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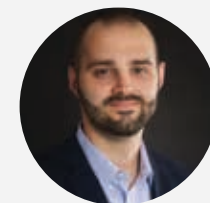
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\*While it is Movement Mortgage's goal to provide underwriting results within 6 hours of receiving an application, process loans in seven days, and close in one day, extenuating circumstances may cause delays outside this window. | 5700 Coastal Hwy, Ste 200, Ocean City, MD 21842 | DE-MLO-1446275, FL-LO60579, MD-1446275, VA-MLO-31354VA, PA-63595 | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). 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. For more licensing information please visit [movement.com/legal](http://movement.com/legal)

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# WELCOME

## BALTIMORE REAL PRODUCERS CLASS OF 2023!

By Jilleien Franquelli

A very long time ago, and still today in some cultures, spring is the start of the New Year. It makes sense, right? Think about the very first day when you walk outside, and it does not feel like winter. How the sun feels on your face, and the warm breeze uplifts you as you see signs of new life in nature. We feel lighter, happier, and ready to put into motion the plans and intentions of our new year. That is exactly what March is for the *Baltimore Real Producers* community, it is a New Year and a new Top 500.

Before we move on, just a few final words on the remarkable year that was 2022.

We asked the community (in the private FB group) to describe 2022 real estate in a few words. Here is your feedback:

### THE GOOD

- Managing expectations
- Rising Tides Raise ALL SHIPS!
- Not for amateurs! Professionals stood out!
- Still hot, despite rising rates
- Dust yourself off
- Be creative
- Always opportunity in Central, MD!
- End relentless, shift to normalizing
- Double down, take market share
- It was great to be a seller
- Fascinating
- We rise by lifting others
- Extreme growth
- Bring it back
- I bought mad shoes

### THE UNPLEASANT

- More buyers than sellers
- Volatile AF
- A glass case of emotions
- "I'm the problem; it's me"
- It's called the LAW of supply and demand for a reason

- I didn't make the cut
- I need a drink
- Whiplash
- "Upside down, you're turning me, inside out"
- Sellers rule and buyers drool
- It's 5 o'clock somewhere
- Don't be so dramatic, 2022!
- Glad it's over
- Sight unseen

### THE UNEXPECTED

- Expect the unexpected, and pivot
- Roller coaster
- Well, that was fun
- Insane in the membrane
- Thinking outside the box!
- Highlighted lack of knowledge/training
- Started strong, ended strong differently.
- When the music stops
- Tide went out, you're naked
- Prices were unbelievable
- Not for the faint of heart
- War of the roses
- Ride the wave

Each of you traversed these peaks and valleys of the past year and marched yourself right to the TOP. We are happy you are here and look forward to celebrating you this year.

For the first time, we have a website to help members make the most of this community and have access to a host of helpful resources. You can visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) to find the following...

- Your 2023 Top 500 Badge to use for marketing
- Join our Private Facebook Group (Baltimore's Top 500 Real Producers Community)
- 2023 BRP Event Schedule with links to get tickets
- Links to nominate agents to be featured in BRP magazine and recommend your favorite vendors
- Update your contact information in our system
- FAQs about the BRP community
- List of our Preferred Partners

Speaking of Preferred Partners...This magazine and platform is FREE for the top 500 agents only because of them. We have been a special witness to how much these businesses believe in YOU and the COMMUNITY.

Go ahead and check out our Preferred Partner index in this edition, on the website, and pinned to the top of our Facebook group to familiarize yourself with the businesses. Each of them has been heavily recommended to us by YOU, the top agents in the community. They are the best of the best, and we look forward to our top agents and partners continuing to build strong relationships over the years to come!

This year we had 385 returning members, which means there are 115 new agents joining this spectacular group! WELCOME and CONGRATULATIONS to the Class of 2023.



Always!

**Jill**  
Editor-in-Chief  
[Jill@rpmags.com](mailto:Jill@rpmags.com)

## BALTIMORE REAL PRODUCERS

# 2023 EVENTS CALENDAR

**Thursday, Mar. 16**

3 p.m. - 7 p.m.

*Eat, Drink and Be Irish*

*Claddagh Pub — 2918 O'Donnell St., Baltimore, MD 21224*

Join us for a shindig full of shenanigans and malarkey to celebrate St. Paddy's Day and fundraise for Love & Lunches. Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) to get tickets.

**Friday, Apr. 21**

2 p.m. - 5:30 p.m.

*Community Cleanup and Happy Hour*

*Checkerspot Brewing Company — 1399 South Sharp St., Baltimore, MD 21230*

Come celebrate Earth Day by beautifying Baltimore while connecting with the BRP community! Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) to get tickets.

**Thursday, May 4**

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

*Spring Mastermind*  
**TBD**

The perfect combination of collaboration, learning, and connecting with top producers on a deeper level. Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) to get tickets.

**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) to get 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](https://BaltimoreRealProducers.com) for updates.

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By Molly Lauryssens  
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# Courtney Pleiss

## LEANS IN, LETS GO

Courtney Pleiss experienced her fair share of challenges but you'd likely never know. Her positive attitude and easy nature helped see her through a perfect storm of sorts. It was around May 2016 and she had recently given birth to her second child and was going through a divorce. She decided that because her current job was not offering stability and peace of mind (although it did offer health insurance), she'd get her real estate license on the advice of one of her friends while out on maternity leave. This friend was established in the business and looking to start a team focusing on FSBOs.

During Courtney's first listing appointment, the homeowner had a small dog. Being a true animal lover, she doted on that dog as it sat on her lap. When she left, she noticed bruises all over her legs from that small dog. She figured it was hormonal (from the pregnancy) and didn't think much of it then, but still decided to go for a doctor visit. When the results from her blood work came in, she got a call from her doctor, requesting she call an ambulance and get to the hospital immediately.

Courtney learned she had a rare autoimmune disease where her blood was not clotting, and any type of wound or hard bump could cause her to bleed out, which is why the doctor didn't want her driving. Eventually, they'd put her on steroids which initially helped stabilize her. But at the end of her maternity leave they stopped working, so it became a struggle. Meanwhile, she went to apply for long-term disability, and the HR person got wind of that, and terminated her before she could apply. It was one thing after another. Now she had no income or health insurance with two young children. Just when she thought it couldn't get any worse, that team she

joined in real estate, her "friend" closed on two of her listings in one month and kept all the profits.

It was a dark time for her indeed. So how did she persevere? "I stayed positive, but it wasn't always easy. I was fighting divorce and [all these other things]. And I'm not a fighter! So I had no choice, I just had to let things go." Things didn't happen overnight but eventually the storms passed.

### Service Mentality

Courtney grew up in Sparks as an only child; her parents loved animals. One year her mom was invited to judge a 4-H cat show so she began spending lots of time at 4-H functions. One day, she'd even be crowned the Baltimore County Farm Queen. Throughout the years, her family owned goats, sheep, and other livestock. She went to Oldfields High School and then went on to study social work with a focus on children at Towson University. But then, her life took some unexpected turns.

“

I care very deeply. I'm very empathetic and like to brighten the room.

”



...

Before real estate, Courtney was licensed in the health and insurance space. Then she moved on to a new position with an IT company that administered health savings accounts. Here she moved up the ranks, becoming Director of Account Management. However, with a toddler, one of the problems she had was the travel. Not all was lost though. If she traveled for more than one night, she'd fly her mother and daughter with her to enjoy some time away. Still, this position wasn't sustainable with her second child on the way, and that's when she got talked into real estate.

Eventually, these struggles led her to fully commit to real estate (although she took a summer part-time job to get through for six months) in 2017. Despite the early challenges, she kept pushing through and growing the business. Now she is licensed in Maryland and Pennsylvania with eXp and, in 2022, closed on \$12.5 million in sales. In 2020, she started a team, which she never imagined she'd do. "It kind of blows me away! People are attracted to me, and I think it's because I care and put good out," she confessed, saying people have called her Pollyanna her whole life. "I care very deeply. I'm very empathetic and like to brighten the room."

Even though she's a single mom and her life is crazy busy, she stays active with 4-H. She volunteers as the "rabbit co-superintendent" for the Baltimore County 4-H and the Hereford Junior Farm Fair. You'd think her true animal love was rabbits, but it is not, although she dubbed rabbits as "the gateway animal." Her passion for 4-H stems from connecting with the kids, and her goal is "Helping them blossom to become who they are, and 4-H has many different avenues for that."



Courtney lives in Sparks with her two children: 10-year old Gretchen, and 6-year old Emmett. They are both active in sports, and Courtney jokes that she has become the sports mom chauffeur. Gretchen is also involved with 4-H and Emmett is in the robotics club. Her favorite role,

in addition to being a mom, is helping others. "I love being a mom... The last few summers you could find me building the set for my daughter's summer play. I will always step up to volunteer and find great pleasure in helping others succeed."



“  
I will always step up to volunteer and find great pleasure in helping others succeed.  
”

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# Lead Gen

## Like A New Agent

► community contribution

By Nick Waldner

Lead Generation is not for new agents; it's for ALL agents! In fact, this has been written, first and foremost, for agents that have been in the business for five+ years. The ones with a large number of transactions under their belts and many, many past clients. This is designed to reconnect and reinvigorate your database.

Now, I also know many new agents will read this. For you, I've added ways to instill the fundamentals into your practice from Day 1. Something most experienced agents wished they would have done.

Growth comes from clarity, priorities, and focused action. The first two are preparing your mind for the action you must take.

**When it comes to lead generation, we control three things:**

1. Who do we choose to follow up with?
2. By what frequency?
3. By what intensity?

Let's break this down so that we truly understand what is needed to succeed.

### 1. The WHO:

Your goal is to compile a list of 325 names (I'll tell you why 325 later). These should be people who would most likely transact business with you (again) or would happily refer you to the people they care about. They must **KNOW**, **LIKE** and **TRUST** you! As we compile our list, here are some tips:

- Start with your past clients. The ones that have transacted business with you already. These people **KNOW** you, **LIKE** you and, because of the successful transaction, **TRUST** you. Someone who has had a great experience will always be more likely to pass along a referral than someone who has not. How many past clients do you have? Make a list or label them all in your CRM.
- Next, create a list of anyone who has ever given you a referral. If they've sent you someone to help in real estate, then we know they also **KNOW** you, **LIKE** you, and **TRUST** you; otherwise, they wouldn't have referred you! Often, these people are in a position to give us multiple referrals throughout the year. Reward that behavior and make sure they are part of your WHO. Have you reached 325 yet? If you are an experienced agent, you might have!
- If not, we should now look to our sphere of influence. The reason we don't start here is that many people like you as a person but don't necessarily trust you as a REALTOR®. You have formed trust in your personal relationship but not yet through your business. If you don't have a lot of past clients or referral sources, your social circles are a great place to find your 325. What is key here is to prioritize. First include your immediate friends and family that you believe would absolutely refer you if given the chance. Then start looking for the "weaker connections" to people who **KNOW**, **LIKE** and would most likely **TRUST** you. This could be your brother's best friend, your high school friend's parents, the person who cuts your hair, a lender you work with, the manager at a local restaurant you

frequent, etc. Try to think BROAD. We want quantity first, and then you can go back and narrow it down to the quality depending on how many you still need to reach your goal of 325.

### 2. The FREQUENCY

By frequency, I mean how often these people will hear from you. This group of 325 is NOT your current clients. It's not people that are looking to transact in the next 2-12 months. For those people, you will set up reminders and contact points depending on their motivation and timeline. Our list of 325 people is the ones that know, like, and trust you but haven't given you any indication that they need your services just yet. Remember that the average person buys a home every 5-7 years, which means the majority of the people on your list will not need your services in the next 12 months. Most REALTORS® try to focus on people who need to buy or sell in the next 30-90 days. Knowing how often people move leaves a vast majority of the people you know out. If we change our perspective to become their "REALTOR® for life," then we need to communicate when they have a need **and** during the years between home purchases.

You must be consistent with your follow-up if you expect great results. Consistency comes from not thinking. How do you put yourself in a position to know WHAT to do without having to think WHO? Success comes from automatic reminders in a system that prompts you that it's time to reach out again. Don't rely on your memory or some rudimentary method of keeping track, find a CRM/Technology Platform with the tools you need so that each day you are prompted BY THE SYSTEM as to who to reach out to today. This is a key step in the process. The greater the consistency, the greater the results. A wise man once said, "Success is simple," so just follow the system!

### 3. The INTENSITY!

Calling someone every day who doesn't have plans to buy or sell a home would be a bit too intense. But not speaking to someone for six months or a year would have the opposite effect. You can't stay top of mind for

referrals and won't be remembered when they need help. So how do we create the right intensity without overwhelming or underwhelming your clients?

Most experts agree that the highest form of interaction is face-to-face. However, we also know this to be the least efficient. The next best option is to have a conversation. Yes, our pocket computers work for more than just email, social media, and texting! Our phones are the next best thing to face-to-face. You should set a goal to call and have a conversation with each person in your 325 at least once a quarter. But is four times a year enough? Most likely not. That is why I also suggest connecting with your WHOs on social media once a quarter and sending a text or handwritten note once a quarter. Done successfully, that is 12 touches in 12 months. Now, by varying the touches — call, sm touch, txt, call, sm touch, hand written note, call, etc. .... We find a balance between consistency and intensity!

### The 5-5-5 Method

The simple solution for what we just learned is modeled in the 5-5-5 method. It alone takes care of numbers two and three above- Frequency and Intensity! So what do you need to focus on? The "Who!" Your homework is to get started on your list of 325 people. Why 325? Because if you call five people a day, for an entire quarter (65 business days) you will have reached 325 people! Now follow the method, and you will reach 325 people 12x's a year without being too intense or suffocating!

Get started today and see your results start to soar.

### BONUS

You don't need your entire 325 people before you get started. Let's say you have 125 people on your current list. Start by having five conversations each day with your 125, and you will have five weeks worth of calls AND five weeks to find new people to add. If you call five a day and identify five more to add, you'll be at 250 within five weeks and give yourself another five weeks to find the 75 more. Don't delay; get started today.

Be on the lookout for our next chapter- ways to provide value! We now know WHO we are following up with, HOW we are following up, and HOW often. Next, we'll discuss WHAT to do to show value and keep it interesting!



Nick, with 20 years in the industry, runs the Waldner Winters Team of KW. By hiring talented people and giving them the runway to succeed, his team has taken off! Now ranked as the #1 KW Group in all of Maryland and DC, his team is constantly striving for more. When he isn't working, Nick loves to travel and is an adventure nut! With all of this success, nothing compares to the time he gets to spend at home. With a little girl on the way, Nick already has two little boys keeping him and his wife on their toes! Soon enough, he'll have three little adventure partners ready to travel.



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# MATT MILLER

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In December 2007, at just 17 years old, Matt Miller was days away from signing his letter of intent to play Division 1 Lacrosse at Drexel University when he was diagnosed with testicular cancer. He went through surgery to remove the testical, three months of chemotherapy plus surgery to remove the remaining lymph nodes in the tennis ball-sized tumor in his abdomen. None of this was going to shake his resolve. In fact, it only fueled his fire. By February he was suiting up, and in March, the team would dominate and take home a championship, Matt's third in his high school career. He was ranked as one of the top goalies in the country. . . .



Matt and his family received such an amazing outreach of support at that time that they started the We Believe Foundation for teens and young adults who didn't have the means or insurance to support their treatment journeys. With the help of the lacrosse communities, they helped hundreds of families on this journey.

These days, Matt is the branch manager at AnnieMac Annapolis, and his fearlessness to succeed continues. "We are capable of far more than we could ever imagine! If you've been thinking about doing something and that little voice inside of your head starts chatting with you about why you shouldn't, this is your permission to ignore it and take action."

We were lucky enough to get with Matt to learn more about him and his business.

**BRP: Tell us about your career and team. How did you get started?**

**Matt:** I started my career in the mortgage business on Jan. 1, 2016, as a loan partner and began building my own personal business as an Originator exactly one year later. After four years and a lot of hard work and dedication, I earned a spot in Scotsman's Guide's Top 1% of Originators in the country!

For a year after that, I was a sales manager where I personally closed \$97 million in loan volume while growing the sales staff's loan production by 450% in 2020 through the craziness of COVID-19.

On January 12, 2021, I decided to make the entrepreneurial leap of faith and open my own mortgage branch, building our team from scratch with my brother, Aaron Jacobson and fellow loan officer, Hannah Katz. We opened a brand new office right down the road from the Naval Academy here in Annapolis on the water in Eastport. I can proudly say that I have found my forever home at AnnieMac Home Mortgage.

We've been building our team for two years now, and the ups and downs of that everyday process is my favorite part of the business. I work with incredible people within our team, including our referral partners and clients and am surrounded by individuals who push me to be the best version of myself every day. In just two short years, we've doubled every year, growing into a team of 11.

**BRP: What makes you guys unique?**

**Matt:** We are young, with the average age at our branch being 27 years old, which gives us naive positivity and passion for growth. As a group, we've closed over 500 loans in a short period of time here at AnnieMac. Our team is made up of half-female and half-male loan originators, which is super rare in the industry and makes us one of a kind!

Plus, we're huge on social media! We're driving hundreds of leads through TikTok, one of our pieces of content pulled over 2.1 million views (made by our very own loan originator Theoni Rapo, also known as @theonithelender). We are promoting our loan officers through the branch to build their individual brands, for example, our infamous celebrity mortgage content creator, Kendall Winkelman. We're also getting our referral partners involved and creating engaging content for them to get out of their comfort zones and build their individual brands on social media as well.

I think what makes us unique is our collaborative and truly supportive team culture we've built. We hold each other accountable, and we're family. Not only do I get to work with my brother building this business every day, but one of my best friends as well is David Gruner, who is an originator that joined our team in 2022 after a 13-year career in the car business. We are goal-oriented and put regular plans in place to reach them. We host quarterly wellness retreats to make sure our bodies and minds are right so we can give 110% to our clients and partners. And we are true business partners with our agents! We actively provide value and support, whether that's through business planning or helping them with their social media marketing; we are here to help them grow their businesses!

**BRP: What do you do for fun?**

**Matt:** I love to push myself mentally and physically in tough workouts and outdoor runs. Every other second that I'm not doing that or building businesses, I'm spending time with my family!



AnnieMac Annapolis Branch: David Gruner, Aaron Jacobson, Theoni Rapo, Hannah Katz, Kendall Winkelman, and Matt Miller

“ If you've been thinking about doing something and that little voice inside of your head starts chatting with you about why you shouldn't, this is your permission to ignore it and take action. ”



Matt with his wife (Christina) and sons (MJ, Wells, and Woods)



“ I think we are living in one of the greatest real estate markets of our time, and I wish nothing but success and happiness to everyone in the business. ”


My family consists of my wife, Christina and our three boys: 5-year-old MJ, 3-year-old Wells and 9-month-old Woods. Christina is an amazing boy mom and an incredibly talented family portrait photographer. We are busy! MJ is having a blast learning jiu-jitsu, Wells is a ball

of happy energy, constantly doing handstands and putting on shows, and our little guy Woods smiles with his entire face!


**BRP: What else would you like readers to take away from your article?**

**Matt:** I think we are living in one of the greatest real estate markets of our time, and I wish nothing but success

and happiness to everyone in the business. My advice to you is to go on offense. Take risks, be unafraid and take action! I'm more grateful than you'll ever know for everyone that's been a part of this journey and excited for those who will be joining us in the years ahead as we continue to change lives and grow our one-of-a-kind team.



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# DAN

## BROVER

*navigating his purpose*

Dan Brover thrives on people. He loves talking to them, helping them, and making them smile. It's who he is and what he's all about. Dan started volunteering in the sixth grade, and he's never stopped. He finds his sense of purpose through giving back, whether it's helping out at an animal shelter in Reisterstown, cooking meals for the homeless at Paul's Place, a community center in Pigtown, or serving food at a Carroll County food bank, or Home Care for the Homeless. It's what drives him.

**“** I really have been diving into what my true purpose on this planet is. It just keeps coming down to helping people. I am here to serve people. I know it sounds corny and cliché, but that's who I am, and I feel I radiate it. It's my purpose, and I run with it.

▶▶ making a difference

By Tom Worgo  
Photos by Maryland Photography Inc.

...

Dan, a 29-year-old Mt. Washington resident, also raised \$2,000 with friend Chris Yankosky for a St. Jude's Children's Research Hospitals bike-a-thon to help kids with cancer. He also heads up an effort to clean up the trash on the streets of Baltimore City.

Of all his volunteer efforts, he's particularly proud of a program he helped launch, the Baltimore City Navigator Project, when he was a pre-law student at the University of Baltimore. The program helped people without lawyers "navigate" their way through the Maryland District Court.

"I really have been diving into what my true purpose on this planet is," says the University of Baltimore graduate. "It just keeps coming down to helping people. I am here to serve people. I know it sounds corny and cliché, but that's who I am, and I feel I radiate it. It's my purpose, and I run with it."

“

**I don't know if this nonprofit would have started if I hadn't gotten into real estate. I have all my connections and the network I have grown through real estate.**

”

Even so, all those efforts were never quite enough to satisfy him. At least not until May of 2021, when he founded the nonprofit, *Every Day is Earth Day Inc.* It is now the focus of his altruism.

It all started with a one-day cleanup in the city. From there, the project took on a momentum of its own. Once Dan saw how excited and eager people were to come back for the next one, it lit a fire under him. *Every Day Is Earth Day* has gone on to complete seven clean-ups in 13 months and rid Baltimore of more than 3,000 pounds of trash. Dan also spearheaded a similar urban cleanup in Philadelphia. He hopes to do the same thing in Tampa Bay.

"We just started as, 'Hey, we want to pick up trash.'" Dan says. "Now we want to make it a national kind of thing. Say, one day a year in every city, we hope to have a national cleanup with 20 to 50 people. We want to get into educating inner city kids about the importance of the environment and keeping it clean."

Brover has led cleanups in Patterson Park, Roosevelt Park, and Waverly. Besides parks, Dan and about 40 volunteers picked up trash in streets, sewers, and along streams and rivers.

"I don't know if this nonprofit would have started if I hadn't gotten into real estate. I have all my connections and the network I have grown through real estate."

#### Overcoming Anxiety

Dan admits to struggling with anxiety before finding a groove in his chosen profession. He worked in sales most of his career and was a team member at a café, The Corner Pantry, in Mt. Washington.

"Time is of the essence, and everything needs to be done right away, right then and there," he explains. "I wouldn't sleep. I would think about what I missed that night (from the day before)." He overcame his anxiety by looking at the bigger picture "and realizing it's not life and death."

Now, Dan is thriving in real estate, working for eXp Realty in Owings Mills. He amassed \$8.5 million in sales in 2022. Since he holds licenses in both Maryland and Florida, he decided to go to Tampa Bay for two months this winter and over the next few winters. "I have family and friends down here," he says. "It's paradise, to say the least."



...

...

Looking back, Dan doesn't doubt he made the right career choice. He gets tremendous satisfaction when he closes a sale. It's the best part of the job for him. "Helping people. That's what it always comes down to," he says. "It's the biggest choice of their life at that time. It's really meaningful to see it all come through. I've had first-time home

buyers crying at the closing table, saying thank you so much. Just that alone makes it worth it."

When Dan isn't working, he enjoys outdoor activities like rock climbing, hiking with his dog, kayaking, and camping. He frequently travels (about 20 countries), collects knickknacks, and sings opera for his family and friends.

"The first three years, it's constant hustling and bustling and missing dinners and events," Dan said of being a REALTOR®. "You quit your nine-to-five job to work seven days a week and [have to fight to find time for yourself]. But I have definitely gotten better at that."



Zainab Ali - Treasurer at Every Day is Earth Day  
Alaya Dyson - President  
Dan Brover - Founder  
Jason Kovens - Chief of Staff

“ Helping people. That’s what it always comes down to. It’s the biggest choice of their life at that time. It’s really meaningful to see it all come through. ”



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# Being Organized is an Act of Self-Love

By Jessica Terenyi



community contribution

Too often, we neglect to fulfill our own self-love and pour what little remains into other people, places, and things. Did you know organizing can actually serve to fulfill your self-love? Here are 10 ways organizing your home and life can actually help you achieve the ultimate self-love.

## #1 Peace

Being organized creates a sense of peace. We no longer find ourselves in the chaos of the great search in our homes for the things we need on a day-to-day basis. We no longer find ourselves struggling with money, career, education, physical health, mental health, spirituality, or relationships. Peace is ours in the present.

## #2 Abundance

Being organized creates room for abundance. We let go of the things that no longer serve us in our homes and our lives. By letting go, we make space for receiving. Maybe in our homes, we are making space to receive fresh inspiration and new design ideas. Maybe in our lives, we are making space for more money, career growth, wellness, spirituality, and/or relationships. Abundance allows us to step into the greatest version of ourselves.

## #3 Time

Being organized gives us time back in our day. This means more time for the people, places, and things that matter most to us. Maybe in our homes, we have more time for family meals and activities. Maybe in our lives, we have more time to build our businesses, education, wellness, spirituality, and/or relationships. Time is ours for the making.

## #4 Energy

Being organized gives us more energy. We no longer find ourselves drained mentally, physically, and emotionally. Our homes level up with energy. We feel motivated to do more when we are living in an energetic environment. Our lives are also leveled up. We feel motivated to invest our energy into all spaces in our life. Energy allows us to handle more and do more.

## #5 Balance

Being organized provides balance. We can finally step into an ebb and flow of our work and life that suits ourselves and our families. Our homes and lives work in unison. Balance keeps us together.

## #6 Better Health

Being organized leads to better health. We are encouraged to make better choices through exercise and nutrition. Maybe in our homes, we have finally set up our exercise room and created a space for

meal prep for healthy eating solutions. Maybe in our lives, we are encouraged to be more adventurous with our exercise and can easily make better choices when eating out with family and friends. Better health allows us to wisely indulge to celebrate the success of our behaviors and actions that have led us to a healthier lifestyle.

## #7 Stress Relief

Being organized provides stress relief. We are no longer wrapped up in our minds and frantic with the various to-dos on our personal and business lists. Our homes and lives are calm. Not perfect. Not without stress but with more moments of clarity and relief.

## #8 Increased Productivity

Being organized increases our productivity. We no longer busy ourselves with useless tasks that keep us in a stuck state. Our homes are more effectively and efficiently laid out for a better flow. Our lives are more effectively and efficiently laid out to incorporate all the moving parts and pieces of who we are and what we do.

## #9 Intentionality

Being organized allows us to be intentional. We no longer tackle our homes and lives from a zombie-like, day-to-day state but from a confident and clearer mindset. Our homes run more smoothly, and our lives are lived according to our desires. Intentionality is our plan of action.

## #10 Align with Goals

Being organized allows us to align with our goals. We no longer struggle with the doubts and despair around the possibility of not achieving our goals. Our houses are fulfilled by the projects we set out to achieve to create a home of our own. Our lives are fulfilled by the small and consistent steps we take daily to achieve the greatest life we could ever dream of. Fulfill your self-love today by organizing your home and your life. Fall in love with the results: peace, abundance, time, energy, balance, better health, stress relief, increased productivity, intentionality, and alignment with goals. You deserve to love yourself!



Jessica Terenyi is the owner and CEO of JK Organizing LLC. As a professional organizer and coach, helps clients organize their homes and lives. Her purpose is to bring awareness to the importance of organizing both our internal and external worlds. In addition to organizing and coaching, Jessica volunteers her time with Life of Joy Foundation, a nonprofit focused on fostering a holistic approach to mental health and suicide prevention. She resides in Anne Arundel County with her husband Chris, two daughters, Harla and Kathryn, and their black lab/shepherd mix named Bear.

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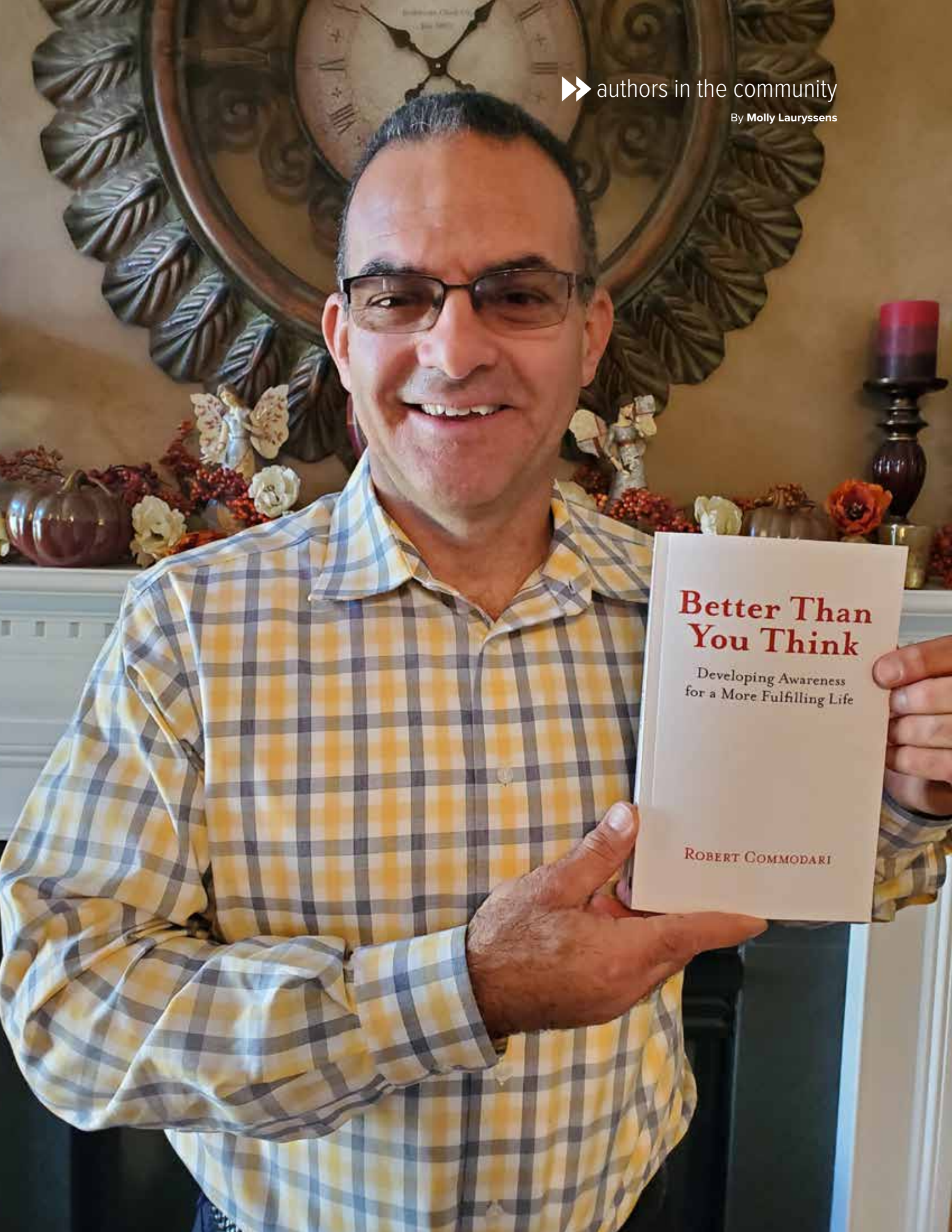
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# Rob Commodari

## “Better Than You Think”

Some 17 years ago, Rob Commodari of eXp Realty concocted his book idea. Fourteen years after that, he got to the actual writing part. The book, titled “Better Than You Think,” took Rob three years to complete with his already jam-packed schedule. What was that like for him and what finally motivated him to make it happen? We needed answers!

### Why did you decide to write this book?

Rob: I wanted to inspire readers to really think about their lives and all of the events and experiences they have had. Through that process, they could get a perspective of how good their lives are or have been and develop awareness to live a more fulfilling life.

### What motivated you to finally commit to making it happen?

Rob: I have been in a mastermind group for eleven years and back in December of 2016, my mastermind buddies called me out on not writing it yet. I had been telling them for four years that I was going to write the book, and I had yet to write it. Pete, in our group, told me I was either lying or I was full of crap. He was a little more stern in his language, of course. That motivated me to commit to writing from 4-5 a.m. every morning until the manuscript was completed.

### What makes your book unique?

Rob: “Better Than You Think” inspires the reader to put their life in perspective. Self-examination of your own stories and the possible lessons you may have learned or now have

learned by reading my book. It is a thought-provoking book. You will feel like we are sitting at a coffee table having a casual conversation.

### Why should readers care about your book?

Rob: “Better Than You Think” gives the reader ideas and questions to think about that will lead to living a meaningful life. So many of us are on autopilot and don’t slow down enough to reflect on the important things in life. My book will make you think enough about your life that you will want to slow down and reflect.

### How long did it take you to write this book?

Rob: Three years once I committed; 14 years from the idea.

### What did you learn about writing/publishing after going through this whole process?

Rob: It’s a humbling experience. I have become a better writer and speaker through this process. I’ve learned what it means to have the “imposter syndrome” and how stories impact people and readers. I learned the hard work it takes to write and edit a book. I know it’s better to commit to a specific time on a consistent basis to complete the process of writing a book. If you casually do it and don’t commit to a specific time, it won’t get completed.

### When did you find time to write this book?

Rob: I committed to writing from 4-5 a.m. every morning.

### How does it feel to be an author?

Rob: It is something that I’m proud of. If you would have asked me out of high school if I would have ever thought I’d be an author, I would have laughed at you. Reading and writing were my most hated subjects. Now I read 40 books a year and have written one book, and I have written a chapter in another book. It feels good to know I can have an impact on people by expressing my thoughts and ideas in a book.

### What does your book offer REALTORS®?

Rob: There are life lessons that can help REALTORS® or other business people make decisions when the ideas are applied. It can also help REALTORS® be more relational in their business by being transparent and vulnerable with their clients. There are topics of gratitude, passion, and commitment that any person can apply to business.

### Anything else you’d like to add

Rob: Too many REALTORS® do not have meaning behind their work. When you put meaning behind work greater things happen. The desire to live a fulfilling life starts with adding meaning to everything we do. I’d encourage you to read it. I believe in my heart that since COVID-19 began, this is a book that will really make the reader slow down and reflect about what’s important in life.



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# VON PARIS

MOVING & STORAGE



Sam von Paris, John von Paris Sr. and Mark McMahon





How does it feel to walk into a company that your great-great-grandfather built 131 years ago? Not many people can answer that, but Sam von Paris sure can. For reference, 131 years ago takes us back to 1892. “How wild is that?” Sam says. “[Our family business] has been through world wars, the Spanish Flu, the Great Depression, Vietnam. It is pretty crazy when you think about it. It makes me feel like I have some big shoes to fill.”

While Sam grew up with Von Paris Moving and Storage, in October 2022, it became a different story for him. This time he went back with a new mission, intending to learn the business in a new way and from every angle. Sam worked in each role, from customer service to accounting as well as going out on moves.

Sam is bringing in over 12 years of leadership experience as a Naval Officer and looks forward to using his unique perspective and military training to add value and move the company forward. He is excited for the challenge of continuing the legacy of hard work and dedication of those who came before him to ensure Von Paris remains the leader in service excellence.

#### Going Nuclear

Sam grew up in the Upper Falls/Kingsville area, and during the summers, he and his older brother, John, would work at the family business. However, their father always encouraged them both to go out and explore their own interests. So, from 2010 to 2014, Sam attended the Naval Academy. After that, he’d report to his first ship and begin his career as a Nuclear Surface Warfare Officer. “It’s funny, I wanted to navigate on a destroyer, but if you have decent grades at the Academy, they’ll try to get you to go to the nuclear side.” So that’s where he went. He doesn’t regret it and says the training he got was world-class. “It was a tough program, but the people I worked with were absolutely amazing.”

Sam was a Division Officer in charge of about 45 sailors and reached the rank of Lieutenant before fulfilling two tours. He deployed in places like the Baltic Sea, Estonia, Iceland, Germany, Poland, Sweden, Oman, and the Persian Gulf. His favorite port of all was Palma de Mallorca, which is a Spanish Island in the Mediterranean Sea. Then in the summer of 2019, he returned to the Naval Academy as an Instructor. What was that like for him? “It was awesome. I got lucky because the midshipmen are disciplined young



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men and women who are invested in their futures. As a recent grad, I could relate to them because I was just in their shoes not too long ago.”

Now he’s coming full circle. He’s excited to be back in the family business, and working in each position has given him a greater appreciation for the team. There’s a strong sense of pride he carries for the whole unit. Sam mentioned that some of the employees have been with the Maryland-based company for 45-plus years. “We are lucky to have many experienced team members and a new younger generation coming onboard. The two groups are training each other, one with technology and the other with the lessons learned over 131 years in the moving and storage business.” Sam’s pride also extends to the business itself. “Whether we are doing a local move, commercial move, or even an international move to somewhere like Belgium, our team does a great job and makes the whole event stress-free for our customers.”

Sam lives in Kingsville now with his wife, Serena. The couple met at John Carroll High School and married in 2018. They love to travel.

#### Von Paris In the Community

Over the last 131 years, Von Paris has grown and diversified. They are very proud of their wide range of clients, including three American Presidents, professional sports teams, embassies, and thousands of other loyal customers from all walks of life. Sam wants REALTORS® to know that it doesn’t matter if “it is a small move or a high-end move, the quality and service is the same.” That gold standard is what they always strive for, and they go the extra mile for their customers. Keeping up with all moving needs is another priority, and they offer climate-controlled storage and can do specialized crating, among many other services. Additionally, they can handle local, long-distance as well as international, and commercial moving.

Since being in business since 1892, this organization continues to work hard at being good corporate citizens. They love to give back to the communities they serve. They partner with nonprofits like the House of Ruth or the Kennedy Krieger Festival of Trees and host regular food drives, donating trucks and sponsoring stadium events. Von Paris also supports youth education in Baltimore City and surrounding counties.

Sam encourages REALTORS® to come and check out their corporate headquarters in Savage. Sam says, “Our doors are always open. Come see us in action and go back in time while visiting our museum of moving!”

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# JESSICA

**YOUNG-STEWART**

GOES ALL IN



» cover story

By Molly Laurysens  
Photos by Maryland Photography Inc.

“

I've learned to connect with people from all walks of life. I'm excellent at making connections and making folks feel good about who they are.

...



Jessica Young-Stewart was putting in anywhere between 90-100 hours a week with her two jobs, working part-time (32 hours) at her government position while falling in love with and selling real estate. Even though she was into real estate, she was afraid to commit and make the leap. So sleep was the last thing on her mind. Then one afternoon she was leaving that government gig to show a house and, per usual, had a million items running through her mind. Suddenly she was startled and shaken to her core, “I had careened over the median strip going about 60 mph, I didn’t hit any other cars or anything,” she recalls. “I just blanked— I totally blanked! And I thought to myself, if that were someone’s child, their life would be over right now and my life would forever be changed.”

Jess called it divine intervention. At that moment, she knew change was inevitable. “The universe pushed me in that direction by giving me a scary wake-up call. I was forced to do what I didn’t have the courage to do myself.” She went to her supervisor to quit, and they suggested she take a leave of absence instead. They had been encouraging her to apply for a role at the White House. Would she reconsider? She took leave while focusing on herself and real estate.

Of course, her production soared. “I’m working out, the blood is pumping, and I feel alive for the first time in five years! I am excited to wake up, and I’m loving life.” The White House role was out. At the end of her leave, she gives official notice. Ten days later, the world shut down because of COVID-19. “My Broker always told me that the day I leave the government, the world would shut down. So we laughed...”

Only this was no laughing matter. Her resolve was truly being tested. “I was terrified. I took that leap of faith and then felt like the bottom fell out. There were parts of me that were like, go back! Go back right now; beg for your job back!” Instead, she dug deep and remembered failure wasn’t an option; there was no turning back now.

**Developing Resilience**

Jess grew up in Pasadena, her father was a police officer, and her mom worked for the government. She struggled in school and was eventually diagnosed with ADHD through Kennedy Krieger Institute, she thinks and processes things differently. Growing up in two separate school systems, she admitted, felt like living in two different worlds. “This experience allowed me to have a broad base of friends and acquaintances. I’ve learned to connect with people from all walks of life. I’m excellent at making connections and making folks feel good about who they are.”

In 2011, Jess began working for the NSA. She noticed, “I managed processes and paperwork, not people. And I am a people person!” This left her feeling unfulfilled. Her parents had started selling real estate, and she became fascinated with the business. So in



Jess, her husband Kevin and dog Mali

“

My family is not just on the team, they are the team.



The Jess Young Team (and Family): Kevin Stewart Jr. (Husband), Todd Young Jr. (Brother), Tonya Young (Mom), Jan Crowley (Friend), Hashini Gamage (Friend), Eric Hicks (Cousin), Jess Young-Stewart

2015, she got her license and began working as a dual agent. Eventually, she'd move on to the Allen Stanton Group, where she "learned how to fish. Allen taught me how to build a business ... and I adore and appreciate everything he's ever done for me."

Since then, things have been working out. In 2021, she started the Jess Young Team with three active agents (including herself) and two others on staff. Now with RE/MAX Executive, this group closed over \$30 million in sales with 82 units sold in 2022.

While the growth was completely organic, "moving from me to we" presented some challenges, especially because her family is on the team, "My family is not just on the team, they are the team." Jess's mom is the Director of Operations, and her brother is a licensed agent. (The others may not be biological family members but are related through hearts). Jess has learned to reconcile certain things. "We talk to strangers sometimes nicer than we talk to our family... While they are family, we are also in a professional environment."

She is also of the mindset that team leaders treat their team with the same esteem as clients. "There were times where I wasn't talking like a team leader but more like an over-stimulated sister or daughter." Still, she adores working with her family and can continue growing with them by her side.

Always adapting and working at keeping her perspective straight, Jess says these days when she is "in the weeds," she turns to one of her favorite gospel songs titled "The Battle is Not Yours." This reminds her, "when I just can't see more than five feet in front of my face, I always think: this battle is not yours. The universe will do what it's going to do, you just keep showing up. That's what gets me through."

Jess and her husband, Kevin, live in Hanover. Kevin was a former police officer and now works in the government.

**FIVE FAST FUN FACTS WITH JESS:**  
Tell us something few people know about you.

**Jess:** I was a former cheerleader and coach. I had a cheering choreography company called Take Two Choreography.

**What is one of your superpowers?**

**Jess:** I am nice. People think it's bad to be called the nice girl, but it's not fake; it's just who I am.

**Tell us one ritual you can't live without.**

**Jess:** Every day starts at the office.

**What is one habit you love keeping?**

**Jess:** Budgeting. When I first started real estate, I was in debt with terrible credit, and now I've built a good amount of wealth for myself.

**What are you up to on Friday night?**

**Jess:** We don't have kids, but we do have a daughter in our Rhodesian Ridgeback dog, Mali, and we pretty much spend all our time with her.

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 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	90.5	\$5,307,928
2	Tineshia R. Johnson	NVR Services, Inc.	53	\$28,327,390
3	Lee M Shpritz	Ashland Auction Group LLC	30.5	\$1,782,759
4	Joseph A Petrone	Monument Sotheby's International Realty	19	\$10,709,691
5	Lois Margaret Alberti	Alberti Realty, LLC	15	\$3,974,500
6	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	15	\$6,657,655
7	Matthew S Cooper	Alex Cooper Auctioneers, Inc.	12	\$1,485,750
8	Robert J Lucido	Keller Williams Lucido Agency	10.5	\$5,856,846
9	Kathleen Cassidy	DRH Realty Capital, LLC.	10	\$5,427,930
10	Gina L White	Lofgren-Sargent Real Estate	10	\$4,212,512
11	Louis Chirgott	Corner House Realty	9	\$4,942,150
12	Kelly Schuit	Next Step Realty	9	\$4,782,000
13	Lee R. Tessier	EXP Realty, LLC	8.5	\$2,858,625
14	David Orso	Berkshire Hathaway HomeServices PenFed Realty	8	\$8,560,000
15	Shawn M Evans	Monument Sotheby's International Realty	8	\$7,184,025
16	Gregory A Cullison Jr.	EXP Realty, LLC	7.5	\$1,601,453
17	Matthew D Rhine	Keller Williams Legacy	7	\$2,400,000
18	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	7	\$2,363,400
19	Luis H Arrazola	A.J. Billig & Company	6.5	\$478,800
20	STEPHEN PIPICH Jr.	Corner House Realty North	6.5	\$1,883,800
21	Terry A Berkeridge	Advance Realty Bel Air, Inc.	6	\$2,220,600
22	Allen J Stanton	RE/MAX Executive	6	\$2,232,400
23	Gina M Gargeu	Century 21 Downtown	6	\$947,000
24	Larry E Cooper	Alex Cooper Auctioneers, Inc.	6	\$929,600
25	Tracy Vasquez	Cummings & Co. Realtors	6	\$2,458,900
26	Lauren Ryan	NVR Services, Inc.	6	\$2,914,230
27	Jeremy Michael McDonough	Mr. Lister Realty	6	\$2,102,900
28	James H Stephens	EXP Realty, LLC	6	\$1,813,500
29	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	6	\$1,928,900
30	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	6	\$689,000
31	Tony Migliaccio	Long & Foster Real Estate, Inc.	6	\$2,051,000
32	Bill Franklin	Long & Foster Real Estate, Inc.	5.5	\$2,913,800
33	John R Newman II	Keller Williams Flagship of Maryland	5.5	\$2,160,950
34	Mark A. Ritter	Revol Real Estate, LLC	5	\$1,604,900

RANK	NAME	OFFICE	SALES	TOTAL
35	Kathy A Banaszewski	Real Estate Professionals, Inc.	5	\$772,750
36	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	5	\$1,822,400
37	Jessica L Young-Stewart	RE/MAX Executive	5	\$1,645,000
38	Veronica A Sniscak	Compass	5	\$2,412,000
39	Donna Danita Melvin	RE/MAX Ikon	5	\$875,000
40	Montaz Maurice McCray	Keller Williams Realty Centre	5	\$1,338,000
41	Bryan G Schafer	Next Step Realty	5	\$1,729,900
42	Bob A Mikelskas	Rosario Realty	5	\$1,788,500
43	Juwan Lee Richardson	Keller Williams Legacy	5	\$758,000
44	Dassi Lazar	Lazar Real Estate	5	\$2,130,622
45	Daniel M Billig	A.J. Billig & Company	5	\$1,088,000
46	Zachary B Zander	Cummings & Co. Realtors	5	\$1,860,000
47	James P Schaecher	Keller Williams Flagship of Maryland	5	\$2,075,750
48	Vincent J. Steo	Your Home Sold Guaranteed Realty	5	\$1,630,000
49	Ali Raza	Taylor Properties	5	\$1,315,000
50	Robert P Frey	Exit Results Realty	5	\$1,665,100

**Disclaimer:** Statistics are derived from closed sales data. Data pulled on Feb. 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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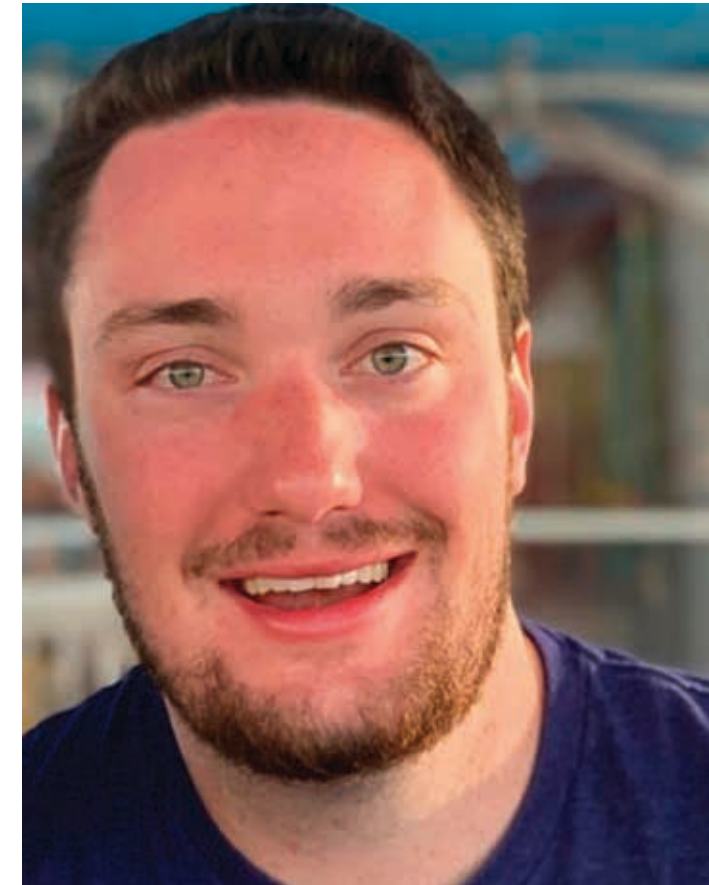
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## SPOTLIGHT ON Josh Wilson



*Josh Wilson, Home Inspector*

From the time Josh Wilson was a teenager he has been involved in the construction industry, following in his Dad's footsteps. After graduating college in North Carolina, Josh returned home to Maryland and prior to joining Certified, worked as a superintendent with a large regional home builder.

In late 2021, a friend who was in the process of purchasing a home invited Josh to attend a home inspection. He says, "I observed the meticulous attention to detail that Justin Sapp, owner of Certified Property Inspection, exhibited during that inspection. I appreciated his commitment to customer care and the thorough inspection report. The week following the inspection, Justin and I met to discuss the potential for my joining his team as an inspector. I felt it would be a fit given my contractor background and the company's and my philosophy

for customer care matched."

Josh says, "I like people, and those that know me would tell you that I like to talk. My job is great because I meet a lot of different people with a variety of backgrounds. I enjoy talking to all of our customers, which also helps reassure them. We treat all of our customers like friends and family."

Josh shares that as an inspector, his responsibilities include inspecting structural components, checking for common safety issues, and identifying defects in a home. Following the inspection, he prepares a detailed report and explains to potential homeowners what they need to know to decide if the house is the right choice.

Josh's proudest moment at Certified Property Inspection involved a family dealing with financial constraints. He says, "During the inspection, I found paneling in the basement; my instinct was to pull back the paneling. Behind the paneling, I discovered extensive termite damage, which compromised the home's structure. Fortunately, a week later, an inspection of a second home for the family revealed no major issues. I was relieved to help a family to ensure they moved into a home that would provide a safe environment for years to come."

A Harford county native, Josh, his girlfriend Tessa, and his cat Kahlua now reside in Baltimore. When not working, Josh says that he enjoys spending time with Tessa, going to the gym, watching movies, and building and restoring furniture.

Justin Sapp says, "Josh was a great addition to our team back in 2021. Josh and I met when he visited an inspection for a buddy of his to "look the place over." We chatted and I thought, man, this guy could be a great inspector! After spending a few years building houses, I knew Josh's field experience would make all the difference in not just his inspecting, but his ability to really explain things and build confidence with our clients. I believe that's a difference maker for everyone on our team, and something we take great pride in. Oh, and being 6'6" doesn't hurt when you need a hand reaching a smoke detector!"



*Josh with his girlfriend Tessa*

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Enoch P Moon	Realty 1 Maryland, LLC	5	\$1,564,900
52	Kim Barton	Keller Williams Legacy	5	\$1,659,500
53	Nickolaus B Waldner	Keller Williams Realty Centre	5	\$2,120,985
54	Bob Simon	Long & Foster Real Estate, Inc.	5	\$759,000
55	Charles N Billig	A.J. Billig & Company	4.5	\$337,050
56	Liz A. Ancel	Cummings & Co. Realtors	4.5	\$1,497,050
57	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	4.5	\$1,600,400
58	Ashley Chesley	EXP Realty, LLC	4.5	\$399,000
59	Yevgeny Drubetskoy	EXP Realty, LLC	4.5	\$1,549,500
60	Aimee C O'Neill	O'Neill Enterprises Realty	4	\$1,105,000
61	Kathleen A May	Synergy Realty	4	\$1,790,813
62	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	4	\$2,056,000
63	Pamela A Terry	EXP Realty, LLC	4	\$460,500
64	Robert Elliott	Redfin Corp	4	\$1,048,800
65	Sally A Fricke	RE/MAX Solutions	4	\$894,000
66	Charlotte Savoy	Keller Williams Integrity	4	\$2,460,000

RANK	NAME	OFFICE	SALES	TOTAL
67	Robert J Skudrna	Long & Foster Real Estate, Inc.	4	\$1,083,500
68	William C Featherstone	Featherstone & Co.,LLC.	4	\$874,200
69	James T Weiskerger	Next Step Realty	4	\$1,540,000
70	Alexi Correa	Cummings & Co. Realtors	4	\$799,000
71	Joseph M Farinetti	Black Dog Realty, LLC	4	\$1,792,000
72	Bethanie M Fincato	Cummings & Co. Realtors	4	\$2,573,240
73	Anna Kosoy	Kosoy Realty	4	\$777,000
74	Elizabeth J Klepetka	Berkshire Hathaway HomeServices PenFed Realty	4	\$1,612,000
75	Michael F Griesser Jr.	Corner House Realty	4	\$1,580,000
76	Robin R Wilson	Long & Foster Real Estate, Inc.	4	\$2,594,000
77	Kate A Barnhart	Northrop Realty	4	\$1,256,000
78	Alexandra T Sears	TTR Sotheby's International Realty	4	\$7,037,500
79	PETER WONG	Corner House Realty North	4	\$956,999
80	Patricia M Manly	Berkshire Hathaway HomeServices PenFed Realty	4	\$1,552,500
81	Brandi Bradshaw	Keller Williams Select Realtors	4	\$1,367,000
82	Sophia McCormick	Next Step Realty	4	\$1,057,500
83	Michele Schmidt	Keller Williams Flagship of Maryland	4	\$1,590,000
84	Jeannette A Westcott	Keller Williams Realty Centre	4	\$1,733,200
85	Donald Roberts	Revol Real Estate, LLC	4	\$798,500
86	Mark D Simone	Keller Williams Legacy	4	\$1,780,000
87	Jessica DuLaney (Nonn)	Next Step Realty	4	\$2,562,900
88	Susan H Greco	Coldwell Banker Realty	4	\$1,095,000
89	Phillippe Gerdes	Real Broker, LLC	4	\$1,844,950
90	Jennifer A Klarman	Long & Foster Real Estate, Inc.	4	\$1,562,500
91	Will L Rodgers	EXP Realty, LLC	4	\$1,394,900
92	Kevin L Reeder	RE/MAX First Choice	4	\$616,000
93	Rick J Mudd	RE/MAX Executive	4	\$2,114,900
94	Jeremy Michael McDonough	CIS Realty, LLC.	4	\$370,500
95	Jonathan Scheffenacker	Redfin Corp	4	\$1,540,000
96	Deborah T Finkelstein	RE/MAX Premier Associates	4	\$1,479,000
97	Jared T Block	Alex Cooper Auctioneers, Inc.	3.5	\$686,350
98	Denise M Lewis	Brook-Owen Real Estate	3.5	\$1,051,825
99	Sonya Francis	RE/MAX Solutions	3.5	\$1,054,900
100	Brendan Butler	Cummings & Co. Realtors	3.5	\$2,122,010

**Disclaimer:** Statistics are derived from closed sales data. Data pulled on Feb. 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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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 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	Ricky Cantore III	RE/MAX Advantage Realty	3.5	\$1,721,000
102	William M Savage	Keller Williams Legacy	3.5	\$920,000
103	Evan Kundrat	Keller Williams Flagship of Maryland	3.5	\$1,121,740
104	Jeff D Washo	Compass	3.5	\$1,421,000
105	Andrew Johns III	Keller Williams Gateway LLC	3.5	\$1,670,400
106	Jim W Bim	Winning Edge	3.5	\$2,184,000
107	Andrew J MacPherson	W F Chesley Real Estate, LLC.	3	\$570,000
108	Tom Atwood	Keller Williams Metropolitan	3	\$685,999
109	Dawn L Baxter	Coldwell Banker Realty	3	\$1,312,450
110	Zoleta A Caster	Caster Realty	3	\$105,000
111	Jasmin Lawrence	Cummings & Co. Realtors	3	\$521,999
112	Justin A. Brewer	Baltimore Realty, LLC	3	\$206,800
113	Jennifer L Drennan	Taylor Properties	3	\$1,005,000
114	Tonia D Johnson	Taylor Properties	3	\$850,000
115	Peggy Love	Long & Foster Real Estate, Inc.	3	\$1,409,900
116	Lauren Matera	Coldwell Banker Realty	3	\$1,275,000
117	Alba De La Cruz	Smart Realty, LLC	3	\$979,990
118	Thomas Joseph Kane III	Keller Williams Metropolitan	3	\$2,000,000
119	Jessica S Alperstein	Yaffe Real Estate	3	\$1,087,500
120	Adam Chubbuck	Douglas Realty, LLC	3	\$1,515,000
121	Barry L Hess	Keller Williams Flagship of Maryland	3	\$1,131,300
122	Mary Beth B Paganelli	Long & Foster Real Estate, Inc.	3	\$2,195,000
123	Michelle L Hood	Keller Williams Flagship of Maryland	3	\$775,000
124	Angelo M Cooper	Keller Williams Legacy	3	\$1,014,900
125	Bradley R Kappel	TTR Sotheby's International Realty	3	\$15,415,000
126	Jamie B Rassi	Cummings & Co. Realtors	3	\$770,000
127	Hannah Wigfield	EXP Realty, LLC	3	\$544,999
128	James J Sapia Jr.	Century 21 Downtown	3	\$610,900
129	Chase A Freeman	Keller Williams Legacy	3	\$564,900
130	Sandra E Echenique	Keller Williams Gateway LLC	3	\$554,500
131	Rosmy L Urbina	EXIT Preferred Realty, LLC	3	\$1,469,700
132	Keiry Martinez	ExecuHome Realty	3	\$599,500
133	Lisa C Griggs	Keller Williams Flagship of Maryland	3	\$890,000
134	Jessica M Aminzadeh	Keller Williams Realty Centre	3	\$1,429,000

RANK	NAME	OFFICE	SALES	TOTAL
135	Rhonda I Gassert	RE/MAX First Choice	3	\$605,000
136	Jennifer Lynn Gordon	EXP Realty, LLC	3	\$525,900
137	Sean M Der	Northrop Realty	3	\$2,205,500
138	Alex B Fox	Allfirst Realty, Inc.	3	\$597,000
139	Joanie M Hynes	RE/MAX Advantage Realty	3	\$1,323,900
140	Jennifer Habte	Coldwell Banker Realty	3	\$590,000
141	Keely S Rich	EXP Realty, LLC	3	\$659,800
142	Michael J Schiff	EXP Realty, LLC	3	\$783,000
143	Scott B Smolen	RE/MAX Leading Edge	3	\$1,535,000
144	Margaret M Smith	Berkshire Hathaway HomeServices PenFed Realty	3	\$1,906,800
145	Charlene C Wroten	Coldwell Banker Realty	3	\$1,120,000
146	Anthony H Lacey	Keller Williams Realty Centre	3	\$2,054,000
147	Derrick James BRIDGEFORTH	Taylor Properties	3	\$1,031,000
148	Charde Barksdale	CENTURY 21 New Millennium	3	\$307,000
149	Tyler Ell	Keller Williams Realty Centre	3	\$1,394,485
150	Jeremy William Martin	Coldwell Banker Realty	3	\$1,080,000

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 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	Tineshia R. Johnson	NVR Services, Inc.	53	\$28,327,390
2	Bradley R Kappel	TTR Sotheby's International Realty	3	\$15,415,000
3	Joseph A Petrone	Monument Sotheby's International Realty	19	\$10,709,691
4	David Orso	Berkshire Hathaway HomeServices PenFed Realty	8	\$8,560,000
5	Shawn M Evans	Monument Sotheby's International Realty	8	\$7,184,025
6	Alexandra T Sears	TTR Sotheby's International Realty	4	\$7,037,500
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	15	\$6,657,655
8	Robert J Lucido	Keller Williams Lucido Agency	10.5	\$5,856,846
9	Kathleen Cassidy	DRH Realty Capital, LLC.	10	\$5,427,930
10	Adam M Shpritz	Ashland Auction Group LLC	90.5	\$5,307,928
11	Jean Berkinshaw Dixon	Coldwell Banker Realty	2	\$5,100,000
12	Louis Chirgott	Corner House Realty	9	\$4,942,150
13	Kelly Schuit	Next Step Realty	9	\$4,782,000
14	Carol Snyder	Monument Sotheby's International Realty	3	\$4,315,000
15	Gina L White	Lofgren-Sargent Real Estate	10	\$4,212,512
16	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	1	\$4,100,000

RANK	NAME	OFFICE	SALES	TOTAL
17	Lois Margaret Alberti	Alberti Realty, LLC	15	\$3,974,500
18	Charlie Hatter	Monument Sotheby's International Realty	2.5	\$3,220,000
19	Barry J Nabozny	RE/MAX Premier Associates	3	\$3,054,580
20	Lauren Ryan	NVR Services, Inc.	6	\$2,914,230
21	Bill Franklin	Long & Foster Real Estate, Inc.	5.5	\$2,913,800
22	Melanie F Wood	Coldwell Banker Realty	2.5	\$2,900,000
23	Lee R. Tessier	EXP Realty, LLC	8.5	\$2,858,625
24	Heidi S Krauss	Krauss Real Property Brokerage	2	\$2,750,000
25	Robin R Wilson	Long & Foster Real Estate, Inc.	4	\$2,594,000
26	Bethanie M Fincato	Cummings & Co. Realtors	4	\$2,573,240
27	Georgeann A Berkinshaw	Coldwell Banker Realty	1.5	\$2,565,000
28	Jessica DuLaney (Nonn)	Next Step Realty	4	\$2,562,900
29	Sandra P Jaso	Northrop Realty	2	\$2,523,180
30	Reid Buckley	Long & Foster Real Estate, Inc.	2	\$2,505,000
31	Robert A Kinnear	RE/MAX Advantage Realty	3	\$2,477,000
32	Charlotte Savoy	Keller Williams Integrity	4	\$2,460,000
33	Tracy Vasquez	Cummings & Co. Realtors	6	\$2,458,900
34	Veronica A Sniscak	Compass	5	\$2,412,000
35	Matthew D Rhine	Keller Williams Legacy	7	\$2,400,000
36	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	7	\$2,363,400
37	Carol L Tinnin	RE/MAX Leading Edge	3	\$2,340,000
38	Benjamin D McGann	Berkshire Hathaway HomeServices PenFed Realty	2.5	\$2,327,500
39	Allen J Stanton	RE/MAX Executive	6	\$2,232,400
40	Terry A Berkeridge	Advance Realty Bel Air, Inc.	6	\$2,220,600
41	Sean M Der	Northrop Realty	3	\$2,205,500
42	Mary Beth B Paganelli	Long & Foster Real Estate, Inc.	3	\$2,195,000
43	Jim W Bim	Winning Edge	3.5	\$2,184,000
44	Michele A Deckman	TTR Sotheby's International Realty	2	\$2,162,500
45	John R Newman II	Keller Williams Flagship of Maryland	5.5	\$2,160,950
46	Dakota D Wendling	Compass	3	\$2,160,000
47	Dassi Lazar	Lazar Real Estate	5	\$2,130,622
48	Brendan Butler	Cummings & Co. Realtors	3.5	\$2,122,010
49	Nickolaus B Waldner	Keller Williams Realty Centre	5	\$2,120,985
50	Rick J Mudd	RE/MAX Executive	4	\$2,114,900

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 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	Lois Margaret Alberti	Alberti Realty, LLC	15	\$3,974,500
52	Charlie Hatter	Monument Sotheby's International Realty	2.5	\$3,220,000
53	Barry J Nabozny	RE/MAX Premier Associates	3	\$3,054,580
54	Lauren Ryan	NVR Services, Inc.	6	\$2,914,230
55	Bill Franklin	Long & Foster Real Estate, Inc.	5.5	\$2,913,800
56	Melanie F Wood	Coldwell Banker Realty	2.5	\$2,900,000
57	Lee R. Tessier	EXP Realty, LLC	8.5	\$2,858,625
58	Heidi S Krauss	Krauss Real Property Brokerage	2	\$2,750,000
59	Robin R Wilson	Long & Foster Real Estate, Inc.	4	\$2,594,000
60	Bethanie M Fincato	Cummings & Co. Realtors	4	\$2,573,240
61	Georgeann A Berkinshaw	Coldwell Banker Realty	1.5	\$2,565,000
62	Jessica DuLaney (Nonn)	Next Step Realty	4	\$2,562,900
63	Sandra P Jaso	Northrop Realty	2	\$2,523,180
64	Reid Buckley	Long & Foster Real Estate, Inc.	2	\$2,505,000
65	Robert A Kinnear	RE/MAX Advantage Realty	3	\$2,477,000
66	Charlotte Savoy	Keller Williams Integrity	4	\$2,460,000
67	Tracy Vasquez	Cummings & Co. Realtors	6	\$2,458,900
68	Veronica A Sniscak	Compass	5	\$2,412,000
69	Matthew D Rhine	Keller Williams Legacy	7	\$2,400,000
70	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	7	\$2,363,400
71	Carol L Tinnin	RE/MAX Leading Edge	3	\$2,340,000
72	Benjamin D McGann	Berkshire Hathaway HomeServices PenFed Realty	2.5	\$2,327,500
73	Allen J Stanton	RE/MAX Executive	6	\$2,232,400
74	Terry A Berkeridge	Advance Realty Bel Air, Inc.	6	\$2,220,600
75	Sean M Der	Northrop Realty	3	\$2,205,500
76	Mary Beth B Paganelli	Long & Foster Real Estate, Inc.	3	\$2,195,000
77	Jim W Bim	Winning Edge	3.5	\$2,184,000
78	Michele A Deckman	TTR Sotheby's International Realty	2	\$2,162,500
79	John R Newman II	Keller Williams Flagship of Maryland	5.5	\$2,160,950
80	Dakota D Wendling	Compass	3	\$2,160,000
81	Dassi Lazar	Lazar Real Estate	5	\$2,130,622
82	Brendan Butler	Cummings & Co. Realtors	3.5	\$2,122,010
83	Nickolaus B Waldner	Keller Williams Realty Centre	5	\$2,120,985
84	Rick J Mudd	RE/MAX Executive	4	\$2,114,900

RANK	NAME	OFFICE	SALES	TOTAL
85	Ricky Cantore III	RE/MAX Advantage Realty	3.5	\$1,721,000
86	Kirstin R Whitaker	Long & Foster Real Estate, Inc.	2	\$1,672,901
87	Andrew Johns III	Keller Williams Gateway LLC	3.5	\$1,670,400
88	Missy A Aldave	Northrop Realty	2	\$1,668,000
89	Robert P Frey	Exit Results Realty	5	\$1,665,100
90	Kim Barton	Keller Williams Legacy	5	\$1,659,500
91	Whitney Jerdal	Compass	1	\$1,650,000
92	Audrey M Bullock	Cummings & Co. Realtors	2	\$1,645,000
93	Jessica L Young-Stewart	RE/MAX Executive	5	\$1,645,000
94	Vincent J. Steo	Your Home Sold Guaranteed Realty	5	\$1,630,000
95	Anthony M Friedman	Northrop Realty	2	\$1,625,000
96	Elizabeth J Klepetka	Berkshire Hathaway HomeServices PenFed Realty	4	\$1,612,000
97	Mark A. Ritter	Revol Real Estate, LLC	5	\$1,604,900
98	Elizabeth A Osborn	Coldwell Banker Realty	2.5	\$1,604,000
99	Gregory A Cullison Jr.	EXP Realty, LLC	7.5	\$1,601,453
100	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	4.5	\$1,600,400

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Branch Manager, NMLS ID# 13938

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 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	Michael W Fielder	Berkshire Hathaway HomeServices PenFed Realty	1	\$1,600,000
102	Creig E Northrop III	Northrop Realty	1	\$1,600,000
103	Jason W Perlow	Monument Sotheby's International Realty	2	\$1,595,000
104	Michele Schmidt	Keller Williams Flagship of Maryland	4	\$1,590,000
105	Arian Sargent Lucas	Lofgren-Sargent Real Estate	2	\$1,585,000
106	Michael F Griesser Jr.	Corner House Realty	4	\$1,580,000
107	Enoch P Moon	Realty 1 Maryland, LLC	5	\$1,564,900
108	Jennifer A Klarman	Long & Foster Real Estate, Inc.	4	\$1,562,500
109	Patricia M Manly	Berkshire Hathaway HomeServices PenFed Realty	4	\$1,552,500
110	Yevgeny Drubetskoy	EXP Realty, LLC	4.5	\$1,549,500
111	Jonathan Scheffenacker	Redfin Corp	4	\$1,540,000
112	James T Weiskerger	Next Step Realty	4	\$1,540,000
113	Scott B Smolen	RE/MAX Leading Edge	3	\$1,535,000
114	Jason F. Rubenstein	Cummings & Co. Realtors	2	\$1,525,000
115	Amber M Dosch	Next Step Realty	3	\$1,520,000
116	Sunna Ahmad	Cummings & Co. Realtors	2	\$1,515,000

RANK	NAME	OFFICE	SALES	TOTAL
117	Adam Chubbuck	Douglas Realty, LLC	3	\$1,515,000
118	John T Forsyth	Forsyth Real Estate Group	2	\$1,514,000
119	Suryasubrahmanya Kumar Reddi	Samson Properties	2	\$1,502,620
120	Patrick D Cummings	Douglas Realty LLC	2.5	\$1,502,500
121	Paul T Russell	Next Step Realty, LLC.	1	\$1,500,000
122	Liz A. Ancel	Cummings & Co. Realtors	4.5	\$1,497,050
123	Jennifer R Gruber	RE/MAX Leading Edge	3	\$1,490,990
124	Matthew S Cooper	Alex Cooper Auctioneers, Inc.	12	\$1,485,750
125	Deborah T Finkelstein	RE/MAX Premier Associates	4	\$1,479,000
126	Matthew Spence	Keller Williams Integrity	2.5	\$1,472,802
127	Rosmy L Urbina	EXIT Preferred Realty, LLC	3	\$1,469,700
128	Joseph R Hollander	Next Step Realty	3	\$1,467,500
129	Mark Richa	Cummings & Co. Realtors	2	\$1,450,000
130	Robert J Landon	Home Selling Assistance	2	\$1,449,900
131	Daniel Borowy	Redfin Corp	3	\$1,445,000
132	Mary A Mazon	Douglas Realty, LLC	3	\$1,440,000
133	Hristina Schlaggar	EXP Realty, LLC	2	\$1,432,500
134	Michael Turner	Keller Williams Realty Centre	2	\$1,430,000
135	Jessica M Aminzadeh	Keller Williams Realty Centre	3	\$1,429,000
136	Kathleen Moore	Engel & Volkers Annapolis	3	\$1,428,900
137	Jeff D Washo	Compass	3.5	\$1,421,000
138	Poonam Singh	Redfin Corp	2	\$1,420,000
139	Melissa C Randall	EXP Realty, LLC	1.5	\$1,415,000
140	Sharon Bregel	Cummings & Co. Realtors	2	\$1,410,000
141	Peggy Love	Long & Foster Real Estate, Inc.	3	\$1,409,900
142	Alberto C Isaia-Constain	Monument Sotheby's International Realty	1	\$1,400,000
143	Un H McAdory	Realty 1 Maryland, LLC	2.5	\$1,395,000
144	Will L Rodgers	EXP Realty, LLC	4	\$1,394,900
145	Tyler Ell	Keller Williams Realty Centre	3	\$1,394,485
146	Carl J Herber	EXP Realty, LLC	2	\$1,380,000
147	Brandi Bradshaw	Keller Williams Select Realtors	4	\$1,367,000
148	Montaz Maurice McCray	Keller Williams Realty Centre	5	\$1,338,000
149	Robin L Rosenthal	Cummings & Co. Realtors	1	\$1,325,000
150	Joanie M Hynes	RE/MAX Advantage Realty	3	\$1,323,900

**Disclaimer:** Statistics are derived from closed sales data. Data pulled on Feb. 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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# FAQ

### FAQ about Baltimore Real Producers

Ever since we launched Baltimore Real Producers in March of 2017, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is ALWAYS open to discuss anything regarding this community—this publication is 100% designed to be YOUR voice!

#### Q. What is the purpose of this community?

**A.** Our mission is to connect, elevate and inspire the best in local real estate. We believe that as a community, we ALL win when we choose to collaborate and work together. We facilitate this by sharing stories in our monthly magazine, hosting regular gatherings to allow members to build relationships, and by hosting a private Facebook group for daily discussion amongst members.

#### Q. How are the top 500 agents determined?

**A.** We have a third party pull a report annually (every January) based on closed transactions and volume in the MLS for the previous calendar year. Visit [baltimorerealproducers.com](http://baltimorerealproducers.com) and scroll down to this exact question in the FAQ section for a link to a helpful video that explains exactly how the report is generated and the criteria used.

#### Q. As a Top 500 agent, how much does a membership to Baltimore Real Producers cost?

**A.** Nothing! It's completely free to you. How? Our community is fully supported and funded by our Preferred Partners, who are local businesses that have all been vetted and recommended by multiple top 500 producing agents of this community. These businesses are all connected to the industry in some way and can serve you at the highest level. When opportunities arise, we heavily encourage you to contact our Preferred Partners because they add incredible value to your business. Visit [baltimorerealproducers.com](http://baltimorerealproducers.com), click "Meet the Partners" and download the current list. We update it monthly.

#### Q. How can I engage with other agent members and preferred partners?

**A.** Face-to-Face: You're always invited to our exclusive Baltimore Real Producers events; our entire 2023 events calendar is listed on [baltimorerealproducers.com](http://baltimorerealproducers.com). A spot is not always guaranteed as we often reach capacity quickly as the event approaches. In order to ensure you receive our invites (sent by both email and text), be sure your best contact info is updated with us on the website.

Online: You're invited to join our private Facebook group, "Baltimore's Top 500 Real Producers Community." This is a closed space for consistent connection, contribution and collaboration among the best in the region. It's also the platform where we (The BRP Team) communicate all important updates and announcements.

#### Q. Who are the Preferred Partners?

**A.** They are local businesses and service providers who support this community and their clients at the highest level. Mortgage lenders, title companies, home inspectors, stagers, movers, insurance agents, contractors, photographers, the list goes on. The businesses on our list have all been vetted and referred to us by members of this community, so you know you are in good hands. Visit [baltimorerealproducers.com](http://baltimorerealproducers.com) and click "Meet our Partners" to view and download the current list (updated monthly).

#### Q. How can I refer a local business to join BRP as a Preferred Partner?

**A.** If you know & want to recommend a local business that would like to work with more top real estate agents, please email me at [colleen@rpmags.com](mailto:colleen@rpmags.com) and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

#### Q. How do you select agents to be featured in the magazine?

**A.** What we love best about the agents we spotlight in our magazine is it's a pure meritocracy. In other words, only the individuals who have been nominated by the local real estate community are even considered. Once nominated, there are a few subsequent steps to determine if and when their story can be featured on our pages. The individuals we feature pay NOTHING for their article to run; this is not a "pay-to-play" magazine. To nominate someone in the industry, visit [baltimorerealproducers.com](http://baltimorerealproducers.com), scroll down and click the "nominate an agent" button and fill out the short form.

#### Q. Are there any other opportunities to participate in the magazine?

**A.** We also invite you to contribute content by writing articles to add value to our readership. Our writing team can help with ideas, structure, flow and proofreading. If you're interested in writing content, email me [colleen@rpmags.com](mailto:colleen@rpmags.com) and we can talk it through and get you published!

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