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TABLE OF CONTENTS



12

Preferred Partner Index



16

Editor's Note By Jilleien Franquelli



17

2024 Events Calendar



20

Partner Spotlight: Kimberly Kruk of Next Door Photos



26

Rising Star: Altavia Little



32

Partner Spotlight: Peter Burstein of UNITS Moving



38

Agent to Watch: Karen Gaylord



44

Tips for Preventing Seller Impersonation By Jen Fox



48

Partner Spotlight: Dana Temple of Next Level Insurance



54

Cover Story: Jessica DuLaney



62

Standings: Top 150 by Units



70

Standings: Top 150 by Volume



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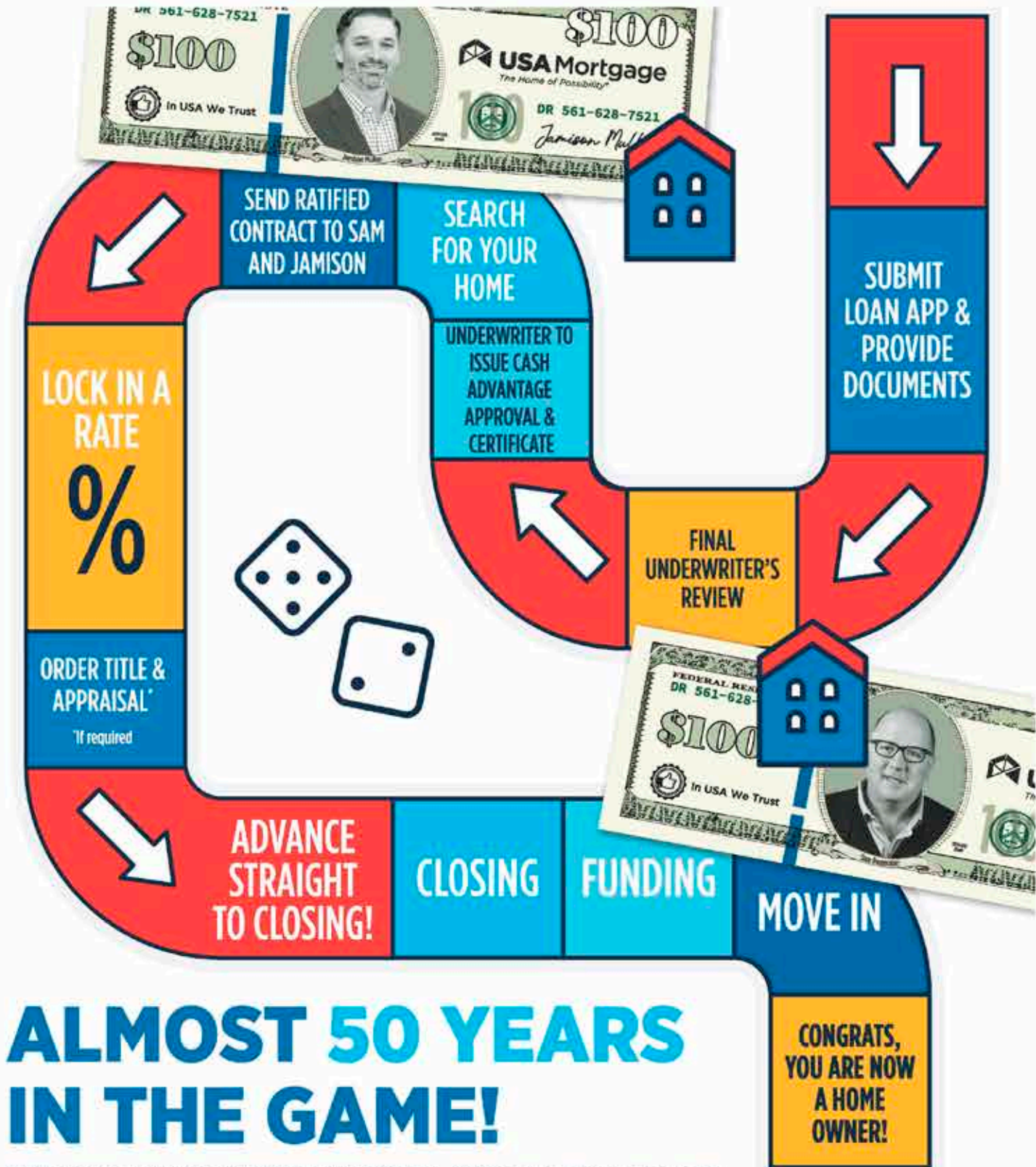
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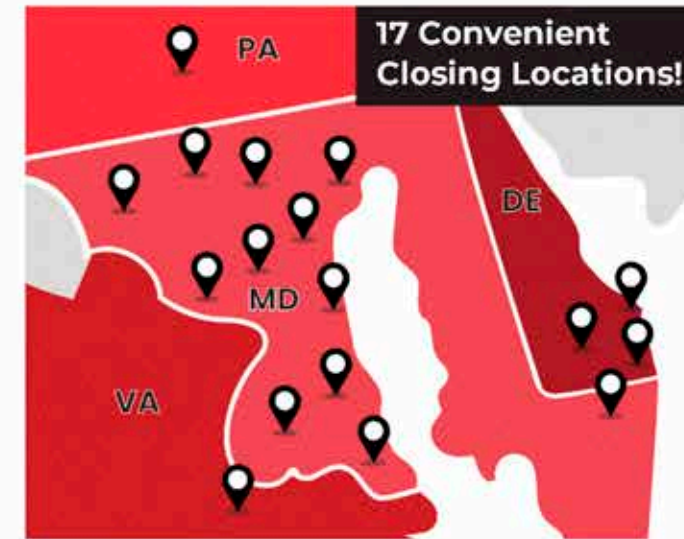


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the Big Game

▶ editor's note

By Jilleien Franquelli



Before you read this, I want to make one thing perfectly clear: while I have a layman's understanding of the NAR settlement, I am not an expert on what is happening or what will happen. In fact, as you are reading this, it has been more than two months since the settlement was proposed.

I have felt the emotions in each post, comment, and video as people shared their thoughts and feelings on the news; they range from despair to hope. Isn't that the case in all matters of change? Don't worry, I am not going to talk about how to accept change and move forward; that seems a little trite and lacks empathy when there is so much uncertainty. Instead, I would like to offer my perspective on life.

I see life as a series of practices, games, and big games, and I am the star athlete. Most days are practice days. I am working on honing my skills, building the muscle I need for game-day endurance. Practice days have a low risk of failure and a high opportunity for growth.

Waking up on game day is exhilarating. These days are filled with moderate-risk, high-reward opportunities. The outcomes of these days are measured, tracked, and used like game day tape, reviewed over and over again. Each game day leads to better practice the next day.

Only a few times a year does a big game arrive. The feelings of this day are amplified by the nerves. These days matter. There is a ritual to getting ready for a big game day: an intense workout, good food, pump-up music to start. Hair, makeup, and outfit all amplify the confidence I feel inside. One final review of the playbook, and I walk out onto the field.

I recognize this moment in Real Estate history as a big game. I know this is the very reason we are experiencing a heightened state of emotions, and it is to be expected. Since the first announcement of the proposed NAR settlement, I have had one prominent thought, "everything is going to be ok." I believe this statement in the same way Ted Lasso believes.

My belief comes from watching the practices and games of each of you for the past 7 years. It hasn't always been about the wins; it is also about how you have handled challenges and losses that add to your resume. I am remembering the most recent Big Game I watched you play, March 2020. You want to talk about bench strength...we have it!

Sitting from the sidelines, I can see the brilliance and talent that is in each of you. I can feel the passion and love for the game. I can hear your raving fans share all the reasons why they love you. You are what matters to the future of Real Estate.

Your number has been called, and the game is about to start.

We are rooting for you!



Jill
Editor-in-Chief
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▶ events calendar

BALTIMORE REAL PRODUCERS

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Thursday, October 10
9:30 a.m. - 1 p.m.
Fall Mastermind
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Wednesday, November 20
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KIMBERLY KROUK

CAPTURING HOMES
AND HEARTS

OF NEXT DOOR PHOTOS

When Kimberly Kruk and her team of photographers from Next Door Photos Baltimore Northeast enter a home to capture professional real estate images, their focus is not only on finding the best selling features of the property, but also on establishing a direct connection with the agents and homeowners.

Kim says, “Real estate photography, on its own, might appear to be a somewhat impersonal niche in the professional photography world. However, it actually involves a more interesting dynamic - the relational aspect. We work with sellers with different backgrounds and in their own personal circumstances so that, when we go in, we strive to set a rapport with each of them. It’s what I find most rewarding about the job.”

In early 2021, Kim proudly launched Next Door Photos Baltimore Northeast to service Harford, Baltimore and Cecil counties, as well as Baltimore City. Kim enthusiastically comments, “We’ve already grown. I really need to rebrand soon because it’s essentially all of Maryland that I cover.”



Kim finds joy and inspiration in her partnership with Michigan-based, parent company Next Door Photos. What intrigues her the most is the company’s B Corp Certification which assures that the company meets high standards of social and environmental performance, transparency, and accountability.

She explains further, “Next Door Photos was founded by two brothers in Michigan who wanted to “do good” with their company, not just make money. The global editing partnerships that we have are in the Philippines, Nepal, and Kenya and are designed to help people create a better life for themselves. In the Philippines, we partner with organizations that help those who have been rescued from human trafficking. In Kenya, where a lot of my editors are based, Next Door Photos helps individuals living in problematic unemployment areas – the most underserved populations.”



Kim describes the overall functioning of her location, saying, "I'm responsible for getting the business, creating a relationship with the real estate agents, actually doing the shoots, and creating media content." In her role, she serves as the business ambassador, location owner, team leader, sales manager and media professional, all while helping her editing partners across the globe.

While Kim refrains from sales-pitching the company's organizational resources to her clients, she is personally motivated by the way her company is structured to help, not exploit others. She comments, "So, if a client does two shoots with me, they've given a full day's work to somebody across the globe that they don't even know about."

Kim's professional life began after earning a Bachelor's Degree in Clinical Psychology from Towson University and a Masters Degree in Social Work with a concentration in Employee Assistance Programs from the University of Maryland. Her original plans pivoted from social work to HR and she enjoyed a solid twelve-year career as a Human Resources Manager. In her eventual transition from corporate HR, Kim found herself as a single mom of three while simultaneously deciding on her next career choice.

Kim had always been passionate about photography. She soon joined Mom 365, embarking on an exciting new career capturing images of newborn babies in hospital maternity wards across the mid-Atlantic region, and eventually advancing to a management role. However, with Covid 19 lockdowns, her job came to an abrupt halt.

Kim recalls, "The company Next Door Photos just came across my radar. I saw the opportunity to create my own business with the full support of a parent company. As I drilled down even further into learning about the company, the culture, and the vision, it tied everything together for me, especially in regard to the social impact mission."

With a current staff of three photographers, Kim looks forward to deepening her relationships with the area's top producers while also continuing to expand her business in alignment with Next Door Photos' mission to sustainably support others in some of the most vulnerable populations in the world.



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ALTAVIA LITTLE

DEFEAT ISN'T AN OPTION

Altavia Little of the Integrity Home Team of Weichert Realtors has good advice for those considering a career as a real estate agent: if you like people and like helping people, you'll be a good fit. "You're never too young," she claims. "It's all about what you really want to put into it."



At 36 years old and with just 5 years as an agent, Altavia is finding that real estate fits her just fine. Consistently the top producing agent at her brokerage and a member of the million dollar association, she's team leader of CTA Home Group and has earned a Certified International Property Specialist (CIPS) designation. Altavia has even taken on leadership roles—she is currently the youngest director of the Harford County Association of REALTORS® and President of Women's Council Harford County. She admits she sometimes felt uneasy surrounded by more experienced agents, but turned it to an advantage. "Being in uncomfortable spaces helps me grow," she reflects. She's formed some observations on what makes a good leader, concluding that "leadership comes from within...not with

your accreditations. Being a leader means wanting to make a change. If you can make a change and it impacts and works for other people, that's what leadership really is."

Altavia credits her broker Shalynn Mills-Arasanmi for providing the original vision for her path. As she tells it, Shalynn met with Altavia's husband Chris about a property the couple wanted to purchase, and he told Shalynn she reminded him of his wife. Shalynn thought he was just being flirtatious, but when the two women met they found they indeed had a lot in common. Shalynn pushed her to take the real estate training, and Altavia's drive and passion took it from there.



LEADERSHIP
COMES FROM
WITHIN ...

NOT WITH YOUR
ACCREDITATIONS.
BEING A LEADER
MEANS WANTING TO
MAKE A CHANGE.

“I’m not a person who wants to be defeated”

It wasn’t all smooth sailing; Altavia failed the real estate exam five times. She believes having Chris waiting outside in the car gave her the support she needed to finally pass, but it’s likely that her determination played a part in her success. “I’m not a person who wants to be defeated,” Altavia attests. Her instructor warned her she might not sell a house for a year after getting her license, but Altavia proved her wrong, selling 26 units her first year. In 2023, despite the crazy market and the leadership roles she took on, Altavia listed 20 units with a volume over \$5 million.

One of Altavia’s passions is providing housing for those needing extra help. Her mom owned assisted living facilities where Altavia worked as a manager, but even before that, she had a soft spot for helping people. She grew up in East Baltimore and often assisted her grandparents who lived close by, as well as elderly folks who lived in the neighborhood. She currently owns a duplex in the city and uses the bottom half for supportive housing.

Altavia has an infectious energy and spirit—some might call her ‘extra’—and it factors into everything she does. The events she plans for sharing information and learning all have an element of fun; one she ran for the Women’s Council was a combination vision board exercise and ‘sip and paint,’ which was a full house event. Likewise, she prefers interactive activities at vendor fairs, like a spinning wheel, cup stacking game, and foam dice where players win a prize with each roll. She believes giveaways go a long way and matches them to the event—doggie treats for pet fairs and mini bottles of wine for wine festivals. Once her table was placed next to

a well-known Maryland realtor, whose setup was admittedly polished and professional—but she got more leads with her energy and prizes. People remember her.

Altavia has been with Chris since high school—they even went to the prom together. They live in Edgewood and have three daughters, Christian (16), Camryn (12), and Camille (10), all of whom have talents they occasionally use to help with Altavia’s real estate business. Altavia jokes that having three girls helps her put her cosmetology license to good use.

“Never be afraid to walk into that room”

Altavia looks forward to helping her team grow, and eventually obtain properties outside the country. She encourages new agents, like team member Marlon Campbell who has worked hard and just got his first listing. She believes that in this business “you are always helping someone, always learning something; you always have a next level that you can grow towards.” She wasn’t always this confident, and remembers feeling like she didn’t belong when walking into a room of top producers. But that changed when she realized they were just people, and willing to teach you and share what they had learned. “Never be afraid to walk into that room,” she says, “because that room is filled with so many people that can help you get to that next level.”



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Peter Burstein

of UNITS Moving & Portable Storage

David Versus Goliath: Taking on the World of Storage

Peter Burstein, President & Owner of UNITS Moving and Portable Storage of Maryland, has emerged as a modern-day David, bravely taking on the Goliaths of the industry. With unwavering determination and a commitment to excellence, Peter's small, local company has made significant strides in challenging the giants, carving out a niche for itself in the competitive Maryland market.

"It's difficult to compete with a competitor that has an unlimited budget and decades of branding on you. It takes really hard work, and blood, sweat and tears and relentless effort. At the end of the day, my team and I take this work very personally. I think that's the secret sauce that allows a small startup to really make its mark on the entire state. Then all of a sudden, the Goliaths will know exactly who we are," said Peter.

Peter came to Baltimore for law school and never left. After 25 years in real estate, first at a large law firm and then launching a title company and small law firm, he found himself at a crossroads. As he ventured into industrial storage, he started noticing Pods peppered throughout the area. Sensing an opportunity to disrupt the industry dominated by corporate behemoths, Peter embarked on a mission to establish UNITS Moving & Portable Storage of Baltimore.

"I felt there was room for a local competitor. The Greater Baltimore area is tricky; you've got waterfront properties, horse farms, and city alleys all within half an hour of one another. I felt like this industry needed somebody that was connected to the local real estate community, connected to local homeowners, and connected to local businesses."

“It's difficult to compete with a competitor that has an unlimited budget and decades of branding on you. It takes really hard work, and blood, sweat and tears and relentless effort.”

▶ partner spotlight

By Abby Isaacs
Photos by Alex Krebs



Over the last five years, he has built his business from the Baltimore ground up, with their flagship facility located just off the beltway. They have slowly grown to neighboring counties, opened a second facility, quadrupled in staff and recently expanded their reach to cover the entire State, changing the name to UNITS Moving & Portable Storage of Maryland.

“We are now the largest UNITS franchise in the mid-Atlantic and among the top five largest UNITS franchises in the country. Sometimes it’s just nice to sit back and look at those numbers, because those numbers tell us we’re doing some things right. If we’re David, we’re closing the gap with Goliath a little bit each year.”

UNITS Maryland focuses relentlessly on delivering timely services, maintaining high-level communication, and ensuring clean, secure containers for all of its customers.

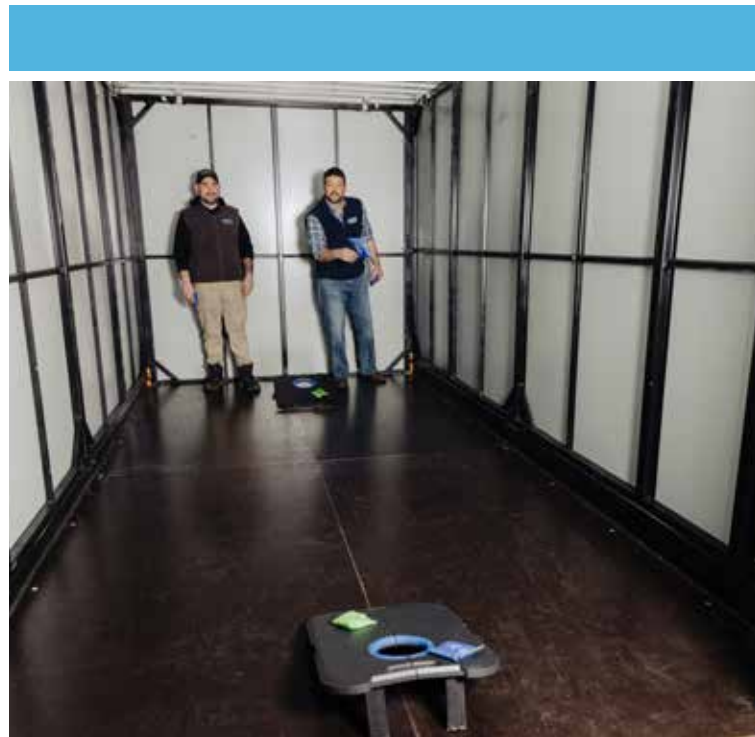
“It’s not lost on us that we are taking care of people’s things. Some are very valuable monetary wise, and some are very valuable sentimental wise.”

At the heart of UNITS Maryland’s success lies a deep understanding of the intricacies of real estate transactions. With over two decades of frontline experience in home purchases and sales settlements, Peter recognizes the importance of seamless operations and impeccable service.

“When real estate transactions are really competitive, homeowners can use the UNITS to help them declutter and organize their homes, and stage their homes to really make them show well. If the homeowner doesn’t want it in the driveway, we can bring the full UNIT back to one of my facilities where it is climate-controlled for a more traditional, self-storage experience.”

Looking ahead, Peter envisions further growth for UNITS Maryland, fueled by a relentless commitment to excellence and a deeply ingrained sense of community. One ambitious goal is to surpass a number of containers on rent that has not yet been achieved within the UNITS franchise network.

“Early on, it bothered me when I would see one of our competitors’ containers. Then I realized every time I saw one, it just meant that there’s more room to grow. One of our daily goals is that every time



we see one of our competitors’ containers, have it be one of ours next time. That’s how we’re going to grow: one UNIT at a time.”

As Peter reflects on his journey from law school to leading a thriving enterprise, he remains anchored in the vibrant Greater Baltimore area, alongside his wife, two teenage daughters, and two beloved dogs. For Peter and his team at UNITS Maryland, the pursuit of excellence is not just a business philosophy but a way of life—a testament to the enduring spirit of David in the face of Goliath.



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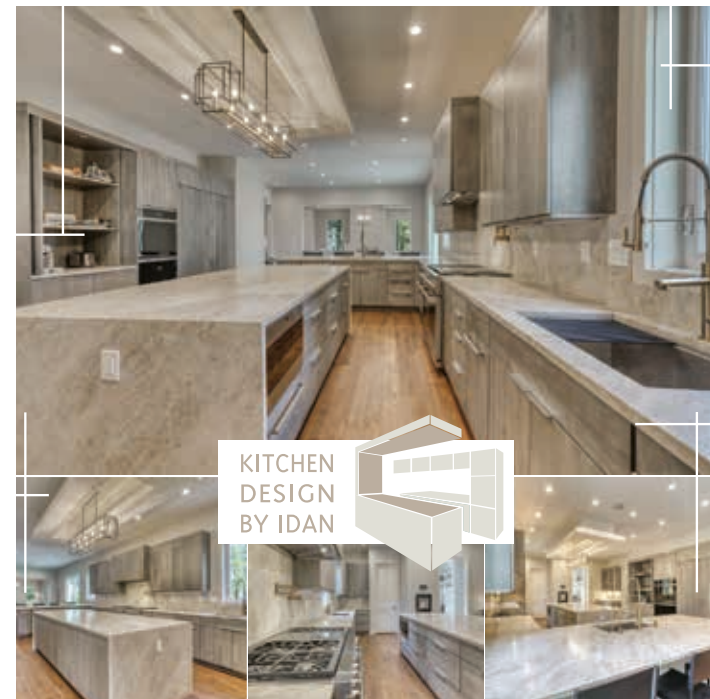


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KAREN Gaylord

By Carol Nethen West
Photos by Alex Krebs

resilience and determination

Karen Gaylord of The Gaylord Group at Cumming & Co. Realtors in Bel Air, brings a remarkable depth of financial insight to her real estate practice. Since founding her group in 2001, she has consistently ranked among Harford County's top producers. Karen's exceptional background includes a Bachelor of Science degree in Accounting from Penn State, along with credentials such as CPA, CLU, Financial Planner, and previous roles such as Vice President and Manager of Sales Training at Merrill Lynch. Her expertise offers clients, particularly high net worth individuals, a distinct advantage as she understands their financial concerns. Karen notes, "When they're talking about the tax implications, I've had experience with all of that. I also have a lot of experience in working with financial professionals."

The Gaylord Group consists of Karen and her two children, Jeff Gaylord and Jennifer Gaylord Talkington, each contributing their unique expertise. Jeff, a graduate of Washington College with a dual major in history and anthropology, possesses extensive knowledge of historical architecture and regulations regarding houses listed on the National Register and historic districts. Jennifer, who holds a Bachelor of Science degree from Penn State and a Masters in Environmental Management from the University of Maryland with a specialization in land use, contributes a keen interior design perspective. Her credentials include an Accredited



Staging Professional (ASP) certificate and an Accredited Buyer Representative (ABR) designation. Both Jeff and Jennifer serve as managing partners of the Gaylord Group.

Despite their impressive list of accreditations, the Gaylord team picture is incomplete without including a common trait that gives the team a unified objective. Karen comments, "We're all just homebodies. We each have a passion for the making of a home, like building a nest. We like transferring this feeling to our clients. And it's just so rewarding and fulfilling working like this."

Karen's passion for real estate dates back to her childhood. She recalls, "As a kid, I would make dioramas of houses out of shoe boxes." She adds, "Do you remember that game 'Clue?' There was a mansion with a study and a ballroom – I was just fascinated with houses."

▶ agent to watch



Having always recommended real estate as a good investment, Karen made the leap into the field shortly after becoming a single mom. She needed a job that would allow her flexibility to prioritize her children's needs. Karen reflects, "I believe in the universe opening up doors where they're supposed to be. So, I decided to take a leap of faith – get my license and go into real estate. I just decided it was going to be successful. And it was, and I'm thrilled!"

On September 11th, 2001, while the nation reeled from the day's tragic events, Karen reported to her first day of work as a real estate agent. She recalls seeing panic unfold at her office. "It was like Chicken Little and the sky was falling!" she recalls. "With my background in finance, I know that the markets are living, breathing entities. They might stall

for a little bit. However, in the long run, it was going to be fine – the basic underpinnings of our economy are fine. So, my manager asked me to address a meeting with just those comments. So I did, and realized that my background was going to be helpful – it gave me early confidence."

Karen's journey into real estate reflects her resilience and determination, qualities instilled in her by her father. She remembers, "Growing up, my dad always told me, 'You are a Whitacre! You can do anything, you can run faster, jump higher, and spit farther than all the boys.' His advice, 'You can do anything,' was the tape that always ran in my head."

With twenty-three years in the real estate business, Karen is grateful for the trust she's earned. Regarding her status as a woman in business, she comments, "The times have changed. Compared to what I was used to, it's refreshing."

The entire Gaylord family enjoys vacationing together and is planning a glamping trip to Rehoboth with all the children and grandchildren this coming season. Karen remarks, "The beautiful thing is we all get along." She laughs, exclaiming, "So many babies!"

Karen and her husband, Mark Anderson, also look forward to their next getaway to Key West where they go regularly to unwind and let the world go by.

In summary, Karen Gaylord offers a wealth of expertise to her real estate practice. Despite the challenges of being a single mom, she relied on personal strength and ability to not just persevere, but to also find a lasting career in real estate. Her dedication to excellence has earned her deserved respect in the real estate community.



Karen with her daughter Jenn and son Jeff, both members of the team

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The times
have changed.
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TIPS FOR PREVENTING SELLER IMPERSONATION IN REAL ESTATE TRANSACTIONS

community contribution

By Jennifer Tyrrell Fox

Seller impersonation has been a major concern for the title industry for quite some time, and we have seen a continued increase with the current market. Most recently, many of our real estate agent clients have approached us about how they have started to see seller impersonation when it comes to listings involving vacant land.

Seller impersonation in real estate transactions is a distressing form of fraud that can have serious financial and legal consequences for buyers in Maryland. This deceptive practice involves an imposter posing as the legitimate property owner or authorized seller, leading unsuspecting buyers to believe they are entering into a legitimate transaction. Understanding the risks and taking precautionary measures are crucial to avoid falling victim to seller impersonation.

We have advised many of our clients to look out for the following red flags:

- If the property is vacant or non-owner occupied
- If the property has no mortgages
- If the sales price is below market
- If the seller requests a quick sale
- If the seller requests a cash buyer
- If the seller refuses to attend closing
- If the seller wants to use their own notary

To safeguard against seller impersonation, it is crucial for buyers in Maryland to exercise due diligence and adopt preventive measures. Engaging the services of a qualified real estate title company is highly recommended, as they can verify the seller's identity and ensure the transaction follows all legal requirements.

Buyers should also insist on meeting the seller in person whenever possible and visiting the property directly.

Face-to-face interactions can help confirm the identity of the seller and reduce the risk of impersonation. Additionally, buyers should verify the seller's contact information through reliable, independent sources and be cautious of any sudden changes or requests for alternative payment methods.

Title insurance plays a significant role in protecting against seller impersonation fraud. It provides coverage against losses resulting from undisclosed liens, encumbrances, or fraudulent title transfers. Buyers are strongly advised to obtain a comprehensive title insurance policy from a reputable provider to ensure protection against any potential fraudulent activities.

Please feel free to reach out to Jen Fox, attorney and title agent at TS Executive Abstract Maryland with any questions on seller impersonation. TS Executive is here to help you prevent seller fraud!



Jen Fox is an attorney and owner of TS Executive Abstract, Maryland. TS Executive is located in Timonium, Maryland and provides residential and commercial title and closing services. Jen can be reached at jennifer@tsexecutive.com or 410-853-7341.

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EMPOWERING WOMEN TO ACHIEVE SUCCESS

Dana Temple, Principal Agent at Next Level Insurance in Phoenix, MD is the epitome of a modern-day superhero. As a single mother to two daughters aged 15 and 11, Dana navigates the delicate dance between her thriving insurance agency and her cherished role as a mom.

“I’ve built everything from scratch and I want to show my girls and other women that they can do that,” Dana shares. “You can be a career woman and you can also try to be a good mom as well. Every day, it’s really my girls that make me get up. I have to show them that I can be strong and successful.”



Dana and Jessica DePowers

▶ partner spotlight

By Abby Isaacs
Photos by Alex Krebs

Dana’s journey in the insurance industry spans nearly two decades, starting as a captive agent at Liberty Mutual before transitioning to another company as an insurance broker. Three years ago, she took the bold step of starting her own agency, despite the naysayers.

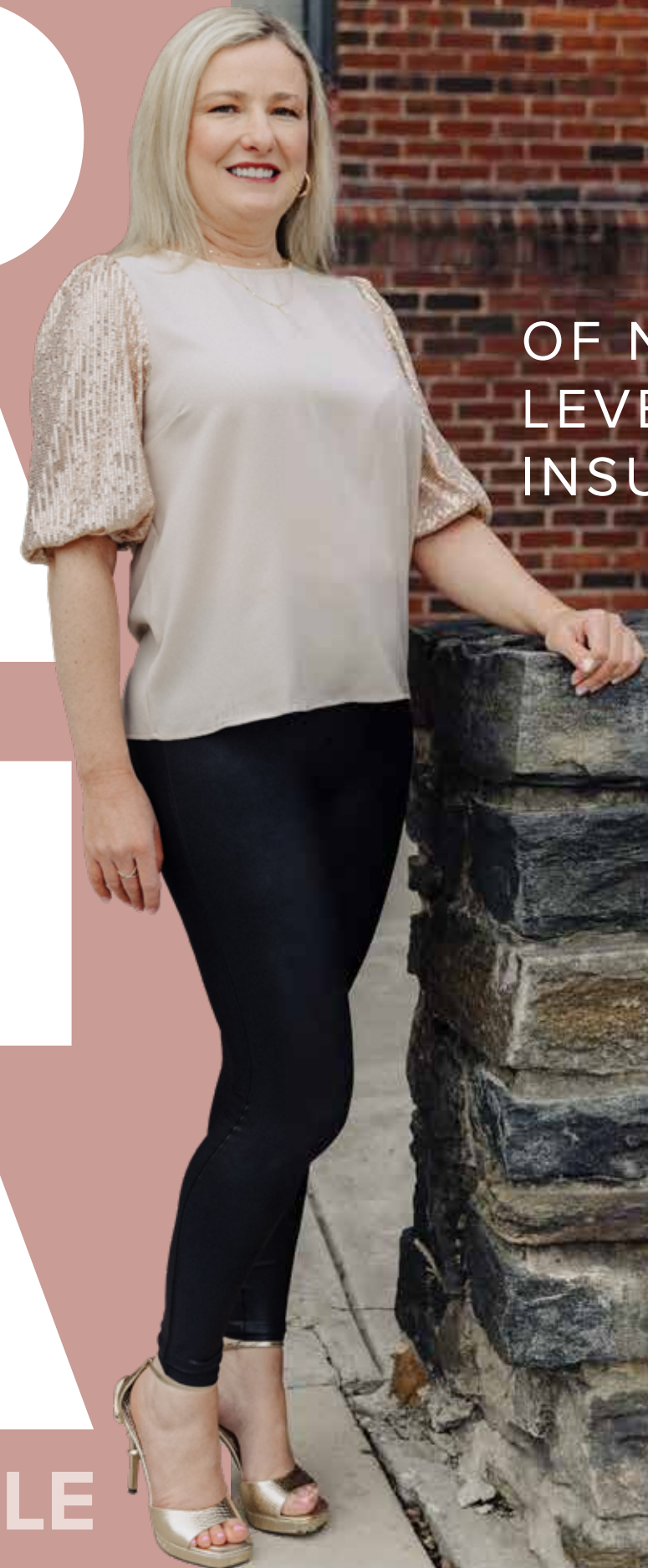
“A ton of people told me how crazy I was and how difficult it was going to be,” Dana recalls. “But I did it anyway. The past three years have been the best and the hardest times of my entire life. I’ve never been so stressed out and worked so hard, but also, it’s been really rewarding. I’ve come a long way, growing faster than I could have hoped.”

Coming from a long line of influential women, she has fond memories of her great-grandmother, grandmother, and mother who taught her the importance of a strong work ethic. As a young girl growing up in Columbia, MD, she dreamt of being her own boss, and with Next Level Insurance, it became her reality. Following her family’s lead, she is now passionate about sharing her knowledge and experiences with others. Dana takes pride in educating her clients from all across the DMV area, demystifying the complexities of all different types of insurance and ensuring they understand the coverage they need.

“Insurance can seem scary and confusing, especially for first-time home buyers. I care about every single one of my clients and educating them about the right products and coverage is the very best part of my job. I make sure that we’re responsive, customer-focused, and that we’re doing the right thing for our clients,” said Dana. “I also really enjoy working with realtors, lenders, CPA’s and other referral partners so that I can better assist their clients and make them an amazing resource to their clients.”

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LEVEL
INSURANCE





Dana and her daughters,
Kayla and Emily

I've built everything from scratch and I want to show my girls and other women that they can do that.
You can be a career woman and you can also try to be a good mom as well.

In just three years, Dana's agency has flourished, garnering over 105 five-star Google reviews. She attributes this success to her unwavering dedication to her clients and her team. She proudly recalls hiring Jessica DePowers as her first employee, guiding the 23-year-old from a young woman unsure of her career path to a fully licensed insurance professional with a promising future and her own home!

"That's probably, besides my girls, one of my biggest accomplishments," Dana reflects.

Through mentorship, she is leaving a lasting legacy on her staff, clients,

daughters and strangers alike. She is dedicated to instilling values of resilience and hard work while serving as an example of how to take on tough challenges and strike a balance between work and personal life.

"My setbacks are temporary, and I try to show my girls every day that they can overcome any adversity they encounter in life. I am determined to succeed not only for my own benefit but also to inspire and empower those around me, even in the face of adversity. I want every woman who's ever been put down or told she can't do something to know that if you are determined and work hard you can accomplish anything you put your mind to. It's mind over matter," Dana emphasizes.

Looking ahead, Dana's goals are clear: to continue growing her agency and nurturing her team's success.

"Just watching them grow makes me so happy. To watch other women learn about the industry and be successful too by doing the same things that I do is very exciting."

As Dana continues to inspire those around her, both professionally and personally, her legacy as a trailblazer in the insurance industry and a champion of women's empowerment only continues to grow. With her daughters by her side and her dogs at her feet, Dana Temple is unstoppable.

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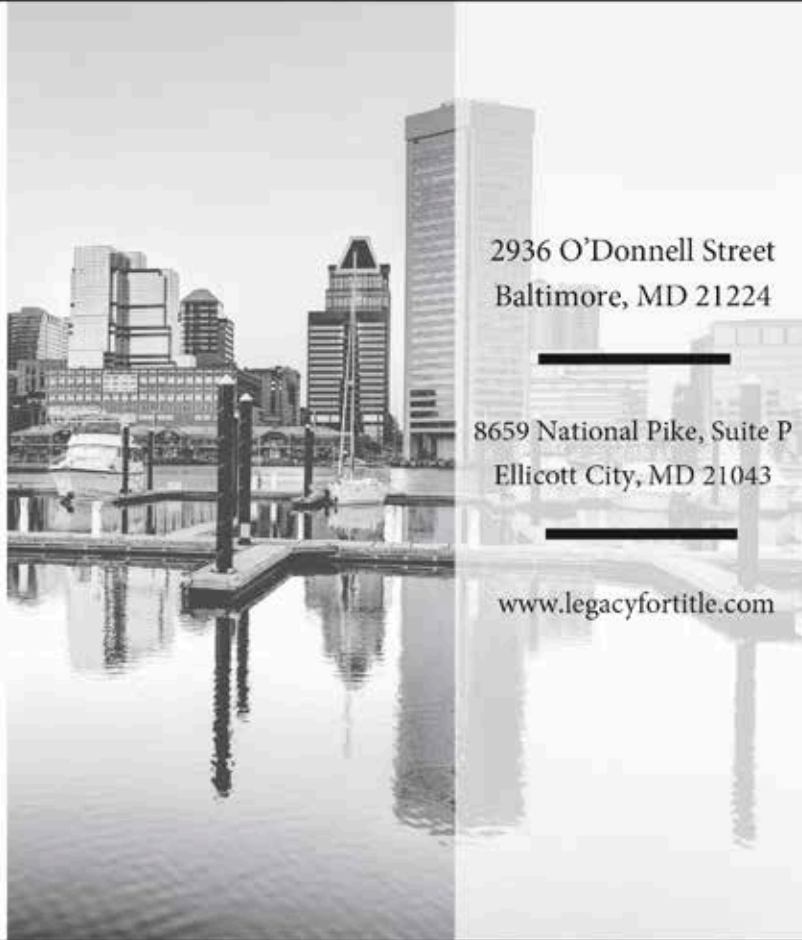
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▶ cover story

By Lauren Stevens • Photos by Roy Cox

JESSICA

DuLaney

More Than Real Estate

Jessica DuLaney was featured as the *Baltimore Real Producers* Rising Star in March 2019. Back then, she was newly engaged Jessica Nonn, and her focus was on the hustle and grind. But now, eight years into her career, she says her mindset has shifted. She's come to realize that you can advance as a REALTOR®—and have a life outside of the industry. “I am proof that you can be very successful in this business, and not have to work every single night, every single weekend around the clock. You can run your business very strategically and not have to work yourself into the ground.”

So, what's changed? Aside from career experience, Jessica credits starting a family with giving her a new perspective. She and her husband, Erik, have two sons: 3-year-old Trace and 1-year-old Westin. “I love being a mom – it has been so fun and so rewarding, and the fact that I get to raise them, and they look at me and love me...that has been the best. I mean, that's changed everything.” Jessica says having her two boys shifted her priorities and slowed her down in a positive way. She realized being a good agent and present for her family are both important and achievable—and she has the numbers to prove it. Last year, Jessica sold 18.8 million, 38 units. In 2022, she

produced 24.3 million, 53 units. And 2021 was her best year at 27.2 million, 60 units. According to Jessica, the main key to obtaining success and balance: “I'm hustling smart. I have really good systems that work for me.”

Jessica says her team – the W Home Group of Next Step Realty – plays a crucial role in keeping her motivated. “We just have a great network inside Next Step. We all help each other out. We all push each other. The agents with the W Home Group are all really high-producing agents, and they push me in a good way, and I think that helps me drive and want to succeed.”

“

I am proof that you can be very successful in this business, and not have to work every single night, every single weekend around the clock.

”



But some things haven't changed since 2019. Back then, Jessica told us that she's the "least pushy agent" and she still prides herself on being transparent with clients. "I'm not even a salesperson in my eyes. I tell people 'I wouldn't want you to buy a house I wouldn't want to buy.' So, if I see red flags, it is like an immediate conversation. I do not hide anything...I just think that being upfront, honest, and communicative are the most important things as a real estate agent to be successful." Jessica still takes pride in going the extra mile for her clients. She is meticulous about every phase – from listing (she has been known to sweep a stoop or relocate clutter to make the best of a photo shoot) to closing. She does it all, from writing her own listing descriptions (no AI) to handling contractors and cleaners for her clients who need things spruced up before selling.

She has a "love on your people" philosophy when it comes to her clients – and credits this to her robust repeat business portfolio. She says this recurring client base is not only important to her success but also to her capacity to stick to her "hustle smart" mentality. "I would rather focus my energy on creating repeat business from the people who know, like and trust me. I work my sphere more than anything. I've never paid for a Zillow lead. I've never paid for platforms like that. I'd rather just focus on the repeat business of my sphere and I want to be their realtor for life at the end of the day. So, I just feel like me tapping into that and focusing on that has given me the success that I've found."

Jessica also prides herself on her relationships with other agents. "I feel that I have a good reputation in the industry, and I'm able to pick up the phone and call most high-producing agents, and they know who I am...[being] welcomed and respected in the industry is huge." She even provides a resume summarizing her experience and statistics to agents she's working with, especially those she's working with for the first time.



“
I feel that I have a good reputation in the industry, and I'm able to pick up the phone and call most high-producing agents, and they know who I am.
”

Other things that keep Jessica on track include working out (she's still an athlete), journaling, and reading non-fiction books about mindfulness and self-improvement. She also says that setting herself up for the day has made a huge change in her approach to life – and is a key to her success. She credits *The Miracle Morning* by Hal Elrod with helping her improve her morning routine.

The love for travel Jessica shared with readers in 2019 has also held true over the years—though trips today sometimes look a little different with Trace and Westin in tow. When asked how she picks her destinations, she shared a goal to visit all 50 states and as many islands as possible, but says selection is “completely random.” She avoids visiting the same place twice (except for the family’s annual trip to Chincoteague, Virginia). One notable adventure on the books: Jessica and Erik will celebrate their five-year anniversary in Newport, Rhode Island because Jessica researched U.S. East Coast towns on the water and was impressed enough to book a trip.

Jessica is living proof that you can, in fact, have it all if you know what you want. “I love being able to experience new places. I literally have a tattoo on my foot that says, ‘Explore and expand your world’...I still stick by that motto. I just don’t want to feel that real estate is the only thing that defines me. I want to be a good mom. I want to be a good wife. I want to be a good friend. And I want to travel and explore the world...That’s what’s important to me at the end of the day.”



“
I just don't want
to feel that real estate
is the only thing that
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Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
1	Adam M Shpritz	Ashland Auction Group LLC	222.5	\$10,158,992
2	Kathleen Cassidy	DRH Realty Capital, LLC.	142	\$71,830,208
3	Tineshia R. Johnson	NVR Services, Inc.	139	\$72,269,376
4	Lee M Shpritz	Ashland Auction Group LLC	74.5	\$3,503,114
5	Shawn M Evans	Monument Sotheby's International Realty	67	\$50,989,226
6	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	65	\$30,482,977
7	Lois Margaret Alberti	Alberti Realty, LLC	45	\$12,682,400
8	Joseph A Petrone	Monument Sotheby's International Realty	43.5	\$26,274,881
9	Gina M Gargeu	Century 21 Downtown	38.5	\$8,198,927
10	Matthew D Rhine	Keller Williams Legacy	36.5	\$12,591,380
11	Robert J Lucido	Keller Williams Lucido Agency	34	\$20,358,378
12	Nickolaus B Waldner	Keller Williams Realty Centre	30.5	\$13,835,233
13	Gavriel Khoshkheraman	Pickwick Realty	28	\$5,058,795
14	Jeremy Michael McDonough	Mr. Lister Realty	27	\$10,154,386
15	Gina L White	Lofgren-Sargent Real Estate	27	\$11,833,290
16	Daniel McGhee	Homeowners Real Estate	27	\$12,348,800

RANK	NAME	OFFICE	SALES	TOTAL
17	Lee R. Tessier	EXP Realty, LLC	25.5	\$11,597,100
18	Tracy M Jennings	DRH Realty Capital, LLC.	23.5	\$14,154,920
19	Daniel B Register IV	Northrop Realty	23	\$5,934,950
20	Charlotte Savoy	Keller Williams Integrity	21.5	\$9,335,250
21	Diana Pham	EXP Realty, LLC	20	\$3,616,750
22	Bradley R Kappel	TTR Sotheby's International Realty	19.5	\$41,335,981
23	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	18.5	\$5,574,240
24	Michael J Schiff	EXP Realty, LLC	18.5	\$7,259,275
25	Larry E Cooper	Alex Cooper Auctioneers, Inc.	18	\$3,088,840
26	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	18	\$3,238,535
27	Sunna Ahmad	Cummings & Co. Realtors	18	\$12,465,132
28	Gregory A Cullison Jr.	EXP Realty, LLC	17.5	\$5,418,950
29	Jonathan Scheffenacker	Redfin Corp	17.5	\$9,232,250
30	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	17.5	\$6,683,500
31	Adam Chubbuck	Douglas Realty, LLC	17	\$6,562,250
32	Peter J Klebenow	RE/MAX First Choice	17	\$3,646,030
33	James T Weiskerger	Next Step Realty	17	\$10,295,512
34	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	16.5	\$7,481,400
35	Sandra E Echenique	Keller Williams Gateway LLC	16	\$3,071,000
36	Mitchell J Toland Jr.	Redfin Corp	16	\$7,010,150
37	Brian I Leibowitz	Maryland Realty Company	16	\$4,400,796
38	Jared T Block	Alex Cooper Auctioneers, Inc.	16	\$2,742,455
39	Tom Atwood	Keller Williams Metropolitan	16	\$5,538,815
40	Bob Simon	Long & Foster Real Estate, Inc.	16	\$1,414,500
41	Michael Soper	Next Step Realty	15	\$5,910,600
42	Daniel M Billig	A.J. Billig & Company	15	\$3,756,000
43	Raj Singh Sidhu	Your Realty Inc.	15	\$4,019,900
44	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	15	\$5,090,000
45	Tony Migliaccio	Long & Foster Real Estate, Inc.	15	\$5,801,990
46	Susan Shterengarts	Long & Foster Real Estate, Inc.	15	\$3,328,800
47	Christopher W Palazzi	Cummings & Co. Realtors	15	\$2,946,493
48	Mark D Simone	Keller Williams Legacy	14.5	\$5,582,050
49	Creig E Northrop III	Northrop Realty	14.5	\$9,716,128
50	Jose A Rivas	Keller Williams Gateway LLC	14	\$1,480,400

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 31, 2024

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
51	Robert A Commodari	EXP Realty, LLC	14	\$4,287,960
52	Jeannette A Westcott	Keller Williams Realty Centre	14	\$7,747,200
53	Bill Franklin	Long & Foster Real Estate, Inc.	14	\$6,938,350
54	Jeremy S Walsh	Coldwell Banker Realty	14	\$6,032,500
55	Krissy Doherty	Northrop Realty	14	\$5,666,700
56	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	14	\$2,817,400
57	David Orso	Berkshire Hathaway HomeServices PenFed Realty	13.5	\$11,561,500
58	Michael Green	Witz Realty, LLC	13	\$4,336,550
59	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	13	\$5,562,500
60	Francis R Mudd III	Schwartz Realty, Inc.	13	\$5,979,200
61	Mary C Gatton	Redfin Corp	13	\$6,949,000
62	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	13	\$4,353,100
63	Ira Klein	Pickwick Realty	13	\$1,881,400
64	STEPHEN PIPICH Jr.	VYBE Realty	13	\$3,325,600
65	Barbara A Ayd	Cummings & Co. Realtors	13	\$2,375,000
66	Jessica L Young-Stewart	RE/MAX Executive	13	\$6,263,500
67	Veronica A Sniscak	Compass	12.5	\$6,025,776
68	Julia H. Neal	Next Step Realty	12	\$5,043,100
69	Brendan Butler	Cummings & Co. Realtors	12	\$4,628,495
70	Mary L Mabry	Keller Williams Select Realtors	12	\$2,031,400
71	Jessica N Sauls	VYBE Realty	12	\$4,856,000
72	Timothy Lee Joseph Dominick	Coldwell Banker Realty	12	\$3,071,900
73	Alexander T Cruz	Cummings & Co. Realtors	12	\$2,330,500
74	Dimitrios Lynch	ExecuHome Realty	12	\$2,491,686
75	Jeff D Washo	Compass	12	\$6,507,320
76	John W Logan	Keller Williams Realty Centre	12	\$5,845,060
77	Daniel Borowy	Redfin Corp	12	\$6,160,000
78	Jenn Schneider	Neighborhood Assistance Corporation of America	12	\$4,162,000
79	Nancy A Hulsman	Coldwell Banker Realty	11.5	\$5,465,900
80	Charles N Billig	A.J. Billig & Company	11.5	\$2,883,250
81	Nicholas W Bogardus	Compass	11.5	\$4,875,500
82	Robert D Kaetzel	Real Estate Professionals, Inc.	11.5	\$2,429,700
83	Tina C Beliveau	EXP Realty, LLC	11.5	\$2,860,250
84	Colleen M Smith	Long & Foster Real Estate, Inc.	11	\$10,495,480

RANK	NAME	OFFICE	SALES	TOTAL
85	Missy A Aldave	Northrop Realty	11	\$5,184,500
86	Mark Richa	Cummings & Co. Realtors	11	\$4,177,950
87	David Marc Niedzialkowski	Redfin Corp	11	\$4,290,500
88	Kelly Schuit	Next Step Realty	11	\$4,401,500
89	Shalini Gidwani	Northrop Realty	11	\$5,709,000
90	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	11	\$3,280,050
91	Melissa Menning	Alberti Realty, LLC	11	\$2,106,000
92	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	11	\$9,933,611
93	Jim W Bim	Winning Edge	11	\$3,586,250
94	Un H McAdory	Realty 1 Maryland, LLC	11	\$5,777,000
95	Jennifer A Klarman	Long & Foster Real Estate, Inc.	11	\$6,246,793
96	Shannon Smith	Next Step Realty	11	\$4,078,650
97	Vincent M Caropreso	Keller Williams Flagship of Maryland	10.5	\$4,357,301
98	Louis Chirgott	Corner House Realty Premiere	10.5	\$4,581,975
99	Michael Myslinski	Next Step Realty	10	\$4,021,500
100	Liz A. Ancel	Cummings & Co. Realtors	10	\$3,735,900

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 31, 2024

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
101	Kyriacos P. Papaleonti	Academy Realty Inc.	10	\$4,879,206
102	Edward S Treadwell	VYBE Realty	10	\$4,305,500
103	Dariusz Bogacki	Cummings & Co. Realtors	10	\$2,886,500
104	Robert Elliott	Redfin Corp	10	\$2,926,500
105	Eric O Smith	Vylla Home	10	\$2,432,250
106	Vitaly P Petrov	Samson Properties	10	\$3,039,250
107	Alex B Fox	Allfirst Realty, Inc.	10	\$3,054,400
108	Nancy Gowan	Engel & Volkers Annapolis	10	\$5,004,780
109	Jan Crowley	Engel & Volkers Annapolis	10	\$5,084,499
110	Montaz Maurice McCray	Keller Williams Realty Centre	10	\$3,730,900
111	James H Stephens	EXP Realty, LLC	10	\$3,406,000
112	Keiry Martinez	ExecuHome Realty	10	\$2,371,795
113	Kate A Barnhart	Keller Williams Gateway LLC	10	\$2,878,000
114	Dassi Lazar	Lazar Real Estate	10	\$2,770,800
115	Stefan D Holtz	Northrop Realty	10	\$5,322,150
116	Kristin H Brillantes	Next Step Realty	10	\$4,085,900

RANK	NAME	OFFICE	SALES	TOTAL
117	Vincent J. Steo	Your Home Sold Guaranteed Realty	10	\$3,040,900
118	Jennifer H Bonk	Keller Williams Flagship of Maryland	10	\$4,897,500
119	Michael Frank	EXP Realty, LLC	10	\$3,062,950
120	John C Kantorski Jr.	EXP Realty, LLC	10	\$3,085,500
121	Ronald W. Howard	RE/MAX Advantage Realty	10	\$3,173,400
122	Laura M Snyder	American Premier Realty, LLC	10	\$3,765,095
123	George C Hughes III	Coldwell Banker Realty	10	\$2,164,080
124	Allen J Stanton	RE/MAX Executive	10	\$3,536,300
125	Steve R Kuzma	Weichert, Realtors - Diana Realty	9.5	\$2,682,500
126	PETER WONG	VYBE Realty	9.5	\$2,916,800
127	Bob A Mikelskas	Rosario Realty	9.5	\$3,999,990
128	Jory Frankle	Northrop Realty	9.5	\$4,213,675
129	Shaquille McCray	Keller Williams Flagship of Maryland	9	\$3,179,600
130	Carla H Viviano	Viviano Realty	9	\$5,564,100
131	Timothy Langhauser	Compass Home Group, LLC	9	\$3,508,500
132	Harrison Greenough	Berkshire Hathaway HomeServices Homesale Realty	9	\$4,391,250
133	Victoria Northrop	Northrop Realty	9	\$3,311,900
134	Anthony M Friedman	Northrop Realty	9	\$7,034,960
135	Sarah E Garza	Keller Williams Flagship of Maryland	9	\$4,671,000
136	Nikolay Todorov	Taylor Properties	9	\$2,550,950
137	Nataliya Lutsiv	RE/MAX Executive	9	\$4,966,990
138	Bryan G Schafer	Next Step Realty	9	\$4,535,000
139	Jill K Joseph	Cummings & Co. Realtors	9	\$2,816,900
140	Crystal Iannuzzi	Cummings & Co. Realtors	9	\$3,670,400
141	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	9	\$7,718,555
142	James F Ferguson	EXIT Preferred Realty, LLC	9	\$3,463,075
143	Julie G Katcef	Engel & Volkers Annapolis	9	\$4,919,000
144	Catherine A Watson - Bye	RE/MAX Executive	9	\$3,599,036
145	Tracy J. Lucido	Keller Williams Lucido Agency	9	\$6,211,963
146	Cynthia A Taylor	CENTURY 21 New Millennium	9	\$4,019,489
147	Barry J Nabozny	RE/MAX Premier Associates	9	\$4,037,900
148	Terry A Berkeridge	Advance Realty Bel Air, Inc.	9	\$2,990,900
149	Christopher L May	May Realty	9	\$7,779,800
150	Megan Manzari	Cummings & Co. Realtors	9	\$2,890,000

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 31, 2024

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
1	Tineshia R. Johnson	NVR Services, Inc.	139	\$72,269,376
2	Kathleen Cassidy	DRH Realty Capital, LLC.	142	\$71,830,208
3	Shawn M Evans	Monument Sotheby's International Realty	67	\$50,989,226
4	Bradley R Kappel	TTR Sotheby's International Realty	19.5	\$41,335,981
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	65	\$30,482,977
6	Joseph A Petrone	Monument Sotheby's International Realty	43.5	\$26,274,881
7	Robert J Lucido	Keller Williams Lucido Agency	34	\$20,358,378
8	Tracy M Jennings	DRH Realty Capital, LLC.	23.5	\$14,154,920
9	Nickolaus B Waldner	Keller Williams Realty Centre	30.5	\$13,835,233
10	Carol Snyder	Monument Sotheby's International Realty	8	\$13,609,278
11	Lois Margaret Alberti	Alberti Realty, LLC	45	\$12,682,400
12	Matthew D Rhine	Keller Williams Legacy	36.5	\$12,591,380
13	Sunna Ahmad	Cummings & Co. Realtors	18	\$12,465,132
14	Daniel McGhee	Homeowners Real Estate	27	\$12,348,800
15	Gina L White	Lofgren-Sargent Real Estate	27	\$11,833,290
16	Lee R. Tessier	EXP Realty, LLC	25.5	\$11,597,100
17	David Orso	Berkshire Hathaway HomeServices PenFed Realty	13.5	\$11,561,500
18	Colleen M Smith	Long & Foster Real Estate, Inc.	11	\$10,495,480
19	James T Weiskerger	Next Step Realty	17	\$10,295,512
20	Adam M Shpritz	Ashland Auction Group LLC	222.5	\$10,158,992
21	Jeremy Michael McDonough	Mr. Lister Realty	27	\$10,154,386
22	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	11	\$9,933,611
23	Creig E Northrop III	Northrop Realty	14.5	\$9,716,128
24	Charlotte Savoy	Keller Williams Integrity	21.5	\$9,335,250
25	Jean Berkinshaw Dixon	Coldwell Banker Realty	2.5	\$9,310,000
26	Linda Ridenour	Taylor Properties	1	\$9,250,000
27	Jonathan Scheffenacker	Redfin Corp	17.5	\$9,232,250
28	Gina M Gargeu	Century 21 Downtown	38.5	\$8,198,927
29	June M Steinweg	Long & Foster Real Estate, Inc.	8	\$8,194,999
30	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	7.5	\$7,942,100
31	Christopher L May	May Realty	9	\$7,779,800
32	Jeannette A Westcott	Keller Williams Realty Centre	14	\$7,747,200
33	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	9	\$7,718,555
34	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	16.5	\$7,481,400

RANK	NAME	OFFICE	SALES	TOTAL
35	Heidi S Krauss	Krauss Real Property Brokerage	5	\$7,281,247
36	Michael J Schiff	EXP Realty, LLC	18.5	\$7,259,275
37	Shun Lu	Keller Williams Realty Centre	6	\$7,082,220
38	Anthony M Friedman	Northrop Realty	9	\$7,034,960
39	Mitchell J Toland Jr.	Redfin Corp	16	\$7,010,150
40	Mary C Gatton	Redfin Corp	13	\$6,949,000
41	Bill Franklin	Long & Foster Real Estate, Inc.	14	\$6,938,350
42	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	17.5	\$6,683,500
43	Christina J Palmer	Keller Williams Flagship of Maryland	7	\$6,612,900
44	Adam Chubbuck	Douglas Realty, LLC	17	\$6,562,250
45	Jeff D Washo	Compass	12	\$6,507,320
46	Jessica L Young-Stewart	RE/MAX Executive	13	\$6,263,500
47	Jennifer A Klarman	Long & Foster Real Estate, Inc.	11	\$6,246,793
48	Tracy J. Lucido	Keller Williams Lucido Agency	9	\$6,211,963
49	Daniel Borowy	Redfin Corp	12	\$6,160,000
50	Anne L Henslee	Cummings & Co. Realtors	8	\$6,146,200

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 31, 2024

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
51	Jeremy S Walsh	Coldwell Banker Realty	14	\$6,032,500
52	Veronica A Sniscak	Compass	12.5	\$6,025,776
53	Francis R Mudd III	Schwartz Realty, Inc.	13	\$5,979,200
54	Daniel B Register IV	Northrop Realty	23	\$5,934,950
55	Michael Soper	Next Step Realty	15	\$5,910,600
56	Phillippe Gerdes	Real Broker, LLC - Annapolis	8	\$5,898,900
57	John W Logan	Keller Williams Realty Centre	12	\$5,845,060
58	Milissa D Alonso	Coldwell Banker Realty	7.5	\$5,838,000
59	Constance W Cadwell	Coldwell Banker Realty	5	\$5,834,800
60	Tony Migliaccio	Long & Foster Real Estate, Inc.	15	\$5,801,990
61	Un H McAdory	Realty 1 Maryland, LLC	11	\$5,777,000
62	Shalini Gidwani	Northrop Realty	11	\$5,709,000
63	Krissy Doherty	Northrop Realty	14	\$5,666,700
64	Mark Milligan	RE/Max Experience	5	\$5,590,000
65	Mark D Simone	Keller Williams Legacy	14.5	\$5,582,050
66	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	18.5	\$5,574,240

RANK	NAME	OFFICE	SALES	TOTAL
67	Carla H Viviano	Viviano Realty	9	\$5,564,100
68	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	13	\$5,562,500
69	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	5	\$5,557,000
70	Holly D Winfield	Monument Sotheby's International Realty	7.5	\$5,553,500
71	Tom Atwood	Keller Williams Metropolitan	16	\$5,538,815
72	Alisa Goldsmith	Next Step Realty	7	\$5,488,997
73	Nancy A Hulsmann	Coldwell Banker Realty	11.5	\$5,465,900
74	Gregory A Cullison Jr.	EXP Realty, LLC	17.5	\$5,418,950
75	Christian Schou	Berkshire Hathaway HomeServices PenFed Realty	6	\$5,397,000
76	Payal Pubbi	RE/MAX Advantage Realty	4	\$5,333,000
77	Stefan D Holtz	Northrop Realty	10	\$5,322,150
78	Zhiwei Yu	Great Homes Realty LLC	3	\$5,208,500
79	Jagdeep Ghotra	Samson Properties	3	\$5,193,890
80	Brandon Raspberry	Redfin Corp	9	\$5,187,450
81	Missy A Aldave	Northrop Realty	11	\$5,184,500
82	Ryan R Briggs	Anne Arundel Properties, Inc.	6	\$5,177,560
83	Brian P Wood	Long & Foster Real Estate, Inc.	5	\$5,094,000
84	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	15	\$5,090,000
85	Jan Crowley	Engel & Volkers Annapolis	10	\$5,084,499
86	Gavriel Khoshkheraman	Pickwick Realty	28	\$5,058,795
87	Julia H. Neal	Next Step Realty	12	\$5,043,100
88	Vibha Pubbi	RE/MAX Advantage Realty	6	\$5,035,000
89	Nancy Gowan	Engel & Volkers Annapolis	10	\$5,004,780
90	Nataliya Lutsiv	RE/MAX Executive	9	\$4,966,990
91	Julie G Katcef	Engel & Volkers Annapolis	9	\$4,919,000
92	Karla Pinato	Northrop Realty	3.5	\$4,907,500
93	Jennifer H Bonk	Keller Williams Flagship of Maryland	10	\$4,897,500
94	Heather Hartley	Krauss Real Property Brokerage	5	\$4,890,000
95	Kyriacos P. Papaleonti	Academy Realty Inc.	10	\$4,879,206
96	Nicholas W Bogardus	Compass	11.5	\$4,875,500
97	Jessica N Sauls	VYBE Realty	12	\$4,856,000
98	Brian D Saver	Long & Foster Real Estate, Inc.	4	\$4,855,000
99	Wendy T Oliver	Coldwell Banker Realty	7	\$4,852,500
100	Moe Farley	Coldwell Banker Realty	7.5	\$4,769,500

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Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
101	Rachel Best	RE/MAX Leading Edge	7	\$4,750,000
102	Steve Lenet	Long & Foster Real Estate, Inc.	5	\$4,710,000
103	Kristi C Neidhardt	Northrop Realty	6	\$4,675,000
104	Sarah E Garza	Keller Williams Flagship of Maryland	9	\$4,671,000
105	Lisa Alatis-Hapney	Samson Properties	5	\$4,665,700
106	Carol L Tinnin	RE/MAX Leading Edge	9	\$4,663,700
107	Diane D Gavin	Long & Foster Real Estate, Inc.	7	\$4,651,900
108	Brendan Butler	Cummings & Co. Realtors	12	\$4,628,495
109	Henry K. Akinyemi	Kaysons Realty Group	2	\$4,600,000
110	Louis Chirgott	Corner House Realty Premiere	10.5	\$4,581,975
111	Steve Allnutt	RE/MAX Advantage Realty	5.5	\$4,578,950
112	Bryan G Schafer	Next Step Realty	9	\$4,535,000
113	John J Collins	Long & Foster Real Estate, Inc.	7	\$4,518,000
114	Bevia A Patrick	Keller Williams Flagship of Maryland	8.5	\$4,435,125
115	Richard J Gloekler	RE/MAX Executive	7	\$4,433,490
116	Kelly Schuit	Next Step Realty	11	\$4,401,500
117	Brian I Leibowitz	Maryland Realty Company	16	\$4,400,796
118	Harrison Greenough	Berkshire Hathaway HomeServices Homesale Realty	9	\$4,391,250
119	Vincent M Caropreso	Keller Williams Flagship of Maryland	10.5	\$4,357,301
120	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	13	\$4,353,100
121	Michael Green	Witz Realty, LLC	13	\$4,336,550
122	Julie Singer	Northrop Realty	5	\$4,331,000
123	Edward S Treadwell	VYBE Realty	10	\$4,305,500
124	Karen A Burkett	RE/MAX Executive	6	\$4,294,000
125	David Marc Niedzialkowski	Redfin Corp	11	\$4,290,500
126	Robert A Commodari	EXP Realty, LLC	14	\$4,287,960
127	Anne S Dunigan	TTR Sotheby's International Realty	5.5	\$4,260,750
128	Jennifer C Cernik	Next Step Realty	7	\$4,252,900
129	Trent C Gladstone	Keller Williams Integrity	8.5	\$4,236,445
130	Jory Frankle	Northrop Realty	9.5	\$4,213,675
131	Thomas Oliver	Northrop Realty	9	\$4,199,000
132	Mark Richa	Cummings & Co. Realtors	11	\$4,177,950
133	daniel G hailu Sr.	Taylor Properties	8	\$4,166,000
134	Jenn Schneider	Neighborhood Assistance Corporation of America	12	\$4,162,000

RANK	NAME	OFFICE	SALES	TOTAL
135	Nellie W Arrington	Long & Foster Real Estate, Inc.	5	\$4,148,000
136	David J Webber	RE/MAX Leading Edge	5	\$4,106,000
137	John M Liberto	VYBE Realty	7	\$4,103,999
138	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	6	\$4,087,500
139	Kristin H Brillantes	Next Step Realty	10	\$4,085,900
140	Shannon Smith	Next Step Realty	11	\$4,078,650
141	Bonnie Cecil	Douglas Realty, LLC	2	\$4,075,000
142	Sergey A taksis	Long & Foster Real Estate, Inc.	8.5	\$4,074,500
143	Dawn L Baxter	Coldwell Banker Realty	7	\$4,067,950
144	Barry J Nabozny	RE/MAX Premier Associates	9	\$4,037,900
145	Michael Myslinski	Next Step Realty	10	\$4,021,500
146	Raj Singh Sidhu	Your Realty Inc.	15	\$4,019,900
147	Cynthia A Taylor	CENTURY 21 New Millennium	9	\$4,019,489
148	Bob A Mikelskas	Rosario Realty	9.5	\$3,999,990
149	David C Luptak	Long & Foster Real Estate, Inc.	7	\$3,997,000
150	Sarah Greenlee Morse	TTR Sotheby's International Realty	4	\$3,997,000

Disclaimer: Statistics are derived from closed sales data. Data pulled on April 6th 2024, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. 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. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.



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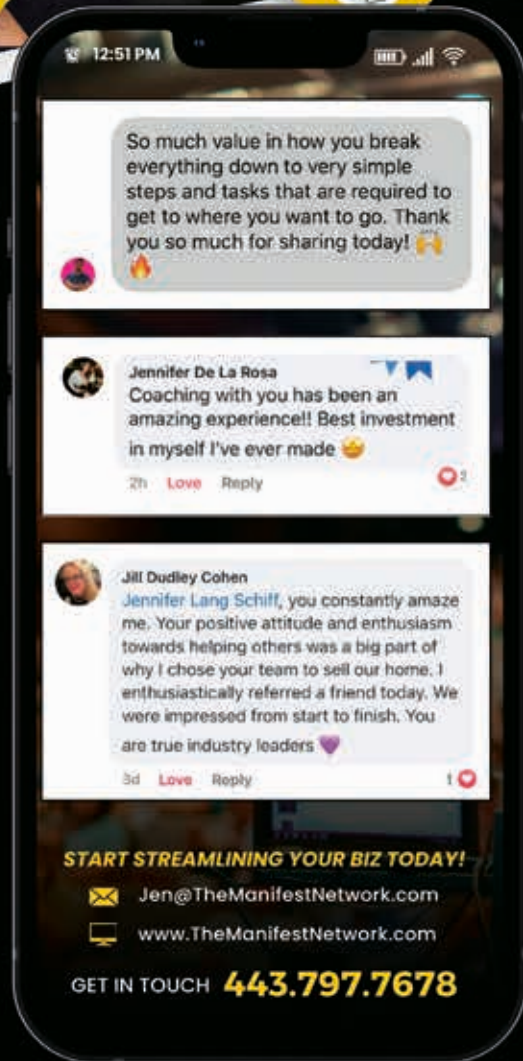
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