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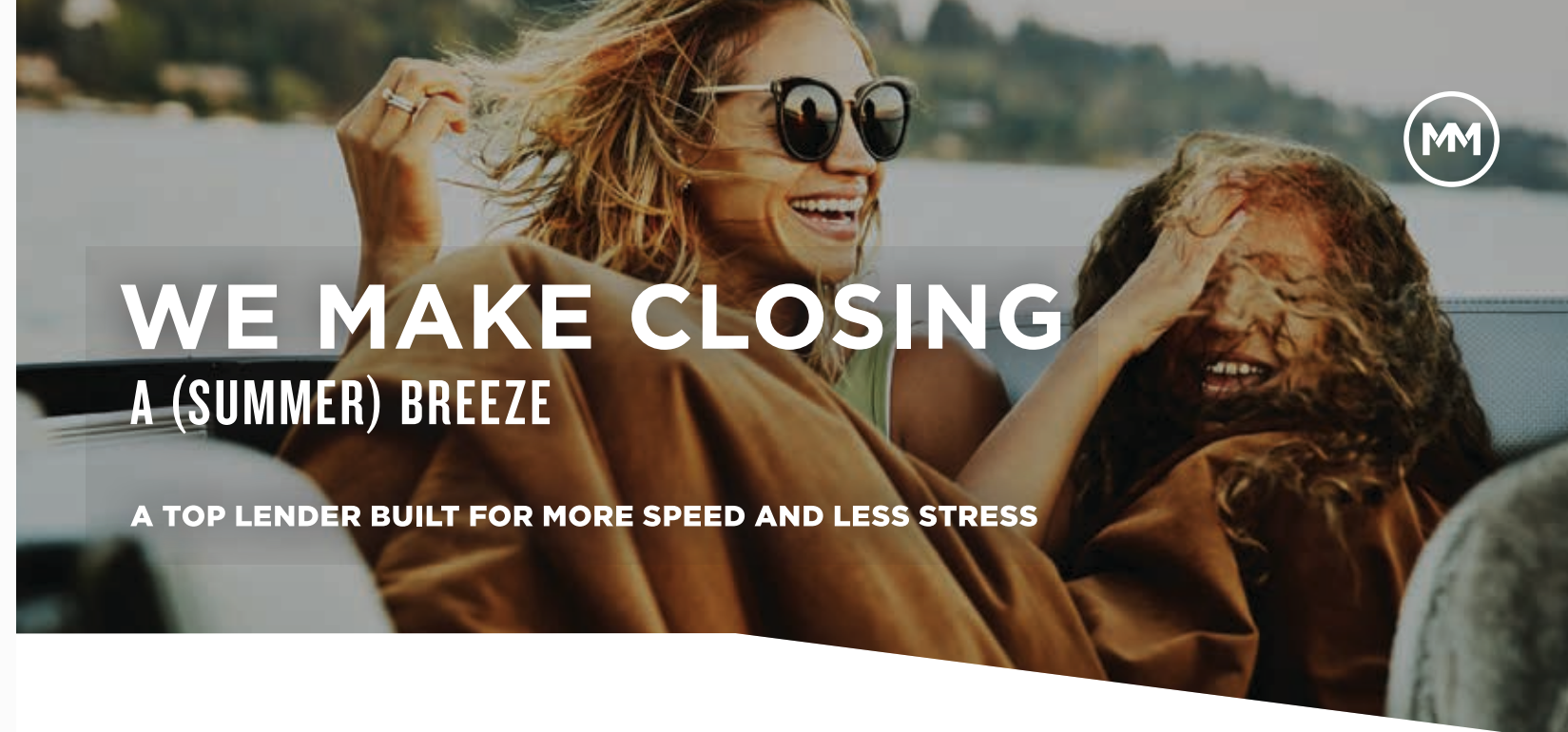
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**UPFRONT UNDERWRITING**

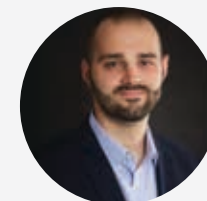
Movement underwrites every loan at the beginning of the loan process. We get full documentation to determine what buyers can afford before they make an offer, making offers stronger and deals more likely to go through.

**A UNIQUE PURPOSE**

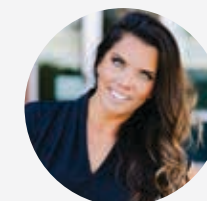
Our mission is to "Love & Value People." That shows in how we serve Realtors, builders and homebuyers with hard work and constant communication. But it's also why our company gives over 40% of our profits to build our own network of charter schools and to support non-profits.

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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. | Justin Kozera | 69-R West Main Street, Westminster, MD 21157 | DE-MLO-1446275, FL-LO60579, MD-1446275, VA-MLO-31354VA, PA-63595 | Ashley Ball Crist | 8200 Coastal Hwy, Ocean City, MD 21842 | DE-MLO-815145, MD-8151455, PA-104187 | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). Additional information available at [movement.com/legal](http://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. CPID12465\_AO0223



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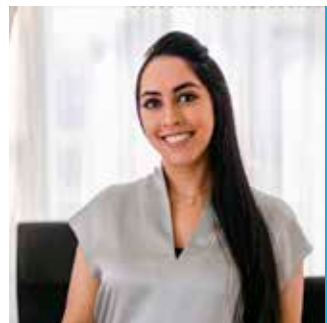
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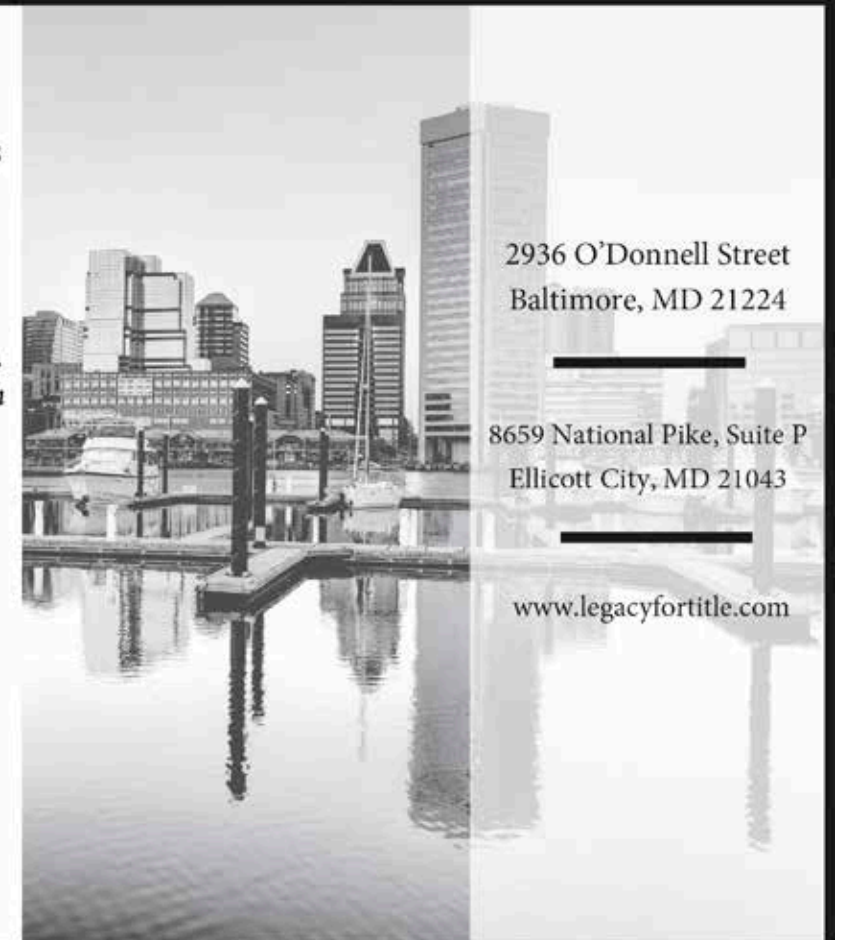
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# how to get your *passion* back



I have been very focused on preventing burnout, something that comes on very quickly and quite unnoticeably. For me, the summer months are full of sun and socializing and it is a great way to hide an impending burnout or ignore my body's signals. It's time to slow down. One minute I am riding high and the next I am struggling to find passion in anything.

Burnout is a state of exhaustion caused by prolonged and excessive stress in one's personal and or work life. It's a feeling of being overwhelmed, emotionally drained, and unable to cope with the demands of life. It can be caused by a variety of factors, including work overload, lack of control, unclear expectations, lack of support from colleagues, relationship problems, financial stress, caregiving responsibilities, or dealing with a chronic illness or disability.

How do we know if we are just experiencing a "normal" (whatever that means) level of stress and not something far greater?

**There are several signs and symptoms that may indicate that you're experiencing burnout. Here are some of the common signs that I have faced:**

- You feel emotionally drained and overwhelmed most of the time
- You have a negative and cynical outlook towards work or life in general
- You have difficulty sleeping, or you experience sleep disturbances like insomnia or oversleeping

- You feel physically exhausted or fatigued, even after getting enough sleep
- You experience frequent headaches, muscle aches, or other physical symptoms
- You have difficulty concentrating, making decisions, or remembering things
- You feel disconnected from others, including family and friends
- You have a decreased sense of personal accomplishment, and you feel like you are not making progress towards your goals

Do any of these sound like you?? You could be experiencing burnout.

It's important to pay attention to these signs and take steps to manage stress and prevent burnout from becoming a chronic problem.

Those in the real estate industry and entrepreneurs are particularly susceptible to burnout due to the high levels of stress and pressure associated with starting and running a business. The rate at which they experience burnout can vary depending on a variety of factors, such as the type of business they are running, their level of experience, and their personal circumstances.

According to a study published in the Journal of Occupational Health Psychology, real estate agents were found to experience high levels of emotional exhaustion, which is a key component of burnout. The study found that a lack of social support, high work demands, and low levels of job control were all significant predictors of emotional exhaustion among real estate agents.

Sometimes it takes a moment to recognize something is not quite right, but once you do, you can't ignore it.

**Here are a few ways that I work to get my passion back once I realize I am headed for burnout.**

- *Love Me:* Make sure to take care of yourself physically, mentally, and emotionally. This can include exercise, healthy eating, getting enough sleep, and engaging in activities that bring you joy.
- *Say NO:* Learn to say "no" to tasks or responsibilities that are outside of your job description or that you don't have time for. Set realistic goals and deadlines, and don't overcommit yourself.
- *Breathe deep:* This can include deep breathing, meditation, yoga, or other relaxation techniques.
- *Take breaks:* Allow yourself to take breaks throughout the day, whether it's taking a walk or simply stepping away from your work for a few minutes. We are not lazy when we take a break or a day off.

- *Seek support:* Reach out to friends, family, or colleagues for support when you need it. Talking to someone can help you gain perspective and reduce stress.
- *Create an environment that uplifts you:* Surround yourself with people who add value to your life. Find those that are supportive and collaborative.
- *Create some easy wins:* Break down large goals into smaller, more achievable ones. This can help you feel a sense of accomplishment and keep you from feeling overwhelmed. Sometimes I write something on a list just so I can cross it off.

We are part of an industry that is more susceptible to burnout. Each of you knows exactly what it is like to be in this industry - you give everything. Burnout isn't a one-time problem in that once it's fixed, it won't ever come back. It's something that we each need to be on the lookout for, not just in ourselves but in each other too. Sometimes we need a little reminder that we are more than what we feel!



Always,

**Jill Franquelli**

Editor-in-Chief

[jill@rpmags.com](mailto:jill@rpmags.com)

## Baltimore Real Producers 2023 Events Calendar

**Thursday, Jun. 22**

6 p.m. - 10 p.m.

6th Anniversary Soirée

Baltimore Museum of Industry — 1415

Key Highway, Baltimore, MD 21230

The can't-miss event of the year celebrating the best of Central Maryland real estate!

**Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) to get tickets.**

**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](https://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.

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▶▶ rising star

# Sunna Ahmed

By Joya Fields  
Photos by Thymeless Photography

Labor  
of Love

Most moms prepare for childbirth by requesting comfortable surroundings and peace and quiet for their delivery.

For Sunna Ahmed, delivering her baby was a little different. On the day she delivered her daughter, she ratified one listing and negotiated two buyer contracts. On the way to the hospital, while she was experiencing contractions, she stopped in Columbia to install a SentiLock. She did all this and also pushed out a 7-pound, 12-ounce baby.

This experience is an example of how Sunna lives her life. When she puts her mind to something, it happens. Follow through. Just because she was delivering a baby didn't mean she would stop working for her clients.

Sunna, who lives in Howard County, is a Realtor at Cummings and Company Realtors. In 2022, she hit \$45+

Million. She has no team, no assistant. She credits her husband Jaffer with not only suggesting real estate as a career for her, but for his support along the way. "Jaffer is my knight in shining armor. I wouldn't be where I am today without him. I'm a reflection of him because of his good energy." Jaffer even took real estate classes with her to keep her company in 2014.



“  
I didn't  
choose real estate,  
it chose me.  
”

Sunna and Jaffer have two children, 4-year-old Iyzaan and 1-year-old Ilyaana. Until this past November when they hired a nanny, both parents worked full-time and took care of the children. Jaffer, an engineer, is a program manager who works remotely on federal projects.

Sunna was born and raised in LA, received her AA degree in Engineering, and her B.A. in Psychology from the University of California, Irvine. In 2016, she moved to Maryland. In 2018, she obtained her REALTOR® license, and she also found out she was pregnant. So, she worked part-time while nursing and taking care of Iyzaan and then started full-time in real estate in late 2020.

“I didn’t choose real estate, it chose me,” she said. One of the reasons she loves real estate and helping clients is her love of calculus. “Calculus is the study of change. There are so many variables. And to really help my clients, I balance all the variables I am able to control for them.” She cites variables such as location, interest rates, and the economy.

Her calculus smarts are something not many people know about. “I’m actually a nerd,” she said. She used to tutor students in calculus. Her love of math was gifted to her by her father, Nadeem Ahmed. “He worked hard all day but would set aside an hour each night to work with me on math.” At age four, she was memorizing multiplication tables. In kindergarten, her teachers recognized her talent when she flipped over her work paper and began practicing multiplication. She was quickly transferred to a gifted school. Her mom, Sajida Ahmed supported her, too. “She sacrificed her personal life to raise four children and take care of the house,” Sunna said.

Sunna also credits much of her success to her in-laws. “My mother-in-law, Asiya Ahmed, has been a rock since I moved to Maryland.” She adds that Jaffer, Asiya, and father-in-law Khalil Mahmood have been an integral part of her success in real estate and beyond. “Without their unconditional support, I would not be where I am today... they are definitely my superheroes.”

Her parents’ gift of support continues through Sunna “I love helping people,” she said. “I don’t sell homes, I sell lifestyles.” In fact, she doesn’t recommend renovations for her sellers unless they will get at least three times the investment return.

Sunna attends to all the details for her clients by herself. She meets contractors, stages clients’ houses, and helps get things done. When doing all of this, how does she keep from burning out? “When I help others, I help myself,” she said. “It makes me happy.”

Seeing her clients happy means a lot to her. A rare military power couple, one a general and another a colonel, even showed appreciation by giving her a unique and important gift that meant the world to Sunna: A Challenge Coin. When a member of the military gives a Challenge Coin to a civilian, it is to recognize “outstanding service.” Sunna was honored to receive this gift from her clients and always keeps the coin with her and cherishes the milestone of where she has excelled in her career.

Sunna’s friends call her a bundle of energy, ambitious, dedicated, fun and loving. She aspires to these traits with her clients and her family. “It’s hard to mimic sincerity. I sleep well at night knowing I’ve done everything I can to help my



Sunna, her husband Jaffer, daughter Ilyaana and son Iyzaan

clients and the people around me.” She adds that mental peace is very important to her, as is spending time with her family. Hanging out with her kids and husband is rewarding after a long day of helping others.

Sunna has many goals for 2023, but mainly to keep having fun in her professional and family life and help her clients keep winning. Her most important goal, however, is happiness for herself and those around her. “I want to make sure people are happy around me and feel loved,” she said, “Smile when you can. A little love and kindness goes a long way, you never know what someone is going through.”

And the nurses who witnessed Sunna working on deals while delivering her baby? They were so impressed by her dedication to her clients that some have contacted her about becoming clients themselves.

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helping people.  
I don’t sell homes, I  
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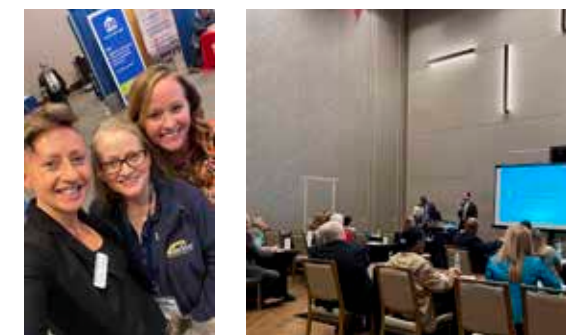
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# AACAR Convention & Tradeshow Recap

By **Lisa Hamilton**, Director of Communications and Events at Anne Arundel County Association of REALTORS®

▶▶ around town

The 2023 AACAR Convention & Tradeshow at LIVE! Casino and Hotel on April 11th was a resounding success with a record number of attendees! This year's theme was *Set Sales to New Destinations* and brought together professionals from across the real estate industry. The day included up to 6 hours of continuing education, networking, lunch, happy hour, giveaways, and much more!

The tradeshow featured 59 vendors who showcased their latest products and services. Vendors were encouraged to participate in a Booth Decorating Contest to

match the nautical theme this year. Tradeshow booths featured items such as handmade games, pool floats, and more!

The event provided ample networking opportunities. “I go to these events all the time - I can't believe how many new faces I'm seeing,” one attendee shared.

**From informative sessions to engaging networking opportunities, the 2023 AACAR Convention & Tradeshow was a memorable event that left attendees feeling informed and motivated.**



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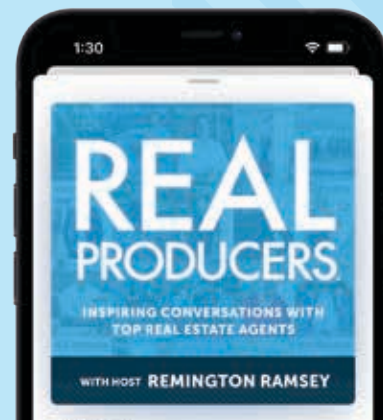
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12/18/20 Zachary Paff Foundation, All

▶ partner spotlight

By Pat Rippey • Photos by Maryland Photography Inc.

# ASHLEY CALLAWAY

# BEAUTY

**S**tepping into the makeup studio of Ashley Callaway, you know you're in the presence of magic. Dark curtains cover the windows, and opposite is a black wall covered in sparkles. The small space is sprinkled with colorful, glittery artwork; the room dominated by a comfy, professional-looking chair, giant ring light, and mirror under which she stores the tools of her trade. It's only after you enter that you see the wall of celebrity faces she's lent her hand to. The scent of a ginger vanilla candle and the sound of dance-pop music completes the sensory embrace. That's when it hits you: Ashley Callaway is a vibe.

The sign says Ashley Callaway Beauty, but she is so much more than that. I had the good fortune of being a recipient of her magic, and I can tell you, you come away with more than you expected. Her effervescence, her spirit, are palpable. She is a presence. I compliment her beautiful skin, she counters that it's the makeup, and out of habit, I'm quick to disagree. It is only later I realize that to recognize the magic of her art is the true compliment.

Ashley is at the top of her game, but says she's still not where she wants to be. Her work has been featured in publications like *Essence* and *Black Enterprise*, and in ads for DTLR. Her awards include Baltimore magazine's 2021 "Best of Baltimore" and Makeup Artist of the Year for 2021's Baltimore Crown Awards on the Baltimore Scene.

She works in TV studios, such as BET, VH1, MSNBC, CNN, FOX 45, and other local stations. She's beautified the faces of some pretty famous celebrities, including those recognized by one name (Ashanti, Whoopi). She's performed her artistry on the first lady of Maryland for the inauguration in January, a day that included a touch-up on Oprah. (Yes, Oprah). But inexplicably, she remains humble, even insecure, regarding her abilities and success. "Pinch me" she quips, when asked how she's coping with being sought after by leaders and stars alike.

seeing beauty  
everywhere





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#### **FOLLOWING HER DREAM**

Ashley is the first to admit that she got to where she is through hard work and study, and - more likely than not - defying advice she was given along the way. She grew up in Park Heights, one of five children raised by their mother and extended family. She speaks affectionately of her four brothers who live with various degrees of autism.

Constantly sketching and drawing as a child, Ashley aspired to be an actress and loved watching musicals with her grandmother. She was introduced to makeup artistry by her Aunt Brenda, whose glamorous looks, fashion sense, and success as a Mary Kay beauty consultant inspired Ashley to pursue a career in makeup. Though she was discouraged by some from pursuing her dream job of working for MAC cosmetics, Ashley became a "MAC girl" at age 24, and was quickly promoted to the "Dream Team" of skilled artists. She read books and studied YouTube videos to satisfy her passion and hone her craft, developing her own style and expanding her skills with different skin tones.

Her attraction to glamor was also enhanced in her time as an exotic dancer in Baltimore, which allowed her to experiment with colors and methods and learn from the other dancers. One of her proudest moments was meeting Emmy-award-winning Reggie Wells, Oprah's longtime personal makeup artist, whose work Ashley studied and admired for years. In a twist of fangirl dynamics, Wells complimented Ashley on *her* work.



“

THERE'S  
MORE THAT I  
WANT TO DO.  
**I'M JUST  
GETTING  
STARTED.**

Her craft is not just about celebrity glamor. Ashley's transformations include photo shoots, weddings, and other special occasions. Some of her more difficult but rewarding jobs include preparing the mother and wife of Eric Garner for the 2015 Million Man March, an event calling for police reform in the wake of the deaths of Garner and others. And when her beloved Aunt Brenda passed, Ashley used her artistry to restore her aunt for the funeral, an act of love that allowed her "to see my aunt transition beautifully." She doesn't have many regrets, but one is that her grandmother and aunt, both gone since 2010, didn't live to fully see her success. In fact, some of the TV personalities she and her grandmother admired on screen are now Ashley's clients.

Ashley owns her own business, works both in and out of her studio, and often rises before 4 am to get to a job. She is a mother to three girls, 17-year-old Camoura, 14-year-old Alaya, and 10-year-old Christa. She balances her work life with PTA meetings and being a dance and basketball mom. You can hear the pride in her voice when she speaks of her girls, who she says "make me better."

#### MAKEUP WITH MOTIVATION

Back in her studio, the hour I spend in her chair goes too quickly, as I realize the magic she brings to the table is more than makeup. The foundation she applies to your skin is only part of how she builds you up. Her palette includes confidence, joy, and openness. Her diverse talents and gifts will, as she puts it, make you feel amazing for your big day. It is these qualities that led a friend to characterize her as a "motivational makeup artist." I couldn't agree more.

What's next? "There's more that I want to do," Ashley says, noting aspirations of becoming an author, coach, and perhaps a doula. "I'm just getting started." And - word to the wise - don't tell her she can't do something.



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# Regina Trakhtman



“MY MAIN FOCUS, TOO, IS TO HELP PEOPLE. IT IS NOT ONLY WHAT I DO, IT’S WHO I AM.”

## FORGED BY FIRE

Regina Trakhtman is imbued with resilience and determination forged by fire.

The daughter of immigrants who fled Russia (now Ukraine) following its collapse, Trakhtman — among top producers for Monument Sotheby’s International Realty — credits her upbringing with who she is and how she faces the world.

“It is so much a part of who I am, for the good and the bad,” she recalled. “When my parents first came here, they had very little to their name. They didn’t know the language, they didn’t know anything, and had two young kids to raise while they had to navigate a whole new terrain. Anytime I am having a hard time, I think if they could do that, I can overcome anything.”

Trakhtman entered real estate from healthcare sales while pregnant with her son, Nolan, a little over nine years ago. “I was thinking it would be a job I could do while I grow a family,” she said. “I have always been in sales, and for me, [my work] has always been about helping people. I

was also trying to create a life for my children I wasn’t given.”

She describes an upbringing that felt “different” from that of her peers. “Given how much my parents had to work to support us, I had to figure things out on my own at an early age. Where my friends had help with their homework and projects, I had to do it all by myself. There was little support and many times it was just my brother, Alex, and I. By no means was it a bad childhood,” she said. “I have great parents, but it was a struggle. My parents did the best they could and did what they had to do to make ends meet. My brother helped a lot with raising me. He was a rock to me, and always someone I have (and continue to) look up to.”

“Growing up the way I did was a little more challenging for a young girl, but I believe it made me more independent and resilient.” Trakhtman said the experience also made her mindful of wanting to be more present for her own children, which now include her six-year-old daughter, Riley. “There are challenges in being a parent while working in real estate,” she said. “A lot of times, you are working on weekends

and evenings when the kids are home. The ‘mom guilt’ hits hard when you are constantly distracted or unavailable, so working on this has become a priority for me. It really is about balance. You have to set boundaries, and I choose to be present in my kids’ lives.”

As her real estate career took off, Trakhtman notes she became known for selling luxury, but says there is much more to her expertise and approach. “Luxury is the way you make people feel — not necessarily a price point,” she said. “I want people to know and understand that I treat every transaction, every sale, as a luxury sale.

“My main focus, too, is to help people. It is not only what I do, it’s who I am.” Trakhtman found herself on the receiving end of that sentiment when her husband’s business failed in 2019, and the couple had to file for bankruptcy. “I believe we have different seasons in life, and that season was survival,” she said. “It was incredibly hard on many levels — personal, financial and emotional. I really felt like I was burned down to the ashes and had to rebuild.”

“But during that time, the real estate community really stepped up for me. Some gave me a call, others took me out for coffee. All their kind words didn’t fall on deaf ears — they really carried me through. I am so grateful these people existed in my life.”

She also discovered a number of “truths” while she navigated this difficult period. “Every day is a new day and when you have kids, you have to keep going,” she said. Another was that true friendships and family are priceless, and you are stronger than you think.

One special project that also offered a lifeline was when a former client approached her about needing to sell a property quickly to help care for an ailing family member. “Relationships are everything in this business,” Trakhtman said. “It was someone I had known in healthcare sales, and it was as if my two worlds collided in the best way possible. She explained her situation, and I was eager to help her.”

She found a way to purchase the property, helping not only her friend, but also bringing in her husband, Alex, to help her despite his reluctance to do so. “We renovated and sold it, making a little bit,” she said. “It helped get us to the next level and gave us the confidence we needed to move on. It was such a

meaningful project and was my first time doing a project where I was in charge. I felt empowered and it’s when I started to make my way into the world of real estate investment.”

“It really changed my mindset, and I saw I could help people in other ways, so I started a team in 2020, ACCESS Home Group of Monument Sotheby’s International Realty, with Paul Sudano. We are among the top three teams of Sotheby’s, and we stay among the top teams of the brokerage. It is something to be proud of. I love my community, and I value the partnership I have with Paul.”

During her journey, she also found a renewed outlet through fitness. “I needed to release some stress and started working out here and there,” she said. “I tried cross fit, but felt I needed something different and more of a cardio forum, so I joined Orange Theory Fitness. It was a way of meeting new people and allowed me to be physically competitive, which I had missed being,” Trakhtman said. “Working out, keeping my body moving, mentally for me, was important, but also, the community I have become a part of is equally as special and meaningful.”

“Now, I’m obsessed,” she added. “I work out hard, five or six days a week, and it sets the tone for my day. It’s also teaching my kids that sometimes you have to do things you don’t want to do. They will ask me if I want to go [to the gym], and I have said, ‘No! I’m tired! I can think of 1,000 things I would rather do, but I have made a commitment and I am following through.’ I do believe that the way you live your life, the kids see it, and you must practice what you preach.”

That was certainly the case for Trakhtman herself. “Seeing my parents go through what they went through, I know I can certainly wake up every morning, and try my best,” she said. “What they and my experiences have taught me is you have got to keep going. You can’t give up.”



SEEING MY PARENTS GO THROUGH WHAT THEY WENT THROUGH, I KNOW I CAN CERTAINLY WAKE UP EVERY MORNING, AND TRY MY BEST. WHAT THEY AND MY EXPERIENCES HAVE TAUGHT ME IS YOU HAVE GOT TO KEEP GOING. YOU CAN’T GIVE UP.



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▶ event recap

# Community Cleanup & Happy Hour

By Hannah Benson

More than a billion people celebrate Earth Day to protect the planet and make the world a happier, healthier place to live.

The *Baltimore Real Producers* community showed up and did their part on April 21st, the eve of Earth Day, during our annual Community Cleanup & Happy Hour!

We had a fantastic turnout of REALTORS®, BRP Preferred Partners and guests who showed up despite the 84-degree heat, ready to get to work! We spent an hour picking up litter in south Baltimore, followed by connecting and enjoying apps and beverages at Checkerspot Brewing Company.

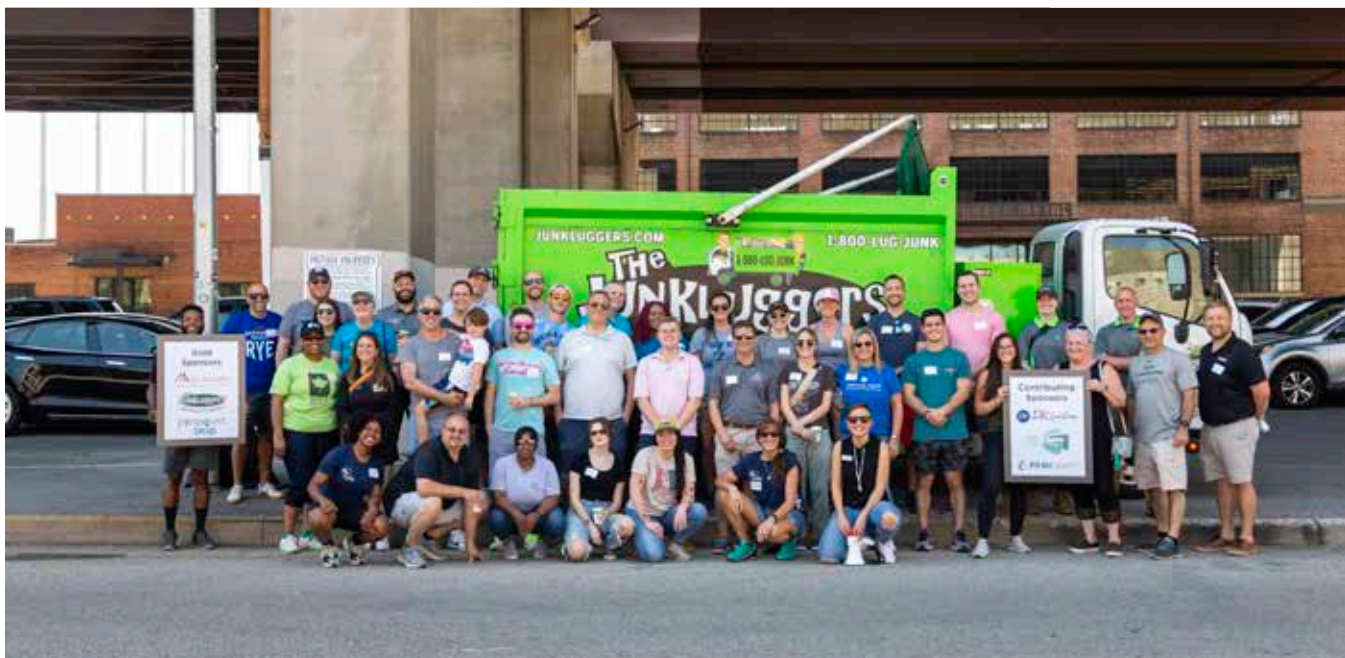
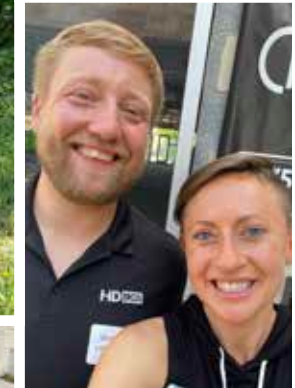
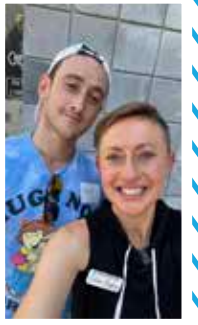
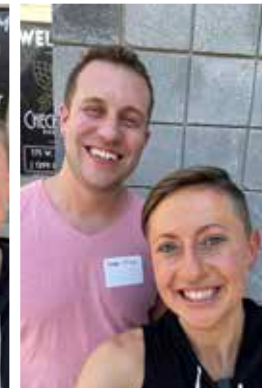
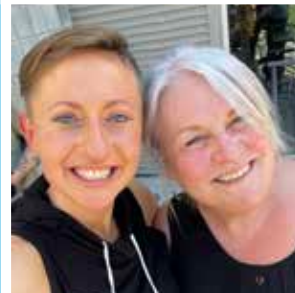
It's amazing what we were able to accomplish in just an hour! We collected tons of trash and left our mark in a big way.

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By Joya Fields  
Photos by Alex Krebs

# Rich & Michelle BREGENZER

## OF STELLA ELECTRIC

“  
We both had the same vision. To build a family and start a business.”



## WIRED TO SUCCEED

When Michelle and Rich Bregenzer started Stella Electric in 2017, even the bartender was impressed at the give-and-take between them as they created their logo.

This husband-and-wife team brings the best of both worlds to their customers. At age six, Rich was already in the construction business. He worked beside his father, Richard Arnold, who currently runs Charm City Construction Services with his wife Rosa. Later, Rich went to trade school to become an electrician and apprenticed for four years to become a Master Electrician.

Entrepreneurship runs in Michelle's family. Her father, Hermann Bregenzer, who is retired, formerly ran Hermann's Rigging and Hauling. Michelle's sister, Christina Berzins, is currently a partner with Waeber Properties. Michelle majored in Entrepreneurship at University of Baltimore and knew she wanted to start a business.

One day, Michelle said to Rich, "You're good at what you do. I want to run a business." And Stella Electric was born. They admit they've been on the fast track ever since. They met in 2017, opened Stella Electric in 2018, got married in 2021 and had a baby boy, Zury, in 2022.



“We both had the same vision,” Michelle said. “To build a family and start a business.”

They also love what they do and enjoy showing their 17 staff members their appreciation. “Our employees are the base of our business,” Rich said. He and Michelle consider their staff “co-workers, not employees.” They don’t work on holidays, hold holiday parties for the business on weekdays, and have taken trips as a group to Hershey Park, Dave and Buster’s, and hold van cleanouts where Rich and Michelle clean the company vehicles while the technicians enjoy a cookout.

They pride themselves on same-day turnarounds for electrical inspections and realtors are considered a priority.

“We’ll push that job to the top of the schedule to hit the realtor’s timeline,” Rich said. He adds, “By using the inspection report, we can get out a quote without needing a site visit.”

Rich likes to save buyers money, too. “Home inspectors tend to be generalists and buyers get spooked sometimes. In reality, it’s often a legal installation. Being honest about what’s needed per county can save buyers money by not having to pay for an unneeded repair.”

They’re unique because they are very “hands-on.” When a client phones the office, Michelle, who is the office manager, answers. After the job, Michelle is the one who follows up about the project. “Our technicians get high compliments, too,” Michelle said. “We’re not just going

to come out and fix things. We’re in the business of relationships. I want you to think back and remember us.”

One recent client called his technician “compassionate.”

“I like sending our guys out—they are kind and respectful,” Michelle said. Rich adds, “They are the tentacles with which we touch our customers and I’m confident sending them out.” Rich is often in the field, and gets laughs from customers who enjoy his humor. He enjoys the residential side of the business the best. “I deliver a good job and provide the weirdest possible service you’ve ever had.” His clients especially enjoy it when he whips out his toner—a device that emits a tone when he knocks on a wall and can find a break in

a wire. “Electricity is so weird anyway, and then you have someone waving a wand around.”

For Michelle, the hardest part of the business is “keeping the wheels on the bus going, making sure the schedule is packed but not too packed, while still upholding customer service standards.” She also makes sure the guys don’t work more than eight hours, to keep their stress at a minimum.

Rich’s struggles are on the supply end lately. Panels and breakers are especially in short supply and he finds himself trading with other contractors. “Demand is still there, but supply has taken a hit,” he said. A roll of residential wire, for instance, was \$32 in 2018. By 2020, that same roll of wire costs \$149.

Stella Electric has some impressive recognition for being a young business, too. They perform EV, charger installs

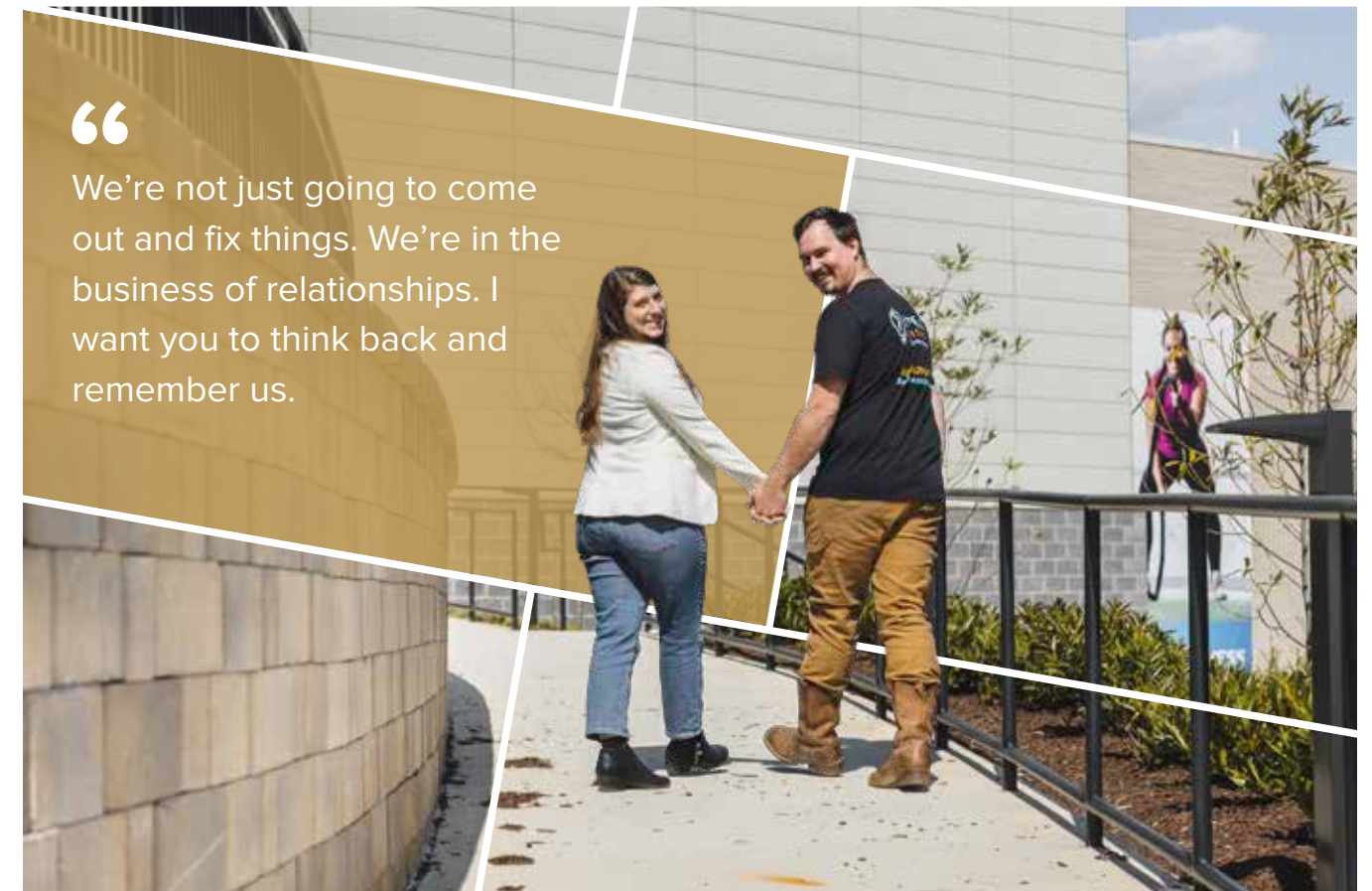
for electric cars, and are currently Tesla’s top installer in Maryland. About half of Stella Electric’s business is new construction, and the other half is residential. Rich recently finished a 1 ½ month project—installing a Control4 system that cost about \$50,000—in a Baltimore home that was featured in Better Homes and Garden. The home has individual control of every apparatus including lighting, power, door locks, and cameras with programmable everything. Rich is Lutron certified and installs RadioRA and Caseta systems for smart home solutions.

Rich and Michelle work hard to make the business succeed. One thing they can’t control though, is the people entering the vocation of an electrician. There is a shortage in the works. “There are five retiring electricians to every two new ones replacing them. Wages are going to go up and up. We are always willing to give someone a shot,” Rich said.

Balancing a baby while running a business has its challenges, too. “Michelle really kills it. I’m between the office and the field so she handles a lot of the office side of things. We recently partnered with Cyberbacker (a BRP partner) and we’re hoping Michelle can be more oversight with a family focus. Right now she’s power-working between baby naps with no help. I’m frequently fitting in overflow where I can during odd hours,” Rich said.

Rich and Michelle take it all in stride. They are both Grateful Dead fans and the name Stella Electric comes from Jerry Garcia’s ballad about adversity, “Stella Blue.”

Rich sees the song as a signature for their business. “In my life, regardless of the personal adversity faced, the work has always been there for me.” If you look closely, you’ll even see a Grateful Dead influence on that logo Rich and Michelle created years ago.



“We’re not just going to come out and fix things. We’re in the business of relationships. I want you to think back and remember us.”



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▶ cover story

By Pat Rippey  
Photos by Maryland  
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# Phil Gerdes

## GIVING IT ALL AWAY

Everything there is to know about Phil Gerdes you can find on social media - until you talk to him. Underneath the outward persona is a guy whose greatest pleasures are mowing the lawn and spending time with family; who has coached basketball, football, baseball, and soccer; is a former dance choreographer; loves going to the movies; and is “insanely sensitive.”

The phrase “realtors helping realtors” isn’t one you’d expect to find as a motto of a successful company in this business, but that’s exactly one of the ways Phil Gerdes of The Gerdes Team sets himself apart from the others. For when it comes to advice, coaching, and counseling, Phil is giving it away – even to his competition. Just peruse his homeowner checklists and “motivational Monday” on social media, hear him as a guest on podcasts featuring successful people, or check out his personal pep talk sessions called ‘Rated PG’ on YouTube.

Phil freely shares his philosophy, motivations, and trade secrets. Why do all that extra work? Phil contests that it’s not extra work, “it’s the work we should be doing.” If good information makes a competitor better, it results in a better transaction and benefits the client in the long run. Sure, there may be a return; all that social outreach keeps Phil top-of-mind, which may send referrals his way. But gaining new business cannot be the only motivation, according to Phil.



#### **Service First**

Phil's basic business philosophy revolves around the notion of serving others. He calls it the service mindset, and it's something he adopted in his early twenties. It's what he's built his business on, and looks for it in everyone he hires. His team, consisting of 35 agents, staff, and media specialists, is carefully chosen and integral to the prosperity of the company, now entering its fourth year. New hires are subjected to "a fire hose of information" to bring them up to speed and get on board with the team's philosophy. Phil stresses that being "lead focused" can be detrimental to an agent's ability to build their own business, which he encourages even if it means the agent may eventually leave the team. According to Phil, agents need a certain type of coaching and a good support system to be successful. It must be working; new agents have seen their sales numbers rise dramatically after joining The Gerdes Team.

The team includes Phil's wife of 17 years, Victoria, who is the COO and CFO. When asked how that's working out, Phil laughs and reveals that he tries to keep work out of their home life, a mostly successful effort. They started dating in their teens, and have been through "just about everything" together, including what Phil calls the rollercoaster of being an entrepreneur. Somewhat ironically, he has a rule that when his kids (Ethan, 14, and Emma, 11) find jobs, they must contribute in some way to the family business. They aren't allowed to hold traditional jobs like working in fast food, Phil says.

Their time and labor must be poured back into the family's future, and not

benefit another family or company. Whether they have an interest in finance, security, or cooking, Phil insists he will find a place for them in one of the family's companies. If their interest persists, the next step will be to create a company his children can build themselves. This isn't surprising coming from someone who started his first business at 17 years old, teaching himself to code and build websites. Since then, Phil has only spent a year of his adult life working in a "traditional job."

#### **Fear Isn't Real**

When someone says he has no fear, you struggle to believe it. Phil remembers the last time he was scared, and it was in his teens. Since then, he has convinced himself that fear is only in the imagination; it isn't real, and therefore he doesn't acknowledge it. He faces things many of us would fear, like standing on a stage speaking to hundreds or even thousands of people. But that's where he feels comfortable and in control. He maintains composure not by giving himself a pep talk beforehand, but by praying.

He is brimming with what I call "phil"osophies, for example, regarding failure simply as a sign that you should be on another path. As a child, Phil dreamed of being a spy and had mapped out his path to get there, but hearing loss proved to be an obstacle he couldn't overcome. The inability to pursue that career propelled him in a direction that eventually led to his current success. At a young age, he found his place was in a business role; as a fifth-grader he carried a briefcase instead of a backpack, and landed the name "the businessman" when his teenage friends were choosing their rap personas.

Phil's basic business philosophy revolves around the notion of serving others. He calls it the service mindset, and it's something he adopted in his early twenties. It's what he's built his business on, and looks for it in everyone he hires.



“

People see me. But there is this machine behind what I am and what we've built. I am a combination of incredible people pouring into me and aligning themselves with me.

Phil says one of his biggest challenges is managing his expectations of others. As a leader, he gets frustrated when someone isn't reaching their full potential, but realizes the person has to want to succeed and ultimately make it happen. He also is challenged by his own empathy, which can be a burden when he internalizes someone else's struggles. It makes him cognizant of his interactions with people. But business challenges? Phil says there aren't any challenges that a book or mentor can't teach you how to fix. He maintains that there's only one book that can teach you how to be a better person, and that's the Bible.

When asked about his success, Phil credits his team. "People see me. But there is this machine behind what I am and what we've built. I am a combination of incredible people pouring into me and aligning themselves with me." Phil has no plans to stop putting out information and giving away his trade secrets, even if it means his competitors may benefit. In retrospect, he wouldn't have made a good spy.



A good father serves as  
a blueprint for the next

# generation



Thank you to *all* the amazing dads out there! Happy Father's Day!



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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	376.5	\$21,001,944
2	Tineshia R. Johnson	NVR Services, Inc.	245.5	\$128,677,035
3	Kathleen Cassidy	DRH Realty Capital, LLC.	180	\$92,229,956
4	Lee M Shpritz	Ashland Auction Group LLC	126.5	\$7,163,198
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	67	\$30,987,035
6	Robert J Lucido	Keller Williams Lucido Agency	53	\$35,537,403
7	Joseph A Petrone	Monument Sotheby's International Realty	53	\$36,015,423
8	Gina M Gargeu	Century 21 Downtown	49	\$9,352,592
9	Lois Margaret Alberti	Alberti Realty, LLC	49	\$13,217,300
10	Lee R. Tessier	EXP Realty, LLC	49	\$17,933,394
11	Shawn M Evans	Monument Sotheby's International Realty	43	\$32,241,052
12	Nickolaus B Waldner	Keller Williams Realty Centre	37.5	\$16,860,789
13	Lauren Ryan	NVR Services, Inc.	37.5	\$18,229,238
14	Larry E Cooper	Alex Cooper Auctioneers, Inc.	37	\$4,873,990
15	Jeremy Michael McDonough	Mr. Lister Realty	35	\$12,765,200
16	Matthew S Cooper	Alex Cooper Auctioneers, Inc.	34	\$4,223,880
17	Gina L White	Lofgren-Sargent Real Estate	33	\$14,880,476
18	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	31.5	\$8,397,700
19	David Orso	Berkshire Hathaway HomeServices PenFed Realty	31.5	\$32,443,500
20	Mark D Simone	Keller Williams Legacy	31	\$11,600,854
21	Charlotte Savoy	Keller Williams Integrity	31	\$14,962,580
22	Jared T Block	Alex Cooper Auctioneers, Inc.	30	\$6,127,445
23	Daniel McGhee	Homeowners Real Estate	30	\$11,625,000
24	James T Weiskerger	Next Step Realty	29	\$13,663,980
25	Gregory A Cullison Jr.	EXP Realty, LLC	27.5	\$8,276,753
26	Bradley R Kappel	TTR Sotheby's International Realty	27	\$54,344,000
27	STEPHEN PIPICH Jr.	Corner House Realty North	27	\$8,865,250
28	Montaz Maurice McCray	Keller Williams Realty Centre	27	\$7,496,962
29	Vincent J. Steo	Your Home Sold Guaranteed Realty	27	\$9,045,400
30	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	26	\$15,999,400
31	Matthew D Rhine	Keller Williams Legacy	25	\$8,836,000
32	Daniel M Billig	A.J. Billig & Company	24.5	\$4,610,700
33	Louis Chirgott	Corner House Realty Premiere	23.5	\$11,346,515
34	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	23	\$12,468,000

RANK	NAME	OFFICE	SALES	TOTAL
35	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	23	\$7,641,200
36	Alex B Fox	Allfirst Realty, Inc.	23	\$6,191,400
37	James H Stephens	EXP Realty, LLC	23	\$7,975,500
38	Tom Atwood	Keller Williams Metropolitan	22.5	\$6,995,154
39	Dariusz Bogacki	Cummings & Co. Realtors	22.5	\$4,799,950
40	Laura M Snyder	American Premier Realty, LLC	22	\$9,936,778
41	Daniel B Register IV	Northrop Realty	22	\$5,359,949
42	Jeannette A Westcott	Keller Williams Realty Centre	22	\$11,658,523
43	Jessica L Young-Stewart	RE/MAX Executive	22	\$9,433,455
44	Enoch P Moon	Realty 1 Maryland, LLC	22	\$8,360,300
45	Bryan G Schafer	Next Step Realty	22	\$8,202,300
46	Michael J Schiff	EXP Realty, LLC	21.5	\$7,827,250
47	Timothy Lee Joseph Dominick	Coldwell Banker Realty	21	\$3,602,400
48	Kim Barton	Keller Williams Legacy	20.5	\$7,408,000
49	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	20	\$9,699,940
50	Juwan Lee Richardson	Keller Williams Legacy	20	\$4,157,100

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Dassi Lazar	Lazar Real Estate	20	\$6,578,622
52	cory andrew willems	EXP Realty, LLC	20	\$4,691,950
53	Tony Migliaccio	Long & Foster Real Estate, Inc.	20	\$7,747,850
54	Bill Franklin	Long & Foster Real Estate, Inc.	20	\$10,224,904
55	Wendy Slaughter	Elevate Real Estate Brokerage	19.5	\$8,730,486
56	Elizabeth Ellis	Brookfield Management Washington LLC	19	\$11,091,090
57	Gregory M Golding	ExecuHome Realty	19	\$2,081,800
58	John R Newman II	Keller Williams Flagship of Maryland	19	\$6,646,711
59	Luis H Arrazola	A.J. Billig & Company	18.5	\$1,928,100
60	Kelly Schuit	Next Step Realty	18	\$8,563,500
61	PETER WONG	Corner House Realty North	18	\$6,394,249
62	Jeremy William Martin	Coldwell Banker Realty	18	\$5,823,600
63	Pamela A Terry	EXP Realty, LLC	17.5	\$2,019,500
64	Gavriel Khoshkheraman	Pickwick Realty	17	\$1,802,000
65	Brian M Pakulla	RE/MAX Advantage Realty	16.5	\$11,602,811
66	Vincent M Caropreso	Keller Williams Flagship of Maryland	16.5	\$6,217,050

RANK	NAME	OFFICE	SALES	TOTAL
67	Jonathan Scheffenacker	Redfin Corp	16	\$7,193,300
68	Terry A Berkeridge	Advance Realty Bel Air, Inc.	16	\$5,147,250
69	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	16	\$2,457,350
70	Tiffany S Domneys	ExecuHome Realty	16	\$3,755,701
71	Timothy Langhauser	Compass Home Group, LLC	16	\$4,934,500
72	Barry J Nabozny	RE/MAX Premier Associates	16	\$9,336,580
73	Gary R Ahrens	Keller Williams Realty Centre	15.5	\$7,760,500
74	Jeff D Washo	Compass	15.5	\$6,812,900
75	Brendan Butler	Cummings & Co. Realtors	15.5	\$7,070,510
76	Mark A. Ritter	Revol Real Estate, LLC	15.5	\$5,592,340
77	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	15	\$16,123,500
78	Daniel S Drechsler	Exit Results Realty	15	\$4,363,900
79	Adam Chubbuck	Douglas Realty, LLC	15	\$5,989,000
80	Alexander T Cruz	Cummings & Co. Realtors	15	\$2,628,000
81	David M Willman	EXP Realty, LLC	15	\$4,039,990
82	Will L Rodgers	EXP Realty, LLC	15	\$4,361,612
83	Michael F Griesser Jr.	Corner House Realty	15	\$5,928,000
84	Ryan Bandell	Keller Williams Realty Centre	14.5	\$5,766,356
85	Ronald W. Howard	RE/MAX Advantage Realty	14.5	\$4,220,403
86	James P Schaecher	Keller Williams Flagship of Maryland	14.5	\$8,112,000
87	Keiry Martinez	ExecuHome Realty	14.5	\$3,882,500
88	Yevgeny Drubetskoy	EXP Realty, LLC	14.5	\$4,434,800
89	Un H McAdory	Realty 1 Maryland, LLC	14.5	\$8,357,890
90	Tracy J. Lucido	Keller Williams Lucido Agency	14.5	\$11,288,775
91	Colleen M Smith	Long & Foster Real Estate, Inc.	14	\$8,264,900
92	Kris Ghimire	Ghimire Homes	14	\$5,846,500
93	Matthew Spence	Keller Williams Integrity	14	\$7,101,452
94	Bob A Mikelskas	Rosario Realty	14	\$5,142,500
95	Michael Green	Witz Realty, LLC	14	\$4,366,150
96	Mark Richa	Cummings & Co. Realtors	14	\$6,845,000
97	Bob Simon	Long & Foster Real Estate, Inc.	14	\$3,395,500
98	Terence P Brennan	Long & Foster Real Estate, Inc.	14	\$5,304,750
99	Tracy Vasquez	Cummings & Co. Realtors	14	\$6,108,050
100	Jim Rambo	ABR	14	\$2,347,200

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Robert A Commodari	EXP Realty, LLC	14	\$5,117,200
102	Kevin L Reeder	RE/MAX First Choice	13.5	\$4,331,900
103	Ryan Shilow	R.E. Shilow Realty Investors, Inc.	13.5	\$5,730,500
104	Christopher Stumbroski	Keller Williams Legacy	13.5	\$4,208,225
105	Allen J Stanton	RE/MAX Executive	13.5	\$5,052,400
106	Andrew Johns III	Keller Williams Gateway LLC	13.5	\$4,753,800
107	Kimberly A Lally	EXP Realty, LLC	13	\$5,300,500
108	Robert P Frey	Exit Results Realty	13	\$4,505,100
109	Sarah E Garza	Keller Williams Flagship of Maryland	13	\$7,614,400
110	Santiago Carrera	Exit Results Realty	13	\$3,808,499
111	Carol L Tinnin	RE/MAX Leading Edge	13	\$6,439,700
112	Ryan R Briggs	Anne Arundel Properties, Inc.	13	\$7,528,554
113	Heidi S Krauss	Krauss Real Property Brokerage	13	\$18,126,000
114	Benjamin J Garner	Real Broker, LLC	13	\$5,520,800
115	Aimee C O'Neill	O'Neill Enterprises Realty	13	\$3,704,000
116	Kimberly A Weir	Long & Foster Real Estate, Inc.	13	\$4,817,400
117	Veronica A Sniscak	Compass	13	\$6,510,845
118	Sergey A taksis	Long & Foster Real Estate, Inc.	13	\$5,083,500
119	Gabriel M Dutton	Keller Williams Metropolitan	13	\$4,224,950
120	Daniel Borowy	Redfin Corp	13	\$5,970,750
121	Ann M King	Taylor Properties	13	\$2,007,600
122	Charles N Billig	A.J. Billig & Company	12.5	\$1,836,550
123	Sonya Francis	RE/MAX Solutions	12.5	\$4,082,100
124	Beth Viscarra	Cummings & Co. Realtors	12.5	\$8,266,000
125	Trent C Gladstone	Keller Williams Integrity	12.5	\$5,526,150
126	Kathy A Banaszewski	Real Estate Professionals, Inc.	12.5	\$2,329,050
127	Christopher W Palazzi	Cummings & Co. Realtors	12.5	\$2,008,000
128	Derek Blazer	Cummings & Co. Realtors	12	\$2,837,000
129	Kimberlee Randall	EXP Realty, LLC	12	\$4,991,400
130	Ashley Chesley	EXP Realty, LLC	12	\$840,000
131	Bethanie M Fincato	Cummings & Co. Realtors	12	\$6,305,240
132	Rebecca M Ravera	ExecuHome Realty	12	\$1,625,400
133	Nancy A Hulsman	Coldwell Banker Realty	12	\$4,883,650
134	Elizabeth E Monteleone	Monument Sotheby's International Realty	12	\$2,177,300

RANK	NAME	OFFICE	SALES	TOTAL
135	Daniel J Colacicco	Berkshire Hathaway HomeServices Homesale Realty	12	\$3,778,700
136	Wanda Gail Foster	CENTURY 21 THE REAL ESTATE CENTRE	12	\$4,458,410
137	Lauren Melissa DiMartino	EXP Realty, LLC	12	\$3,449,399
138	Tyler Ell	Keller Williams Realty Centre	12	\$5,967,046
139	Sunna Ahmad	Cummings & Co. Realtors	12	\$6,999,935
140	Joseph C. McDonnell	Corner House Realty	12	\$5,687,965
141	Jessica DuLaney (Nonn)	Next Step Realty	12	\$6,507,400
142	Christopher T Drewer	EXP Realty, LLC	12	\$4,196,700
143	Jeannette Hitchcock	RE/MAX Solutions	12	\$6,199,870
144	Chiu K Wong	Advantage Realty of Maryland	12	\$3,426,900
145	Catherine A Watson - Bye	RE/MAX Executive	12	\$5,420,400
146	Jessica H Dailey	Compass	12	\$5,724,170
147	Saul Kloper	EXIT On The Harbor Realty	12	\$3,914,900
148	Robert Elliott	Redfin Corp	12	\$4,644,800
149	John C Kantorski Jr.	EXP Realty, LLC	12	\$3,119,900
150	Teal Clise	EXP Realty, LLC	11.5	\$3,258,750

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

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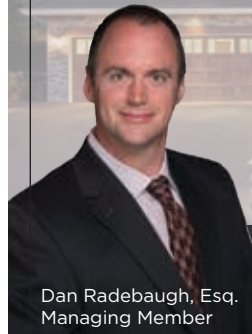


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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Tineshia R. Johnson	NVR Services, Inc.	245.5	\$128,677,035
2	Kathleen Cassidy	DRH Realty Capital, LLC.	180	\$92,229,956
3	Bradley R Kappel	TTR Sotheby's International Realty	27	\$54,344,000
4	Joseph A Petrone	Monument Sotheby's International Realty	53	\$36,015,423
5	Robert J Lucido	Keller Williams Lucido Agency	53	\$35,537,403
6	David Orso	Berkshire Hathaway HomeServices PenFed Realty	31.5	\$32,443,500
7	Shawn M Evans	Monument Sotheby's International Realty	43	\$32,241,052
8	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	67	\$30,987,035
9	Adam M Shpritz	Ashland Auction Group LLC	376.5	\$21,001,944
10	Lauren Ryan	NVR Services, Inc.	37.5	\$18,229,238
11	Heidi S Krauss	Krauss Real Property Brokerage	13	\$18,126,000
12	Lee R. Tessier	EXP Realty, LLC	49	\$17,933,394
13	Nickolaus B Waldner	Keller Williams Realty Centre	37.5	\$16,860,789
14	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	15	\$16,123,500
15	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	26	\$15,999,400
16	Charlotte Savoy	Keller Williams Integrity	31	\$14,962,580

RANK	NAME	OFFICE	SALES	TOTAL
17	Gina L White	Lofgren-Sargent Real Estate	33	\$14,880,476
18	James T Weiskerger	Next Step Realty	29	\$13,663,980
19	Lois Margaret Alberti	Alberti Realty, LLC	49	\$13,217,300
20	Jeremy Michael McDonough	Mr. Lister Realty	35	\$12,765,200
21	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	23	\$12,468,000
22	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	9.5	\$11,966,000
23	Alexandra T Sears	TTR Sotheby's International Realty	9	\$11,725,000
24	Jeannette A Westcott	Keller Williams Realty Centre	22	\$11,658,523
25	Daniel McGhee	Homeowners Real Estate	30	\$11,625,000
26	Brian M Pakulla	RE/MAX Advantage Realty	16.5	\$11,602,811
27	Mark D Simone	Keller Williams Legacy	31	\$11,600,854
28	Louis Chirgott	Corner House Realty Premiere	23.5	\$11,346,515
29	Tracy J. Lucido	Keller Williams Lucido Agency	14.5	\$11,288,775
30	Elizabeth Ellis	Brookfield Management Washington LLC	19	\$11,091,090
31	Charlie Hatter	Monument Sotheby's International Realty	10	\$11,023,500
32	Bill Franklin	Long & Foster Real Estate, Inc.	20	\$10,224,904
33	Georgeann A Berkinshaw	Coldwell Banker Realty	7.5	\$10,115,000
34	Creig E Northrop III	Northrop Realty	11	\$9,959,500
35	Laura M Snyder	American Premier Realty, LLC	22	\$9,936,778
36	Brian D Saver	Northrop Realty	10	\$9,779,000
37	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	20	\$9,699,940
38	Jessica L Young-Stewart	RE/MAX Executive	22	\$9,433,455
39	Gina M Gargeu	Century 21 Downtown	49	\$9,352,592
40	Barry J Nabozny	RE/MAX Premier Associates	16	\$9,336,580
41	Vincent J. Steo	Your Home Sold Guaranteed Realty	27	\$9,045,400
42	STEPHEN PIPICH Jr.	Corner House Realty North	27	\$8,865,250
43	Matthew D Rhine	Keller Williams Legacy	25	\$8,836,000
44	Wendy Slaughter	Elevate Real Estate Brokerage	19.5	\$8,730,486
45	Kelly Schuit	Next Step Realty	18	\$8,563,500
46	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	31.5	\$8,397,700
47	Enoch P Moon	Realty 1 Maryland, LLC	22	\$8,360,300
48	Un H McAdory	Realty 1 Maryland, LLC	14.5	\$8,357,890
49	Lori R Gough	Long & Foster Real Estate, Inc.	6.5	\$8,338,500
50	Gregory A Cullison Jr.	EXP Realty, LLC	27.5	\$8,276,753

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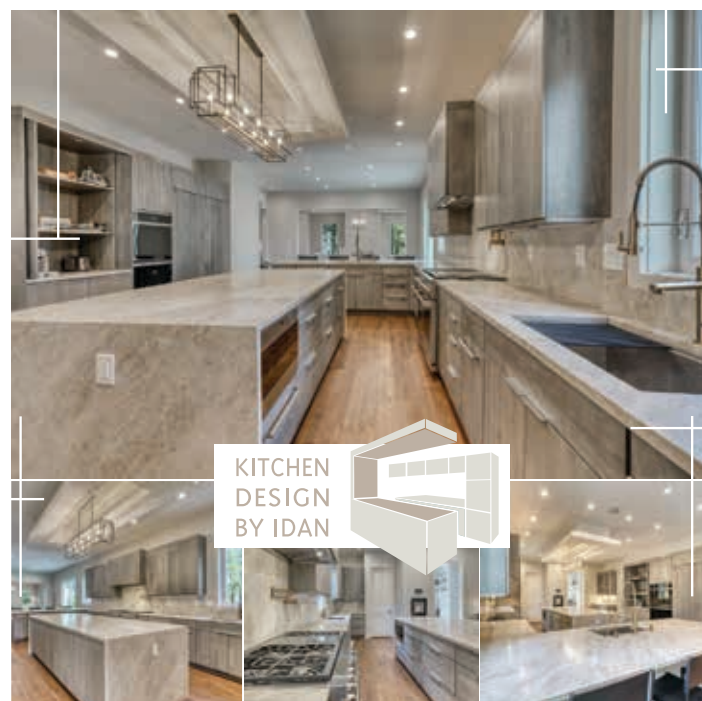
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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Beth Viscarra	Cummings & Co. Realtors	12.5	\$8,266,000
52	Colleen M Smith	Long & Foster Real Estate, Inc.	14	\$8,264,900
53	Bryan G Schafer	Next Step Realty	22	\$8,202,300
54	James P Schaecher	Keller Williams Flagship of Maryland	14.5	\$8,112,000
55	James H Stephens	EXP Realty, LLC	23	\$7,975,500
56	Malcolm Freeman	Keller Williams Gateway LLC	11	\$7,905,790
57	Michael J Schiff	EXP Realty, LLC	21.5	\$7,827,250
58	Gary R Ahrens	Keller Williams Realty Centre	15.5	\$7,760,500
59	Tony Migliaccio	Long & Foster Real Estate, Inc.	20	\$7,747,850
60	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	23	\$7,641,200
61	Sarah E Garza	Keller Williams Flagship of Maryland	13	\$7,614,400
62	Ryan R Briggs	Anne Arundel Properties, Inc.	13	\$7,528,554
63	Montaz Maurice McCray	Keller Williams Realty Centre	27	\$7,496,962
64	Carol Snyder	Monument Sotheby's International Realty	8	\$7,487,000
65	Anthony M Friedman	Northrop Realty	10	\$7,460,000
66	Jean Berkinshaw Dixon	Coldwell Banker Realty	4	\$7,411,500
67	Kim Barton	Keller Williams Legacy	20.5	\$7,408,000
68	Richard H Watson	Long & Foster Real Estate, Inc.	5	\$7,252,500
69	Jonathan E. Rundlett	Toll MD Realty, LLC	4	\$7,239,510
70	Jonathan Scheffenacker	Redfin Corp	16	\$7,193,300
71	Lee M Shpritz	Ashland Auction Group LLC	126.5	\$7,163,198
72	Matthew Spence	Keller Williams Integrity	14	\$7,101,452
73	Brendan Butler	Cummings & Co. Realtors	15.5	\$7,070,510
74	Christina J Palmer	Keller Williams Flagship of Maryland	8	\$7,032,656
75	Sunna Ahmad	Cummings & Co. Realtors	12	\$6,999,935
76	Tom Atwood	Keller Williams Metropolitan	22.5	\$6,995,154
77	James M. Baldwin	Compass	11	\$6,956,750
78	Wendy T Oliver	Coldwell Banker Realty	10	\$6,905,000
79	Paul A Sudano	Monument Sotheby's International Realty	5.5	\$6,893,500
80	Mark Richa	Cummings & Co. Realtors	14	\$6,845,000
81	Jeff D Washo	Compass	15.5	\$6,812,900
82	Sarah Greenlee Morse	TTR Sotheby's International Realty	6	\$6,802,990
83	John R Newman II	Keller Williams Flagship of Maryland	19	\$6,646,711
84	Sandra K Libby	Long & Foster Real Estate, Inc.	5	\$6,620,000

RANK	NAME	OFFICE	SALES	TOTAL
85	Dassi Lazar	Lazar Real Estate	20	\$6,578,622
86	Amber Krause	TTR Sotheby's International Realty	3	\$6,561,000
87	Veronica A Sniscak	Compass	13	\$6,510,845
88	Jessica DuLaney (Nonn)	Next Step Realty	12	\$6,507,400
89	Carol L Tinnin	RE/MAX Leading Edge	13	\$6,439,700
90	PETER WONG	Corner House Realty North	18	\$6,394,249
91	Melissa K Hamet	Cummings & Co. Realtors	9	\$6,390,000
92	Jennifer Schaub	Long & Foster Real Estate, Inc.	11	\$6,380,000
93	Eric J Black	Northrop Realty	10	\$6,308,500
94	Bethanie M Fincato	Cummings & Co. Realtors	12	\$6,305,240
95	Melanie F Wood	Coldwell Banker Realty	7.5	\$6,290,900
96	Poonam Singh	Redfin Corp	11	\$6,273,890
97	Effy Z Lamp	Northrop Realty	11.5	\$6,266,575
98	David C Luptak	Long & Foster Real Estate, Inc.	10	\$6,230,000
99	Kristi C Neidhardt	Northrop Realty	10.5	\$6,222,000
100	Vincent M Caropreso	Keller Williams Flagship of Maryland	16.5	\$6,217,050

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Jeannette Hitchcock	RE/MAX Solutions	12	\$6,199,870
102	Jory Frankle	Northrop Realty	8.5	\$6,196,750
103	Alex B Fox	Allfirst Realty, Inc.	23	\$6,191,400
104	Elizabeth C Dooner	Coldwell Banker Realty	6	\$6,162,000
105	Jared T Block	Alex Cooper Auctioneers, Inc.	30	\$6,127,445
106	Jason F. Rubenstein	Cummings & Co. Realtors	9	\$6,125,000
107	Sandra P Jaso	Northrop Realty	5	\$6,119,680
108	Tracy Vasquez	Cummings & Co. Realtors	14	\$6,108,050
109	Jennifer A Klarman	Long & Foster Real Estate, Inc.	11	\$6,088,500
110	Robert A Kinnear	RE/MAX Advantage Realty	8	\$6,054,000
111	Tina C Cheung	EXP Realty, LLC	8	\$6,019,300
112	Adam Chubbuck	Douglas Realty, LLC	15	\$5,989,000
113	Daniel Borowy	Redfin Corp	13	\$5,970,750
114	Tyler Ell	Keller Williams Realty Centre	12	\$5,967,046
115	Catherine Barthelme Miller	AB & Co Realtors, Inc.	9.5	\$5,951,500
116	Michael F Griesser Jr.	Corner House Realty	15	\$5,928,000

RANK	NAME	OFFICE	SALES	TOTAL
117	Heather Giovingo	Coldwell Banker Realty	10	\$5,906,400
118	Kris Ghimire	Ghimire Homes	14	\$5,846,500
119	Jeremy William Martin	Coldwell Banker Realty	18	\$5,823,600
120	Biana J Arentz	Coldwell Banker Realty	7	\$5,769,000
121	Ryan Bandell	Keller Williams Realty Centre	14.5	\$5,766,356
122	Ryan Shilow	R.E. Shilow Realty Investors, Inc.	13.5	\$5,730,500
123	Jessica H Dailey	Compass	12	\$5,724,170
124	Shun Lu	Keller Williams Realty Centre	8	\$5,696,000
125	Joseph C. McDonnell	Corner House Realty	12	\$5,687,965
126	Laura M. Ball	Cummings & Co. Realtors	7	\$5,681,150
127	Mark A. Ritter	Revol Real Estate, LLC	15.5	\$5,592,340
128	Joshua Shapiro	Douglas Realty, LLC	9.5	\$5,565,500
129	Trent C Gladstone	Keller Williams Integrity	12.5	\$5,526,150
130	Benjamin J Garner	Real Broker, LLC	13	\$5,520,800
131	Jason P Donovan	RE/MAX Leading Edge	11.5	\$5,497,177
132	Karen A Luster	Long & Foster Real Estate, Inc.	11	\$5,486,900
133	Donna J Yocum	Keller Williams Realty Centre	8.5	\$5,472,084
134	Matthew Tyler Kalogeras	Houwzer, LLC	8	\$5,471,900
135	Ricky Cantore III	RE/MAX Advantage Realty	9.5	\$5,468,150
136	Teresa M Dennison	Long & Foster Real Estate, Inc.	9	\$5,449,500
137	Arianit Musliu	Redfin Corp	10	\$5,443,640
138	Catherine A Watson - Bye	RE/MAX Executive	12	\$5,420,400
139	Jay J Fischetti	Keller Williams Realty Centre	10.5	\$5,393,400
140	Trent R Waite	Cummings & Co. Realtors	9	\$5,390,500
141	Francis P DiBari	Cummings & Co. Realtors	10.5	\$5,368,792
142	Daniel B Register IV	Northrop Realty	22	\$5,359,949
143	Benjamin D McGann	Berkshire Hathaway HomeServices PenFed Realty	9.5	\$5,349,000
144	Kristian A Kan	Northrop Realty	10	\$5,346,750
145	Terence P Brennan	Long & Foster Real Estate, Inc.	14	\$5,304,750
146	Kimberly A Lally	EXP Realty, LLC	13	\$5,300,500
147	Eric C McPhee	Cummings & Co. Realtors	2	\$5,300,000
148	Jennifer L Drennan	Taylor Properties	11	\$5,278,900
149	Steve Allnutt	RE/MAX Advantage Realty	8.5	\$5,269,650
150	Matthew P Wyble	CENTURY 21 New Millennium	9	\$5,234,757

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

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**KELLI SHOCKEY**

*Kelli Shockey of eXp Realty*

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