

"It ain't even close"

...says the Washington Business Journal

The Washington Business Journal declares Long & Foster | Christie's the No. 1 residential real estate company in the Washington, D.C., metro area.

Such rankings demonstrate the commitment Long & Foster | Christie's agents have in supporting their clients throughout the homebuying and selling process. This honor also recognizes the wealth of knowledge, integrity and professionalism Long & Foster | Christie's agents deliver to their clients every day.

WASHINGTON BUSINESS JOURNAL

INNERLOOP
LARRY HOGAN'S ASIAN TICKET TO RIDE 4

TOPSHELF
Joe Englert's Ivy City plan
He always knows what the younger set wants and where it wants it. Next up: beer, coffee and bouldering. An exclusive. REBECCA COOPER, 6

TECHFLASH
Alarm.com's IPO
The MicroStrategy spinoff made \$13.5 million last year on nearly \$170 million in revenue. Is that enough to woo Wall Street? KASRA KANGARLOO, 10

HEALTH
Review your hospital. Really!
Hospital Compare could be called the Yelp of health care. Here's how our local hospitals fare on the site. TINA REED, 16

REAL ESTATE INC.
A stumbling block at Skyland
We thought the Wal-Mart at Skyland was well on its way, but a covenant may still trip up the project. MICHAEL NEUBAUER, 22

THE LIST
Long & Foster reigns over residential. It ain't even close. 36

THE LIST
Long & Foster Real Estate Inc. 1

THE LIST
RESIDENTIAL REAL ESTATE COMPANIES
RANKED BY 2014 METRO-AREA SALES VOLUME

Name/Prior/URL	Address/Phone	Metro-area sales volume in 2014	Metro-area sales volume in 2013
1 Long & Foster Real Estate Inc. ① longandfooster.com	14501 George Carter Way Chantilly, VA 20151 703-653-8500	\$13.87 billion	\$14.62 billion
2 Brokerage ② cbmove.com	1801 Old Reston Ave., #200 Reston, VA 20190 703-471-7220	\$2.91 billion	\$3.2 billion
3 TTR Sotheby's International Realty ⑥ ttrsir.com	1206 30th St. NW Washington, DC 20007 202-333-1212	\$1.97 billion	\$1.7 billion
4 Washington Fine Properties LLC ④ wfp.com	3201 New Mexico Ave. NW, #220 Washington, DC 20016 202-944-5000	\$1.95 billion	\$1.95 billion
Re/Max Allegiance ③ myallegiancehome.com	5100 Leesburg Pike, #302 Arlington, VA 22209		

WASHINGTON BUSINESS JOURNAL
May 29, 2015
Vol. 34, No. 5, \$4.00
1555 Wilson Blvd.
Suite 400
Arlington, VA 22209

bit.ly/WBJemail