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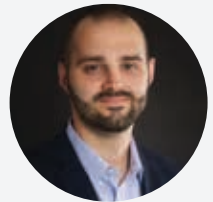
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*While it is Movement Mortgage's goal to provide underwriting results within six hours of receiving an application, process loans in seven days, and close in one day, extenuating circumstances may cause delays outside of this window. | 5700 Coastal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

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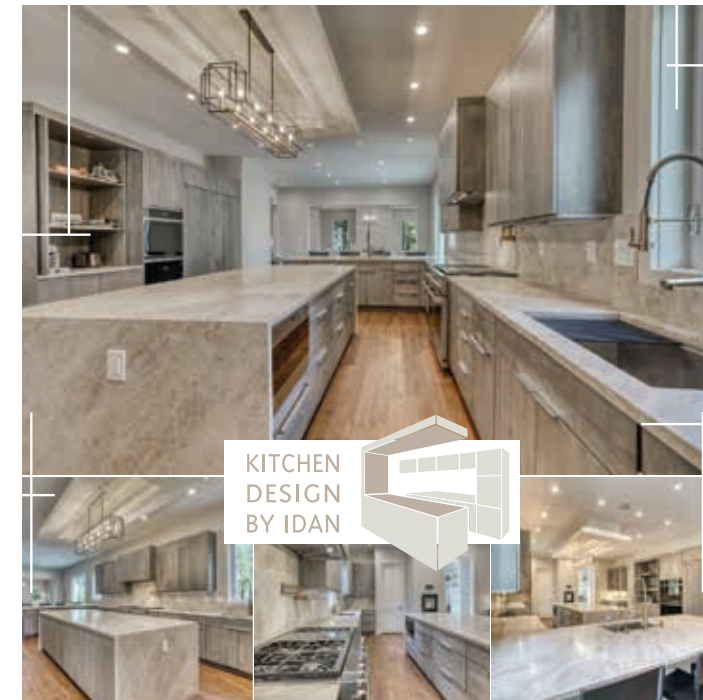


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HAPPY NEW YEAR!

► publisher's note

By Colleen Rippey

Thank goodness for new beginnings. These last few years have been interesting to say the least... and most recently we have all dealt with needing to quickly adapt to the shifting market. Fortunately, we have some great advocates for starting anew and moving forward no matter what cards life deals us.

Our cover story Jeanine Whitehead-Jackson is a shining example of this. At a young age, she was excommunicated from the Jehovah Witness community, and her family. Then one of her brothers was murdered. Then she lost a job and became homeless with her two children and another on the way. Life was a series of challenges, one worse than the next, it seemed. No matter what, she remained strong. Persistent. Still though, she recognized that she'd get caught up in that victim mentality and eventually addressed all the trauma with counseling. She would always figure out ways to help herself and heal though and her faith anchored that healing. Talk about inspiring!

Rising star, Pete Wong was a former police officer and until recently, worked on the force and as a dual-career agent. Pete shared with us what life was like wearing that uniform and we were surprised to learn that he was in the academy with one of my own friends, Amy Caprio. If you recall, Amy lost her life in the line of

duty and she was near and dear to my heart and a childhood best friend... I think of her often. Pete always remembers her fondly and simply can't escape some of the memories he has from his time on the force. We admire his passion and courage to share his own story and can't wait to see how he moves forward with his own initiatives to help out his brothers and sisters in blue.

Our partners in ProTec Inspection Services were also kind enough to share some of their struggles and how they worked through. There was a time when they weren't even sure how they'd make their next mortgage statement and had seven children living under their roof. In that time, while looking to cut expenses, they found a marketing guru's help and doubled-down on themselves at what seemed to be precisely the right moment. When all others would likely turn back, Mr. Hopkin decided to take a major leap. And the dividends have been massive. Today he and his wife are coaching up other businesses. They are serial entrepreneurs and are committed to their team and staff.

Ashira Barbosa, our agent to watch, was a slice of peace and calm. As a former yoga instructor (who intends on getting back to it) she explained an incredible visualization to get her through the rough spots. It's so

simple, it's profound actually. Like we know the issues are always going to come, but you can choose to avoid or ignore them. When you want calm and peace, then nothing else matters, and you choose that. You have to check out her article!

Finally, the crew over at Lakeside offered us a first-hand account of what leadership is and what it means to them. In fact, this Leadership Team gave us some of the very best definitions of leadership. A couple of our favorites include, from Raina Rath, "Someone reliable and willing to step up and teach and share information. The more the team knows, the better everyone performs," and then from Steve Atkocius, "Someone who can identify the strengths and weaknesses of people and then use that to motivate individuals to accelerate their great qualities while always striving to improve on their shortcomings." Pretty great, right? Their article will undoubtedly add to your perspective of what good leaders do, so we hope you'll check it out.

This issue also contains recaps + highlights of our final two events of 2022; be sure to take a peek!

We are ecstatic to see what 2023 holds for you and for us all. Happy New Year to you and yours!



With gratitude,

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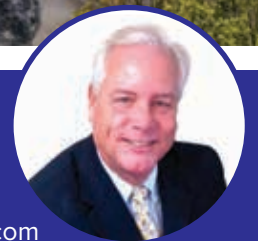
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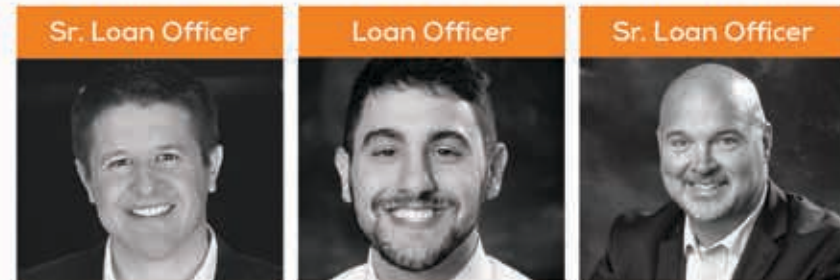
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Pete Wong

▶ rising star
By Molly Laurysens

Photo by Robbie McLean
of Bayline Studios



▶▶ TRANSITIONS

TIMING IS EVERYTHING, and nobody knows this better than Pete Wong. The former police officer left the force in April 2022 to pursue real estate full-time. Pete knows all too well that a minute here or there can mean the difference between life and death. There was the time he

was working at a school zone helping the children cross the street. Shortly after he left this post, a child was hit by a car by a person who had stolen a vehicle. These types of thoughts haunt him, “What if I stayed an extra twenty minutes? Would that car have been going that fast?”

Then there’s another incident that won’t escape his mind and he can’t help but reflect. He wonders, “Maybe if I would’ve studied harder, things would have turned out differently.” Pete explains, he went through the police academy with fallen officer, Amy Caprio. In the academy, Amy was the head of class and Pete was right behind her. The way they choose who goes to certain posts is done through class rankings. “She was smarter than me and graduated ahead of me. And it was down to the two of us for that one position, and maybe if I freaking studied more...” he says, his words left hanging there. Of course, he has a hard time letting that go.

The what-ifs linger and Pete recognizes these things are all just in his head; they are what he calls the “burdens” from his previous life. He cannot deny them. This was a life that he loved, mostly, and mainly for the camaraderie. “Our unit was very tight. I spent a third of my life with them! I miss it; sometimes, I really miss it.”

Becoming a police officer was his childhood dream and he naively thought, “Who calls the cops anyway?” He scoffs at that now, knowing he discovered the truth of it. He reminds us that in this role, he saw the worst humanity has to offer. Those unimaginable memories have no place to go, and they are only left to be carried. He’s not complaining, in fact, it’s quite the opposite. Instead he wants to help his brothers and sisters in blue. His desire is to start a nonprofit to do just that and donate a portion of each and every commission earned for this cause.

ANSWERING THE CALL

Pete grew up in Parkville. His parents, Yulan and Lib, emigrated from China some years ago. Instead of law enforcement, Pete’s Mom wanted him to go to college and explore other options. At first, he acquiesced, getting a degree in Finance from Towson University. Then he worked for a bank selling investments and insurance products. After that it was with a federal contractor doing



Photo by Rachel Carey Photography



The best part
is meeting
all different
types of people
and creating
those lasting
relationships.

Photo by Robbie McLean of Bayline Studios



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••• budgeting and corporate finance. But that calling to be a police officer got louder, and at 27-years old, he finally had to answer.

Pete was on the Baltimore County Police force for eight years. He was on patrol in Essex for the first four, and in the last four, he served warrants. The final stint wasn't nearly as dangerous, Pete said it was more calculated, whereas working patrol, you never really knew what would happen. "With warrants, you knew who you were going after. You could do research and plan it out."

When he and his wife began having kids, he realized he had to make a decision, the mental strain was too much. "It took me a while, but after a few very dangerous and close calls in high stress environments I realized, hey, I got kids. I want to be around for them!"

Throughout those early years in real estate, he'd team up with his brother and acquire a few investment properties each year. He never imagined he'd get his license, really, but in October 2016, he did. Until he recently left the force, he was a dual-career agent, working into the night. Still, that didn't stop his grind: in 2021, while handling both roles, he closed on 55

units for a little over \$15 million. How did he manage that? Aside from a dynamite work ethic, he credits his team leader, Steve Pipich, for his incredible support. "Steve is a killer, and joining his team really helped, especially with the police schedule."

FOCUSING ON FAMILY

Pete has been having so much fun now that he can put all his focus on real estate. For him, the best part is meeting all different types of people and creating those lasting relationships. As he is laser-focused on this path, one of his main prerogatives is securing his family's financial future, including his parents.

Through investing, he and his brother have been able to give back and help his parents out with all their living expenses. It's been a dream come true.

Now that he has some extra time, he intends on making it count. First he's going to work on that nonprofit. Then he will begin pilot lessons. He's always dreamed of flying a private plane. Pete lives in Bel Air with his wife, Alyssa. They met in high school and have been together for 18 years. They have two children: 6-year old Gianna and 4-year old Gavin. Family is his pride and joy and he loves being with them and doesn't want to miss out on any single moment.



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Ibironke 'Ronke' Sobande, Raina Rath, Yvonne Deardorff, Steve Atkocius, Marylyn Strickland.



DEFINING LEADERSHIP WITH LAKESIDE TITLE COMPANY

WHAT MAKES A GOOD LEADER? WE ASKED SOME EXPERTS.

A good leader can guide and influence others in a direction to reach a common goal. They lead by example. – Marylyn Strickland

Someone who can identify the strengths and weaknesses of people and then use that to motivate individuals to accelerate their great qualities while always striving to improve on their shortcomings. –Steve Atkocius

A [solid] communicator who ensures the team is carried through the decision-making process. –Ibironke 'Ronke' Sobande

Someone reliable and willing to step up and teach and share information. The more the team knows, the better everyone performs. –Raina Rath.

Marylyn, Ronke, Raina, and Steve encompass Lakeside Title's Leadership team. According to the President and CEO of Lakeside, Yvonne Deardorff, this dream team of lawyers and experienced title and real estate professionals are the unsung heroes of this organization.

As the Director of Operations, Marylyn shared some of their motivation: "We are a diverse and rare commodity in the title business, a white-male dominated industry. We're comprised of different backgrounds, cultures, and beliefs, allowing different points of view and perspectives at the table where decisions affecting all walks of life are made. Diversity is important in Lakeside's board room, but it's vital to ensure we continue to be pillars in the community."

This all-female-owned company has over 25 years in the business, 16 locations, 100 team members, and counting. There is just no stopping them. They are committed to exceptional service and the communities they serve. That's why we are highlighting the Leadership Team.

Marylyn Strickland lives in Gaithersburg and was born and raised

in Washington, DC. In 1996, while closing on her first home, the seller's broker mentioned how busy she was and was looking for an assistant. She asked for the job and quickly got her real estate license. In 1998, that broker closed up shop, and Marylyn went to work for Marathon Title, which merged with Lakeside in 2005. The rest is history. It was a roundabout process to getting into the industry, but Marylyn

truly adores it. For her, it's about making people's dreams come true through home ownership. "I have the privilege of seeing live and in person all of the smiling faces and tears of joy once new house keys are placed in their hands."

Marylyn is excited that her maternal parents' legacy of hard work, high esteem, and determination will be passed on to her female descendants.



“I'm so very grateful to have been able to accomplish and achieve things that my family's past matriarchs couldn't have imagined.”

Marylyn Strickland



Ibironke 'Ronke' Sobande



We all have different skills, talents, abilities, and temperaments.

"I'm so very grateful to have been able to accomplish and achieve things that my family's past matriarchs couldn't have imagined." For fun, Marylyn is a professed tv junkie who appreciates everything from documentaries to the Housewives series to reality competition shows.

Ronke Sobande was born in the United Kingdom and spent her early years there. Then her family moved to Nigeria, where she grew up. Today she lives in Rockville. In 2003, she started practicing real estate law by working on foreclosures and REO closings. She loves helping resolve title issues that may otherwise prevent someone from home ownership. Ronke is the Director of Residential Title Underwriting and loves the Lakeside leadership team because they complement each other so well. "We all have different skills, talents, abilities, and temperaments."

For fun, Ronke enjoys relaxing at home and spending time with her three daughters. She loves attending church and brunch.

Raina Rath grew up in Calvert County and lives in Ellicott City. She practiced family law alongside her mother to start her professional career. Then she

co-owned and operated a title company in Anne Arundel County. Raina joined Lakeside in 2009 and says it was the best thing that happened to her professionally. She loves "the people, always, even the 'challenging' ones" and thrives on solving problems.

Raina is the Vice President and COO and adores bouncing ideas off her fellow leadership team members. "We are always readily available for each other. We share both victories and failures. It is never an island. And we support our staff and clients through life's inevitable ebbs and flows..."

For fun, Raina loves a great meal with family and friends or seeing a good movie. On Sunday's she hikes or walks around a new city, checking out its art scene. She is an animal enthusiast and advocate. Raina is passionate about saving animals' lives

and has noticed that as she gets older, "I'm acutely aware of the passage of time," so she's not looking to squander a single second.

Steve Atkocius lives in Mechanicsville and grew up in District Heights and La Plata. He has worked as a real estate broker for over 20 years. He joined Lakeside to bring his real estate knowledge and perspective to the company.

Steve is the Director of Corporate Properties and Business Development. He is energized by this team and loves daily interactions with the public. "There are so many intricacies and legalities to this business, and I am just in awe of how these folks can solve different problems easily and effectively. We all take great pride in working toward our common goals of great service to our clients, coupled with our commitment

to the communities we are all a part of. We have a unique company culture here: we all care!" Steve noted that nothing is done here managerially, without great thought and discussion, and "I love to see our decisions become a reality and integrate seamlessly into our culture."

For fun, Steve loves rooting for the Ravens and designing and building things, from houses and floor plans to tables, benches, or even bars. Many of the Lakeside offices carry his unique creations.

No doubt, this leadership team strives for excellence. Raina recalled a quote summing up what really drives this group that went something like this: "When I talk to managers, I get the feeling that they are important. When I talk to leaders, I get the feeling that I am important." This is who they are!



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ASHIRA

BARBOSA

Goes With the Flow

Calm. Zen. Balance. These words may sound more like a tagline for a retreat or spa day but to Ashira Barbosa, she strives to embody them. When things get rocky, she works to bring calm to her clients and those around her. It helps that she is a certified yoga instructor and in tune with solid practices, and habits that get her into this state by focusing on her breath and staying present. You have to wonder, though, how does she do it, especially when life seems to be flying at us?

“I have this image of stuff, coming at me,” she says, moving side to side and ducking while demonstrating, “and I just don’t let any of it stick to me, like, it doesn’t matter! So I dodge it, and then pull down the important things to navigate and get to the other side.” That’s how she stays in peace and allows herself to go with the flow.

These days her end game is to get every client to the finish line with more than just a smile on their face. She adores those genuine hugs and real connections you get when you guide someone through the fires of buying a house. She also wants agents on her team to thrive and grow, and know they are safe. This is what her professional Zen is all about.

Personally, it’s about being there with and for her family. As a Mom of two young, active children and a female team leader, balance is top of mind. According to Ashira, for many, it’s thought to be this elusive, unachievable pursuit. “At masterminds, talking with other women, everyone’s always talking about finding that balance. You have to make time for self-care, you have to keep your cup full but also take care of everybody else. And that’s what we do naturally, as women... I’ve spent a lot of time figuring out that balance and I feel like I’m getting pretty darn close to what really works for me.” It is achievable.

...

I’VE SPENT A LOT OF TIME FIGURING OUT THAT BALANCE AND I FEEL LIKE I’M GETTING PRETTY DARN CLOSE TO WHAT REALLY WORKS FOR ME.

Molding Ashira

Ashira was born in San Jose, California. When she was 8-years old, her parents divorced, and her Mom moved to the East Coast so she began splitting time between Maryland and California. While most of her family lives here now, she still has cousins and childhood friends whom she'll make the trip to the West Coast on occasion for significant events. Ashira went to Towson University, and figured she'd move back to California after graduating once she finished. However, those plans changed when she met her future husband, Jose.

Before real estate, Ashira worked at the City Paper running the advertising real estate section. She worked with REALTORS®, brokers, property managers, and apartment complex managers. Those in the business would tell her how great she would be as an agent. While she did have an interest, she was used to the safety net of her job. Soon enough, though, the demands of deadlines and the newspaper business began to take their toll. Her vision wasn't selling newspaper advertisements anyway, so eventually, she got her license in 2010.

“WE FEEL LIKE A BIG GROUP OF SIBLINGS AT THIS POINT. WE LOOK OUT FOR EACH OTHER, SUPPORT EACH OTHER, AND CHEER EACH OTHER ON!”

For her, starting the team in 2016 has been about growing and leveraging time to maneuver the balancing act. “There were periods when I had more business that I could handle and wanted to serve my clients better and take care of everybody. And I couldn't do more because I was maxed out, because I'm a Mom too, and that quality and



balance are [paramount].” So, she'd bring in the business, feed buyers agents, and train them. A bonus was that the team has become like family. “We feel like a big group of siblings at this point. We look out for each other, support each other, and cheer each other on! We're probably structured much differently than most teams out there.”

Ashira takes pride in how the team is structured because it's been about creating a healthy and safe environment. “Sometimes, someone needs to step away and deal with serious life stuff. We respect that, and want you to go do your thing. We'll see you once your stuff is handled! We're here for you, and in the meantime, we'll help you with your things as needed.” Things have clearly been working out. In 2021 the team closed on over \$33 million, and Ashira personally closed on \$12 million.

Community and Family Fun

Ashira and her family live in Stoneleigh. Jose is a physical therapist for MedStar and they have two children, 8 and 11 years old, who are involved in club-level soccer. Their daughter's team has been first in Maryland for the past two years and ranked ninth nationally. So their weekends are dedicated to that.

Another one of Ashira's favorite things to do is enjoying a fire with neighbors and friends. “We'll send a text, meet at someone's house and have a roaring fire. Some neighbors will make pizzas or bring snacks, and all the kids are running around playing. I love that!” In addition, Ashira and Jose love traveling, especially with the kids, but occasionally without. For their tenth anniversary, they went to Paris and are looking forward to going again. After all, an epic travel adventure adds more fuel to Ashira's tranquil nature.



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ALCHEMY OF MONEY MASTERMIND WITH BRANDON GREEN

WHAT'S YOUR BLUEBERRY?

Cleaner books, better systems, bigger profit. That is what Brandon Green is all about. In this mastermind, Alchemy of Money, Brandon offered over 125 REALTORS® and Preferred Partners in attendance a chance to take a deep dive into their spending habits and ideas for wealth building. He also covered big topics like who

should be handling what while building that empire. He talked about what attorneys can do and what business type might work best for you. He explained the difference between accountants and bookkeepers, financial planners and insurance representatives, estate planners and financial mentors, and what you should expect when working with each.

Brandon left no stone unturned as he uncovered common situations business owners may face, no matter the market. He helped guide us through a P & L, talked about how we could improve profit margins, and even went over some vital tax tips. We talked about spending and revenue and cash flow and paying yourself first!



He brought up one unique question and had us all asking: What is your blueberry? In Brandon's case, the blueberry is essential, as he drinks a blueberry smoothie daily. Because of that, he'd always order a lot of fresh, organic blueberries, then stick them in the freezer. One day he realized that grocery stores already sell frozen blueberries for almost half the cost he was paying. The blueberry represented an egregious over-spending pattern that could be avoided or amended.

Some in the room mentioned that their blueberry was Amazon, shoes, or Starbucks. The point is, we each have our blueberry, so what is yours? And how might you reduce it?

Based on survey feedback, attendees ranked the mastermind a whopping 4.9 out of 5 in net value. What they said they most appreciated was connecting with other top players and getting to really dig into the mindset it takes and the challenges you must overcome to build long lasting wealth. They also noted the extraordinary opportunity it gave them to learn from someone who has scaled incredibly profitable businesses successfully.



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Here's how a serial entrepreneur handles a sticky situation with his 16-year old. The daughter wants to get her nose pierced, and Dad's mind immediately flashes to a job interview, thinking no employer will hire her with a nose ring. But then he has an epiphany. He tells his daughter, you can do it under these conditions: you read six business books of my choosing, and then I will interview you about those books, and so long as you can sufficiently answer the questions I give you, then you can do it.

The serial entrepreneur continues telling his daughter, "Because when you go to a job interview, they say, why should I hire you? You can tap your nose ring and tell them my Dad was dead set against this. But I had to read all these books and answer his questions." He concludes, [And I can guarantee you] if you can say the key thing you learned from each of those books, you will get that job."

That's how Rob Hopkin tells it. And yes, his daughter read the books and got the nose ring.

Rob and his wife, Michelle, are co-owners of ProTec Inspection Services and have built multiple businesses, including a coaching business that works with nearly 300 inspection companies and small businesses. This dynamic duo is the epitome of entrepreneurs.

Cultivating Vision

Rob grew up in Rockville and says that his entrepreneurial skills didn't always start strong. He began his career as a general contractor. Of his 25 employees,

You can't just say the values and hang them on the wall. We are constantly making sure the team has bought in and that they're taken care of.

25 made a higher hourly wage than he did. He admits, "I knew how to hammer the nails, but I didn't know how to run a business or make money." Things have certainly changed since then and in 1986 he switched paths and started in the inspection business.

More lessons would come. Early on, when this couple was blending families and had seven kids under their roof, (three were nieces and nephews), their credit cards and line of credit were maxed out. They were wondering how they were going to make their next mortgage payment. This was during the crash in 2007, and as Rob explained, "It was desperation time!" Rob began looking for ways to cut expenses. However, fate had a bigger plan in store for them. They found a life-changing coaching program for a \$ 700-month. "I don't even know how our credit card allowed us to do that. But it did," Rob rationalized.

Within three months, they paid off nearly all of their credit card debt. Within a year, they won a \$10,000 award for being the best marketing company in North America. Michelle remembers, "I would have never, ever made that decision in a million years. Rob had the guts to do it."

Yahoo Personals

Rob and Michelle used to be shy about how they met via Yahoo personals. Michelle laughs about it now, "This was even before Match.com! Rob's mom died without even knowing how we met. It was such a taboo thing back then."

Michelle grew up in Ohio and has her Master's Degree in Math and used to teach high school math. Once this couple married, and after a few years of being home, Michelle threw herself into learning every facet of the inspection business. She often jokes that Rob dragged her kicking and screaming into the business. In the beginning, she couldn't help but notice how contentious things were between inspectors and REALTORS® and thought, aren't we supposed to be partners? This would help inform how they've grown their business. Michelle's official title is CEO and Rob

says her meticulousness has carried them this far. "There's no doubt about it, we wouldn't be where we are without her level of detail."

They complement each other well and are rooted in a simple mission. For them, it has always been about serving and helping people. "We want our clients to sleep better at night. We want to reduce the friction involved in the real estate transaction, save them time and make them look good," Rob reiterated.

As an inspector himself, Rob learned first-hand their goal isn't just pointing out problems but to provide answers and direction. "We have the philosophy of being problem solvers. If we're going to throw a problem out there, we'll also try to offer solutions." They started Pest Nation Termite and Pest Control and Peak Environmental to help provide solutions. They are currently in the process of opening an IT digital marketing company as well.

Team and Culture

Michelle says they work hard at creating culture. "You can't just say the values and hang them on the wall. We are constantly making sure the team has bought in and that they're taken care of." Reinforcing these values of having a servant's heart is what they strive for. Michelle says they start every meeting by asking for examples of where team members have demonstrated their values. So they keep driving that point home and emphasizing their values. Here's the thing with Rob and Michelle, they don't have employees, they prefer to use the term team members or partners. In fact, that IT company formation is a partnership with one of their stellar team members.

ProTec boasts a large team, with 55 people on staff and 24 inspectors; they offer a 24-hour schedule guarantee. "We built our business on relationships. So I honor that relationship you already have established with somebody, but let us be your backup if you need a quick inspection," Michelle says.

Rob and Michelle live in Poolesville and have a beautiful blended family with four kids aged 17 to 30. Michelle likes to hike with the dogs, and Rob loves to golf.



Back row - Brad Hopkin, Mark Richard, Eric Parker, Dave Kemp, Ritik Das, Roger Richardson, Robert Milder
Front row- Rob Hopkin, Michelle Hopkin, Ashley Walcott, Lily Salako, Corrin Lloyd, Rob McColley, Corey Morgan



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HIGHLIGHTS

event recap 
By Brenden Kemp
Photography by Tuck Media

from the *FALL FÊTE*

What a fantastic way to usher in the last quarter of 2022: Hello, Fall Fête!

We had about 250 agents and partners gather at Citron Baltimore for fun networking, yummy food, and delicious libations. It was beautiful seeing everyone!

We want to give a massive shout-out to our headline sponsor: Thank you to **Jesse Gelb / Malcolm Khalil of Guaranteed Rate** for making this all possible! We appreciate you. This was their first month as a BRP Preferred Partner and they chose to be the Headline Sponsor!

The open bar was generously stocked and featured two delicious signature cocktails: *The Von Pear* sponsored by **Von Paris Moving & Storage** and *The Settlement Smash* sponsored by

Lakeside Title Company. The featured mocktail was equally refreshing – *The BRP Autumn Punch!*

Meanwhile, we had so many laughs together, thanks in part to the TAPSNAP Photo booth courtesy of **Kyndle Quinones and Alicia Harkowa of PRMI Severna Park** and **Worldwide Waterproofing and Foundation Repair Inc.**

Also, we want to thank all of our contributing sponsors: **Home First Title Group, Kitchen Design by Idan, Kate Wunder Interiors, Hawkeye Home Inspections, Endeavor Title, and Cinch Home Services**. We are so grateful for all the support!

The *BRP* team would like to thank all of the staff at Citron for their hard work and for taking such great care of us all. In addition, we are sending out major props to you, every one of you in this *BRP* community; thank you for bringing love and fun into our world on this day. We had moments and made memories. And we are already looking forward to the next event.

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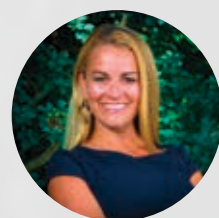
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▶▶ cover story

By Molly Laurysens
Photos by Maryland
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Jeanine

Whitehead-Jackson

Fortitude and Faith

...





“

I have discovered that faith is my superpower and my strength. When I look back on my life, I realize that God was always with me.

“Trouble doesn’t always last” are words Jeanine Whitehead-Jackson remembers. She has recited this line a time or two. She has an acute understanding of how to persevere through life’s struggles. At 16-years old, she was excommunicated from the Jehovah’s Witness community she was born and raised in, and ran away from home, leaving her parents and family behind. At another point, she had two kids, another on the way, and got fired from her job. This catapulted her into temporary homelessness. Then there was one of the most heart-breaking losses anyone could experience, and she can’t ever erase, the day her brother was murdered in 2002.

Working through trauma is something Jeanine is all too familiar with. Yet, she’s always been determined, and even through her emotions, she maintains a positive and hopeful demeanor. How does she do it? “I have discovered that faith is my superpower and my strength. When I look back on my life, I realize that God was always with me.” She recalls moments of divine synchronicity when things just fell into place. There was that time in high school when she needed a place to stay, and another student overheard her; they were mere acquaintances and didn’t have a single class together. This student’s family opened their home to her. Then there was another time someone overheard her talking about a book she read, “Think and Grow Rich” by Napoleon Hill, which led to a job offer in real estate.

“You know, these angels always popped in and out of my life. God was always directing them, and me as I was moving and navigating this rough terrain.” Her story, that rough terrain, has taken time to heal. Mostly because she ran from it, as many do when they are not ready to

deal. “To some extent, I had the victim mentality for a long time. Until I realized, this can’t be my life!” Also, she didn’t want to implicate her family in her story, they were collateral damage, if you will. She wanted to fully own her story and not let it be about anyone else.



...

Jeanine never let these things define her. It took counseling and therapy to unravel, but she has learned to be in touch with and know herself. “Usually when traumatic things happen, I’ll take that energy and try to find a way to repurpose it. When my brother was murdered, I felt this huge injustice,” she noted that his case remains unsolved to this day, so holding on only seems natural. And writing became a source of healing for her; she has even started a blog.

got her license and got to work. It was an interesting start, she was doing a lot of foreclosures and short sales. She jokes about it now, “I was doing the business that nobody else wanted to do.” This helped her lay the groundwork for where she is today! In 2021, she closed 82 transactions, for \$18.6 million.

For the most part, Jeanine is a one-woman show, although she uses a transaction coordinator. In addition, both of her daughters help out; Morgan handles all social media and Taylor helps her with staging.

Finding Her Way

Growing up on the west side of Baltimore, Jeanine was the oldest of four. Her Father was a brick mason who often brought designs home, which fascinated Jeanine. “He’d put the blueprints across the dining room table, and I’d sit on his lap, looking over those plans as he explained stuff to me.” She loved architecture, but her childhood dream was to one day become a builder.

Other plans unfolded abruptly. Leaving all she had ever known at just 16-years old was challenging. “I grew up in a very religious household and it was difficult for me... I’ve spent a lot of time trying to reconcile why a 16-year old uprooted herself from her home. Still, though, I finished school.” She went to Carver Tech High School, studying secretarial and office procedures. Then moved on to Coppin State University and studied English, eventually changing her major to Urban Arts with a focus on Interior Design.

Then in 2007, Jeanine’s “angels” stepped in again, and she would finally go after this real estate dream. This encouragement came from a couple in her church who overheard her ambitions and offered her a role on their team. So she

“You know, these angels always popped in and out of my life. God was always directing them, and me as I was moving and navigating this rough terrain.”

Modern Day

Brady Bunch

Jeanine and her husband, Damon, live in Owings Mills with their 15-year old son, Jayden. They have a beautiful blended family, what she dubbed the modern-day Brady Bunch, with three girls and three boys.

The icing on the cake is that they are also expecting their eighth grandchild soon.

One of her most favorite things to do is have all the family together for a good meal around the table. Her family is everything to her! And while she still has limited interactions with her parents and siblings, she continues the healing process.

Jeanine’s past has opened her up to more compassion, empathy and love. She has a soft spot for young girls and earned herself the nickname ‘Mama Kelly’ (Kelly is her middle name). She’s always looking to help young women in vulnerable spaces. “I have housed many displaced girls and helped mentor them. They seem to find me,” and she’d have it no other way. She often tells them, it doesn’t matter where you start. You just can’t quit! She is a shining example of this.

SIDEBAR: FIVE FAST, FUN FACTS WITH JEANINE:
What do you do to create balance in your life?

Jeanine: Painting. I am just learning how to paint with oils.

If you could speak to one person, dead or alive, who would it be?

Jeanine: Queen Elizabeth.

What is your favorite food?

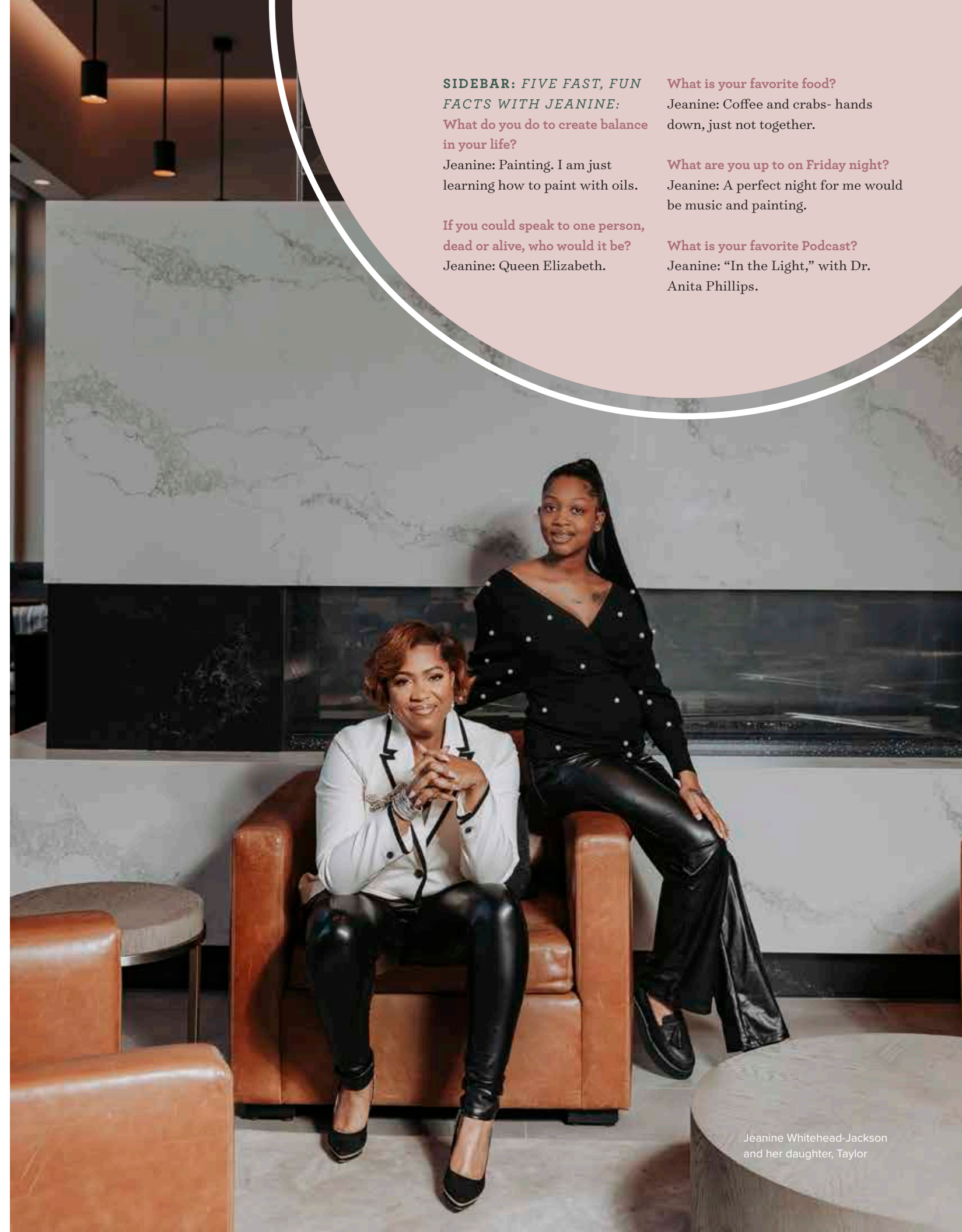
Jeanine: Coffee and crabs- hands down, just not together.

What are you up to on Friday night?

Jeanine: A perfect night for me would be music and painting.

What is your favorite Podcast?

Jeanine: “In the Light,” with Dr. Anita Phillips.



Jeanine Whitehead-Jackson and her daughter, Taylor



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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 2022

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Heather Richardson	NVR Services, Inc.	1012	\$519,767,059
2	Adam M Shpritz	Ashland Auction Group LLC	930	\$57,212,053
3	Kathleen Cassidy	DRH Realty Capital, LLC.	475	\$255,685,331
4	Melissa M Daniels	Keller Williams Integrity	350.5	\$181,121,647
5	Lee M Shpritz	Ashland Auction Group LLC	324	\$20,782,704
6	Robert J Lucido	Keller Williams Lucido Agency	316	\$200,944,269
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	272	\$129,894,523
8	Shawn M Evans	Monument Sotheby's International Realty	208	\$147,214,129
9	Lee R. Tessier	EXP Realty, LLC	201	\$76,558,307
10	Larry E Cooper	Alex Cooper Auctioneers, Inc.	183	\$23,263,314
11	Tineshia R. Johnson	NVR Services, Inc.	169.5	\$88,769,132
12	Nickolaus B Waldner	Keller Williams Realty Centre	158	\$75,896,287
13	Charlotte Savoy	Keller Williams Integrity	147	\$74,575,593
14	Phillippe Gerdes	Long & Foster Real Estate, Inc.	146.5	\$62,733,059
15	Joseph A Petrone	Monument Sotheby's International Realty	140	\$85,258,972
16	Gina L White	Lofgren-Sargent Real Estate	140	\$55,856,795
17	Lois Margaret Alberti	Alberti Realty, LLC	137.5	\$42,672,220
18	Jeremy Michael McDonough	Mr. Lister Realty	133	\$58,748,777
19	Laura M Snyder	American Premier Realty, LLC	116.5	\$44,597,231
20	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	109	\$47,748,403
21	Daniel Borowy	Redfin Corp	103	\$50,820,951
22	David Orso	Berkshire Hathaway HomeServices PenFed Realty	102.5	\$96,842,739
23	Lauren Ryan	NVR Services, Inc.	101	\$49,771,617
24	Louis Chirgott	American Premier Realty, LLC	93.5	\$40,123,997
25	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	91.5	\$26,415,527
26	STEPHEN PIPICH Jr.	Corner House Realty North	90.5	\$27,671,800
27	Jeannette A Westcott	Keller Williams Realty Centre	90	\$48,716,135
28	Alexander T Cruz	Cummings & Co. Realtors	90	\$18,295,750
29	Jonathan Scheffenacker	Redfin Corp	89	\$36,371,999
30	Bradley R Kappel	TTR Sotheby's International Realty	88.5	\$189,358,900
31	Gina M Gargeu	Century 21 Downtown	88.5	\$16,702,100
32	Un H McAdory	Realty 1 Maryland, LLC	88	\$49,393,729
33	Tony Migliaccio	Long & Foster Real Estate, Inc.	86	\$34,135,460
34	Daniel McGhee	Homeowners Real Estate	86	\$27,939,275

RANK	NAME	OFFICE	SALES	TOTAL
35	James T Weiskerger	Next Step Realty	84	\$41,403,520
36	Timothy Langhauser	Compass Home Group, LLC	84	\$31,516,008
37	Benjamin J Garner	212 Realty	83.5	\$35,957,375
38	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	83.5	\$28,769,800
39	Michael J Schiff	EXP Realty, LLC	83	\$28,303,464
40	Charles N Billig	A.J. Billig & Company	82.5	\$15,023,088
41	Matthew D Rhine	Keller Williams Legacy	80	\$36,026,587
42	Brian M Pakulla	RE/MAX Advantage Realty	79	\$49,720,151
43	Nancy A Hulsman	Coldwell Banker Realty	79	\$36,900,678
44	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	79	\$35,474,810
45	Tracy J. Lucido	Keller Williams Lucido Agency	78	\$58,932,241
46	Daniel M Billig	A.J. Billig & Company	78	\$19,968,950
47	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	77	\$54,555,379
48	Mitchell J Toland Jr.	Redfin Corp	77	\$24,309,831
49	Creig E Northrop III	Northrop Realty	76	\$78,199,600
50	Vincent J. Steo	RE/MAX Community Real Estate	73.5	\$25,991,599

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SPOTLIGHT ON Cindy Zak



Cindy Zak with her daughter Alyssa

Cindy Zak is a lifelong Maryland native, having grown up in the Cedonia area of Baltimore City. In 2006 moved to Harford County, where she is raising her beautiful daughter Alyssa.

Cindy joined Certified Property Inspection in 2020. She had spent many years in the Real Estate industry and was looking for an opportunity that would be a good fit with her experience. One of the Realtors with whom she worked knew that Justin Sapp (owner of Certified Property Inspection) was recruiting for an administrative assistant and offered to make an introduction. Shortly after that, Cindy met with Justin and office manager April Kuciara to interview for the position. Cindy says, "The meeting was incredible; I felt as though I had known Justin and April for a very long time; we immediately jelled together, and I felt we would be a great fit. Justin is awesome; he is very family oriented and is supportive of the team putting family first."

Cindy's job involves helping April with the front end of the office to keep everything running smoothly. She spends most of her time ensuring that all the inspections are properly scheduled as well as ordering and completing reports. Her other duties, include maintaining the database of agents and clients, facilitating communication between

the inspectors and clients, ensuring the entire process flows smoothly from start to finish. She says, "We are the first impression so focusing on customer service is key. We work diligently to ensure all of our clients and agents receive the best experience possible." She says that her ability to multitask and strong organizational skills are key to her success in her role, as she manages calendars for multiple inspectors and coordinates them with client calendars.

As an example of the Certified Property Inspection commitment to superior service, Cindy shares that when handling the most common question, "Can you do the inspection tomorrow?" She says, "We draw upon the can-do attitude shared by everyone on our team. We work together to do our utmost to accommodate these types of requests. We reach out to our inspectors to see if another inspection can be added to their schedule by asking if they can start earlier or work later. We also check to see if there is flexibility in the scheduling to try and meet these sometimes urgent requests. While we can't always fulfill the tight timeline, our team does our best to help." She says, "as a child, I was taught the importance of respecting others. Once you demonstrate respect for everyone and treat them the same, you can remain calm even in the most adverse situations. This ethos, in turn, helps to reduce the stress of others so that we can work together towards a good solution."

Cindy also shares that her proudest moment at work came after training. She says that when all the systems and procedures fell into place for her, it was an "aha" moment that everything clicked in her exciting new job.

Cindy is an avid Baltimore Ravens fan and loves football. Family is extremely important to her and she is devoted to them and most especially her daughter Alyssa. When she is not working, she enjoys spending time with her family.

When vacations come around, Cindy and her family head to Ocean City for beach time. She says everyone goes together, including parents, children, siblings, nieces, and nephews. She says, "In the beginning, our trips to the beach were day trips, but over the years, they became longer so that now we all go for the entire week. It's a great time; our family is extremely close and connected. To sum up my thoughts regarding family, I often share this little quote from Maya Angelou "Life is not measured by the number of breaths we take, but by the moments that take our breath away." This speaks to me as we tend to rush in life sometimes, and reemphasizing the moments that take our breath away helps to ensure we hold onto and always remember those we love, and that is what life is about."

When asked about Cindy and her value to the company, Justin says, "Cindy was referred to us by a trusted client slightly over two years ago. After meeting with her, it was evident that she had all the qualities we needed for our company, and we were fortunate to have her join our team. Prior to working with us, she worked in one of the largest brokerages in the area, supporting agents in the office. I can't count the number of agents who have called or spoken with me and have said, in short, "We are so happy you hired Cindy! She's the best, and we love her!" Well, we love her too! She always has a great attitude, and her smile comes through the phone loud and clear!

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RANK	NAME	OFFICE	SALES	TOTAL
51	Matthew P Wyble	CENTURY 21 New Millennium	72.5	\$40,776,871
52	Dassi Lazar	Lazar Real Estate	72	\$19,481,416
53	Jared T Block	Alex Cooper Auctioneers, Inc.	72	\$17,796,875
54	John R Newman II	Keller Williams Flagship of Maryland	71	\$26,341,827
55	Zachary Bryant	Northrop Realty	70.5	\$31,986,050
56	Robert Elliott	Redfin Corp	69	\$27,693,441
57	Bill Franklin	Long & Foster Real Estate, Inc.	68.5	\$34,728,950
58	Alan Ray Porterfield Jr.	Coldwell Banker Realty	68	\$18,993,900
59	Bob Simon	Long & Foster Real Estate, Inc.	68	\$11,051,500
60	Kimberly A Lally	EXP Realty, LLC	67.5	\$27,433,899
61	Kim Barton	Keller Williams Legacy	67	\$27,084,011
62	Jessica L Young-Stewart	RE/MAX Executive	66.5	\$26,946,340
63	Mark A. Ritter	Revol Real Estate, LLC	66	\$30,561,102
64	Gregory A Cullison Jr.	EXP Realty, LLC	66	\$18,132,445
65	Yevgeny Drubetskoy	EXP Realty, LLC	66	\$17,669,023
66	Donna J Yocum	Keller Williams Realty Centre	65.5	\$45,866,209

RANK	NAME	OFFICE	SALES	TOTAL
67	Kelly Schuit	Next Step Realty	65.5	\$26,859,900
68	William C Featherstone	Featherstone & Co.,LLC.	65.5	\$18,381,199
69	Derek Blazer	Cummings & Co. Realtors	64	\$23,320,900
70	Veronica A Sniscak	Compass	63.5	\$30,507,963
71	Alex B Fox	Allfirst Realty, Inc.	63.5	\$22,514,899
72	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	63	\$27,930,880
73	Jeff D Washo	Compass	62.5	\$25,813,500
74	Allen J Stanton	RE/MAX Executive	62.5	\$25,490,752
75	Vincent M Caropreso	Keller Williams Flagship of Maryland	62.5	\$24,535,675
76	Sunna Ahmad	Cummings & Co. Realtors	61	\$40,539,060
77	Wendy Slaughter	Elevate Real Estate Brokerage	61	\$32,965,712
78	Robert A Commodari	EXP Realty, LLC	61	\$21,385,000
79	Montaz Maurice McCray	Keller Williams Realty Centre	61	\$17,644,497
80	PETER WONG	Corner House Realty North	60	\$19,358,750
81	Missy A Aldave	Northrop Realty	59.5	\$25,682,694
82	James H Stephens	EXP Realty, LLC	59.5	\$22,268,530
83	Marina Yousefian	Long & Foster Real Estate, Inc.	59	\$29,408,151
84	Francis R Mudd III	Schwartz Realty, Inc.	59	\$26,600,589
85	Terry A Berkeridge	Advance Realty Bel Air, Inc.	59	\$17,061,900
86	Bethanie M Fincato	Cummings & Co. Realtors	58.5	\$20,708,516
87	Jeremy S Walsh	Coldwell Banker Realty	58	\$25,678,225
88	Tom Atwood	Keller Williams Metropolitan	58	\$22,063,025
89	Melissa Barnes	Cummings & Co. Realtors	58	\$21,069,211
90	Joshua Shapiro	Douglas Realty, LLC	57	\$26,857,740
91	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	57	\$25,788,060
92	Peter J Klebenow	RE/MAX First Choice	57	\$10,511,540
93	Tony A Zowd	Coldwell Banker Realty	56.5	\$24,339,650
94	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	56.5	\$17,394,471
95	Elizabeth Ellis	Brookfield Management Washington LLC	56	\$37,888,927
96	Robb Preis	Redfin Corp	56	\$23,256,102
97	Michele Schmidt	Keller Williams Flagship of Maryland	56	\$19,742,000
98	Timothy Lee Joseph Dominick	Coldwell Banker Realty	56	\$10,002,700
99	Steve R Kuzma	Weichert, Realtors - Diana Realty	54.5	\$17,295,082
100	Catherine A Watson - Bye	RE/MAX Executive	54	\$25,235,499

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RANK	NAME	OFFICE	SALES	TOTAL
101	Jory Frankle	Northrop Realty	53.5	\$27,067,083
102	Luis H Arrazola	A.J. Billig & Company	53.5	\$7,684,038
103	Karen Hubble Bisbee	Long & Foster Real Estate, Inc.	53	\$58,210,741
104	James P Schaecher	Keller Williams Flagship of Maryland	53	\$25,886,950
105	Liz A. Ancel	Cummings & Co. Realtors	52.5	\$19,591,200
106	Ashley B Richardson	Long & Foster Real Estate, Inc.	52	\$27,878,000
107	Jessica DuLaney (Nonn)	Next Step Realty	52	\$23,828,150
108	James J Rupert	Douglas Realty, LLC	52	\$22,630,034
109	Byron K. Brooks	Thurston Wyatt Real Estate, LLC	52	\$8,400,834
110	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	51.5	\$24,112,686
111	Anthony M Friedman	Northrop Realty	51	\$31,760,920
112	Peter Boscas	Red Cedar Real Estate, LLC	51	\$29,212,350
113	Shekhaar Gupta	EXP Realty, LLC	51	\$21,301,300
114	Heather Crawford	Redfin Corp	51	\$19,349,566
115	Stephanie A Myers	Long & Foster Real Estate, Inc.	51	\$19,263,200
116	Bob Kimball	Redfin Corp	51	\$18,623,250
117	Michael Frank	Berkshire Hathaway HomeServices PenFed Realty	51	\$18,168,551
118	Joseph S Bird	RE/MAX Advantage Realty	50.5	\$23,899,900
119	VENKATESWARA RAO GURRAM	Samson Properties	50	\$34,526,375
120	Ellie L Mcintire	Keller Williams, LLC	50	\$25,213,350
121	AMELIA E SMITH	Redfin Corp	50	\$22,075,032
122	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	50	\$19,945,800
123	Jessica H Dailey	Compass	50	\$19,557,400
124	Ronald W. Howard	RE/MAX Advantage Realty	49.5	\$18,157,353
125	Tiffany S Domneys	ExecuHome Realty	49.5	\$11,446,860
126	Christina J Palmer	Keller Williams Flagship of Maryland	49	\$39,038,865
127	Steven C Paxton	Keller Williams Metropolitan	49	\$21,995,039
128	Brendan Butler	Cummings & Co. Realtors	49	\$19,132,545
129	Terence P Brennan	Long & Foster Real Estate, Inc.	49	\$16,334,197
130	Brian D Saver	Northrop Realty	48.5	\$43,991,000
131	Santiago Carrera	Exit Results Realty	48.5	\$17,698,649
132	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	48	\$26,634,471
133	Trent C Gladstone	Keller Williams Integrity	48	\$25,103,849
134	Keiry Martinez	ExecuHome Realty	48	\$14,671,276

RANK	NAME	OFFICE	SALES	TOTAL
135	Christopher T Drewer	EXP Realty, LLC	48	\$11,889,660
136	Donna L Reichert	Keller Williams Flagship of Maryland	47.5	\$20,014,349
137	Julia H. Neal	Next Step Realty	47.5	\$17,278,400
138	Christina B Elliott	Keller Williams Integrity	47	\$24,285,540
139	Donald L Beecher	Redfin Corp	47	\$16,997,050
140	Kate A Barnhart	Northrop Realty	47	\$13,136,390
141	Julie Singer	Northrop Realty	46.5	\$19,787,282
142	Jason P Donovan	RE/MAX Leading Edge	46	\$23,652,050
143	Mark Richa	Cummings & Co. Realtors	46	\$16,903,082
144	John C Kantorski Jr.	EXP Realty, LLC	46	\$16,316,250
145	Beverly A Langley	Coldwell Banker Realty	45.5	\$22,825,759
146	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	45.5	\$18,913,400
147	Andrew D Schweigman	Douglas Realty, LLC	45.5	\$17,176,850
148	William W Magruder	Long & Foster Real Estate, Inc.	45.5	\$16,683,920
149	Charlie Hatter	Monument Sotheby's International Realty	45	\$52,584,500
150	Ricky Cantore III	RE/MAX Advantage Realty	45	\$24,457,905

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 2022

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Heather Richardson	NVR Services, Inc.	1012	\$519,767,059
2	Kathleen Cassidy	DRH Realty Capital, LLC.	475	\$255,685,331
3	Robert J Lucido	Keller Williams Lucido Agency	316	\$200,944,269
4	Bradley R Kappel	TTR Sotheby's International Realty	88.5	\$189,358,900
5	Melissa M Daniels	Keller Williams Integrity	350.5	\$181,121,647
6	Shawn M Evans	Monument Sotheby's International Realty	208	\$147,214,129
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	272	\$129,894,523
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	102.5	\$96,842,739
9	Tineshia R. Johnson	NVR Services, Inc.	169.5	\$88,769,132
10	Joseph A Petrone	Monument Sotheby's International Realty	140	\$85,258,972
11	Creig E Northrop III	Northrop Realty	76	\$78,199,600
12	Lee R. Tessier	EXP Realty, LLC	201	\$76,558,307
13	Nickolaus B Waldner	Keller Williams Realty Centre	158	\$75,896,287
14	Charlotte Savoy	Keller Williams Integrity	147	\$74,575,593
15	Phillippe Gerdes	Long & Foster Real Estate, Inc.	146.5	\$62,733,059
16	Tracy J. Lucido	Keller Williams Lucido Agency	78	\$58,932,241

RANK	NAME	OFFICE	SALES	TOTAL
17	Jeremy Michael McDonough	Mr. Lister Realty	133	\$58,748,777
18	Karen Hubble Bisbee	Long & Foster Real Estate, Inc.	53	\$58,210,741
19	Adam M Shpritz	Ashland Auction Group LLC	930	\$57,212,053
20	Gina L White	Lofgren-Sargent Real Estate	140	\$55,856,795
21	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	77	\$54,555,379
22	Charlie Hatter	Monument Sotheby's International Realty	45	\$52,584,500
23	Daniel Borowy	Redfin Corp	103	\$50,820,951
24	Lauren Ryan	NVR Services, Inc.	101	\$49,771,617
25	Brian M Pakulla	RE/MAX Advantage Realty	79	\$49,720,151
26	Un H McAdory	Realty 1 Maryland, LLC	88	\$49,393,729
27	Jeannette A Westcott	Keller Williams Realty Centre	90	\$48,716,135
28	Heidi S Krauss	Krauss Real Property Brokerage	38	\$48,170,800
29	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	109	\$47,748,403
30	Donna J Yocum	Keller Williams Realty Centre	65.5	\$45,866,209
31	Georgeann A Berkinshaw	Coldwell Banker Realty	24.5	\$44,648,000
32	Laura M Snyder	American Premier Realty, LLC	116.5	\$44,597,231
33	Brian D Saver	Northrop Realty	48.5	\$43,991,000
34	Lois Margaret Alberti	Alberti Realty, LLC	137.5	\$42,672,220
35	James T Weiskerger	Next Step Realty	84	\$41,403,520
36	Matthew P Wyble	CENTURY 21 New Millennium	72.5	\$40,776,871
37	Sunna Ahmad	Cummings & Co. Realtors	61	\$40,539,060
38	Louis Chirgott	American Premier Realty, LLC	93.5	\$40,123,997
39	Christina J Palmer	Keller Williams Flagship of Maryland	49	\$39,038,865
40	Elizabeth Ellis	Brookfield Management Washington LLC	56	\$37,888,927
41	Nancy A Hulsman	Coldwell Banker Realty	79	\$36,900,678
42	Jonathan Scheffenacker	Redfin Corp	89	\$36,371,999
43	Matthew D Rhine	Keller Williams Legacy	80	\$36,026,587
44	Benjamin J Garner	212 Realty	83.5	\$35,957,375
45	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	79	\$35,474,810
46	Bill Franklin	Long & Foster Real Estate, Inc.	68.5	\$34,728,950
47	VENKATESWARA RAO GURRAM	Samson Properties	50	\$34,526,375
48	Tony Migliaccio	Long & Foster Real Estate, Inc.	86	\$34,135,460
49	Wendy Slaughter	Elevate Real Estate Brokerage	61	\$32,965,712
50	Sandra K Libby	Long & Foster Real Estate, Inc.	33	\$32,012,725

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 2022

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Zachary Bryant	Northrop Realty	70.5	\$31,986,050
52	Anthony M Friedman	Northrop Realty	51	\$31,760,920
53	Timothy Langhauser	Compass Home Group, LLC	84	\$31,516,008
54	Mark A. Ritter	Revol Real Estate, LLC	66	\$30,561,102
55	Veronica A Sniscak	Compass	63.5	\$30,507,963
56	Wendy T Oliver	Coldwell Banker Realty	39.5	\$30,046,698
57	Pamela A Tierney	Long & Foster Real Estate, Inc.	16	\$29,715,100
58	Marina Yousefian	Long & Foster Real Estate, Inc.	59	\$29,408,151
59	Kristi C Neidhardt	Northrop Realty	39.5	\$29,282,000
60	Peter Boscas	Red Cedar Real Estate, LLC	51	\$29,212,350
61	Colleen M Smith	Long & Foster Real Estate, Inc.	41	\$28,773,078
62	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	83.5	\$28,769,800
63	Shane C Hall	Compass	31	\$28,628,000
64	Michael J Schiff	EXP Realty, LLC	83	\$28,303,464
65	Daniel McGhee	Homeowners Real Estate	86	\$27,939,275
66	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	63	\$27,930,880
67	Ashley B Richardson	Long & Foster Real Estate, Inc.	52	\$27,878,000
68	Robert Elliott	Redfin Corp	69	\$27,693,441
69	STEPHEN PIPICH Jr.	Corner House Realty North	90.5	\$27,671,800
70	Kimberly A Lally	EXP Realty, LLC	67.5	\$27,433,899
71	Kim Barton	Keller Williams Legacy	67	\$27,084,011
72	Jory Frankle	Northrop Realty	53.5	\$27,067,083
73	Jessica L Young-Stewart	RE/MAX Executive	66.5	\$26,946,340
74	Kelly Schuit	Next Step Realty	65.5	\$26,859,900
75	Joshua Shapiro	Douglas Realty, LLC	57	\$26,857,740
76	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	48	\$26,634,471
77	Francis R Mudd III	Schwartz Realty, Inc.	59	\$26,600,589
78	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	91.5	\$26,415,527
79	John R Newman II	Keller Williams Flagship of Maryland	71	\$26,341,827
80	Jennifer K Chino	TTR Sotheby's International Realty	32.5	\$26,253,999
81	Vincent J. Steo	RE/MAX Community Real Estate	73.5	\$25,991,599
82	James P Schaecher	Keller Williams Flagship of Maryland	53	\$25,886,950
83	Jeff D Washo	Compass	62.5	\$25,813,500
84	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	57	\$25,788,060

RANK	NAME	OFFICE	SALES	TOTAL
85	Missy A Aldave	Northrop Realty	59.5	\$25,682,694
86	Jeremy S Walsh	Coldwell Banker Realty	58	\$25,678,225
87	Allen J Stanton	RE/MAX Executive	62.5	\$25,490,752
88	Sarah E Kanne	Gibson Island Corporation	7.5	\$25,397,000
89	Catherine A Watson - Bye	RE/MAX Executive	54	\$25,235,499
90	Ellie L Mcintire	Keller Williams, LLC	50	\$25,213,350
91	Alexandra T Sears	TTR Sotheby's International Realty	25.5	\$25,195,075
92	Trent C Gladstone	Keller Williams Integrity	48	\$25,103,849
93	Raymond G Johnson III	Berkshire Hathaway HomeServices Homesale Realty	44	\$24,682,675
94	Tina C Cheung	EXP Realty, LLC	42.5	\$24,592,892
95	Vincent M Caropreso	Keller Williams Flagship of Maryland	62.5	\$24,535,675
96	Ricky Cantore III	RE/MAX Advantage Realty	45	\$24,457,905
97	Tony A Zowd	Coldwell Banker Realty	56.5	\$24,339,650
98	Mitchell J Toland Jr.	Redfin Corp	77	\$24,309,831
99	Christina B Elliott	Keller Williams Integrity	47	\$24,285,540
100	Douglas E. Gardiner	Long & Foster Real Estate, Inc.	51.5	\$24,112,686

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 2022

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

RANK	NAME	OFFICE	SALES	TOTAL
101	Joseph S Bird	RE/MAX Advantage Realty	50.5	\$23,899,900
102	Stephen H Strohecker	Berkshire Hathaway HomeServices PenFed Realty	29	\$23,872,195
103	Jessica DuLaney (Nonn)	Next Step Realty	52	\$23,828,150
104	Jason P Donovan	RE/MAX Leading Edge	46	\$23,652,050
105	Derek Blazer	Cummings & Co. Realtors	64	\$23,320,900
106	Lisa Alatis-Hapney	Monument Sotheby's International Realty	36.5	\$23,320,267
107	Larry E Cooper	Alex Cooper Auctioneers, Inc.	183	\$23,263,314
108	Robb Preis	Redfin Corp	56	\$23,256,102
109	Elizabeth C Dooner	Coldwell Banker Realty	19	\$22,918,958
110	Beverly A Langley	Coldwell Banker Realty	45.5	\$22,825,759
111	Moe Farley	Coldwell Banker Realty	29.5	\$22,738,500
112	James J Rupert	Douglas Realty, LLC	52	\$22,630,034
113	Shun Lu	Keller Williams Realty Centre	28	\$22,571,735
114	Alex B Fox	Allfirst Realty, Inc.	63.5	\$22,514,899
115	Ryan R Briggs	Anne Arundel Properties, Inc.	37	\$22,471,400
116	DeAnna W Miller	Long & Foster Real Estate, Inc.	39	\$22,329,984

RANK	NAME	OFFICE	SALES	TOTAL
117	Jennifer H Bonk	Keller Williams Flagship of Maryland	44.5	\$22,317,250
118	Jason W Perlow	Monument Sotheby's International Realty	35	\$22,276,750
119	James H Stephens	EXP Realty, LLC	59.5	\$22,268,530
120	Tania Habib	Krauss Real Property Brokerage	25	\$22,259,500
121	Arian Sargent Lucas	Lofgren-Sargent Real Estate	31	\$22,201,799
122	Sarah E Garza	Keller Williams Flagship of Maryland	36.5	\$22,110,995
123	AMELIA E SMITH	Redfin Corp	50	\$22,075,032
124	Tom Atwood	Keller Williams Metropolitan	58	\$22,063,025
125	Steven C Paxton	Keller Williams Metropolitan	49	\$21,995,039
126	Victoria Northrop	Northrop Realty	40	\$21,721,060
127	Carol Snyder	Monument Sotheby's International Realty	28	\$21,659,415
128	Shawn Martin	Keller Williams Flagship of Maryland	45	\$21,447,150
129	Zugell Jamison	RE/MAX Advantage Realty	38.5	\$21,411,940
130	Robert A Commodari	EXP Realty, LLC	61	\$21,385,000
131	Samuel P Bruck	Northrop Realty	43	\$21,384,500
132	Shekhaar Gupta	EXP Realty, LLC	51	\$21,301,300
133	Carla H Viviano	Viviano Realty	35	\$21,287,201
134	Leslie Ikle	Redfin Corp	39	\$21,263,500
135	Melissa Barnes	Cummings & Co. Realtors	58	\$21,069,211
136	Marni B Sacks	Northrop Realty	38.5	\$20,834,200
137	John J Collins	Long & Foster Real Estate, Inc.	30	\$20,829,400
138	Lee M Shpritz	Ashland Auction Group LLC	324	\$20,782,704
139	Bethanie M Fincato	Cummings & Co. Realtors	58.5	\$20,708,516
140	David C Luptak	Long & Foster Real Estate, Inc.	38.5	\$20,621,977
141	Nicki Palermo	RE/MAX One	45	\$20,471,742
142	Catherine Barthelme Miller	AB & Co Realtors, Inc.	27	\$20,210,655
143	Kathryn Liscinsky	Compass	29.5	\$20,198,900
144	Jennifer Holden	Compass	40.5	\$20,145,400
145	Tracy D Diamond	EXP Realty, LLC	29.5	\$20,128,006
146	Donna L Reichert	Keller Williams Flagship of Maryland	47.5	\$20,014,349
147	Daniel M Billig	A.J. Billig & Company	78	\$19,968,950
148	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	50	\$19,945,800
149	Carol L Tinnin	RE/MAX Leading Edge	44	\$19,887,400
150	Julie Singer	Northrop Realty	46.5	\$19,787,282

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2023

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