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LONG & FOSTER[®] SALES PROFESSIONALS RANKED TOP IN NATION
Washington, D.C.-based team ranked 22nd in Wall Street Journal's Top 250

CHANTILLY, Va., Sept. 22, 2011— Long & Foster[®] Real Estate, Inc., the largest independent residential real estate company in the United States, announced today that Marc Fleisher, Washington, D.C., ranked 22nd out of 250 for real estate teams nationwide, based on closed sales volume in 2010, as ranked by The Wall Street Journal and REAL *Trends*, Inc.

Fleisher is recognized as a premiere real estate professional in the Washington D.C. metropolitan area, with over 30 years of experience and service. Licensed in Maryland, Washington, D.C., and Virginia, Fleisher is recognized as one of the first Realtors[®] to adopt the team approach. He has more than \$2.5 billion in career sales.

“Being recognized as a leader in these national rankings comes only with the steadfast dedication to serving local buyers and sellers,” said Fleisher. “I am proud of this national ranking and will continue to bring our customers the level of service and expertise they can expect from one of the top-ranking residential experts in the country.”

In total, 16 Long & Foster teams were ranked in the survey of the nation’s top 250 sales professionals by closed volume and transaction sides for 2010. Three individual sales agents were ranked in the top 250 associates nationwide based on the amount of closed transactions volume.

“Long & Foster continues to be the brokerage of choice for many of the top-producing real estate professionals in this region,” said Gary Scott, president of Long & Foster Real Estate. “With an industry-leading suite of tools and technology and the unparalleled support that comes from a full-service brokerage, our agents continue to thrive in a swiftly-evolving real estate environment.”

“Long & Foster sales professionals best serve buyers and sellers in reaching their homeownership goals by being the most knowledgeable in their markets and having the latest technology at their fingertips,” Scott added. “We are committed to supporting our sales force so that they remain leaders in their markets.”

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Fleisher Ranked 22nd

The Wall Street Journal and REAL *Trends* rankings are based on a survey of more than 7,000 brokerage firms, associations of Realtors and other sources to determine the top real estate professionals in the United States. Now in its sixth year, the survey ranks top-producing teams and individual sales agents based on closed sales volume and closed transaction sides.

Transaction sides recognize that in each real estate transaction, there are two sides that can be represented by a real estate agent, a buyer's and a seller's. It is the only independent study of its kind where all of the results from individual submissions are independently verified through third-party sources.

About Long & Foster[®] Real Estate, Inc.:

Long & Foster[®] Real Estate, Inc. is the largest independent residential real estate company in the United States. The company is part of The Long & Foster[®] Companies, which also includes Prosperity Mortgage[®] Company; Walker Jackson[®] Mortgage Corporation; Long & Foster Insurance Agency, Inc.; and Long & Foster Settlement Services. Long & Foster Real Estate, Inc. represents more than 12,000 agents in seven Mid-Atlantic states, plus the District of Columbia. The company sold more than \$24 billion worth of homes and helped more than 72,000 people buy and sell homes in 2010. The combined sales and equivalents for the Long & Foster Companies in 2010 were in excess of \$47.2 billion. Visit LongandFoster.com for more information or on Facebook or Twitter.

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