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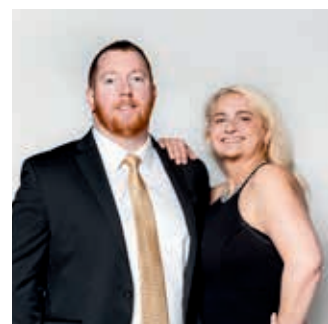
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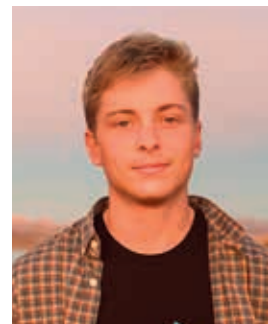
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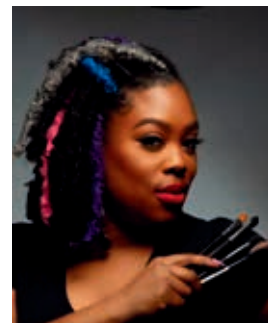
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▶▶ editor's note

By Jilleien Franquelli

When business and love unite



It's definitely not for the faint of heart, but starting a business with your significant other can be the journey of a lifetime.

My wife Colleen and I met in 2011 at a friend's BBQ. Two days later, we went on our first date, and the rest is history. In 2015, I was launching my consulting company, and I took the role of Colleen's assistant in the meantime. However, that did not go well, as we were not prepared for the power dynamic we would face. After a year of trying to save our marriage, we decided it was best for me to focus on my company.

But I couldn't stay away for long. In 2017, I informed Colleen that I was going to be her Editor-in-Chief. This time around, we were a little more prepared. We learned to give each other space to have other interests, to stay in our own lane when it comes to the business, and to constantly recognize how special it is that we get to be partners in life and business.

The idea of a power couple isn't reserved for those who work together. It's for all couples who have found ways to play off each other's strengths to create the life they want. Individually, they are impressive, but together, they are a force.



Making issues like this is a treat. Personally, bringing together a group of people with a common denominator creates a lot of energy. From 30 under 30 to Boss Moms, all of our group issues are a red-letter day for us.

We want to extend our gratitude to the couples who shared a bit of their lives with us and to our sponsors: Realestaged, Lodestar Inspection Services, and HD BROS

- we are immensely grateful for this group of preferred partners.

Speaking of 30 under 30, stay tuned for an exciting announcement on social media this month.

Always,

Jill Franquelli
Editor-in-Chief
jill@rpmags.com

Baltimore Real Producers 2023 Events Calendar

Wednesday, Oct. 4

9:30 a.m. - 1 p.m.

Fall Mastermind

Owen Brown Interfaith Center — 7246 Cradlerock Way, Columbia, MD 21045

The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

Visit BaltimoreRealProducers.com for tickets.

Friday, Nov. 17

Noon - 3 p.m.

Fall Fête

TBD

Our final party of the year. Venue is TBD, so these details are subject to change.

Visit BaltimoreRealProducers.com for updates



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POWER COUPLES



Group shot of our Power Couples featured throughout this edition

The *Baltimore Real Producers* Power Couples photo shoot was a glamorous event that showcased the love and success of nine dynamic duos in local real estate.

The event was made possible by the generous support of our preferred partners - LodeStar Inspection Services, HD BROS, and Realestaged, all of whom helped make the day truly magical.

Ashley Callaway Beauty provided impeccable makeup artistry as always, and Maryland Photography Inc. captured every stunning moment during the shoot.

Being a power couple is not just about being successful in your career; it's about sharing a deep connection with your partner and empowering each other to grow and achieve your goals. This edition is a celebration of this bond, highlighting the partnership and love that these couples share. Through their example, they inspire others to strive for more in their own relationships and careers.

We extend our deepest gratitude to the power couples who participated in the *Baltimore Real Producers* Power Couples photo shoot. Thank you to those who took the time to nominate them!

We'd also like to thank our preferred partners for their unwavering support, which enables us to continue providing a platform for celebrating the power of community and partnership.

Enjoy this special edition!



THANK YOU, SHOOT SPONSORS!
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BROS), Sam Brewer (HD BROS)

DOMINATING REAL ESTATE TOGETHER

Paige & Malcolm FREEMAN

How did you meet?

When we first crossed paths, we were seasonal workers in Nordstrom's women's shoe department. Our manager made it clear that we were competing against each other for a permanent role, so we had to outsell one another. However, instead of letting this rivalry drive us apart, it brought us closer together and we became the best of friends. It's funny to think that our Nordstrom family saw how perfect we were for each other before we did. Both of us were top performers in our respective departments and were fortunate to secure full-time positions due to our exceptional sales skills and ability to bond with customers. As colleagues turned friends turned inseparable companions, our connection continued to blossom even after we were hired.

What does it mean to you to be nominated as a power couple?

As a diligent duo, being recognized as a power couple marks a significant milestone for us. It showcases the dedication we have invested in enhancing our marital bond while simultaneously refining our professional partnership. Whether we are managing our household or our enterprise, we consistently prioritize intentional communication to ensure a harmonious relationship. This acknowledgment underpins the spirit we possess to continue evolving together and providing exceptional service to our loved ones and valued patrons.

We're also aware that collaborating with your significant other can bring challenges. Nonetheless, we remain steadfast in our commitment to overcome any hurdles together, ensuring our customers' utmost satisfaction. Our approach

remains a positive one, supported by an unwavering sense of humor, even amidst demanding circumstances.

What advice do you have for other couples considering working together?

Our top recommendation for couples collaborating in business is to define specific responsibilities and welcome feedback, even if it's from your significant other. Considering we spend most of our time working together, it's vital to establish boundaries between our work and family life and make sure we're fully engaged with our loved ones when we're not working. Moreover, we emphasize the value of teamwork through encouragement and inspiring one another to excel. With collaborative efforts and mutual support, we've accomplished remarkable achievements both in our work and personal spheres.

What's your secret to successfully working together?

Respect is the foundation of our successful partnership. We value each other's contributions and roles within our business and make a conscious effort to communicate effectively and respectfully. While we take our work seriously, we also know how to enjoy each other's company and find time to connect in other ways. One of our favorite things to do is to browse dream homes online and try out new restaurants during lunch breaks. This helps us to maintain a healthy work-life balance and keeps our relationship strong both in and out of the office.

Tell us about a challenge you've faced as a couple and how you overcame it?

As we reflect on our journey, becoming parents for the first time was one of the most daunting experiences we have encountered. Balancing work and family life was a challenging task, especially when we were faced with the pandemic and the hustle of clients looking to take advantage of the market's low interest rates. Amidst the chaos, we learned to trust our team and optimize our resources. We hired a transaction coordinator, leaned on our showing

agents, and relied on our friends for support. With time, we developed a system that allowed us to excel as real estate agents while also being present parents. We acknowledged the importance of rest and incorporated it into our routine whenever we could.

Our priority is our family, as we have two young kids who depend on us. Sometimes, we have to work from home due to unpredictable childcare arrangements or attending to our toddler's needs. It's heart-wrenching to leave when our little one is crying and calling for us. Luckily, our home office enables us to work from home on such demanding days.

What's the most rewarding part of working together?

As real estate professionals, the most rewarding aspect of our job is helping families navigate the complex process of buying or selling a home and sharing in their joy when they reach the finish line. We approach each client as a valued member of our extended family, emphasizing that they have the benefit of working with both of us. We treasure the moments when clients invite us to celebrate with them at important milestones, such as weddings, birthdays, or baby showers. The ultimate gratification comes when we establish enduring connections with clients who entrust us with the real estate needs of their loved ones. It is a privilege and blessing to be part of their journey and witness the growth of their family over time.

What are some activities or hobbies you do together?

As a family, we cherish the opportunity to bond over travel while creating everlasting memories together. Our adventures to new destinations offer a chance to pause our busy lives and invest in quality moments with each other and our children. These breaks are revitalizing, and we return home to our real estate business refreshed and ready to dive back into our work. Planning ahead is also essential; it gives us something to anticipate when things get hectic. Additionally, we adore opening up our home to friends and family to enjoy game nights and intimate gatherings. These moments of connection are priceless, and they help us maintain a healthy balance between our work and personal lives. If you know us, you know that we're always ready to "Celebrate Life!"



Biana & Steve ARENTZ

How did you meet?

We first met at Hemingway's Restaurant on Kent Island, located across the Chesapeake Bay Bridge, in 1995. At the time, Biana was the restaurant owner, and Steve kept his boat at the marina. When they first met, they felt an immediate attraction. Biana humorously speculates that Steve married her for the free beer, but they shared some fantastic years together at Hemingway's.

What does it mean to you to be nominated as a power couple?

We believe a Power Couple is defined as a pair of individuals who are both influential and successful in their own right. We support each other and enable personal growth, ultimately becoming stronger as a unit. Mutual respect, trust, and love form a special bond that brings out the best in each partner. We empower each other, and our relationship has made us happier individuals. Being acknowledged as a Power Couple is recognizing the strength of our partnership.

What advice do you have for other couples considering working together?

Before collaborating with your partner, ensure that you have a successful career or personal life on your own. It's essential to understand yourself and your partner, as they are often the more intelligent. Remember they picked you. Know your strengths and weaknesses to better complement each other in your work together.

What's your secret to successfully working together?

Biana's advice is to have a strong relationship and to appreciate each other. Compromise is crucial, and neither partner should take the other for granted. She also emphasizes the importance of having a sense of humor and having fun together.

Steve jokingly admits that he does what he's told. While Biana has more knowledge about real estate, Steve believes he can engage people. Although neither statement is absolute, recognizing each other's strengths and weaknesses allows them to provide more to their clients.

Tell us about a challenge you've faced as a couple and how you overcame it?

Steve explains that one of their challenges is identifying each other's unique qualities and how they contribute to the entire deal - including buyers, sellers, and agents - to best represent their clients. The time commitment of Steve's political responsibilities can occasionally conflict with his real estate work. Meanwhile, Biana is incredibly driven and works harder than anyone he's ever met, making it a challenge to balance work and personal life.

Biana reflects on her experience with cancer a few years ago, which was a significant struggle for her. She was afraid for her children, herself, and the future, and the experience forced her to think about life differently. However, Steve kept her grounded and helped her find her way, and now she is cancer-free. She believes that the experience has made her a better person.

What's the most rewarding part of working together?

Biana values spending time together with Steve. Steve notes that their relationship is unique, and they always have something to talk about.

What are some activities or hobbies you do together?

Over the course of 26 years, we have moved eleven times and enjoy

renovating and personalizing our homes. Our extensive experience in buying and selling homes has given us a unique perspective on the market. In fact, we believe we have lived, worked, and played in more homes than most people we have sold homes to.

Steve enjoys playing golf, while Biana hopes to find time to play soon. We also love going out to dinner, with

Biana preferring wine and Steve currently favoring bourbon (specifically WhistlePig).

Our favorite activity is spending time with our children, Elizabeth (25), who is also a REALTOR, and Steven (21), who attends the University of Maryland, College Park. We enjoy boating on the Wye River and simply hanging out together, including our furry family member, Harley.



Married 26 years, Coldwell Banker Realty Church Circle

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Annie BALCERZAK MOLLOY

& Tom MOLLOY

Married 14 years, AB&Co Realtors

▶▶ power couples Photos by Maryland Photography Inc.



How did you meet?

We met in Costa Rica when the resort manager asked us to participate in a photo shoot for their website. We were asked to pretend to be on a romantic dinner date, even though we had never met before. The experience was both awkward and humorous. As we got to know each other, we discovered that we had a lot in common and lived just two miles away from each other in Baltimore.

What does it mean to you to be nominated as a power couple?

The word “power couple” was included in our vision board for 2020. To us, it represents being on the path to achieve our greatest goal, which is the ability to spend more time together as a family, specifically with our children, and to travel. Ultimately, freedom.

What advice do you have for other couples considering working together?

Discover your individual strengths and wholeheartedly back each other in them.

What’s your secret to successfully working together?

We complement each other perfectly as we have opposite personalities. While Annie excels in leadership and vision, Tom is more comfortable with executing and building the vision in the background. We empower each other to play to our strengths, resulting in a harmonious balance.

Tell us about a challenge you’ve faced as a couple and how you overcame it?

Managing growth and budgeting is a formidable challenge, especially with one source of income. To tackle this challenge, we prioritize being transparent with our numbers, avoiding sugar-coating, and maintaining honesty with our team. We approach growth cautiously, always keeping our culture at the forefront of our decisions.

Furthermore, running a business is an all-encompassing endeavor that doesn’t allow for easy separation between work and personal life. Balancing family time and work

commitments is a constant challenge, and the guilt can be overwhelming. We have found that disconnecting entirely and spending time off the grid with our children is the best way to reconnect and recharge. Going to places without wifi has been a great way to facilitate this.

What’s the most rewarding part of working together?

Observing each other’s growth as leaders is sexy. Witnessing the growth and success of our team members is the most rewarding aspect of our business. Having the ability to spend quality time with our family, without work constraints, is invaluable.

What are some activities or hobbies you do together?

Our interests include travel and exploration, working out, surfing, boating, skiing/snowboarding, discovering the best dining spots, outdoor activities, and spending quality time with our children. We also have a passion for construction and design.



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Lisa & Lonnie GILMORE

Married 20 years, Keller Williams Flagship Of Maryland

How did you meet?

While working as store managers for the Gap, we first met at a regional meeting. However, it wasn't until three years later when a mutual friend reintroduced us that our relationship began. Since then, we have been together and our love continues to grow stronger every day.

What does it mean to you to be nominated as a power couple?

Being recognized for our hard work is a great honor and serves as validation for the decision we made to focus on building a lasting legacy for our five children. We are proud to have made sacrifices and put in the effort necessary to create a better future for them. This recognition motivates us to continue striving for excellence and to inspire others to do the same.

What advice do you have for other couples considering working together?

To effectively pursue your shared goals, start by creating a plan and deciding who will act in what role. It's important to establish a clear leader, but also to collaborate and support each other. There may be times when roles shift based on situations, and partners must be willing to step up and support each other. It's crucial to allow each other space to grow, but make sure to always take time to reconnect and prioritize your marriage. Remember, everything you are doing is to build a legacy for your family.

What's your secret to successfully working together?

As a couple, we commit to having a weekly breakfast together, just the two of us. We coordinate our schedules and outline plans for the upcoming week, while also holding each other accountable for the previous week's goals. Communication is

key, but we also understand the importance of giving each other space when needed. We acknowledge that disagreements may occur, but strive to remain open to each other's perspectives.

Tell us about a challenge you've faced as a couple and how you overcame it?

Initially, determining our roles was challenging as we both had been accustomed to being in charge. However, we were able to overcome this hurdle by defining our respective roles and outlining how we could support each other. Communication was crucial, especially as we were building a business together and had to adapt to the changing demands of the business. We continue to ebb and flow as the business grows, always supporting each other along the way.

What's the most rewarding part of working together?

We feel grateful for the chance to build a family and business together. It provides us with the opportunity to model collaboration for our children and teach them valuable skills that they can use in their own lives. Additionally, we cherish the moments when we get to hang out during the day while our children are in school. This blend of family and work enables us to create a fulfilling life together.

What are some activities or hobbies you do together?

Our shared passion for history has always been one of our favorite things to explore together. We enjoy going on historical tours when we travel and learning about the past. We also cherish the simple pleasures of spending time with our family, like having movie nights, working on puzzles, and going on walks with our three youngest children. These activities create memories that we will always cherish.



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THINKING OF MAKING A MOVE?



▶▶ community contribution

By Stuart Epstein

For those who know me well, you know I don't like to change. I have not been one to jump around in my career or be vulnerable to chasing shiny objects. As the saying goes, "the grass is not always greener on the other side." That conservative philosophy has kept me from exploring other opportunities several times in my career, and I am still confident that I made the right decision in almost all cases when being recruited over the years. With that said, here I am with a new company in 2023, and I'm energized and extremely excited to talk about it.

What? Wait a minute, you moved companies? That was a shock! What made you decide to make this move? - everyone

This was the response I received from many of my colleagues, friends, and family when I recently moved my team and business to CMG Home Loans. I took it as a compliment when people were surprised, as I believe it is a testament to my reputation of consistency over the last 20 years of producing and managing a very successful mortgage operation.

However, this reaction also compelled me to take a deeper dive and put down on paper the thought process that I went through to make this decision. I hope sharing my experience will help you who may be feeling stuck, scared, or uncertain of whether a change is needed in your career and/or life. I decided to break down my decision-making process into three main components.

***"You must take personal responsibility. You cannot change the circumstances, the seasons, or the wind, but you can change yourself. That is something you have charge of."* - Jim Rohn**

By far, the most important step when considering making a change is first to look within. Are the things that are holding you back in your life or business within your control or outside of it? I started by writing down all the shortcomings in my daily habits and disciplines that needed attention. For each item I wrote down, I asked myself, would being with a new company fix this? Or would I simply be taking the problem with me- the problem being me, of course.

I would recommend sharing this exercise with a business coach or a trusted colleague who you know will be lovingly honest and willing to hurt your feelings a little to get to the truth. This can be a humbling and painful process, but it was necessary for me to go to the next step of deciding whether to make a move. It is very easy to point out everything wrong with the company you work for or the world around you. However, it is very difficult to look in the mirror and do the same, but it is so well worth it if done thoroughly and honestly.

***"Synergy - the bonus that is achieved when things work together harmoniously."* - Mark Twain**

The next step I took in deciding whether to make a move is a lot more specific as it relates to the mortgage business, but I can break it down to a few major considerations that might give others perspective and relate to their own business and situation. I wrote down answers to several questions, most of which are straightforward and easy to analyze objectively. I put them in order of importance as I saw them. I compared my answers side by side between my current company and the prospective new one.

- Most importantly, does the company's mission and value statement align with mine? Do I feel good about the people I work with?
- Does the company have solid leadership and a track record of growth and success?
- Is there an emphasis on sales support and accessibility?
- Does the company have the products, technology, and systems that are necessary to ensure I can stand out in the market and provide the best solutions and first-class service and care for my Clients, REALTORS®, and other referral partners?
- Is the company focused on innovation and adaptation to the ever-changing market, concentrating not only on where things are today, but where we will be next year, five, and ten years from now?

You'll notice that money was not part of any of this consideration. Do I want to make more money? Of course, I do. But I have found that any decision I make strictly based on money is usually not the best one for the long term. It goes at or near the bottom of the list of importance.

***"No man ever steps in the same river twice, for it's not the same river and he's not the same man."* - Heraclitus**

The bottom line is that change is inevitable. We all have a lot of choices. What may be the best fit for one may not be for another. That does not make one company, one brokerage, one mortgage company better than everyone else. What I think is critical to help you make the best decision for your future is being gut-level honest with yourself, crystal clear on what is important to you, and thorough in your assessment of who best to align yourself with. And lastly, always listen to your heart! Don't burn bridges, and treat those who move away from you or who you move from with the same energy and love that you did when you joined with them in the first place. You never know what the future holds!



Stuart, born and raised in Baltimore, now resides in Hydes, MD, with his wife Lisa, two dogs, and two cats. They usually have an SPCA foster dog or two running around as well. Stuart loves fitness, golf, travel, and anything associated with personal and spiritual growth. Stuart is the Area Development Manager for CMG Home loans and is responsible for managing a team of loan officers and operations staff, working directly with partners and clients, and promoting the overall growth and success of the company in our market. His passion is nurturing the relationships that have developed over his career and always building new ones with like-minded REALTORS® and other partners. Whether guiding a first-time homebuyer, helping a family build a new home, or an investor adding to their portfolio, Stuart enthusiastically loves helping people make the best decision when it comes to financing their homes.



Married 23 years, Northrop Realty

How did you meet?

We were introduced by a mutual friend when Carla was invited to Creig's housewarming party. At the party, Creig asked Carla to an Orioles game, but she ended up canceling the date and presumed Creig wouldn't call again. However, a week later, Creig called and said, "this is your last chance..." leading to a dinner date at Ruth's Chris in Baltimore.

What does it mean to you to be nominated as a power couple?

We are deeply humbled and honored by our nomination. It is a reflection of the strength of our relationship and the love we have for one another. Our commitment to each other and shared goals have been instrumental in achieving success in both our personal and professional lives.

What advice do you have for other couples considering working together?

Effective communication is essential in any successful relationship, particularly when working with your partner. To maintain a healthy work-life balance, it is crucial to take breaks from work and spend quality time together. It's important to respect each other's opinions, ideas, strengths, and weaknesses and use them to complement each other. Celebrating achievements together is crucial in fostering a strong and positive personal and working relationship.

What's your secret to successfully working together?

We maintain a strong and supportive relationship by actively listening to each other, considering suggestions, and having mutual respect before making decisions. This approach ensures that we are both fully on board, and it helps us pursue shared goals effectively.

Tell us about a challenge you've faced as a couple and how you overcame it?

As a blended family, we both have children from our previous marriages, which can present challenges. However, we established an early parenting and communication style that treats all of our children as if they are our own. We are proud to say that all of our children work with us in the business and have achieved great success in their own unique ways.

What's the most rewarding part of working together?

The most rewarding aspect of working together has been how it has strengthened our bond and deepened our connection. By collaborating on our professional endeavors, we have been able to align our goals, creating a shared vision for our future.

What are some activities or hobbies you do together?

We enjoy various activities such as exercising, attending Ravens and Orioles games, and spending quality time with our family and friends.

Carla & Creig

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Bevia & Jeffrey

PATRICK

▶▶ power couples

Married 8 years, Patrick Team Properties of Keller Williams Flagship of Maryland

Photos by Maryland Photography Inc.



How did you meet?

We met during a challenging time in Bevia's life when she was battling cancer and undergoing radiation treatments while still managing her Mega Agent office in Easton, MD. Jeffrey had recently returned from his third combat deployment with the Army and had started attending school. We were introduced by a mutual friend when Bevia needed help managing her listings, and Jeffrey was looking for part-time work. As we worked together, our friendship grew and eventually blossomed into a romantic relationship. We believe our connection was a divine blessing from God.

What does it mean to you to be nominated as a power couple?

It is a great honor for us to be nominated as a 'Power Couple.' Working together as a husband and wife team has strengthened our bond both at home and in the office. This nomination affirms that our decision to work together was the right one. We are grateful for this recognition and hope that our example will inspire others to pursue real estate as a family business while prioritizing their loved ones and building a successful family business.

What advice do you have for other couples considering working together?

We believe in leveraging each other's strengths to achieve success both at home and in the office. Despite being polar opposites, we have found that our differences make us an effective team. Bevia is outgoing, enjoys interacting with others, and is less organized, while Jeffrey is more reserved, methodical, and moves at a calculated pace. By dividing our roles within our

team and household, we have been able to optimize our strengths. We believe that building a strong family business can positively impact lives, starting with those under our own roof.

What's your secret to successfully working together?

Patience and mutual understanding are crucial for us. We synchronize our calendars and work seamlessly as a team. If we encounter a task that needs attention and realize we are double-booked, we support each other by stepping in.

We prioritize personal time together and schedule dates when our work schedules become hectic. We firmly believe that work needs to remain at work, and at a designated time each day, we focus solely on our relationship and personal needs.

Tell us about a challenge you've faced as a couple and how you overcame it?

The biggest challenge we face is Jeffrey's ongoing military service. Even though he serves in the Reserves now, his role as a First Sergeant requires him to be away for more than just a weekend every month. When he was deployed shortly after we restructured our business, it presented a significant challenge. However, we have learned to prepare in advance for his departures and strengthen our business in his absence.

Fortunately, we can also rely on our team members for support if needed. If Jeffrey deploys again, there are still aspects of our business that he can manage, albeit to a lesser extent. We are eagerly awaiting his official retirement from the Army in less than two years.

What's the most rewarding part of working together?

Despite having a wall between our offices, we are only three feet away from each other for most of the day. We cherish the ability to pop our heads into each other's offices for a quick chat or have lunch together. As a couple, we have the freedom to work together from anywhere, which is a unique privilege. We particularly enjoy going on appointments together, be it showing homes or a listing consultation. Spending extra time together while driving to appointments makes the experience even more meaningful for us.

What are some activities or hobbies you do together?

We recognize and respect each other's unique hobbies and make a conscious effort to appreciate them. Although Bevia has recently taken up gardening, which isn't Jeffrey's forte, seeing her happy brings him joy, and he assists her in building planter boxes and gathering supplies. To protect her garden from a groundhog last year, he stepped up and prevented further damage.

In contrast, Jeffrey is passionate about fishing, while Bevia prefers a peaceful boat ride. Despite this, she always joins him on the boat, and last year, despite rough waters, she remained determined and helped us catch our limits.

In the end, it's all about understanding your partner and immersing yourself in their interests while allowing them to do the same for you.




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Robin HESS

& Jonathan HOORY

▶▶ power couples

Photos by Maryland Photography Inc.



Married 1 year, Harmony Homes of Monument Sotheby's International Realty

How did you meet?

Jon initially approached Robin as a potential investor for a multi-unit property she was selling but unfortunately, he didn't move quickly enough and it ended up being sold to someone else. Later, he reached out to Robin again expressing interest in finding other investment opportunities. However, Robin made it clear that she wouldn't work with him as a buyer's agent unless he signed a buyer agency agreement with her. At the time, Jon was working with another agent, but he mentioned that he was interested in getting his real estate license. After he obtained his license, Robin invited him to join her team. Jon's first full year was remarkable, as he closed deals worth \$8M.

What does it mean to you to be nominated as a power couple?

Being recognized as a team signifies our ability to efficiently work together in a fast-paced, sometimes stressful, but always exhilarating environment. It also acknowledges our unwavering commitment to making a positive impact on the lives of those we interact with. Whether we're experiencing the best of times or grinding through challenging moments, we remain dedicated to continuous learning, improvement, and being better versions of ourselves.

What advice do you have for other couples considering working together?

In joint business dealings, transparency (whenever possible) and approachability are crucial, even when interests may not always

align. If a problem arises it's important to respectfully communicate and be honest with each other. This is the most effective way to maintain efficiency, achieve success, and preserve the relationship. Trust is also paramount. It can be challenging to entrust someone with the keys to your business. Take the time to evaluate each other's strengths and weaknesses and ensure that mutual trust is present. Building a foundation of trust and faith in each other's capabilities is essential for a successful partnership.

What's your secret to successfully working together?

Communication is the foundation of our partnership. Throughout the day, we check in with each other to see if support is needed, whether it's related to the business or family. We've made a commitment to spend a few minutes together at the end of each day, regardless of how busy we are. This time allows us to be in the same room, converse if needed, and just enjoy each other's company. It's our version of an open forum, where we can address any concerns and maintain a peaceful coexistence, even during stressful times.

Tell us about a challenge you've faced as a couple and how you overcame it?

Jon's biggest challenge was transitioning from having Robin as his mentor to working under her as she took over running the Ops and Development for our large team. We took great care to establish clear roles and

healthy boundaries, both as colleagues and later as a couple. It was a tricky situation, but it ultimately showed our trust and respect for each other. For Robin, Jon's respect for her time and ambition was incredibly important. As a woman, it's rare to find someone who fully supports and encourages their career advancement. It is referred to as Jon giving Robin "the space and the grace." The feeling is mutual.

What's the most rewarding part of working together?

We both agree that the best part of working together is knowing your business partner completely, sharing common goals and never having to question their motives. We are each other's biggest champions. Although we have our own focus and relationships in the marketplace, we complement each other well. This results in a broader network of resources and an extended sphere of influence.

What are some activities or hobbies you do together?

Our favorite pastime is spending time with our kids. We both enjoy reading, listening to music, and traveling. We wake up 15 minutes earlier than necessary every day to have a quiet cup of coffee together. We love to escape to Jon's family's lake house whenever possible and we participate in community events and networking together. We also like taking cooking classes, biking, and hiking together. Jon is passionate about Jeeps, and whenever possible, he hijacks Robin's Wrangler!

By Kerry Whippee and Joya Fields

THE WHO WHAT, WHERE WHEN & WHY OF PERSONAL ITEMS WHEN SELLING A HOME

Have you ever had a seller question why they need to put away personal/religious/political/sports items? It's important for so many reasons.

In 2022, we worked with over two hundred homeowners, staging their houses. Here's a list of what sellers often don't realize and how you can help them understand why taking personal items out of a house helps it appeal to more buyers.

Who: Seller

What: Family Photos

Why: The primary reason is always safety—listing photos are on the internet. It's also imperative that buyers who tour the house feel like it's their future home, not like they're a guest visiting the seller's home. Seeing personal photos that aren't "the buyer" takes them out of the experience of feeling it's their future home.

Possible issues: A lot of sellers want their belongings around them while they are still living in the house. Remind them that their photos will look great in their new home.

How to Deal: As home stagers, we tell sellers that the moment they sign the contract with the realtor, their home becomes a product. Yes, it's often emotional for sellers. The sooner they start thinking of the house as a material object, the easier it will be for them. Products can be marketed. Decluttering, depersonalizing, cleaning, and staging are the best ways to market a house to appeal to the highest number of buyers.

Exceptions: Pictures where the scenery is most prominent would likely be okay to keep on display. For example, a small photo of family members bundled up on a ski mountain or standing in front of Niagara Falls gives the impression, "People who live in this house have fun!" without focusing on the people themselves.

What: Religious

Why: Religions are very personal and individualistic.

Possible issues: Once we explain how displaying religious items can affect buyers' feeling like it's their future home, most sellers agree to take them down. But this is a tough issue for many sellers. Some say, "Well, we don't want anyone who isn't religious to buy this house."

How to Deal: Understand their feelings. Sometimes, it is a non-negotiable issue and sellers insist on keeping objects. We can only let them know why this could affect buyers, the rest is up to them. If you don't feel comfortable with the subject, ask your professional stager to tackle this. We're used to it.

Exceptions: When sellers won't budge and need their items to stay while they are in the home, try being supportive and photograph around the pieces. For instance, we staged a beautiful million-dollar home owned by a pastor. She was willing to take down all religious items throughout the house, but she also had a small chapel in the home that she used every day. She would not pack those items. How did we make it a non-issue? We moved all religious items to one side of the room, (the seller was fine having less space) and kept the rest of the room empty and called it a possible playroom. When buyers looked at the room, they saw mostly empty space with a lot of potential.

What: Political/Educational

Why: Anything that could offend someone with different beliefs should be pre-packed

Possible issues: A common issue we come across in our home staging is sellers who proudly display photographs with famous people, politicians, their diplomas (hey, they worked hard for that doctorate!), and their first dollar earned. It's great to be proud of these accomplishments! This is a two-fold problem.

1. If the potential buyer stops to look at these great photos/awards, they are not looking at the room. They're not noticing the new paint, the great furniture arrangement, and the gorgeous view from the window.

2. When the buyer sees the sellers' stuff, it's harder to picture this house as their own. It's like visiting a friend and seeing what they have on display. What we want is for buyers to feel like this is already their home. In their mind, we want them to be picturing their furniture in the room, their awards on the office wall, and their first dollar earned in a frame.

What: Sports stuff

Why: Some buyers are die-hard fans of their teams and if the seller has a different team on display, it's not unheard of to have buyers refuse to even look at the house.

Possible Issues: Why oh why is this more of a struggle than family photos and religious items? Maybe because there are high school, college, and professional teams to display—and yes, the buyers' kids would likely attend that school, but maybe they're in a private school and that school the seller has on display beat their team last year. Bad feelings. You want each potential buyer to leave the house with all good feelings.

How to deal: Remind sellers that Maryland borders a lot of other states. Not everyone in the Baltimore area is a Ravens or Orioles fan. Or a buyer moving into Maryland from another state might not appreciate the seller decorating a man cave in a team's banners and photos because they plan to stay true to their own hometown team.

Personal items are just that—personal. When selling a house, the dwelling becomes a commodity. It takes a different mindset to make that shift, but if you start early helping your client make the transition in their minds, they'll understand your advice and likely be more willing to listen. The biggest factor is that the house is no longer a home, and as a house, it needs to be appealing to the highest number of buyers who will picture themselves living in it from the moment they walk in the door.



Joya Fields (left) & Kerry Whippee

Kerry Whippee is the founder and creative director of Shamrock Hill Design. When she isn't working with design or staging clients, she loves to spend time with her family, hiking, and trying out new recipes with her children.

Joya Fields is the Director of Occupied Staging at Shamrock Hill Design and has published over 200 short stories and articles. She loves hanging with her family and 29 chickens and being outdoors.



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Michele & Tim



power couples

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LANGHAUSER

How did you meet?

At work

What does it mean to you to be nominated as a power couple?

Building a successful partnership is no easy feat. To be recognized as a “power couple” means that what we believe to be normal might be special. Respect, understanding, and shared determination are crucial to navigating life together. From the beginning of our marriage, we aligned on a life mission while still honoring each other’s unique interests and goals. The mutual appreciation we have for one another is a powerful force that we hold in high regard and value immensely.

What advice do you have for other couples considering working together?

It’s important to understand your role within the partnership and let the designated leader make the final decision, while still considering the input of the other partner. Establishing clear boundaries, especially within your home, is also crucial for a healthy and successful partnership. Take the time to learn each other’s working styles and preferences to effectively collaborate and achieve shared goals.

What’s your secret to successfully working together?

We recognize each other’s strengths and allow each other to lead where we shine. Even though we may have differing opinions, we always show respect for each other’s perspectives. In fact, we believe that our differences are what make us successful. We hold these differences up as strengths and know how to honor and leverage them to our advantage. Overall, embracing and valuing our differences is the ultimate secret to our successful partnership.

Tell us about a challenge you’ve faced as a couple and how you overcame it?

We recognize that challenges are a natural part of life, even if we don’t necessarily dwell

on them. As partners and friends, we work together to navigate through life’s ups and downs. One of our biggest challenges was the loss of Tim’s brothers. The loss of even one sibling is difficult, but losing both has been especially challenging. We have had to take time off to focus on family, navigate new dynamics, and deal with the many aspects of grief. Tim is committed to figuring out how to move forward while keeping his brothers’ memories alive. Despite the challenges, our family remains our top priority. While growing a business together has its difficulties, we view it as a reward rather than a challenge, as we believe growth is necessary for success.

What’s the most rewarding part of working together?

The laughing! Laughter is a big part of our partnership. Real estate can be a stressful industry, but we’ve learned not to take everything too seriously. When things get overwhelming, we know we can rely on each other to figure it out, and we often find ourselves laughing at each other’s antics. We don’t hesitate to make fun of each other, and this lighthearted approach has helped us navigate even the most challenging situations. Ultimately, laughter helps us keep things in perspective and reminds us not to take life too seriously.

What are some activities or hobbies you do together?

Traveling is one of our favorite things to do, but we also prioritize spending time with our family and loved ones. We enjoy coordinating dinners, events, and other fun activities with those closest to us. In our free time, we love to walk our dogs, go for bike rides, and kayak. Eating together is also a priority for us, and we make sure to share at least one meal together every day. Serving our community and making a difference is also important to us, and we enjoy volunteering and giving back whenever we can. Overall, we believe in doing life together and cherishing the moments spent with the people we love.

Married 11 years, Compass Home Group

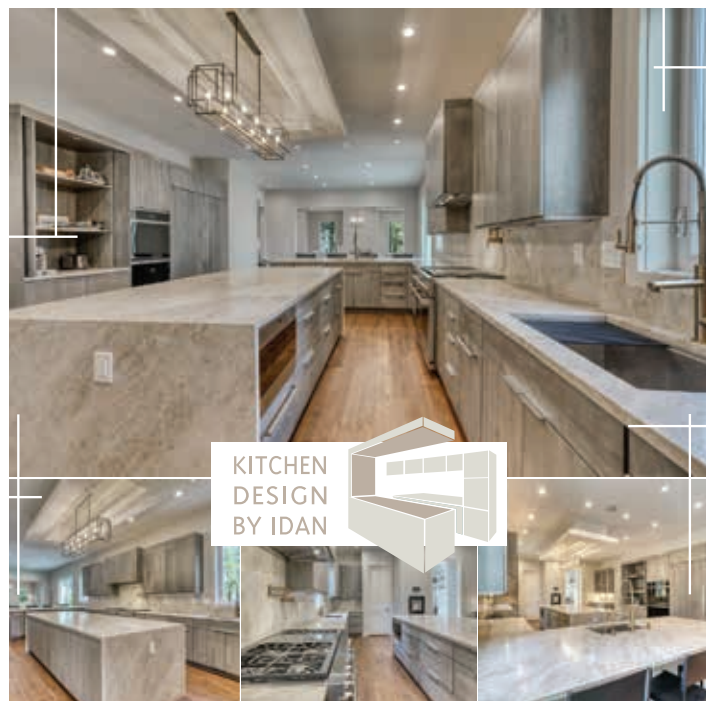
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Molly & Karriem HOPWOOD

Married 8.5 years, Unified Home Group of Corner House Realty

How did you meet?

We met through our mutual friend, Nate Thomas

What does it mean to you to be nominated as a power couple?

We are incredibly grateful and humbled to be recognized as a power couple, especially among such an impressive group of individuals. Working together is something we genuinely enjoy, and we believe that we are creating something truly special. It's wonderful to know that others recognize the hard work and dedication we put into our partnership. We feel fortunate to have each other and are excited about the future.

What advice do you have for other couples considering working together?

We believe in building together, but also maintaining some separation in our work. This approach has allowed us to grow as a team while also branching out individually. Although we work together on many projects, we also have our own referral partners and groups. This separation helps us avoid feeling like we're constantly on top of each other, which in turn allows us to be more productive and effective as a partnership.

What's your secret to successfully working together?

Effective communication and a shared Google calendar have been essential in our partnership. As we have different working styles, scheduling and daily management were initially challenging. However, by openly sharing our schedules and workflows, we have been able to avoid conflicts and ensure that appointments and tasks for both of us are given equal importance. This approach has helped us to stay organized and on top of our work without unnecessary stress or tension.

Tell us about a challenge you've faced as a couple and how you overcame it?

Starting our careers was the biggest challenge we faced both in our relationship and professionally. At the time, Karriem was beginning his career in real estate while Molly was new to retail mortgage after moving from a phone center refinance shop. We had to move back in with our parents and often faced financial difficulties. Despite these challenges, we remained positive and worked together to come up with new ideas on how to attract clients and effectively market ourselves. This experience taught us the importance of perseverance and teamwork, which has helped us to overcome

subsequent obstacles in both our personal and professional lives.

What's the most rewarding part of working together?

Working together has been incredibly rewarding, especially when it comes to celebrating our victories and supporting each other through losses. While being married naturally involves a shared sense of experience, working together has allowed us to be even more closely involved in each other's successes and challenges. Having someone to share in the excitement of good news and provide comfort during difficult times has been invaluable. It's comforting to know that we're not alone in our professional endeavors and that we have each other's backs no matter what.

What are some activities or hobbies you do together?

Strength training has been our biggest hobby throughout our life together. We have a home gym and enjoy working out together, which has helped us to stay fit and healthy while also strengthening our bond. We're also big movie fans and used to go to the movies almost every week. We hope to get back to that once the kids are older.



▶▶ power couples

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TOP 150 STANDINGS • BY UNITS

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

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	Adam M Shpritz	Ashland Auction Group LLC	457	\$25,418,969
2	Tineshia R. Johnson	NVR Services, Inc.	312	\$164,823,290
3	Kathleen Cassidy	DRH Realty Capital, LLC.	246	\$124,372,327
4	Lee M Shpritz	Ashland Auction Group LLC	155	\$8,860,623
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	96	\$45,285,735
6	Robert J Lucido	Keller Williams Lucido Agency	80	\$54,966,526
7	Gina M Gargeu	Century 21 Downtown	63.5	\$11,357,194
8	Lee R. Tessier	EXP Realty, LLC	63	\$23,871,944
9	Lois Margaret Alberti	Alberti Realty, LLC	61	\$16,877,600
10	Joseph A Petrone	Monument Sotheby's International Realty	59	\$41,854,244
11	Nickolaus B Waldner	Keller Williams Realty Centre	57	\$27,731,728
12	Shawn M Evans	Monument Sotheby's International Realty	53	\$41,722,002
13	David Orso	Berkshire Hathaway HomeServices PenFed Realty	51	\$54,831,500
14	Lauren Ryan	NVR Services, Inc.	50	\$24,281,968
15	Larry E Cooper	Alex Cooper Auctioneers, Inc.	49	\$6,341,850
16	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	48	\$12,994,200
17	Jeremy Michael McDonough	Mr. Lister Realty	47	\$18,087,600
18	Gina L White	Lofgren-Sargent Real Estate	44.5	\$20,434,356
19	Mark D Simone	Keller Williams Legacy	44.5	\$17,446,854
20	James T Weiskerger	Next Step Realty	44	\$26,347,570
21	Charlotte Savoy	Keller Williams Integrity	42.5	\$20,667,830
22	Daniel McGhee	Homeowners Real Estate	42	\$16,992,000
23	Jeannette A Westcott	Keller Williams Realty Centre	37	\$19,162,090
24	Jared T Block	Alex Cooper Auctioneers, Inc.	36.5	\$7,630,175
25	Matthew S Cooper	Alex Cooper Auctioneers, Inc.	36	\$4,365,920
26	Kim Barton	Keller Williams Legacy	36	\$15,399,250
27	Gregory A Cullison Jr.	EXP Realty, LLC	35	\$9,871,403
28	STEPHEN PIPICH Jr.	Vybe Realty	35	\$12,005,463
29	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	34	\$20,069,900
30	Montaz Maurice McCray	Keller Williams Realty Centre	34	\$9,823,462
31	Bradley R Kappel	TTR Sotheby's International Realty	33	\$62,605,000
32	Laura M Snyder	American Premier Realty, LLC	32.5	\$15,410,778
33	Vincent J. Steo	Your Home Sold Guaranteed Realty	32	\$10,380,400
34	Tony Migliaccio	Long & Foster Real Estate, Inc.	32	\$14,012,357

RANK	NAME	OFFICE	SALES	TOTAL
35	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	32	\$16,371,500
36	Tom Atwood	Keller Williams Metropolitan	30.5	\$9,653,054
37	Michael J Schiff	EXP Realty, LLC	30.5	\$9,852,950
38	Dassi Lazar	Lazar Real Estate	30	\$9,844,522
39	Matthew D Rhine	Keller Williams Legacy	30	\$10,839,750
40	Alex B Fox	Allfirst Realty, Inc.	29	\$8,504,400
41	Daniel M Billig	A.J. Billig & Company	28.5	\$5,437,700
42	Enoch P Moon	Realty 1 Maryland, LLC	28	\$10,725,300
43	Bryan G Schafer	Next Step Realty	27	\$11,118,300
44	Louis Chirgott	Corner House Realty Premiere	27	\$12,990,515
45	James H Stephens	EXP Realty, LLC	26.5	\$9,501,500
46	Dariusz Bogacki	Cummings & Co. Realtors	26.5	\$5,438,450
47	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	26	\$9,456,200
48	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	26	\$12,421,185
49	Jessica L Young-Stewart	RE/MAX Executive	26	\$10,781,455
50	Tracy J. Lucido	Keller Williams Lucido Agency	25.5	\$20,315,775

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TOP 150 STANDINGS • BY UNITS

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

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	Wendy Slaughter	Elevate Real Estate Brokerage	25.5	\$12,486,486
52	Tiffany S Domneys	ExecuHome Realty	25	\$5,629,701
53	Timothy Lee Joseph Dominick	Coldwell Banker Realty	25	\$4,372,400
54	Luis H Arrazola	A.J. Billig & Company	25	\$2,572,375
55	Juwan Lee Richardson	Keller Williams Legacy	25	\$5,216,700
56	Bill Franklin	Long & Foster Real Estate, Inc.	25	\$12,804,904
57	Kelly Schuit	Next Step Realty	24	\$11,620,500
58	Vincent M Caropreso	Keller Williams Flagship of Maryland	24	\$9,652,050
59	Jonathan Scheffenacker	Redfin Corp	24	\$10,467,300
60	Elizabeth Ellis	Brookfield Management Washington LLC	23	\$13,370,666
61	Daniel B Register IV	Northrop Realty	23	\$5,599,949
62	Mitchell J Toland Jr.	Redfin Corp	23	\$7,472,519
63	Timothy Langhauser	Compass Home Group, LLC	23	\$7,317,000
64	Kimberly A Lally	EXP Realty, LLC	23	\$9,153,250
65	cory andrew willems	EXP Realty, LLC	22.5	\$5,520,450
66	Un H McAdory	Realty 1 Maryland, LLC	22.5	\$15,082,890

RANK	NAME	OFFICE	SALES	TOTAL
67	Robert A Commodari	EXP Realty, LLC	22.5	\$7,964,100
68	PETER WONG	Vybe Realty	22.5	\$7,688,249
69	John R Newman II	Keller Williams Flagship of Maryland	22.5	\$8,231,711
70	Alexander T Cruz	Cummings & Co. Realtors	22	\$3,946,950
71	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	22	\$22,440,500
72	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	22	\$2,958,850
73	Ronald W. Howard	RE/MAX Advantage Realty	21.5	\$6,881,403
74	Andrew Johns III	Keller Williams Gateway LLC	21.5	\$7,017,290
75	Jeff D Washo	Compass	21.5	\$10,004,900
76	Veronica A Sniscak	Compass	21.5	\$11,201,845
77	Brian M Pakulla	RE/MAX Advantage Realty	21.5	\$17,206,811
78	Matthew Spence	Keller Williams Integrity	21.5	\$10,260,602
79	Jeremy William Martin	Coldwell Banker Realty	21	\$6,823,500
80	Jessica H Dailey	Compass	21	\$9,454,670
81	Daniel Borowy	Redfin Corp	21	\$9,280,750
82	Mark A. Ritter	Revol Real Estate, LLC	21	\$7,322,240
83	Mark Richa	Cummings & Co. Realtors	21	\$9,516,500
84	Yevgeny Drubetskoy	EXP Realty, LLC	21	\$6,547,525
85	Pamela A Terry	EXP Realty, LLC	20.5	\$2,492,000
86	James P Schaecher	Keller Williams Flagship of Maryland	20.5	\$10,507,750
87	Ricky Cantore III	RE/MAX Advantage Realty	20.5	\$9,538,649
88	Matthew Mindel	Next Step Realty	20.5	\$9,201,000
89	Terry A Berkeridge	Advance Realty Bel Air, Inc.	20	\$5,777,550
90	David M Willman	EXP Realty, LLC	20	\$5,448,990
91	Gregory M Golding	ExecuHome Realty	20	\$2,263,800
92	Sunna Ahmad	Cummings & Co. Realtors	20	\$14,839,955
93	Charles N Billig	A.J. Billig & Company	20	\$2,748,850
94	Sergey A taksis	Long & Foster Real Estate, Inc.	20	\$8,534,999
95	Barry J Nabozny	RE/MAX Premier Associates	20	\$10,321,580
96	Terence P Brennan	Long & Foster Real Estate, Inc.	20	\$6,912,750
97	Allen J Stanton	RE/MAX Executive	19.5	\$8,752,226
98	Brendan Butler	Cummings & Co. Realtors	19.5	\$9,231,510
99	Gabriel M Dutton	Keller Williams Metropolitan	19	\$5,754,450
100	Maria D Stucky DeJuan	Berkshire Hathaway HomeServices Homesale Realty	19	\$7,775,900

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TOP 150 STANDINGS • BY UNITS

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

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	John C Kantorski Jr.	EXP Realty, LLC	19	\$6,101,900
102	Missy A Aldave	Northrop Realty	19	\$8,768,250
103	Nancy A Hulsman	Coldwell Banker Realty	19	\$9,781,396
104	AMELIA E SMITH	Redfin Corp	19	\$9,609,400
105	Shawn Martin	Keller Williams Flagship of Maryland	19	\$8,937,999
106	Jim W Bim	Winning Edge	19	\$7,401,600
107	Steve Allnutt	RE/MAX Advantage Realty	18.5	\$9,068,649
108	Adam Chubbuck	Douglas Realty, LLC	18.5	\$7,217,000
109	Beth Viscarra	Cummings & Co. Realtors	18.5	\$12,048,014
110	Kevin L Reeder	RE/MAX First Choice	18	\$5,054,220
111	Gavriel Khoshkheraman	Pickwick Realty	18	\$1,877,000
112	Ryan R Briggs	Anne Arundel Properties, Inc.	18	\$10,050,554
113	Wanda Gail Foster	CENTURY 21 THE REAL ESTATE CENTRE	18	\$6,279,310
114	Ryan Bandell	Keller Williams Realty Centre	18	\$7,341,908
115	Bob A Mikelskas	Rosario Realty	18	\$6,380,500
116	Heidi S Krauss	Krauss Real Property Brokerage	18	\$23,843,800
117	Liz A. Ancel	Cummings & Co. Realtors	18	\$7,431,650
118	Gary R Ahrens	Keller Williams Realty Centre	17.5	\$8,562,500
119	Kathy A Banaszewski	Real Estate Professionals, Inc.	17.5	\$3,976,550
120	William M Savage	Keller Williams Legacy	17.5	\$4,372,600
121	Tracy Vasquez	Cummings & Co. Realtors	17.5	\$7,438,049
122	Trent C Gladstone	Keller Williams Integrity	17	\$7,321,750
123	Bethanie M Fincato	Cummings & Co. Realtors	17	\$7,590,240
124	Creig E Northrop III	Northrop Realty	17	\$14,869,500
125	Jennifer C Cernik	Next Step Realty	17	\$10,856,500
126	Matthew Mark Bearinger	Keller Williams Flagship of Maryland	17	\$8,623,980
127	Chiu K Wong	Advantage Realty of Maryland	17	\$5,975,900
128	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	17	\$6,811,400
129	Michael F Griesser Jr.	Vybe Realty	17	\$6,920,000
130	Carol L Tinnin	RE/MAX Leading Edge	17	\$7,851,700
131	Michael Green	Witz Realty, LLC	17	\$5,348,757
132	Christopher T Drewer	EXP Realty, LLC	17	\$6,499,100
133	NaTasha Morgan-Lipscomb	Redfin Corp	16.5	\$5,543,300
134	Joshua Shapiro	Douglas Realty, LLC	16.5	\$9,182,000

RANK	NAME	OFFICE	SALES	TOTAL
135	Christopher Stumbroski	Keller Williams Legacy	16.5	\$5,306,725
136	Ryan Shilow	R.E. Shilow Realty Investors, Inc.	16.5	\$6,830,500
137	Keiry Martinez	ExecuHome Realty	16.5	\$4,435,000
138	Patricia Spigel	Compass	16.5	\$7,509,500
139	Steve R Kuzma	Weichert, Realtors - Diana Realty	16	\$4,785,000
140	Sarah E Garza	Keller Williams Flagship of Maryland	16	\$9,076,900
141	Robert Elliott	Redfin Corp	16	\$5,967,700
142	Ali Raza	Taylor Properties	16	\$5,035,000
143	Bob Simon	Long & Foster Real Estate, Inc.	16	\$3,922,500
144	William C Featherstone	Featherstone & Co.,LLC.	16	\$3,965,700
145	Sandra E Echenique	Keller Williams Gateway LLC	16	\$3,350,400
146	Aimee C O'Neill	O'Neill Enterprises Realty	16	\$4,708,000
147	Kate A Barnhart	Northrop Realty	16	\$6,327,028
148	Hezeldee Klinger	Redfin Corp	16	\$6,383,800
149	Ann M King	Taylor Properties	16	\$2,501,600
150	Jennifer Schaub	Long & Foster Real Estate, Inc.	16	\$9,786,000

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TOP 150 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
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17	Gina L White	Lofgren-Sargent Real Estate	44.5	\$20,434,356
18	Tracy J. Lucido	Keller Williams Lucido Agency	25.5	\$20,315,775
19	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	34	\$20,069,900
20	Charlie Hatter	Monument Sotheby's International Realty	14.5	\$19,868,000
21	Jeannette A Westcott	Keller Williams Realty Centre	37	\$19,162,090
22	Jeremy Michael McDonough	Mr. Lister Realty	47	\$18,087,600
23	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	14.5	\$17,897,500
24	Georgeann A Berkinshaw	Coldwell Banker Realty	10	\$17,614,000
25	Mark D Simone	Keller Williams Legacy	44.5	\$17,446,854
26	Brian M Pakulla	RE/MAX Advantage Realty	21.5	\$17,206,811
27	Daniel McGhee	Homeowners Real Estate	42	\$16,992,000
28	Lois Margaret Alberti	Alberti Realty, LLC	61	\$16,877,600
29	Alexandra T Sears	TTR Sotheby's International Realty	13.5	\$16,847,500
30	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	32	\$16,371,500
31	Laura M Snyder	American Premier Realty, LLC	32.5	\$15,410,778
32	Kim Barton	Keller Williams Legacy	36	\$15,399,250
33	Un H McAdory	Realty 1 Maryland, LLC	22.5	\$15,082,890
34	Creig E Northrop III	Northrop Realty	17	\$14,869,500
35	Sunna Ahmad	Cummings & Co. Realtors	20	\$14,839,955
36	Tony Migliaccio	Long & Foster Real Estate, Inc.	32	\$14,012,357
37	Elizabeth Ellis	Brookfield Management Washington LLC	23	\$13,370,666
38	Carol Snyder	Monument Sotheby's International Realty	13	\$13,193,000
39	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	48	\$12,994,200
40	Louis Chirgott	Corner House Realty Premiere	27	\$12,990,515
41	Bill Franklin	Long & Foster Real Estate, Inc.	25	\$12,804,904
42	Wendy Slaughter	Elevate Real Estate Brokerage	25.5	\$12,486,486
43	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	26	\$12,421,185
44	Brian D Saver	Northrop Realty	14	\$12,259,000
45	Beth Viscarra	Cummings & Co. Realtors	18.5	\$12,048,014
46	STEPHEN PIPICH Jr.	Vybe Realty	35	\$12,005,463
47	Kelly Schuit	Next Step Realty	24	\$11,620,500
48	Gina M Gargeu	Century 21 Downtown	63.5	\$11,357,194
49	Veronica A Sniscak	Compass	21.5	\$11,201,845
50	Bryan G Schafer	Next Step Realty	27	\$11,118,300

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TOP 150 STANDINGS • BY VOLUME

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

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	Blair Kennedy	Keller Williams Realty Centre	10.5	\$11,075,750
52	Jean Berkinshaw Dixon	Coldwell Banker Realty	5.5	\$11,050,500
53	Jennifer C Cernik	Next Step Realty	17	\$10,856,500
54	Matthew D Rhine	Keller Williams Legacy	30	\$10,839,750
55	Arian Sargent Lucas	Lofgren-Sargent Real Estate	11	\$10,814,350
56	Jessica L Young-Stewart	RE/MAX Executive	26	\$10,781,455
57	Enoch P Moon	Realty 1 Maryland, LLC	28	\$10,725,300
58	James P Schaecher	Keller Williams Flagship of Maryland	20.5	\$10,507,750
59	Jennifer Holden	Compass	14	\$10,478,500
60	Jonathan Scheffenacker	Redfin Corp	24	\$10,467,300
61	Vincent J. Steo	Your Home Sold Guaranteed Realty	32	\$10,380,400
62	Barry J Nabozny	RE/MAX Premier Associates	20	\$10,321,580
63	Matthew Spence	Keller Williams Integrity	21.5	\$10,260,602
64	Pamela A Tierney	Long & Foster Real Estate, Inc.	7	\$10,095,000
65	Ryan R Briggs	Anne Arundel Properties, Inc.	18	\$10,050,554
66	Jeff D Washo	Compass	21.5	\$10,004,900
67	Gregory A Cullison Jr.	EXP Realty, LLC	35	\$9,871,403
68	Michael J Schiff	EXP Realty, LLC	30.5	\$9,852,950
69	Dassi Lazar	Lazar Real Estate	30	\$9,844,522
70	Montaz Maurice McCray	Keller Williams Realty Centre	34	\$9,823,462
71	Jennifer Schaub	Long & Foster Real Estate, Inc.	16	\$9,786,000
72	Nancy A Hulsman	Coldwell Banker Realty	19	\$9,781,396
73	Lori R Gough	Long & Foster Real Estate, Inc.	8.5	\$9,763,499
74	Tom Atwood	Keller Williams Metropolitan	30.5	\$9,653,054
75	Vincent M Caropreso	Keller Williams Flagship of Maryland	24	\$9,652,050
76	AMELIA E SMITH	Redfin Corp	19	\$9,609,400
77	Anthony M Friedman	Northrop Realty	13.5	\$9,601,050
78	Laura M. Ball	Cummings & Co. Realtors	15	\$9,542,360
79	Ricky Cantore III	RE/MAX Advantage Realty	20.5	\$9,538,649
80	Mark Richa	Cummings & Co. Realtors	21	\$9,516,500
81	James H Stephens	EXP Realty, LLC	26.5	\$9,501,500
82	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	26	\$9,456,200
83	Jessica H Dailey	Compass	21	\$9,454,670
84	Patrick D Cummings	Douglas Realty LLC	11	\$9,387,000

RANK	NAME	OFFICE	SALES	TOTAL
85	Tina C Cheung	EXP Realty, LLC	14.5	\$9,366,595
86	Colleen M Smith	Long & Foster Real Estate, Inc.	16	\$9,346,400
87	Daniel Borowy	Redfin Corp	21	\$9,280,750
88	Catherine Barthelme Miller	AB & Co Realtors, Inc.	14	\$9,278,500
89	Brendan Butler	Cummings & Co. Realtors	19.5	\$9,231,510
90	Matthew Mindel	Next Step Realty	20.5	\$9,201,000
91	Christina J Palmer	Keller Williams Flagship of Maryland	10	\$9,192,656
92	Joshua Shapiro	Douglas Realty, LLC	16.5	\$9,182,000
93	Eric Steinhoff	EXP Realty, LLC	16	\$9,170,265
94	Kimberly A Lally	EXP Realty, LLC	23	\$9,153,250
95	Sarah E Garza	Keller Williams Flagship of Maryland	16	\$9,076,900
96	Steve Allnutt	RE/MAX Advantage Realty	18.5	\$9,068,649
97	Shawn Martin	Keller Williams Flagship of Maryland	19	\$8,937,999
98	Lee M Shpritz	Ashland Auction Group LLC	155	\$8,860,623
99	Missy A Aldave	Northrop Realty	19	\$8,768,250
100	Allen J Stanton	RE/MAX Executive	19.5	\$8,752,226

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TOP 150 STANDINGS • BY VOLUME

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

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	Poonam Singh	Redfin Corp	15	\$8,706,580
102	Matthew Mark Bearinger	Keller Williams Flagship of Maryland	17	\$8,623,980
103	Paul A Sudano	Monument Sotheby's International Realty	9	\$8,573,500
104	Gary R Ahrens	Keller Williams Realty Centre	17.5	\$8,562,500
105	Sergey A taksis	Long & Foster Real Estate, Inc.	20	\$8,534,999
106	Alex B Fox	Allfirst Realty, Inc.	29	\$8,504,400
107	James M. Baldwin	Compass	14	\$8,428,350
108	Wendy T Oliver	Coldwell Banker Realty	12	\$8,282,000
109	John R Newman II	Keller Williams Flagship of Maryland	22.5	\$8,231,711
110	Malcolm Freeman	Keller Williams Gateway LLC	12	\$8,205,790
111	Robin R Wilson	Long & Foster Real Estate, Inc.	12	\$8,098,400
112	Reid Buckley	Long & Foster Real Estate, Inc.	5.5	\$8,015,000
113	Kristian A Kan	Northrop Realty	14	\$8,006,740
114	Robert A Commodari	EXP Realty, LLC	22.5	\$7,964,100
115	Jeannette Hitchcock	RE/MAX Solutions	15	\$7,930,870
116	Biana J Arentz	Coldwell Banker Realty	9	\$7,874,000

RANK	NAME	OFFICE	SALES	TOTAL
117	Brian E Schilling	Long & Foster Real Estate, Inc.	10	\$7,854,900
118	Carol L Tinnin	RE/MAX Leading Edge	17	\$7,851,700
119	Jason W Perlow	Monument Sotheby's International Realty	12	\$7,801,750
120	Jessica DuLaney (Nonn)	Next Step Realty	15	\$7,792,400
121	Matthew P Wyble	CENTURY 21 New Millennium	14	\$7,791,757
122	Maria D Stucky DeJuan	Berkshire Hathaway HomeServices Homesale Realty	19	\$7,775,900
123	Samuel P Bruck	Northrop Realty	14.5	\$7,739,250
124	Jason F. Rubenstein	Cummings & Co. Realtors	11	\$7,700,000
125	PETER WONG	Vybe Realty	22.5	\$7,688,249
126	David C Luptak	Long & Foster Real Estate, Inc.	13	\$7,632,000
127	Jared T Block	Alex Cooper Auctioneers, Inc.	36.5	\$7,630,175
128	Diane M Donohue	Monument Sotheby's International Realty	6	\$7,616,000
129	Bethanie M Fincato	Cummings & Co. Realtors	17	\$7,590,240
130	Patricia Spigel	Compass	16.5	\$7,509,500
131	Francis P DiBari	Cummings & Co. Realtors	14	\$7,492,792
132	Mitchell J Toland Jr.	Redfin Corp	23	\$7,472,519
133	Jory Frankle	Northrop Realty	11	\$7,462,750
134	Tracy Vasquez	Cummings & Co. Realtors	17.5	\$7,438,049
135	Liz A. Ancel	Cummings & Co. Realtors	18	\$7,431,650
136	Melissa Blohm	Long & Foster Real Estate, Inc.	12	\$7,417,450
137	Georgeanna S Garceau	Garceau Realty	14	\$7,404,777
138	Jim W Bim	Winning Edge	19	\$7,401,600
139	Ryan Bandell	Keller Williams Realty Centre	18	\$7,341,908
140	Elizabeth C Dooner	Coldwell Banker Realty	8	\$7,332,000
141	Robert A Kinnear	RE/MAX Advantage Realty	10	\$7,326,000
142	Mark A. Ritter	Revol Real Estate, LLC	21	\$7,322,240
143	Trent C Gladstone	Keller Williams Integrity	17	\$7,321,750
144	Timothy Langhauser	Compass Home Group, LLC	23	\$7,317,000
145	Andrew J Cencarik	Keller Williams Flagship of Maryland	12	\$7,282,415
146	Matthew Tyler Kalogeras	Houwzer, LLC	11	\$7,255,400
147	Richard H Watson	Long & Foster Real Estate, Inc.	5	\$7,252,500
148	Dawn L Baxter	Coldwell Banker Realty	13	\$7,243,540
149	Jonathan E. Rundlett	Toll MD Realty, LLC	4	\$7,239,510
150	Adam Chubbuck	Douglas Realty, LLC	18.5	\$7,217,000

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