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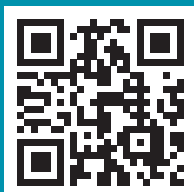
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Contents

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36
COVER STORY
**Hugh
McDermott**



18 Moyer & Sons
Moving & Storage

IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 11 Ready for 2025?
- 14 Enhance Your Real Estate Game with Whoovia
- 18 **Partner Spotlight:** Moyer & Sons Moving & Storage
- 24 **Agent Spotlight:** Lily Vallario & Sophia Chedrauy
- 30 **Rising Star:** Dawn Myles
- 36 **Cover Story:** Hugh McDermott
- 40 **Coming Soon:** Team Standings!
- 41 **Top 250 Standings**

PROFILES



24 Lily Vallario & Sophia Chedrauy



30 Dawn Myles

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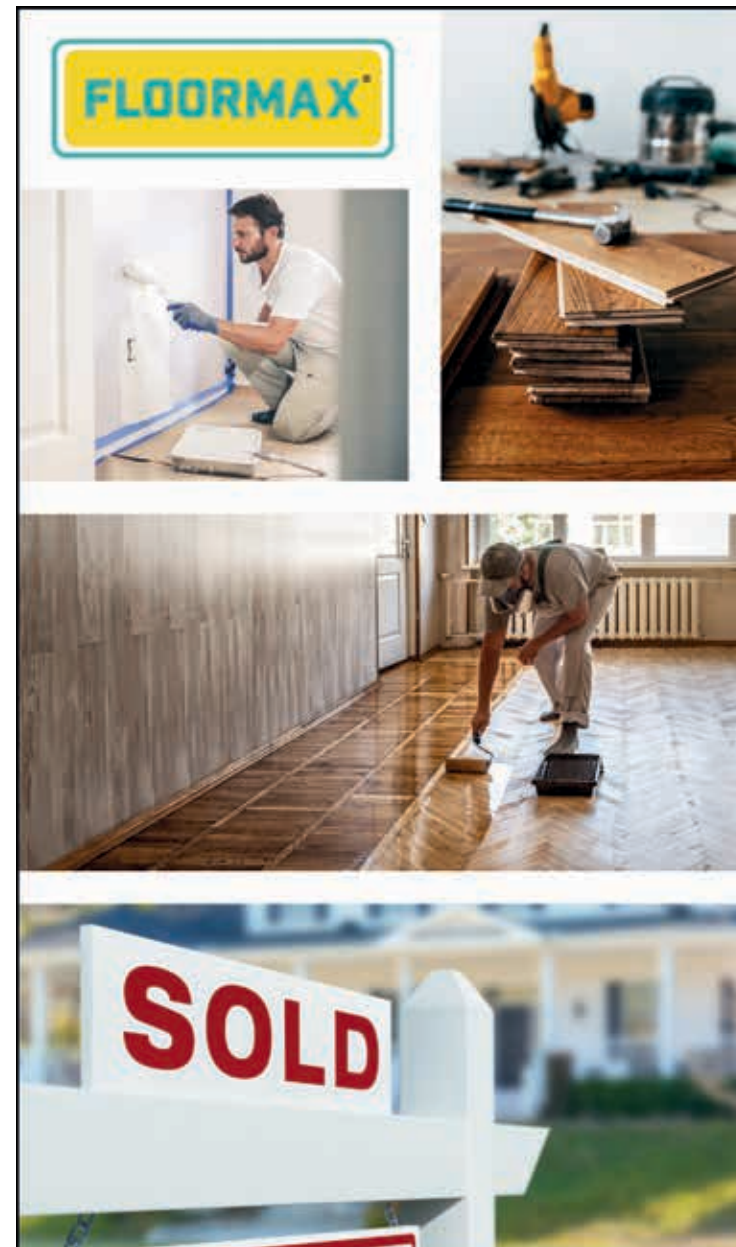
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2025

Publisher's Note

Hello January, the Season of New Beginnings!

As we welcome 2025, there's a sense of excitement and endless possibilities in the air. January is a month of fresh starts—a chance to set new intentions, embrace challenges, and dream big for the year ahead.

It's also a time to reflect on the successes and lessons of the past year. As we turn the page, let's remember the power of community, connection, and collaboration that brought us here. Together, we can achieve even greater heights.

A warm welcome to our newest preferred partner, **Sparrow Electrical!** We're delighted to have them join our community and look forward to many fruitful collaborations.

We're excited to kick off 2025 with an inspiring Mastermind event on March 20th! Join us for a morning filled with

impactful ideas, meaningful connections, and industry insights. Stay tuned for more details—you won't want to miss this dynamic start to the year!

As we step into January, let's hold onto this thought: "The future belongs to those who believe in the beauty of their dreams." Wishing you a January filled with purpose, energy, and new beginnings!



Kristin Brindley
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2025

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MAY
15

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23

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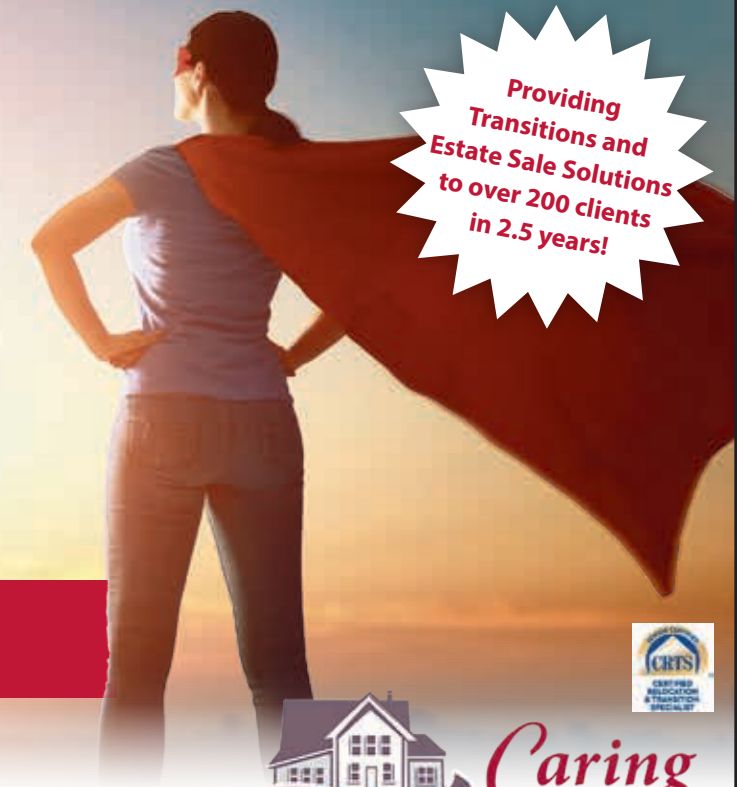
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Partner Spotlight:

Moyer & Sons Moving & Storage Inc.

Dan Cumberland Jr.

The Power Of Authenticity & Customer Care

BY GEORGE PAUL THOMAS | PHOTOS BY RYAN CORVELLO

In the competitive world of moving and storage, one name shines brightly for its unwavering commitment to genuine customer service and authentic leadership: Dan Cumberland Jr. As the Marketing Director at Moyer & Sons Moving & Storage, Dan has spent the last seven years building lasting relationships, fostering business growth, and sharing the passion that has defined his career. His journey to this role, however, is anything but typical.

“I just try to be real, fun, and energetic—that’s kind of who I am,” Dan says. “When you meet me, I’m exactly what you expect: a happy-go-

lucky, positive person. I’m genuine, and I always tell you exactly what’s on my mind.”

From Loan Officer to Moving Industry Leader

Dan’s path to the moving industry wasn’t a straight line. Prior to joining Moyer & Sons, Dan worked as a loan officer for six years. But his connection with the Moyer family goes back decades. “I’ve known Jason and John Moyer for over 30 years, since middle and high school,” he shares. So, when a position opened up at Moyer, it felt like fate. “Jason mentioned he had a

position he was looking to fill, and I thought, ‘I’ve always loved Moyer and the opportunities they provide, so let’s do this!’”

After an interview, which coincidentally happened the same day Dan learned he was going to become a father for the first time, his journey at Moyer & Sons began. Initially hired into sales, an unexpected opportunity arose when the company’s marketing director announced his departure. In a moment of clarity, Dan seized the opportunity. “I quickly wrote out my marketing resume and handed it to Jason and John before the meeting

even ended,” Dan recalls. Seven years later, he’s now responsible for overseeing the company’s marketing efforts.

As the Marketing Director, Dan’s role extends far beyond typical marketing duties. His primary focus is building and maintaining relationships and ensuring the company’s brand is always positioned at the forefront of client satisfaction. “My responsibilities include business development, marketing through various channels, and nurturing the ongoing relationships we have. But at the heart of it all, it’s about making sure our clients feel valued,” Dan says.

What sets Moyer & Sons apart from other movers, Dan believes, is their personal touch and their dedication to providing exceptional service. Founded in 1969, Moyer & Sons Moving & Storage is a family-owned and operated business with a legacy of treating customers like family. “When you call us, you’re getting a Moyer employee, a Moyer truck, and Moyer service from start to finish,” Dan emphasizes.

Moyer & Sons is also one of only 12 movers in Maryland certified by the Maryland Motor Truck Association, recognized as a ProMover by the American Trucking Association, and a certified IAM Trusted mover with the International Association of Movers—standards that set them apart in the moving industry.

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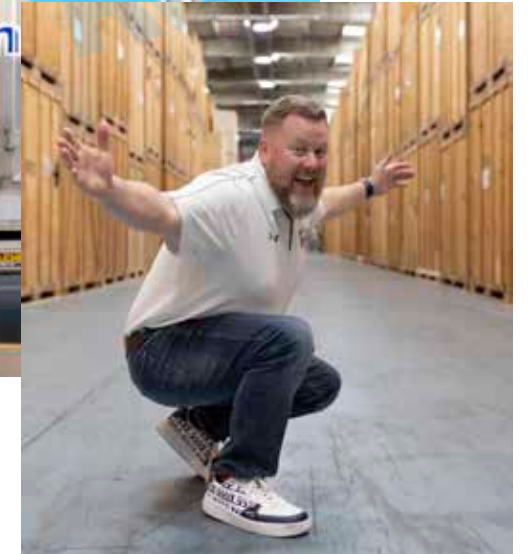
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Dan’s belief in the company’s mission is clear: “Our philosophy is simple—customer service comes first. Whether we’re moving a small apartment or a multimillion-dollar mansion, we treat every client with the same level of care and attention.”

A Life Full of Adventure

Outside of work, Dan enjoys spending quality time with his wife, Summer, and their two young children. The Cumberlands are a family that loves to stay active, traveling to places like Cancun and the Finger Lakes and exploring parks with their kids. “We’re a very active family, and we love getting out there and watching our kids be happy,” he shares.

When it’s just him and his wife, Dan enjoys date nights at small restaurants where they can enjoy good bourbon, wine, and a relaxing evening. He also finds time for personal passions like reading, with his favorite books including “A Walk in the Woods” and “The Autobiography of Malcolm X.”

Looking Ahead

As Dan looks toward the future, both personally and professionally, his goals remain focused on continuing to grow Moyer & Sons and making a positive impact. Moyer has made it a company mission to give back to the community

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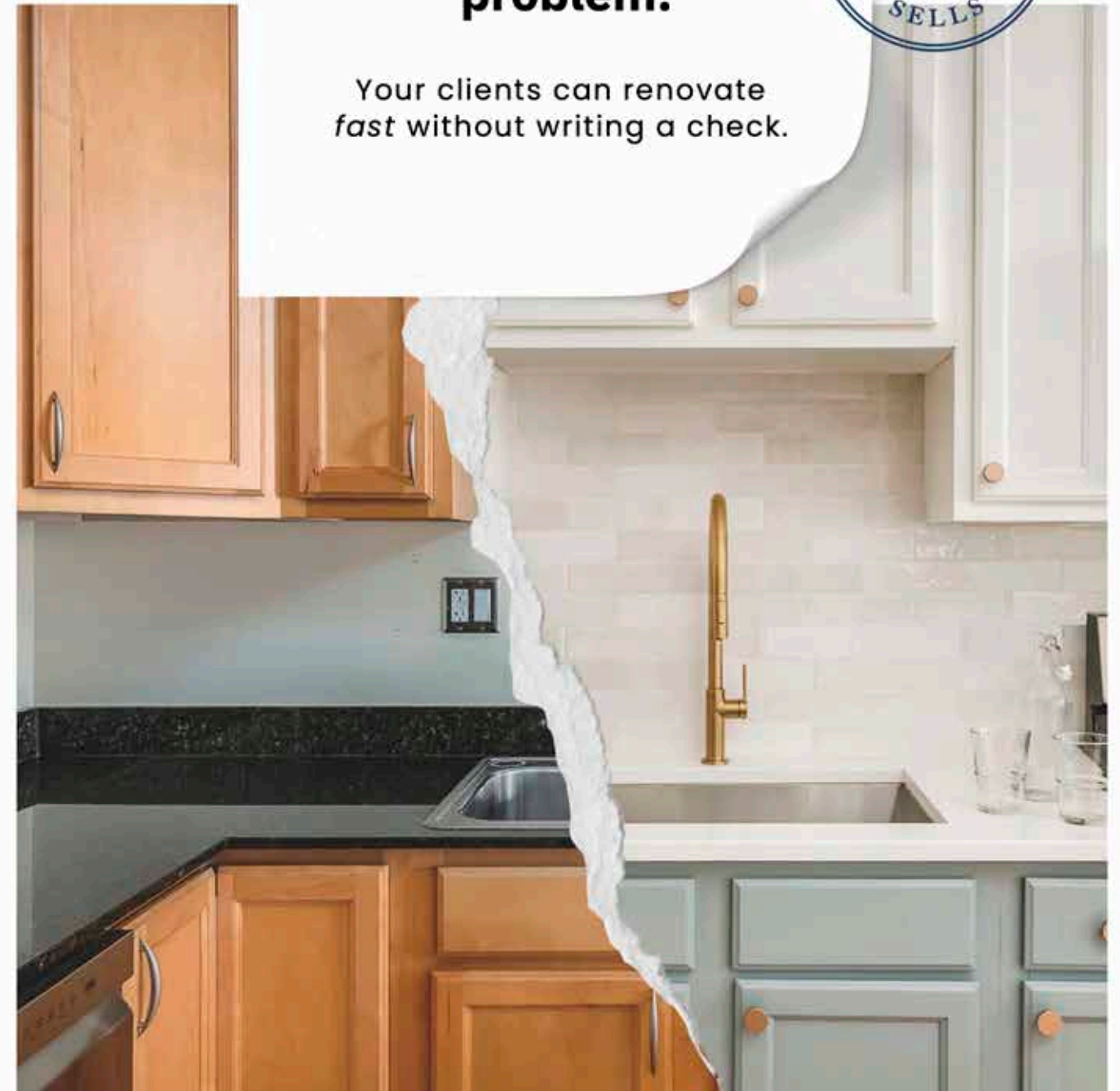
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Sophia Chedrauy & Lily Vallario

Two Generations, One Vision

BY AMELIA ROSEWOOD | PHOTOS BY RYAN CORVELLO



Liliana “Lily” Vallario and her daughter, Sophia Chedrauy, are dynamic forces in the real estate market, proudly representing eXp Realty. With years of industry experience, Lily has cultivated a reputation for her remarkable ability to navigate any market landscape, confidently addressing even the most challenging situations. Sophia complements her mother’s approach by building authentic, long-term client relationships. Her commitment to providing honest, straightforward advice allows her to guide clients through every step of the real estate process seamlessly. Together, Lily and Sophia exemplify a steadfast dedication to their client’s success, making them a trusted choice in the competitive world of real estate.

A Resilient Path

Lily’s story is rooted in determination and hope. Originally from Colombia, she made a bold decision 21 years ago to leave her homeland to pursue a better life for her children. “I embarked on a path filled with uncertainty, determination, and hope,” she reflects on that pivotal moment. Despite the challenges of starting anew in the United States, Lily’s resolve was unwavering. She credits her journey with shaping her hard work, perseverance, and adaptability values.

Before venturing into real estate, Lily studied interior design and briefly worked in the restaurant industry. However, the combination of her life experiences and her desire to provide for her family eventually led her to the real estate sector. As she transitioned into her new career, she found it fulfilling and an opportunity to build meaningful relationships with clients, many of whom she now considers friends.

On the other hand, Sophia attributes her entry into real estate to Lily’s influence. “I thought real estate wasn’t in my cards,” she admits. A conversation with her mother about her future sparked the idea, leading her to obtain her real estate license. Today, she works alongside her mother, helping to carry on the family legacy.

Lily, who has been in the industry since 2004, is the team lead for The Sold by Lily Team. In addition to her role as a REALTOR, she is also a certified Home Stager and a Military Relocation Professional (MRP). Her impressive sales performance speaks volumes, with a remarkable total of \$27 million and numerous transactions completed in the past year. “I feel blessed to have won many awards, the most recent being the ICON Award at eXp in my first year here,” she shares, highlighting her commitment to success.

Sophia, who proudly holds the buyers’ agent specialist position on The Sold by Lily Team, has also achieved significant milestones in her early career. In the past year, she was honored as a 40 Under 40 Top Producing Realtor,





“BE PATIENT, BE PRESENT, BE GENUINE. DON’T CHASE NUMBERS.”

is also 26,” Lily explains. The family includes Tarek and Jojo, both 23, and the youngest pair, Isaac and Sophie (yes, Joe has a Sophie, too!), who are both 20. “It’s always a joyous occasion when our entire Brady Bunch can gather, especially during holidays or any chance we get to spend quality time together,” she adds, emphasizing how much they cherish these moments.

When she’s not busy with real estate, Lily loves spending quality time with Joe, who she describes as her husband and best friend. “Whether we’re checking out a new restaurant, sitting out on our deck with a glass of wine, or just chilling at home watching anything on Netflix, we always have a blast,” she shares.

Sophia, who shares a passion for food, also enjoys discovering new dining spots, calling herself a “big foodie.” She has a few hidden talents, including her exceptional ability to bake chocolate chip cookies and a knack for relating everything to an episode of Friends. Driven by her passion for connecting with others, she’s also considering starting a podcast. Together, Lily and Sophia embody a family that values joy, connection, and laughter in their personal and professional lives.

Goals and Inspirations

As Lily Vallario and Sophia Chedrauy look ahead, their visions are shaped by values that extend beyond financial success. Lily’s guiding principle, “give more than you take,” emphasizes kindness and empathy in all interactions. She aims to create positive, lasting impressions that make a meaningful difference in others’ lives.

Sophia draws motivation from the quote “Wax on, wax off” from The Karate Kid. She believes that mastering the basics and staying consistent is key to success. For her, true success is about balance—finding fulfillment in both career and personal life while maintaining a passion for work.

Looking forward, Sophia hopes to empower fellow realtors by sharing her experiences. “My biggest hope for the future is to teach other realtors how to thrive in this business,” she says. She also dreams of starting a podcast with Lily to engage friends, family, and clients in meaningful conversations.

Lily highlights the importance of faith in her business approach, stating, “I strive to honor God in all aspects of my work.” While focusing on market trends and innovative marketing strategies, her faith guides her in building genuine client relationships.

In conclusion, Lily and Sophia offer essential advice for aspiring real estate professionals. Lily stresses adaptability in a fast-changing industry, warning, “You must hop on before the train leaves you behind.”

Sophia adds, “Be patient, be present, be genuine. Don’t chase numbers.” For both, the core of real estate lies in building relationships and connecting with clients personally. Their commitment to fostering connections and creating a positive impact will continue to guide their journey in the industry.

showcasing her dedication and talent in the industry. was honored as a 40 Under 40 Top Producing Realtor, showcasing her dedication and talent in the industry.

Together, they operate as a close-knit team supported by two full-time administrative assistants. This structure allows them to focus on providing personalized and efficient service to their clients while continuing to build a successful real estate legacy. Their shared values and commitment to excellence have driven their successes and fostered a collaborative environment that benefits their clients in every transaction. For both women, real estate has become a platform for achieving their dreams and helping others.

A Glimpse into Their Joys

Lily describes her family as a unique blend of backgrounds and experiences, referring to them affectionately as “The Brady Bunch.” She and her husband, Joe, both come from large families and previous marriages, bringing together a lively group of six children. “Our kids share the same ages—my oldest, Sophia, works alongside me and is 26, while Joe’s oldest, Anna,

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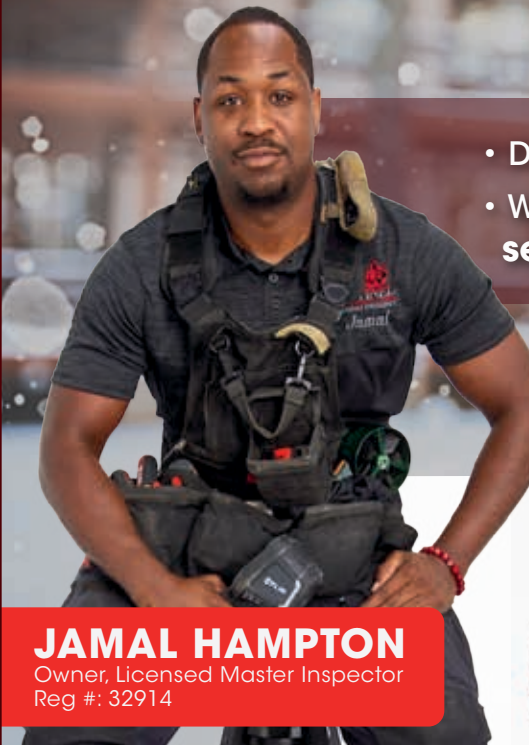
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➤ Dawn Myles
 BUILDING GENERATIONAL WEALTH WITH HEART & INTEGRITY

BY GEORGE PAUL THOMAS | PHOTOS BY RYAN CORVELLO

From a challenging real estate experience emerged a profound drive that would define a career. This transformation isn't just part of her story; it's the essence of her success in the real estate world. Dawn Myles, a REALTOR® with Thompson Premier Homes Group, exemplifies how passion can become a powerful force. Her journey through the ever-evolving real estate market and beyond reflects an unwavering dedication to her craft. For Dawn, financial achievements are meaningful, but true fulfillment comes from a deep

love for serving through her work. This philosophy has not only led her to significant financial milestones but also to genuine happiness in her professional endeavors.

A Career Rooted in Service and Passion

Dawn's journey into real estate is deeply intertwined with her personal history and family values. Born in Washington, DC, Dawn's family heritage traces back to a tobacco plantation in Southern

Maryland owned by her grandparents. "My grandfather's retirement gift of land to his children, including my mother, laid the foundation for our family's legacy of generational wealth building," she reflects.

Her mother's resilience in working tirelessly to support her and her two older sisters left a lasting impact. "Following the values instilled by my grandfather, particularly the principle of 'if you make a dime, save a nickel,' have profoundly influenced my approach to



wealth building," Dawn notes. Together, these principles guided her financial decisions and inspired her efforts to impart this wisdom to her daughters.

Before venturing into real estate, Dawn's career was characterized by a blend of public service and legal expertise. She excelled in various positions within the Federal Government, gaining vital insights into public service. She then refined her skills as a Paralegal in the private sector.

Dawn's career was also enriched by a period as a Stay-at-Home Mom during

which she coached Field Hockey and Soccer, honing her leadership and team-building skills. At the same time, she established her own real estate company and, together with her husband, developed a house-flipping business plan. "These roles, combined with my decision to resume college, reflect my belief that it's never too late to pursue your goals," she says.

A key turning point in Dawn's career was a disappointing experience with a Real Estate Agent who lacked diligence. "This experience left me disheartened

and ignited a passion within me to ensure that others wouldn't face similar challenges," she explains.

For Dawn, real estate is more than a career; it's a means to fulfill the American Dream of homeownership. Her journey began with purchasing her first property at age 25, which solidified her commitment to helping others achieve this dream. "Homeownership is a cherished part of the American Dream, and I'm passionate about assisting others in realizing that dream," she says.

Since becoming a licensed REALTOR® in 2020, Dawn has thrived as a solo agent, focusing on using real estate to build generational wealth for her clients. Her approach is characterized by genuine care, long-term relationship building, and unwavering client satisfaction. "My clients believe in me as much as I believe in them," Dawn shares. Her impressive referral-client base reflects this mutual trust, which constitutes 85% of her business.

Although she doesn't emphasize traditional stats, Dawn's nomination for the prestigious 2024 GCAAR Annual Recognition Award underscores her dedication and impact in the field. This accolade highlights her commitment to excellence and her role in reshaping the real estate experience for her clients.

A Family-Centered Life on the Farm

Dawn's personal life is rich in family and tradition, supported by her husband, Vaughn, and their two daughters, Kaitlyn and Mackenzie. Married for over two decades, they have built a warm, welcoming home as a family gathering place. "We've had five generations gather under our roof," Dawn says. "Our home is where we share meaningful experiences, strengthen our bonds, and create lasting memories."

Residing on a farm, the family raises longhorn cattle, ducks, and chickens, with past residents including horses and goats, a true reflection of their deep connection with rural life. "My husband's uncle, who is 90 years old, is the oldest active farmer in this area. "Since the age of 15, he's cultivated flowers and vegetables daily,

“THEN PURSUE IT WITH UNWAVERING DEDICATION. PASSION IS KEY—WITHOUT IT, YOU WON’T LAST.”



contributing to our vibrant lifestyle and benefiting the local community,” Dawn shares.

Dawn’s affection for farm life is a lesser-known aspect of her life outside work. She resides on the family farm and likes to refer to herself as a “Little Farmer,” embracing a hands-on approach to tending her animals. “It’s therapeutic and brings me joy, and I take great pleasure in the everyday tasks of farm life. My husband’s uncle, who at age 91, is no stranger to generational wealth building as he is the area’s oldest active farmer, still cultivating flowers

and vegetables daily on land inherited from his parents. The local community genuinely appreciates our provision of organic crops.

Beyond the peace she finds in farm life, Dawn’s dedication extends to her family’s future and making a significant community impact. She is focused on building generational wealth, a priority that has shaped much of her current efforts. She recently became a proud member of Les Gemmes, Incorporated, an organization dedicated to creating positive change, encouraging academic excellence, and fostering unity



among its members. Les Gemmes is committed to charitable, educational, civic, and cultural initiatives aimed at uplifting local communities. Although Dawn’s family commitments have limited her involvement in formal charitable endeavors thus far, she views philanthropy as a future aspiration.

Forward Focus

Dawn’s guiding philosophy is captured by her favorite quote, “The best way to predict the future is to create it.” This belief shapes both her personal and professional life. Success, for Dawn, is not just about financial stability but about the joy and fulfillment found within the balance of family and work.

Looking ahead, Dawn hopes to see her children build upon the family legacy, flourish as independent adults, and continue expanding her influence in the real estate industry. Her highest aspiration is to travel the world with her husband while making meaningful contributions to her field.

Dawn’s advice for aspiring top producers is simple yet powerful: “First, define your vision of success,” she emphasizes. “Then pursue it with unwavering dedication. Passion is key—without it, you won’t last.” She credits her husband for teaching her a valuable lesson: “He always said, ‘If you’re doing what you love, you’ll never work a day in your life.’ That’s exactly how I approach real estate.”

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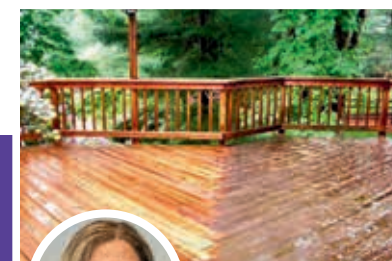
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Hugh McDermott

A Legacy Of Service And Success

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

For Hugh McDermott, real estate isn't just a career—it's a calling sparked by family values and a drive for personal success. Growing up, Hugh watched his mother lead one of the most successful brokerages in his hometown, setting an inspiring example of hard work and integrity. This foundation, paired with his outgoing and approachable personality, led Hugh to a career where he could make genuine connections and build his path. Today, he carries forward the same high standards and client-centered approach, blending his entrepreneurial spirit with a dedication to service.



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HUGH MADE A PURPOSEFUL SHIFT TO REAL ESTATE IN 2018 UNDER THE MENTORSHIP OF JEFF WILSON, A WIDELY RESPECTED MARKET LEADER.



A Path Forged Through Service and Dedication

Hugh's journey to real estate reflects a deep-rooted commitment to service and excellence, informed by early family influences and a successful career in public service. Raised in Dedham, Massachusetts, and a longtime resident of Washington, D.C., Hugh built a strong foundation in leadership through his work on political campaigns and in government, including serving as a political appointee on First Lady Michelle Obama's staff at The White House. These roles instilled a powerful sense of duty, influencing his approach to real estate. "Working with leaders like President Obama and First Lady Michelle Obama informed my understanding of true leadership and service," Hugh notes.

With the work ethic instilled by his parents, who excelled in law and real estate, Hugh made a purposeful shift to real estate in 2018 under the mentorship of Jeff Wilson, a widely respected market leader. Today, Hugh is part of a team that includes his mentor, Jeff Wilson, rising star Chris Owens,

and their talented Operations Manager, Jennifer Pinkston. Hugh's dedication and success have quickly propelled him up the ranks; he is now Vice President and a board member of the Associate Services Leadership Council at TTR Sotheby's International Realty, making him one of the youngest Vice Presidents in the firm's history. He achieved the prestigious "Rising Star Award" in 2019 and is recognized as one of the fastest agents at TTR Sotheby's to reach \$100 million in career sales.

In 2023 alone, Hugh closed \$30 million in individual sales across 17 transactions, and he is projected to surpass that volume this year. For Hugh, real estate is a natural extension of his lifelong values, and he brings his strong work ethic, professionalism, and integrity to every client relationship. He acknowledges that, though real estate and government may seem worlds apart, the high-stakes demands are much the same: "While the two careers are very different, the pressures of leading sensitive international calls from The White House Situation Room and managing complex multi-million-dollar transactions is the same," he says.



For Hugh, the ultimate reward lies in his client's satisfaction and the ability to mentor others as he continues to grow his business and legacy.

Personal Passions

For Hugh, family is at the heart of everything he does. He and his wife, Hope, first met at the College of Charleston and have since built a life together in her hometown of Washington, D.C. The couple now lives in Chevy Chase, D.C., where they are raising three young children: two boys and a newborn daughter. "My family and friends mean everything to me," Hugh says. Many of Hugh's friends and family members have also become clients over the years: "I've had the privilege of representing so many

people who are close to me, and I'm sincerely honored to earn their trust each and every time."

The McDermotts love spending time in their community, whether exploring the scenic corners of their neighborhood, supporting local businesses at the Chevy Chase Farmer's Market and Broad Branch Market, or enjoying close-by Rock Creek Park. Hugh also has a strong passion for sports and fitness, often hitting the golf course, tennis courts, or swimming pool. He also plays ice hockey year-round, including on an outdoor rink in the winter, a tradition he eagerly anticipates each season.

In addition to his personal and professional life, Hugh is dedicated to community service. He serves as Treasurer on the board of his son's

“

IT'S MY HONOR TO PLAY A ROLE IN OUR CLIENTS' MOST CONSEQUENTIAL LIFE MOMENTS.”

preschool, coaches youth hockey, and supports charitable organizations such as N Street Village and St. Jude Children's Research Hospital.

If Hugh weren't in real estate, he would likely pursue a political career motivated by his commitment to democratic values and a better future. "With a background in politics, I've always stayed engaged in the process and feel passionately about creating a better future for the next generations."

Looking Ahead

Hugh approaches the future of his real estate career with the same resolve and passion that has guided him from the start. "We are often called upon in moments of great change in people's lives, whether it be a new chapter like a marriage, birth of a child, or promotion. And there are also harder times, like the passing of a loved one. It's my honor to play a role in our clients' most consequential life moments, and I look forward to continuing to be a part of their life journeys." Hugh's goals over the next 5-10 years center around expanding his business and team while continuing to be an active member of his community.

"My philosophy and approach in this business are all about providing value and delivering the highest level of service," Hugh explains.

For aspiring real estate professionals, Hugh offers straightforward advice rooted in his own experiences: "Be relentless in your pursuit of achieving your goals by showing people your value through hard work, expertise, and honesty," he says. "When your business slows down, stay focused on what makes you successful and keep moving forward." Hugh's path forward is clear: he's focused on building a legacy in real estate that mirrors the values that have defined his journey from the start.

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TOP 250 STANDINGS

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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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Disclaimer: Information based on MLS closed data as of Dec. 5, 2024, for residential sales from January 1, 2024, to November 31, 2024, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C.; and Frederick, Montgomery, and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent's MLS ID.

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 **Stewart Title & Escrow, Inc.**
 Chris Saabye
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 1707 L St NW, Ste 240
 Washington DC 20036
 202.838.2053 direct
 chris.saabye@stewart.com
 stewart.com/midatlantic



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TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to Nov. 31, 2024

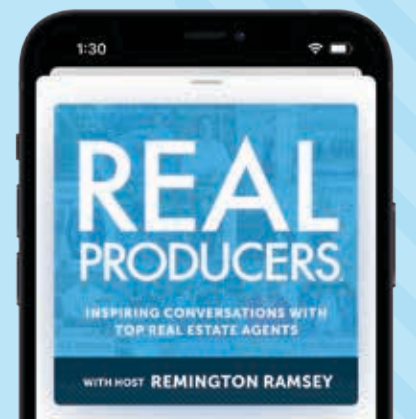
RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Maria C Kolick	RE/MAX Realty Centre	14	\$8,053,900	20	\$11,258,705	34	\$19,312,605
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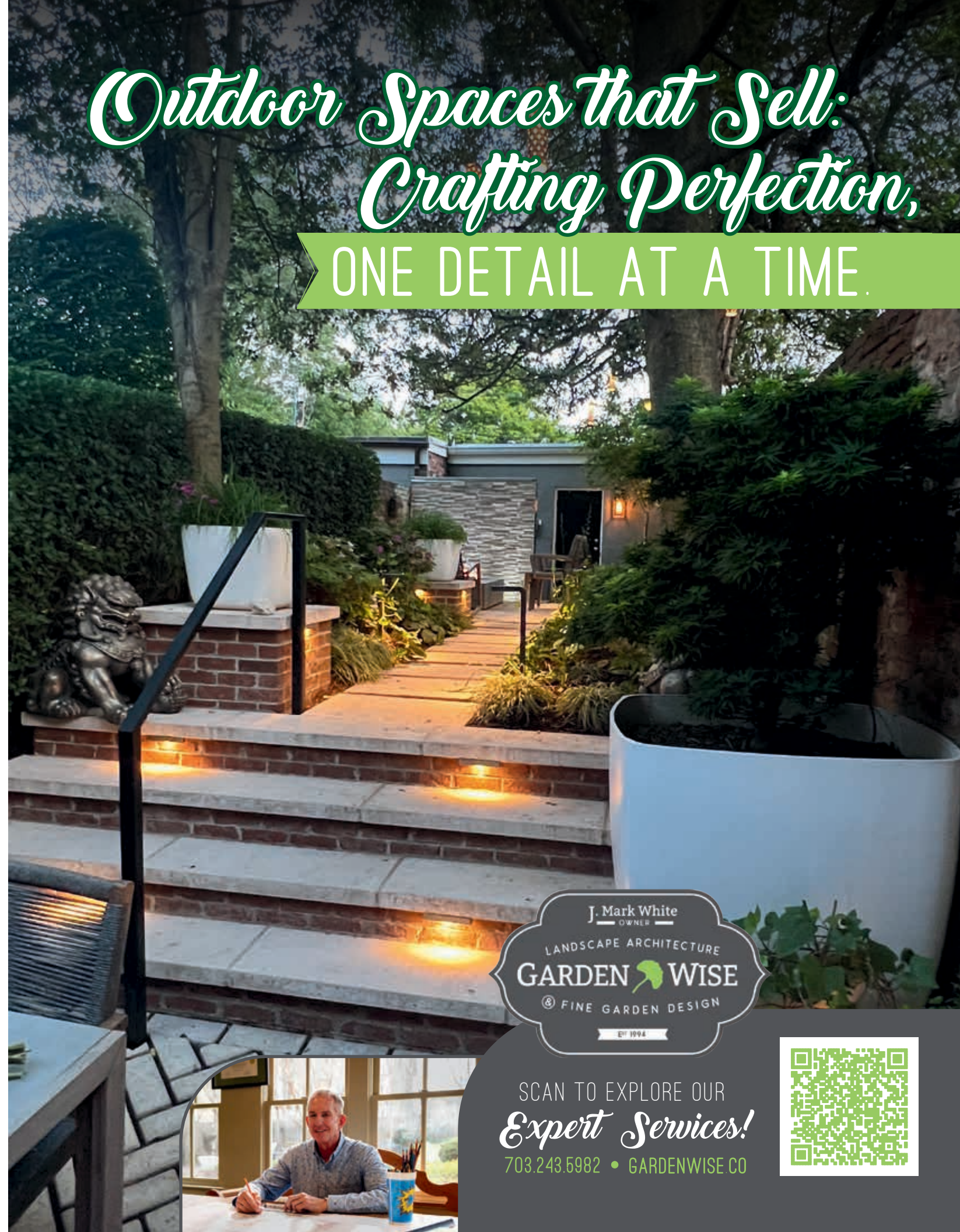


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Caring for your home shouldn't be.*

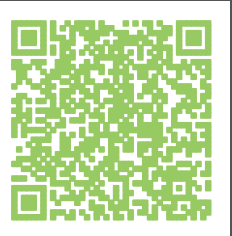
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