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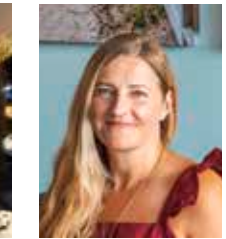
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THE POWER OF PRESENCE

I stumbled upon a video one sleepless night of a man describing a time when someone was so present during the hardest moment of his life, that it changed his connection to that person forever. I tried to find the video the next morning, and after a short search, I gave up. However, the feeling I experienced while watching that video has stayed with me since.

I have been pondering the power of presence ever since, recalling people and moments in my life when someone was truly present with me. These instances are easy to recall due to the lasting impression they left.

The first notable moment was when my mom passed away. My friend simply sat with me and allowed me to cry for hours, never rushing me with platitudes like 'she's in a better place now.' Reflecting on it now, I am awestruck by her warmth as she sat quietly with me, offering a tissue without a word when tears streamed down my face. As it sometimes happens with friends I haven't seen Ang in a very long time but I still strive to emulate that same warmth and be that kind of person during tough times.

While Colleen and I excel in many aspects, understanding taxes, accounting, and financials doesn't come easily to us. Early in our careers, we made a few missteps, including selecting who would manage these matters for us. Fast forward to our initial meeting with our current accountant. Amidst our stress and uncertainty, he exuded warmth and assurance. His active listening skills and attention to body language provided insight into our emotional state, enabling him to connect with us and instill confidence. Thank you Matt!

Another standout experience is the regular dinners I share with my friend Bo every couple of months. I eagerly anticipate these gatherings where, despite the hustle of a busy restaurant, Bo remains fully engaged in our conversation. Exceptional questioning skills create a captivating dialogue, guiding our interaction purposefully and leading to a beautiful exchange of ideas.



Always,
Jill
Editor-in-Chief
Jill@rpmags.com

I am well aware of how challenging it can be to remain present in a moment with someone else. Distractions from technology, worries about the future or regrets about the past, a busy lifestyle, stress, and a lack of mindfulness, along with societal pressures and the constant need for productivity, all pose hurdles to staying focused on the present moment.

Despite these challenges, I believe we all yearn for meaningful connections with others. Such connections foster understanding, empathy, and mutual respect between individuals, nurturing emotional bonding, communication, and shared experiences that build strong relationships and a sense of belonging. Genuine connections cultivate trust, support, and a feeling of being valued and understood—qualities we all desire in our relationships, especially in business.

After watching that video, I made a commitment to myself to emulate the individuals mentioned above. These steps include putting my phone on 'do not disturb' mode to avoid distractions, echoing back what I have heard to validate experiences and ensure understanding, and giving my full attention by maintaining eye contact, even in silence.

If during our interactions you notice me failing to uphold these principles, please call me out!

Let us all strive to be more present with someone this month!

Coastal Real Producers 2024 Events Calendar

Tuesday, May 21

4 p.m. - 7 p.m.

Summer Kick Off

Location TBD

Summer's here and we're ready to party! Come usher in the heat with the best in Coastal real estate. Register now at coastalrealproducers.com/agents

Thursday, September 5

4 p.m. - 7 p.m.

Fall Fête

Location TBD

Crazy beach season is over - bring on Fall! Let's come together to network and enjoy each other's company as we enter the best months on the coast.

Thursday, November 14

4 p.m. - 7 p.m.

1st Anniversary Party

Vista Rooftop

Join fellow local top-producing agents and CRP preferred partners for a magical evening to celebrate YOU and our FIRST anniversary as a community. #CheersToOneYear

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Claudia Sosa Ducoté

► agent to watch

By Hannah Benson
Photos by Atlantic Exposure



A FIERCE ADVOCATE

In the world of real estate, where transactions and deals often dominate the narrative, Claudia Sosa Ducoté stands out as a beacon of inspiration. With 17 years in the industry, Claudia has not only carved a niche for herself but has also become a driving force in uplifting the Hispanic community she serves.

Born in Córdoba, Argentina, Claudia's childhood was shaped by the values instilled by her parents – a strong work ethic, unconditional love, and a commitment to kindness. “These have guided me throughout my life and I hold them dearly - work hard and treat others as you'd like to be treated, the golden rule.”

Her arrival in the United States nearly 23 years ago was initially intended to be a brief three-year stay - a chance to experience the culture, grow her network and boost her resume. A degree in tourism hospitality coupled with her bilingual ability landed her a job at a Delaware travel agency. “It was challenging at first. I had very little money and didn't know anyone, but people were always very kind.” She reflects on a time when her car broke down and a policeman who happened to be driving by offered to drive her back to her home.

Little did she know that this move to the States would lead to meeting her now-husband, Mark, and that Delaware would become her home. Her interest in real estate peaked when they bought their first house. At the time, she was balancing the demands of being a mother to a 1-year-old and the constant changes in the travel agency industry, which made her job somewhat precarious and less financially viable. The flexibility of a career in real estate seemed like the perfect fit. But even more than that, she was motivated by the challenge of giving people who often have had the cards stacked against them in life, the chance to see that homeownership is possible.

Obtaining her license in 2007, just before the recession, she saw it not as a setback but as an opportunity that provided her with extra time to master the intricacies of the business.

Since then, Claudia's been particularly dedicated to supporting the Hispanic community, of whom make up almost 90% of her clients. Serving Sussex County and Kent County, she says that “people just know me and they know I speak Spanish and will do whatever I can to help them.”

And her help extends beyond just a transaction. Claudia focuses on offering valuable services to her clients. From educational podcasts to video walkthroughs and answering crucial questions about the home-buying process, she is committed to ensuring her clients are well-informed.

“Most of my clients are buying a home for the very first time and many are first-generation immigrants. It's a daunting and scary process that seems out of reach. My goal is to make sure they have all their questions answered and have a full understanding of all the moving parts...so they can have all the information they need to make the right decision for themselves and their families, whether they buy now or years down the line.”

The trust she builds with each client is such that now those same clients are calling on her to help their children buy homes. “It's a very rewarding, very full circle moment for me and for the community I serve.”

Claudia joined the Lisa Mathena Group in 2021, a decision that she made because, as she puts it “I always want to learn from people who know more than me. I want to keep growing, keep pushing myself and Lisa is a perfect example of that.”

Claudia's impact is not confined to real estate alone. She has spent a decade as a Fair Housing and Equal Accommodation Investigator, defending those facing discrimination. “I stand up for people who can't defend

themselves. It's the right thing to do and I'm grateful to be in the position to do it.”

And her family is the cornerstone of it all. She and her husband of 20 years have two sons, 18-year-old William and 13-year-old Lucas. “They support everything I do.” In the year ahead, she's excited to dedicate more time to real estate and travel with her family. “I traveled a lot in my youth and I want my family to have similar experiences, to make incredible memories together.”

The family makes an annual trip to Argentina to stay connected to their roots. For Claudia, you'll always know where she comes from - she proudly displays

the Argentinian flag in her car, on her desk and plastered onto her thermos.

As Claudia reflects on her journey, she imparts a piece of wisdom to her younger self - “never stop dreaming. If you don't have a dream, you aren't sure where you're going. It's the motivator to help you get there and without it, nothing will push you.”

Claudia Sosa Ducoté is not just a successful real estate agent; she is an inspiration, a trail-blazer, and a force for positive change in her community.

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Claudia, her husband Mark, and two sons, William and Lucas

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VERONICA

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of Weidman & Townsend, P.A.

By Lauren Stevens • Photos by Atlantic Exposure



Powerful in Pink

Veronica Townsend leads Weidman & Townsend, P.A. in real estate settlements, estate planning and administration, and LLC/corporation law services with a personal touch. But her interest in the law started in a much different realm.

Veronica received her bachelor's degree from the University of Delaware in Fashion Merchandising. At first, law school wasn't part of the plan, but as she progressed through her undergraduate program, her vision began to shift. "My plan was, I'll get my degree in fashion. I'll then go off to law school, and ultimately, I will end up working for a big fashion house...and I'll do their trademark work and their copyright work, and just some general business council type of work." Veronica stuck with this dream throughout her time in law school at Elon. But everything changed in her last semester when she had the opportunity to return to her hometown of Dagsboro, Delaware for an internship. "My last summer is when I started at the firm where I am now handling real estate and estate planning, and the opportunity at that time was just to be at home for the summer, and to be with my family, and to enjoy a summer at the beach, and I stumbled upon this area of law that I really, really love. And I've never looked back since." So, in 2018, she moved back home and joined the firm that she now leads.

Fashion is still a passion for Veronica. She says it's a form of self-expression for her in an industry that doesn't always hold a lot of opportunity for creativity. "Any chance I get to really be creative in my profession I love, and it's really why, to this day, I refuse to ever go into the conference room and meet with clients in a boring, stuffy suit. I always want to be the fashionable attorney." Given the parallels to her own life, it likely won't come as a surprise that one of her favorite movies is Legally Blonde and she has a particular penchant for the color pink.

What drew Veronica to stay with the firm after her internship and to ultimately take the reins when the prior owner took a step back (she remains of counsel with the firm), was her desire to help the people of her community. "My favorite part of practicing in my hometown is giving back to the community that really made me who I am... It's very rewarding and so fulfilling." Veronica says the tiny-but-mighty Weidman & Townsend, P.A. team is key to the high-quality, client-focused services they provide. Ches (who happens to be Veronica's brother), Barbara, Miranda, and Chick are just as dedicated to the community as Veronica - and comprise a wealth of skills and knowledge that make their firm successful. "I could sit here and tell you for hours how appreciative I am for all of them, and just how grateful I am to have the team that I have."

Another one of Veronica's passions is lifting up other women. Six months ago, she co-founded Professionals in Pink to create

▶▶ partner spotlight

authentic, empowering, and supportive networking opportunities for women in business. "I wanted to have a place where people could come together to really get to know one another. Of course, with the goal of promoting their businesses." In just a few months, Veronica says the women of this group have become some of her closest friends and they are excited to welcome more members as they continue to grow.

When Veronica's not working or engaging with Professionals in Pink, she's likely spending time with her family. Her parents, Shirley and Chet, live right around the corner from her and she credits them with teaching her the value of hard work and the importance of community. With the rest of her downtime, Veronica enjoys riding her beach cruiser bicycle - a hobby she picked up during the peak of the COVID pandemic.

Veronica Townsend is many things. She's a Dagsboroian through and through. She's a family-oriented, fun-loving woman with a passion for fashion. And she's a creative, authentic lawyer who loves getting to know her clients and providing personalized, top-notch service.



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PREFERRED PARTNER Mastermind & Mingle

#PartnersPartnering

We had the pleasure of hosting our CRP Preferred Partners at the first-annual Partner Mastermind & Mingle event in February. The session focused on how our partners can best serve the realtor community and uniquely add value to them. And equally as important, the theme of 'partners partnering' permeated throughout, as people built and nurtured inter-partner connections, helping everyone level up.

A couple of our partners were brought on stage to talk about their experiences and how they've found

tremendous relationship-building power within the community. They each shared stories, reflections and ideas, filled with tangible takeaways for the group.

And this was not at all a passive learning event! Active engagement was crucial. The small group discussions that transpired were incredible to witness - met with energy, enthusiasm and that magic that happens when people connect deeply on common ground. It was proof that collaboration over competition always wins.

As a reminder to our REALTORS reading this, the businesses represented here have all been personally referred by you- the top agents in our community - and vetted by our team. They are the best of the best and here to serve you. Please consider working with them directly and referring them to your clients whenever the opportunities arise!

Huge thank you to the Vista Rooftop team for having us. It was an amazing day!



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For J.D. Power 2023 award information, visit jdpower.com/awards.

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ROOTED IN HARD WORK AND AUTHENTICITY

Kevin Decker, long-established real estate agent at Ocean City’s Coastal Life Realty Group, feels right at home on the Eastern Shore because, since age eighteen, he’s lived there. His signature style is “beach casual” and, like his advice, never overstated. He interacts daily with a robust network of local contacts, including others like himself – real estate professionals, local business owners, and community leaders. His reputation is built on decades of trust, as he generously shares his local knowledge with real estate clients seeking to buy, sell, or invest in commercial or residential properties in Delmarva’s coastal communities.

Established Presence in Ocean City

Located on 46th St. in Ocean City, Kevin’s Coastal Life Realty office is his own domain, with the main office at 75th St and Coastal Hwy. Kevin says, “I’ve got a couple of agents who work with me in my office. And I have a good working relationship with most of the agents around here. I’m pretty easy to get along with.”

Authenticity and Approachability

Kevin’s approachable and unpretentious manner comes from his belief in being authentic, transparent and comfortable. He comments, “Well, this is definitely what I was meant to do. I love it here. I love to travel, but I never mind coming home. My office is a block from the beach and I’m looking at the bay right now.”

Drawn to the Beach Lifestyle

Kevin belongs to a traditional Maryland culture that includes many from the western shore who were drawn to the ocean, moved there and never left. Kevin remembers, “I grew up outside of Baltimore in Arbutus. I graduated from Mount St. Joe High School in 1986. We were always here, in O.C., on summer vacations. I absolutely loved the beach, so as soon as I got out of St. Joe, I moved here,” remarks Kevin in his friendly, unmistakable Baltimore accent.

Career Progression

As a young transplant to Ocean City, Kevin quickly settled into the beach culture like many young people do - as a bartender. His story proceeds in a natural career progression towards real estate as he fell more in love with the area and got to know people around town. Kevin recalls, “All through my 20s, I worked in the restaurant industry. Then, I started a power washing company called Absolute Power Wash. A friend of mine, Erik Window, had gotten into real estate and he knew my work ethic. And so he asked me to join up with him. I actually started Mother’s Cantina here with him on 28th Street.”

Solid Connections

The connections that Kevin made include many of Ocean City’s legendary real estate developers like Bo Ruggiero and his business partners, Bob and Amy Rothermel, who, during the 2008 Recession, depended on the young agent to sell their new 75-unit Belmont Towers development project. Kevin says, “By then, I’d had my license for a couple years. Fortunately, I was able to get through that difficult time and get that building sold.”

6699

YOU HAVE TO GET IN FRONT OF PEOPLE.

YOUR "SPHERE" IS HUGEY IMPORTANT, SO KEEP WORKING IN THOSE RESTAURANTS AND MAKE ALL THE CONNECTIONS YOU CAN UNTIL YOU CAN BREAK FREE ON YOUR OWN.

Emphasis on People, Not Transactions

In his twenty years as a realtor, Kevin appreciates the many who comprise his extensive sphere of influence. He comments, "It's a 'people business' - from Governor Hogan to New York investors to tons of Marylanders. They've all become friends."

Kevin adds, "I have all the connections. You know, there's always something that needs attention with people's homes, condos and everything else. Well, we can handle it!"

He comments further, "We get phone calls all the time like, 'Hey, can you help me? I've got an alarm going off.' Or, 'We had a pipe burst! Can you go?' Or, 'Can you go shut the water off? Can you go check on this for me?' And we do that. For nothing. Because it's all about the big picture."

Market Expertise

To describe Kevin as having his thumb on the pulse of the entire culture and economy of the Delmarva peninsula is an accurate description. He is immersed and knows the fine details of a daily shifting market of commercial, residential, boardwalk properties, condos, townhomes, new developments and even off-market listings. He comments, "I put deals together that probably would never make it to market. I had a guy with four commercial lots on Coastal Highway call me yesterday to ask me to help him get them sold."

Blending Tradition and Technology

While old-school values and ways of doing business are still prominent in small, thriving towns like Ocean City, Kevin also knows that utilizing technology advancements is essential for staying out in front of the market. "I hired a social media company to do that for me. You've got to have the latest and greatest, especially in 3D virtual tours."

Kevin's Family

Away from work, Kevin and his family love spending time together doing exactly what the area is known for. Kevin often takes the boat out on fishing trips, excursions to local ports and restaurants, and sometimes just anchoring out on a sandbar. He and his wife Stacie are recently married and have a young son and, together, have five daughters! As a family, they especially enjoy traveling to Rosemary Beach in the Florida Panhandle for a warm tropical break.

Some Friendly Advice

Kevin has a fondness for other young people who have relocated to the beach like he did. For those considering a career in real estate, he stresses, "You have to get in front of people. Your 'sphere' is hugely important, so keep working in those restaurants and make all the connections you can until you can break free on your own."

Work Ethic

Kevin's solid work ethic may be the singular personal attribute that he is most known for. He cites his mom's influence, saying, "My mom not only took care of us, but worked her whole life. She worked for the railroad. When I was young, she'd take a bus downtown to work. She and my stepdad pretty much raised me. My real dad was around - he was a union official, and my stepfather was a manager at Giant Food. We were definitely a blue-collar, hard-working family."

A Love of the Beach

Finally, it's clear that the many excellent qualities Kevin brings to his job come from his deep appreciation and detailed knowledge of the beach lifestyle he and his family love. His comfort with the complexities that naturally arise with buying and selling coastal properties and businesses are second nature to him. It all adds up to a thriving lifestyle that Kevin loves sharing with others.



TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 29, 2024

Based on MLS data for agents in Sussex County, DE, Wicomico County, MD and Worcester County, MD.

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	34.5	\$24,544,488
2	Brandon C Brittingham	Long & Foster Real Estate, Inc.	22	\$6,738,770
3	Dustin Oldfather	Compass	13.5	\$6,226,158
4	CARRIE LINGO	Jack Lingo - Lewes	12.5	\$20,316,034
5	Suzie Parker	Northrop Realty	11	\$4,210,918
6	Erin S. Lee	Keller Williams Realty	11	\$2,305,018
7	PAUL TOWNSEND	Jack Lingo - Lewes	11	\$11,032,476
8	William P Brown	Keller Williams Realty	10	\$3,106,500
9	Ryan Haley	Atlantic Shores Sotheby's International Realty	10	\$4,403,800
10	Mary SCHROCK	Northrop Realty	9.5	\$4,388,230
11	SUZANNE MACNAB	RE/MAX Coastal	9	\$3,987,488
12	Shawn Kotwica	Coldwell Banker Realty	9	\$4,379,120
13	Pamela Price	RE/MAX Advantage Realty	9	\$2,095,500
14	Richard Barr	Long & Foster Real Estate, Inc.	8	\$1,191,000
15	Kimberly Lear Hamer	Monument Sotheby's International Realty	8	\$6,183,930
16	DANIEL R LUSK	McWilliams/Ballard, Inc.	8	\$7,598,510
17	Russell G Griffin	Keller Williams Realty	8	\$5,081,250
18	Joseph Wilson	Coastal Life Realty Group LLC	8	\$4,150,000
19	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	8	\$3,858,700
20	Lee Johnson	Coldwell Banker Premier - Seaford	8	\$1,775,000
21	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	8	\$3,044,568
22	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	7.5	\$2,905,500
23	Paul A. Sicari	Compass	7	\$4,510,990
24	Robin G. Bunting	Compass	7	\$2,054,990
25	Kevin E Decker	Coastal Life Realty Group LLC	7	\$2,876,000
26	Darron Whitehead	Whitehead Real Estate Exec.	7	\$1,889,900
27	Lisa Mathena	The Lisa Mathena Group, Inc.	6.5	\$1,167,100
28	Vincente Michael DiPietro	Dave McCarthy & Associates, Inc.	6	\$2,860,000
29	Barbara Lawrence	RE/MAX Advantage Realty	6	\$2,449,000
30	Brian K Barrows	Monument Sotheby's International Realty	6	\$3,869,030
31	Austin Whitehead	Whitehead Real Estate Exec.	6	\$1,258,700
32	Frances Sterling	ERA Martin Associates	6	\$2,373,000
33	Debbie Reed	RE/MAX Realty Group Rehoboth	6	\$3,809,370
34	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	6	\$4,509,546

RANK	NAME	OFFICE	SALES	TOTAL
35	MICHAEL KENNEDY	Compass	6	\$3,422,554
36	Phillip W Knight	Atlantic Shores Sotheby's International Realty	6	\$2,714,800
37	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	6	\$3,359,500
38	Clark M Edouard	Long & Foster Real Estate, Inc.	6	\$1,333,400
39	Lucius Webb	Jack Lingo - Rehoboth	6	\$5,030,000
40	Bethany A. Drew	Hileman Real Estate-Berlin	6	\$1,792,950
41	Debora Hileman	Hileman Real Estate-Berlin	6	\$3,579,900
42	Anna Spann	Berkshire Hathaway HomeServices PenFed Realty - OP	5.5	\$1,622,000
43	Jenny Sheppard	Sheppard Realty Inc	5.5	\$2,100,300
44	CHRISTINE MCCOY	Coldwell Banker Realty	5.5	\$3,962,990
45	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	5	\$3,370,126
46	TERESA MARSULA	Long & Foster Real Estate, Inc.	5	\$2,512,990
47	JAY SCHULMAN	Coldwell Banker Realty	5	\$1,186,900
48	Bryan Coates	Keller Williams Realty Delmarva	5	\$700,000
49	LESLIE KOPP	Long & Foster Real Estate, Inc.	5	\$4,882,500
50	Larry Linaweaver	Iron Valley Real Estate at The Beach	5	\$1,105,980

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 29, 2024

Based on MLS data for agents in Sussex County, DE, Wicomico County, MD and Worcester County, MD.

RANK	NAME	OFFICE	SALES	TOTAL
51	JAMES LATTANZI	Northrop Realty	5	\$2,327,638
52	Gary Michael Desch	Northrop Realty	5	\$3,543,851
53	FRANCIS ESPARZA	Linda Vista Real Estate	5	\$1,185,500
54	Pat Campbell-White	Monument Sotheby's International Realty	5	\$1,055,900
55	COURTNEY V BOULOUCON	Coldwell Banker Realty	5	\$4,838,539
56	William R Brown	Long & Foster Real Estate, Inc.	5	\$1,744,990
57	Jaime Cortes	Coldwell Banker Realty	5	\$1,000,000
58	David L Whittington Jr.	Coastal Life Realty Group LLC	5	\$2,460,000
59	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	5	\$1,594,000
60	Matthew Lunden	Keller Williams Realty	5	\$2,672,788
61	Nicholas Bobenko	Coastal Life Realty Group LLC	5	\$2,135,000
62	Laurie E. Cannon	ERA Martin Associates	5	\$2,260,000
63	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	5	\$2,358,360
64	Peggy Sue Mitchell	Compass	5	\$881,000
65	BRENDA RAMBO	RE/MAX Advantage Realty	5	\$2,639,000
66	Demarcus L. Rush	Compass	5	\$1,685,479

RANK	NAME	OFFICE	SALES	TOTAL
67	Rebecca Coulbourn	Keller Williams Realty	5	\$1,755,900
68	Betty Jane M Corey	Century 21 Emerald	5	\$2,218,400
69	LINDA BOVA	SEA BOVA ASSOCIATES INC.	5	\$724,700
70	Camie Disharoon	Sea Gate Sales & Rentals	5	\$1,780,000
71	Tracy L. Zell	Long & Foster Real Estate, Inc.	5	\$2,492,825
72	Jaime Hurlock	Long & Foster Real Estate, Inc.	5	\$2,599,980
73	Nicole P. Callender	Keller Williams Realty Delmarva	5	\$2,720,000
74	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	5	\$2,142,000
75	Meme ELLIS	Keller Williams Realty	5	\$1,250,000
76	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	4.5	\$1,961,500
77	Bradley Rayfield	Coldwell Banker Realty	4.5	\$1,390,000
78	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	4.5	\$3,125,000
79	Lauren W. Bunting	Keller Williams Realty Delmarva	4	\$1,768,900
80	Trenace Josiah	Coldwell Banker Realty	4	\$872,990
81	Jacob Spence	Berkshire Hathaway HomeServices PenFed Realty	4	\$1,879,990
82	RICHARD BENNETT	Coldwell Banker Premier - Seaford	4	\$670,000
83	KIMBERLY S MARTIN	Northrop Realty	4	\$4,373,000
84	Andy Whitescarver	RE/MAX Realty Group Rehoboth	4	\$2,783,990
85	Francine Balinskas	Active Adults Realty	4	\$2,255,207
86	Jason Thomas Hoenen	Bryan Realty Group	4	\$1,773,880
87	Michael Alford	Coldwell Banker Realty	4	\$3,230,000
88	ROBIN PALUMBO THOMPSON	Northrop Realty	4	\$880,000
89	Michael David Steinberg	Patterson-Schwartz-Rehoboth	4	\$1,564,500
90	Nancye Vermillion	Keller Williams Realty	4	\$1,661,900
91	Mary Elizabeth Conaway	Keller Williams Realty	4	\$1,383,400
92	Mark Glushakow	Long & Foster Real Estate, Inc.	4	\$1,235,500
93	Sheri E Smith	Keller Williams Realty Delmarva	4	\$950,400
94	Tim Arnett	ERA Martin Associates	4	\$983,000
95	John Black	Patterson-Schwartz-Rehoboth	4	\$1,555,000
96	Julie Gritton	Coldwell Banker Premier - Lewes	4	\$1,579,900
97	CHRISTINE TINGLE	Keller Williams Realty	4	\$1,994,700
98	Jay D Doaty	Coastal Resort Sales and Rent	4	\$764,000
99	SARAH FRENCH	Long & Foster Real Estate, Inc.	4	\$2,989,900
100	Melanie Shoff	Coastal Life Realty Group LLC	4	\$3,062,400

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 29, 2024

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1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	34.5	\$24,544,488
2	CARRIE LINGO	Jack Lingo - Lewes	12.5	\$20,316,034
3	PAUL TOWNSEND	Jack Lingo - Lewes	11	\$11,032,476
4	DANIEL R LUSK	McWilliams/Ballard, Inc.	8	\$7,598,510
5	Brandon C Brittingham	Long & Foster Real Estate, Inc.	22	\$6,738,770
6	Dustin Oldfather	Compass	13.5	\$6,226,158
7	Kimberly Lear Hamer	Monument Sotheby's International Realty	8	\$6,183,930
8	Daniel Clayland	Coldwell Banker Realty	3	\$5,205,000
9	Russell G Griffin	Keller Williams Realty	8	\$5,081,250
10	Lucius Webb	Jack Lingo - Rehoboth	6	\$5,030,000
11	LESLIE KOPP	Long & Foster Real Estate, Inc.	5	\$4,882,500
12	COURTNEY V BOULOUCON	Coldwell Banker Realty	5	\$4,838,539
13	Sandi Bisgood	Monument Sotheby's International Realty	3	\$4,547,980
14	Paul A. Sicari	Compass	7	\$4,510,990
15	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	6	\$4,509,546
16	BILL CULLIN	Long & Foster Real Estate, Inc.	3	\$4,455,000

RANK	NAME	OFFICE	SALES	TOTAL
17	Ryan Haley	Atlantic Shores Sotheby's International Realty	10	\$4,403,800
18	Mary SCHROCK	Northrop Realty	9.5	\$4,388,230
19	Shawn Kotwica	Coldwell Banker Realty	9	\$4,379,120
20	KIMBERLY S MARTIN	Northrop Realty	4	\$4,373,000
21	Suzie Parker	Northrop Realty	11	\$4,210,918
22	Joseph Wilson	Coastal Life Realty Group LLC	8	\$4,150,000
23	SUZANNE MACNAB	RE/MAX Coastal	9	\$3,987,488
24	CHRISTINE MCCOY	Coldwell Banker Realty	5.5	\$3,962,990
25	Robert B. Arlett	Beach Bound Realty, LLC	2	\$3,900,000
26	Brian K Barrows	Monument Sotheby's International Realty	6	\$3,869,030
27	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	8	\$3,858,700
28	Debbie Reed	RE/MAX Realty Group Rehoboth	6	\$3,809,370
29	Melissa Rudy	Keller Williams Realty	3	\$3,683,760
30	Debora Hileman	Hileman Real Estate-Berlin	6	\$3,579,900
31	Gary Michael Desch	Northrop Realty	5	\$3,543,851
32	MICHAEL KENNEDY	Compass	6	\$3,422,554
33	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	5	\$3,370,126
34	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	6	\$3,359,500
35	LINDA MILLIKIN	Monument Sotheby's International Realty	3	\$3,319,664
36	RANDY MASON	Jack Lingo - Rehoboth	2.5	\$3,243,000
37	Michael Alford	Coldwell Banker Realty	4	\$3,230,000
38	ASHLEY BROSDAHAN	Long & Foster Real Estate, Inc.	4.5	\$3,125,000
39	William P Brown	Keller Williams Realty	10	\$3,106,500
40	Melanie Shoff	Coastal Life Realty Group LLC	4	\$3,062,400
41	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	8	\$3,044,568
42	Gregory Erdie	Berkshire Hathaway HomeServices PenFed Realty - OP	2	\$3,040,000
43	SARAH FRENCH	Long & Foster Real Estate, Inc.	4	\$2,989,900
44	Joseph Sterner	Keller Williams Realty	2	\$2,916,000
45	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	7.5	\$2,905,500
46	AMANDA RYAN	Jack Lingo - Rehoboth	1.5	\$2,900,000
47	Kevin E Decker	Coastal Life Realty Group LLC	7	\$2,876,000
48	Vincente Michael DiPietro	Dave McCarthy & Associates, Inc.	6	\$2,860,000
49	Andy Whitescarver	RE/MAX Realty Group Rehoboth	4	\$2,783,990
50	T. EDWARD ROHE	Keller Williams Realty	4	\$2,750,000

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DALLAS BEBOUT
Loan Originator
NMLS #1245788

WENDY SMITH
Loan Originator
NMLS #1155006

KERRY RUNKLES
Loan Originator
NMLS #2048730

All loan requests are subject to credit approval as well as specific program requirements and guidelines. For some programs, income and property restrictions may apply. Information is subject to change without notice. Waterstone Mortgage Corporation (NMLS #186434) is a wholly owned subsidiary of WaterStone Bank SSB (NASDAQ: WSBF). Maryland Mortgage Lender License # 19454. Maryland Mortgage Lender Branch Licensee # 22244.

TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 29, 2024

Based on MLS data for agents in Sussex County, DE, Wicomico County, MD and Worcester County, MD.

RANK	NAME	OFFICE	SALES	TOTAL
51	Nicole P. Callender	Keller Williams Realty Delmarva	5	\$2,720,000
52	Phillip W Knight	Atlantic Shores Sotheby's International Realty	6	\$2,714,800
53	Matthew Lunden	Keller Williams Realty	5	\$2,672,788
54	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	3	\$2,662,500
55	MELINDA INGRAM	Jack Lingo - Rehoboth	3	\$2,640,000
56	BRENDA RAMBO	RE/MAX Advantage Realty	5	\$2,639,000
57	Heidi Penuel	Keller Williams Realty	1	\$2,600,000
58	Jaime Hurlock	Long & Foster Real Estate, Inc.	5	\$2,599,980
59	John E Redefer IV	Rehoboth Bay Realty, Co.	3	\$2,587,000
60	Allison Stine	Northrop Realty	3.5	\$2,560,980
61	Kathleen Momme	Coldwell Banker Realty	1.5	\$2,517,500
62	TERESA MARSULA	Long & Foster Real Estate, Inc.	5	\$2,512,990
63	Tracy L. Zell	Long & Foster Real Estate, Inc.	5	\$2,492,825
64	Shawn McDonnell	Jack Lingo - Lewes	3	\$2,465,000
65	David L Whittington Jr.	Coastal Life Realty Group LLC	5	\$2,460,000
66	Barbara Lawrence	RE/MAX Advantage Realty	6	\$2,449,000
67	Jeffery Brashear	Keller Williams Realty Delmarva	3	\$2,387,000
68	JOHN TIMMONS	Keller Williams Realty	3.5	\$2,374,000
69	Frances Sterling	ERA Martin Associates	6	\$2,373,000
70	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	5	\$2,358,360
71	JAMES LATTANZI	Northrop Realty	5	\$2,327,638
72	Terence A. Riley	Shore 4U Real Estate	3	\$2,312,000
73	Erin S. Lee	Keller Williams Realty	11	\$2,305,018
74	Jonathan M Barker	Keller Williams Realty Delmarva	2.5	\$2,303,193
75	Laurie E. Cannon	ERA Martin Associates	5	\$2,260,000
76	Francine Balinskas	Active Adults Realty	4	\$2,255,207
77	Betty Jane M Corey	Century 21 Emerald	5	\$2,218,400
78	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	5	\$2,142,000
79	Nicholas Bobenko	Coastal Life Realty Group LLC	5	\$2,135,000
80	Jenny Sheppard	Sheppard Realty Inc	5.5	\$2,100,300
81	Pamela Price	RE/MAX Advantage Realty	9	\$2,095,500
82	Dianne B Cohen	Keller Williams Realty	3.5	\$2,080,000
83	Robin G. Bunting	Compass	7	\$2,054,990
84	BETH EVANS	Berkshire Hathaway HomeServices PenFed Realty	4	\$2,033,075

RANK	NAME	OFFICE	SALES	TOTAL
85	CHRISTINE TINGLE	Keller Williams Realty	4	\$1,994,700
86	COLLEEN WINDROW	Keller Williams Realty	3	\$1,993,500
87	Pamela Wadler	ERA Martin Associates, Shamrock Division	2	\$1,981,900
88	KATHY LOUGHEED	BURTON REALTY INC	3	\$1,977,604
89	ANNE POWELL	Coldwell Banker Realty	2	\$1,967,000
90	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	4.5	\$1,961,500
91	RICHARD W MONKMAN	Jack Lingo - Rehoboth	2.5	\$1,916,250
92	Madeleine Forrester	Coldwell Banker Realty	4	\$1,915,650
93	MELISSA NALEWAIK	Keller Williams Realty	3	\$1,895,000
94	Mikaela L Brosnahan	Long & Foster Real Estate, Inc.	2.5	\$1,893,500
95	Darron Whitehead	Whitehead Real Estate Exec.	7	\$1,889,900
96	Jacob Spence	Berkshire Hathaway HomeServices PenFed Realty	4	\$1,879,990
97	JOE LOUGHRAN	Long & Foster Real Estate, Inc.	3	\$1,860,000
98	Michael Reamy Jr	Monument Sotheby's International Realty	2	\$1,845,000
99	Grant K Fritschle	Keller Williams Realty Delmarva	3.5	\$1,827,500
100	Mitchell G. David	Sheppard Realty Inc	3	\$1,813,500

Disclaimer: Statistics are derived from closed sales data. Data pulled on March 6th 2024, and based on reported numbers to MLS. This is closed sales in all of Maryland and Delaware by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. Coastal Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

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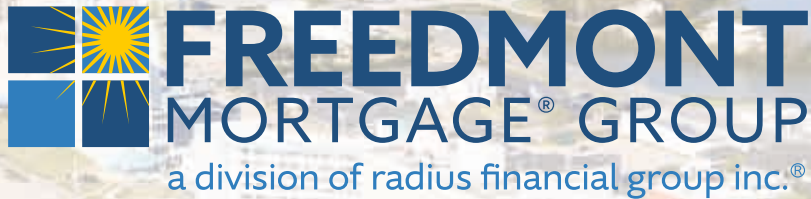
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