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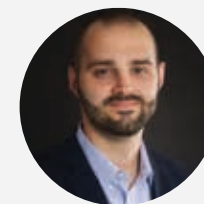
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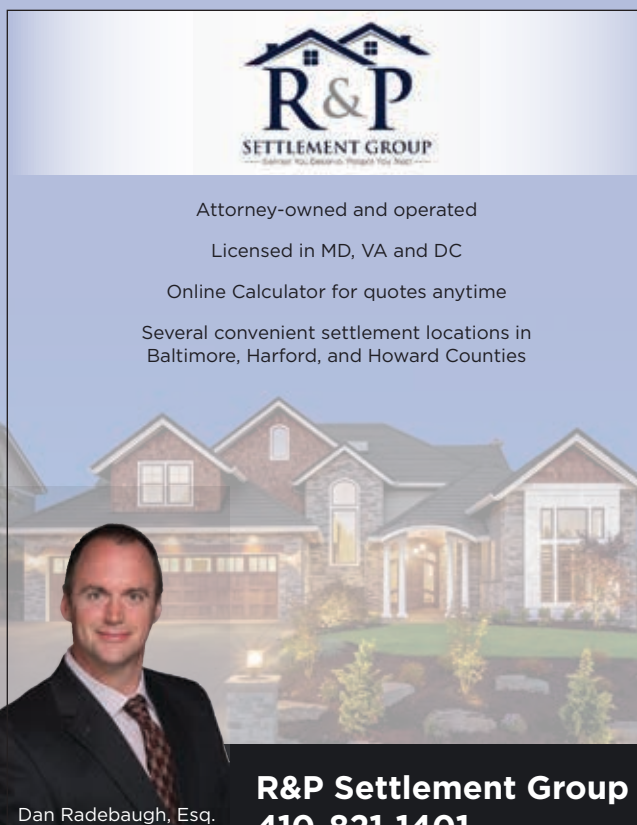
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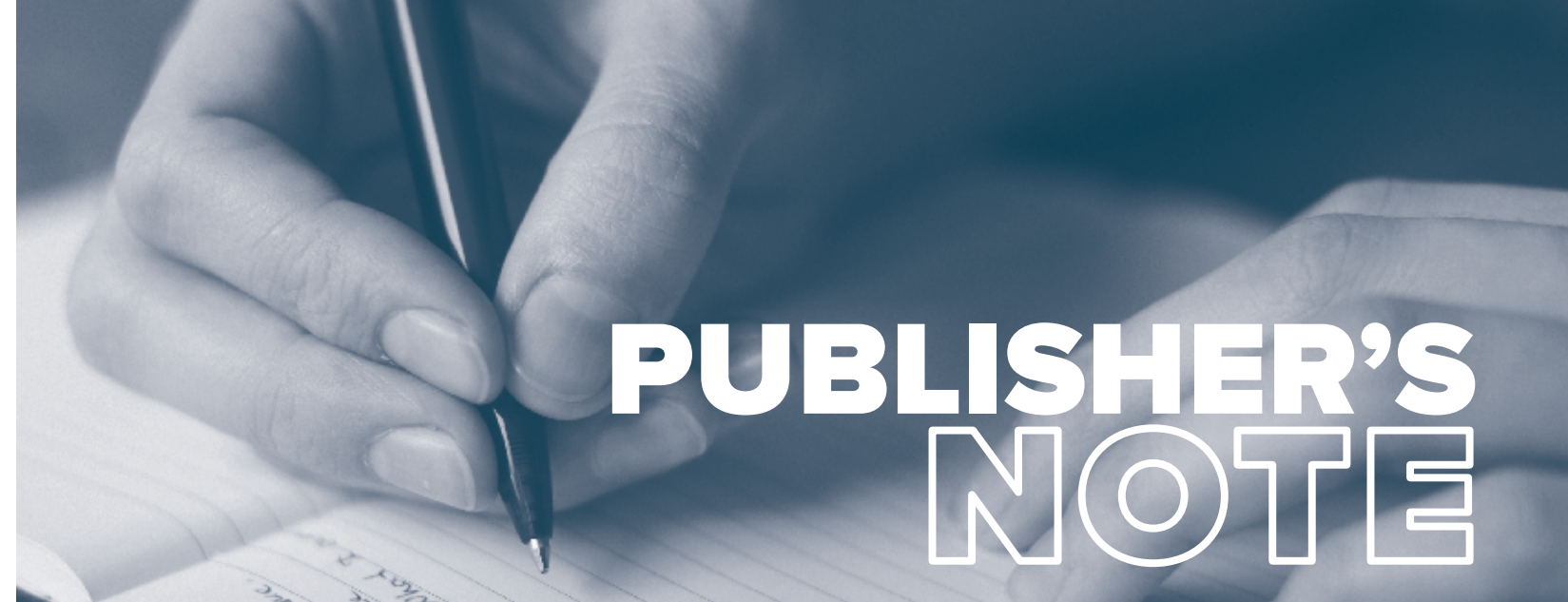
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# PUBLISHER'S NOTE

Wow, August! Month eight of 2022, here we go. "The days are long and the years are short" seems to apply lately. This year is whipping past us.

We just wrapped up our 2022 Fifth Anniversary Soirée with our largest turnout to date ... and WOW. The comment I heard most was "best one yet." We love to hear it! The photo recap is inside this issue; be sure to check it out.

This edition is also chock full of reflection and revelations. Let's start with our cover: Santiago Carrera. Where to begin! I loved his story, but is it a fairy tale? He was a workaholic. He was on 24/7. Until he decided, that's just not sustainable. He took control and hired some help. He let go of his control-freak ways (a sure sign of operating in fear), and then don't you know, he allowed more help to come in.

Then tragedy strikes; his mom was dying, and he was able to spend many months with her and his family. His business thrived ... all while he was in another country. Now that's teamwork! You know what else I love about Santiago — his energy. He's all about the vibe. He asserted himself in this industry by being a translator, FOR FREE! He knows how to translate the positive energy, no matter what language people speak.

Then there's Jennie Ricker. She got real and vulnerable too. This Rising Star went through a tumultuous divorce. Then, as

a single mom with four kids, she had to start anew. Like, brand new. So that's what she did. It wasn't easy but she was resourceful and open. It wasn't pretty, but she is hoping that by sharing her story, she may help others ... who stay in that bad relationship too long. She reminds us, you will find all the strength you need within yourself to make the change. She is living proof!

Our preferred partner, co-owner of AJ Designs Staging, also went deep and talked to us about her struggle with a loved one dealing with mental illness. Why are we not talking about these things more? This is crucial in our world today, and we all know it. We have to make it okay, truly, to talk about these things. This is a safe space. This is a safe community. We will keep driving that point home.

Switching gears, our agent to watch, Angelo Cooper claims to be guarded and was reluctant to open up. Sure it took him a minute, but once he did, man his passions came through loud and clear. And there are a many! He is a man of many interests with one strong and steady heart for his family. That's what he's all about! Helping guide and empower his children as they figure out their lives.

Finally, we got to sneak a peek at the home of Katie and Rick Byrd of Byrd Design and Build! Can we just say — jaw-dropping! Can we also add — this couple is so dang cute! We got to see what they both obsess about. He's into houses (obviously), and she's a gourmet (vegan) chef and foodie. They've revolutionized the design and build game, bringing it to the masses. We fell in love with one of Katie's mottos/sayings: to build a bigger table and not a taller fence.



Enjoy this issue and the rest of your summer!

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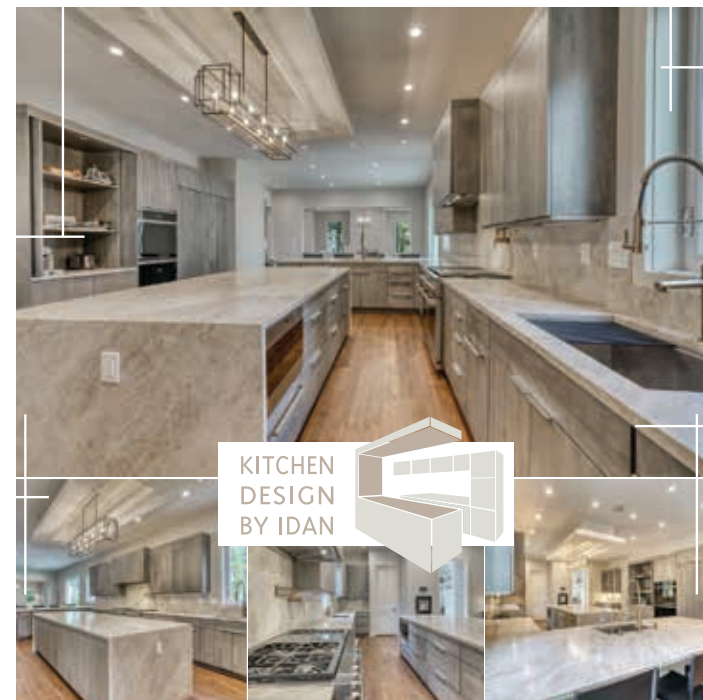
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# ASHLEY SCHIFF

## of AJ Designs Staging

### REDEFINING THE STRUGGLE

Ashley Schiff is a visionary. For her, every house is a clean slate. When she steps into a home to stage, she has that creative vision where she can look past the imperfections and cut straight to the potential. As co-owner of AJ Designs, Ashley loves working with a blank canvas, and her aim is always to “make it beautiful and make it shine so that the houses come out winners.”

In her professional life, Ashley may be used to creating “winners” in the market, but that wasn’t always the case in her personal life. Something she has always kept private was the mental health issues that a loved one struggled with for quite some time and she battled managing every day. “The topic of mental illness is still taboo. People feel ashamed and embarrassed to talk about it, which can lead to further isolation and worsening illness... With mental illness, you see the potential in the person, but you come to the hard realization that you’re not going to win with them. You can’t change them until they want it for themselves.”

Coming to terms with this lesson was quite a challenge. She admits, “I finally got it after so long. You have to take a step back and focus on yourself and your family.” So that is exactly what she did — put the focus where it needed to be.

Sharing this struggle has helped. Ashley says “opening up can help make one feel less alone, and in turn, encourages others to speak about their struggles.”

#### FINDING HER OWN WAY

Ashley was born and raised in Pikesville and had a passion for fashion, and also had aspirations to be an interior designer or fashion merchandiser. She attended the University of Maryland College Park and got her degree in communications. While in college, she got a job in sales at the Purse Store and fell in love with luxury. Once she graduated, she took a position selling medical devices and eventually switched to selling pharmaceuticals. However, her passions were elsewhere, and she was feeling stuck. “I’d go into these doctor’s offices and say the same sales pitch every day. It just wasn’t fun anymore.”

Around that same time, her brother and sister-in-law, Mike and Jen Schiff worked in the real estate industry (The Schiff Home Team), and Jen had recently staged her first home. Jen knew Ashley wasn’t happy with her work and asked if she wanted to help with staging. So that was how the A (Ashley) and J (Jen) joined forces. “We started super small, while I was working full-time. We’d bring in accessories and small items. Nothing big because we really didn’t have anywhere to store it, or so we thought.” But as they grew, they began using Jen’s garage. The more that The Schiff Home Team developed, the more significant the staging business got. Other REALTORS® started seeing their work, and the business grew. For the first year or so, the two of them staged homes as the Staging Divas!

...







Eventually, though, Jen decided she wanted to focus on other businesses within the industry and would become the silent partner. Ashley gave up her position in sales to take over the business entirely, and the rest is history.

In those early days in 2012, they'd rent a U-Haul, and it would take them an entire day to stage a single home. Since then, Ashley has streamlined the whole process, now taking just 45 minutes to get a home staged. "I prepare everything in the warehouse ahead of time. So when we get to the house, I know exactly where everything is going to go. And it's like a one-two-three kind of thing! But I always make sure to bring extra artwork and accessories just in case."

Today, AJ Designs has a 3,500-square-foot warehouse and a truck with two full-time employees. Efficiency is what they are all about. Ashley says they staged 300 vacant houses last year alone, which is what they primarily do. They are already on pace to beat that number this year.

Other services this team offers are consults for homeowners, where they'll go through how to set up their homes for sale and prep it for photography, getting it market-ready. They offer a walk and talk consult and will bring accessories and

artwork only to the location. In addition, they do occupied stages where they bring in filler pieces of furniture to optimize the space and other essential items to make the house pristine to hit the market. Incidentally, Ashley has done interior decorating as well. "This isn't something I focus on because it is time-consuming, but I do have some clients that I've worked with throughout the years."

#### STRUGGLE VERSUS JUGGLE

Ashley lives in Pikesville and has two children, Grayson, who will turn 7 years old in September, and Carter, who is 4 and a half years old. The boys keep her busy; Grayson loves playing baseball, basketball, and lacrosse; meanwhile, Carter just started with tee-ball and also loves karate. When asked what Ashley does for fun, she laughs, "I have two boys, and I'm a business owner." For now, she says that is all the fun she needs in life.

Recently she was reminded of this very thought in a meme that said how sometimes people refer to their kids and all their activities as the daily struggle. That didn't sit well with her. "It's not a struggle. It's a juggle! Like, you're not struggling with the kids. You're just juggling it and trying to figure it all out." It is in that juggle where Ashley finds her joy.



“  
IT'S NOT A STRUGGLE.  
IT'S A JUGGLE!  
”

Ashley Schiff and her two boys, Grayson and Carter



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# Jennie

## RICKER

▶ rising star

By Molly Laurysens  
Photos by Maryland Photography Inc.



## mother of **reinvention**

**W**hat do you do when you are in desperate need of a transformation as a 40-something? Ask Jennie Ricker; she has some pointers. Jennie was in “a toxic and unhealthy relationship” and concedes, she stayed for far too long. She

had four young kids, and further complicating the situation, her career was intertwined with her ex. When baby number two was on the way, she quit her teaching job as a dance instructor at high school and opted to work from home so she could help build the business from the ground up.

Born and raised in New Jersey, this professed “Daddy’s girl” had to summon all her courage to face this and do right for herself and her children. For her, the first and hardest step was deciding, “You just have to decide... I would tell any woman that you will absolutely find, within yourself, what you need — that girl power is there! It’s going to get you where you need to go.”

While leaving was the right thing, “It felt like I was cutting away my only lifeline...” and it eventually became a nightmare of a divorce, Jennie says, with “four different lawyers, one representing each of us, another for the kids, and then a fourth for the business. It was a battle, it got ugly, and it was brutal.”



Jennie Ricker and her two daughters: Julia and Dani.





“  
If sharing my darkest hours can help just one person, then it's worth it. That's what life is all about.  
”



#### Reinventing Jennie

Jennie says they were upside down in everything and even had to short-sell their marital home. Then as fate would have it, one day she was talking with one of their business partners, Bob Lucido. “I remember it like yesterday. I know exactly where I was standing in my old family room, and I said to Bob, ‘What am I going to do now? I have four kids, and I can’t rely on him and have to take care of them.’ Bob said, ‘Get your real estate license. I’ll teach you how to be successful.’”

That motivated Jennie. “Those were powerful words for me to hear at that time. In that moment, I knew I’d be able to take care of my kids. I just needed somebody to tell me.” Jennie left the relationship in 2014 with her four kids. They were officially divorced in 2015. Jennie credits Bob for throwing her a much-needed lifeline that would forever alter her and her children’s trajectory.

In 2016, while simultaneously juggling raising her kids alone and studying for the exam, she got her license. The good news: She would build her very own foundation. The bad news: She was starting from scratch. She couldn’t call on the network she had created within the home building business; the divorce had sullied that. She had no support system close by. Still, she put one foot in front of the other and stayed the course, hustling to learn and grow.

She wholeheartedly admits those first couple of years in real estate were tough. But “I just kept learning and educating myself because I think we can always improve. I kept asking questions and talking to people who were successful in the business and noticed the patterns.” That persistence and willingness would pay off. In 2021, a record year, she sold 46 units totaling 19.3 million. “I am still in shock when I see that number. It’s humbling for me because I know it can go away quickly if I let up. But it’s also motivation to make me work harder and harder.”

Her quest for progress continues, and her servant’s heart mentality never wavers. She mentors new agents on the Lucido Team, “I love sharing what worked, what didn’t, and hopefully get people to success faster than

my route.” In addition, she is an avid supporter and volunteer of the Humane Society in Carroll County. She volunteers each Friday to help socialize the cats and shares adoptable pets on her social media, helping animals find their forever homes.

#### Jennie’s Why

Jennie’s four kids are her reason. The roster is deep and impressive. The oldest, Jake, is 25 and has high-functioning autism, and works part-time as an online grocery checker at Walmart. “I’m so proud of him! His picking rates are the best out of anyone in his department.” Jennie chose to live in Carroll County because of the Ride with Us program, where Jake gets picked up and dropped off at his job. Next up is Dylan. At 21 years old, Dylan recently transferred to the University of Maryland and is studying political science and government, intending to attend law school. Then there’s Julia, who is 18 years old and will start studying nursing at Elon University this fall (honors program). Julia is also an author, self-publishing a book of poems titled, Yesterday’s Sanctuary (available on Amazon) which Jennie says helped Julia get through the divorce. Jennie’s youngest is Dani, who, at 14 years old, is in the honors and gifted program and will be starting high school this fall. Dani is a major animal lover and cat enthusiast.

For fun, Jennie plans little trips with the kids that bring “us back as a family where we can forget all the cares of the world.” Last year they went to Deep Creek Lake; another time, they took a spontaneous trip to Shenandoah National Park so they could see the leaves changing. They also spend time with Jennie’s parents in the winter in Florida.

Jennie has moved forward and has a partner in Steve, who also has four children. Since the divorce, she has also learned to accept and even forgive. “I let the anger go, and I had to forgive. It doesn’t mean I forget. But it wasn’t healthy for me to be that angry either.” Mostly, she didn’t want that for her kids. They are her reason and why she shares so much of her story. “If sharing my darkest hours can help just one person, then it’s worth it. That’s what life is all about.”



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▶ agent to watch

By Molly Lauryssens  
Photos by Maryland Photography Inc.

# ANGELO

# COOPER

---

*Angelo Cooper has quite a collection. Not that he is one to show off or brag about these things. He tends to be more guarded and humble. But if you dig into these collections, you can learn a bit more about him. He idolizes Muhammad Ali (and has a bust of him) because Ali represented so much more than any sport. He also has an art collection and an impressive compilation of comic books and stamps, speaking to his vintage tastes and versatile, classy style. He has an assortment of belts and watches, which he usually gets when traveling with the family. He is a family man through and through.*

---

While he is not much of a jewelry guy, he does have a meteorite bracelet he dons occasionally because “it’s a precious metal from out of this world.” These treasures, he says, are a unique part of him, “I’m always looking for something different.” Angelo has varied tastes, just like in his real estate career. He’s not just a residential agent but works regularly in the commercial space as well. He owns several multi-unit buildings and is growing his portfolio of investment properties.

#### **This Entrepreneur Started Early**

Angelo got his unofficial start in real estate in 1998 when he bought an apartment complex with a college friend, Dennis White. They attended Coppin State University together. When they made this purchase, Angelo was transitioning back to Baltimore from Philadelphia. He had taken some time to pursue his Master of Business Administration at Temple University. Angelo also worked at Progressive

...





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...

Insurance as an adjuster. Then that following year, he decided to buy his own apartment building in Charles Village right near Johns Hopkins, which has been one of his most lucrative investments.

Eventually, Angelo discovered that he adored real estate so much that he wanted to get his license for the sole purpose of investing. So in 2000, he got his license, "Getting licensed was my way of educating myself about the industry... I also realized that growing up, especially in an urban community, sales is kind of like a dirty job, but as long as you're professional, and can educate people about the product, it will sell itself." In 2002 he worked on his first rehab; falling even deeper in love with real estate.

Angelo credits his mentor, Cathy Dorsey, who not only helped secure the apartment complexes but took him under her wing. They got along so well that "after a while, we started our brokerage, Dorsey and Cooper Realty. Cathy was gracious to show me the business."

Things shifted gears for him in 2011, when he had an opportunity to become a part-owner in the Keller Williams Market Center.

Real estate checks all the boxes for Angelo. "It allows me to give back and



From left to right are Brian Hall, Arielle Massenburb and Angelo Cooper

help others, whether it's in the form of ownership or empowerment through investing. It's very lucrative as well, and it's an opportunity for me to network, meet people, establish relationships because ultimately it's not what you know, it's who you know."

Angelo has been going strong and staying consistent through the years. In 2021, he sold 60 units for \$14 million with his small team consisting of two other agents. His goals are not merely production-based (\$50 million in sales over the next two years) but also include expansion. He is licensed in Maryland, DC, Pennsylvania, and Virginia and is working towards getting licensed in Georgia and California, where he has family and investments. Additionally, he wants to continue to hone his commercial investment portfolio. But to be clear, he maintains a stern mindset in his approach, it's always quality over quantity.

**Family First and Always**

At the center of his world is his family. Angelo's father, Melvin passed away eight years ago from prostate cancer. He was only 68 years old. This spurred Angelo into action and

he spearheads an annual campaign, Zero Prostate Cancer, giving people in the community free testing. Angelo's mom, Sandra, has retired not once but twice and still likes to stay active. She works part-time at the University of Maryland. She is a two-time cancer survivor (1998 and 2008), so Angelo contributes regularly to cancer-related causes.

Angelo credits his parents for molding him into who he is today, and he wants to do the same for his kids. "One of the most important things for me is to be there for my kids as they continue to figure out life." He and his wife, Marni, have three kids: 29-year-old Howard Rice Jr., 20-year-old Faith, and 18-year-old Angelo.

For fun, this family loves to travel. "Before COVID, we went everywhere! I'm just real big on exposing my kids to many different things." Some of their favorite spots include Dubai and Paris. You see, Angelo isn't just a collector of things. He is a collector of moments and memories too. Investing time with all his family is what he treasures the most.



Daughter: Faith Cooper, Mother: Sandra Cooper, Wife: Marni Cooper, Angelo Cooper, Grandmother: Mary Faith Anderson, Youngest son: Angelo Melvin Cooper, Jr., Elder son: Howard Rice, Jr., and Mother-in-law: Marion Anderson.



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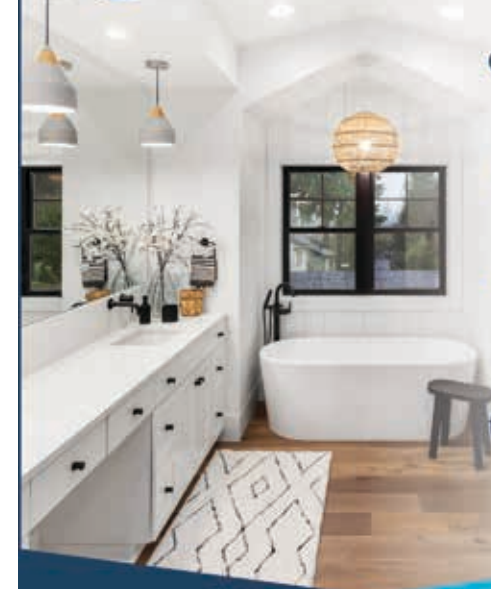
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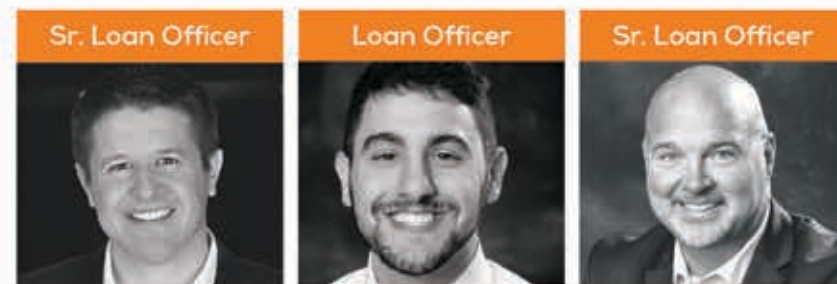
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# Rick & Katie BYRD

## *Byrd Design and Build*

**O**bsessed — Rick Byrd wholeheartedly acknowledges it. These days, it's real estate, and that obsession started about five years ago. There came a time that his wife, Katie, actually "threw in the towel" on this obsession. Rick recalls the exact moment it happened, "She was always giving me crap — saying you're always working, you're always on! I'm not even kidding. And then one day, she just stopped and said, you know what — I realize that you love it, and you aren't even really working. Like, it's love for you!"

Katie confirms the story; yes, she gave him crap, and, no, "I don't want to take him away from something he is passionate about," she says. Throwing in the towel opened the flood gates as Katie laughed, explaining, "The amount of links to properties that he sends me on my phone is just ridiculous!"

Welcome to the love language of the Byrds! There was another incident epitomizing this love of the owners of Byrd Design and Build. Early in Rick's career, when he was working in construction for someone else, his

passion was architecture, and he always dreamed of starting his own business. But then his father passed, and due to financial constraints, he had to step away from college to work two jobs. According to Katie, the architecture business was all he could talk about at that time. Katie got tired of the talk and told him, "I love you to death. I love your idealism, and you're a dreamer, and you have all these great ideas. But if you're not going to start this business, you need to shut the [freak] up!"

Rick chuckles about it now and gives Katie credit for igniting him. "I swear to God; she said those exact words [expletive included], and I was just like, whoa, I'll show you." The next day, he jumped on a legal zoom and started the business.

This was 2011, and while Katie didn't join the business until 2017, it wasn't their first time working together. They met while bartending at a restaurant in Hunt Valley while they were both in college. "We were really a great duo behind the bar," Katie adds; that's when their love language began.







“  
*I love helping people and being able to change that house or even that street. I like taking crappy houses and turning them into art.*  
”

#### *Getting started*

Katie grew up in Harford County and went to Towson University for Marketing. Once she graduated, she began in the financial industry. Later she transitioned into health care as the Director of Marketing for an assisted living facility, eventually working for Stella Marris as a field liaison, traveling frequently. When she was nine months pregnant with their first child, traveling began to take a toll. At this point, Byrd Design was booming, and she saw how her skill set could help. “It was an all-hands-on-deck type scenario, so I knew it could be a full-time position for me.” She began working in the family business when her maternity leave was over, managing the sales staff, and tackling administrative duties.

Rick grew up in Baltimore County and went to Maryland Institute for Creative Arts (MICA), studying architecture and interior design. At that time, he worked for an established contractor, he says, slamming a hammer around. He worked his way up from helper to Vice President of the company (and was still bartending).

Rick quickly learned working in the field that contractors always seemed to “think very highly of themselves and very little of architectures, designers, and engineers, and the same thing goes for architectures, designers, and engineers- they didn’t think highly of

contractors.” He saw a need to bridge this gap. Another thing he noticed, it seemed only the wealthy could afford good design. He thought, “How do I make good design and construction available to a larger population than just the wealthy 1%?” So Rick had it in his sights; he would open an authentic design and build company for the masses. “I love helping people and being able to change that house or even that street. I like taking crappy houses and turning them into art.”

From architecture to real estate, Rick is all in. The more that Rick gets into real estate, the stronger this drive grows. “I’ve been on this path of self-growth that’s been unstoppable,” he says. This unquenchable thirst for knowledge has him getting licensed in nearly everything. He’s a licensed agent in real estate and about to get his broker’s license. He’s a licensed general contractor, a new home builder, has got his CCM, and is about to become a broker in three different states. He strives for continuous growth, “It just makes you a better person, and it makes you give a better product, and ultimately you give better service.” Rick is not interested in helping people buy and sell houses. For him, it’s all about investments. They don’t simply flip houses; they invest in “passion projects.”

Katie’s quest for knowledge continues as well. During the pandemic, when things were uncertain, she went back to school for interior design. She says the experience was eye-opening and helped pivot their marketing efforts, “The pandemic showed people that their houses weren’t suiting their needs. It opened my eyes to the marketing aspect of the problems we were all experiencing together. And we can tackle this with virtual design consultations and whatever.”

Katie noticed with limited inventory, people have to buy houses that don’t necessarily check all their boxes. “That’s where we can come in and help rethink a space so that it ends up working out for what they need.” She mentioned that even after putting in a contract on a home and waiting to settle, they’ve given estimates to help clients make informed financial decisions with their purchase. On this team, they have a host of designers and architects. However, they also work with clients who have their own designers or architects. Rick says they handle everything in the way of custom renovations. In addition, they also do new custom builds and commercial renovations.

#### *Family Time*

Katie and Rick live in Owings Mills with their two daughters: 4-year-old Lily and 1-year-old Taylor. Rick isn’t the only one with an obsession. This couple loves to entertain, and Katie is obsessed with cooking and hosting parties. Her motto has always been to build a bigger table and not a taller fence. So that’s what they did. They have an exquisite custom dining table for 12 people for Katie’s gourmet meals.



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▶▶ cover story

By Molly Laurysens  
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# santiago CARRERA

TRUST  
& LET GO

**2021 WAS A BANNER YEAR FOR SANTIAGO CARRERA, BEYOND WHAT'S LISTED IN ANY NUMBERS COLUMN OR ON HIS NUMEROUS AWARDS. THIS YEAR WAS EPIC FOR HIM BECAUSE IT USHERED IN A SIGNIFICANT SHIFT IN PERSPECTIVE. AFTER ALL, LEARNING TO TRUST AND LET GO DIDN'T COME EASY TO HIM.**

Once upon a time, not so long ago, Santiago was a professed workaholic. Whatever it took was his mentality. "I would work Monday through Sunday, from 7 am to midnight." His numbers kept rising. But the separation between his family and friends continued to widen. "Sometimes, we as real estate agents kill ourselves. And we kill our families to make money," he says. Deep down, he knew this was not sustainable.

So he decided to hire an assistant. At first, things had to be done his way. But he longed for change and stayed the course. Eventually, he was able to relax into the process of delegating. Things were going so well that he discovered he liked working with and mentoring others. Enter a few more assistants. Soon, some of those assistants became licensed agents, and they all kept growing. They became like family to Santiago, more than just mere associates.

Then comes January 2021. During Facetime with his parents, he sees that his mom, fighting cancer, is not looking so good. He knew right then and there that he needed to be with her and the rest of his family. On February 1, he headed back to his hometown in Ecuador. He took the next six months to be with his family as they said goodbye to their matriarch. She passed on June 16.

During those months, he says he had the time of his life! Of course, it was a challenging time too. But being there was such a gift for him. Not only was he able to share this precious time with his family, but he experienced a feeling he'd never known before. "[This time away] gave me a power that I never knew. I understood that what I had built was solid. My business was very solid. And my associates [had my back]!"

He gets emotional reflecting on all those months his team "covered" for him. He says they never once told a client what was going on. It was both humbling and liberating how they stepped up for him in big ways, and he won't ever forget it.

#### TRANSITIONS

In Ecuador, Santiago had his own meat wholesale business. He met his wife, Cristina, while in college. She was a friend of his sister's. When she went to the United States, Santiago followed her here, and some 20 years later, he admits the initial move was rough. He went from a successful business owner to doing random jobs, while trying to make ends meet. He sold toys and worked at a restaurant. His first job here was as a house cleaner (\$7 an hour) and painter (\$10 an hour), which didn't end well. "It was awful. I had never done that kind of thing. I was a boss in my own







country; I actually got fired from painting. I sucked so bad,” he laughs about it now.

While working these odd jobs, he and Cristina thought of buying a house and requested a meeting with a lender. While they knew they weren’t ready just yet, they had a lot to learn. This didn’t end well either. “This was the worst meeting I’ve ever had in my life. It was in 2005 when the market was booming. The guy made me feel like I was wasting his time.”

This incident incited something in him. He recognized a need for education and vowed to do better. “It doesn’t matter if you speak English or not, or if you are from this country... There are many things that people don’t know. Especially [as a foreigner], and I’m going to educate people and make sure they understand the process.”

Real estate came into his world again when Santiago came across a gentleman handing out flyers, asking if he wanted to buy a house. Santiago said no but as that gentleman was leaving, he asked if he could help him translate. Boom! Santiago started that following Monday, while working for free, and began to learn how things worked. Eventually, Santiago got licensed in 2009. Since then, he’s grown personally and professionally. 2021 was a record-breaking year for sure, when he was out of the country for six months, he sold 102 houses for \$30 million, thanks to his team. He received awards from Exit Mid-Atlantic as top-producing agent in closed commission, sales volume, buyer units, buyer volume, and was also named agent of the year for 2021.

#### TRANSLATING ENERGY

Everything happens for a reason; Santiago says he firmly believes that. He also knows language is not necessarily a barrier for his clientele. He speaks Spanish but doesn’t just deal with Spanish-speaking families. “Sometimes, it’s not the language. Of course, it’s always good to have a translator, but sometimes that isn’t possible, and I have to transmit that vibe and find a way to connect and make sure that people understand me.”



“  
IT DOESN'T  
MATTER IF YOU  
SPEAK ENGLISH  
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Santiago and his father, Roberto



He and Cristina live in Ellicott City and have two kids: 18-year-old Hillary, who has a penchant for baking and intends on going to culinary school to pursue that dream, and 15-year-old David, who is into soccer. David and his team traveled to California recently to play in a tournament.

Traveling is what this family is all about. The entire Carrera clan plans to travel to Qatar to take in the World Cup. This is where the fairytale actually takes over in Santiago's real life. Before his dramatic realization of 2021, he wouldn't even take one day off, let alone an entire vacation. He was all about this supposed hustle. Now he wants to have four-plus vacations — his hustle has surely evolved!

**FIVE FAST, FUN FACTS WITH SANTIAGO:**

**BRP: WHAT IS YOUR FAVORITE DRINK?**

**SANTIAGO:** My favorite drink is a mojito, but I like it with a double shot of Malibu in it.

**BRP: WHAT'S ONE THING ON YOUR WISH LIST?**

**SANTIAGO:** To own a 1969 Mustang; it can be silver or red.

**BRP: WHAT ARE YOU DOING ON A FRIDAY NIGHT?**

**SANTIAGO:** I'm usually home.

**BRP: SUNDAY AFTERNOON?**

**SANTIAGO:** That's family time. After church, I am usually doing stuff with the family.

**BRP: DO YOU HAVE A PERSONAL MANTRA?**

**SANTIAGO:** I have two: Everything happens for a reason, and everyone deserves a second chance.

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Oh, what a night! On Thursday, June 23, 2022, over 400 Real Producers and Preferred Partners gathered at the eclectic and historic Baltimore Museum of Industry. It was a spectacular Baltimore evening; the energy was electric, and there was magic in the air with this record-breaking crowd. If you attended, thank you for coming! And if you had to miss it, see you at the next one!

event recap

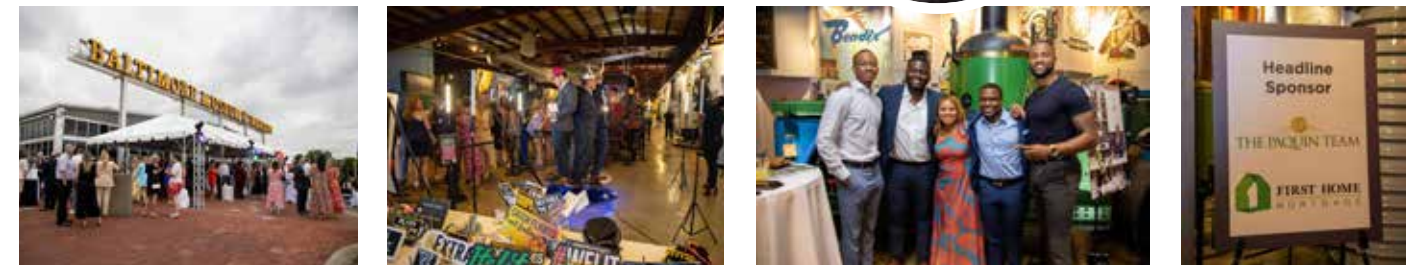
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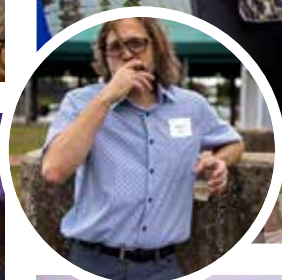
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Unsung Hero — Skyler Carpenter



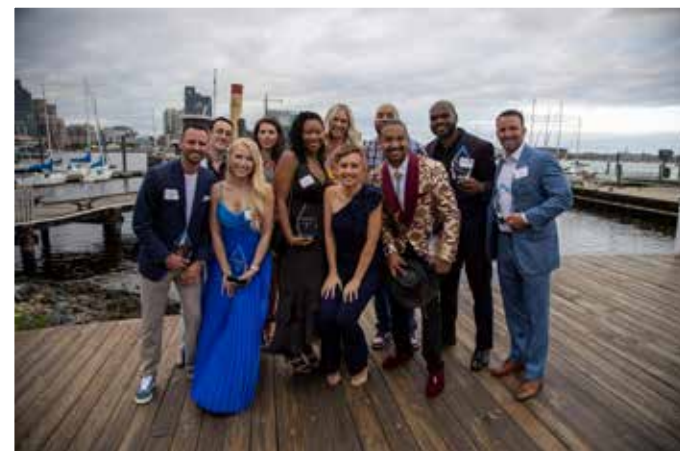
Rise and Grind — Jessica Young-Stewart



Ultimate Connector — Tina Beliveau



Leader of the Year — Sean Wilson (award accepted by John Gilmore)



The 10 Award Winners of 2022



Rising Star — Sara O'Malley



Feature of the Year — Stephen Pipich



Contributor of the Year — Karriem Hopwood



World Changer — Dan Brover



Team Player — Eric Clash



Partner of the Year — Ryan Paquin





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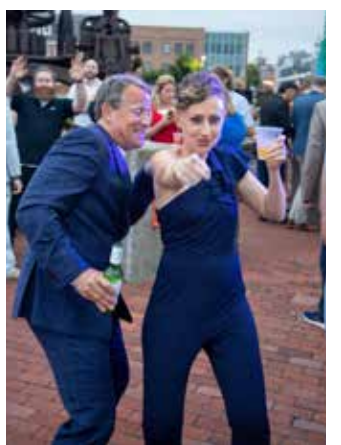
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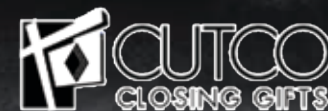
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## Sam Rosenblatt

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Source: Scotsman Guide 2022

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Tammy Andrews has been in the mortgage industry for over 35 years, leveraging her wealth of knowledge in servicing her clients and supporting the real estate professionals.

Academy Mortgage is a big company with a small-town feel. When you work with Tammy Andrews, she is personally available to talk about your clients' home loan choices. As a direct lender, Academy's entire loan process is handled in-house. Tammy and her team will be in control of your client's loan throughout the entire process allowing loans to be closed quickly and efficiently.

Tammy prides herself in being a realtor partner with all their needs. In addition to caring for homebuyers she is working with, she aids her agents with seller services, sharing her knowledge and insights, assists them with expanding their brands, as well as achieving and exceeding their professional goals. Tammy is also an educator and mentor in the real estate industry, teaching CE credits with the board of realtor associations, consumer education courses, and new agent training. Her nurturing and calming nature provides her clients and partners with a peace of mind throughout the process.

Let Tammy and her team help you and your clients find the ideal mortgage and experience the Academy difference.

More than 27 years ago, I became a mortgage originator because I wanted to help people achieve their dream of homeownership. This is still the reason I go to work every day and is what continues to inspire me about what I do.

Buying a home is a major life event and my team and I love working alongside my realtor partners, showing people how simple and seamless the homebuying process can be. I am grateful for the trust my realtor partners and clients place in me, and I make sure they are informed every step of the way.

I enjoy the challenge of tackling unique lending situations and saving loans close to being denied by another lender. My team and I are readily available—including in the evenings and on weekends—and can be flexible to meet demanding closing dates. My realtor partners and clients know they can count on me, which has resulted in lifelong relationships.

In my 12+ years with Academy Mortgage, I have closed home loans for more than 5,731 individuals and families, totaling more than \$1.7 billion. One of the many reasons I love working at Academy is that, as a direct lender, all decisions and actions related to processing, underwriting, and funding loans are made locally. My team and I know this market. We all live here and have purchased homes here too!

Delivering the dream of homeownership is what I do! I look forward to the opportunity to partner with you soon.



# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from January 1-June 30, 2022

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
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3	Melissa M Daniels	NVR Services, Inc.	345.5	\$178,528,877
4	Kathleen Cassidy	DRH Realty Capital, LLC.	229	\$122,305,027
5	Lee M Shpritz	Ashland Auction Group LLC	198	\$12,615,451
6	Robert J Lucido	Keller Williams Lucido Agency	159.5	\$99,449,451
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	138	\$65,651,668
8	Shawn M Evans	Monument Sotheby's International Realty	130	\$90,392,150
9	Lee R. Tessier	EXP Realty, LLC	126	\$49,119,317
10	Joseph A Petrone	Monument Sotheby's International Realty	111	\$63,688,424
11	Larry E Cooper	Alex Cooper Auctioneers, Inc.	104	\$13,036,914
12	Jeremy Michael McDonough	Mr. Lister Realty	90	\$39,478,777
13	Nickolaus B Waldner	Keller Williams Realty Centre	87.5	\$39,919,180
14	Charlotte Savoy	Keller Williams Integrity	84	\$42,538,559
15	Thomas S Hennerty	NetRealtyNow.com, LLC	80	\$49,222,080
16	Alexander T Cruz	Cummings & Co. Realtors	80	\$16,146,750
17	Lois Margaret Alberti	Alberti Realty, LLC	79.5	\$25,118,030
18	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	78.5	\$36,447,103
19	Phillippe Gerdes	Long & Foster Real Estate, Inc.	77.5	\$32,785,745
20	Gina L. White	Lofgren-Sargent Real Estate	68	\$27,187,356
21	STEPHEN PIPICH Jr.	Corner House Realty North	66	\$19,886,900
22	Alan Ray Porterfield Jr.	Genstone Realty	66	\$18,438,900
23	Laura M Snyder	American Premier Realty, LLC	62.5	\$21,760,841
24	David Orso	Berkshire Hathaway HomeServices PenFed Realty	59.5	\$53,714,739
25	Benjamin J Garner	212 Realty	58	\$23,782,650
26	William C Featherstone	Featherstone & Co.,LLC.	56.5	\$15,899,299
27	Vincent J Steo	RE/MAX Community Real Estate	56	\$18,230,349
28	Charles N Billig	A.J. Billig & Company	55.5	\$9,612,800
29	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	55	\$15,442,711
30	Matthew P Wyble	CENTURY 21 New Millennium	54.5	\$29,362,403
31	James T Weiskerger	Next Step Realty	54	\$29,193,590
32	Un H McAdory	Realty 1 Maryland, LLC	52.5	\$28,281,500
33	Tony Migliaccio	Long & Foster Real Estate, Inc.	52	\$19,415,640
34	Jeannette A Westcott	Keller Williams Realty Centre	52	\$30,052,070

RANK	NAME	OFFICE	SALES	TOTAL
35	Bradley R Kappel	TTR Sotheby's International Realty	50.5	\$109,249,500
36	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	50.5	\$23,347,810
37	Shekhaar Gupta	EXP Realty, LLC	50	\$20,826,300
38	Jonathan Scheffenacker	Redfin Corp	50	\$18,569,599
39	Daniel Borowy	Redfin Corp	50	\$22,708,101
40	Gina M Gargeu	Century 21 Downtown	49.5	\$9,868,850
41	Matthew D Rhine	Keller Williams Legacy	48	\$23,401,687
42	Louis Chirgott	American Premier Realty, LLC	48	\$19,765,968
43	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	48	\$14,883,500
44	Donna J Yocum	Keller Williams Realty Centre	47	\$32,936,667
45	Derek Blazer	Cummings & Co. Realtors	47	\$17,546,650
46	Nancy A Hulsman	Coldwell Banker Realty	46.5	\$20,379,600
47	Michael J Schiff	EXP Realty, LLC	46	\$15,549,438
48	Timothy Langhauser	Compass Home Group, LLC	46	\$16,334,270
49	Mark A. Ritter	Revol Real Estate, LLC	45.5	\$21,427,802
50	Jared T Block	Alex Cooper Auctioneers, Inc.	45.5	\$9,091,555

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# SPOTLIGHT ON April Kuciara

Three years ago, in April 2019, April Kuciara began her employment journey with Certified Property Inspection. The owner, Justin Sapp, was looking for a capable admin to assist with daily tasks at the company. Luckily, a networking associate, Irv Betch, suggested that his daughter April apply for the position. With her vast experience in customer service from working in the glass business in the Baltimore region, April quickly proved that she had the skills necessary to navigate the fast-paced environment. April's contributions to the company were an essential aspect of the company's growth. Thus, as the company expanded and it was time to hire additional staff, April was promoted to office manager.

When asked about April and her role in the company, Sapp said, "April is our 'Admin of the Universe!' She's just one of those people that, simply put, gets shit done!! As our office manager, she not only oversees our day-to-day workload, she handles our various CEs, licensing and renewals, and the million other things we have to stay on top of. Honestly, I'd be lost, buried under a mountain of paperwork and procrastination without her. I'm so thankful that we have her."

April shares that she loves her job because every day is something new. She describes an average workday: "I answer the phones, maintain contacts with our realtor partners, our staff, and our customers to help ensure every inspection is scheduled properly and runs smoothly." She also shares, "I stay on top of all our licensing, certifications, and testing equipment for Maryland, Pennsylvania, and Delaware. I maintain a large spreadsheet and database with all the pertinent details, including expiration and renewal dates."

When April is not at work, she spends time following her children's sporting activities, including Field Hockey which is her favorite. A true Baltimorean at heart, she is also an avid fan of Orioles Baseball! But primarily, April values time spent with her family. She says that she enjoys most sitting at the dinner table, with everyone there and she can relax and enjoy their company knowing they are all safe and together.

- Sponsored Content from Certified Property Inspection



April with her husband Chad and their daughters

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from January 1-June 30, 2022

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	Missy A Aldave	Northrop Realty	32.5	\$13,254,784
102	Montaz Maurice McCray	Keller Williams Realty Centre	32	\$10,816,099
103	Kim Barton	Keller Williams Legacy	32	\$12,951,799
104	Melissa Barnes	Cummings & Co. Realtors	32	\$12,088,161
105	Heather Crawford	Redfin Corp	32	\$11,354,366
106	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	32	\$15,848,761
107	Christina J Palmer	Keller Williams Flagship of Maryland	32	\$26,714,765
108	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	32	\$12,672,000
109	Kate A Barnhart	Keller Williams Gateway LLC	32	\$8,964,790
110	Jennifer H Bonk	Keller Williams Flagship of Maryland	31.5	\$14,834,750
111	Liz A. Ancel	Cummings & Co. Realtors	31.5	\$11,851,950
112	Luis H Arrazola	A.J. Billig & Company	31.5	\$4,144,425
113	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	31.5	\$13,550,148
114	Michael Frank	Berkshire Hathaway HomeServices PenFed Realty	31	\$10,719,493
115	Beverly A Langley	Keller Williams Flagship of Maryland	30.5	\$16,138,759
116	Joseph S Bird	RE/MAX Advantage Realty	30.5	\$14,726,900
117	Keiry Martinez	ExecuHome Realty	30	\$10,543,788
118	Francis R Mudd III	Schwartz Realty, Inc.	30	\$13,353,900
119	Anthony M Friedman	Northrop Realty	30	\$18,511,000
120	Trent C Gladstone	Keller Williams Integrity	30	\$16,972,100
121	Douglas E Magill	Magill Generations	30	\$16,599,168
122	Terry A Berkeridge	Advance Realty Bel Air, Inc.	30	\$8,139,600
123	Carley R Cooper	Alex Cooper Auctioneers, Inc.	29.5	\$4,306,815
124	Terence P Brennan	Long & Foster Real Estate, Inc.	29.5	\$9,121,697
125	Wendy Slaughter	Elevate Real Estate Brokerage	29.5	\$15,215,312
126	Jory Frankle	Northrop Realty	29	\$15,062,988
127	Eric J Figurelle	Cummings & Co. Realtors	29	\$10,203,250
128	Saul Kloper	EXIT On The Harbor Realty	29	\$8,671,665
129	Shawn Martin	Keller Williams Flagship of Maryland	29	\$13,330,750
130	Samuel P Bruck	Northrop Realty	28.5	\$14,203,000
131	Tiffany S Domneys	ExecuHome Realty	28.5	\$6,278,200
132	Rebecca M Ravera	ExecuHome Realty	28	\$4,222,900
133	Christopher T Drewer	EXP Realty, LLC	28	\$7,090,560
134	AMELIA E SMITH	Redfin Corp	28	\$11,868,040

RANK	NAME	OFFICE	SALES	TOTAL
135	Peter J Klebenow	RE/MAX First Choice	28	\$5,191,690
136	Stephanie A Myers	Long & Foster Real Estate, Inc.	28	\$11,562,600
137	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	28	\$16,462,791
138	Kelly Schuit	Next Step Realty	27.5	\$11,151,400
139	Christina B Elliott	Keller Williams Integrity	27.5	\$14,266,550
140	Angelo M Cooper	Keller Williams Legacy	27	\$5,305,000
141	Julie Singer	Northrop Realty	27	\$12,368,132
142	Michele Schmidt	Keller Williams Flagship of Maryland	27	\$9,809,500
143	Victoria Northrop	Northrop Realty	27	\$15,325,430
144	Jennifer C Cernik	Next Step Realty	27	\$8,968,300
145	Ronald W Howard	RE/MAX Advantage Realty	27	\$10,880,250
146	VENKATESWARA RAO GURRAM	Samson Properties	27	\$20,503,838
147	Meighan E Sweeney	Cummings & Co. Realtors	27	\$10,113,900
148	Bryan G Schafer	Next Step Realty	26.5	\$10,756,900
149	Ashton L Drummond	Cummings & Co. Realtors	26.5	\$10,596,000
150	Karen Hubble Bisbee	Long & Foster Real Estate, Inc.	26.5	\$28,018,715

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# TOP 150 STANDINGS • BY VOLUME

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32	Georgeann A Berkinshaw	Coldwell Banker Realty	13	\$24,780,500
33	Heidi S Krauss	Krauss Real Property Brokerage	19	\$24,757,400
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36	Brian D Saver	Northrop Realty	26	\$23,382,500
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39	Laura M Snyder	American Premier Realty, LLC	62.5	\$21,760,841
40	Lauren Ryan	NVR Services, Inc.	43.5	\$21,485,036
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48	Bill Franklin	Long & Foster Real Estate, Inc.	41	\$19,659,550
49	Tony Migliaccio	Long & Foster Real Estate, Inc.	52	\$19,415,640
50	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	42.5	\$19,363,875

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from January 1-June 30, 2022

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	Ellie L Mcintire	Keller Williams Integrity	39	\$19,210,150
52	Marina Yousefian	Long & Foster Real Estate, Inc.	39	\$19,029,174
53	Arian Sargent Lucas	Lofgren-Sargent Real Estate	24.5	\$18,630,799
54	Jonathan Scheffenacker	Redfin Corp	50	\$18,569,599
55	Anthony M Friedman	Northrop Realty	30	\$18,511,000
56	Alan Ray Porterfield Jr.	Genstone Realty	66	\$18,438,900
57	Zachary Bryant	Northrop Realty	42	\$18,253,150
58	Vincent J Steo	RE/MAX Community Real Estate	56	\$18,230,349
59	Derek Blazer	Cummings & Co. Realtors	47	\$17,546,650
60	James P Schaecher	Keller Williams Flagship of Maryland	33	\$17,501,850
61	Colleen M Smith	Long & Foster Real Estate, Inc.	23	\$17,464,178
62	Shane C Hall	Compass	20.5	\$17,428,500
63	Jennifer K Chino	TTR Sotheby's International Realty	18.5	\$17,391,500
64	Jason P Donovan	RE/MAX Leading Edge	33	\$17,253,050
65	Trent C Gladstone	Keller Williams Integrity	30	\$16,972,100
66	Ricky Cantore III	RE/MAX Advantage Realty	33	\$16,602,905
67	Douglas E Magill	Magill Generations	30	\$16,599,168
68	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	28	\$16,462,791
69	Timothy Langhauser	Compass Home Group, LLC	46	\$16,334,270
70	Alexander T Cruz	Cummings & Co. Realtors	80	\$16,146,750
71	Beverly A Langley	Keller Williams Flagship of Maryland	30.5	\$16,138,759
72	Allen J Stanton	RE/MAX Executive	39	\$16,053,763
73	Sunna Ahmad	Cummings & Co. Realtors	25	\$16,034,295
74	James H Stephens	EXP Realty, LLC	41	\$16,029,780
75	John R Newman II	Keller Williams Flagship of Maryland	43	\$16,022,407
76	William C Featherstone	Featherstone & Co.,LLC.	56.5	\$15,899,299
77	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	32	\$15,848,761
78	Joshua Shapiro	Douglas Realty, LLC	33	\$15,574,140
79	Michael J Schiff	EXP Realty, LLC	46	\$15,549,438
80	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	55	\$15,442,711
81	Robert Elliott	Redfin Corp	34	\$15,420,491
82	Kimberly A Lally	EXP Realty, LLC	38.5	\$15,398,599
83	Victoria Northrop	Northrop Realty	27	\$15,325,430
84	Jessica DuLaney (Nonn)	Next Step Realty	37	\$15,312,250

RANK	NAME	OFFICE	SALES	TOTAL
85	Robb Preis	Redfin Corp	38	\$15,310,902
86	Jessica L Young-Stewart	RE/MAX Executive	37	\$15,234,790
87	Wendy Slaughter	Elevate Real Estate Brokerage	29.5	\$15,215,312
88	Kristi C Neidhardt	Northrop Realty	19	\$15,131,000
89	Jory Frankle	Northrop Realty	29	\$15,062,988
90	Sandra K Libby	Long & Foster Real Estate, Inc.	19.5	\$15,040,000
91	Elizabeth Ellis	Brookfield Management Washington LLC	23	\$14,915,549
92	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	48	\$14,883,500
93	Stephen H Strohecker	Berkshire Hathaway HomeServices PenFed Realty	16.5	\$14,878,945
94	Jeremy S Walsh	Coldwell Banker Realty	35.5	\$14,874,725
95	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	35	\$14,874,400
96	Jeff D Washo	Compass	36	\$14,866,500
97	John J Collins	Long & Foster Real Estate, Inc.	19	\$14,849,500
98	Jennifer H Bonk	Keller Williams Flagship of Maryland	31.5	\$14,834,750
99	Veronica A Sniscak	Compass	32.5	\$14,832,025
100	Joseph S Bird	RE/MAX Advantage Realty	30.5	\$14,726,900

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from January 1-June 30, 2022

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	Sarah E Garza	Keller Williams Flagship of Maryland	22.5	\$14,545,095
102	Christina B Elliott	Keller Williams Integrity	27.5	\$14,266,550
103	Samuel P Bruck	Northrop Realty	28.5	\$14,203,000
104	Ryan R Briggs	Anne Arundel Properties, Inc.	25	\$14,195,000
105	Tony A Zowd	Coldwell Banker Realty	32.5	\$14,144,200
106	Mitchell J Toland Jr.	Redfin Corp	42	\$14,020,657
107	Pamela A Tierney	Long & Foster Real Estate, Inc.	7	\$13,914,100
108	Jessica H Dailey	Compass	34	\$13,859,900
109	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	37.5	\$13,859,300
110	Karriem Hopwood	Corner House Realty	25	\$13,808,129
111	Elizabeth C Dooner	Coldwell Banker Realty	10	\$13,642,958
112	Christopher B Carroll	RE/MAX Advantage Realty	25	\$13,640,400
113	Steve Allnutt	RE/MAX Advantage Realty	17	\$13,637,975
114	Robert A Commodari	EXP Realty, LLC	36.5	\$13,610,600
115	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	31.5	\$13,550,148
116	Francis R Mudd III	Schwartz Realty, Inc.	30	\$13,353,900

RANK	NAME	OFFICE	SALES	TOTAL
117	Shawn Martin	Keller Williams Flagship of Maryland	29	\$13,330,750
118	Diane Mallare	Taylor Properties	13	\$13,261,250
119	Missy A Aldave	Northrop Realty	32.5	\$13,254,784
120	Georgeanna S Garceau	Garceau Realty	16.5	\$13,209,374
121	David C Luptak	Long & Foster Real Estate, Inc.	25.5	\$13,204,727
122	Jennifer L Drennan	Taylor Properties	24	\$13,188,700
123	Vincent M Caropreso	Keller Williams Flagship of Maryland	36	\$13,122,550
124	Peter Boscas	Red Cedar Real Estate, LLC	22	\$13,102,500
125	Larry E Cooper	Alex Cooper Auctioneers, Inc.	104	\$13,036,914
126	Dee Dee R McCracken	Coldwell Banker Realty	20.5	\$13,006,500
127	Tom Atwood	Keller Williams Metropolitan	34.5	\$12,965,825
128	Kim Barton	Keller Williams Legacy	32	\$12,951,799
129	Bob Kimball	Redfin Corp	37	\$12,867,250
130	Daniel McGhee	Homeowners Real Estate	39	\$12,863,500
131	Wendy T Oliver	Coldwell Banker Realty	21.5	\$12,857,198
132	Santiago Carrera	Exit Results Realty	35.5	\$12,852,399
133	Avendui Lacovara	Monument Sotheby's International Realty	23	\$12,711,543
134	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	32	\$12,672,000
135	Jason W Perlow	Monument Sotheby's International Realty	19.5	\$12,632,000
136	Jennifer Holden	Compass	26	\$12,623,900
137	Lee M Shpritz	Ashland Auction Group LLC	198	\$12,615,451
138	Andrew D Schweigman	Douglas Realty, LLC	33.5	\$12,595,300
139	Brendan Butler	Cummings & Co. Realtors	33	\$12,558,045
140	Karla Pinato	Northrop Realty	19	\$12,534,500
141	Carla H Viviano	Viviano Realty	22	\$12,510,301
142	Shun Lu	Keller Williams Realty Centre	16	\$12,488,105
143	Kathryn Liscinsky	Compass	17	\$12,464,000
144	Julie Singer	Northrop Realty	27	\$12,368,132
145	Teresa M Dennison	Long & Foster Real Estate, Inc.	8	\$12,334,000
146	June M Steinweg	Long & Foster Real Estate, Inc.	18	\$12,148,000
147	Steven C Paxton	Keller Williams Metropolitan	26	\$12,105,539
148	Melissa Barnes	Cummings & Co. Realtors	32	\$12,088,161
149	Audrey M Bullock	Cummings & Co. Realtors	20	\$12,050,274
150	Dorsey H Campbell	Cummings & Co. Realtors	12	\$12,016,750

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