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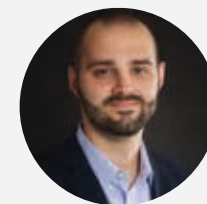
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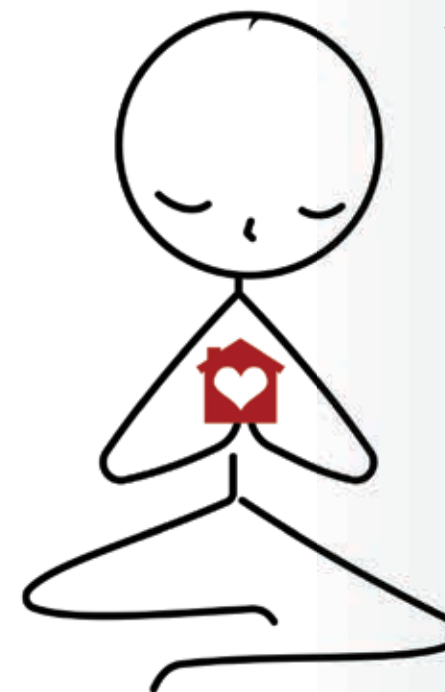
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NOTE

PUBLISHER'S

“Easy (Like Sunday Morning).” I can vibe with that song. The song, by Lionel Richie, was chosen by Jonathan Stroud, one of our preferred partners featured this month, as his theme song for life. He is a music man too, DJing events and breaking out the parties, so his choice makes it all the more powerful. We loved learning about Jonathan (senior account manager for Cinch), who is a young father and husband, and family means everything to him. He’s also a budding entrepreneur, and we can’t wait to watch his trajectory!

Back to music, though. ... What is the theme song for your life? It is such a tough question. But it’s fun to think about it, especially if you’re a music lover. Whether you are or aren’t a music lover, we encourage you to dive into this question. It really gets you to thinking. ...

Because Jonathan’s song was so good, we had to choose our own. Molly, editor-in-chief, had a tough time with this one but narrowed it down to three songs before finally picking the one: Eminem’s anthem, “Not Afraid.” This was also a tricky task for me, but in the end, I chose “Unstoppable” by Sia because it makes me feel confident, powerful and that I’m capable of anything I set my mind to.

While you are contemplating that, let’s get back to this juicy October edition. We were so lucky to finally meet all the resourceful and determined “Ladies of Capital,” who are the women behind Capital Short Sale Group. They are led by the incomparable Becca Ravera, who couldn’t say enough good things about them all and really wanted to introduce and share her team with us. These ladies are family and are on a mission!

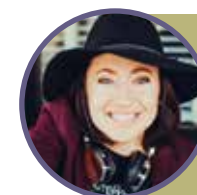
Bob Simon, our cover story, was also feeling the love. He and his wife, Loretta, graciously welcomed us into their home and will soon be celebrating 40 years of marriage. How amazing is that? Bob was outspoken for his love for Loretta (aw!) and credits her for being the real workhorse in their family, which is saying something because Bob sold 120 units last year!

Agent to Watch Mindy Pirczhalski opened up to us about her life story, and the incredible grace she has had is just inspiring. You won’t want to miss her story! She was cool under pressure and right at home with her family. She has always been able to find her center through some dark storms that came her way.

Our Rising Star, Sophia McCormick, talked to us about what makes her love the small-team environment. She also shared about a painful and persistent medical condition she discovered six years ago, and she had to learn how to slow down. A runner her whole life, she was slowing way down. And learning how to live with that took her a moment. But she’s working to come out the other side of this now and inspires us to take care of not just our mental but our physical health as well.

We’ve got some amazing community content coming your way too! Enjoy —

Happy October!



WITH GRATITUDE,

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▶▶ agent to watch

By Molly Laurysens
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mindy

PIRCZHALSKI

Walks Only On The Bright Side

mindy Pirczhalski is a shining example of not letting history define you. At a young age, the exact age for which she will never know, she was surrendered as an infant to authorities in her birthplace of South Korea. The person who dropped her off, presumably of no relation, gave a name and birth date and told police she wasn't being properly taken care of. Then she lived in an orphanage until she was adopted at almost 5 years old by her American parents, Neil and Diane Pigott.

Mindy recalls her first memories of being in a new country: "Being immersed into a new culture, in a different country, and having foreign parents and not understanding a word they were saying was quite traumatic." She credits her parents for being exceptional at helping her transition while encouraging her to explore her origin.

Mindy doesn't have negative feelings or memories, per se, from those early years. If anything, she only holds on to the good. For instance, growing up in the orphanage, she remembers the other kids gravitating toward her. "I was like the leader of the pack, and I wasn't the oldest. The other kids would migrate to me. I was very nurturing, even back then."

Eventually, she'd assimilate into this new world. She vividly recalls one of her first meals in the states. Her father made scrambled eggs and gave her some fruit. "I don't really remember eating the eggs, but I remember him offering me more. At the orphanage, you didn't ask for seconds. You ate what was provided. There was no more."

For her, food has become a staple in how she connects and loves her people, she admits. "Food is my love language. ... When I lived in Perry

Hall, I used to be a member of the Mom's Club, and for a very long time, I'd cook homemade meals. I am known to share my home-cooked goodies with friends, neighbors, and family too. I love to spread my love through cooking."

FINDING REAL ESTATE

Mindy was a corporate trainer in her previous career, so when a new restaurant opened up, she'd travel to teach the staff. In 2002 when she got engaged, she wanted more of a 9-to-5 position. As fate would have it, a regular at the restaurant came in one day and mentioned he was looking for a receptionist for his real estate company. She started at a local brokerage, doing their advertising, payroll disbursement and commission checks. Meanwhile, she'd listen to these experienced agents handle clients and think, I can do that! So she decided to do an accelerated two-week program and got her license. She appreciates the flexibility and fulfillment the career provides while caring for her growing family.

...



•••

When the pandemic hit, things slowed down quite a bit for Mindy. She confessed it was a breath of fresh air, considering she could be at home with her three kids and concentrate on home-schooling them. “It was a good time for me to kind of reset. We didn’t have to rush around from one place to another. It was a slower-paced pattern for me, which was great.”

In 2021 things got right back on track, and she closed 16 transactions for just over \$5 million in sales. Then in 2022, Mindy ran for Mrs. Maryland. Her intention was to bring more attention to the charities she has been passionate about for years, including Habitat for Humanity, Harford Family House and the Baltimore Humane Society, among others. While she did not advance to the national pageant, she participated in something completely outside of her comfort zone. She says she was proud that she gave it her all. “Hearing my children, husband and friends cheer for me and seeing the tears in children’s eyes when I did not win broke my heart but also showed me that in their hearts, I was the winner!”

Another nonprofit Mindy is involved with is called Asia Families. This organization works with Korean adoptees and their families. This is a resource that Mindy says would have been helpful when she was younger. “Growing up, there just weren’t many minorities; it was a little bit different then.” Last year, Mindy spoke to this community, sharing her adoptive story and offering ways for adopting parents to connect their adopted children to Korean culture.

Mindy and her family: husband Joe and three children, 12-year-old Joseph, 10-year-old Alexis and 6-year-old Noah



“Honestly, where I started – I was given up because I was clearly not going to be properly raised. ... I was given this life! I had control over my own happiness while finding myself and living as an adult and being a parent now. **I want to raise my children to see the positives.**”


FAMILY TIME

Mindy and her husband, Joe, have been married for 20 years and live in Bel Air. They have three kids: 12-year-old Joseph, 10-year-old Alexis and 6-year-old Noah. All the kids are into swimming, soccer and taekwondo. Alexis plays the cello, and Joe is in an indoor Autobahn League. They also have a furry family member in their 2-year-old dog, Baxter. Incidentally, Mindy is a first-degree black belt and her husband, Joe, is a taekwondo master (sixth-degree black belt).


One essential in her life is imparting her love for the Korean culture to her kids. “I’ve been very open with my children regarding being adopted and their Korean side because I was born in a foreign country. I want them to feel confident about that too.” Mindy has done an ancestry test and learned that she is full Korean. In addition, she has discovered distant relatives. She is hoping one day to know more details.

For her, it’s not about healing. She’s done that. It’s more about closure at this point. Still, you may wonder, how did she heal? “Honestly, where I started — I was given up because I was clearly not going to be properly raised. ... I was given this life! I had control over my own happiness while finding myself and living as an adult and being a parent now. I want to raise my children to see the positives.” And she is not planning on wasting a single second.





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THE LADIES OF CAPITAL SHORT SALE GROUP



▶ partner spotlight

Photos by Darian Smelser of Dare Visuals

For nearly a decade, Becca Ravera has assisted homeowners with their short sales as a REALTOR®, and in March 2020, with partner David Miller of Terrain Title & Escrow LLC, Capital Short Sale Group was formed. While they are located primarily in the White Marsh/Parkville area, they assist homeowners and agents throughout the entire state, along with D.C., Virginia, Pennsylvania, Delaware and soon-to-be North Carolina.

You have heard Becca's story, but you haven't heard about the "Ladies of Capital" that make the magic happen behind the scenes. As Becca stated, "These women are truly my family. I am always surprised by their strength and dedication, not only to me but to the companies. I would be nothing without them and they're truly the ones that run the companies — I'm just the face that gets recognized." Becca prides herself in running the company with the motto "happy employees, happy company," and tries to do everything in her power, day in and day out, to make each team member feel as important as they truly are. So, say hello to Becca's dream team:

Kelly Wheatley is the director of communications and currently resides in North Carolina with her husband, Max, and two dogs — Nola and Monkey. She is a musician with the group "Keith & Kell" (make sure to check them out on Facebook at KeithandKellmusic) and loves spending time outside gardening. Starting with Ravera Residential Home Group in 2018, she describes her time there and with Capital Short Sale Group as "a wild ride." She wants REALTORS® to know that short sales are hard and time-consuming. "This is 100% why we want to help. Short sales are not the same as working traditional sales. There are detailed moving parts that are often overlooked when you are not accustomed to this process. Details that can make or break the sale."

When asked why she loves what she does, she responded, "The team I work with is second to none. We are more like family. We work hard and have fun!"

The reward of our hard work is knowing how many people we truly helped from just one deal and honestly cannot be put into words." Kelly says she never thought she'd find a career she loves as much as this one. Kelly is a big believer in the law of attraction and finds a bit of light in every situation.

Alicia Bloss is the transactions coordinator and Becca's right hand. Living in Joppa, Alicia is Becca's only local employee. Not only is she Becca's ex-ex-sister-in-law (ask them about it one day!), but she is a mother, wife and grandmother, and as loud and crazy as her home life gets, she wouldn't change it for the world — except for a house large enough with separate wings, so she doesn't have to actually see any of them in real life.

Starting in January of 2021, she took the leap of leaving her 25-year tenure with retail to jump into the short-sale real estate world. Alicia describes herself as an "extreme empath," so fixing others' struggles has always been a passion of hers. For fun, Alicia likes to clean — "there's nothing that makes me happier than vacuuming or wiping down counters and organizing." Yes, she is constantly made fun of by her teammates and is also in charge of office tidiness. When asked what it's like to work in this type of market, she admits that she's sitting back, waiting for the influx of short sales to come her way. She says she sees it slowly happening, and though she doesn't want anyone to lose their home, she's grateful she can be there to help in other ways.



Alicia Bloss



Kelly Wheatley



Mikee Rausa, or as her colleagues at Capital Short Sale Group call her, “Unicorn,” is living in the Philippines with her husband, Jonathan, who she jokes is her better half, along with her beautiful children, Sofia (9) and Nathan (1). Mikee is 30 years old and has been in the real estate industry for over three years. For the last 18 months with Becca, she has been in charge of all internal systems, lead-generation and oversees all additional support staff (virtual assistants) for both companies.

Mikee has a team of VAs working with her that most of the other ladies have never met and runs a VA placement company along with an inside sales dept. Asking her to share something that REALTORS® might not know about her or the others, she says, “We love winning, and we love helping others win. Whenever we take on a short sale, you can bet all the fingers on your hand that we’re fighting tooth and nail, day in and day out, to get it approved. I’ve never seen people as dedicated as our team to get these approvals.” Mikee loves what she does because she loves her team — their ideals and passion for helping people — and she loves that she can support them in any way possible, turning their goals into reality.

To say these women are hardworking, dedicated and caring is a negligent understatement. This group is breaking new barriers and goals daily, and it’s only a matter of time until they take their skills nationwide.

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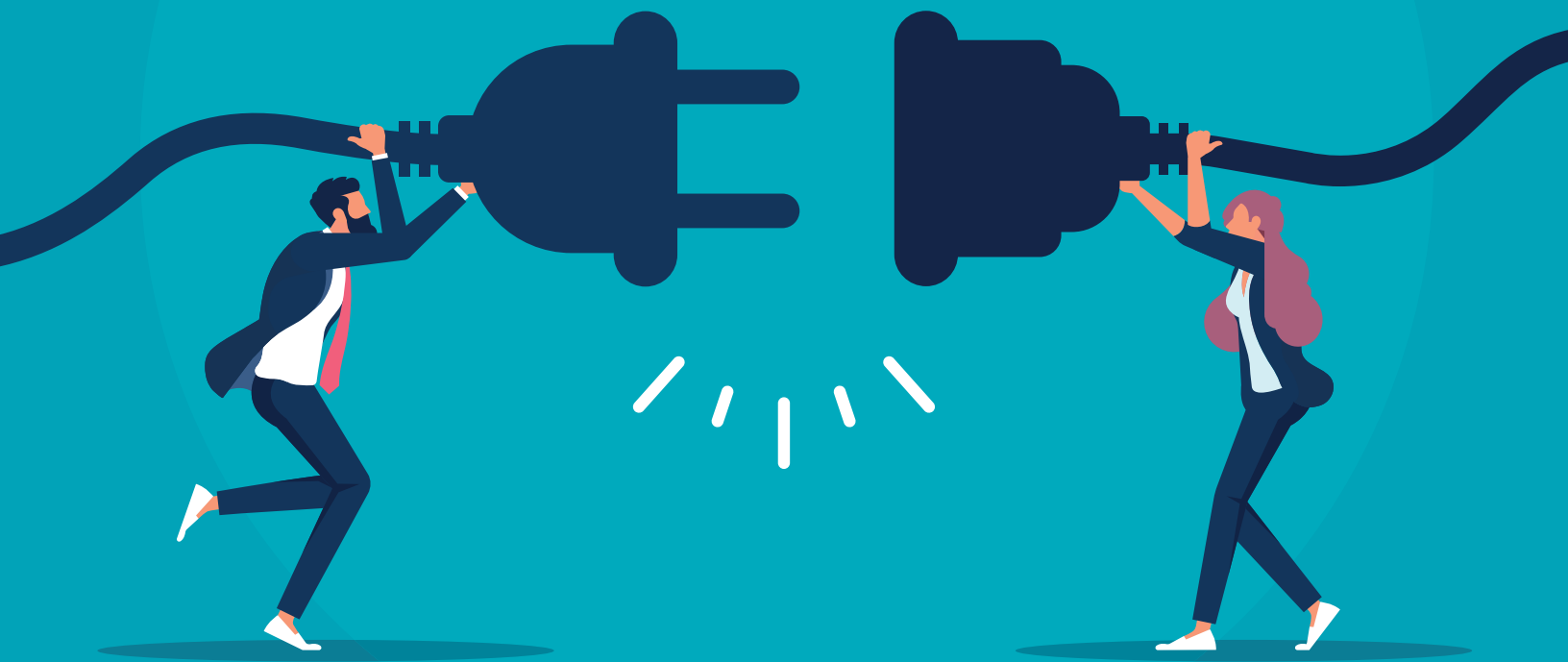
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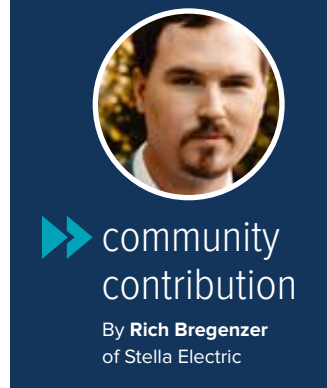
SAVE THE DEAL FROM SHORTING OUT



A common item on inspection reports and a source of frustration for many homeowners is GFCIs. GFCI stands for “ground fault circuit interrupter.” They are, without a doubt, our most common service call. The client cost for a reset is \$89-\$229, depending on who you call.

GFCIs provide human protection by tripping before power is discharged into your body. A GFCI receptacle is an electrical device that works by sensing the difference between hot and neutral. In English — what goes out must come back, or the GFCI trips.

GFCI breakers have reset buttons located in your electrical panel instead of on the wall device. Sometimes, especially for hard-to-access areas like your dishwasher or overhead garage door opener, this makes wonderful sense. Here are some common questions we receive.



Q: WHY DOES A GFCI TRIP?

A. A GFCI trips because the power coming in on the hot wire (black) is not going back out on the neutral wire (white). Many things can cause this to happen, such as frayed extension cords (think contractors), moisture or water intrusions (think holiday lights and exterior outlets), or cheap appliances/cords.

GFCIs are strategically placed so that there is a single point to reset on the circuit.

**Note:* Many contractors use one GFCI to protect many outlets downstream as it saves money and is code compliant. There are also cases, particularly in older homes, where there may be a GFCI device in each wall box of a required area, such as kitchens or baths.

Q. POWER IS OUT IN MY BATHROOMS — HELP?

A. Check the electrical panel first, then go to the bathroom closest to the electrical panel.

**Note:* Many contractors use one GFCI to protect many cheaper outlets downstream as it saves money and is code compliant.

Q. SOME OF MY KITCHEN OUTLETS ARE NOT WORKING.

A. Dwelling kitchens have required two small appliance circuits since the ‘70s. This means they split two circuits across all of the outlets in your kitchen and pantry. Most likely there are two GFCI outlets in your kitchen, and one has tripped.

Q. EXTERIOR OUTLETS ARE NOT WORKING?

A. Most often, exterior outlets have a single GFCI location near or directly underneath the electrical panel for the house. If after a rain, wait four to six hours prior to resetting.

**Note:* If GFCIs trip frequently during storms, consider replacing the covers on your exterior outlet. There are rubber gaskets on the backside of the outlet cover(s) that create a seal between the home and the cover that can dry rot over time. We see a lot of these calls in wintertime, as these outlets are in use for holiday lighting.

Q. GARAGE OUTLETS NOT WORKING?

A. Garages require one outlet per car space and generally have a receptacle for the overhead door opener. All of these are required to have GFCI protection. Check the garage area first, the panel second and directly under the panel third for the most common GFCI locations.

Q. HOT TUB NOT WORKING?

A. Hot tubs have GFCI protection too! Most hot tub installations have what’s called a spa box, and it’s usually within sight of the hot tub. Flip the lid of the spa box enclosure up and turn the breaker fully off, then back on again. If it resets, you’re fixed! If it does not reset, you most likely have an internal issue with your tub.

Q. WASHING MACHINE NOT WORKING?

A. If your washing machine is not working, usually the GFCI is a receptacle just above the unit. Give the reset a push, and you’re back in business.

**Note:* We have had many experiences where current leakage from washing machines is over the GFCI threshold. This means the washing machine was made in a different country where a different standard of manufacturing is acceptable. We recommend a swap to a conventional outlet in this case.

GFCIs have both a reset and a test button; they should be tested monthly to ensure proper operation and be replaced when they no longer reset. GFCIs have a normal life cycle of about seven to 12 years.

Rich Bregenzer has been a service electrician for over 14 years. He and his wife, Michelle, currently operate Stella Electric and have three children, 10 chickens, three goats, a dog and a cat. When not working, they like to see live music together and share chores around their farm.



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sophia mccormick

WINNING HER RACE

Staying in tune with her body is something Sophia McCormick knows an awful lot about. Around six years ago, she learned just how tapped into it she was. A runner her whole life, she noticed that her seven-minute miles were getting longer. The slower she got, the more determined she became to “get back to her old self.” The more determined she became, the condition seemed only to get worse.

Still, she didn’t hesitate to seek medical attention, eventually learning that she had fibroids. These benign tumors found in the uterus are painful and persistent. For her, symptoms started mildly severe and continued to escalate. Multiple procedures and surgeries later (because fibroids continue to come back), and she had to learn to approach her body and its new limits differently. Because running was a natural part of Sophia’s routine, and slowing down was no easy task, she had to commandeer a complete change in her perspective. “It was very humbling. But it taught me a lot of lessons. I learned to accept my body for where it is right now and not where it used to be. ... Plus, it taught me to be more grateful for my body than I had been before.”

One reason Sophia is so tuned into her own body is that when she was 25 years old, her mother died of colon cancer, and she was only 48 years old. “My mom ignored many of the symptoms for a long time until it was too late because she was so busy taking care of her family. Witnessing that taught me the importance of listening to my body and getting anything that doesn’t seem right checked out as soon as possible.”

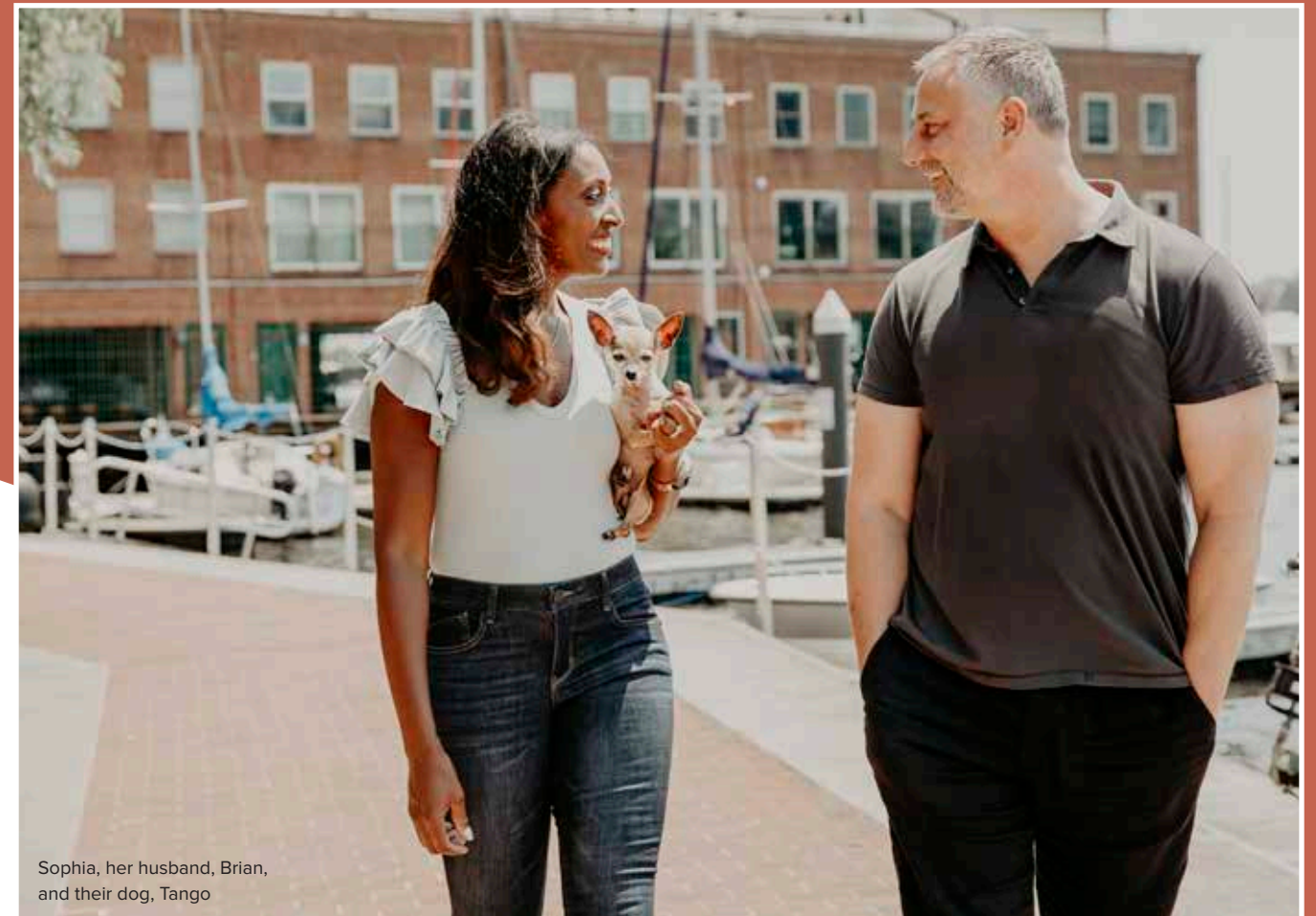
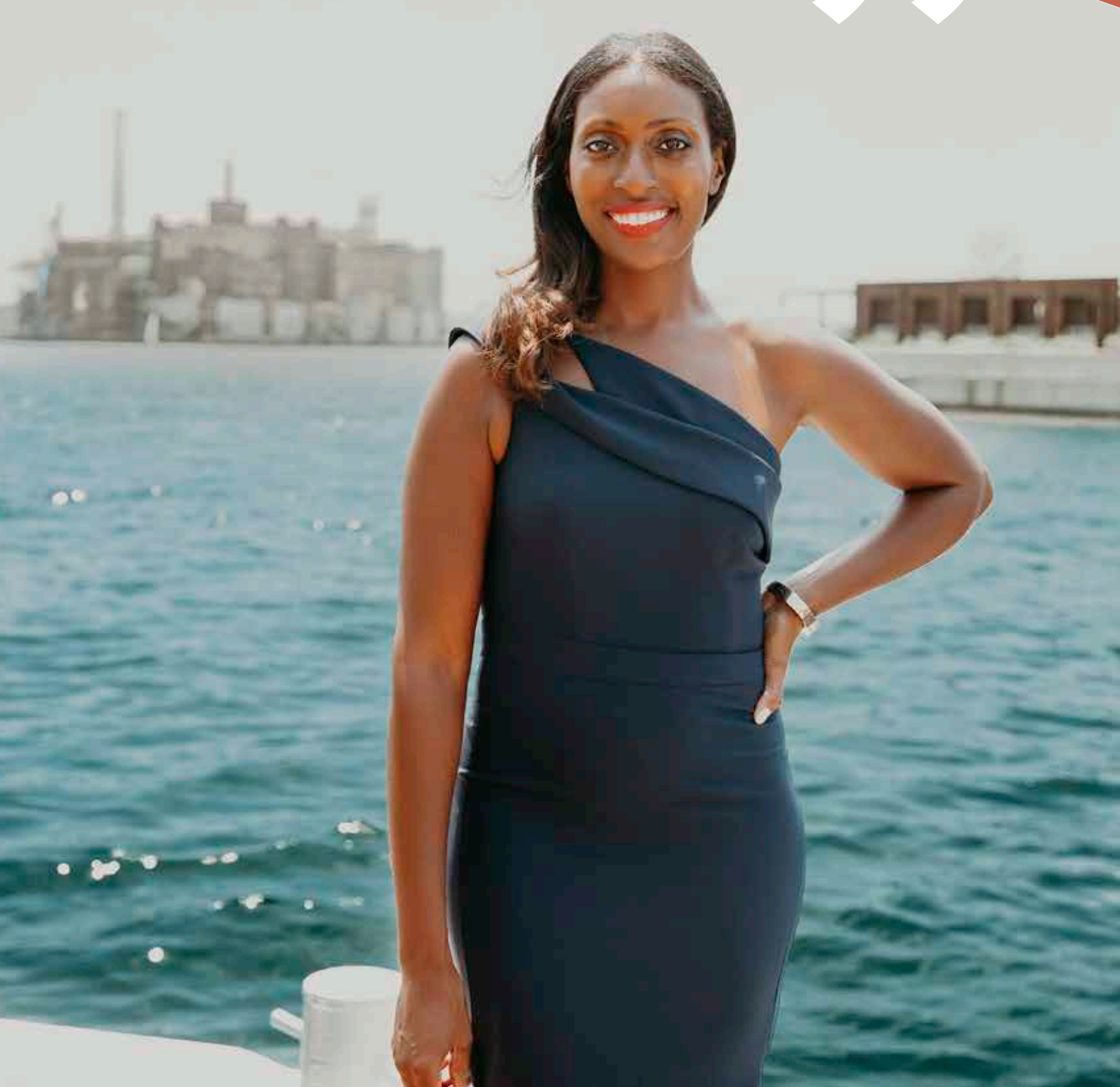
In December of 2021, Sophia had a procedure to help stop the growth of the fibroids in their tracks. This has helped her tremendously. She has slowly been returning to her standard run times, recently clocking in under nine minutes for a mile. “I haven’t run that fast in probably six or more years, so it’s cool to see the progress again.”

Creating Her Own Path

Sophia grew up in Northeast Baltimore and aspired to be a news anchor. In high school, she studied Japanese and fell in love with the culture and language. That pursuit continued into college, where she attended the University of Virginia, Charlottesville, majoring in East Asian Studies with a focus on the Japanese language and culture.



“My mom ignored many of the symptoms for a long time until it was too late because she was so busy taking care of her family. Witnessing that taught me the importance of listening to my body and getting anything that doesn't seem right checked out as soon as possible.”



Sophia, her husband, Brian, and their dog, Tango

After graduating college, she moved to Orange County, CA, for a year while working for a recruiting firm. She says she discovered how expensive California was and decided to return to Baltimore, where she got into property management. However, that was short-lived because then she decided to do a quick stint in Japan teaching English. “Ironically, I spoke less Japanese in Japan than I did in college.” So in 2006, she'd make her way back to Baltimore and jumped right back into property management. She also worked at Ryan Homes selling new construction.

Fast forward to 2018, when Sophia was considering buying a house and was also craving a career change. She called one of her high school friends who was a REALTOR®, Annie Balcerzak. The meeting Sophia thought they were having never really happened. Sophia laughs, “I thought we were going to talk about my house. Well, Annie had different plans,” and Sophia left that meeting one step closer to that career change! Within eight months, Sophia got her license. By the end of that year, she left property management altogether and was working on Annie's team.

Since then, Sophia has found her way and has learned that keeping things as simple as possible is better for her. In 2019, she became a solo agent with Next Step Realty, and in 2021, she sold 29 units for over \$10.2 million, a record high in just her third year. She prefers the small team environment and is constantly working on eliminating all distractions, negative energy and noise. “Anything,” she says, “that gets in the way of my peace and happiness and providing my clients with the best possible service.”

How does she define peace and happiness? These days it's about helping as many clients as possible, taking vacations, spending time with her husband, Brian, and giving herself time for exercise. She is happiest when she is learning and growing. And while she tends to stick to herself, she does exceptionally well in social settings. She says her friends often joke with her when she claims to be introverted. “They say, ‘But you're so good at it!’ That's why I classify myself as complicated,” she chuckles.

Sophia lives in Cockeysville with Brian and their 13-year-old Chihuahua, Tango. This couple loves trying out new restaurants once a week. One of Sophia's other passions is making videos. Apparently, that childhood dream is awakening in her, to be an anchorwoman, or maybe just to be in front of a camera. No matter the reason, she knows there's an entertainer in her that likes to come out to play while helping her clients solve all of their real estate problems.

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Finding Your Professional Voice

When I started my career, I didn't have a professional voice — in fact, I barely had a professional whisper. Over the years, I've learned to find my voice and, when necessary, use that voice very loudly.

Below are a few tips to help you find your professional voice.

1. LEARNING TO LISTEN

Friday, March 2, 2012 — I was at happy hour, talking to a co-worker about his experience as a new father. My wife, Wendy, was pregnant with our first, and I was curious what to expect. His advice? “Put the baby to sleep before you start playing video games; otherwise, your wife gets very mad.”

Then I got the phone call from Wendy — “My stomach hurts. I was at the gym, and I must have overdone it.”

This is when I learned the first part of “finding your own voice” — listen when others use their voice.

On the ride home, Wendy and I had a normal conversation. Every few minutes, she mentioned her stomach still hurt. We were five weeks from her due date, though I nervously started asking questions.

Me: How long has your stomach been hurting?

Wendy: Off and on. About two hours.

Me: Could you be in labor?

Wendy: No

Me: How bad is the pain?

Wendy: Pretty bad, but only for a few minutes at a time.

Me: Could you be in labor?

Wendy: No, my water hasn't broken.

Famous last words. A few minutes later, her water broke.

Now, many of you may be asking yourselves — is it even possible to drive through rush hour traffic at 90 miles an hour? Yes.

2. USE CLEAR LANGUAGE

Time to notify family. I dialed my brother's number and got his voice-mail. So, like the rational person I am, I left a very clear message.

“It's go time.” Then I hung up.

Needless to say, he had no clue what my message meant and never called me back.

The next phone call was to my sister.

“Wendy is in labor, and I need you to call the doctor. He works at Sinai Hospital.”

I never told her the doctor's name or his phone number.

This is when I learned the meaning of “slow down to speed up.”

3. LEARN THE POWER OF WHAT NOT TO SAY

I called 911 and told the operator that my wife was in labor, we were five weeks early, and that baby was breech.

The operator repeated back, “Breech? You aren't supposed to deliver a breech baby outside of the hospital. That could be very dangerous.” Her words didn't have the calming effect I was hoping for.

She then asked me if the baby had started to come out. I took a peek. Baby was on his way.

I described what I saw, and she told me I was looking at the umbilical cord. Next, she asked if I could feel Baby's pulse through the cord. No pulse.

Labor was progressing fast, and my wife was starting to go into shock. I didn't repeat the “no pulse” part — my answer was simply a “no.”

The operator asked me again, is there a pulse? No.

This is when I learned that sometimes not saying something out loud is just as valuable as saying it.

...



4. TRUST YOURSELF

The operator told me that the paramedics were on their way but that I may have to deliver the baby myself. She asked, "Are you ready to do this?"

I considered saying, "I've seen every episode of *Baywatch* — of course, I am ready to do this."

Instead, my answer was simple — "Yes, I can do this."

5. YOU DON'T HAVE TO BE AN EXPERT

The paramedics arrived.

A paramedic looked and said, "That isn't the umbilical cord; that is baby's foot." What was he, some kind of expert?

My wife asked if he had ever delivered a baby. The paramedic and I locked eyes. He held up three fingers and whispered that he had never delivered a breech baby.

I turned to my wife and said, "Of course, he has done this. He's practically an expert."

6. EACH OF US HAS A ROLE

Wendy was taken into an ambulance, and I was taken to a supervisor's vehicle.

The process took forever, and I didn't understand why they weren't already on the road. The GPS wasn't working, and the driver needed to ask Wendy for directions.

At first glance, I thought that the technician was the most important person in that ambulance. Turns out the success of the delivery depended on the driver.

Each of us has a role to play.

7. YOUR WORDS HAVE POWER — KEEP A POSITIVE SPIN

We sped down 695 at a blistering 40 mph. The ambulance pulled over, and my "supervisor" got out to check on them.

He got back in the car, turned to me, and said, "Your wife might be OK, but we aren't sure about the baby. All we can do now is pray." I stayed silent. In my head, I was thinking, "Screw that; all we can do now is use modern medicine."

We pulled over one more time on the side of Interstate 83. When the supervisor got back in the car, he said, "Everything is out except for baby's head."

We pulled back on the road, and the supervisor could tell I was worried. He tried to take away some of my fear and said, "My wife had a very long delivery with our first child. It was very painful." He paused, and I waited for the more uplifting second half to that story. It never came.

We finally arrived at the hospital and pulled up directly behind the ambulance. Once again, the supervisor told me to stay in the car. This time I didn't listen. I ran to the back of the ambulance just as the supervisor was climbing back out. He turned to me and said, "It's over."

Panic filled my body.

Clearly words have power.

8. TIMING IS EVERYTHING

I climbed into the back of the ambulance and looked at my wife. She had a smile on her face and was looking

down. Our baby, with wide eyes, was looking right back at her.

Just then, another man climbed into the back of the ambulance and said, "I'm Wendy's doctor, and I'm here to deliver the baby."

So yes, it's true — timing is everything.

Find your voice. Let it be heard, especially when it shakes. Speak up. Listen. Then speak up some more.



BIO: *Matt Bralove is the co-founder of Zone Accounting LLC and is on a mission to turn the public accounting world on its side. Matt isn't afraid to be different — he thrives in that space. In 2016, Matt and his business partner, Vince Craig, founded Zone Accounting as an alternative for forward-looking business owners. They traded the stale billable hour model in favor of transparent pricing, and opt for plain English over technical tax lingo. After a nearly 20-year career, Matt has learned that accounting isn't a business of numbers; instead, accounting is a business of people. Matt's job is to teach you the fundamentals, and then help you lean on the gas and find the real power behind your business. Nearly every CPA knows how to prepare taxes — Matt knows how to prepare you for profit.*



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» partner spotlight

By Molly Lauryssens
Photos by Maryland Photography Inc.

JONATHAN STROUD

of Cinch
Home
Services

“Easy (Like Sunday Morning).” That song, by Lionel Richie, is Jonathan Stroud’s chosen theme song for his life. The senior account manager of Cinch Home Services is a music lover, and these lyrics seem to fit his personality just right. He strives to be laid back. However, one thing he gets excited about is sharing his passion for music through DJing! He loves to play at weddings and other events.

Growing up in Burlington County in New Jersey, he says emcees surrounded him, so he watched and learned. “This is something that I’ve always loved, and it’s been fun for me to do as a hobby.” It took some time for him to get all the equipment, but now he is all in. Jonathan is well-versed in all music genres and knows how to get the party started and keep it going. Even as his young family grows, he carves out space with a booking company to get some playtime.

MOLDING JONATHAN

As the youngest of three, Jonathan credits his parents for being outstanding role models and building a solid foundation for him and his two sisters. While his parents are deceased, these siblings live close to one another and get to see each other often. Jonathan and his wife, Lauren, live in Philadelphia and have two kids, Jonah and Charli. Charli was born on June 13 this year, and Jonah is 19 months old. In addition, they have Barkley, their dog, who recently turned 3. Talk about being busy! “We have three under 3,” Jonathan laughs. Family time is at the top of his priority list. Jonathan loves that Charli and Jonah will have fun growing up with their cousins.

Indeed, Jonathan never suspected he’d land in this business. His late father was a real estate agent, and Jonathan figured he’d steer clear of that industry altogether. “I saw the grind, and I knew they were commissioned only, and I just didn’t have the stomach for it.” Ironically, once he graduated college with his business management degree from Hampton University in Virginia, his first outside sales job was with a home

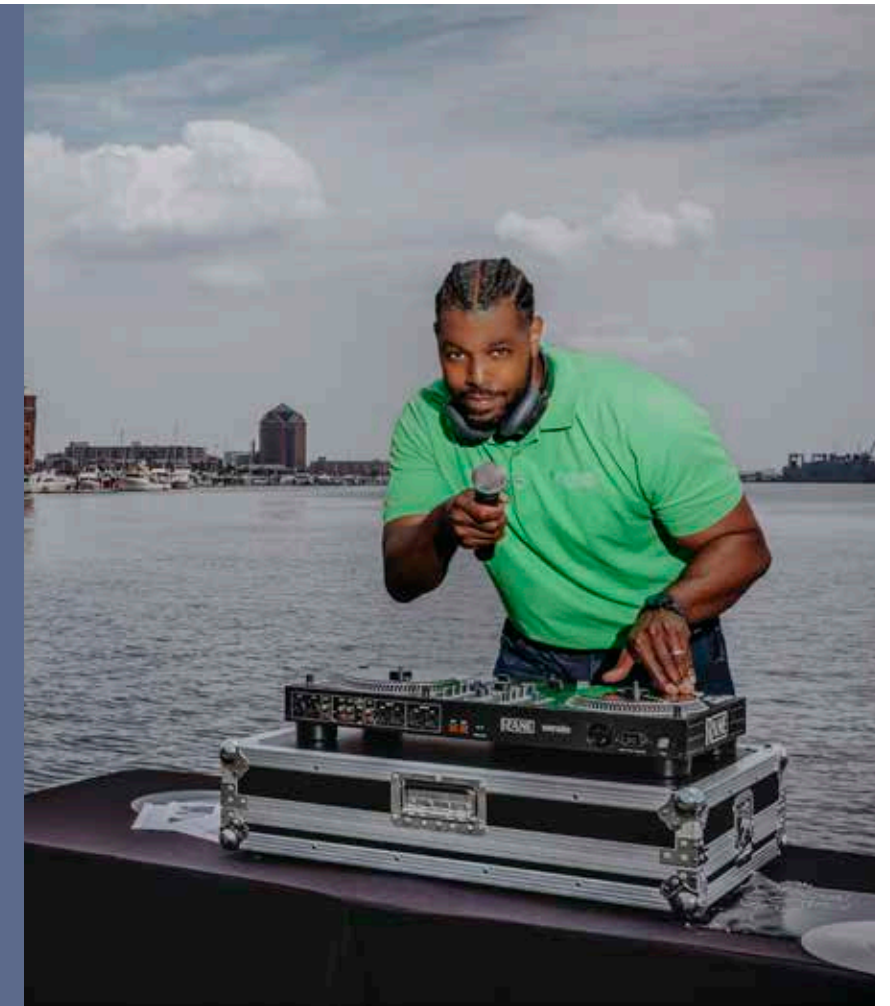
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warranty company. He'd be working in the real estate realm, after all.

Ironically, Jonathan is now considering getting his real estate license. He is always looking to challenge himself and grow, especially since having young kids and wanting to create multiple streams of revenue. He still loves working in the home warranty space, and one of the benefits has been creating business relationships across many industries in the real estate channel, which has only helped him increase his production.

He did venture away from the business in 2008. When the market crashed and people were scrambling, he decided to test out the insurance. However, that didn't last long because he got a call from HMS, who would later become Cinch, and here he is nearly 10 years later. Jonathan is proud of the company he works for because they offer

superior products. He says they are one of only a few warranty companies with no cap on HVAC systems, saving people thousands. Another reason he appreciates this company is that they don't have age restrictions on equipment. But what he is most proud of is that they focus on stellar customer service. "It may sound cliché, but I'm big on service, and I know the company is also. We're all about making sure we don't put REALTORS® in a bind because we realize their business is built on referrals. We always try to go above and beyond when it comes to handling any conflict resolution or claims."

Lately, one of the challenges he's had in building the business post-pandemic is getting facetime with people, as so many are remote and COVID-19 continues to evolve. But with that said, this challenge is the fun part for him as well, and he is always down to try new and innovative ways to work with clients.

HEART FOR BALTIMORE

Even though Jonathan resides in Philadelphia, he travels to Baltimore several times a week. He had close friendships here, long before he covered the region. He fits right in as a foodie who has a soft spot for seafood. He is always interested in trying new restaurants and jokes that he's not opposed to pulling out the Cinch card to have a meal with clients. Jonathan is also a sports fan, and even though he loves his Sixers and Eagles, he respects Baltimore sports team too.

While Jonathan's theme song is "Easy (Like Sunday Morning)," he wants REALTORS® to know that come Monday, he can be easy too. "I'll have REALTORS® call and say, 'Listen, I need a warranty for X, Y, Z. Can you help me enroll?' And I can get that done in a matter of minutes."



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Thriving in a Changing Market



►► community contribution

By Tina Beliveau

Over the last three years, the dynamics on the listing side of our industry have been truly unusual and atypical! In the Baltimore metro real estate market, some neighborhoods are getting soft value and demand-wise, and some areas are just becoming more balanced.

This market change has the delightful benefit of exposing weaknesses. If you're finding that your communication patterns and systems aren't satisfying your sellers and matching the "market of the moment," this advice is for you! I built my business through the last market downturn and what I'll be sharing here is what made it possible for me to serve hundreds of happy sellers, garner incredible client loyalty, and build a successful team.

First things first: Whether we have a full downturn/recession or an adjustment back to "normal," things are changing. And there's no need to be afraid! There is a need to level up. So what should you change? Habits, systems and expectations are key.

Expectations

Let's talk about expectations first. It's time to shift your expectations and articulate those changes to your clients.

For sellers: Prepare for higher days on the market, fewer multiple offer situations, having appraisal and inspection contingencies return to contracts, having requests for seller help, having to pay your own transfer taxes and negotiating repairs after home inspections.

In some ways, it will be more work, and in other ways, it will be less work. I can promise you this: You will be doing a lot more damage control if you don't change your habits and your systems, so let's talk about that next!

Habits and Systems

Here are the five key habits I adopted in the last market shift that took my listing business from good to great:

1. Price reasonably from day one. Give your clients the best case, likely case and worst case price ranges. Always be conservative. Use a range, not one number; ranges are your best friend. And do not overpromise! You will regret it. Clients will fire you, and it will hurt your reputation.

2. You can't be sloppy with property condition. Visual prep, touchup repairs, staging and great photos are more important than ever. You can't be casual about this. You may need to meet the photographer and ensure they photograph those special details that ought to be featured. You may need to time block and walk through vacant listings once a week to ensure the air conditioning is working and the weeds aren't out of control (true recent story!). An ounce of prevention will cure so many hairy problems and complaints before they happen, and your listings will sell faster. Ultimately these extra upfront time investments will save you time down the road and get your deals closed.

3. Expectation setting on pricing at the listing appointment is vital. I shared this with every seller: "A properly priced listing will sell in two weeks or after 10 showings, whichever happens first. My job is to set you up to achieve this and to measure and report back on the metrics as we go, in case the market performs differently than we expect. I will give you all the data and ground-level insights and tell you the full truth of what it will take to get your home sold. You're





the homeowner; you can decide what to do with my advice — but I promise I will always be honest with you because I will not waste your time, money and carrying costs.”

4. You must have clear, proactive communication systems and promises for your sellers. This rhythm of three touchpoints per week works really well for The Beliveau Group:

On Monday, our team admin chases down all outstanding feedback from the weekend and sends a showing report to the seller via email. This report details the showing traffic, feedback, days on market, and reminds them of the two weeks/10 showings metric and where we stand relative to that.

On Tuesday, our listing agent calls all active sellers to recap the Monday email, provide “ground level” insights on the market, and review the price strategy. When I was an active listing agent, I never skipped that call. It wasn’t my favorite thing, but it was the most important thing I did every week for my listing business.

On Friday, our client receives an auto-email from Bright that we set up when the listing goes active. It shows all coming soon, active, pending and sold homes within their immediate area and price band.

At the listing appointment and in our follow-up materials, we promise our clients will get these three touchpoints every week like clockwork. We then time block and ensure these things are happening. This rhythm massively increases trust, peace of mind and client satisfaction.

5. This is the big one! Follow the 10 showings/two week rule of thumb and review it with your client every week on your phone call. If your listing goes two weeks without an offer, it probably needs to be reduced. If you get 10 showings in less than two weeks and no offers, it probably needs to be reduced. When you have this conversation enough times, it becomes way less scary, and you will eventually feel empowered by the clarity it brings you and your clients.

Bonus tip: If you have any listings that are sitting right now, go have the 10 showings/two week conversation with your seller and get the price adjusted! Every time you do this, you will build your confidence and momentum.

Then, work on adopting these habits and systems long-term. It takes way less time and energy to do these things proactively than to reactively field complaints, clean up messes every day and feel like a jerk because your clients aren’t happy.

One more bonus tip: This is a great time to get referrals for listings from your sphere. It’s as simple as telling them this: “The real estate market is changing. If you know someone who is having trouble selling their home, please connect us, and I can give them a trustworthy second opinion.” When you swoop in, get the listing sold and save the day for a seller, you’ll have a raving fan for life!

Connect with Tina on Instagram, @tinabeliveau, or at www.tinabeliveau.com for more tips.



Tina Beliveau is a REALTOR®, team owner of The Beliveau Group and a coach plus educator to other REALTORS®. Licensed for 18 years, she and her team members have closed over 1,500 units and \$250 million in sales volume. Her passion is educating and inspiring like-minded, ambitious professionals in the industry.

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BOB SIMON

BETTER THROUGH THE YEARS

By Molly Lauryssens
Photos by Maryland Photography Inc.
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cover story

How do you do 120 transactions in a single year as a solo agent and stay balanced? According to Bob Simon, you don't. Well, not really, anyway. "I mean, the scale weighs heavier on the real estate side," if he's being candid. To be clear, Bob has one godsend in his corner, helping him make the magic happen with his wife, Loretta. "My wife takes away a lot of the other responsibilities that a normal person would have," so he can focus on his passion for real estate.

In this 39-year marriage, Loretta handles everything from the day-to-day finances to the scheduling and planning to the maintenance of things, even managing their rental properties. Bob praises Loretta for doing so very much. "My wife works harder than I do. When I hit the door in the morning, I only have to think about real estate. She takes care of everything else." In addition, Bob acknowledges his years of experience and ability to get and stay organized with great systems in place to help do that amount of transactions as a solo agent.

BOB'S BUSINESS ADVENTURES

Bob was born and raised in Jacksonville, FL. His career began in retail sales, and he came to Baltimore in 1979 when he was working for the trendy Merry Go Round stores, which were based in Maryland. He worked with this company for over 20 years, and, ironically, he didn't expect this job to pan out when he accepted the position, as he was in between jobs. But things escalated quickly. "They just kept promoting me faster than I could quit." He would work his way up to VP of their clothing division. About that time, he started to get a taste for real estate. He and Loretta were looking for investments and began to buy rental properties. As much as they got the taste for it, he confessed, "I couldn't leave a 'real' job to do that."

So he stuck with what he knew for a couple more years. He even ventured into buying a couple of hair salons, which came about in an exciting way. It was almost like a dare! One day he was watching the owner of that hair salon go from client to client. "He was schmoozing, talking to people, and I teasingly said, 'Let me buy this from you — I could do what you do!'" Guess who became an owner of a successful hair salon? Bob Simon and company. This would ultimately be short-lived; however, as Bob said, one day, he woke up and just realized, what am I doing? His passions were elsewhere.

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It wasn't until 2004 that Bob would get licensed and sell real estate. In his first 12 months, he remembers doing 77 transactions and credits the booming market for seeing this early success. But there's another reason he thinks he does so well. "I don't want this to come off wrong, but the money is not important in our lives," he admits, continuing, "and because of that, I feel I'm able to concentrate on servicing clients and not worry about trying to make a sale. And I think that's what comes across and why people gravitate to me. They feel I genuinely care about them."

GETTING INVOLVED

Bob is active in his philanthropic efforts. He has participated in the Maryland Heart Walk for over 15 years and is an avid supporter of this cause. He is also a fan of Habitat for Humanity and worked in New Orleans (twice) after Hurricane Katrina decimated that area, as well as in downtown Baltimore. In addition, he has served in various roles with GBBR and is most proud of his work on the Legislative Committee. "I helped overturn law on ground rent in the state of Maryland. It took a while

but allowed me to see how laws like this work for families. And putting them in motion showed me you can be a part of the process." He lives by the adage, "If you want to fix something that's broken, you have to get involved and be a part of it. Otherwise, you almost don't have the right to complain."

Bob's biggest challenge in his career has been that elusive piece: finding balance. "I'm just the kind of person I give 100% to my work. Sometimes I find it difficult to shut down and focus on my personal life. Loretta's always pushing me to take more time for myself and us. And I'm working on that. I think I'm making some strides, but it will continue to be something that I have to work on."

Bob reported that he took his longest vacation, two solid weeks, this year. So strides are being made. He mentioned that as he gets older, he realizes that time is our biggest commodity, so the actual work — spending more time with Loretta — isn't work at all. She is his pride and joy; this relationship is everything to him, and he says they've only grown closer through the years.

•••





“
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I GENUINELY CARE
ABOUT THEM.
”

...
**FIVE FAST,
FUN FACTS
WITH BOB:**

BRP: If you could have dinner with one person, dead or alive, who would it be?

Bob: My father; he died when I was 13 years old.

BRP: What is your favorite dinner?

Bob: Spaghetti

BRP: What is your favorite dessert?

Bob: Banana pudding

BRP: Planning anything special for your 40th wedding anniversary?

Bob: I'm trying to talk Loretta into making the 30-hour flight to go to Australia.

BRP: Do you have a personal mantra?

Bob: Do the right thing.



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Mortgage Planner

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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!

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Aug. 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.	813.5	\$411,509,464
2	Adam M Shpritz	Ashland Auction Group LLC	747.5	\$46,698,235
3	Melissa M Daniels	NVR Services, Inc.	348.5	\$180,157,997
4	Kathleen Cassidy	DRH Realty Capital, LLC.	329	\$176,892,501
5	Lee M Shpritz	Ashland Auction Group LLC	259.5	\$16,623,881
6	Robert J Lucido	Keller Williams Lucido Agency	233.5	\$150,647,704
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	204	\$100,212,347
8	Shawn M Evans	Monument Sotheby's International Realty	163	\$114,220,200
9	Lee R. Tessier	EXP Realty, LLC	158.5	\$61,079,632
10	Larry E Cooper	Alex Cooper Auctioneers, Inc.	152	\$19,806,884
11	Joseph A Petrone	Monument Sotheby's International Realty	130	\$77,973,274
12	Nickolaus B Waldner	Keller Williams Realty Centre	123	\$59,433,589
13	Jeremy Michael McDonough	Mr. Lister Realty	117.5	\$51,226,027
14	Thomas S Hennerty	NetRealtyNow.com, LLC	112	\$64,625,580
15	Gina L White	Lofgren-Sargent Real Estate	108	\$43,514,695
16	Phillippe Gerdes	Long & Foster Real Estate, Inc.	106.5	\$47,979,835
17	Charlotte Savoy	Keller Williams Integrity	106	\$52,701,793
18	Lois Margaret Alberti	Alberti Realty, LLC	92.5	\$28,596,500
19	Laura M Snyder	American Premier Realty, LLC	89.5	\$33,168,991
20	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	89.5	\$40,247,803
21	David Orso	Berkshire Hathaway HomeServices PenFed Realty	84.5	\$84,129,239
22	Alexander T Cruz	Cummings & Co. Realtors	82	\$16,576,750
23	STEPHEN PIPICH Jr.	Corner House Realty North	76	\$22,775,800
24	Benjamin J Garner	212 Realty	75	\$32,850,750
25	Daniel Borowy	Redfin Corp	73	\$34,737,801
26	Un H McAdory	Realty 1 Maryland, LLC	70.5	\$39,924,299
27	Jonathan Scheffenacker	Redfin Corp	70	\$27,490,499
28	Jeannette A Westcott	Keller Williams Realty Centre	69	\$39,170,670
29	Charles N Billig	A.J. Billig & Company	68.5	\$11,963,000
30	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	68	\$23,580,500
31	Alan Ray Porterfield Jr.	Coldwell Banker Realty	68	\$18,993,900
32	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	67.5	\$19,877,471
33	Tony Migliaccio	Long & Foster Real Estate, Inc.	67	\$25,830,360
34	Lauren Ryan	NVR Services, Inc.	66	\$32,212,042

RANK	NAME	OFFICE	SALES	TOTAL
35	Daniel M Billig	A.J. Billig & Company	65	\$16,284,550
36	James T Weiskerger	Next Step Realty	65	\$34,078,090
37	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	65	\$29,701,210
38	Louis Chirgott	American Premier Realty, LLC	64.5	\$26,431,644
39	Gina M Gargeu	Century 21 Downtown	64.5	\$12,802,950
40	Matthew P Wyble	CENTURY 21 New Millennium	64.5	\$36,626,478
41	Mitchell J Toland Jr.	Redfin Corp	63	\$20,839,931
42	Bradley R Kappel	TTR Sotheby's International Realty	62.5	\$141,489,500
43	Timothy Langhauser	Compass Home Group, LLC	62	\$23,571,170
44	Creig E Northrop III	Northrop Realty	61	\$66,715,100
45	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	61	\$44,003,379
46	Nancy A Hulsman	Coldwell Banker Realty	61	\$29,344,250
47	Bill Franklin	Long & Foster Real Estate, Inc.	60.5	\$30,359,050
48	Zachary Bryant	Northrop Realty	60.5	\$28,540,050
49	Michael J Schiff	EXP Realty, LLC	60	\$19,357,634
50	Brian M Pakulla	RE/MAX Advantage Realty	59.5	\$36,030,601

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Aug. 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	William C Featherstone	Featherstone & Co.,LLC.	59.5	\$16,719,299
52	Tracy J. Lucido	Keller Williams Lucido Agency	58	\$45,054,441
53	Jessica L Young-Stewart	RE/MAX Executive	57	\$22,786,890
54	Daniel McGhee	Homeowners Real Estate	57	\$18,633,775
55	Matthew D Rhine	Keller Williams Legacy	57	\$26,475,687
56	Donna J Yocum	Keller Williams Realty Centre	56.5	\$40,143,772
57	Jared T Block	Alex Cooper Auctioneers, Inc.	56.5	\$12,616,925
58	Kimberly A Lally	EXP Realty, LLC	55	\$21,747,899
59	John R Newman II	Keller Williams Flagship of Maryland	54.5	\$19,934,277
60	Derek Blazer	Cummings & Co. Realtors	54	\$20,072,650
61	Gregory A Cullison Jr.	EXP Realty, LLC	52.5	\$14,684,100
62	Robert A Commodari	EXP Realty, LLC	51.5	\$18,100,600
63	Dassi Lazar	Pickwick Realty	51	\$13,261,816
64	Yevgeny Drubetskoy	EXP Realty, LLC	50	\$12,575,125
65	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	50	\$22,357,765
66	Bob Simon	Long & Foster Real Estate, Inc.	50	\$8,127,500

RANK	NAME	OFFICE	SALES	TOTAL
67	Shekhaar Gupta	EXP Realty, LLC	50	\$20,826,300
68	Mark A. Ritter	Revol Real Estate, LLC	49.5	\$23,317,652
69	Robert Elliott	Redfin Corp	49	\$21,056,291
70	Kim Barton	Keller Williams Legacy	49	\$19,360,549
71	Alex B Fox	Allfirst Realty, Inc.	48.5	\$15,938,099
72	James H Stephens	EXP Realty, LLC	48.5	\$18,958,230
73	Jeff D Washo	Compass	48.5	\$18,884,000
74	Byron K. Brooks	Thurston Wyatt Real Estate, LLC	48	\$7,988,834
75	Ellie L Mcintire	Keller Williams, LLC	48	\$24,337,350
76	Veronica A Sniscak	Compass	48	\$22,468,475
77	Jeremy S Walsh	Coldwell Banker Realty	47.5	\$20,678,225
78	Allen J Stanton	RE/MAX Executive	47	\$19,557,763
79	Montaz Maurice McCray	Keller Williams Realty Centre	47	\$14,782,999
80	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	46.5	\$16,081,300
81	Sunna Ahmad	Cummings & Co. Realtors	46	\$32,113,780
82	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	45	\$21,748,560
83	Melissa Barnes	Cummings & Co. Realtors	45	\$16,577,561
84	Marina Yousefian	Long & Foster Real Estate, Inc.	45	\$21,796,673
85	Timothy Lee Joseph Dominick	Coldwell Banker Realty	45	\$7,749,000
86	James P Schaecher	Keller Williams Flagship of Maryland	44.5	\$22,220,450
87	Vincent M Caropreso	Keller Williams Flagship of Maryland	44.5	\$16,477,175
88	Jessica H Dailey	Compass	44	\$17,064,800
89	Bob Kimball	Redfin Corp	44	\$15,483,250
90	Terry A Berkeridge	Advance Realty Bel Air, Inc.	44	\$12,338,600
91	Liz A. Ancel	Cummings & Co. Realtors	43.5	\$16,236,450
92	Bethanie M Fincato	Cummings & Co. Realtors	43.5	\$14,882,147
93	Ashley B Richardson	Long & Foster Real Estate, Inc.	43	\$23,378,000
94	Christina J Palmer	Keller Williams Flagship of Maryland	43	\$33,840,865
95	Robb Preis	Redfin Corp	43	\$17,870,902
96	Trent C Gladstone	Keller Williams Integrity	43	\$22,777,250
97	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	43	\$24,388,471
98	PETER WONG	Corner House Realty North	43	\$14,063,950
99	Francis R Mudd III	Schwartz Realty, Inc.	43	\$18,648,389
100	Tom Atwood	Keller Williams Metropolitan	42.5	\$16,356,825

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SPOTLIGHT ON Greg Chapman

Before joining the team at Certified Property Inspection, Greg Chapman worked in Commercial AV and Access Control traveling throughout the east coast. When he and Kara (his wife) decided to start a family, Greg knew he wanted to reorient his career path closer to home. He felt that being an active participant in the upbringing of his children was important. Luckily, the perfect career choice was closer than he realized.

Greg's wife was familiar with what home inspectors do and, with her husband's hands-on approach, thought a career in inspection would be a good fit for him. As a Realtor, she had used the services of Certified Property Inspection. She believed that the company's culture and excellent quality of work would make it an ideal employer for Greg. Thus, she facilitated an introduction to Justin Sapp, owner of Certified Property Inspection.

In addition to home inspections, Greg is certified for various other home-related inspections, including: well and septic, wood destroying insects, chimneys, docks, and sea walls. He also devotes a portion of his time representing the company at various expos and fairs. He is an active member of the Cecil County Board of Realtors and on the Care Committee.



Greg with his wife Kara and their son

Greg shares that his average day consists of answering questions for clients and realtors, and completing two, sometimes three inspections daily. He typically spends evenings promoting the company and answering client questions, emails, and phone calls.

Greg enjoys grassroots marketing, building relationships, and educating home buyers regarding the most significant purchase they will ever make. He shares that he takes the time to walk clients through their new home, focusing on the education of the home as an important part of the inspection process. Greg enjoys the end of the inspection when the clients smile while offering thank yous and when friendships develop. He believes these relationships are crucial to his success at Certified Property Inspection.

When he is not working, Greg spends time with family and pursuing his other passions, including drag racing, building cars, boating, and jet skiing.

Sapp says, "Greg is a much-beloved member of our team. One of our most requested inspectors, he establishes a great rapport with his clients and treats everyone he meets like an old friend. He's a genuine, good family man, volunteers with his church, and even mentors struggling young people. We are lucky to have such a talented, honest, and hard-working guy... just don't ask him to drive a Ford because that's just a bit too much for him to handle!"

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Greg was very knowledgeable and was able to locate the problem points. He showed me the locations with his camera then took the time to measure the distances from the septic tank externally. I will pass his information and written suggestions to my installer/ repair man!!
- Michael V.

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TOP 150 STANDINGS • BY UNITS

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

RANK	NAME	OFFICE	SALES	TOTAL
101	Santiago Carrera	Exit Results Realty	42.5	\$16,003,649
102	AMELIA E SMITH	Redfin Corp	42	\$19,207,032
103	Jessica DuLaney (Nonn)	Next Step Realty	42	\$17,974,150
104	Elizabeth Ellis	Brookfield Management Washington LLC	42	\$28,099,624
105	Joshua Shapiro	Douglas Realty, LLC	41.5	\$20,118,240
106	Missy A Aldave	Northrop Realty	41.5	\$17,934,534
107	Kelly Schuit	Next Step Realty	41.5	\$16,429,400
108	Tony A Zowd	Coldwell Banker Realty	41	\$17,990,700
109	Peter Boscas	Red Cedar Real Estate, LLC	41	\$24,894,250
110	Kiara Diaz	EXP Realty, LLC	41	\$5,407,797
111	Michael Frank	Berkshire Hathaway HomeServices PenFed Realty	41	\$14,044,143
112	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	41	\$19,558,786
113	Peter J Klebenow	RE/MAX First Choice	41	\$8,686,590
114	Jennifer H Bonk	Keller Williams Flagship of Maryland	40.5	\$20,794,250
115	Luis H Arrazola	A.J. Billig & Company	40.5	\$5,524,825
116	Julie Singer	Northrop Realty	40.5	\$17,453,632
117	Wendy Slaughter	Elevate Real Estate Brokerage	40.5	\$22,077,302
118	Tiffany S Domneys	ExecuHome Realty	40.5	\$9,547,360
119	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	40	\$16,481,300
120	Heather Crawford	Redfin Corp	40	\$14,794,766
121	Joseph S Bird	RE/MAX Advantage Realty	40	\$19,462,400
122	Michele Schmidt	Keller Williams Flagship of Maryland	39	\$13,426,000
123	Terence P Brennan	Long & Foster Real Estate, Inc.	39	\$13,078,697
124	Brendan Butler	Cummings & Co. Realtors	39	\$15,591,545
125	Steve R Kuzma	Weichert, Realtors - Diana Realty	38.5	\$13,256,749
126	Beverly A Langley	Coldwell Banker Realty	38.5	\$19,692,759
127	James J Rupert	Douglas Realty, LLC	38.5	\$15,955,605
128	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	38	\$15,204,000
129	Anthony M Friedman	Northrop Realty	38	\$25,523,420
130	Charlie Hatter	Monument Sotheby's International Realty	38	\$45,814,500
131	Andrew D Schweigman	Douglas Realty, LLC	38	\$14,570,350
132	Kate A Barnhart	Northrop Realty	38	\$10,005,890
133	Jason P Donovan	RE/MAX Leading Edge	38	\$19,048,050
134	Karen Hubble Bisbee	Long & Foster Real Estate, Inc.	38	\$41,649,553

RANK	NAME	OFFICE	SALES	TOTAL
135	Keiry Martinez	ExecuHome Realty	38	\$12,611,776
136	Carley R Cooper	Alex Cooper Auctioneers, Inc.	38	\$5,770,340
137	Donna L Reichert	Keller Williams Flagship of Maryland	37.5	\$15,697,600
138	Steven C Paxton	Keller Williams Metropolitan	37	\$16,328,739
139	John C Kantorski Jr.	EXP Realty, LLC	37	\$13,060,250
140	Samuel P Bruck	Northrop Realty	37	\$18,911,750
141	Christopher T Drewer	EXP Realty, LLC	37	\$8,994,060
142	Jory Frankle	Northrop Realty	36.5	\$18,650,488
143	Eric J Figurelle	Cummings & Co. Realtors	36	\$12,922,750
144	Catherine A Watson - Bye	RE/MAX Executive	36	\$16,133,200
145	Rebecca M Ravera	ExecuHome Realty	36	\$5,652,850
146	Stephanie A Myers	Long & Foster Real Estate, Inc.	36	\$14,412,500
147	Ricky Cantore III	RE/MAX Advantage Realty	36	\$17,912,905
148	Nicki Palermo	RE/MAX One	35.5	\$15,929,979
149	David C Luptak	Long & Foster Real Estate, Inc.	35.5	\$18,842,727
150	Azam M Khan	Long & Foster Real Estate, Inc.	35	\$15,253,000

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Aug. 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.	813.5	\$411,509,464
2	Melissa M Daniels	NVR Services, Inc.	348.5	\$180,157,997
3	Kathleen Cassidy	DRH Realty Capital, LLC.	329	\$176,892,501
4	Robert J Lucido	Keller Williams Lucido Agency	233.5	\$150,647,704
5	Bradley R Kappel	TTR Sotheby's International Realty	62.5	\$141,489,500
6	Shawn M Evans	Monument Sotheby's International Realty	163	\$114,220,200
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	204	\$100,212,347
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	84.5	\$84,129,239
9	Joseph A Petrone	Monument Sotheby's International Realty	130	\$77,973,274
10	Creig E Northrop III	Northrop Realty	61	\$66,715,100
11	Thomas S Hennerty	NetRealtyNow.com, LLC	112	\$64,625,580
12	Lee R. Tessier	EXP Realty, LLC	158.5	\$61,079,632
13	Nickolaus B Waldner	Keller Williams Realty Centre	123	\$59,433,589
14	Charlotte Savoy	Keller Williams Integrity	106	\$52,701,793
15	Jeremy Michael McDonough	Mr. Lister Realty	117.5	\$51,226,027
16	Phillippe Gerdes	Long & Foster Real Estate, Inc.	106.5	\$47,979,835

RANK	NAME	OFFICE	SALES	TOTAL
17	Adam M Shpritz	Ashland Auction Group LLC	747.5	\$46,698,235
18	Charlie Hatter	Monument Sotheby's International Realty	38	\$45,814,500
19	Tracy J. Lucido	Keller Williams Lucido Agency	58	\$45,054,441
20	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	61	\$44,003,379
21	Gina L White	Lofgren-Sargent Real Estate	108	\$43,514,695
22	Karen Hubble Bisbee	Long & Foster Real Estate, Inc.	38	\$41,649,553
23	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	89.5	\$40,247,803
24	Donna J Yocum	Keller Williams Realty Centre	56.5	\$40,143,772
25	Un H McAdory	Realty 1 Maryland, LLC	70.5	\$39,924,299
26	Jeannette A Westcott	Keller Williams Realty Centre	69	\$39,170,670
27	Matthew P Wyble	CENTURY 21 New Millennium	64.5	\$36,626,478
28	Brian M Pakulla	RE/MAX Advantage Realty	59.5	\$36,030,601
29	Daniel Borowy	Redfin Corp	73	\$34,737,801
30	James T Weiskerger	Next Step Realty	65	\$34,078,090
31	Christina J Palmer	Keller Williams Flagship of Maryland	43	\$33,840,865
32	Laura M Snyder	American Premier Realty, LLC	89.5	\$33,168,991
33	Georgeann A Berkinshaw	Coldwell Banker Realty	18	\$33,065,500
34	Benjamin J Garner	212 Realty	75	\$32,850,750
35	Lauren Ryan	NVR Services, Inc.	66	\$32,212,042
36	Sunna Ahmad	Cummings & Co. Realtors	46	\$32,113,780
37	Heidi S Krauss	Krauss Real Property Brokerage	26	\$31,188,410
38	Brian D Saver	Northrop Realty	34.5	\$30,570,500
39	Bill Franklin	Long & Foster Real Estate, Inc.	60.5	\$30,359,050
40	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	65	\$29,701,210
41	Nancy A Hulsman	Coldwell Banker Realty	61	\$29,344,250
42	Lois Margaret Alberti	Alberti Realty, LLC	92.5	\$28,596,500
43	Zachary Bryant	Northrop Realty	60.5	\$28,540,050
44	Elizabeth Ellis	Brookfield Management Washington LLC	42	\$28,099,624
45	Jonathan Scheffenacker	Redfin Corp	70	\$27,490,499
46	Matthew D Rhine	Keller Williams Legacy	57	\$26,475,687
47	Louis Chirgott	American Premier Realty, LLC	64.5	\$26,431,644
48	VENKATESWARA RAO GURRAM	Samson Properties	35	\$25,939,298
49	Tony Migliaccio	Long & Foster Real Estate, Inc.	67	\$25,830,360
50	Anthony M Friedman	Northrop Realty	38	\$25,523,420

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Aug. 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	Peter Boscas	Red Cedar Real Estate, LLC	41	\$24,894,250
52	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	43	\$24,388,471
53	Ellie L Mcintire	Keller Williams, LLC	48	\$24,337,350
54	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	68	\$23,580,500
55	Timothy Langhauser	Compass Home Group, LLC	62	\$23,571,170
56	Ashley B Richardson	Long & Foster Real Estate, Inc.	43	\$23,378,000
57	Pamela A Tierney	Long & Foster Real Estate, Inc.	12	\$23,320,100
58	Mark A. Ritter	Revol Real Estate, LLC	49.5	\$23,317,652
59	Stephen H Strohecker	Berkshire Hathaway HomeServices PenFed Realty	25.5	\$22,795,445
60	Jessica L Young-Stewart	RE/MAX Executive	57	\$22,786,890
61	Trent C Gladstone	Keller Williams Integrity	43	\$22,777,250
62	STEPHEN PIPICH Jr.	Corner House Realty North	76	\$22,775,800
63	Veronica A Sniscak	Compass	48	\$22,468,475
64	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	50	\$22,357,765
65	Sandra K Libby	Long & Foster Real Estate, Inc.	26.5	\$22,265,225
66	Wendy T Oliver	Coldwell Banker Realty	30.5	\$22,224,698
67	James P Schaecher	Keller Williams Flagship of Maryland	44.5	\$22,220,450
68	Wendy Slaughter	Elevate Real Estate Brokerage	40.5	\$22,077,302
69	Marina Yousefian	Long & Foster Real Estate, Inc.	45	\$21,796,673
70	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	45	\$21,748,560
71	Kimberly A Lally	EXP Realty, LLC	55	\$21,747,899
72	Jennifer K Chino	TTR Sotheby's International Realty	25	\$21,246,499
73	Robert Elliott	Redfin Corp	49	\$21,056,291
74	Colleen M Smith	Long & Foster Real Estate, Inc.	31	\$20,909,078
75	Mitchell J Toland Jr.	Redfin Corp	63	\$20,839,931
76	Shekhaar Gupta	EXP Realty, LLC	50	\$20,826,300
77	Jennifer H Bonk	Keller Williams Flagship of Maryland	40.5	\$20,794,250
78	Jeremy S Walsh	Coldwell Banker Realty	47.5	\$20,678,225
79	Shane C Hall	Compass	25	\$20,553,500
80	Ryan R Briggs	Anne Arundel Properties, Inc.	34	\$20,195,000
81	Joshua Shapiro	Douglas Realty, LLC	41.5	\$20,118,240
82	Derek Blazer	Cummings & Co. Realtors	54	\$20,072,650
83	John R Newman II	Keller Williams Flagship of Maryland	54.5	\$19,934,277
84	Carol Snyder	Monument Sotheby's International Realty	25.5	\$19,913,415

RANK	NAME	OFFICE	SALES	TOTAL
85	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	67.5	\$19,877,471
86	Larry E Cooper	Alex Cooper Auctioneers, Inc.	152	\$19,806,884
87	Beverly A Langley	Coldwell Banker Realty	38.5	\$19,692,759
88	Arian Sargent Lucas	Lofgren-Sargent Real Estate	26.5	\$19,675,799
89	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	41	\$19,558,786
90	Allen J Stanton	RE/MAX Executive	47	\$19,557,763
91	Joseph S Bird	RE/MAX Advantage Realty	40	\$19,462,400
92	Kim Barton	Keller Williams Legacy	49	\$19,360,549
93	Michael J Schiff	EXP Realty, LLC	60	\$19,357,634
94	AMELIA E SMITH	Redfin Corp	42	\$19,207,032
95	Jason P Donovan	RE/MAX Leading Edge	38	\$19,048,050
96	Kristi C Neidhardt	Northrop Realty	25	\$19,006,000
97	Alan Ray Porterfield Jr.	Coldwell Banker Realty	68	\$18,993,900
98	James H Stephens	EXP Realty, LLC	48.5	\$18,958,230
99	Moe Farley	Coldwell Banker Realty	23.5	\$18,942,000
100	Samuel P Bruck	Northrop Realty	37	\$18,911,750

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Individual MLS ID Closed date from Jan. 1 to Aug. 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	Jason W Perlow	Monument Sotheby's International Realty	29	\$18,886,500
102	Jeff D Washo	Compass	48.5	\$18,884,000
103	David C Luptak	Long & Foster Real Estate, Inc.	35.5	\$18,842,727
104	Tina C Cheung	EXP Realty, LLC	30.5	\$18,838,892
105	Sarah E Garza	Keller Williams Flagship of Maryland	29.5	\$18,830,095
106	Jory Frankle	Northrop Realty	36.5	\$18,650,488
107	Francis R Mudd III	Schwartz Realty, Inc.	43	\$18,648,389
108	Daniel McGhee	Homeowners Real Estate	57	\$18,633,775
109	John J Collins	Long & Foster Real Estate, Inc.	26	\$18,554,500
110	Robert A Commodari	EXP Realty, LLC	51.5	\$18,100,600
111	Christina B Elliott	Keller Williams Integrity	34.5	\$18,005,050
112	Tony A Zowd	Coldwell Banker Realty	41	\$17,990,700
113	Jessica DuLaney (Nonn)	Next Step Realty	42	\$17,974,150
114	Missy A Aldave	Northrop Realty	41.5	\$17,934,534
115	Ricky Cantore III	RE/MAX Advantage Realty	36	\$17,912,905
116	Robb Preis	Redfin Corp	43	\$17,870,902

RANK	NAME	OFFICE	SALES	TOTAL
117	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	22	\$17,670,900
118	Julie Singer	Northrop Realty	40.5	\$17,453,632
119	Christopher B Carroll	RE/MAX Advantage Realty	32	\$17,236,400
120	Jennifer Holden	Compass	34	\$17,203,900
121	Elizabeth C Dooner	Coldwell Banker Realty	14	\$17,173,958
122	Zugell Jamison	RE/MAX Advantage Realty	28.5	\$17,168,240
123	Jessica H Dailey	Compass	44	\$17,064,800
124	Diane Mallare	Taylor Properties	16	\$17,007,485
125	Alexandra T Sears	TTR Sotheby's International Realty	19	\$16,992,075
126	Jeannette Hitchcock	RE/MAX Solutions	34	\$16,911,390
127	Victoria Northrop	Northrop Realty	30	\$16,900,430
128	Mary Ann Elliott	Coldwell Banker Realty	16	\$16,873,900
129	Glenn M Sutton	TTR Sotheby's International Realty	9	\$16,795,000
130	William C Featherstone	Featherstone & Co.,LLC.	59.5	\$16,719,299
131	Catherine Barthelme Miller	AB & Co Realtors, Inc.	22.5	\$16,691,655
132	Raymond G Johnson III	Berkshire Hathaway HomeServices Homesale Realty	34	\$16,671,775
133	Lee M Shpritz	Ashland Auction Group LLC	259.5	\$16,623,881
134	Douglas E Magill	Magill Generations	30	\$16,599,168
135	Melissa Barnes	Cummings & Co. Realtors	45	\$16,577,561
136	Alexander T Cruz	Cummings & Co. Realtors	82	\$16,576,750
137	Kellie M Langley	Coldwell Banker Realty	27	\$16,529,900
138	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	40	\$16,481,300
139	Vincent M Caropreso	Keller Williams Flagship of Maryland	44.5	\$16,477,175
140	Kelly Schuit	Next Step Realty	41.5	\$16,429,400
141	Carla H Viviano	Viviano Realty	27	\$16,395,301
142	Eric Steinhoff	EXP Realty, LLC	25	\$16,368,400
143	Tom Atwood	Keller Williams Metropolitan	42.5	\$16,356,825
144	Steven C Paxton	Keller Williams Metropolitan	37	\$16,328,739
145	Daniel M Billig	A.J. Billig & Company	65	\$16,284,550
146	James E Bordewisch	Blackwell Real Estate, LLC	8	\$16,241,500
147	Liz A. Ancel	Cummings & Co. Realtors	43.5	\$16,236,450
148	Carol L Tinnin	RE/MAX Leading Edge	32	\$16,211,900
149	Teresa M Dennison	Long & Foster Real Estate, Inc.	15	\$16,205,000
150	Dorsey H Campbell	Cummings & Co. Realtors	16.5	\$16,203,750

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