardless of your workload. This ensures stability and avoids the ups and downs of your real estate business," Diana concludes.



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▶▶ cover story

By Amelia Rosewood  
Photos by Ryan Corvello

# SEAN *and* JILL JUDGE

HOME, HEART, AND HARD WORK

In the Washington DC metro area, a dynamic duo is making waves in the real estate market. Sean and Jill Judge, a husband-and-wife team, have built a reputation not only for their successful transactions but for their relational approach to real estate.

#### **The Perfect Match**

With backgrounds that complement each other perfectly—Sean’s extensive real estate knowledge honed from 18 years as an agent and Jill’s sharp negotiation tactics and creative thinking abilities from her former career as a kidney transplant

nurse practitioner—the pair have established a real estate practice that stands out for its expertise mixed with genuine warmth.

“We truly care and enjoy becoming friends with our clients,” says Sean. “They’re not just another number to us. Think of us as your best friends who also happen to be giving you amazing real estate advice.”

As top producing REALTORS® who’ve sold over 900 homes collectively in DC, MD, and Northern VA, Sean and Jill will always consider the DC area



their business home. They are excited that 2024 will also bring business expansion opportunities. Sean and Jill will start real estate businesses in the Dallas and NYC markets.

“We’re very excited not only to meet new people but also to experience new markets. We’re also very excited about the fresh ideas, new ways of doing business, and growth opportunities we can bring back to DC. Plus, we’ve always just loved experiencing new places,” Jill explains.

Sean and Jill’s journey in real estate is a testament to their unwavering dedication and commitment to excellence. Their success is inspiring, demonstrating that hard work, adaptability, and a genuine desire to make a positive impact can lead to extraordinary achievements.

#### **Beyond Real Estate**

When not selling real estate, Sean and Jill love to travel, try new restaurants, and hang out with their cats, Harry and Larry. Sean is a diehard NFL fan (particularly an ever-optimistic Giants fan) and an accomplished portrait photographer. He’s also always up for seeing a movie or checking out the latest tech. Jill is very interested in fashion and collecting purses; you can find her working out at F45 most days of the week. They are also both passionate about trying new things and exploring new places. They love to challenge each other to new experiences and are always planning their next adventure. Additionally, Sean and Jill look forward to growing together and building a solid and lasting relationship.

Their advice to others in the real estate industry is to stay adaptable and keep learning. “The market is always changing, and you must change with it. If I were a new agent, I’d be constantly diversifying my lead sources and looking for new ways to make real estate as efficient and fun as possible for my buyers and sellers,” Sean notes. “But what remains constant is the need to understand and care for your clients,” he emphasizes.

#### **Future Focus**

To them, success isn’t only about awards and profit. It’s really about building a life they’re proud of while positively influencing the lives of others.

“I left my nurse practitioner job because I knew I was a hard worker, but realized that my time and talents would



be better spent building a business I could shape. I'm so glad that thanks to Sean, I was introduced to the world of real estate," Jill says. Sean adds that being able to give to others financially out of the profits of the real estate business brings him joy.

Reminiscing about the past has been fun for this article, but the future is what excites them most. As they look ahead to the future, Sean and Jill remain enthusiastic about the possibilities that lie ahead. They are eager to explore new markets, embrace fresh ideas, and continue to grow. They both think 2024 will be their best year yet—personally and professionally—and can't wait to share that excitement and abundance with their friends and clients.

As they navigate the ever-changing landscape of real estate, Sean and Jill Judge stand tall as a formidable team dedicated to making a lasting impact on the lives they touch. Their story is a testament to the power of collaboration, empathy, and a shared commitment to excellence.



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# NOVA Real Producers

## INDUSTRY INSIGHTS MASTERMIND



special events  
Photos by Ryan Corvello

### MARCH 13, 2024

We had an incredible time at the *NOVA Real Producers* Mastermind at Chantilly Country Club in Centreville! The local real estate market was buzzing with excitement, and the event surpassed all of our expectations.

A big shout-out to our incredible sponsors - **Pruitt Title and Escrow, First Heritage Mortgage, Vellum Mortgage, Huber Wilmot Moving and Storage, Scalable,** and **It's Haul Good,** for their generous support in making this event possible and instrumental in making it a grand success.

Our amazing moderator Donny Samson, and superstar panel of top-producing agents **George M. Mrad, Mercy Lugo-Struthers, Ryan Zook** and **Megan Fass,** shared their success stories and invaluable insights.

And let's not forget the revolutionary speakers, **Wade Vander Molen, Culin Tate, Kristin Francis,** and **Ryan Zook,** who provided indispensable education for our attendees with a side helping of entertaining humor.

Huge shout out to **Ryan Corvello** and **HD BROS** for capturing the afternoon's moments of relationship-building and learning!

We are forever grateful for everyone's continued support and attendance. You've made these NOVA Real Producer events such a resounding success! We eagerly anticipate more memorable gatherings in the future as we continue to strengthen our community of top industry professionals.

For more information on all NOVA Real Producers events, please email us at [info@novarealproducers.com](mailto:info@novarealproducers.com).







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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Thomas and Talbot Estate Properties

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