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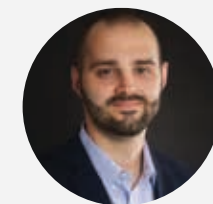
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*While it is Movement Mortgage's goal to provide underwriting results within six hours of receiving an application, process loans in seven days, and close in one day, extenuating circumstances may cause delays outside of this window. | 5700 Coastal Hwy, Ste 200, Ocean City, MD 21842 | DE-MLO-1446275, FL-LO60579, MD-1446275, VA-MLO-31354VA, PA-63595 | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: www.nmlsconsumeraccess.org). Additional information available at movement.com/legal. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.

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Source: Scotsman Guide 2022

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I love sharing knowledge and insights to help my realtor partners expand their brands and achieve and exceed their professional goals. I also teach CE classes, consumer education courses and new agent training.

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




I love working alongside my realtor partners, showing clients how simple and seamless the homebuying process can be.


I enjoy the challenge of tackling unique lending situations and saving loans others say can't be done. My team and I are available – including evenings & weekends - to meet demanding closing dates.

In my 12+ years at Academy Mortgage, I've helped more than 5,731 individuals and families, funding over \$1.7 Billion. We know this market. We live here and have purchased homes here too!

Let my years of experience work for you! Let's talk.

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40 IN THEIR 40s class of 2022

Congratulations to our first-ever class of 40 in their Forties!

This issue was so much fun to put together. This special edition is our biggest one to date. There was a raw and real energy in that room on Sept. 14 for our photo shoot. So much talent and so many heavy hitters all in one space. We were definitely feeling the love. Pure magic!

Congratulations to our 40 honorees:

Alex Fox	Daniel McGhee	Jessica Welder	Nick Kellar
Allen Stanton	Eric Black	John Kantorski	Nilou Jones
Alyssia Essig	Eric Clash	Kris Ghimire	Peter Boscas
Angelo Cooper	India Whitlock	Laura Snyder	RJ Magnaye
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Corey Campbell	Jeremy Walsh	Michelle Triolo	Wesley Peters

Special shout out to Kelly Schuit and James Weiskerger of Next Step Realty for hosting us and giving us such a great space. In addition, thank you to Randi Lyn Randall and the crew at Realestaged for helping us stage this dynamic group photo.

Check out the next article to see the amazing sponsors who made this shoot possible!



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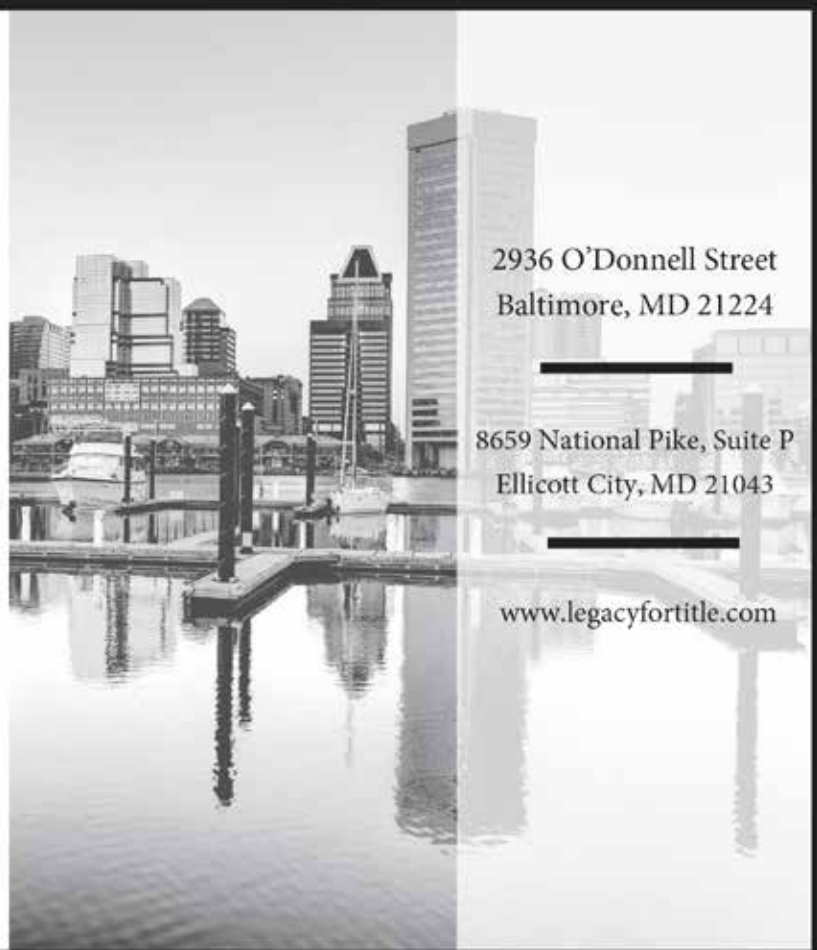


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We want to thank all of our photo shoot sponsors (all BRP preferred partners, of course) who made the day extra special and allowed us to provide an exceptional experience.

Sponsors include: The Paquin Team of First Home Mortgage, Justin Kozera of Movement Mortgage, Von Paris Moving & Storage, The Severna Park Branch of Primary Residential Mortgage Inc, Lodestar Inspection Services, and R&P Settlement Group.

We hope you enjoy this elegant issue as much as we do!



From left to right: Ryan Vitielliss, Ryan Paquin, Justin Kozera, John Von Paris Jr., Kyndle Quinones, Rachel Oslund, Link Lingenfelder, Dan Radebaugh, Alicia Harkowa

▶▶ 40 in their 40s

ALEX FOX

By Molly LaurysSENS • Photos By Maryland Photography Inc.

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Tell us about a risk you have taken in your life.

Alex: I quit an extremely lucrative and stable career to pursue my passion in real estate. It was a very risky move since I had a lot of financial responsibilities with two kids, a mortgage, and college debt.

What are you most proud of in your career?

Alex: I am most proud of the opportunities I had to mentor and support new professionals to help them boost their real estate careers. Watching someone blossom under your guidance is the most rewarding feeling on earth.

What is important to you right now?

Alex: Most important to me right now is my family. My family is the reason why I work hard and want to better myself. Without their support, I don't know where I'd be today. Also, it is very important to me to continue to help other agents with their careers. I do this by providing free consulting services and business coaching, even to agents who are not in my brokerage. Finally, I want to give back to the real estate community by helping improve the quality of service and help foster an industry with qualified professionals. Unfortunately, with the barrier to entry into real estate field being so low, the quality of professionals has really diminished.

FIVE FAST, FUN FACTS WITH ALEX:

What is one thing you are excited about for 2023?

Alex: I am excited about our office expansion and the continued onboarding of new agents.

What is your favorite food?

Alex: Sushi.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Alex: To teach a college course.

What is your superpower?

Alex: Diplomacy.

When you were young (like 12-15 years old), what did you dream of becoming?

Alex: A businessman, specifically a restaurateur.



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Allen Stanton

18 YEARS IN BUSINESS
THE ALLEN STANTON GROUP, RE/MAX EXECUTIVE

Tell us about a challenge you have overcome, personal or professional.

Allen: I've overcome financial struggles. I've lost investments to foreclosures and felt like a failure at that time of my life. I saw this note daily that said, "Failure is not a person. It's an event." It was tough to feel like a hypocrite when I was losing homes but motivating people to buy. I still believe that real estate is one of your best investments and am glad I was able to keep some. I plan to continue to grow my portfolio. This was a great lesson in my life! Never forget where you come from. I stay humble, conservative, and true to who I am.

What are you most proud of in your career?

Allen: The team I built to help us live the good life. I get to mentor and lead by example some of the best agents in this business. I'm proud that our team is able to give back in several different ways. Children's Miracle Network, Toys for Tots, Harvest for the Hungry, volunteering at the food bank, and many other things along the way. I'm proud to be part of a group of givers that want to make a difference and help. I'm proud that I've been able to provide people around me with life experiences, advice, balance, and support. I'm proud I have found my own balance and get to work hard and play hard as well.

▶▶ 40 in their 40s

By Molly Lauryssens
Photos By Maryland Photography Inc.

Tell us about a risk you have taken in your life.

Allen: I quit my job and went into real estate full-time after my daughter was born. I jumped out of a plane. The first house I bought was a rental. I dove the blue hole in Belize. I have done several shark dives in the Bahamas. I waited too long with pneumonia and had to be hospitalized because of my "I will be alright" attitude, and it almost killed me. Is that a risk or just dumb? I spent a week hunting elk on horseback in Wyoming, sleeping in canvas tents. You realize just how small you are in this world with these experiences.

FIVE FAST, FUN FACTS WITH ALLEN:

What is your theme song for your life?

Allen: Depends on my mood, "Burning Man" by Dierks Bentley and "Take Me to the Ocean" by the Movement.

What is your favorite food?

Allen: Surf and turf (I hunt and fish)!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Allen: Alaska.

Tell us one thing you can't live without (family and phones don't count).

Allen: Me time with nature, the ocean, beaches, and my buddies. I have to fill my tank to be the best me.

When you were young (like 12-15 years old), what did you dream of becoming?

Allen: I wanted to be a game warden, DNR.



ALYSSIA ESSIG

26 YEARS IN BUSINESS
THE ESSIG TEAM

What is important to you right now?

Alyssia: My family, the team. I want everyone that I care about to be happy and successful. Whatever that means to them, I want them to have it.

What are you most proud of in your career?

Alyssia: I started really young in an industry dominated by older people and men. I feel like I was looked at as someone who would not succeed or stay in the business ... but here I am, 26 years later, having been president of our local board, national speaker and trainer for Tom Ferry International. I'm proud that I've built a team with my culture and values that provides both clients and agents with a great real estate experience.

Tell us about a risk you have taken in your life.

Alyssia: Well, I spoke on stage to over 30 thousand people about my personal mental health journey. I wanted to be vulnerable with people so they could realize they could do it too.

FIVE FAST, FUN FACTS WITH ALYSSIA:

What is one thing you are excited about for 2023?

Alyssia: My new office!

What is your favorite food?

Alyssia: Cheese!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Alyssia: Buying a vacation property abroad.

What is your superpower?

Alyssia: Empathy and understanding (which is also my kryptonite).

Tell us one thing you can't live without (family and phones don't count).

Alyssia: Dogs, I literally can't live without them.



40 in their 40s

By Molly Laurysens
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ANGELO COOPER

20 YEARS IN BUSINESS

**THE COOPGROUP OF KELLER
WILLIAMS LEGACY**

By Molly Laurysens
Photos By Maryland
Photography Inc.

Who do you admire and why?

Angelo: I have always had a strong admiration for Muhammad Ali. That, to me and anybody who knows me, should speak volumes because I come from a caring family that has and still provides lots of guidance and support. When a person is in their prime and is in receipt of enormous wealth and accolades because they are the GOAT in their profession and doesn't have to want for anything on the surface but uses their platform to speak out and take a stance for the good of mankind and is so passionate about that cause they are willing to sacrifice everything they worked to achieve, that is so purposeful and profound.

What are you most proud of in your career?

Angelo: I am most proud of my ability to remain relevant and impactful in a constantly evolving industry for so many years. I blame my desire for wanting to help others achieve economic empowerment and shelter through real estate for that very feat.

Tell us about a risk you have taken in your life.

Angelo: I left a salaried-based job to pursue real estate, a commission-based profession. Of course, with some strategic planning, family support, and passion. It made for a seamless transition! Without having many peers and resources in this industry over 20 years ago as a

source of motivation, I took a leap of faith after accumulating a portfolio of multi-family dwellings and real estate sales and completing my first real estate development project in 2002. I made 60k in real estate while simultaneously being dual-career and having multiple streams of income, preparing me for what I called the great escape from corporate America, and I never looked back.

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

What is one thing you are excited about for 2023?

Angelo: Recruiting and expanding into a larger real estate team/family of like-minded people to continue to help transform lives through real estate from a humanitarian, wealth, and legacy perspective.



What is your theme song for your life?

Angelo: "Cinema Mode Off" by Kanye West featuring Rakim, Nas, and KRS One — Classic (DJ Premier) PL Napisy.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Angelo: Buying multi-unit real estate on an international scale to serve as Airbnbs and VRBOs while simultaneously providing leverage and a place to stay when my family and I travel.

What is your superpower?

Angelo: Consistency, which leads to credibility and integrity.

When you were young (like 12-15 years old), what did you dream of becoming?

Angelo: A superhero. Maybe because I am able to exercise my natural abilities (powers) of helping others through real estate — it is the reason this industry has become so addictive and contagious.

BRANDON MARTINEZ

18 YEARS IN BUSINESS
KELLER WILLIAMS LEGACY

What are you most proud of in your career?

Brandon: Partnering in our real estate brokerage — Keller Williams Legacy! I'm competitive, curious, and energetic and love to network and live in the moment. Having a brokerage where I can use my skills to create opportunities for others is an amazing feeling. Every day, I am consulting, learning about, guiding and/or discovering different real estate businesses. I love knowing we've established an environment for agents to have businesses worth owning while getting to enjoy life!

Tell us about a risk you have taken in your life.

Brandon: I wanted more for myself. I wanted to be able to provide more to others. I had to get better, so I stepped away from my comfort zone and started consulting outside of real estate, in hospitality, food and beverage, and event planning. It forced me to be humble and patient when learning about complex challenges to provide lasting solutions. It helped me understand a true win-win. When I operate at my best, it pushes others to their greatest level. As a person who loves to be in control, the risk of only achieving success if you can push someone to the next level was the best decision I could have made.

Tell us about a challenge you have overcome, personal or professional.

Brandon: Losing a client and friend to suicide. I spoke with him almost daily about life; the challenges we faced both personally and professionally. I still wonder how I missed his suffering. My motivation waned; I questioned if I was paying enough attention to the people around me. Was my success coming at their expense? We laser-focus on our goals so much that it becomes easy to miss the people and the world around us. This is why I care so much about developing real, deep, and meaningful relationships.

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

What is one thing you are excited about for 2023?

Brandon: Aside from another Chiefs Super Bowl win, I'm eager to see how our new ancillary businesses succeed and what new opportunities they bring.

What is your theme song for your life?

Brandon: "God Did" by DJ Khaled.

What is your favorite food?

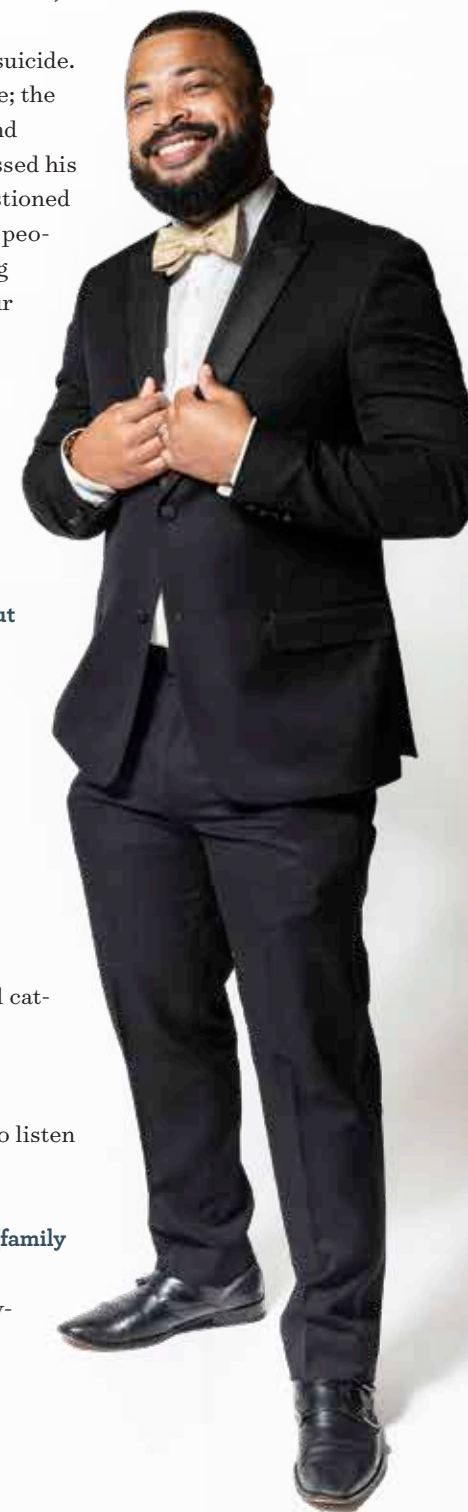
Brandon: Red beans and rice with fried catfish and a side of potato salad.

What is your superpower?

Brandon: I've been told it's my ability to listen without judgment.

Tell us one thing you can't live without (family and phones don't count).

Brandon: Music! It makes any and everything we do in life so much better!



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Brendan SPEAR

40 in their 40s ◀

By Molly Lauryssens
 Photos By Maryland Photography Inc.



17 YEARS IN BUSINESS

CAPRIKA REALTY

Tell us about a risk you have taken in your life.

Brendan: In 2010, my wife and I broke off from my previous real estate company. The market had shifted, we were bleeding money, and we disagreed with my old partners on how to evolve. I got my broker's license, and we parted ways. We borrowed \$10k from my parents and gave ourselves three months to make it, or we would go get normal jobs. In our first year, we doubled our income and went on more vacations. That was twelve years ago, and we have not looked back ever since.

Tell us about a challenge you have overcome, personal or professional.

Brendan: Short answer is surviving through 2008 and then starting Caprika Realty in 2010 in a brutal market. Trying to help people when so many were upside-down was mentally exhausting. Splitting off from my partners at the time was incredibly difficult because one of the partners was one of my best friends, and I did not want to let him down. What made it worse was I was not getting out of the business; rather, I was effectively saying, "I can do it better without you," which, although true, made me feel awful.

What is important to you right now?

Brendan: Scaling the business, and I mean everything from our lead generation, to our support staff, to our agents. I have transitioned my focus from personal production to building a team/empire I am proud of.

FIVE FAST, FUN FACTS WITH BRENDAN:

What is one thing you are excited about for 2023?

Brendan: A more normalized market.

What is your theme song for your life?

Brendan: "Sandstorm" by Darude.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Brendan: A proper music studio.

Tell us one thing you can't live without (family and phones don't count).

Brendan: Music, speakers, and my music-making gear. Outside of Ritalin, music is my biggest coping mechanism.

When you were young (like 12-15 years old), what did you dream of becoming?

Brendan: I wanted to design Legos. It's the reason I went into mechanical engineering in college.

CAROL Snyder

Tell us about a risk you have taken in your life.

Carol: I've taken a number of different risks in my life, from businesses to investments to traveling alone. Some of my favorite risks have involved traveling, though! One such fun risk

I took happened when I was 19 years old and decided to travel alone to a working ranch in Montana. I drank water straight from the mountain and was almost killed by a bull! It ended up being one of the best trips of my life!

Tell us about a challenge you have overcome, personal or professional.

Carol: When I was 19-yrs old and a Division I lacrosse player, I suffered from undiagnosed Graves Disease for over a year and lost the ability to play any sports. I went through several years of treatment and had to figure out how to rebuild after losing what I had known as my identity for most of my life.



What is important to you right now?

Carol: As I've transitioned through a divorce and being a single mom to building a life with my fiancé, my balance of time between work and family has become crucial not only for my sanity but as a key element in modeling behavior for my children. Yet the reality is that my children have taught me so much through their resilience and strength!

And although I believe it's incredibly important to have goals and work hard, I also believe that I will only miss time with my family when I'm older, not time that I could've been (over)working! I also believe that relationships and integrity carry significantly more value to me than sales numbers these days! I would prefer to be remembered and thought of as an agent that people love to work with than the agent that sold more houses than them. And I'm so proud of my 6-year partnership with Tina Bradshaw.

FIVE FAST, FUN FACTS WITH CAROL:

What is one thing you are excited about for 2023?

Carol: I'm incredibly excited to marry the love of my life in 2023!

What is your favorite food?

Carol: Homemade food cooked by someone else; I love food but don't love to cook!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Carol: I'd love to live in another country for at least three months once I retire. I want to immerse myself in a completely different culture and learn what makes another country and people beautiful and unique.

What is your superpower?

Carol: My superpower is staying calm under high-pressure situations. Keeping a cool, calm head to help guide people.

Tell us one thing you can't live without (family and phones don't count).

Carol: My Arbonne green drink in the morning!

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CHRIS DREWER

18 YEARS IN BUSINESS
DREWER TEAM OF EXP REALTY

▶▶ 40 in their 40s

By Molly Lauryssens
Photos By Maryland Photography Inc.
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What are you most proud of in your career?

Chris: I am proud that I was able to leave a corporate, salaried job and jump right into one with 100% commission without failing. That leap of faith has allowed me to grow in ways that I never thought were possible. I am now focused on leaving a legacy that will pass on for generations.

Tell us about a risk you have taken in your life.

Chris: After living in Virginia for the first 27 years of my life, I left to take on a new job in retail management in Maryland. I only knew a few people in Maryland, so I quickly got to know as many people as possible. I was 28, running a retail establishment with over 250 employees, and grossed \$60mil in sales annually. The task was daunting at times, but the reward was worth it!

Tell us about a challenge you have overcome, personal or professional.

Chris: I was pretty out of shape in my 30s, so I made a commitment to exercise regularly and eat healthier. In my 40s, I am in better shape than ever. It is tough to balance the work schedule at times, so I try to schedule gym time as an appointment. My health is important to me now, as is spending quality time with my friends and family.

FIVE FAST, FUN FACTS WITH CHRIS:

What is your favorite food?

Chris: Steak.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Chris: I want to go to Bora Bora.

What is your superpower?

Chris: Talking to anyone and everyone.

Tell us one thing you can't live without (family and phones don't count).

Chris: Music.

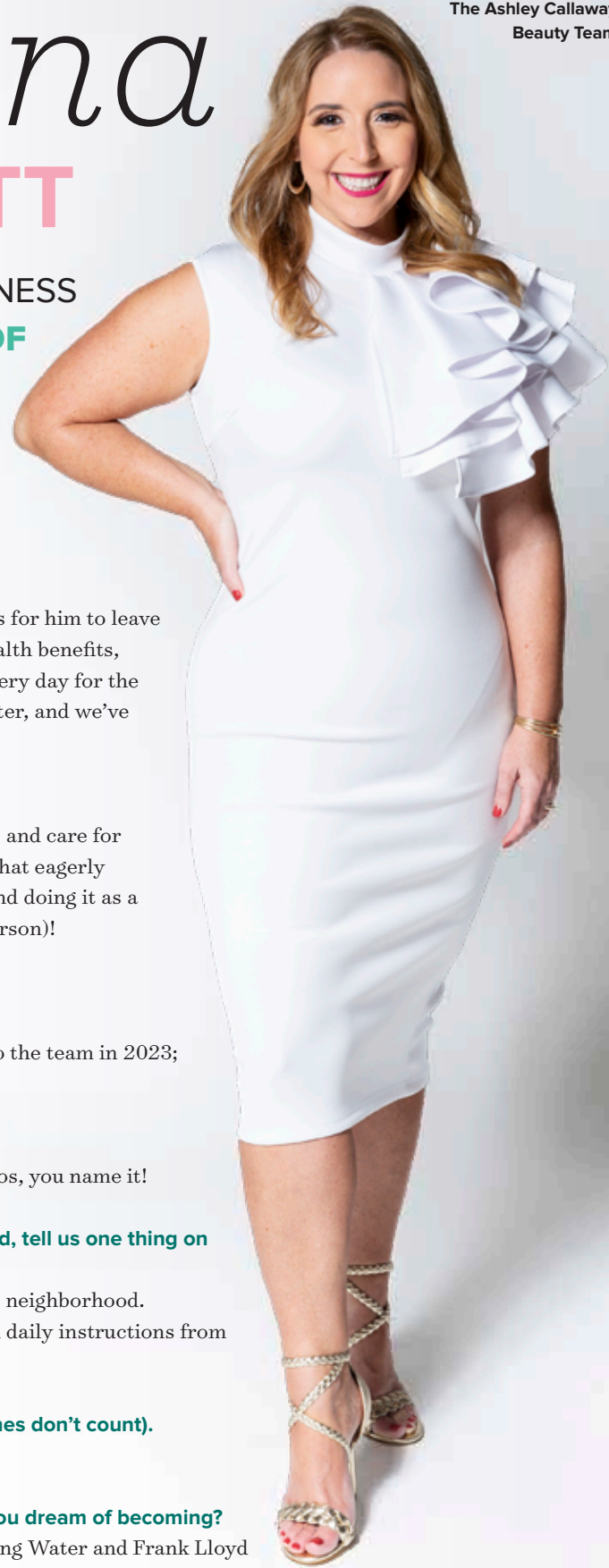
When you were young (like 12-15 years old), what did you dream of becoming?

Chris: A professional surfer.

40 in their 40s

By Molly Laurysens
Photos By Maryland Photography Inc.
Professional Makeup by
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Beauty Team

Christina ELLIOTT



17 YEARS IN THE BUSINESS

THE CHRISTINA ELLIOTT TEAM OF KELLER WILLIAMS INTEGRITY

What is important to you right now?

Christina: Being present and engaged with my two adorable boys while showing them the value of hard work and the value of a dollar.

Tell us about a risk you have taken in your life.

Christina: A big risk my husband and I took together was for him to leave a very well-respected career, with a great salary and health benefits, to grow the real estate team together. We're thankful every day for the great decision, but it was scary at the time! Ten years later, and we've never looked back.

What are you most proud of in your career?

Christina: Building an awesome team of people who love and care for each other while building an amazing, loyal client base that eagerly refers us business because they love working with us (and doing it as a transplant to Maryland in 2004 and not knowing one person)!

FIVE FAST, FUN FACTS WITH CHRISTINA:

What is one thing you are excited about for 2023?

Christina: Super excited about the big changes coming to the team in 2023; stay tuned...

What is your favorite food?

Christina: Anything Mexican— tacos, guacamole, burritos, you name it!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Christina: Short term: Buy a golf cart to buzz around the neighborhood. Little longer term: All-Inclusive pickleball vacation with daily instructions from a top pro!

Tell us one thing you can't live without (family and phones don't count).

Christina: Pickleball!

When you were young (like 12-15 years old), what did you dream of becoming?

Christina: I really wanted to be an architect. I loved Falling Water and Frank Lloyd Wright-inspired designs.

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COREY CAMPBELL

19.5 YEARS IN BUSINESS

THE CAMPBELL GROUP OF EXP REALTY

Tell us about a risk you have taken in your life.

Corey: On a whim, I decided to make an offer on a dated commercial building on Main Street in Westminster to ultimately turn the building into the town's newest real estate office. The property had multiple offers, and I was told that the only way I would be able to make a deal work in my favor would be if the offer was a cash deal, as-is and settled in two weeks! So, I took the risk and did all of the above. Fast forward to today, and we are in the final stages of renovation. I am excited to be able to share this amazing office with any and all agents needing a spot to settle their next closing or just to stop by and have a coffee with us!

What are you most proud of in your career?

Corey: Being able to mentor, train, and guide many agents to become some of the highest-producing and well-respected agents in the area. I absolutely love being able to help others become the best version of themselves.

What is important to you right now?

Corey: Becoming the best version of myself, both personally and professionally! I want to be a positive and inspiring role model to those around me, most importantly, my wife and kids.

FIVE FAST, FUN FACTS WITH COREY:

What is one thing you are excited about for 2023?

Corey: Welcoming many new agents into our office in downtown Westminster. It's going to be one of the top spots to visit! Be sure to stop by and say hello!

What is your theme song for your life?

Corey: "Live Like You Were Dying" by Tim McGraw.

What is your favorite food?

Corey: Tacos.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Corey: To go on a private boat cruise in the Bahamas with my wife. Spending time visiting all of the local islands and enjoying the weather and the island vibe!

What is your superpower?

Corey: Problem-solving. I love taking complex situations and creating favorable solutions. I ask a ton of questions to ensure I have all the needed information before making any decisions.



Daniel McGhee

FOUR YEARS IN BUSINESS
THE VICTORY TEAM AT HOME
OWNERS REAL ESTATE

What are you most proud of in your career?

Daniel: I'm proud of being able to climb to the top in a very short amount of time without ever having to cut corners, sacrifice my morals, or do anything vaguely unethical. I was told by many outsiders that this is a crooked industry and that I wasn't going to be able to survive or succeed without being dishonest and cutthroat. I have a very strong moral compass and was able to prove that it can be done the right way and you can still be successful by putting others first.



Tell us about a risk you have taken in your life.

Daniel: I believe in the saying that with risk comes reward, and so I am always taking calculated risks in my personal and business life. For instance, I believe that our biggest growth comes from facing our fears. I had a fear of heights, so I climbed Montana Macchu Picchu. Shortly after that, I went skydiving, and then I went four more times. The same goes for public speaking. I find it terrifying, so I do it every time I'm given the option! I love comfort, but with comfort comes stagnancy, and I don't ever want to be stagnant.

What is important to you right now?

Daniel: I am in a building stage, so right now, it is important for me to work at this small real estate empire that I am building so that it can become a platform and a foundation to allow me to eventually go back to doing the things I love: my nonprofit work, writing books, and traveling.

FIVE FAST, FUN FACTS WITH DANIEL:

What is one thing you are excited about for 2023?

Daniel: To see how the market shifts and how our real estate industry, as a whole, responds to it.

What is your theme song for your life?

Daniel: "I Am" by Satsang.

What is your favorite food?

Daniel: Everything Mexican, especially when I'm eating it in Mexico!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Daniel: Owning a home in Costa Rica or Mexico and being able to stay there every year from January to April.

What is your superpower?

Daniel: Reading people's intentions.

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▶▶ 40 in their 40s

By Molly Laurysens
Photos By Maryland Photography Inc.

ERIC BLACK

19 YEARS IN BUSINESS

THE GROUP., NORTHROP REALTY

What is important to you right now?

Eric: It's the holy grail of the real estate industry, but I'm doing my best to establish a great balance between successful work and family life. While it's important to me to sell homes and help to create a high-functioning team, I realize my time here is limited, and I want to make sure I enjoy it with my family as much as possible. I know that at the end of my day, I am not going to look back and wish I had closed "x" more deals, and I want to have great memories of the time I spent with my family.

new team and found out that my Dad had been diagnosed with pancreatic cancer. My Dad lived a tough childhood, having lost both his parents at a young age and having to take care of his younger sister. They were very poor. He inspired me to be humble and hustle and not let life obstacles get in the way of success and to appreciate and always be there for my family.

FIVE FAST, FUN FACTS WITH ERIC:

What is your theme song for your life?

Eric: "Lose Yourself" by Eminem.

What is your favorite food?

Eric: This is the most difficult question for me to answer, but if I had to pick one, it would be a pizza sandwich with sushi on top, wrapped in a taco.

What is your superpower?

Eric: My wit.

Tell us one thing you can't live without (family and phones don't count).

Eric: Coffee. Hands down.

When you were young (like 12-15 years old), what did you dream of becoming?

Eric: A professional soccer player, but my parents wouldn't let me move to Europe.

Tell us about a risk you have taken in your life.

Eric: Ironically, the risk was getting into real estate in 2003. I was living in Atlanta, GA. and found myself struggling to find a job after the dot com crash. Not knowing anyone in real estate and being unemployed, I decided to get my real estate license. Finding another marketing job was challenging, so I tried selling real estate and sold seven homes in my first year. Feeling broke and defeated, I moved back to Maryland and was recruited to work for a real estate team. Despite discouragement from others, I ended up selling over 40 homes that year and never looked back! I am extremely proud of the success of The Group and rising to the #2 selling team in Maryland in such a short amount of time.

Tell us about a challenge you have overcome, personal or professional.

Eric: One of the biggest challenges I've faced was losing my Father in 2018. At the time, I was starting a



Eric Clash

22 YEARS IN
BUSINESS

**KLR REAL
ESTATE INC.**



►► 40 in their 40s

By Molly Laurysens • Photos By Maryland Photography Inc.

Tell us about a risk you have taken in your life.

Eric: Me taking on the task of becoming a REALTOR® was risky. I had little experience because I was an investor first, but diving right in as a full-time agent and hoping that people would take me seriously and having no backup if things didn't work out was very risky for me. All this to say, "dream it, believe it, be it," and now I'm in BRP's 40 in their 40s!

Who do you admire and why?

Eric: I admire people that have a story to tell and that have been in a dark place in their life and have figured out a way. The reason I admire these people is that it takes strength, discipline, guts, faith, and perseverance. When you meet these kinds of people, it's a feeling that you cannot explain, but you know that they are special people. Not everyone can make out of those dark places, and that's more of the reason why I admire them!

What is important to you right now?

Eric: The legacy I leave behind is very important to me because I have four kids that look up to me, and they see the hard work and passion that I put into this business each day. Not only do I want them to reap some of the fruits of my hard work, but I also let them know that hard work and dedication pay off. Maybe they will continue the cycle so their kids and grandkids will be ok.

FIVE FAST, FUN FACTS WITH ERIC:

What is one thing you are excited about for 2023?

Eric: Taking my real estate career to the next level.

What is your theme song for your life (title and singer)?

Eric: "God Did" by DJ Khaled.

What is your favorite food?

Eric: Mexican.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Eric: Traveling to every continent.

What is your superpower?

Eric: Building relationships.



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▶▶ 40 in their 40s

By Molly Lauryssens

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India Whitlock

17 YEARS IN
BUSINESS

**THE MADISON MASON HOME GROUP OF
KELLER WILLIAMS LEGACY**

Who do you admire and why?

India: I admire Kymber Menkiti, regional director for the Maryland/DC Region for Keller Williams. Kymber is the true definition of a "boss," in my opinion. She knows how to enter a room and take charge. With her many business ventures and responsibilities, both personal and professional, she makes it all look so easy. She understands the importance of balance and "winning the moment." I respect her work ethic and drive. She is not only a great leader but a great person that cares about others. I have learned so much from her, and she has helped me on my journey as a business owner and team leader.

What are you most proud of in your career?

India: I am most proud of my growth. I started as an individual agent, and I just kept pushing through various markets and everyday challenges to build my business. I was excited to build a team, so I could share what I've learned and encourage others to dream big and live the life they desire. At The Madison Mason Home Group, we set our intention for the year ahead and do the hard work to reach our goals. To obtain production of \$18 million at our average price point of \$285K is no easy feat, but we are up for the challenge!

What is important to you right now?

India: What is most important to me right now is expanding my team and acquiring office space where our team can continue to develop and grow. I consider our future office to be a place where we can incubate. Ultimately, this will be a space where we expand the framework to support our clients and ensure we are their "REALTORS® For Life," as well as attract great talent.

I'm a firm believer in having the "right people on your bus," those that share the same growth mindset and want the best not only for themselves but the best for the team as a whole. I am truly excited about what's to come for The Madison Mason Home Group!

FIVE FAST, FUN FACTS WITH INDIA:

What is your theme song for your life?

India: "Girl on Fire" by Alicia Keys

What is your favorite food?

India: I love seafood, but specifically my faves are branzino and fried shrimp.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

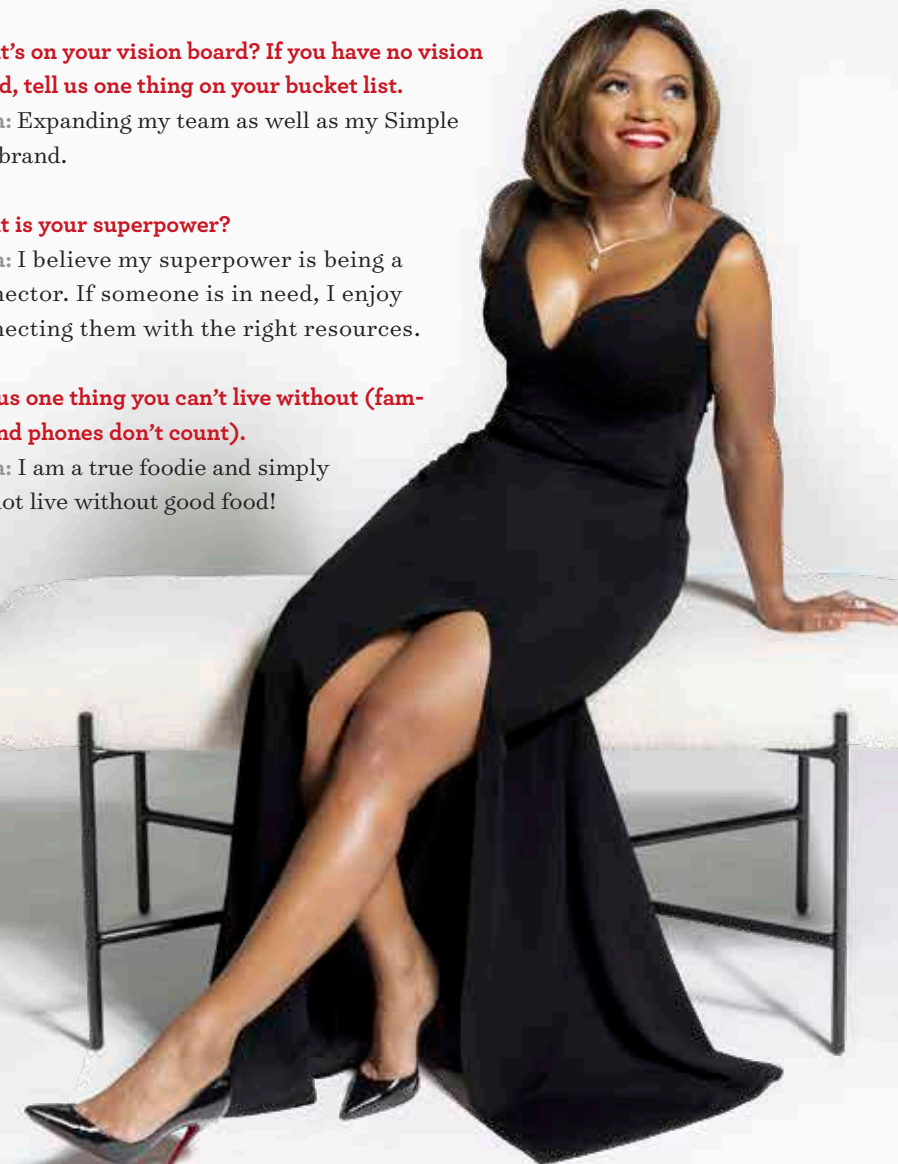
India: Expanding my team as well as my Simple Girl brand.

What is your superpower?

India: I believe my superpower is being a connector. If someone is in need, I enjoy connecting them with the right resources.

Tell us one thing you can't live without (family and phones don't count).

India: I am a true foodie and simply cannot live without good food!



►► 40 in their 40s

By Molly Laurysens
Photos By Maryland Photography Inc.

JAMES WEISKERGER

20 YEARS IN BUSINESS
NEXT STEP REALTY



Tell us about a risk you have taken in your life.

James: Starting my own brokerage. Everyone said starting a boutique brokerage in Maryland would be impossible.

What are you most proud of in your career?

James: Building a brokerage that allows top-producing agents to sell more real estate and build wealth. We have over 35 agents who sell over 10M in sales, and being a small part of the success is super meaningful to me.

Tell us about a challenge you have overcome, personal or professional.

James: Losing my Mom when I was 18 years old.

FIVE FAST, FUN FACTS WITH JAMES:

What is one thing you are excited about for 2023?

James: For the market to turn, which will create more opportunity ... it's the 10-year real estate agent cleanse!

What is your favorite food?

James: Pizza.

What is your superpower?

James: Outworking everyone in the room.

Tell us one thing you can't live without (family and phones don't count).

James: Follow Up Boss (CRM).

When you were young (like 12-15 years old), what did you dream of becoming?

James: Financially free — to never worry about money ever again.

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JACKIE GARBER

EIGHT YEARS IN BUSINESS

CUMMINGS & CO. REALTORS®

What are you most proud of in your career?

Jackie: I'm most proud of getting to the point in my career where I have the means to give back and support a few organizations that hold a special place in my heart, including BARCS, Love and Lunches, Children's National Hospital, The Trevor Project, and StandUp2Cancer. Through my Giving with Pride initiative, which began in January 2022, I've been fortunate to donate almost \$10,000 to these worthy causes. I had planned to carry out this initiative only through the end of the year, but I'm hoping to continue this philanthropic movement indefinitely.

What is important to you right now?

Jackie: Being my most authentic self in all aspects of my life is extremely important to me right now. I've come to realize in my 40s that changing who you are or presenting yourself in a manner that isn't true to your character for the sake of seeking recognition or validation from others is exhausting. If you put your authentic self out into the world, you'll attract and surround yourself with others who are living their truth. I think Dr. Seuss put it best — "Today you are You, that is truer than true. There is no one alive who is Youer than You."

Who do you admire and why?

Jackie: My wife, Sue. She has the kindest heart, an adventurous spirit, generosity beyond measure, and a humble attitude at all times. As our close friends and family can tell you, she is the most loyal friend and trusted advisor anyone could ever ask for. She's been my biggest cheerleader and the driving force in encouraging me to start my career in real estate, and for that, I will be forever grateful.

FIVE FAST, FUN FACTS WITH JACKIE:

What is one thing you are excited about for 2023?

Jackie: As strange as it might seem, I'm actually looking forward to turning 50 next year. It's not as scary and "old" as it seemed when I was younger. Bring it on!

What is your favorite food?

Jackie: It's a toss-up between French fries and gravy (from pretty much anywhere) and gazpacho (especially if it's from Tio Pepe) ... but never together!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Jackie: My wife and I have always wanted to play the guitar, so for my birthday this year, she surprised me by taking us to pick out new guitars and arranged for us to

take private lessons. It's only been a short time, so we're not quite rock stars ... yet.

What is your superpower?

Jackie: The ability to randomly quote movie lines or song lyrics and apply them to everyday situations. It's a gift.

Tell us one thing you can't live without (family and phones don't count).

Jackie: Music — it's gotten me through some dark times and helped me to celebrate the wins.



40 in their 40s

By Molly Laurysens
Photos by Maryland Photography Inc.
Professional Makeup by The Ashley Callaway Beauty Team

Jennifer Bayne

20 YEARS IN BUSINESS | LONG & FOSTER

What are you most proud of in your career?

Jennifer: I am most proud of the growth in my business over the years. I am a solo agent and handle all operations of my business on my own. My people are amazing; I am always honored to receive referrals.

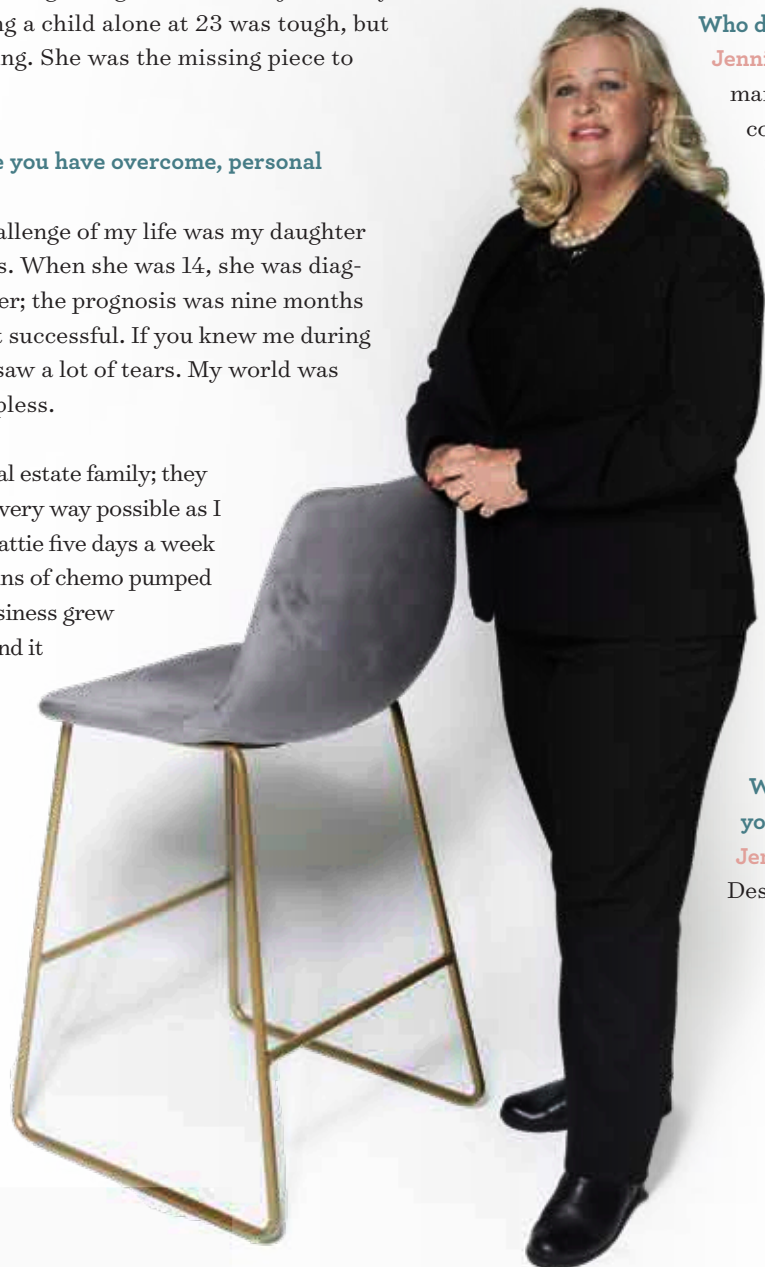
Tell us about a risk you have taken in your life.

Jennifer: I knew from the beginning that it would just be my daughter and me. Raising a child alone at 23 was tough, but I would not change a thing. She was the missing piece to my puzzle.

Tell us about a challenge you have overcome, personal or professional.

Jennifer: The biggest challenge of my life was my daughter Mattie's cancer diagnosis. When she was 14, she was diagnosed with ovarian cancer; the prognosis was nine months if chemotherapy was not successful. If you knew me during that time, you probably saw a lot of tears. My world was crumbling, and I felt helpless.

I am so grateful for my real estate family; they jumped in and helped in every way possible as I sat in the hospital with Mattie five days a week while three different strains of chemo pumped through her veins. My business grew exponentially that year, and it was a great distraction. I am happy to celebrate that Mattie is officially 10 years cancer-free and living her best life in LA, currently writing on an ABC sitcom!



FIVE FAST, FUN FACTS WITH JENNIFER:

What is one thing you are excited about for 2023?

Jennifer: A normal real estate market. Is that possible?

What is your superpower?

Jennifer: Problem-solving! When there is a will, there will be a way!

Who do you admire?

Jennifer: Carol Bliss was my first manager; she was my rock! I could call her anytime, day or night. Her voice and guidance were such a calming grace; you knew everything would be OK. Whenever we (her agents) got down, she knew exactly what to say to put that pep back in our steps. We always knew we could count on her. She was the mom I always wanted.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Jennifer: Being debt-free.

What is your theme song for your life?

Jennifer: "Survivor" by Destiny's Child.



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40 in their 40s <<

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JENNIFER De La Rosa



Tell us about a risk you have taken in your life.

Jennifer: I left a salaried position in the mortgage industry to begin real estate full-time. I loved it so much, and it was a rough few years until I finally got my business going, and friends and family began to trust me with their business.

Tell us about a challenge you have overcome personal or professional.

Jennifer: I stopped worrying about what everyone else was doing. Imposter syndrome is real, and so many people suffer from it because they're scared to be their TRUE selves. I pulled myself out of the toxic comparison to others and what I "should" be doing, and I started doing what I needed to do for myself and my family. I've never looked back and have never been more happy and successful than I am today.

Who do you admire and why?

Jennifer: I admire vulnerable people. People who are willing to share their struggles and don't just share their highlight reels of how amazing life is. Life is always beautiful and amazing,

and sometimes it's hard, sad, difficult, and heavy. I want to hear about how those people survived all that because, to me, that's more admirable.

FIVE FAST, FUN FACTS WITH JENNIFER:

What is one thing you are excited about for 2023?

Jennifer: Everything and anything, so long as it's something outrageously different.

What is your theme song for your life?

Jennifer: "Hold On" by Wilson Phillips.

What is your favorite food?

Jennifer: Thai food and Thai iced tea.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Jennifer: Family. Generational wealth. People. Places. Most importantly, and front and center is a house in SoCal. That is my next big targeted goal. I want to buy a house in California to be closer to my sister (and my nieces! our girls are the same ages) and be near my parents. I want to spend summers in California and rent the house as an Airbnb for the remainder of the year. I'm hoping 2023 is the year!

What is your superpower?

Jennifer: Inspiring others through my own life's challenges that I was able to overcome.

**17 YEARS IN BUSINESS
KELLER WILLIAMS INTEGRITY**

Jennifer

Kramer-dela Cruz

22 YEARS IN BUSINESS

THE DELA CRUZ TEAM OF KELLER WILLIAMS LEGACY

What are you most proud of in your career?

Jennifer: I am most proud that I have built a business my husband and I can work in together, which gives us a good life and helps people with the American dream every day. When we first lived together, it was in a small apartment in a creepy house and not in a great area. We called it "The Haunted House." Since then, we have owned several homes and "The Haunted House" is a distant memory!

Tell us about a challenge you have overcome, personal or professional.

Jennifer: The hardest challenge I have had to overcome in my life is the loss of both of my brothers in 2018. That shattered my world. It is also a challenge that will continue for the rest of my life, but it does get better.

What is important to you right now?

Jennifer: It is important to me to enjoy life and spend time with friends and family in addition to working. I work on being mindful

of balance and being healthy. I want to do things that make me happy, so I am working to live and not the other way around. It can be a challenge sometimes.

FIVE FAST, FUN FACTS WITH JENNIFER:
What is one thing you are excited about for 2023?

Jennifer: To start fresh and apply everything I have learned for new beginnings and new opportunities!

What is your theme song for your life?

Jennifer: "Right Now" by Van Halen.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Jennifer: Zip lining in Hawaii.

Tell us one thing you can't live without (family and phones don't count).

Jennifer: My cats!

When you were young (like 12-15 years old), what did you dream of becoming?

Jennifer: An artist.



►► 40 in their 40s

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▶▶ 40 in their 40s

By Molly Lauryssens
Photos by Maryland Photography Inc

JEREMY WALSH

15 YEARS IN BUSINESS

**THE SIMPLY REFERABLE TEAM,
COLDWELL BANKER REALTY**

What are you most proud of in your career?

Jeremy: I am most proud of the strong, life-changing relationships I have developed with my clients, my peers in the industry, and my team. I am also very proud of my team's growth. We have grown every year since inception.

Tell us about a challenge you have overcome, personal or professional.

Jeremy: I started in real estate during the depression in 2007-2008, and I used to lead from my head (ego-based), and now I lead from my heart (service-based). When I led from my head, I pushed people away because it was all about me. When I started leading from my heart, I made it about others and met them where they were so I could help them get to where they wanted to go. This has made all the difference in my leadership journey.

What is important to you right now?

Jeremy: I am a family man first, and the most important thing for me right now is to be the best husband and father I can be. My wife has made me a better man, and she is the most caring, loving, generous, and loyal person I know. My beautiful daughters, Addison (12) and Emerson (11), are growing up way too fast, and time is precious. I will not compromise on missing anything for them right now, even if it results in not selling as many homes.

From a business perspective, I am really trying to figure out what I want my legacy and impact to be on the real estate industry. I am really enjoying seeing the development of my team members as they continue to grow and become more successful.

FIVE FAST, FUN FACTS WITH JEREMY:

What is one thing you are excited about for 2023?

Jeremy: I am excited for a more normal market. The last few years have been insane and fun, but the more normalized market is where the true pro thrives and shines. I'm also very excited about the growth of our team and the market share we will gain in 2023.

What is your favorite food?

Jeremy: I am an All-American kind of guy, so pizza, wings, and a great burger.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Jeremy: To live to see and experience both my daughters' successes and happiness in life and to watch their families grow.

What is your superpower?

Jeremy: Emotional intelligence — the ability to connect well with others and ALWAYS coming through in the clutch.

Tell us one thing you can't live without (family and phones don't count).

Jeremy: My faith.





JESSICA

Welder

NINE YEARS IN BUSINESS
**KELLER WILLIAMS FLAGSHIP
OF MARYLAND**

Tell us about a challenge you have overcome, personal or professional.

Jessica: I've overcome adversity/ domestic violence and the heart-breaking tragedies I have had to endure, and I'm proud of myself for not allowing these things to define me. My father taught me I could do anything I put my mind to, and he was right!

What is important to you right now?

Jessica: Living every second while being present with family and friends, traveling to new places, as well as continuing to help my clients make their real estate dreams a reality.

What are you most proud of in your career?

Jessica: I'm proud of my success. I could never have dreamed that I would accomplish so much in such a short timeframe. I'm

proud to say I am in business with the absolute best brokerage, which continues to help each of us business owners achieve success at the highest level.

FIVE FAST, FUN FACTS WITH JESSICA:

What is one thing you are excited about for 2023?

Jessica: Growth and opportunity.

What is your theme song for your life?

Jessica: "Stronger" by Mandisa.

What is your favorite food?

Jessica: Sushi.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Jessica: Scuba diving at the Great Barrier Reef.

What is your superpower?

Jessica: Having the ability to help others understand their worth.

▶▶ 40 in their 40s

By **Molly Laurysens**
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JOHN

KANTORSKI

15 YEARS IN BUSINESS

KANTORSKI TEAM OF EXP REALTY

What is important to you right now?

John: My family is front and center in my life. As our kids continue their life journeys through middle and high school, my wife and I have worked so hard to make their activities a priority in our lives. We also do everything we can to find things to do as a family, from trips to game nights. The old saying “the days are long, but the years are short” constantly reverberates in my mind when I’m trying to find work/home balance in my appointments and schedule!

Tell us about a risk you have taken in your life.

John: I had a successful IT career for almost 18 years and spent six years as a “dual career” agent. Leaving the comfort of that IT career to go full-time into this small business was the scariest thing ever. A small business with a huge national failure rate. A small business where there’s “no ceiling” but also ... no floor!

What are you most proud of in your career?

John: The chance to be able to teach and mentor so many agents in my time in the business. I majored in Secondary

Education for two years, so it has been special to be able to combine my passion for this industry with my love of teaching. From training my team every week to masterminding with agents locally/nationally to teaching 8-12 week classes on building a great business and life, it’s been a joy to have the chance to use my knowledge and experiences to help my team and professionals throughout our industry.

I’m also proud to have become close friends with Rob Commodari over the years, and — whether he knows it or not! — he’s become a mentor to me. He’s someone who I believe to be a gold standard on how to run/grow your business the “right way” and serve clients for life. He knows how to be a leader, a father, a REALTOR®, and an entrepreneur. In an era of people talking “market share” and “shift,” I have admired how he focuses on relationships to build a successful business in any market.”

FIVE FAST, FUN FACTS WITH JOHN:

What is one thing you are excited about for 2023?

John: Continuing to deepen my business and personal relationships.

What is your theme song for your life?

John: “That’s Life” by Frank Sinatra.

What is your favorite food?

John: Giordano’s Deep Dish in Chicago.

What’s on your vision board? If you have no vision board, tell us one thing on your bucket list.

John: Making my beach address my primary address!

What is your superpower?

John: Figuring out who did it on NBC’s Dateline shows!

►► 40 in their 40s

By Molly Laurysens
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Kris

▶▶ 40 in their 40s

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GHIMIRE



Tell us about a risk you have taken in your life.

Kris: My academic background is in information technology. I started my career as a help-desk technician, then was promoted to a network administrator and eventually to an IT director at a national mortgage company based in Baltimore. In late 2004, I decided to quit what was my dream job (I prepared for over a decade by studying for undergraduate and graduate degrees in IT) and started my own mortgage company. Looking back now, it was a tremendous risk considering I had a family to raise and bills to pay and did not have much savings.

from underdeveloped countries go through. Doing everything on your own, including being your own college and career advisor and not having much family support, was tough. I had two part-time jobs and went to college full-time, all while starting my family! I believe that tough times create great men and give you a wonderful perspective in life.

FIVE FAST, FUN FACTS WITH KRIS:

What is one thing you are excited about for 2023?

Kris: I am looking forward to expanding into Virginia.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Kris: I would like to expand and grow within Maryland, Pennsylvania and Virginia.

What is your superpower?

Kris: Patience and hard work. I like to be the hardest-working person in the room. I want to instill this quality in all the folks I mentor.

Tell us one thing you can't live without (family and phones don't count).

Kris: Sports. More specifically, golf, tennis, and football. I love playing and watching!

When you were young (like 12-15 years old), what did you dream of becoming?

Kris: I dreamt of becoming a lawyer.

What are you most proud of in your career?

Kris: I feel blessed to mentor 50 real estate agents. Most are new and have dual careers, just like I did when I first started in this business. I can relate to their struggle, juggling two full-time jobs while trying to raise a family. They come to me with not only questions related to real estate and their careers but also about their personal lives and family. I take immense pride in being able to mentor them and set the new agents up on the trajectory of success.

I am also very proud of my family. I have three children, two teenagers and one 21-year-old. I know they will be going out on their own soon, and I want to spend as much time as I can with them. My wife, Helen, is the glue for my family as well as professionally. She makes me want to be the best version of myself. Our brokerage is where it is today because of her vision and persistence.

Tell us about a challenge you have overcome, personal or professional.

Kris: I went through a similar journey that most first-generation immigrants who come

17 YEARS IN BUSINESS

GHIMIRE HOMES

LAURA SNYDER

14 YEARS IN BUSINESS

**LAURA SNYDER HOME GROUP,
AMERICAN PREMIER REALTY**

Who do you admire and why?

Laura: Lucille Ball was a pioneer of women in history and a trailblazer for starting her own production company. Ironically, *I Love Lucy* started when she was 40.

What are you most proud of in your career?

Laura: I got into real estate as a broke, single mom with two children (ages 1-1/2 and 3) at the time. One thing I'm so proud of is that I made it into Gary Keller's Top 100 Agent Mastermind while at Keller Williams (out of more than 150k agents worldwide).

Tell us about a challenge you have overcome, personal or professional.

Laura: My family and friends are everything to me. So when I was growing my business, at some point in the process, I had to get over the misconception that I had to be everything to everybody and sacrifice my wellness in the process.

FIVE FAST, FUN FACTS WITH LAURA:

What is one thing you are excited about for 2023?

Laura: Seeing my son (firstborn) graduate.

What is your theme song for your life?

Laura: "Landslide" by Stevie Nicks. It's about the fear of everything coming crashing down and not knowing how you're going to hold things together in pursuit of a dream.

What is your superpower?

Laura: Connecting with people.

Tell us one thing you can't live without (family and phones don't count).

Laura: My Frenchies!

When you were young (like 12-15 years old), what did you dream of becoming?

Laura: A journalist.



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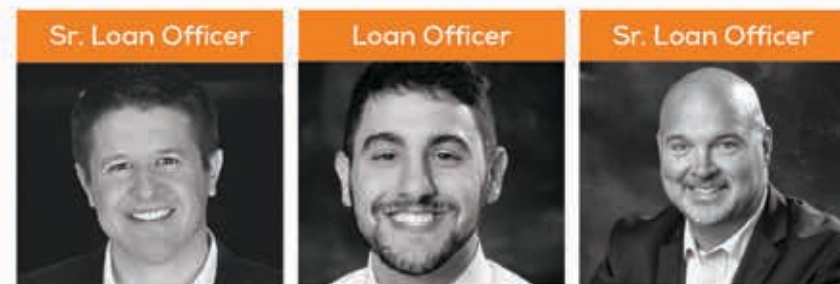
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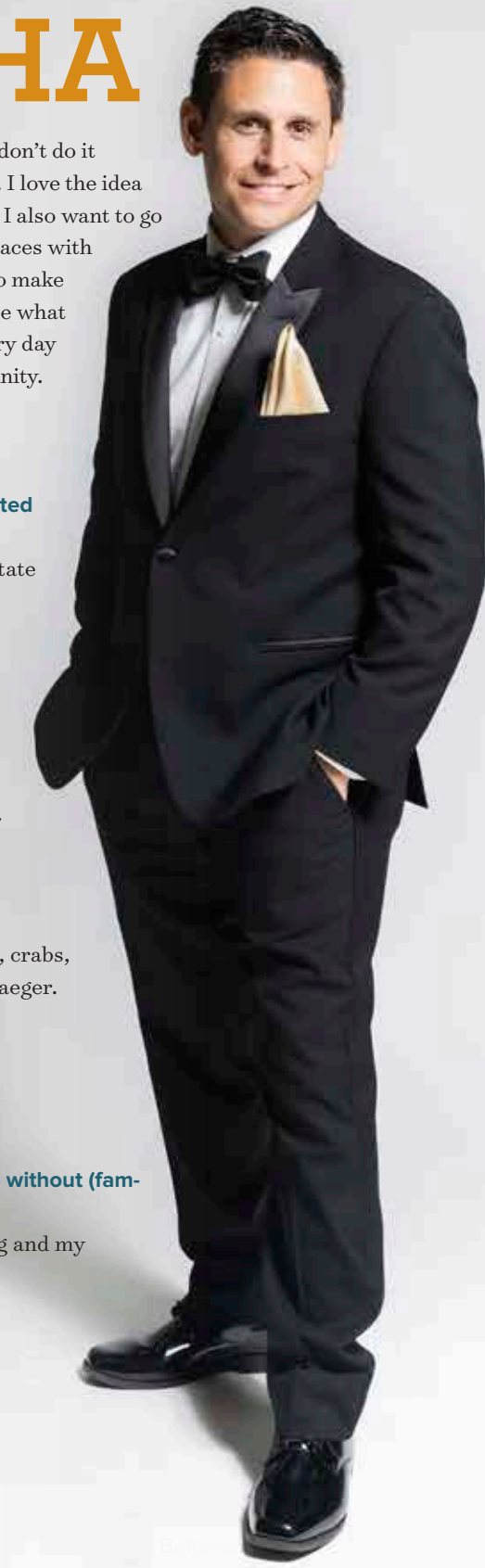
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MARK

➤ 40 in their 40s

By Molly Laurysens
Photos By Maryland Photography Inc.

RICHA



Tell us about a challenge you have overcome, personal or professional.

Mark: ADHD. I struggled as a child, adolescent, and adult with inattentiveness and an incredible inability to focus. This caused challenges in every way you could imagine, mainly in academics. I was told that success in any career would never be mine. It wasn't until I was in my 30s that I received a diagnosis. ADHD is the perfect diagnosis for someone who works in real estate. After being told my whole life I couldn't ... I did. And I did it well, and my "disability" has proven to be one of my greatest assets.

Places — I just love to travel. I don't do it enough. But it's more than that. I love the idea of going places that are far. But I also want to go to more places that are near. Places with my family and friends. I want to make more of an effort to look and see what is around me and truly live every day with my people and my community.

FIVE FAST, FUN FACTS WITH MARK:

What is one thing you are excited about for 2023?

Mark: A more balanced real estate market and watching my kids grow another year.

What is your theme song for your life?

Mark: "The Top Gun Anthem" — the theme song from the movie. I like to imagine myself as Maverick!

What is your favorite food?

Mark: Andy Nelson's barbecue, crabs, and anything cooked on my Traeger.

What is your superpower?

Mark: Adderall (haha) — my unlimited energy!

Tell us one thing you can't live without (family and phones don't count).

Mark: The Top Gun theme song and my community/network.

What are you most proud of in your career?

Mark: Perseverance and people. I entered resale in 2009 (The Great Recession) after being laid off by the home builder for which I previously worked. This was, by all means, the worst time to enter the business. I believed. I persevered. I did the things no one else wanted to do. I literally and figuratively got my hands dirty. And it paid off. I am also proud of the network of people I have created. These are character-driven, hard-working people whom I have known for either 40 years or four months. Working with people and creating a network is energizing and fun.

What is important to you right now?

Mark: People and places. When I turned 40 this year, my wife asked me what I wanted to focus on in this new decade. My answer was people and places. In real estate, I love being with people, and I want to do more of that. People are what motivates me and why I love it so much. I love being with, talking to, connecting with, and helping people overcome their obstacles.

16 YEARS IN BUSINESS
CUMMINGS & CO. REALTORS®

By Molly Laurysens
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Marni Sacks

19 YEARS IN BUSINESS

THE GROUP, NORTHROP REALTY

What are you most proud of in your career?

Marni: My reputation has always been the most important thing to me, and I find it incredibly rewarding that after almost two decades in real estate, I've never paid for a single lead. I've built my business entirely by word of mouth, referrals, and repeat clients. I love knowing that people choose to work with me because of my reputation for always leading with integrity and treating my clients like family.

Tell us about a risk you have taken in your life.

Marni: Nearly two years ago, I was faced with the decision to start a new team with a few agents I really love and respect. Under any other circumstance, it would've been a no-brainer, but I had been with my Mom at the same brokerage for my entire real estate career, and this move would mean leaving the comfort and stability of what I knew for the opportunity to create something new and different with my sights set on the future instead of the past. I feel so fortunate to have taken the leap of faith because it reignited my fire and passion for real estate.

Who do you admire and why?

Marni: Undoubtedly, my parents. I wouldn't be where I am today without them. My Mom is why I got into real estate and has been the greatest mentor I could have asked for. She has always been so supportive of me and proud of my success.

Recently, my Dad has been dealing with health issues, and my Mom has been his main caregiver while continuing to service her clients and still help with her grandchildren without missing a beat ... I really don't know how she does it all, but it's inspirational to watch. My Dad always taught us to work hard for what we want and believe in. He encountered many struggles in life but has always persevered with tenacity and grace. I am so lucky and forever grateful to have these two in my corner, shaping me into who I am with so much love and support along the way.

FIVE FAST, FUN FACTS WITH MARNI:

What is one thing you are excited about for 2023?

Marni: I am so excited to watch our team continue to crush our goals together. Real estate can be isolating and tough, so it is such a privilege to be able to do it with people I love, admire, and respect.

What is your theme song for your life?

Marni: "You Can't Always Get What You Want" by the Rolling Stones.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Marni: Starting an animal rescue.

What is your superpower?

Marni: Kindness and compassion.

Tell us one thing you can't live without (family and phones don't count).

Marni: My dog, Mae.

By Molly Laurysens • Photos by Maryland Photography Inc. • Professional Makeup by The Ashley Callaway Beauty Team

MEGAN

GRAYBEAL

10 YEARS IN BUSINESS

NORTHROP REALTY

Who do you admire and why?

Megan: I don't have just one person; I surround myself with so many amazing inspirations. I feel you need to associate with people who inspire and challenge you to rise higher. I am fortunate enough to be in the company of many people who have pushed me to new limits in the most positive ways! I have a selfless Mother, children, and beautiful friends who motivate and amaze me. I have professional mentors whose work ethics are second to none, and their commitment to helping those around them is immeasurable!

What are you most proud of in your career?

Megan: When I set my mind to something, I don't back down! I envisioned success ten years ago, and I put myself there with determination and the enthusiasm of a beginner athlete, willing to take risks and put it all on the line to expedite myself to the top. Starting a career in my mid-30s already gave me a slight disadvantage in the game, so I knew I had to think fast, execute, and take advantage of every resource and opportunity, never looking back!

My career in real estate catapulted me into life by design. One that is satisfying and fulfilling and provides an abundance of pride, accomplishment, and adventure! There was no other option than to take this career to the top.

With lots of opportunities to still grow, I love how this career has no limits; it can be what you want it

to be. I am proud that my passion for people and homes has allowed me to make the most of my career and truly feel satisfied!

What is important to you right now?

Megan: Nothing is more important to me than my children! It's crucial that my kids know how much they are loved and how proud I am of them. They've believed in me as their mom, and I owe it to them. It's important to live my best life every day by taking good care of myself as well as setting an example for them of many things, including a healthy mind and body, respect, compassion, kindness, hard work, growth, goals, accountability, and success! There is no job more important than being a sense of strength in my kids' lives and being the best Mother to four incredible humans I can be.

FIVE FAST, FUN FACTS WITH MEGAN:

What is one thing you are excited about for 2023?

Megan: Growth! Continuing to #megithappen.

What is your favorite food?

Megan: Pizza.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Megan: Travel to Paris with my mom and kids!

What is your superpower?

Megan: My laugh and smile is always on. I've been told they're contagious!

Tell us one thing you can't live without (family and phones don't count).

Megan: Faith. Faith in people, in a plan, and in my destiny!



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Melissa MURRAY

19 YEARS IN THE BUSINESS
**THE MURRAY HOME
TEAM, COMPASS**



What are you most proud of in your career?

Melissa: I am proudest of how I have been able to build my brand since I started in real estate as a young woman new to the industry. I had to overcome assumptions and biases due to my age and the fact that I was female. When I started almost 20 years ago, I was very young and had just gotten married. Since then, I have had three children and was able to build a brand that is well-known and highly recognizable. Eventually, my husband and father-in-law joined the team, as well as several other agents over the years. Other professionals and clients assumed my father-in-law or husband was the head of the team, and I always gained some satisfaction when I explained to them that I was “the boss.”

Tell us about a risk you have taken in your life.

Melissa: The biggest risk I took was deciding to give up my state job as a social worker with benefits to pursue real estate. I had just gotten married, and we had just bought a house

that we were not positive we could afford. My husband was a lender at the time, so taking a job where we would both be dependent on commissions was terrifying. My family tried to dissuade me because they thought it was too risky to make so many big changes at the same time (house, marriage, new job). However, my husband believed in me so much, and I’ve never looked back.

What is important to you right now?

Melissa: My family is the most important thing in my life. This past year has been the hardest of my life because I lost my mother, and then we have had several health scares in our family with my father, father-in-law, husband, and sister-in-law. This has shown me that, while work helps support life, nothing is more important than family. Our oldest child is a junior in high school, so she will be leaving us soon to go out into the world. We are trying to spend as much quality time with our family as possible.

FIVE FAST, FUN FACTS WITH MELISSA:

What is your favorite food?

Melissa: Buffalo wings.

When you were young (like 12-15 years old), what did you dream of becoming?

Melissa: Veterinarian.

What is one thing you are excited about for 2023?

Melissa: Health.

What’s on your vision board? If you have no vision board, tell us one thing on your bucket list.

Melissa: Fiji.

Tell us one thing you can’t live without.

Melissa: Family.

►► 40 in their 40s

By Molly Laurysens
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By Molly Lauryssens
Photos By Maryland Photography Inc.

MICHELE Langhauser

Tell us about a risk you have taken in your life.

Michele: I'm not a risk-taker. So, I'd have to say

divorce. Divorce was an emotional setback for me, and it was also financial

torture. The emotional toll on my children and myself and the recovery time required was heavily considered, and still, the pain of these things was lesser than the pain I experienced in that marriage. The risk was leaving, signing a lease on my own, and not looking back. The healing internally and the hard work needed for a financial reset was a process. Both took time. With a plan, anything is possible.

Tell us about a challenge you have overcome, personal or professional.

Michele: The challenge of people (or the management of them). People management is the hardest thing I have ever done. When you hire someone, train them and love them through to becoming their best self, and they leave you, it hurts. It's true. People come into your life for a reason or a season. Letting go of people I love is hard. I do believe it

is necessary for them and for me. I have learned to trust that God knows what He is doing with each of our lives. Don't hold onto it! Love it and let it go.

Who do you admire and why?

Michele: As a woman, I'm always looking for woman inspiration. To name one great person has been challenging for me in recent years. To name a few, Katie Couric - I always looked up to her as the epitome of success in my youth. I love writing, and since she is a journalist, it makes sense she resonates with my spirit. Jamie Kern Lima - I admire her perseverance and her story. Di Mahaffey - I admire her character and kindness. I'm so grateful for her impression on my life. Diana Langhauser - I admire her strength and resolve.

FIVE FAST, FUN FACTS WITH MICHELE:

What is one thing you are excited about for 2023?

Michele: CHG at the beach!

What is your theme song for your life?

Michele: "99 Red Balloons" by Nena.

What is your favorite food?

Michele: Pizza.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Michele: Travel and a kitchen renovation.

What is your superpower?

Michele: Encouragement.

21 YEARS IN BUSINESS

COMPASS HOME GROUP

MICHELLE

Triolo

20 YEARS IN BUSINESS

LONG & FOSTER - ANNAPOLIS FINE HOMES

Tell us about a risk you have taken in your life.

Michelle: Packing up my stuff and moving to San Diego all by myself and not knowing a soul within two months of graduating college to pursue my dance career.

What is important to you right now?

Michelle: Creating more work/life balance and being in the best health of my life in order to create a legacy for my son, Evan, who inspires me every day. I see this wonderful young man with an old soul who is bright and incredibly kind to others!

What are you most proud of in your career?

Michelle: The fact that I can make a difference in someone's life through real estate - sometimes, it's a new joyous beginning or closure to a stressful time in their life.

FIVE FAST, FUN FACTS WITH MICHELLE:

What is your theme song for your life?

Michelle: "Time of Our Lives" by Pitbull/Ne-Yo

What is your favorite food?

Michelle: I'm a foodie - so everything! But I can't help myself around good Italian and Latin food! I also LOVE seafood!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Michelle: More travel! South Africa (safari and swim with sharks), Chile, The Maldives ... I could go on and on!

What is your superpower?

Michelle: Patience.

Tell us one thing you can't live without (family and phones don't count).

Michelle: My dogs, Sadie and Rocco!

>> 40 in their 40s

By Molly Lauryssens
Photos By Maryland Photography Inc.
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NICK

▶▶ 40 in their 40s

By **Molly Lauryssens**
Photos by **Maryland Photography Inc.**

19 YEARS IN BUSINESS ATLAS PREMIER REALTY **KELLAR**

What are you most proud of in your career?

Nick: I'm proud of the relationships created and developed over the years, both professionally and personally, and having the opportunity to be in so many chapters of people's stories. Hearing the words "I trust you" from clients is, I think, the greatest badge of honor you can have with other people.

I'm also proud of the journey this industry has given me the space to pursue so I can continually work on myself. I'm proud of helping others realize that what you want will be a product of who you become first and that true happiness is in the progression of that process. I loved the development opportunities. Proud to have had a hand in developing others' careers, developing experiences for clients, developing relationships, and being a part of developing communities we serve.

Tell us about a challenge you have overcome, personal or professional.

Nick: Losing my Mom four years after being diagnosed with dementia while she was in her mid-50s and immediately after we had our first daughter was a kick to the gut. I lost my biggest cheerleader, my best friend ... my mom. It was a very hard time in life, being a new parent, juggling an ascending career, building a house, and helping my small family take care of her. Life became about cutting the clutter and prioritizing while remembering it was a gift. As tragic and heartbreaking as it was to lose her, in my most vulnerable moment, I was gifted one of the most profound moments. Nothing we do matters more than what you do right now. My mom lived her life in the present moment; if it was important to you, she made it important to her, and her life taught me to see the field but narrow my focus. For that, I remember her as a hero.



Who do you admire and why?

Nick: My wife, Julie, and daughters, Avery and Delaney. For so many reasons, but because — and I hate to admit this — they sometimes get the worst of me, yet they unconditionally love me regardless. I'm working on it, they deserve better, but I admire them for not letting it impact how they show up for me. Being in control of how you show up, regardless of the circumstances, is one of the most admirable traits one could have, in my opinion.

FIVE FAST, FUN FACTS WITH NICK:

What is one thing you are excited about for 2023?

Nick: I'm excited for today.

What is your favorite food?

Nick: Food, all of it. Pizza is a strong contender for No. 1, though. I am a self-proclaimed milkshake connoisseur.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Nick: Switzerland. I'm enamored with landscapes, ones that make your heart skip some.

Tell us one thing you can't live without (family and phones don't count).


Nick: Calendar. I live off of it.

When you were young (like 12-15 years old), what did you dream of becoming?

Nick: Playing major league baseball.



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Nilou Jones

►► 40 in their 40s

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10 YEARS IN BUSINESS

RE/MAX LEADING EDGE

Who do you admire and why?

Nilou: My parents are the two most amazing people I admire in my life. Dad owned and ran a successful architectural firm, and Mom had a career in business administration. After my uncle moved to the United States, my parents decided to follow suit. To summarize our lives afterward, my parents worked through some very difficult times. It was not the life they envisioned when they left their home country. They worked relentlessly, sometimes at jobs that didn't reflect their high level of experience and education, to keep us afloat in those early years. Through all that, they showed me what unconditional love and hard work looked like, and still do to this day.

What is important to you right now?

Nilou: My priorities have changed over the years. Starting new in this business, I didn't want to miss a single opportunity because I didn't know when another would arise. Now, I realize I have missed many of my family opportunities because of working so hard. Since it's never too late, I am looking at restructuring my business to incorporate more of a work/life balance. This will not only make me a better wife and mother but a better agent to my clients without sacrificing my level of service to them.

What are you most proud of in your career?

Nilou: Being a spouse of someone who is active duty in the military poses many challenges. We moved to Maryland as our new duty station after living overseas for almost five years. I didn't know more than three families newly living here, didn't have sports/school/church connections established, and took the blind risk of jumping into real estate with two young boys. The market was slowly trying to recover after the crash, so I quickly had to make something out of nothing. I am most proud of seeing where I have grown my successful business without the help of a team or mentors but by simply hustling, learning as much as possible, and consistently working hard for my clients.

FIVE FAST, FUN FACTS WITH NILOU:

What is your superpower?

Nilou: I want to say mind-reading, but my coworkers say it's my patience when dealing with difficult clients.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Nilou: More overseas travel, and hopefully, lots of it!

What is your theme song for your life?

Nilou: "Adventure of a Lifetime" by Coldplay.

What is your favorite food?

Nilou: All desserts and sweets, except black licorice.

When you were young (like 12-15 years old), what did you dream of becoming?

Nilou: A doctor.

40 in their 40s <<

By Molly Laurysens
Photos By Maryland Photography Inc.

PETER BOSCAS

18 YEARS IN BUSINESS

RED CEDAR REAL ESTATE

What is important to you right now?

Peter: Above all else, family is most important to me. Real estate has been a fulfilling career choice. I have loved working with clients and creating those close relationships over the years, and working and collaborating with some amazing agents in the community. But most importantly, it has allowed me to have incredible experiences with my family and to give my daughter, Elliott, every opportunity she

could dream of. Watching her grow and mature, and experiencing all that entails with my wife and best friend, Ginger, is more fulfilling than I could have imagined.

What are you most proud of in your career?

Peter: I never envisioned when I started Red Cedar Real Estate in 2011 that we would become such a respected, local mainstay. Creating the company from scratch without being affiliated with a franchise and before social media was as prevalent and accessible as it is now was daunting. Having won very prestigious local awards given by my peers and the glowing feedback from other agents about our commitment to our clients and how professionally we handle interactions with other agents makes me know I made the right decision to go independent all those years ago.



Tell us about a risk you have taken in your life.

Peter: Over the last few years, I've strayed from focusing entirely on real estate and started a huge undertaking by creating a real estate community app that I truly believe will instigate change in our industry (at least locally). I naively started with some minimal experience in web development and had worked behind the scenes with some heavy hitters, like Commissions Inc., but this project has taught me more than I could have imagined about real estate in general and our community specifically. The risk has been huge, but the payoff in terms of changing agents' lives will be astronomical.

FIVE FAST, FUN FACTS WITH PETER:

What is one thing you are excited about for 2023?

Peter: Bringing the real estate community together to change how we all do business.

What is your favorite food?

Peter: Papa John's Pizza.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Peter: Snorkeling the Great Barrier Reef.

Tell us one thing you can't live without (family and phones don't count).

Peter: My Jeep, with the top down, crawling rocks in the mountain.

When you were young (like 12-15 years old), what did you dream of becoming?

Peter: A comic book artist.



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Holly Jolly Holidays!

Wishing you a wonderful holiday season filled with peace, love, and laughter. I'm so happy to be part of your team, and wish you all the best in 2023.

Happy Holidays!



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40 in their 40s

By Molly Lauryssens • Photos By Maryland Photography Inc.

RJ MAGNAYE

EIGHT YEARS IN BUSINESS

EXP REALTY

Tell us about a risk you have taken in your life.

RJ: The biggest risk I've ever taken in my life was to leave my previous career as a network engineer to sell real estate full-time. Leaving the comfort of a salaried position with benefits was frightening.

What are you most proud of in your career?

RJ: The awards and recognition are nice, they help justify the long hours, but the *most rewarding* is the fact that I'm helping a family fulfill their dream of home ownership and increasing their net worth. The work is what I'm most proud of!

What is important to you right now?

RJ: Taking in as much as I can watching my kids grow up. They're 17 and 15, and time really does fly. So I'm doing my best to attend every possible thing that I can that is important in their lives. Ironically, when kids are young, we think we have all of this time. We all have the same 24 hours in a day, but how you spend those 24 hours is what's most important.

FIVE FAST, FUN FACTS WITH RJ:

What is your theme song for your life?

RJ: "Round Here" by Counting Crows. The lyrics have always resonated with me since high school.

What is your favorite food?

RJ: Actually, I have two: pizza and fresh-cut fries cooked in peanut oil!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

RJ: Bucket list item is to take my family to the Philippines, so they can understand that part of their family history, as I'm half Filipino.

What is your superpower?

RJ: The ability to remain calm in high-stress situations.

When you were young (like 12-15 years old), what did you dream of becoming?

RJ: Every young athlete's dream at that age is to become a professional athlete. I wanted to be either a professional soccer or a baseball player.



SHALYNN MILLS-ARASANMI

16 YEARS IN BUSINESS | INTEGRITY HOME TEAM, LLC

Tell us about a challenge you have overcome, personal or professional.

Shalynn: Before being a broker-owner, I was a REALTOR® on an accomplished team. Since the team was more like family, I was devastated when I was overlooked for a promotion within the team.

Instead of becoming bitter and resentful, I used the energy from the disappointment as fuel to start my real estate team, which eventually flourished into an independent brokerage.

What are you most proud of in your career?

Shalynn: I'm most proud of being the founder of Maryland's No. 1 Christian-owned real estate brokerage, Integrity Home Team LLC. The company is composed of caring, knowledgeable REALTORS® who have a true passion for helping their clients achieve their dreams.

Tell us about a risk you have taken in your life.

Shalynn: Without risk, there is no reward! After graduating from college with a forensic science degree, I quickly left that career track to pursue a path I had studied for three months — real estate. Funny, I asked God to make my current employer (at the time) terminate me, so I could work as a full-time REALTOR®. Guess what? God did it! Two weeks later, my position in the company was eliminated, and by the grace of God, real

estate has been a success ever since. That was 16 years ago! Now my focus is to live on purpose and be intentional about my life choices. I want to ensure that every intrinsic gift God has given me is used to empower other REALTORS® within the Integrity Home Team LLC to succeed and maximize their potential.

FIVE FAST, FUN FACTS WITH SHALYNN:

What is one thing you are excited about for 2023?

Shalynn: I'm excited about growing Integrity Home Team LLC in 2023 and having a larger impact on families and our communities.

What is your favorite food?

Shalynn: Filet mignon.

What is your superpower?

Shalynn: My superpower is God's favor, which has granted me unimaginable opportunities. I'm also pretty keen at seeing the positive in just about any circumstance.

Tell us one thing you can't live without (family and phones don't count).

Shalynn: A good do-it-yourself project. I enjoy getting my hands dirty on remodeling projects, ranging from painting an accent wall to refinishing old furniture. If it involves Home Depot, I'm in!

When you were young (like 12-15 years old), what did you dream of becoming?

Shalynn: A pediatrician.

►► 40 in their 40s

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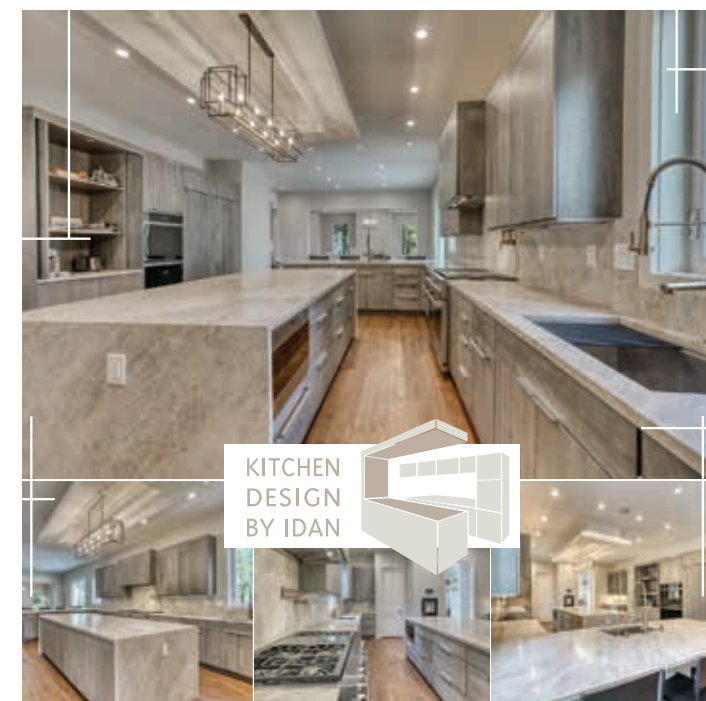
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TABITHA RICHARDSON

► 40 in their 40s

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17 YEARS IN BUSINESS
NEXT HOME LEADERS

What are you most proud of in your career?

Tabitha: This is a great question that we don't think about enough. I am proud of helping so many first-time owners achieve the American dream. I am a published author of *How to Buy a House in 12 Months* (available on Amazon). Plus, I love watching new REALTORS® learn and grow. As a broker/owner, what brings me the most joy is when I think about all the agents I've had the pleasure of training and getting to know. There is nothing like teaching people a skill and then watching them grow their businesses and earn income to support their families and their dreams!

Tell us about a risk you have taken in your life.

Tabitha: I moved from New York to Maryland in 2002 as a single mom. I didn't know anything about Maryland except I wanted a better quality of life for myself and my children. Three years later, I started a part-time career in real estate to help some of my colleagues purchase a home, like I did. After surviving the Great Recession, I decided to take a risk and start my brokerage in 2012 against

the advice of many. At the time, I was one of a few Black women broker/owners in Baltimore. I didn't have a circle of brokers to guide me or provide advice. I figured out how to be a business owner and run a real estate brokerage on my own. Ten years later, through it all, we are still here!

What is important to you right now?

Tabitha: As I watch the real estate industry, I realize there is a need for more training and education for newly licensed REALTORS®. I do not feel new agents are getting the care, training, and foundation they need to build a sustainable business, especially since the industry has been so busy over the last decade. That is where I come in. With my love for teaching and a passion for people, I want to be the bridge to help REALTORS® build confidence in themselves and their businesses. I have started a group coaching program, The Monday Morning Power Hour (MMPH), as an introduction to coaching to help less experienced agents learn tools and techniques to develop their skills. This year, I also became a coach for the top coaching program, Tom Ferry.

Five Fast, Fun Facts with Tabitha: What is one thing you are excited about for 2023?

Tabitha: I'm excited about the opportunities to expand and grow my group coaching program and online digital course to have a greater impact on REALTORS® across the country.

What is your theme song for your life?

Tabitha: "Girl on Fire" by Alicia Keys.

What is your favorite food?

Tabitha: Anything with shrimp and rib-eye steak!

What is your superpower?

Tabitha: I'm super detailed-oriented and great at creating systems.

When you were young (like 12-15 years old), what did you dream of becoming?

Tabitha: When I was a teenager, I wanted to be a newscaster and a fashion designer. I did start my own clothing line at the age of 20!



▶▶ 40 in their 40s

By Molly Laurysse | Photos By Maryland Photography Inc.
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TASHA Greene Coleman

16 YEARS IN BUSINESS
HOMES BY TASHA,
KELLER WILLIAMS REALTY CENTRE

Tell us about a risk you have taken in your life.

Tasha: Leaving an amazing career (with benefits) to pursue real estate. I was recently divorced with a toddler and a mortgage and a car payment. It was 2008! I left stability to pursue a 100% commission-based career in one of the worst markets. I remember having someone I loved and respected tell me, "You're ambitious, and I love that about you. But, you will never be able to sustain in this type of market, especially as a single mother." I sincerely thanked her for the advice. And in that moment, I became even more determined to succeed! That was the fuel I needed to push through; plus, I had this beautiful little girl counting on me. Letting her down wasn't an option. She made me feel like I could do anything ... she still does!

What is important to you right now?

Tasha: Right now, I am more concerned with "succeeding" in other areas of my life. I'm very proud of my accomplishments and accolades. However, I look forward to a beautiful quality of life. What that means to me is starting the day with coffee and quiet conversation with my husband — and being able to sit down and have dinner with my family, no distractions! It means Sundays off and snuggling with my daughters while watching a movie or having long talks with them about their hopes and dreams.

It means having "me time" without feeling guilty. My health is important to me, and I've realized I actually enjoy exercising and movement. Then, it's about having time for causes I love, like The Make-A-Wish Foundation. It's important to be able to help someone that has a need, whether with my time, money, or resources. I have an overwhelming feeling to just GIVE!

What are you most proud of in your career?

Tasha: I am most proud of the relationships I have developed. Most of my closest friends are people in the industry! Even my brokerage's leadership team and the agents in my office have become extended family. They are a tremendous source of support and encouragement. And the majority of my past clients have also become like family.

FIVE FAST, FUN FACTS WITH TASHA:

What is one thing you are excited about for 2023?

Tasha: My seven-year anniversary with my husband. The seventh year signifies warmth, comfort, safety, and security.

What is your theme song for your life?

Tasha: "Life and Favor" by John P. Kee.



What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Tasha: I dream of chartering a few red luxury buses to St. Jude Hospital in Tennessee and throwing the biggest bash for the children and their families.


What is your superpower?

Tasha: The ability to dance in the rain (literally and figuratively)!

Tell us one thing you can't live without (family and phones don't count).

Tasha: Music. It's with me from the time I wake up to the time I go to bed.

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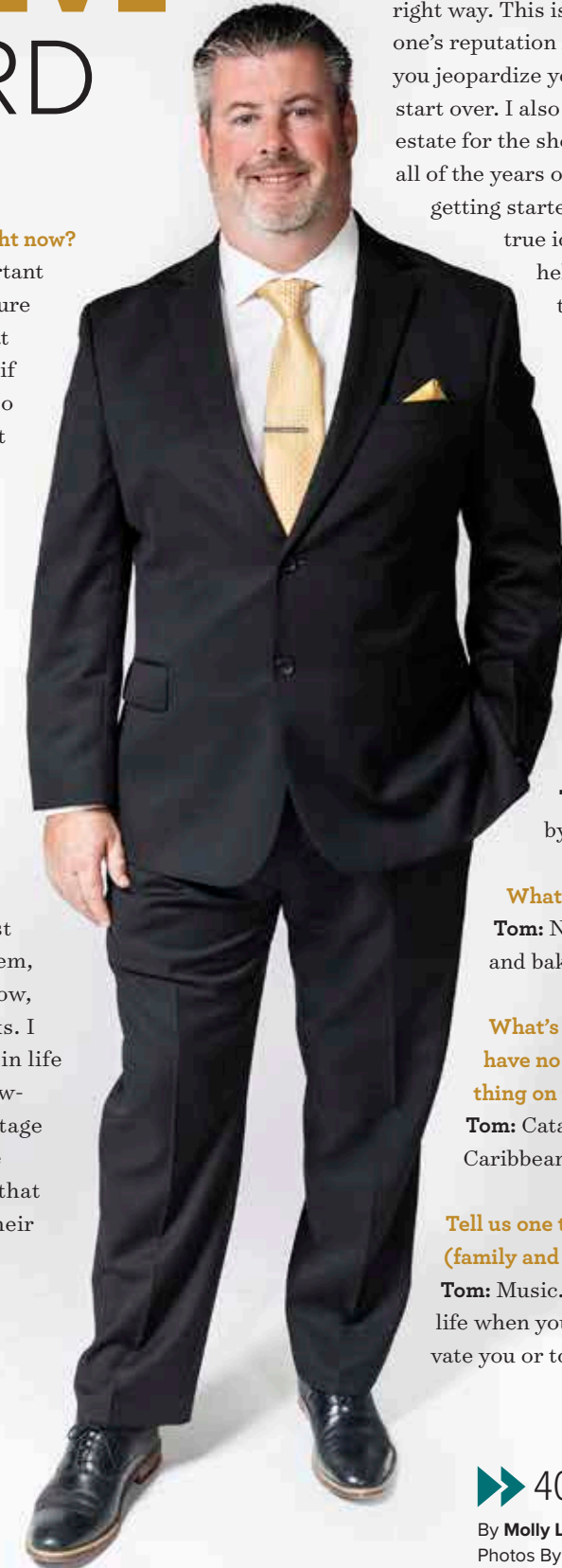
21 YEARS IN BUSINESS **BERKSHIRE HATHAWAY HOMESALE REALTY**

What is important to you right now?

Tom: One thing that is important to me right now is to make sure I am present in all things that I do. Life can just fly by, and if you blink, it passes you by. So I am trying to make sure that I am present for my family and friends. Everyone always says I wish I could go back five or ten years, etc. So slow down and enjoy every day with your family and friends because today is the only real PRESENT we have.

Tell us about a risk you have taken in your life.

Tom: I am a big believer in taking risks. Someone can have a wonderful life by just doing what is in front of them, but to truly succeed and grow, they need to take some risks. I have always said that most in life are given opportunities; however, those who take advantage and make the most of those opportunities are the ones that can be successful beyond their wildest dreams.



What are you most proud of in your career?

Tom: The thing that I am the proudest of is that I have always tried to do things the right way. This is because I believe that one's reputation means everything, and if you jeopardize your reputation, you can't start over. I also know that I am not in real estate for the short gain and that even with all of the years of experience, I am just getting started. I have worked with some true icons in real estate that helped me build a foundation that I can continue to build on for years to come!

FIVE FAST, FUN FACTS WITH TOM:

What is one thing you are excited about for 2023?

Tom: Seeing my kids continue to grow and experience life with them!

What is your theme song for your life?

Tom: "Hell of a Way to Go" by Riley Green.

What is your favorite food?

Tom: Nothing beats a good steak and baked potato!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Tom: Catamaran trip around the Caribbean with friends.

Tell us one thing you can't live without (family and phones don't count).

Tom: Music. It lets you slip away from life when you need it the most, to motivate you or to just relax.

►► 40 in their 40s

By **Molly Laurysens**
Photos By **Maryland Photography Inc.**

Veronica SNISCAK

What is important to you right now?

Veronica: Creating a life that balances my career with family and personal interests. Balance is something that is hard, especially in this business, but taking time for myself and learning new things (like dancing and golfing!) are very important. It's also important that my husband and I are available to our children. Being present for them and providing the love and support that our kids need is absolutely a priority. Making sure to spend time on what is most important while also focusing on career growth is a tough balance!

What are you most proud of in your career?

Veronica: Besides being nominated for this? I am most proud of creating my own team. It was a huge leap of faith to do it on my own, but I am so glad I did! I really love helping others with their businesses and learning from each other to provide the best experience for our clients. I always say two heads are better than one, so learning and growing together is so important. I am so proud of the brand I've created and the processes for the business, and having a team allowed me to do that not only for myself as an agent but for the awesome agents on my team!

Tell us about a challenge you have overcome, personal or professional.

Veronica: The biggest personal challenge I've overcome was divorcing my first husband. Not something I ever thought I'd have to do, and it was an awful experience. I made the best decision for myself and my child. In the moment and for many moments after, it was really sad and emotional, but I can't imagine my life if I hadn't done it. I know I wouldn't have the life I do if I didn't make that seemingly impossible decision. Also, I have to say, I'm so proud and in awe of my son, Oliver. I can't imagine how hard things are for him with losing his father to suicide and being trans. I admire his courage and confidence in who he is and not being afraid of sharing that with the world. Most people will never have to deal with what he has, but he does it with grace, and I admire that tremendously.

FIVE FAST, FUN FACTS WITH VERONICA:

What is your theme song for your life?

Veronica: "Juicy" by The Notorious B.I.G.

What is your favorite food?

Veronica: Sushi!

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Veronica: Living by the water in a climate warmer than Maryland.

What is your superpower?

Veronica: Connecting with others!

Tell us one thing you can't live without (family and phones don't count).

Veronica: My friends! I need social interaction, chatting and, most importantly, laughing.



40 in their 40s

By Molly Laurysens
Photos By Maryland Photography Inc.
Professional Makeup by The Ashley Callaway Beauty Team

25 YEARS IN BUSINESS

VSELLS & ASSOCIATES OF COMPASS

40 in their 40s

By Molly Laurysens
Photos By Maryland Photography Inc.

17 YEARS IN BUSINESS CORNER HOUSE REALTY

What are you most proud of in your career?

Wes: Opening our own brokerage in 2019.

Tell us about a challenge you have overcome, personal or professional.

Wes: My wife stopped teaching after our second child to help me run the business. We gave up her salary and health insurance (which was stressful at the time). But looking back, it was one of the best decisions we ever made. Balancing time between raising three young kids, working with my wife, and growing the business is a 24/7 job, and getting out of production and focusing on growth was a risk, but I wouldn't have it any other way.

WES PETERS



What is important to you right now?

Wes: Keeping our agents happy and my family — being there for my kids and not missing anything.

FIVE FAST, FUN FACTS WITH WES:

What is one thing you are excited about for 2023?

Wes: Opening new offices.

What is your theme song for your life?

Wes: "Know When to Fold 'Em" (aka "The Gambler") by Kenny Rogers.

What is your favorite food?

Wes: Steak.

What's on your vision board? If you have no vision board, tell us one thing on your bucket list.

Wes: Build a house at the beach one day.

What is your superpower?

Wes: My hair.

TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Oct. 31, 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
1	Heather Richardson	NVR Services, Inc.	1011	\$519,337,069
2	Adam M Shpritz	Ashland Auction Group LLC	870.5	\$53,184,848
3	Kathleen Cassidy	DRH Realty Capital, LLC.	438	\$234,199,966
4	Melissa M Daniels	Keller Williams Integrity	350.5	\$181,121,647
5	Lee M Shpritz	Ashland Auction Group LLC	302.5	\$19,269,369
6	Robert J Lucido	Keller Williams Lucido Agency	293.5	\$186,997,984
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	249.5	\$120,304,147
8	Lee R. Tessier	EXP Realty, LLC	186.5	\$70,807,207
9	Shawn M Evans	Monument Sotheby's International Realty	181	\$127,728,026
10	Larry E Cooper	Alex Cooper Auctioneers, Inc.	176	\$22,498,634
11	Nickolaus B Waldner	Keller Williams Realty Centre	148	\$70,457,997
12	Phillippe Gerdes	Long & Foster Real Estate, Inc.	138.5	\$59,689,434
13	Joseph A Petrone	Monument Sotheby's International Realty	138	\$83,983,918
14	Charlotte Savoy	Keller Williams Integrity	137	\$70,030,593
15	Gina L White	Lofgren-Sargent Real Estate	128	\$51,404,905
16	Jeremy Michael McDonough	Mr. Lister Realty	126	\$56,969,527
17	Lois Margaret Alberti	Alberti Realty, LLC	117.5	\$36,624,820
18	Laura M Snyder	American Premier Realty, LLC	106	\$39,727,991
19	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	103	\$45,433,153
20	David Orso	Berkshire Hathaway HomeServices PenFed Realty	98.5	\$94,220,659
21	Daniel Borowy	Redfin Corp	94	\$46,707,651
22	Lauren Ryan	NVR Services, Inc.	92	\$45,116,990
23	Alexander T Cruz	Cummings & Co. Realtors	89	\$18,281,750
24	STEPHEN PIPICH Jr.	Corner House Realty North	86.5	\$25,871,900
25	Jonathan Scheffenacker	Redfin Corp	85	\$34,906,999
26	Jeannette A Westcott	Keller Williams Realty Centre	84	\$45,626,170
27	Un H McAdory	Realty 1 Maryland, LLC	83	\$46,953,829
28	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	83	\$23,812,627
29	Benjamin J Garner	212 Realty	82.5	\$35,855,375
30	Tony Migliaccio	Long & Foster Real Estate, Inc.	81	\$31,551,460
31	Bradley R Kappel	TTR Sotheby's International Realty	80.5	\$173,541,900
32	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	80.5	\$27,498,300
33	Gina M Gargeu	Century 21 Downtown	80.5	\$15,267,450
34	Louis Chirgott	American Premier Realty, LLC	79.5	\$33,523,799

RANK	NAME	OFFICE	SALES	TOTAL
35	Timothy Langhauser	Compass Home Group, LLC	78	\$28,998,108
36	James T Weiskerger	Next Step Realty	77	\$40,156,520
37	Daniel McGhee	Homeowners Real Estate	76	\$24,537,275
38	Daniel M Billig	A.J. Billig & Company	76	\$19,730,950
39	Michael J Schiff	EXP Realty, LLC	75	\$26,458,624
40	Tracy J. Lucido	Keller Williams Lucido Agency	74	\$55,582,991
41	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	74	\$52,721,379
42	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	74	\$33,699,310
43	Mitchell J Toland Jr.	Redfin Corp	74	\$23,529,831
44	Charles N Billig	A.J. Billig & Company	74	\$13,081,013
45	Vincent J. Steo	RE/MAX Community Real Estate	73.5	\$25,991,599
46	Creig E Northrop III	Northrop Realty	73	\$76,584,600
47	Nancy A Hulsman	Coldwell Banker Realty	73	\$34,698,175
48	Matthew D Rhine	Keller Williams Legacy	72	\$32,496,587
49	Brian M Pakulla	RE/MAX Advantage Realty	71	\$43,891,191
50	Zachary Bryant	Northrop Realty	70.5	\$31,986,050

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Oct. 31, 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	Matthew P Wyble	CENTURY 21 New Millennium	70	\$39,739,921
52	Tineshia R. Johnson	NVR Services, Inc.	69.5	\$33,423,098
53	Alan Ray Porterfield Jr.	Coldwell Banker Realty	68	\$18,993,900
54	Kimberly A Lally	EXP Realty, LLC	66.5	\$27,098,899
55	Jared T Block	Alex Cooper Auctioneers, Inc.	66	\$15,093,025
56	Bill Franklin	Long & Foster Real Estate, Inc.	65.5	\$33,213,950
57	William C Featherstone	Featherstone & Co.,LLC.	65.5	\$18,381,199
58	John R Newman II	Keller Williams Flagship of Maryland	65	\$24,048,427
59	Bob Simon	Long & Foster Real Estate, Inc.	65	\$10,143,500
60	Kim Barton	Keller Williams Legacy	64.5	\$26,189,511
61	Jessica L Young-Stewart	RE/MAX Executive	64.5	\$25,833,840
62	Robert Elliott	Redfin Corp	64	\$26,134,441
63	Dassi Lazar	Lazar Real Estate	64	\$17,885,416
64	Donna J Yocum	Keller Williams Realty Centre	63.5	\$44,753,544
65	Mark A. Ritter	Revol Real Estate, LLC	63	\$29,311,102
66	Alex B Fox	Allfirst Realty, Inc.	62.5	\$22,278,899

RANK	NAME	OFFICE	SALES	TOTAL
67	Gregory A Cullison Jr.	EXP Realty, LLC	61	\$16,820,050
68	Jeff D Washo	Compass	60.5	\$23,513,500
69	Veronica A Sniscak	Compass	60	\$28,790,463
70	Derek Blazer	Cummings & Co. Realtors	60	\$22,492,900
71	Yevgeny Drubetskoy	EXP Realty, LLC	60	\$15,792,023
72	Allen J Stanton	RE/MAX Executive	59.5	\$24,603,752
73	Robert A Commodari	EXP Realty, LLC	59	\$20,482,500
74	Montaz Maurice McCray	Keller Williams Realty Centre	59	\$17,124,498
75	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	58.5	\$26,121,755
76	Wendy Slaughter	Elevate Real Estate Brokerage	58	\$31,364,262
77	Marina Yousefian	Long & Foster Real Estate, Inc.	58	\$28,758,151
78	Vincent M Caropreso	Keller Williams Flagship of Maryland	57	\$21,438,675
79	Elizabeth Ellis	Brookfield Management Washington LLC	56	\$37,888,927
80	Sunna Ahmad	Cummings & Co. Realtors	56	\$37,652,770
81	Melissa Barnes	Cummings & Co. Realtors	56	\$20,442,211
82	PETER WONG	Corner House Realty North	56	\$17,323,750
83	Tony A Zowd	Coldwell Banker Realty	55.5	\$23,634,650
84	Kelly Schuit	Next Step Realty	55.5	\$21,940,900
85	James H Stephens	EXP Realty, LLC	55.5	\$21,597,530
86	Francis R Mudd III	Schwartz Realty, Inc.	55	\$24,751,589
87	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	54	\$25,120,560
88	Robb Preis	Redfin Corp	54	\$22,701,102
89	Timothy Lee Joseph Dominick	Coldwell Banker Realty	54	\$9,212,700
90	Steve R Kuzma	Weichert, Realtors - Diana Realty	53.5	\$16,945,082
91	Jeremy S Walsh	Coldwell Banker Realty	53	\$22,935,225
92	Peter J Klebenow	RE/MAX First Choice	53	\$9,909,540
93	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	52.5	\$17,004,481
94	Missy A Aldave	Northrop Realty	52	\$21,783,194
95	Tom Atwood	Keller Williams Metropolitan	52	\$20,308,125
96	Joshua Shapiro	Douglas Realty, LLC	51.5	\$24,673,240
97	Jory Frankle	Northrop Realty	51	\$25,330,333
98	Catherine A Watson - Bye	RE/MAX Executive	51	\$23,287,499
99	Jessica DuLaney (Nonn)	Next Step Realty	51	\$22,963,150
100	Michele Schmidt	Keller Williams Flagship of Maryland	51	\$18,286,000

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Oct. 31, 2022

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RANK	NAME	OFFICE	SALES	TOTAL
101	Byron K. Brooks	Thurston Wyatt Real Estate, LLC	51	\$8,145,834
102	James P Schaecher	Keller Williams Flagship of Maryland	50.5	\$24,947,450
103	Ashley B Richardson	Long & Foster Real Estate, Inc.	50	\$26,778,000
104	Ellie L Mcintire	Keller Williams, LLC	50	\$25,213,350
105	Shekhaar Gupta	EXP Realty, LLC	50	\$20,826,300
106	Liz A. Ancel	Cummings & Co. Realtors	50	\$18,624,450
107	Bob Kimball	Redfin Corp	50	\$18,273,250
108	Terry A Berkeridge	Advance Realty Bel Air, Inc.	50	\$14,444,500
109	Michael Frank	Berkshire Hathaway HomeServices PenFed Realty	49.5	\$17,823,551
110	Bethanie M Fincato	Cummings & Co. Realtors	49.5	\$17,246,980
111	Karen Hubble Bisbee	Long & Foster Real Estate, Inc.	49	\$55,140,841
112	Peter Boscas	Red Cedar Real Estate, LLC	49	\$28,615,350
113	Jessica H Dailey	Compass	49	\$19,142,400
114	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	48.5	\$23,065,686
115	Luis H Arrazola	A.J. Billig & Company	48.5	\$6,802,488
116	VENKATESWARA RAO GURRAM	Samson Properties	48	\$33,566,180
117	Trent C Gladstone	Keller Williams Integrity	48	\$25,103,849
118	Joseph S Bird	RE/MAX Advantage Realty	48	\$22,551,900
119	AMELIA E SMITH	Redfin Corp	48	\$21,415,032
120	Heather Crawford	Redfin Corp	48	\$18,419,566
121	Santiago Carrera	Exit Results Realty	47.5	\$17,348,649
122	Christina J Palmer	Keller Williams Flagship of Maryland	47	\$37,735,865
123	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	47	\$26,229,471
124	Steven C Paxton	Keller Williams Metropolitan	47	\$21,015,039
125	Brendan Butler	Cummings & Co. Realtors	47	\$18,338,545
126	Ronald W. Howard	RE/MAX Advantage Realty	46	\$17,438,903
127	Stephanie A Myers	Long & Foster Real Estate, Inc.	46	\$17,303,400
128	Keiry Martinez	ExecuHome Realty	46	\$14,296,276
129	Kate A Barnhart	Northrop Realty	46	\$12,824,390
130	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	45.5	\$18,913,400
131	Tiffany S Domneys	ExecuHome Realty	45.5	\$10,456,860
132	Jason P Donovan	RE/MAX Leading Edge	45	\$23,237,050
133	Julie Singer	Northrop Realty	45	\$19,436,032
134	James J Rupert	Douglas Realty, LLC	45	\$18,710,105

RANK	NAME	OFFICE	SALES	TOTAL
135	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	45	\$18,489,800
136	John C Kantorski Jr.	EXP Realty, LLC	45	\$15,906,250
137	Terence P Brennan	Long & Foster Real Estate, Inc.	45	\$14,721,197
138	Brian D Saver	Northrop Realty	44.5	\$41,288,000
139	Anthony M Friedman	Northrop Realty	44.5	\$28,382,420
140	Donna L Reichert	Keller Williams Flagship of Maryland	44	\$18,264,350
141	William W Magruder	Long & Foster Real Estate, Inc.	43.5	\$15,943,420
142	Raymond G Johnson III	Berkshire Hathaway HomeServices Homesale Realty	43	\$19,982,675
143	Azam M Khan	Long & Foster Real Estate, Inc.	43	\$18,355,000
144	Donald L Beecher	Redfin Corp	43	\$15,773,650
145	Jennifer H Bonk	Keller Williams Flagship of Maryland	42.5	\$21,594,250
146	Christina B Elliott	Keller Williams Integrity	42.5	\$21,461,540
147	Julia H. Neal	Next Step Realty	42.5	\$16,069,400
148	Charlie Hatter	Monument Sotheby's International Realty	42	\$49,134,500
149	Ricky Cantore III	RE/MAX Advantage Realty	42	\$23,087,905
150	Shawn Martin	Keller Williams Flagship of Maryland	42	\$20,292,150

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TOP 150 STANDINGS • BY VOLUME

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21	Charlie Hatter	Monument Sotheby's International Realty	42	\$49,134,500
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27	Donna J Yocum	Keller Williams Realty Centre	63.5	\$44,753,544
28	Brian M Pakulla	RE/MAX Advantage Realty	71	\$43,891,191
29	Heidi S Krauss	Krauss Real Property Brokerage	33	\$41,912,850
30	Georgeann A Berkinshaw	Coldwell Banker Realty	23	\$41,455,500
31	Brian D Saver	Northrop Realty	44.5	\$41,288,000
32	James T Weiskerger	Next Step Realty	77	\$40,156,520
33	Matthew P Wyble	CENTURY 21 New Millennium	70	\$39,739,921
34	Laura M Snyder	American Premier Realty, LLC	106	\$39,727,991
35	Elizabeth Ellis	Brookfield Management Washington LLC	56	\$37,888,927
36	Christina J Palmer	Keller Williams Flagship of Maryland	47	\$37,735,865
37	Sunna Ahmad	Cummings & Co. Realtors	56	\$37,652,770
38	Lois Margaret Alberti	Alberti Realty, LLC	117.5	\$36,624,820
39	Benjamin J Garner	212 Realty	82.5	\$35,855,375
40	Jonathan Scheffenacker	Redfin Corp	85	\$34,906,999
41	Nancy A Hulsman	Coldwell Banker Realty	73	\$34,698,175
42	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	74	\$33,699,310
43	VENKATESWARA RAO GURRAM	Samson Properties	48	\$33,566,180
44	Louis Chirgott	American Premier Realty, LLC	79.5	\$33,523,799
45	Tineshia R. Johnson	NVR Services, Inc.	69.5	\$33,423,098
46	Bill Franklin	Long & Foster Real Estate, Inc.	65.5	\$33,213,950
47	Matthew D Rhine	Keller Williams Legacy	72	\$32,496,587
48	Zachary Bryant	Northrop Realty	70.5	\$31,986,050
49	Tony Migliaccio	Long & Foster Real Estate, Inc.	81	\$31,551,460
50	Wendy Slaughter	Elevate Real Estate Brokerage	58	\$31,364,262

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Oct. 31, 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	Mark A. Ritter	Revol Real Estate, LLC	63	\$29,311,102
52	Timothy Langhauser	Compass Home Group, LLC	78	\$28,998,108
53	Veronica A Sniscak	Compass	60	\$28,790,463
54	Marina Yousefian	Long & Foster Real Estate, Inc.	58	\$28,758,151
55	Peter Boscas	Red Cedar Real Estate, LLC	49	\$28,615,350
56	Anthony M Friedman	Northrop Realty	44.5	\$28,382,420
57	Kristi C Neidhardt	Northrop Realty	37.5	\$27,535,000
58	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	80.5	\$27,498,300
59	Kimberly A Lally	EXP Realty, LLC	66.5	\$27,098,899
60	Pamela A Tierney	Long & Foster Real Estate, Inc.	14	\$26,980,100
61	Sandra K Libby	Long & Foster Real Estate, Inc.	31	\$26,912,725
62	Ashley B Richardson	Long & Foster Real Estate, Inc.	50	\$26,778,000
63	Michael J Schiff	EXP Realty, LLC	75	\$26,458,624
64	Wendy T Oliver	Coldwell Banker Realty	35.5	\$26,289,698
65	Colleen M Smith	Long & Foster Real Estate, Inc.	38	\$26,252,078
66	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	47	\$26,229,471
67	Kim Barton	Keller Williams Legacy	64.5	\$26,189,511
68	Robert Elliott	Redfin Corp	64	\$26,134,441
69	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	58.5	\$26,121,755
70	Vincent J. Steo	RE/MAX Community Real Estate	73.5	\$25,991,599
71	STEPHEN PIPICH Jr.	Corner House Realty North	86.5	\$25,871,900
72	Jessica L Young-Stewart	RE/MAX Executive	64.5	\$25,833,840
73	Jennifer K Chino	TTR Sotheby's International Realty	30.5	\$25,348,999
74	Jory Frankle	Northrop Realty	51	\$25,330,333
75	Ellie L Mcintire	Keller Williams, LLC	50	\$25,213,350
76	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	54	\$25,120,560
77	Trent C Gladstone	Keller Williams Integrity	48	\$25,103,849
78	James P Schaecher	Keller Williams Flagship of Maryland	50.5	\$24,947,450
79	Francis R Mudd III	Schwartz Realty, Inc.	55	\$24,751,589
80	Joshua Shapiro	Douglas Realty, LLC	51.5	\$24,673,240
81	Allen J Stanton	RE/MAX Executive	59.5	\$24,603,752
82	Daniel McGhee	Homeowners Real Estate	76	\$24,537,275
83	Shane C Hall	Compass	29	\$24,113,000
84	John R Newman II	Keller Williams Flagship of Maryland	65	\$24,048,427

RANK	NAME	OFFICE	SALES	TOTAL
85	Stephen H Strohecker	Berkshire Hathaway HomeServices PenFed Realty	29	\$23,872,195
86	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	83	\$23,812,627
87	Alexandra T Sears	TTR Sotheby's International Realty	24.5	\$23,657,075
88	Tony A Zowd	Coldwell Banker Realty	55.5	\$23,634,650
89	Mitchell J Toland Jr.	Redfin Corp	74	\$23,529,831
90	Jeff D Washo	Compass	60.5	\$23,513,500
91	Catherine A Watson - Bye	RE/MAX Executive	51	\$23,287,499
92	Jason P Donovan	RE/MAX Leading Edge	45	\$23,237,050
93	Tina C Cheung	EXP Realty, LLC	39.5	\$23,137,892
94	Ricky Cantore III	RE/MAX Advantage Realty	42	\$23,087,905
95	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	48.5	\$23,065,686
96	Jessica DuLaney (Nonn)	Next Step Realty	51	\$22,963,150
97	Jeremy S Walsh	Coldwell Banker Realty	53	\$22,935,225
98	Sarah E Kanne	Gibson Island Corporation	6.5	\$22,905,000
99	Robb Preis	Redfin Corp	54	\$22,701,102
100	Lisa Alatis-Hapney	Monument Sotheby's International Realty	34.5	\$22,683,767

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Oct. 31, 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	Joseph S Bird	RE/MAX Advantage Realty	48	\$22,551,900
102	Larry E Cooper	Alex Cooper Auctioneers, Inc.	176	\$22,498,634
103	Derek Blazer	Cummings & Co. Realtors	60	\$22,492,900
104	Alex B Fox	Allfirst Realty, Inc.	62.5	\$22,278,899
105	Moe Farley	Coldwell Banker Realty	28.5	\$22,178,500
106	Shun Lu	Keller Williams Realty Centre	27	\$22,031,745
107	Kelly Schuit	Next Step Realty	55.5	\$21,940,900
108	Ryan R Briggs	Anne Arundel Properties, Inc.	35	\$21,796,500
109	Missy A Aldave	Northrop Realty	52	\$21,783,194
110	James H Stephens	EXP Realty, LLC	55.5	\$21,597,530
111	Jennifer H Bonk	Keller Williams Flagship of Maryland	42.5	\$21,594,250
112	Christina B Elliott	Keller Williams Integrity	42.5	\$21,461,540
113	Vincent M Caropreso	Keller Williams Flagship of Maryland	57	\$21,438,675
114	AMELIA E SMITH	Redfin Corp	48	\$21,415,032
115	Carol Snyder	Monument Sotheby's International Realty	27.5	\$21,126,915
116	Sarah E Garza	Keller Williams Flagship of Maryland	34.5	\$21,065,995

RANK	NAME	OFFICE	SALES	TOTAL
117	Arian Sargent Lucas	Lofgren-Sargent Real Estate	29	\$21,031,799
118	Steven C Paxton	Keller Williams Metropolitan	47	\$21,015,039
119	Shekhaar Gupta	EXP Realty, LLC	50	\$20,826,300
120	Leslie Ikle	Redfin Corp	38	\$20,818,500
121	Samuel P Bruck	Northrop Realty	41.5	\$20,797,750
122	Jason W Perlow	Monument Sotheby's International Realty	32	\$20,780,250
123	Zugell Jamison	RE/MAX Advantage Realty	36	\$20,647,440
124	Elizabeth C Dooner	Coldwell Banker Realty	17	\$20,568,958
125	DeAnna W Miller	Long & Foster Real Estate, Inc.	36	\$20,484,084
126	Robert A Commodari	EXP Realty, LLC	59	\$20,482,500
127	Melissa Barnes	Cummings & Co. Realtors	56	\$20,442,211
128	Beverly A Langley	Coldwell Banker Realty	39.5	\$20,417,759
129	Tom Atwood	Keller Williams Metropolitan	52	\$20,308,125
130	Shawn Martin	Keller Williams Flagship of Maryland	42	\$20,292,150
131	David C Luptak	Long & Foster Real Estate, Inc.	37.5	\$20,282,727
132	Raymond G Johnson III	Berkshire Hathaway HomeServices Homesale Realty	43	\$19,982,675
133	Jennifer Holden	Compass	39.5	\$19,800,400
134	Daniel M Billig	A.J. Billig & Company	76	\$19,730,950
135	Victoria Northrop	Northrop Realty	35	\$19,683,060
136	Julie Singer	Northrop Realty	45	\$19,436,032
137	Christopher B Carroll	RE/MAX Advantage Realty	37	\$19,404,300
138	Matthew Mark Bearinger	Keller Williams Flagship of Maryland	39	\$19,276,826
139	Lee M Shpritz	Ashland Auction Group LLC	302.5	\$19,269,369
140	Kathryn Liscinsky	Compass	28.5	\$19,183,900
141	Marni B Sacks	Northrop Realty	35	\$19,149,200
142	Jessica H Dailey	Compass	49	\$19,142,400
143	Georgeanna S Garceau	Garceau Realty	23.5	\$19,034,710
144	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	25	\$19,030,900
145	Alan Ray Porterfield Jr.	Coldwell Banker Realty	68	\$18,993,900
146	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	45.5	\$18,913,400
147	Nicki Palermo	RE/MAX One	41.5	\$18,743,979
148	James J Rupert	Douglas Realty, LLC	45	\$18,710,105
149	Carla H Viviano	Viviano Realty	31	\$18,692,301
150	Liz A. Ancel	Cummings & Co. Realtors	50	\$18,624,450

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