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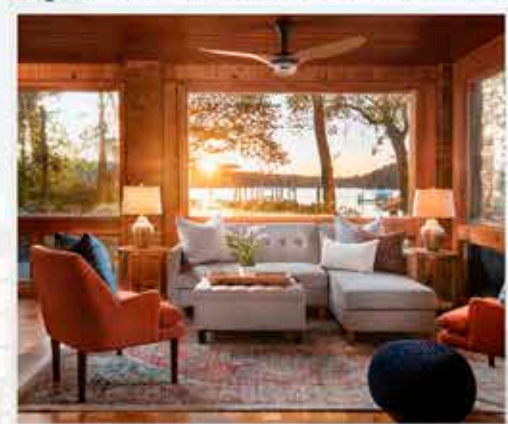


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Strike A POSE

By Jilleien Franquelli



It's not uncommon for me to hear the following from a feature during their photo shoot:

- "Can you photoshop X?"
- "I wish I weighed less."
- "I wish I looked better in this outfit."
- "I wish my hair was different."

I know the sentences above won't change the beauty standard or even help change your mind about your own beauty. But, maybe if I shared what I see when selecting your photos...

I meet this part of my job with reverence, patience and love, for I understand how important it is.

What do I see?

All the beauty that creates you. The unique style that breathes life into

the photos and the world. The smiles that would make you detectable, if only by that. Each face, so detailed with the DNA of your ancestors. Bodies that have moved through life with grace and strength. Eyes full of passion and vibrant colors.

I have the privilege of seeing YOU.

Throughout my time attending your photo shoots I have created a list of best practices. I've gotten in the habit of making notes after each shoot, detailing exactly what it is that features do to make their experiences successful and seamless -

Take it seriously

I have a tendency to minimize an achievement when I am uncomfortable. This is a big deal. Your peers recognize something so special in you that they want others to know about it. If you prepare and come to the photo shoot with the mindset of "I deserve this," the energy for the picture is there.

Be you

What did Dr. Seuss say? "There is no one alive who is YOUER than YOU."

I am very grateful for the features who have had the courage to be vulnerable and share themselves with the community. Each feature today is built off that courage and adds to it.

A little planning goes a long way

What do you want the vibe of your photo shoot to be? When people look at your pictures, what do you want them to think and feel?

We ask you these questions to help our creative team prepare for the photo shoot. During our pre-shoot planning phase, we send posing ideas that we think fit your vision. While we always try more traditional poses, we find that more creative poses take your shoot to the next level.

Wardrobe Selection

Choose something that makes you feel like the VIP that you are! Having a second outfit to change into allows you to show more of your personality.

When choosing your outfit(s), here are a few things to consider:

- Does it match the vibe I want to achieve?
- Do I feel good in it?
- Do the outfit colors complement the chosen location?

Hair, Makeup, and Male Grooming

While it's never a necessity to have a professional take care of your grooming and make up, it does alleviate some stress.

It's all about location

Once you have decided on your vibe, it's easy to pick a location. Want something with a coastal vibe? The beach / boardwalk will be perfect. What something more intimate and warm? Your home will be perfect.

Stay Hydrated and Well-Rested

I realize that I am asking people in real estate to get some rest, but it makes a huge difference in your physical well-being for the shoot day. Really, all of you should be getting more rest (I say that with love).

Bring Props and Personal Touches

Got a hobby? Let's share it. Are you a beekeeper? Put your suit on, we're taking a pic! Play the guitar? That will be cool photo.

When you share something you love, you're definitely in the position to hit a home run.

Relax and Enjoy the Experience

This is your moment! Soak it all in! We have an amazing editorial team who will guide you through the entire process.

While I can't guarantee there won't be any stress or anxiety around your photo shoot, I know these tips will chip away at it.

Always remember that you're not what you see or even tell yourself - you are far more magical than that.



Always,

Jill Franquelli
Editor-in-Chief
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LAUREN

Britt Hudson

▶▶ agent to watch

By Lauren Stevens
Photos by Atlantic Exposure



An Agent of Change

Lauren Britt Hudson's story is about more than being a third generation REALTOR®. "It's about resilience, where I am now, and where I've come from in light of experiencing failure. I'm choosing to be very transparent and vulnerable about that in an industry where failure isn't talked about enough."

“ I saw other people my age, mostly men, growing successful teams, but as a woman with a strong affinity to family and a one-year-old, I was acutely aware that I couldn't lead alone. Yet I was determined I could do what they did. ”

Her grandparents and parents were in real estate but had opposite approaches - to business and life. Her grandparents were "workaholics" and her dad spent weekends cleaning condos to support their business. Lauren's dad prioritized travel over work to give Lauren and her siblings the family time he'd lacked. Lauren shares that this good-hearted intent had unintended effects, giving her a "stunted perspective" of financial responsibility and running a real estate business.

When she graduated college in 2008, she says "I realized [I was directionless] a little too late. I was going to need to figure out how to make a living." Lauren's dad suggested she get her real estate license and promised to teach her the family business. She worked in real estate and waited tables for four years until she could afford to leave the restaurant and focus on building "The Britts Team" she had established with her parents.

When Lauren's dad fell ill and handed her the reins of the business in 2015, she felt unprepared to take the lead. "I had no education in financial or people management. I felt clueless, but too embarrassed to ask for mentorship. I was insecure about how much I thought I should have already learned."

Starting with Keller Williams in 2016 shifted her trajectory. She absorbed the education they offered and implemented their models to create a new business entity. "More importantly, I learned the necessity of establishing a clear vision and value proposition." Through the help of her first hire, Mandi - now her Director of Operations - Lauren increased GCI from \$300,000 to over \$450,000 with a net profit margin of over 40% that year. "I will never forget the look on my dad's face when he told me that I had accomplished in one year what he never could have."

Over the next four years, Lauren and Mandi grew their business and families. Lauren says she kept "bumping her head on the ceiling of achievement," but felt she was just beginning to tap into her potential. "I saw other people my age, mostly men, growing successful teams, but as a woman with a strong affinity to family and a one-year-old, I was acutely aware that I couldn't lead alone. Yet I was determined I could do what they did." In August 2020, Lauren brought on Kate Deckenback as Director of Sales to focus on the growth side of team building. "I knew that I needed my opposite - someone bubbly, vivacious - a people magnet."

In the summer of 2022, Lauren began talks with real estate platform PLACE. She had two babies and had shifted to part-time, but was gearing up to get back into full swing. She had her best year in 2022 and landed the PLACE partnership. "I'd had these couple of awesome years starting back in 2020 when I began leading, and I felt ready to grow."

Then her personal life took a turn. "My personal life imploding had a direct impact on my ability to lead the team I had just begun to grow and forced me to take time to heal. Living in 'survival mode' for years was not worth the price I was paying."

She took the summer of 2023 off and began homesteading which gave her a fresh perspective. She realized what kind of culture she wanted to see in the industry. "I learned that the 'girl boss' persona I had embraced was perceived as successful, but was the kind of magnet that attracted as many people as it repelled and it's not who I am. There's so much pressure in our generation for women to be 'as successful as men' but no one asks men



“What is success in business if our personal lives are a mess? If we could approach each other with vulnerability and transparency, especially about our weaknesses, the next generation real estate community could thrive.”



Lauren, her husband Joshua, and two children Charley and Easton

how they juggle work and home life. Yet I can't count the number of times I have been asked that question."

Now, she wants to shift industry focus from hustle culture to healthy boundaries. She says the key is changing the conversation. "People glamorize hustle culture and being a workaholic." She feels this disproportionately impacts women. "An overcompensating persona is prolific [for women] in our industry. I found

myself living and believing it. What is success in business if our personal lives are a mess? If we could approach each other with vulnerability and transparency, especially about our weaknesses, the next generation real estate community could thrive."

She's starting with rebuilding her own team – focusing on accountability, prioritization, and empathy. Lauren isn't just an agent to watch – she's gearing up to be an agent of change.

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ANDREW DULEY

OF SEAGULL DISPOSAL

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Seagull Disposal is not your average waste removal company – and that's what founder Andrew Duley wants. "My goal is never to become like the industry norm. We don't ever look at this as 'what is everyone else doing,' we look for the best way we can do something. And it's usually not the way the industry does it."

Even Seagull's founding was unique. As a teenager in West Ocean City, Andrew, like many of his peers, was on trash can duty. "I remember the moment that I realized I should [start this business]. I was halfway up our inclined driveway and I was pulling our big trash can. It was so heavy because [our disposal company] didn't serve us. In our neighborhood, you couldn't just leave your trash can there, so I had to pull this 95-gallon can back up." At age 17, Andrew set about calling other owners of five-star rated, family-run disposal companies around the country. He got advice from anyone who would talk to him, took what he considered the best parts of these companies, and rolled them up into his business model. In 2019, with support from his stepfather Chris Vasiliou, he founded Seagull Disposal.



Andrew Duley
and Haley Brow



Four years later, Seagull is going strong with a loyal customer base – a point of pride for Andrew. "I like the fact that we have long-lasting relationships with our clients. Some of them have been with us for three, four years now." Clients are at the center of every aspect of Seagull's operations. In fact, Andrew's favorite part of being a *Coastal Real Producers* partner is engaging top producers as clients. "If I can choose my clients, I choose to work with top performers because they hold themselves accountable...I prefer to work with people who have the same values as me, and I think you generally get that when you look at those high performers because they didn't get there by luck."

Another key to Seagull's success is their incredible team. Berlin local Haley Brow has been at the heart of operations since the outset, covering a lot of bases from office manager to HR. Deysia, who spearheads customer service but "wears many hats," and driver Ed have also been with them since the beginning. And it's no surprise when you hear Andrew's philosophy: "We're all a team. That's how we do it. We don't believe in hierarchies, we keep it simple and we focus on doing a good job."

But what really sets Seagull apart is Andrew's vision for a reliable waste disposal company that is truly committed to local communities. "We call ourselves the People's Trash Company and that's because we weren't in the business. We were just neighbors." Neighbors who saw a problem and solved it. This solutions-oriented mindset is what drives Seagull Disposal. They're leveraging technology to ensure efficiency, reliability, and accountability for their clients. Some tools, like their GPS systems, won't come as a surprise. But others, like their in-cab cameras, are truly innovative. "If our clients have an issue, they know they can call us and we can actually see what happened. [The cameras] also give us alerts if a driver is, for example, not wearing their seatbelt. So our drivers are held to a higher standard." Their full-service online ordering system is a rarity among haulers – especially for companies of Seagull's size – but is crucial to their commitment to efficiency and transparency. "There are a lot of industry tricks with massive price increases and extra fees and stuff. We have flat rates. So if we tell you it's \$30 a month, it's \$30 a month."

Their commitment to the community extends beyond their business operations. A few years back, they partnered with another local resident, Andy Blizzard, to start the nonprofit Restore the Shore. They started out doing hands-on litter clean-ups along local roadways and have expanded their activities over time to raise awareness and prevent littering. Haley shared, "we've gotten more into education, into working with school groups [to create and put up signs]. They're hand-painted...they catch your eye." And their approach is working. "We've done studies where we went down the same roads and we counted how many pieces of litter were there before we put a sign up and then after, and it was a significant reduction."

Whether hauling for clients or working around the community, the Seagull Disposal team is truly your friendly neighborhood waste disposal crew – and they want to hear from you. Whether at their Salisbury office, at the local grocery store, or at community events throughout the year, the Seagull team issues this invite "Come meet us and see what we're all about." Keep an eye out for their festively festooned trucks in holiday parades around the Eastern Shore this December.

TONI

SCHROCK

a shining star ✨

cover story

By Abby Isaacs
Photos by Atlantic Exposure



“
The journey to where I am today has been quite a ride, and I’m immensely proud of the business I’ve built. My focus now is to be a shining star for my clients and community.”

The sky has always been the limit for Toni Schrock, a former flight attendant who transformed herself into a real estate star. Her journey is one of unwavering positivity, resilience, and an unshakable dedication to her community. It’s a story that started amidst tragedy but ultimately took off to incredible heights.

“The journey to where I am today has been quite a ride, and I’m immensely proud of the business I’ve built. My focus now is to be a shining star for my clients and community,” Toni said.

Though her full name is Mary Antonia Schrock, she goes by Toni. After years in a small New Jersey town, Toni and her family found their new home in Millsboro, Delaware. Here, she built her real estate career around the booming coastal town.

Leading The Schrockstars Team at Northrop Realty, Toni’s mission is to shine as brightly as possible. “We give everybody red carpet service and treat you like a star,” she proudly declares.

In 2018, Toni made a pivotal decision. Her thriving business demanded more than she could handle alone,

leading her to form The Schrockstars Team. And the results speak volumes. In the past year, they achieved impressive success, reflected in the latest MLS numbers, which showcase their unwavering commitment and expertise.

The Schrockstars Team is a dynamic force in the world of real estate. Comprised of six talented individuals, their collective expertise and dedication have been pivotal to the team’s success. The team includes a Marketing Director, two Transaction Coordinators and two Buyer’s Agents.

This diverse team is the backbone of Toni’s real estate business, ensuring that every aspect of the process, from marketing to transactions and client support, is handled with the utmost care and professionalism.

What sets The Schrockstars apart is their unique specialization in new construction. Millsboro is experiencing a construction boom, and The Schrockstars are at the forefront of this burgeoning market. Toni’s extensive experience in new construction proves to be a valuable asset for clients, as her team has cultivated strong relationships with builders and their representatives. This places them at the forefront of new community developments, enabling them to negotiate the best deals and benefits for their clients.

"I explain to my clients that it's not just about the price; sometimes it's about the different ways we can maneuver to get more benefits or incentives," Toni explains.

Toni's journey to success began amidst a personal tragedy. In 2001, she and her husband, both climbing the ranks at United Airlines, were living their dream life and building their dream house. But then, the events of 9/11 changed everything.

"9/11 happened, and our world came shattering down around us," Toni recalls. "It hit me extremely hard because I was based in Philadelphia, so I knew the crew members on the airplanes, and that was very rough. So, I took a voluntary furlough they were offering. Business had slowed so much, and I was devastated. My husband stayed working as much as he could. We actually wound up having to sell our dream house because we couldn't afford it any longer."

During these tumultuous times, the one thing Toni could control was selling her house. She decided to be the one to do it, so she obtained her real estate license. "I built my dream house, and I didn't want anybody else to sell it. It was my baby, and I thought it would take my mind off what was happening in our world... It was the hardest transaction I've ever done in my life. I learned more during that transaction than any other. And one thing I definitely learned is don't sell your own house, especially if it's your first one."

Deciding not to return to the skies, Toni carried the lessons she learned into her budding real estate career. She realized that, in many ways, being a flight attendant and a real estate agent weren't all that different. Both professions required her to navigate people's fears, concerns, and desires.

Her first decade in real estate was spent in New Jersey, but by 2011, she and her family needed a fresh start. After thorough research, they chose Millsboro as their new home. The location, sense of community, recreational opportunities, and schools made it an easy choice. Toni has since become the town's biggest advocate, wholeheartedly supporting its growth and development.

"I believe in this town, so I want to promote it as much as possible. I want to be known as Mrs.

Millsboro," Toni said. "If you want a boat, you can go boating. If you want to go to the beach, you can go to the beach. We're literally seven miles west of Coastal Highway, and it's where people are moving to. It's not really touristy, and there's a community in Millsboro. When you go to the food store, you see people that you know; you see your neighbors."

Toni draws her inspiration from her four incredible children, each following their unique paths to success. Her dedication to being a loving mother and wife is at the core of her being.

"When people ask, 'What did you do in your life?' I will say I was a wife, and I was a mom. Real estate made it so I could help provide for my family, but more importantly, it gave me the flexibility to be at all my kids' events. My dream was to be a wife and a mom, and I did it. I have loved every minute of it and still do. I'm so inspired by my children. I raised them, and yet, I aspire to be more like them. Every day, they amaze me!"



Toni and Sarah Mooney



Toni emphasizes the importance of recognizing the hard work and dedication of those working in the field around her. They are all, in fact, shining stars. "I am so honored to be in the company of such amazing agents. I don't feel nearly as successful as the agents I am surrounded by. My daughter tells me, 'Mom, successful people never feel successful.' Maybe she is right."

In the midst of her daily routines and the mundane moments, Toni remains grounded, knowing that her journey from flight attendant to real estate star has been nothing short of remarkable. Her story is one of triumph over adversity, and her passion for her community and clients shines as brightly as ever. Toni's story is a testament to what can be achieved when you set your sights on the stars and never stop reaching.

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Oct. 31, 2023

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	287.5	\$236,545,094
2	CARRIE LINGO	Jack Lingo - Lewes	119.5	\$113,407,043
3	Dustin Oldfather	Compass	107	\$46,972,837
4	Brandon C Brittingham	Long & Foster Real Estate, Inc.	106	\$33,531,596
5	Pamela Price	RE/MAX Advantage Realty	93.5	\$31,088,350
6	Mary SCHROCK	Northrop Realty	88	\$49,365,644
7	Debbie Reed	RE/MAX Realty Group Rehoboth	83.5	\$56,786,646
8	MICHAEL KENNEDY	Compass	73	\$50,391,649
9	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	60	\$35,578,150
10	Joseph Wilson	Coastal Life Realty Group LLC	60	\$31,742,005
11	Tyler L Nicholls	The Parker Group	58.5	\$19,148,075
12	PAUL TOWNSEND	Jack Lingo - Lewes	57.5	\$54,924,871
13	Russell G Griffin	Keller Williams Realty	56.5	\$19,093,625
14	LESLIE KOPP	Long & Foster Real Estate, Inc.	54	\$71,999,113
15	Kimberly Lear Hamer	Ocean Atlantic Sotheby's International Realty	49.5	\$55,148,860
16	LINDA BOVA	SEA BOVA ASSOCIATES INC.	48.5	\$9,080,700
17	Bethany A. Drew	Hileman Real Estate-Berlin	46.5	\$15,421,959
18	Erin S. Lee	Keller Williams Realty	45	\$7,765,190
19	PAUL MALTAGHATI	Ocean Atlantic Sotheby's International Realty	45	\$42,450,318
20	Grant K Fritschle	Keller Williams Realty Delmarva	44	\$24,955,328
21	Ryan Haley	Atlantic Shores Sotheby's International Realty	43.5	\$23,471,104
22	COURTNEY V BOULOUCON	Coldwell Banker Realty	43	\$41,924,484
23	Kevin E Decker	Coastal Life Realty Group LLC	42	\$24,326,000
24	Nicholas Bobenko	Coastal Life Realty Group LLC	41	\$18,585,115
25	Darron Whitehead	Whitehead Real Estate Exec.	40	\$12,088,150
26	Gary Michael Desch	Northrop Realty	39	\$27,045,187
27	Nancy Reither	Coldwell Banker Realty	39	\$29,230,400
28	JAIME HURLOCK	Long & Foster Real Estate, Inc.	38	\$16,651,812
29	Cory Mayo	Ocean Atlantic Sotheby's International Realty	38	\$32,333,813
30	Julie Gritton	Coldwell Banker Premier - Lewes	37.5	\$19,418,582
31	DANIEL R LUSK	McWilliams/Ballard, Inc.	37	\$32,243,260
32	JAMES LATTANZI	Northrop Realty	37	\$22,792,480
33	JOSHUA RASH	Long & Foster Real Estate, Inc.	36	\$15,956,812
34	Richard Barr	Long & Foster Real Estate, Inc.	36	\$9,404,380

RANK	NAME	OFFICE	SALES	TOTAL
35	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	35.5	\$5,686,300
36	Suzanah Cain	Coldwell Banker Realty	34.5	\$12,400,375
37	Meme ELLIS	Keller Williams Realty	34	\$13,597,269
38	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	34	\$24,405,205
39	CHRISTINE MCCOY	Coldwell Banker Realty	33	\$18,407,230
40	SUZANNE MACNAB	RE/MAX Coastal	33	\$18,464,315
41	Larry Linaweaver	Iron Valley Real Estate at The Beach	33	\$9,188,156
42	Nicole P. Callender	Keller Williams Realty Delmarva	32	\$14,021,364
43	BARROWS AND ASSOCIATES	Ocean Atlantic Sotheby's International Realty	31.5	\$24,029,256
44	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	31	\$14,208,806
45	Jamie Caine	Coldwell Banker Realty	31	\$17,409,681
46	Allison Stine	Northrop Realty	31	\$17,505,138
47	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	31	\$12,364,290
48	Melanie Shoff	Coastal Life Realty Group LLC	30	\$15,352,950
49	Donna Harrington	Coldwell Banker Realty	30	\$10,555,600
50	Terence A. Riley	Shore 4U Real Estate	29.5	\$24,729,715

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51	Sandi Bisgood	Ocean Atlantic Sotheby's International Realty	29	\$26,082,035
52	Suzie Parker	Northrop Realty	29	\$18,126,550
53	Andy Whitescarver	RE/MAX Realty Group Rehoboth	29	\$11,778,040
54	William P Brown	Keller Williams Realty	29	\$8,771,199
55	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$12,788,390
56	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	28.5	\$16,903,003
57	Anna Spann	Coldwell Banker Realty	28.5	\$10,192,490
58	Michael David Steinberg	Patterson-Schwartz-Rehoboth	28.5	\$15,108,605
59	Nitan Soni	Northrop Realty	28.5	\$14,400,705
60	Anthony Matrona	Resort Real Estate	28	\$6,674,600
61	ANTHONY SACCO	RE/MAX Associates	28	\$9,068,406
62	Phillip W Knight	Atlantic Shores Sotheby's International Realty	28	\$14,941,317
63	Larry E Holdren	Larry Holdren Real Estate Inc	28	\$4,802,800
64	David L Whittington Jr.	Coastal Life Realty Group LLC	28	\$15,601,100
65	Virginia Malone	Coldwell Banker Realty	28	\$13,681,375
66	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	27.5	\$18,295,499

RANK	NAME	OFFICE	SALES	TOTAL
67	William Bjorkland	Coldwell Banker Realty	27.5	\$12,662,697
68	Marti Hoster	ERA Martin Associates	27	\$7,534,642
69	FRANCIS ESPARZA	Linda Vista Real Estate	27	\$6,548,400
70	Lauren W. Bunting	Keller Williams Realty Delmarva	26.5	\$11,809,014
71	VALERIE ELLENBERGER	Compass	26	\$14,978,710
72	Shawn Kotwica	Coldwell Banker Realty	25.5	\$11,987,215
73	Robert Payne	RE/MAX Advantage Realty	25.5	\$7,190,475
74	Amanda Ellen Tingle	Coldwell Banker Realty	25	\$9,156,777
75	Dustin Oldfather	Compass	25	\$9,952,814
76	Renee Parker	The Parker Group	25	\$7,338,249
77	Jaime Cortes	Coldwell Banker Realty	25	\$6,748,880
78	Jonathan M Barker	Keller Williams Realty Delmarva	24.5	\$18,038,124
79	Marc Bouloucon	Coldwell Banker Realty	24.5	\$20,683,758
80	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	24.5	\$11,694,050
81	Dustin Parker	The Parker Group	24	\$10,934,405
82	Bill R. Rothstein	Montego Bay Realty	24	\$10,114,250
83	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	24	\$10,584,900
84	SHELBY SMITH	Long & Foster Real Estate, Inc.	23.5	\$13,303,550
85	BILL CULLIN	Long & Foster Real Estate, Inc.	23	\$16,864,565
86	Charlene L. Reaser	Long & Foster Real Estate, Inc.	23	\$7,860,120
87	Dale King	Vision Realty Group of Salisbury	23	\$6,524,923
88	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	23	\$13,168,505
89	ELIZABETH DORMAN	Coldwell Banker Premier - Rehoboth	22.5	\$9,637,992
90	KATHY NEWCOMB	Coldwell Banker Premier - Rehoboth	22.5	\$10,540,112
91	Leslie I. Smith	Sheppard Realty Inc	22	\$8,965,014
92	Lisa Mathena	The Lisa Mathena Group, Inc.	22	\$6,091,747
93	Matthew Lunden	Keller Williams Realty	22	\$12,293,015
94	Harryson Domercant	Keller Williams Realty Delmarva	22	\$5,381,870
95	KIM BOWDEN	Patterson-Schwartz-OceanView	21.5	\$8,492,600
96	SHANNON L SMITH	Northrop Realty	21.5	\$11,504,930
97	ROBIN PALUMBO THOMPSON	Northrop Realty	21	\$10,548,719
98	Tracy L. Zell	Long & Foster Real Estate, Inc.	21	\$12,876,293
99	Taylor Marie Tallarico	The Parker Group	21	\$7,723,650
100	Elizabeth Lindsey	Keller Williams Realty	21	\$3,096,200

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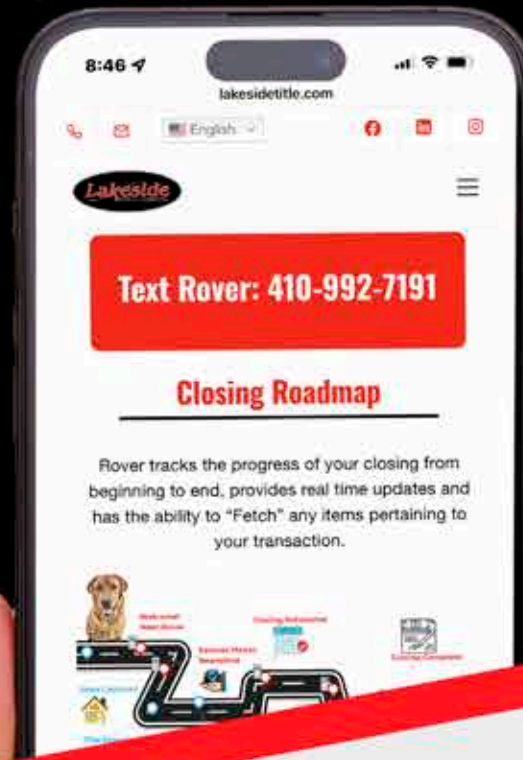
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29	JAMES LATTANZI	Northrop Realty	37	\$22,792,480
30	Jay Phillips	Holiday Real Estate	15	\$21,206,400
31	Marc Bouloucon	Coldwell Banker Realty	24.5	\$20,683,758
32	KIKI HARGROVE	Long & Foster Real Estate, Inc.	14.5	\$20,529,250
33	Julie Gritton	Coldwell Banker Premier - Lewes	37.5	\$19,418,582
34	Tyler L Nicholls	The Parker Group	58.5	\$19,148,075
35	Russell G Griffin	Keller Williams Realty	56.5	\$19,093,625
36	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	9.5	\$18,915,500
37	Nicholas Bobenko	Coastal Life Realty Group LLC	41	\$18,585,115
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44	Jamie Caine	Coldwell Banker Realty	31	\$17,409,681
45	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	28.5	\$16,903,003
46	BILL CULLIN	Long & Foster Real Estate, Inc.	23	\$16,864,565
47	JAIME HURLOCK	Long & Foster Real Estate, Inc.	38	\$16,651,812
48	Walter Stucki	RE/MAX Realty Group Rehoboth	18	\$16,599,403
49	COLLEEN WINDROW	Keller Williams Realty	19.5	\$16,588,110
50	Chris Jett	Shore 4U Real Estate	20.5	\$16,001,950

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54	Bethany A. Drew	Hileman Real Estate-Berlin	46.5	\$15,421,959
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60	Nitan Soni	Northrop Realty	28.5	\$14,400,705
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62	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	31	\$14,208,806
63	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	8	\$14,165,000
64	Nicole P. Callender	Keller Williams Realty Delmarva	32	\$14,021,364
65	Mitchell G. David	Sheppard Realty Inc	21	\$13,923,120
66	Virginia Malone	Coldwell Banker Realty	28	\$13,681,375
67	Meme ELLIS	Keller Williams Realty	34	\$13,597,269
68	CHRISTINE TINGLE	Keller Williams Realty	20	\$13,315,895
69	SHELBY SMITH	Long & Foster Real Estate, Inc.	23.5	\$13,303,550
70	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	23	\$13,168,505
71	RANDY MASON	Jack Lingo - Rehoboth	10.5	\$13,113,305
72	Gail Mitkoff	Keller Williams Realty	11	\$13,092,500
73	Tina Dorsey	Coastal Life Realty Group LLC	21	\$13,034,485
74	Michael Kogler	Long & Foster Real Estate, Inc.	11.5	\$13,012,000
75	DANIEL TAGLIENTI	Keller Williams Realty	19	\$12,960,106
76	Tracy L. Zell	Long & Foster Real Estate, Inc.	21	\$12,876,293
77	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$12,788,390
78	Paul A. Sicari	Compass	19	\$12,738,300
79	William Bjorkland	Coldwell Banker Realty	27.5	\$12,662,697
80	WAYNE LYONS	Long & Foster Real Estate, Inc.	8.5	\$12,556,250
81	HENRY A JAFFE	Ocean Atlantic Sotheby's International Realty	13	\$12,447,432
82	Suzannah Cain	Coldwell Banker Realty	34.5	\$12,400,375
83	JOYCE HENDERSON	Coldwell Banker Realty	9	\$12,383,502
84	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	31	\$12,364,290

RANK	NAME	OFFICE	SALES	TOTAL
85	Matthew Lunden	Keller Williams Realty	22	\$12,293,015
86	Darron Whitehead	Whitehead Real Estate Exec.	40	\$12,088,150
87	Shawn Kotwica	Coldwell Banker Realty	25.5	\$11,987,215
88	Lauren W. Bunting	Keller Williams Realty Delmarva	26.5	\$11,809,014
89	Andy Whitescarver	RE/MAX Realty Group Rehoboth	29	\$11,778,040
90	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	24.5	\$11,694,050
91	Whitney Jarvis	Coldwell Banker Realty	14	\$11,511,900
92	SHANNON L SMITH	Northrop Realty	21.5	\$11,504,930
93	Dustin Parker	The Parker Group	24	\$10,934,405
94	Julie Woulfe	ERA Martin Associates, Shamrock Division	20	\$10,805,300
95	LINDA MILLIKIN	Ocean Atlantic Sotheby's International Realty	15	\$10,744,300
96	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	14.5	\$10,660,999
97	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	24	\$10,584,900
98	Andrew Staton	Ocean Atlantic Sotheby's International Realty	20.5	\$10,570,185
99	Donna Harrington	Coldwell Banker Realty	30	\$10,555,600
100	ROBIN PALUMBO THOMPSON	Northrop Realty	21	\$10,548,719

Disclaimer: Statistics are derived from closed sales data. Data pulled on November 6th 2023, and based on reported numbers to MLS. This is closed sales in all of Maryland and Delaware by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. Coastal Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

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Sr. Loan Officer | NMLS #1821922
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