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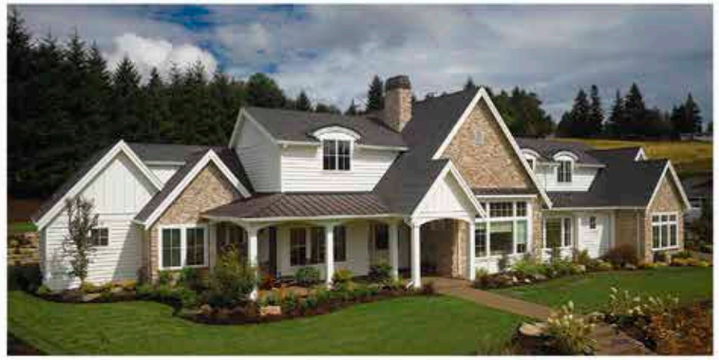


Agent Spotlight
BELLE TUNSTALL

Rising Star
JACKELYN FLORES

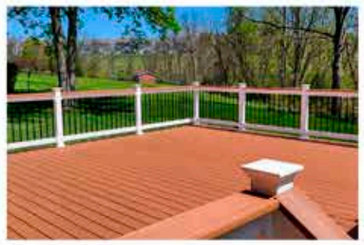
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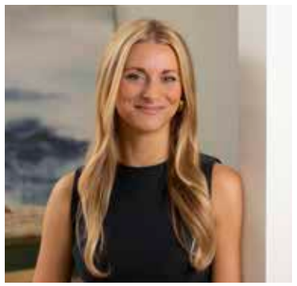


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DC Metro Real Producers **Deal Or No Deal**

PROFILES



14 Belle Tunstall



18 Jackelyn Flores

IN THIS ISSUE

6 Preferred Partners
7 Meet The Team
8 Publisher's Note
10 Words By Wade: 4 Listing Funnels Realtors Should Be Working Right Now
11 Legal Hotline: Maryland's Transfer-on-Death Deed (TOD)
14 Agent Spotlight: Belle Tunstall
18 Rising Star: Jackelyn Flores
22 Cover Story: Michael Gailey
28 Special Events: *DC Metro Real Producers* Deal or No Deal
33 Top 250 Standings - By Volume
47 Top 100 Standings - By Units

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Hello November,

The Season of Gratitude!

November invites us to slow down and reflect — to take stock of the people, relationships, and memorable moments that have shaped our year. Gratitude is more than a feeling; it's a perspective that reminds us just how much there is to appreciate.

We recently had an incredible time at our **Deal or No Deal** event! It was an evening filled with excitement, laughter, great prizes, and, most importantly, the opportunity to bring our *DC Metro Real Producers* community together. Thank you to everyone who joined us and helped make it such a fun and memorable night.

As we look ahead, we're already excited for **March 4th,** when we'll come together for our **2nd Annual Awards Gala!** We can't wait to celebrate the accomplishments of our incredible agents and partners and recognize the people who continue to make an impact throughout our community.

As we celebrate this season, let's remember: **"Gratitude turns what we have into enough."**

Here's to the memories we've made, the relationships we're grateful for, and all the exciting things still to come.



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WORDS BY WADE

4 LISTING FUNNELS

REALTORS SHOULD BE WORKING RIGHT NOW

BY WADE VANDER MOLEN

Interest rates are at or above 7%. As a Realtor you have two options. You can go to Costco and grab the free samples in the isles, or you can get to work and start doing the activities you know lead to business opportunities. When the market becomes challenging, there are Realtors that have paralysis by analysis. Not sure of what to do because their business has dried up and little is on the horizon. Let's talk about three funnels you can be attacking to create more listings and buyers for the Fall and Winter markets.

Mining Your Database

There are hidden sellers and buyers in your database. You just don't know they are there. People make real estate moves primarily around life events. Mine your database and see, who is getting married? Who is having a child? Who bought your condo or townhome listing 2-3 years ago? Who is aging in place and should downsize? Who needs to hear from you? Setting up a Fall or Winter client event to get back in front of your database is a must to create buyer and seller opportunities over the next 6 months.

Look at your database and pick 30 people that you know could benefit from knowing their value status if they sold today. Put together a CMA for each homeowner over the next 30 days, then follow up with a phone call and find out if they are potentially looking to sell and their timeframe.

Targeting Out of State Owners

Another great funnel are out of state owners of condos and townhomes. Many of these people are looking to sell get the property off their books by year end. Especially condo owners who are self managing and have rising HOA assessments. These are all stressful items that can drive an owner to sell their property. Their are Title companies (cough) that can not only help you target these homeowners, but provide their phone number and email. Making those calls can create more listing opportunities.

Targeting Downsizing Homeowners

There are many homeowners in our local market that could benefit from selling their larger home and moving into something smaller. These sellers need help because they have a larger home and have been there a very long time. Getting their home ready for the market seems like climbing a large mountain. Setting up in-person events to educate these people on your process to help the reach their desired outcome can lead to listings. Many of these people are telling their kids and grandkids, that "this year is the last Christmas in the house." Now is the time to create marketing efforts to get in front of these homeowners.

Better Online Visibility

You can't be stuck in the Realtor witness protection program. When the market has challenges, being present and in front of people that know you and haven't met you yet is important. If the uncomfortable thing is being in front of a camera, it's time to get started. Set up that YouTube channel, make a goal of posting 2-3 videos a week. Create more short form content for Instagram. Leap frog your competition by doing what they won't.

Look at these funnels for more listings and buyers and get to work!



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.



Maryland's Transfer-on-Death Deed (TOD)

Thanksgiving brings families together in the homes where holidays were celebrated, and memories were made. As the season approaches, Maryland and Washington, DC families may ask how to keep those homes in the family. Real estate agents often hear those questions first, so knowing the basic options and when to involve counsel can help you guide clients with confidence.

How Families Transfer Property: The Basics

Families generally use a life estate deed or deed of gift, a will requiring probate, a trust, or a transfer-on-death deed, which is available in Maryland but not DC. The best choice depends on the family's goals, finances, and timing.

Maryland's Transfer-on-Death Deed (TOD): A Powerful Tool

Maryland's Uniform Real Property Transfer on Death Act permits an owner to name a beneficiary by deed, with the property passing at death without probate.

The owner may revoke or change the deed during life and retains control of the property.

At death, the property transfers automatically, avoiding probate-related time and expense.

Unlike a lifetime gift, the beneficiary has no ownership interest until the owner dies.

A TOD deed may suit clients seeking a simple, flexible plan, but an attorney should prepare, execute, and record it properly.

What About DC?

DC does not currently authorize TOD deeds. Clients generally consider revocable living trusts, joint tenancy, or lifetime gifts to avoid probate. An estate planning attorney can assess the best fit.

Key Considerations: Taxes, Medicaid, and Title Issues

Lifetime gifts can create gift-tax issues and generally carry the donor's tax basis to the recipient. Inherited property generally receives a stepped-up basis at death, potentially reducing capital-gains tax on a later sale. Clients should consult a tax professional before transferring property.

Medicaid's five-year look-back can make a recent property transfer affect eligibility for long-term-care benefits. An elder law attorney should review any transfer where future care may be a concern.

Flag title problems early, including a deceased owner on title, disputed heirs, or liens, and involve a title company and attorney before listing or transferring the property.

Practical Tips for Agents

Agents add value by spotting issues early, asking good questions, and connecting families with the right professionals.

LEGAL HOTLINE

Ask about the client's goals, timeline, and whether an attorney is already involved.

Do not provide legal or tax advice; recommend an estate planning, tax, or elder law professional as appropriate.

Watch for title defects, family disputes, pressure on an older owner, or attempts to avoid creditors or Medicaid rules.

Use proper contracts, disclosures, and documentation, even when the parties are relatives.

Approach these conversations with empathy; family property decisions often carry grief, nostalgia, and strong emotions.

Bringing It Home

This Thanksgiving, families across Maryland and DC may discuss preserving a cherished home for the next generation. Agents can guide them by knowing the basics and when to involve an attorney, tax advisor, or elder law professional.

With the right guidance, agents can help clients protect not only real estate, but a meaningful part of their family story.

Disclaimer: This article is for informational purposes only and does not constitute legal or tax advice. Real estate agents should encourage clients to consult with qualified attorneys and tax advisors regarding their specific situations.



About the author (drafted with the assistance of AI): Erin August is an Attorney in the Real Estate Department at Shulman Rogers, P.A. Barred in Maryland, D.C. and Virginia. She was born in Washington, DC and raised in Montgomery County, Maryland, where she resides with her husband and son.

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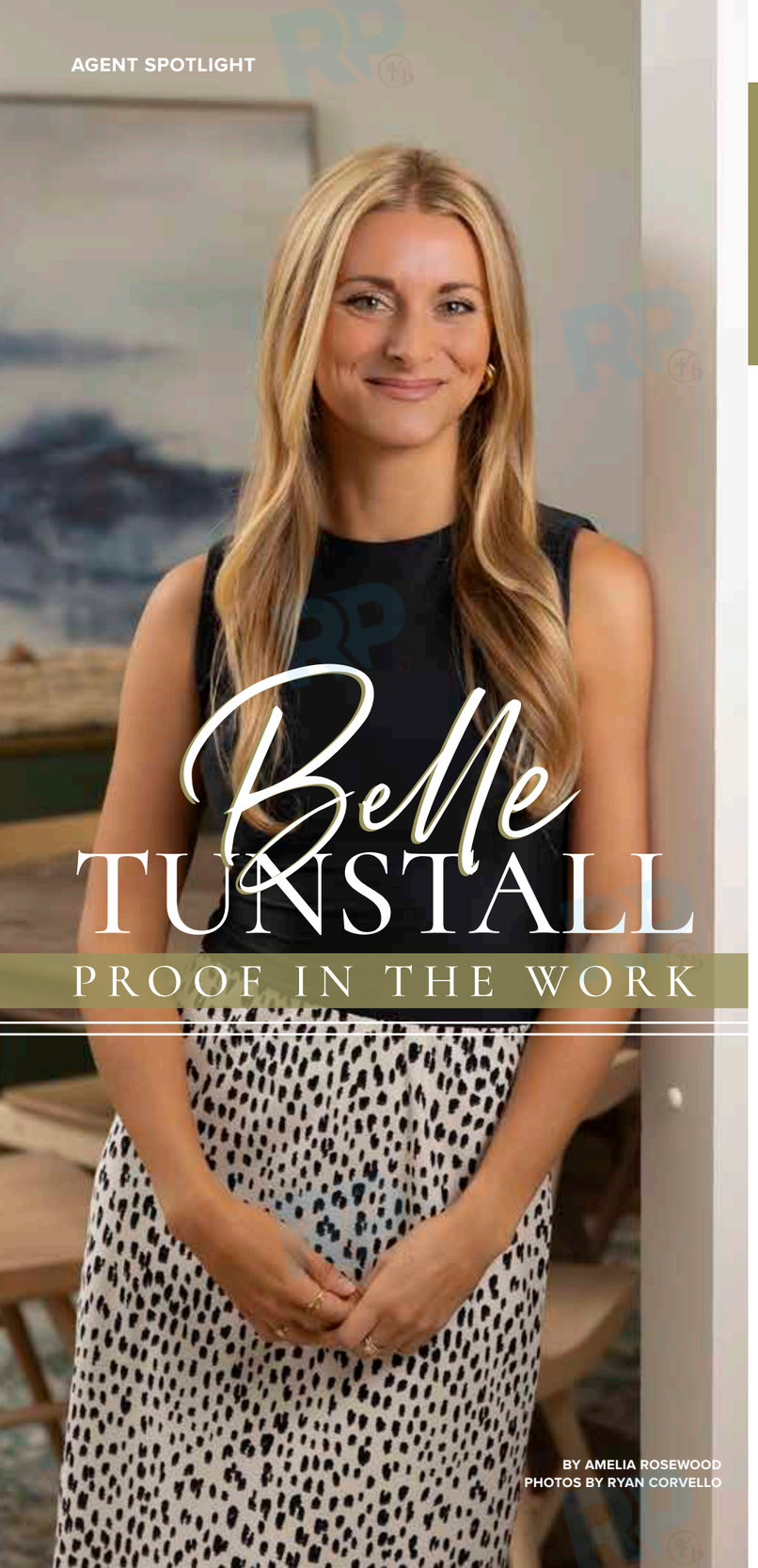
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Belle TUNSTALL

PROOF IN THE WORK

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

Belle Tunstall knows how to work. She knows how to keep going when progress feels slow, how to trust the process when results are still out of sight, and how to lean on the people around her when she does not have every answer herself.

For Belle, resilience is not something she learned after becoming successful. It is what helped her get there.

"I may not always be able to control the hand I'm dealt, but I can control how I respond," she says. "I can control my work ethic, my effort, my attitude, and how I choose to show up."

Learning to Win the Day

Born, raised, and still living in Northern Virginia, Belle learned resilience at an early age. Diagnosed with severe ADHD at 11, she spent much of her childhood working with tutors, meeting with teachers before and after school, and taking advantage of every resource available to her. Academics often required more effort than they seemed to require for her classmates, but the experience taught her that asking for help was not a weakness. It was part of learning how to succeed.

That lesson followed her to Christopher Newport University, where she majored in psychology, minored in early childhood studies, and played field hockey all four years. Athletics reinforced the value of discipline, teamwork, time management, and delayed gratification, while surrounding her with teammates and coaches who continually pushed her to reach higher.

One phrase from those years still shapes the way she approaches life and business: "Win the day, every day."

After graduation, Belle remained at CNU for a year as a University Fellow in the Office of Admission, interviewing prospective students, reviewing applications, and traveling to high schools and college fairs. It was her first exposure to soft sales and gave her an opportunity to see how naturally she connected with people.

Family friend Chris Craddock saw the same potential and began recruiting her into real estate.

"He said I had the type of work ethic to be successful in real estate, and he could teach me the rest," Belle recalls.

In August 2016, at 23 years old, she took the chance.

Creating Her Own Evidence

Belle initially entered real estate with a straightforward goal: financial independence. She wanted to pay off her student loans, create stability, invest in real estate herself, and eventually build a life with enough flexibility to adjust as her priorities changed.

As her career grew, however, another transformation was happening internally.

Years of struggling academically had left Belle with lingering doubts about what she was capable of achieving. Around late 2019 and early 2020, as her business began gaining momentum, she decided to challenge that narrative.

"Why not me?" she remembers asking herself. "Why can't I be successful? Why can't I achieve things I've never achieved before?"

Instead of allowing old measurements of success to define her, Belle began creating her own evidence. A business that once produced roughly 20 to 30 transactions annually grew into one consistently closing between 50 and 80. Last year, excluding rentals and referrals, she closed 59 transactions representing more than $38.5 million in volume.





Her drive extends well beyond real estate. Belle has been recognized by NOVA Real Producers' 40 Under 40 and the National Association of Realtors' 30 Under 30. A two-time All-American field hockey player, she was recently inducted into CNU's Hall of Fame. She also qualified for the 2026 Boston Marathon and ran a personal record that requalified her for Boston and earned her a spot in the 2027 Chicago Marathon.

Finding the Way Forward

That same persistence defines Belle's approach to serving clients through The Redux Group of eXp Realty. When a transaction becomes difficult, her instinct is not to retreat but to start looking for another path.

"I will never quit or give up," she says. "When problems arise, as they inevitably do in real estate, I focus on finding a solution."

Belle is quick to ask for help, bring other professionals into the conversation, or explore a creative compromise if it serves her clients. To her, pride and ego only get in the way of the real objective.



"The path may not be easy, and the results may not come as quickly as you'd like, but I truly believe the work will be worth it."



The responsibility she feels toward her clients is deeply personal. She has helped friends become the first members of their families to purchase homes and has guided countless others through major transitions.

A Full Life Beyond Real Estate

Outside of work, Belle has no shortage of interests. She is often training for a half or full marathon, traveling, hiking, attending concerts, reading, playing guitar, journaling, or experimenting with film photography.

Photography has become particularly meaningful. Belle has worked as a second shooter for her best friend, Amelia Blaire, at more than 50 weddings, from Richmond to Montana to Scotland. She sees an unexpected connection between photography and real estate because both allow her to play a trusted role in some of the most significant moments of another person's life.

Relationships are equally important. Belle remains close with her parents, her older sister Varian, brother-in-law Austin, and nephews Freeman and Emmett. She is also affectionately known as "Aunt B" to many of her friends' children.

Building What Matters

Belle does not have every detail of the next five or ten years mapped out, and she is comfortable with that. After spending much of the past decade focused heavily on her career, she hopes the next chapter creates more room for relationships, community, faith, and the parts of life she wants to invest in more intentionally.

For aspiring top producers, Belle's advice comes back to patience, persistence, and trusting the work.

"The path may not be easy, and the results may not come as quickly as you'd like," Belle says. "But I truly believe the work will be worth it."



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JACKELYN FLORES

GROWING INTO HER PURPOSE

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO

The confidence people see in Jackelyn Flores today was not always second nature. Speaking on camera, walking into networking events, addressing a room, and putting herself publicly behind a business all required her to stretch beyond what once felt comfortable. Over time, those uncomfortable moments became evidence of something she now firmly believes: confidence is not something people simply have. It is something they build.



For Jackelyn, that growth has happened alongside a real estate career that began with curiosity and evolved into something much more personal. Today, the Long & Foster Real Estate solo agent has found purpose in helping others see what may be possible for their families, their finances, and their futures.

Lessons That Started at Home

Born and raised in Prince George's County, Maryland, Jackelyn is the daughter of Salvadoran immigrants, and much of the way she approaches life can be traced back to what she witnessed growing up. Hard work, resilience, and caring for others were not abstract values. They were part of everyday life. She also saw firsthand the sacrifices her parents made to create opportunities for the next generation, shaping the way she understands opportunity, ownership, and the importance of building something that can outlast you. That perspective is part of why helping families create stability and build wealth through homeownership feels so deeply personal.

Her father was also one of her earliest examples of entrepreneurship. Jackelyn worked alongside him in his business, helping with administrative responsibilities, marketing, and operations while seeing firsthand what it took to build something from the ground up.

That experience stayed with her as she attended the University of Maryland's Robert H. Smith School of Business, earning a bachelor's degree in Marketing and Management with a minor in Technology Entrepreneurship. A brief experience in property management later introduced her to another side of housing and gave her practical exposure to residential properties.

Together, those experiences gave Jackelyn a foundation in business, but the direction she would take with it was still unfolding.

Curiosity Becomes a Career

During the pandemic, Jackelyn became increasingly interested in personal finance, investing, and generational wealth. As she learned more, she kept noticing the same connection: real estate played a significant role in the stories of many financially successful people.

Initially, getting licensed was simply a way to learn.

"I had no idea how much I would fall in love with serving clients and building relationships," she reflects. "What started as a way to learn about investing turned into discovering my purpose."

Jackelyn became a real estate agent in August 2021, and what began as a





personal interest in investing soon grew into something much larger: helping other families recognize what real estate could make possible for their own lives.

She especially loves witnessing moments that once seemed out of reach become real, whether that means handing first-time buyers their keys, watching parents find a home with room for their children to play, or helping someone begin building wealth through homeownership.

Education Before the Sale

That sense of responsibility influences how Jackelyn runs her business today. She wants clients to understand their choices rather than feel pushed, which is why education comes before sales in her approach.

“I never want my clients to feel pressured,” she explains. “I want them to feel informed and empowered.”

The philosophy has helped her build relationships that often continue well beyond closing. It has also contributed to significant professional momentum. In 2025, Jackelyn closed 26 homes totaling $12 million in volume. She has been recognized among the Top 100 within her brokerage, as an Elite Producer by Washingtonian, a 2025 GCAAR Bronze Award recipient, and among the Top 1000 by *DC Metro Real Producers*.

Still, some of the growth she values most cannot be measured by sales volume.

Building the business also required Jackelyn to become comfortable doing things before she felt completely ready. From navigating difficult transactions to speaking on panels and putting herself publicly behind her brand, she learned that growth often came from saying yes first and figuring out the rest along the way.



Making Memories Along the Way

Outside real estate, Jackelyn is energetic, curious, and happiest when an experience brings people together. She loves traveling, beach trips, karaoke nights, discovering restaurants, and searching for new matcha spots. At home, Luna, her spoiled Rottweiler mix, is also part of the picture.

Jackelyn also has a natural love for bringing people together. Whether she is hosting a client appreciation event, organizing a homebuyer workshop, or simply gathering friends and family, creating memorable experiences and a sense of community comes naturally to her. But just as much as she enjoys being surrounded by people, she values the quieter moments that allow her to learn, reflect, and grow. Business podcasts, personal development books, and opportunities to explore a new city all feed a natural curiosity that keeps her learning.

Atomic Habits by James Clear has particularly resonated with her because its message reflects her own experience of becoming more confident through consistent action. Her faith provides another source of direction, with Jeremiah 29:11 serving as a favorite reminder of hope, purpose, and the future.

That desire to help others grow also extends into her community. Jackelyn regularly hosts free homebuyer workshops, creates educational content online, and collaborates with local businesses and professionals to connect people with useful resources. For her, sharing knowledge is another way of making an intimidating process feel more approachable.

Building Something Bigger

Looking ahead, Jackelyn hopes to build a thriving real estate team, expand her educational presence online, grow her own investment portfolio, and create generational wealth for her family. She also hopes the business she builds eventually creates opportunities for other people to grow.

The ambitions are big, but the motivation underneath them remains remarkably personal. She wants clients to know they have someone in their corner who genuinely cares about what happens after the papers are signed.

“Real estate isn’t just about houses to me,” Jackelyn shares. “It’s about helping people change the trajectory of their lives through homeownership.”

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I've completed multiple rehab projects with John L., and every one of them delivered excellent returns. One of those deals even helped me buy my wife's engagement ring—yes, we're still happily married! Beyond the profits, working with John gave me the knowledge and confidence to not only manage my own projects successfully but also consistently achieve over $20 million in production each year. I highly recommend partnering with him. Jon Granlund, The Real Brokerage

Partnering with John L. has been one of the best experiences I've had in real estate. On multiple transactions, I located the deals while John provided the contractors, handled the funding, and managed the renovation process from start to finish. It was truly a seamless partnership — I didn't have to worry about the heavy lifting, and together we were able to close profitable, well-executed projects. John's professionalism, reliability, and ability to get things done made every collaboration smooth and successful. I look forward to working with him again in the future.
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Michael Gailey

What Experience Builds

BY AMELIA ROSEWOOD
PHOTOS BY RYAN CORVELLO



Michael Gailey entered real estate at a moment when almost everything about the timing suggested he should reconsider.

It was November 2008. He was 26, newly arrived in Washington, D.C., and preparing to begin a career in residential real estate just as the financial crisis was reshaping the industry. The plan had been made months earlier, before the full weight of the downturn became clear. By November, the move looked considerably more uncertain.

He came anyway.

"I knew that the first few years would be hard, and they definitely were," Michael says. "But I also believed that it would be a great time to learn the business."

Starting during a difficult market forced him to learn slowly, pay attention, and build a foundation that becomes more valuable with time.

Learning to Take Care of People

Michael grew up in Indianapolis, attended Miami University in Ohio, and spent several years in Chicago before moving east. He majored in marketing and minored in classical literature.

His earliest lessons in service came long before real estate. Michael grew up working in restaurants, an experience he still considers formative. The work taught him how to move within a team, interact with people from different backgrounds, and understand that doing a job well often comes down to taking care of the person in front of you.

"There is honor in hard work," he says.

After college, he became a freight broker for a third-party logistics company in Chicago. To Michael, the parallels to real estate are obvious now. Both require an understanding of a marketplace, consistent communication, reliability, and the ability to solve problems quickly when circumstances change.

At their core, both are about helping people navigate something complicated.

Starting When It Was Hard

A college friend from Montgomery County helped open the door to real estate. He and his mother were longtime agents with Long & Foster, and they were looking to expand their team. Michael was ready for a change and already knew he liked Washington.

He joined them and began working out of Long & Foster's Bethesda Gateway office, where being surrounded by experienced agents and managers became its own education.



"The first year was pretty rough," he says.



That difficulty ended up being useful. Michael was learning how to understand value, guide clients through uncertainty, solve problems, and earn trust when people were cautious.

Today, Michael is a Senior Vice President with Compass and works from the Georgetown office, serving DC, Montgomery County, and Northern Virginia. In 2025, he closed $40 million across 35 transactions and is on track for more than $35 million this year. He has appeared on Washingtonian's Top Agents list since its inception and, in 2023, ranked as the No. 1 individual Compass agent across DC, Maryland, and Virginia.

"I believe what sets me apart is a combination of genuine care, deep market experience, strong execution, and my desire to remain personally involved in the day-to-day work of helping people buy and sell homes."

Still in the Work

Michael remains a solo agent, collaborating with others when it makes sense, but he still wants to be directly involved with his clients. He enjoys the conversations, the strategy, the search, the negotiation, and the problem-solving that happen in the middle of a transaction.

For him, experience only matters if it remains useful to the person being served.

"Buying or selling a home can be a massive undertaking," he says. "People need thoughtful, personalized guidance through the process, and that guidance should ideally be rooted in years of deep experience in the field."

That combination of knowledge and presence is something he looks for in others too. When clients or friends ask him to recommend agents elsewhere in the country, he looks for the same mix of experience, commitment, and hands-on service.

The Life Around the Work

Real estate may not offer the complete freedom people sometimes imagine, but it gives Michael something he values deeply: flexibility to be an active dad.



"I get to walk my girls to school every morning and make it to all of the midday school events. It's truly the best," he says.









Michael and his wife have two daughters, Mairin, 10, and Maggie, 7. His wife entered his life not long after his move to Washington, after Michael had already told himself he would give the city two years before deciding whether to return to Chicago.

Then he met her at a friend's house party.

She was a Latin teacher with a master's degree in international education from GW. Michael jokes that she was not especially interested in him at first, but Snowmageddon in 2010 helped. Once she discovered that he had read Virgil and Ovid, things improved.

"The great lucky break of my life," he says.

Family life now includes school events, time with friends, and plenty of travel. A recent trip took them through Paris, Provence, and Antibes, and Michael is already thinking about Ireland for next summer.

He also grew up in a musical household. He played bass and trumpet as a kid, picked up an old ukulele during COVID, and cheerfully admits that he has never played any of them well.

A New Chapter

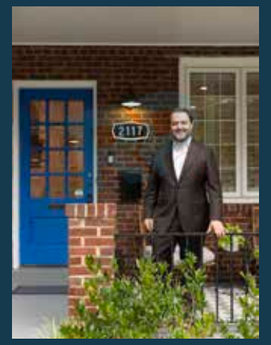
Michael likes that real estate is a profession many great agents continue doing at a high level well into later life. His goal is to do the same.

The next chapter includes growth, but not at the expense of the personal service that shaped his reputation.

Grace Steel, one of New York City's top agents and a close friend of Michael's since childhood, recently moved to the DMV and is preparing to become licensed locally. After working on two of the most successful real estate teams in the country and selling $2 billion in real estate herself, she will soon begin working alongside Michael. He is excited to see what they build together.

Michael's advice to aspiring top producers is not complicated.

"Buckle up."



Success, he says, usually does not arrive in the first few years. His certainly did not.

Instead, he believes in continuing to show up, doing what is right for the client, helping wherever possible, and keeping your own side of the transaction clean.

There is no shortcut in that advice, which is probably why it sounds so much like the career he has built.

Michael entered real estate during one of the worst possible moments and stayed long enough for experience to become an advantage. Nearly two decades later, the market has changed many times, but the part he values most has not.

Listen carefully. Know what you are doing. Solve the problem. And take care of people.



> "Buying or selling a home can be a massive undertaking. *People need thoughtful, personalized guidance through the process, and that guidance should ideally be rooted in years of deep experience in the field.*"

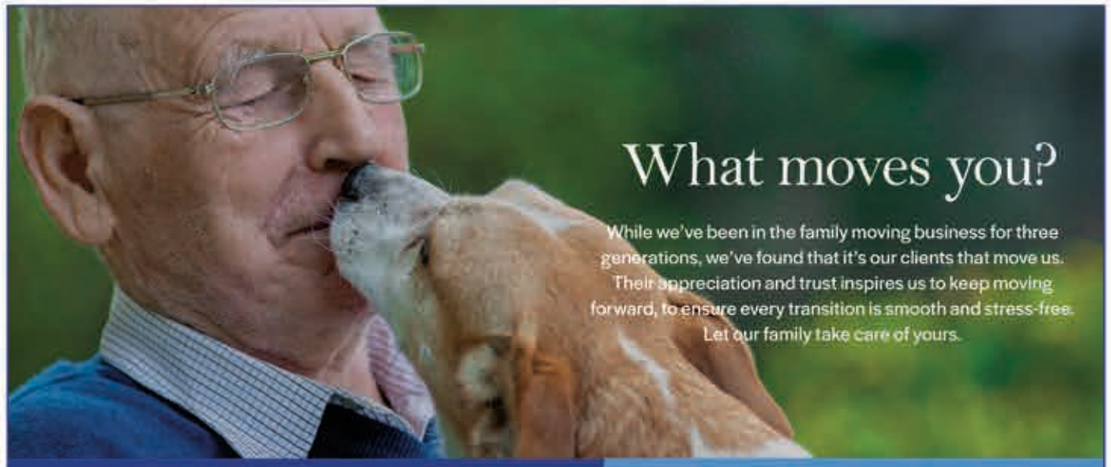
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DC METRO Real Producers

DEAL OR NO DEAL

PHOTOS BY RYAN CORVELLO

SEPTEMBER 17, 2026

DC Metro Real Producers **Deal or No Deal** brought together top-producing agents and trusted preferred partners for an unforgettable evening of networking, laughter, and real estate-themed fun.

Held on **Thursday, September 17, 2026,** at **Town & Country Moving Solutions Warehouse** in Gaithersburg, the event created an engaging atmosphere where meaningful relationships were built through interactive gameplay, great conversations, and shared experiences.

More than just a game, **Deal or No Deal** celebrated the connections that make the Real Producers community unique. Throughout the evening, attendees strengthened existing relationships, formed new partnerships, and enjoyed a memorable experience alongside some of the area's leading real estate professionals.

We extend our sincere appreciation to **Town & Country Moving Solutions, Pruitt Title,** and **Vista Media** for their generous sponsorship and commitment to supporting our community. We also thank **Ryan Corvello** for photography and **Axcess Studios, LLC** for videography, helping capture the memorable moments from the evening.

Events like these are a reminder that the best opportunities are created through genuine relationships. We look forward to bringing our community together again at the next *DC Metro Real Producers* event.

For more information on all DC Metro Real Producers events, please email us at info@dcmetrorealproducers.com.








































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TOP 250 STANDINGS - BY VOLUME

Individual Closed Data as reported to MLS from Jan. 1 to Sep. 30, 2026

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

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476
LOANS CLOSED

$385K
AVERAGE LOAN AMOUNT

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BUYERS WELCOMED HOME

67
REFINANCED HOMES

1.3
CLIENTS HELPED A DAY

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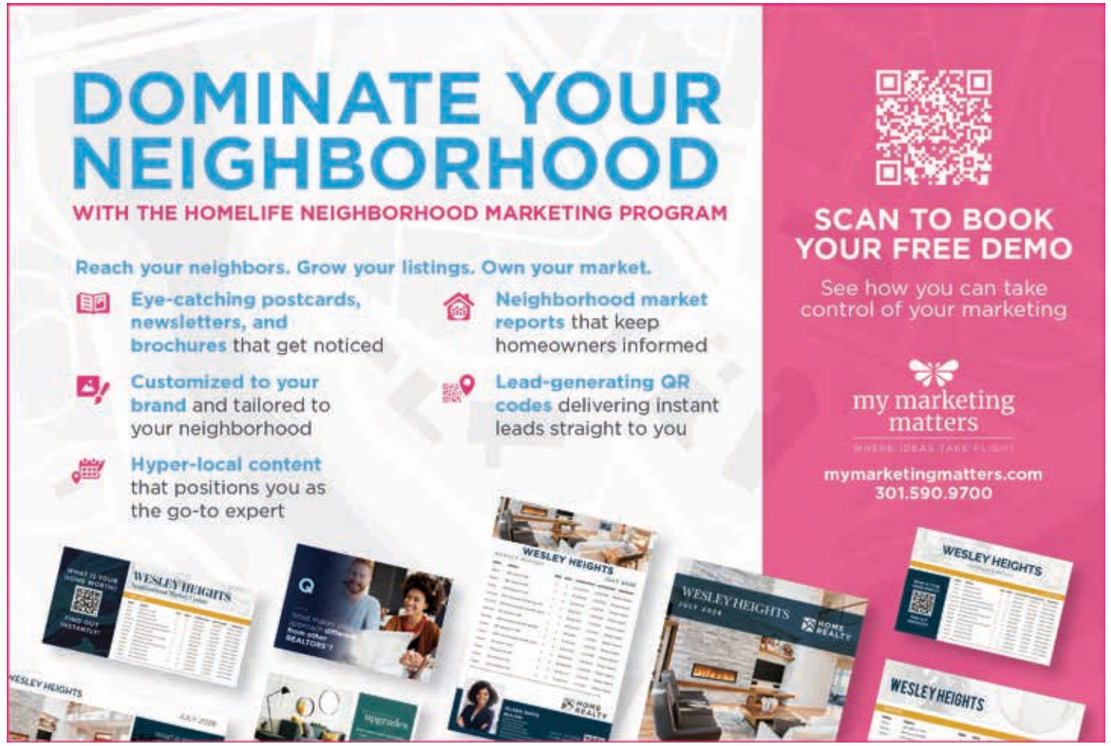
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RANK	NAME	OFFICE	SELLING #	SELLING $	BUYING #	BUYING $	SALES	TOTAL $

71

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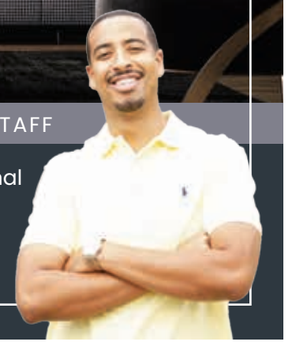
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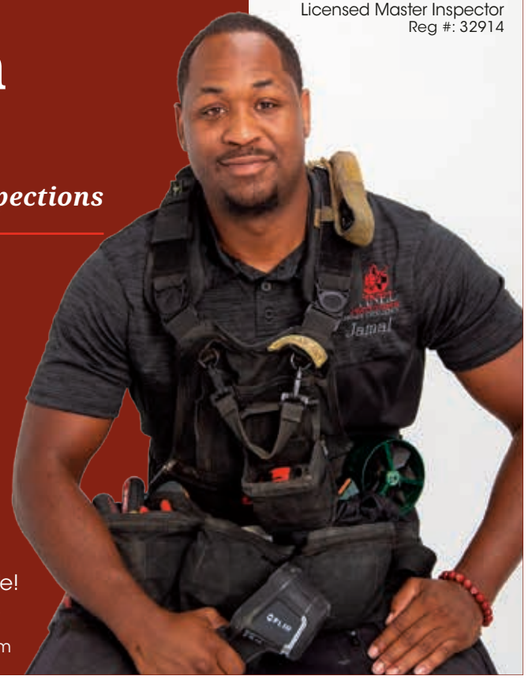
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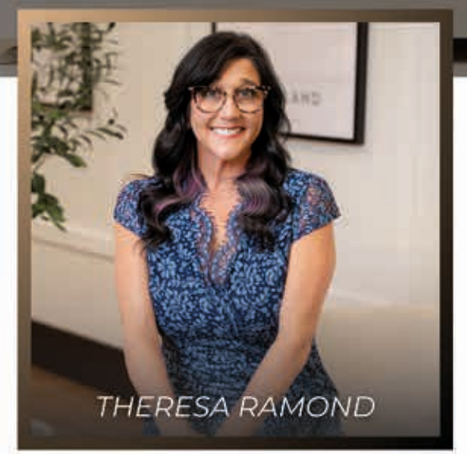
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