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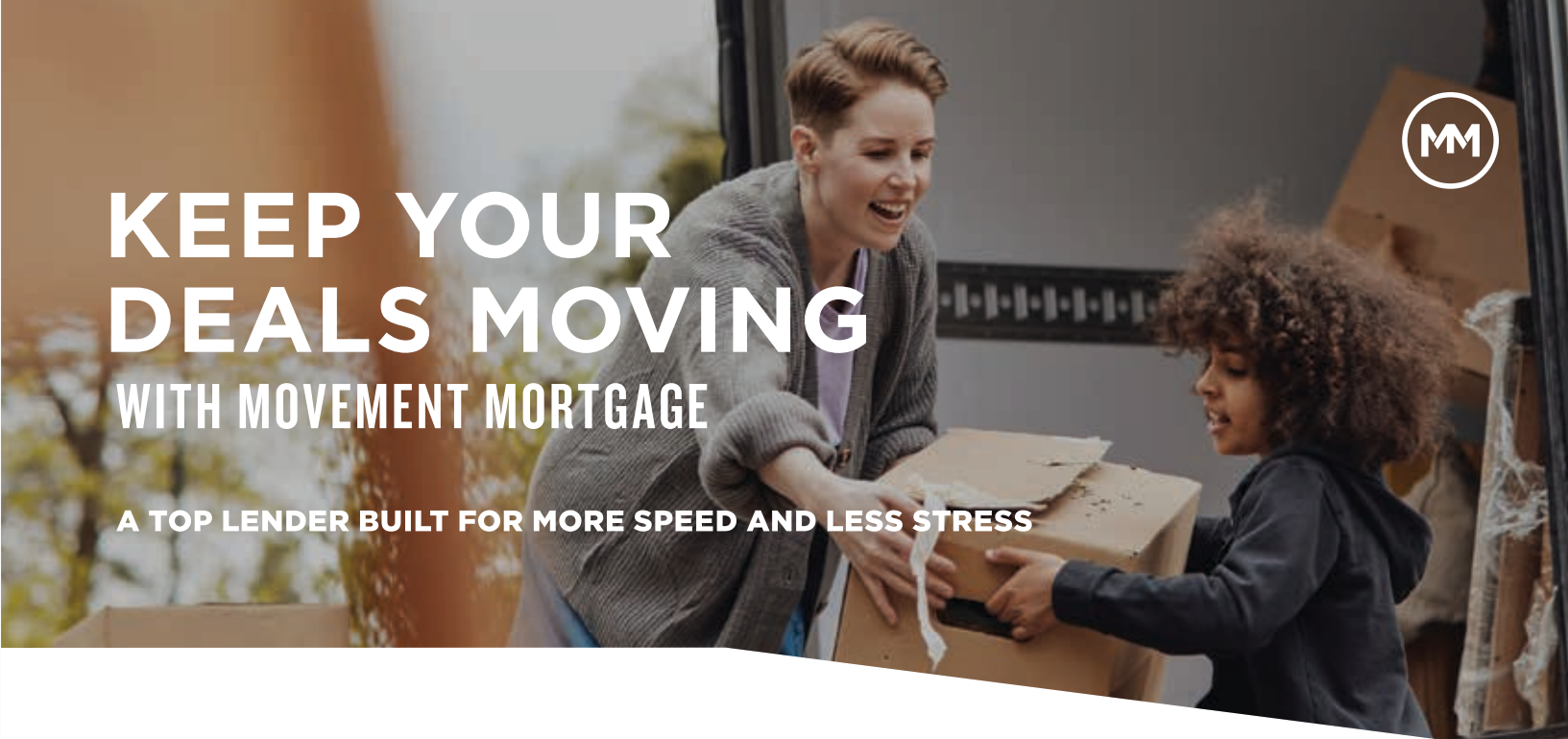
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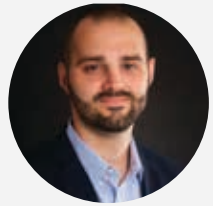
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\*While it is Movement Mortgage's goal to provide underwriting results within six hours of receiving an application, process loans in seven days, and close in one day, extenuating circumstances may cause delays outside of this window. | 5700 Coastal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

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# CONNECTION:

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Several times a week, I'm making an introduction to someone in my network. Last Friday, the woman performing my echocardiogram loved my hair, and by the end, I was sending a text intro to my stylist. Tuesday, I sent a text introducing our favorite chef to a health insurance broker we know. I don't recall when I exactly started behaving this way, but it was solidified that I wanted to be a connector when I read the book *Tipping Point* by Malcolm Gladwell. There have been many books written since, but the idea is the same; being a connector will not only benefit your business but also your personal life, including your health.

"A connector is simply someone who is relationship-focused in their approach to life, to people, and to business. They have a certain way of thinking and behaving. They act and get results with ease because they have a level of credibility and trust in and from their network. When they ask for something or make an introduction, it carries weight and people respond."

- The Connectors Advantage: Michelle Tillis Lederman

To some, it may seem obvious why being a connector has such an advantage in business, but there is actual data that supports the idea that it is all about the people you know. A LinkedIn report states that 85% of jobs come from one's network, it's even higher if you're looking for executive-level positions.

I don't think there is another industry out there that is so full of connectors and examples of it being done well, but in the interest of moving the needle 1% more towards greatness, here are a few tips on how to hone your connecting skills. A quick google search will yield articles from Forbes, blog posts by coaches, and authors' websites with countless lists. Below I have compiled a few of my favorite tips.

**Do your homework** - Once you have identified someone you would like to build a connection with, take some time to learn about them. Everyone loves to be noticed and recognized, and we have a world of information at our fingertips to help achieve that

feeling. Outside of social media platforms and google, the BRP community has an additional resource for getting to know people: the monthly magazine. Those featured in the magazine are open and excited to share their stories. Even a quick message through social media can strengthen a budding relationship.

**Make the first move** - Even those who are seemingly great at walking up to strangers and saying hi, there can still be room for fear. Fear of what? Rejection. We all have felt it before and it can stop us in our tracks. So whether you are making the first move in a digital space or in person, I think the key to remember is everyone loves to be noticed. If you have done your homework, that first "Hi" isn't so scary.

**Make the connection and then leave them to it** - This isn't about you connecting with someone, it is all about your behavior once you make an introduction. Something you don't want to get wrapped up in is the management of this new relationship and becoming emotionally involved with the outcome of the connection.

The *Baltimore Real Producers* Community is built on the connections of every single member. Preferred Partners have to be recommended by members of the community as part of our vetting process. Every single featured agent has been nominated by someone in the community. This is how our community maintains our elite status of REALTORS® and Preferred Partners, and for that we thank YOU!



Always,

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

## Baltimore Real Producers

# 2023

## Events Calendar

### ▶▶ 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](http://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](http://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](http://BaltimoreRealProducers.com) for updates

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# KELLY

## Rumbaugh



▶ rising star By Joya Fields • Photos by Alex Krebs

READY TO RUMBAUGGHHH!

With a slogan like “Let’s get ready to Rumbaughh,” it’s no surprise that Kelly Rumbaugh has fought and won more battles than most people see in a lifetime.

Kelly, an agent at Next Step Realty, A Place and Company, is a two-time breast cancer survivor, mother/champion to ten children ages 15-34, and in 2022, hit \$12M and 32 units.

In 2004, Kelly, her husband Bill, and two biological daughters, then aged 15 and 12, listened to their Pastor’s sermon about the need to step out of their comfort zones. The family decided to investigate adopting a child in Guatemala or China.

Shortly after, Bill had a dream about a girl in China. The family filled out the necessary paperwork to be added to the waiting child list. Because they felt unsure about their ability to help a special needs child, they opted out of that program. But fate had a different idea. They were sent photos of children with special needs. In 2005, they adopted their first child. Since then, they’ve adopted a total of four boys and four girls, along with raising their two biological daughters.

“We’ve dealt with so many unique situations and my thought process is different,” Kelly said of interacting with people. “My empathy is for people that have been through hardships.” She feels this gives her some unique insight into her clients as well as her children from different cultures. “My view of the world expanded exponentially when I became an adoptive Mom. I look outward, not inward these days,” she said.

Kelly is a huge believer in relationships. Being there for people, understanding what they’re going through, and helping them during tough times. Diversity is a big part of real estate to Kelly and she is certified as an “At Home with Diversity Realtor.” “I am willing, ready and desire to work with minorities and people in the LGBTQ population.” She’s a huge proponent of equitable transactions for people who may not be getting a fair shake.

“It’s all about the relationship you create with your clients and other agents,” Kelly said. She believes in the agent-to-agent relationship so strongly that she is even starting a new group—The Women’s Real Estate Collaborative—to help agents get to know each other.

“It’s educating ourselves about each other to be more knowledgeable and better for our clients.” At the first event, Kelly paid for everything—food, drinks, and venue. Feedback has been terrific, and more events are in the works.

Kelly’s success is astounding, especially considering she didn’t start as a full-time agent until June 2021. “Our goal was to have Bill retire, so he could be the at-home parent and I could be a full-time agent.” In 2022, this finally happened. “Bill is the true hero in my success,” Kelly said. “He frees me up to be where I need to be.” Bill, now retired, was in charge of the process for Operation Christmas Child in Pennsylvania and New Jersey. Every year he would go overseas to deliver the shoeboxes.



“  
We are not  
the judges.  
We are here  
to love people.”

Kelly doesn't just “Rumbaaughh” for her clients, she's had to move mountains for her children, too. When she and Bill went to China to adopt in 2007, they encountered a serious health issue when they arrived to pick up their twenty-six-month-old son who had a heart defect. “When we arrived, we found him purple and he had clubbing—his fingertips looked like lollipops due to lack of oxygen.” In a tense interaction, a process that was supposed to take thirteen days, Kelly and Bill managed to fight to get him to the United States in six days, where he was rushed to PICU at Johns Hopkins University for surgery. If not for their quick actions, the little boy would likely not have made it.

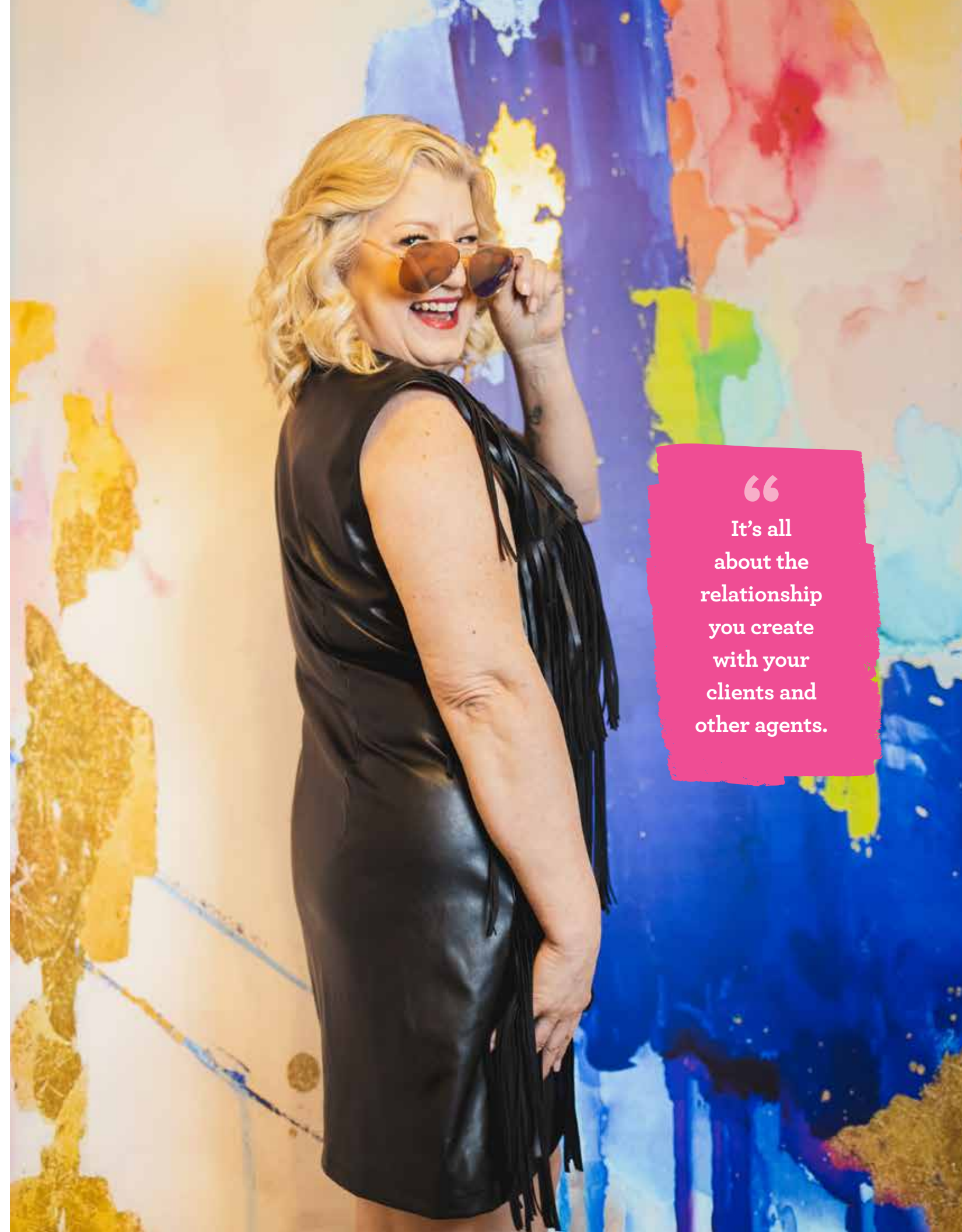
Kelly battled breast cancer not once, but twice. In 2010, she underwent a double mastectomy and chemotherapy, and again in 2021, she needed radiation for stage 1 breast cancer. But, doctors found a large group of lymph nodes in her chest area, too. “For five weeks, I thought I had terminal cancer. They thought it had traveled to her lungs and was stage 4. Instead, she was diagnosed with an autoimmune disease called sarcoidosis. “Surviving cancer shapes who I am.” In fact, while she was in the hospital getting a bilateral mastectomy, two of her children were also in the hospital.

Kelly has lofty 2023 goals. She'd like to sell 15M and to be invited into *Baltimore Real Producers*. Her word of the year is “ascend” because, to her, it means moving forward and moving higher in all she does. “I want to be better and bigger than where I am now.” She's set another goal of holding 200 open houses this year.

As for her fighting spirit, Kelly continues to work hard for her clients and her children. “I'm a giver, I love to give people things,” she said. It could be a note, a bouquet of flowers, or a quick phone call. Being there for people is what makes her feel fulfilled.

Giving to others has become a family tradition. Kelly and Bill's eldest daughter is a missionary in Africa. Kelly is proud of this and aspires for her clients to feel taken care of, too. “I want my clients to feel remembered. I am a resource they can use for the rest of their lives. I want to be that person in their life.”

And will she Rumbaaughhh for other reasons? Two things that get her fighting mad are racial injustice and the non-tolerance of people. “We are not the judges. We are here to love people.”



“  
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about the  
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you create  
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# BOUNDARIES **AND** BALANCE



I've written a few articles for BRP with topics surrounding work/life balance. In "Relationships Create A Profitable Life" (June 2017), I discussed selling based on relationships. Connecting with people on a deeper level allows you to make more seamless and effortless sales.

In "Rediscover your Why," and "The Sky's the Limit" (From June 2018), I took this to a deeper level where I discussed not having a separation between work and life was the definition of a career.

Friends become clients, and clients become friends. I further discussed involving my family in my business and how we collectively focused on aspirational goals. Essentially in these articles, I proposed that when your goals encompass both your professional and your personal life, you live a profitable life.

I had a lot right, and I still stand behind my theories. However, I left out some key details.

Balance and boundaries are super important. Like most of you, I fell victim to working too hard and long during the last few years. My relationships suffered. My health suffered. My clients suffered. I suffered. I let the idea of blending life and business get out of balance. I focused too much on sales and work and did not create enough time for my family, health, hobbies, and mindset. I did not have proper boundaries in place to protect my core values. Without them, I allowed work to dominate my time.

Balance is essential for ensuring you do not spend too much time and energy on one aspect of your profitable life. Sometimes, family and relationships take priority. Other times, work will require your attention, while sometimes hobbies or health may demand you. Balance is what ensures you put equal time and effort into all things that are important to you.

Boundaries set rules and guidelines on non-negotiables. It ensures you do not miss your kids' sporting events or concerts and have time to handle the core tasks for your business. It ensures that you make time for health or hobbies. Everything in your life is important, and you need to be deadset on making them all a priority and ensure that the essential needs are being met. These are items that under no (or very rare) circumstances will you bend. They are that important to you!

Another aspect I missed was flexibility and grace. You set these boundaries and strive for balance, but you need a flexible mindset to adjust. Sometimes emergencies happen. They 100% need your full attention at that time, and you will need to make up for it elsewhere. Give yourself the grace to be able to make these adjustments. Mistakes will happen; understand that it's OK if your intention and actions are continually moving in the right direction.

I want all of us to live a balanced and profitable life with boundaries and flexibility. It's a non-stop journey to make this happen, but something I am fully committed to!



**Contact: 443.538.3899,  
joe@ericpakulla.com**

Before real estate, Joe spent seven years as a successful entrepreneur providing exceptional customer service to the music industry.

In 2011, Joe decided it was the perfect opportunity to change careers and dive into real estate. He hit the ground running and quickly rose to become the top-producing agent on Maryland's #1 RE/MAX team, the Pakulla Professionals. In just ten years, Joe has sold over 900 houses and is consistently referred to friends and family by his past clients and other industry professionals.

Joe is a consistent contributor to the Baltimore Real Producers platform, has been featured on the June 2019 cover, and earned the BRP Team Player Award in 2021.

A lifelong resident of the Baltimore/Washington corridor, Joe assists both buyers and sellers anywhere from the city to the country and any suburbs in between. Joe resides in Eldersburg with his wife, Laura, and their two children.

➤ community contribution

By Joe Bird

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## of Rest Easy

*The Perfect Pair*

By Maddie Sparks • Photos by Maryland Photography Inc.

### Finding Your Other Half

In the words of Paula Abdul, “We come together ‘cause opposites attract.” The co-founders of Rest Easy Support, Susan Szulinski and Heather Fleming, believe their partnership and the success of their business are a direct result of their complementing opposite skills and personalities. They are a modern-day Laverne & Shirley - an inseparable team in their business backed by a close-knit friendship.

Susan and Heather have admired their relationship and how well it works. Heather explains, “our strengths and weaknesses complement each other and I don’t believe we’d have the business we do today without how different we are.” When

discussing their business, you can hear that every decision and every statement is not started with an “I” but a “we”.

Over the years of collaborating on ideas for their roles as Directors of Operations for teams in the same office, the duo bonded over parallels of their personal lives. Both are natural caregivers - Susan caring for her older sister and her parents and Heather with her two children, Madison (age 13) and Lincoln (age 5). They recognized that providing the best care in their businesses stemmed from caring for their families.

“  
Our strengths and weaknesses complement each other and I don’t believe we’d have the business we do today without how different we are.  
”

### Redefining Support Roles

Since both were Directors of Operations for their respective real estate teams, they connected on coordinating top-notch service for their REALTORS® and clients. “We were both searching for a transaction management company that could be an extension of the agents we worked with and fit seemingly into the team so the buyers and sellers had no clue that they were a third-party company.” The pair searched across the nation and found that everything fell short of the level of care they expected. As women who thrived in the support roles of teams, Susan and Heather also wanted to create a business that gave a well-deserved opportunity to others, like them, to have a career that would enable them to live big lives with the financial freedom to enjoy it. From there, the foundation for Rest Easy was born.

They understand that real estate is a relationship business and succeeding means repeat business from those who know and trust you. Rest Easy is a boutique listing and transaction management company that values superb customer care. They focus on each buyer and seller with the understanding that each have a story and experience that is unique to them. “We say “boutique” because we are not a one-size-fits-all TC company.” They only partner with agents who hold themselves to a higher standard of value, ethics, and believe that the best outcome is when everyone involved in the transaction is taken care of.

Setting them apart is their experience, licensing, and caring beyond the industry norm. Each transaction coordinator molds themselves to each client

and agent’s needs to ensure they get customized care that best fits them. Rest Easy is made up of transaction coordinators that specialize in finding solutions, have servant-hearts, and the duo jokingly shares - are recovering perfectionists. “We all get our kicks from making others feel good, so being an intricate part of making a complicated (and often challenging) process work smoothly, and by giving everyone a sense of relief that “all is well” and they can “rest easy” really feeds our souls because of the kind of people we are.”

### Dear REALTORS®,

“We’re your biggest fans!” As real estate is always evolving, so are the roles of staff members supporting you. The mindset - I am just a (blank), should be gone and replaced with individuals who are dedicated to maximizing your time and giving you the reassurance that you can rest easy, knowing that all the details are in capable hands.

We’re all guilty of telling ourselves to wait to do something until the “right time.” Partnering and bringing on staff is a part of that. Rest Easy is non-exclusive so you can hire our services for as much or as little as your business needs. All we need from you is a 30-minute discovery zoom meeting and about 10 minutes of your time one evening while you’re kicking back to give us the information that will allow us to take your business to new heights! Our prices are based on volume so you know that we are just as invested as you are.

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“  
We all get our kicks from making others feel good, so being an intricate part of making a complicated (and often challenging) process work smoothly, and by giving everyone a sense of relief that “all is well” and they can “rest easy” really feeds our souls because of the kind of people we are.  
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# PAUL JOHNSEN

## IN THE MIX OF REAL ESTATE

**EVEN THOUGH PAUL JOHNSEN, SENIOR SALES PARTNER ON THE LEE TESSIER TEAM OF EXP REALTY SOLD \$32M IN VOLUME AND 77 HOMES IN 2022, HE STILL HAS A SIDE GIG.**

▶▶ agent to watch

By **Joya Fields**  
Photos by **Alex Krebs**

“Most people when they see me wearing my professional hat are surprised to hear that I deejayed. I deejayed parties, weddings, and clubs around Baltimore and DC for about 15 years.” His wife, Elise, helped him transition away from the usual venues to a more private setting—his family room. Current crowd favorites, “Wheels on the Bus” and “The Itsy Bitsy Spider,” are the usuals on the request list for his one-and-a-half-year-old son Tate.

Paul’s family is one of the most important things to him. “My son is my shadow and he lights up my day.” About his wife Elise, Paul professes to admire her in many ways. “She’s a great mother and a loyal friend.” Elise is the Executive Director of Brightview Senior Living, and Paul adds, “she has a passion for helping seniors and leading a team. She makes both look easy.”

His team at the Lee Tessier Team of eXp Realty is like a second family to Paul. “I love the people on our team,” he said. He values the dedication of all members and is proud to have eight licensed support staff. Crystal Hoadley is Paul’s assistant. “She’s the backbone of the logistical process,” he says.



Paul, his wife Elise, and son Tate



He credits the marketing firepower and support to the top team in the area behind him. A team with a total volume of \$152M and 425 homes sold last year. “I love my job, I look forward to getting up and getting to do something I love to do every day.”

Paul’s career in real estate began when he worked in property management at Bozzuto in Harbor East. Then, he spent five years in New Home sales for Ryan Homes and sold 130 homes during that time. Through that job, Paul met Lee Tessier, and the idea of helping someone find or sell any type of home was appealing, as well as the chance to work with Lee.

“He is one the best in the industry, and built his business through hard work while maintaining a stellar reputation,” Paul says. He adds, “Working for (Lee) someone I admire, made more sense than working as an individual agent.”

Paul has been with Lee’s team since 2015 and finds it hard to believe that it’s been eight years. He proudly boasts “The Lee Tessier Team has been Harford and Baltimore County’s #1 Team since 2011. Collectively we have sold over 4,000 homes and \$1B in real estate volume.”

One word that his friends use to describe Paul is altruistic. “You get what you want when you help enough people get what they want,” he says. His team enjoys giving back to the community, too. Their foundation provides academic and athletic scholarships and sponsorships to Harford County Middle and High School students, raises \$20-30,000 at their annual golf charity tournaments, sponsors local athletic teams and works with Habitat for Humanity among other community events.

Paul balances his work life with family and hobbies. “My son is curious and a good-natured handful so he fills any space where real estate doesn’t in my calendar.” When his son is asleep, Paul heads to his “second house”—his shed, where he always has projects to work on. “Right now I’m building a bench out of a tree that fell in our yard and making a stepping stone walkway in our backyard out of wood slabs.”

His love of woodworking came from his grandfather George Irwin, his late mother Peggy’s father whom Paul adored. “He was a jack of all trades and could build anything.” His grandfather had no formal training in wood crafting,

and neither does Paul. “I used to walk alongside him with my little blue hammer and probably was more trouble than help to him, but it’s a great memory.” Now, he and Tate are making similar memories together. His father, Peter Johnsen, has been a major influence on Paul’s life as well. Paul’s son, Peter Tate Johnsen, is named after his Dad.

Paul has big goals. “2023 is going to be the year in real estate where the amount of action that agents take is going to dictate success or failure in this industry.” He’s also striving for 101 in sales and \$40M in volume. It’s a high goal, but if you consider Paul’s history - he’s sold over 400 homes with over \$140,000,000

in real estate volume these past eight years - it’s a goal he’s on track to hit.

He sees his fifteen years in the real estate industry, along with his background as an Eagle Scout, Phi Beta Kappa graduate, former All-American athlete, and deejay as a good mixture of experiences to bring a depth of perspective to his clients.

Family is not only a priority to Paul, but also a stress reliever. After a productive day, he unwinds at home with Elise and Tate where he deejays while his wife and son dance. He’s still entertaining the crowd, whether it’s a family affair or he’s in the mix of Real Estate.



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▶ event recap

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By Hannah Benson • Photos by YRN Photography

Green, gold, Guinness, and shamrocks galore! Yep, you know what that means - the Eat, Drink and Be Irish party made its comeback this March.

We celebrated St. Paddy's Day at Claddagh Pub in Canton with over 175 top-producing agents and preferred partners, all coming together for the first time in 2023. Reunited and it felt so good! Between the energy and the valuable conversations, it's incredible to see the magic that happens when this community convenes!

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# easy ways to Help stressed out Sellers



Have you ever been trapped in a small bathroom with a seller who shuts the door and then starts crying? I have. I always say my job is half home stager, half therapist. Sellers are overwhelmed with tasks before putting their house on the market. Understanding what they're experiencing can help you communicate for a better customer relationship and a smoother sales process.

The words we use with sellers are important. They are likely emotional about their belongings, so saying, "That parrot art has got to go," or, "That buffet does not go with the rest of the furniture," can hurt their feelings. How would you feel if someone walked into your house and said that? You'd probably close down and stop listening. For a more agreeable experience, use gentler terms. Sellers are smart, savvy, and overwhelmed. They don't want you to talk down to them, and they really DO want their house to sell, but it's still hard to be told their most prized possessions need to go.

Putting a positive twist on advice is a kinder way of getting the seller to understand that the realtor, home stager, and seller are all on the same team. Often, emotions are the reason behind what we view as "stubbornness." Not long ago, I worked with a seller who had a bedroom dresser with a television on it next to her beautiful living room fireplace. It had to go, or the first impression of this gorgeous home was not going to be a good one. I gently suggested moving it to a different room, advising less furniture would make the room look bigger. The seller insisted on leaving the dresser.

I let it go for a bit, but then later called her to say I had to be honest—my opinion was that keeping the dresser next to the fireplace would cost her money. Buyers' first impressions would be affected.

She explained that since her husband's passing a year earlier, she watched the news every night in that spot and could hardly get through the night without that tradition. Wow. Huge emotional reveal. We talked about how emotional it was to sell the house she and her husband had lived in. Without any further prompting, she stated she would move that dresser for the duration of the sale. She did everything in her power to get the most money for her house even if it meant having to press through emotions. She needed some time to come to terms with the change,

and it needed to be her decision. The house sold in less than a week.

As home stagers, sellers listen to us because you've told them that we're the professionals. You've let them know that we're going to come in and talk to them about what they need to do to get their house ready. So, they're expecting to make changes, and (most of the time) they listen to us. Realtors can tip-toe around the hard stuff and say, "the stager will work with you on that." We're okay with that. Words are important and listening to what sellers are trying to tell you is important, too.

#### SOME TIPS:

1. Choose words carefully. Instead of saying, "get rid of..." try using the term, "pre-pack" instead. Sellers are going to have to pack everything eventually. May as well get a head start and use positive language to encourage them.
  2. Listen. If a seller is adamant about not changing something that you feel is important for the sale, it might be best to put the issue on the back burner for a bit. Then, as more items from their to-do list are completed, remind them about the issue and see if they realize it's a change they can now tackle.
  3. Tell them the truth (or let your home stager know what needs to be said and they'll tell them the truth). Realtors have a fiduciary duty to advise clients about every option available to help sell the house. Saying, "it's okay to feel that way, but I want you to know it might adversely affect the offers we receive" is okay. They might change their mind about it, they might not. You've done your duty, and they feel heard.
  4. Explain the details. You know the business inside out because you deal with it daily. Sellers don't know the details. Take them step-by-step through what they'll experience when their house is on the market. I've had many sellers ask me if the texts they are getting for appointments are spam. They didn't know they'd be getting texts to approve showings.
- Understanding what sellers are experiencing and guiding them through it helps you build a long-term relationship and will likely garner referrals.



Joya Fields is the Director of Occupied Staging at Shamrock Hill Design - Home Staging Baltimore. When she's not staging and organizing, she loves to hike, garden, and hang out with her family, 29 chickens, two cats, and pug.



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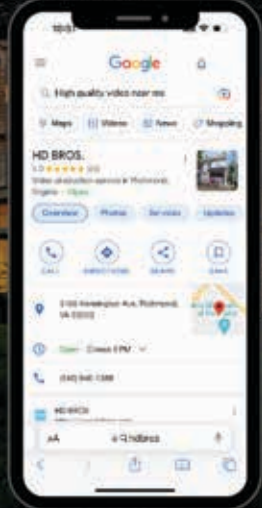

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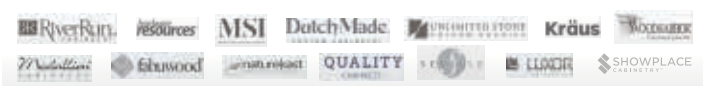
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▶▶ cover story

# Lauren Shapiro

Stop at Nothing

## Loyal

Lauren Shapiro joined the real estate industry in December of 2011 (a year when the real estate market was in a downward spiral) with a positive mindset and determined attitude. She was one of the original people on The Bob Lucido Team | Keller Williams Lucido Agency, which has now grown to over 75 agents and closed over a billion dollars in deals in 2022 alone.

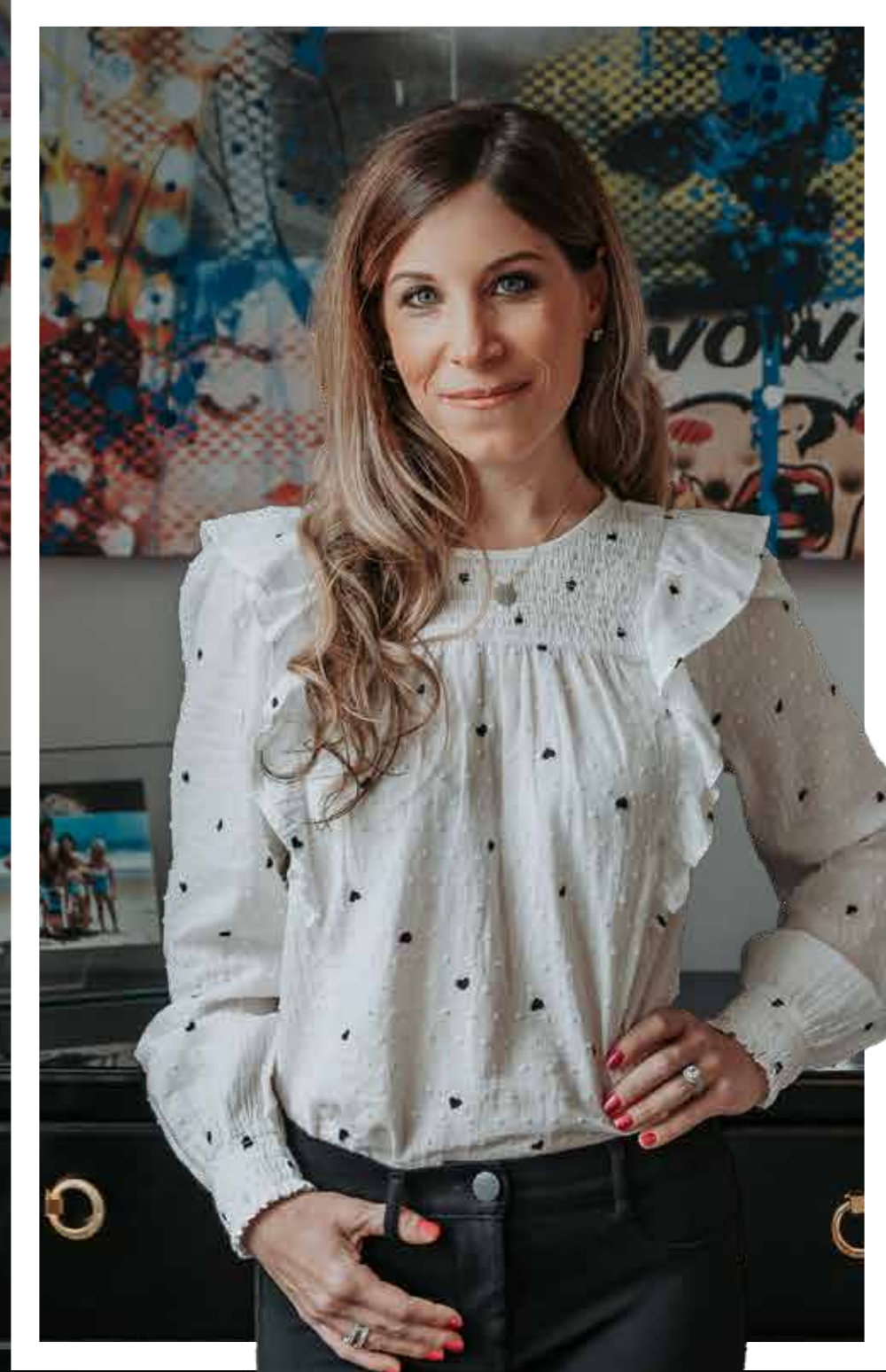
Loyalty to her team and her clients is what she believes makes her unique. "I have been with one team my whole career. This has allowed me to get the best systems, training, and support. It has also helped me focus on one thing, and the most important thing - my clients," she shares. This has allowed her to spend all her time dedicated to them, knowing that they are getting her sole attention, the best resources, and the team to support one of the most significant purchases and decisions in their lifetime.

## Aspiring

When she first decided to join the real estate industry in 2010, Lauren was met with a roadblock. Real estate classes were canceled left and right due to unmet quotas since the market was down. Eventually, she buckled down and took courses online with limited guidance to get licensed. Passionately, she states, "this shows my personality, and if I want something, I will go get it, and this holds true for my clients."



Lauren, her husband Matt, daughter Lexi, and sons Dylan and Graham



By Maddie Sparks • Photos by Maryland Photography Inc.



“

There is so much noise within this industry, and I think it all detracts from our main job in helping our clients.

”





“  
Everything I do is  
a reflection of me.  
For my children, I  
want to be the  
best and set the  
best example for  
them, so my clients  
get everything I  
can give.  
”

Fast forward years later, Lauren was named the #1 agent on a team for GCI in 2021 by Keller Williams and Top REALTOR® for 2022 by Baltimore Magazine. Last year she closed 55 units equaling over 28 million dollars in volume.

Real estate has become a part of her and her family's life. The couple has invested in multiple properties to help relieve some of the financial cost of college for their children and create wealth for future generations. The couple had previously purchased an investment property that they renovated and re-sold and, during that process, they were chosen to be a part of a full episode of "First Time Flippers" that aired on national television. Along with investing, they are instilling lessons in caring for homes that they hope will impact their children.

#### **Uplifting**

Lauren's heart branches deep into the community, and she enjoys supporting the youth of Baltimore. She currently volunteers for Moms on a Mission - a group of moms who volunteer their time to fulfill different missions in the community, including coat drives, cooking at the Ronald McDonald House, or putting together school supplies. She and her husband, Matt, co-wrote a children's book called Everybody Talk.

The book aims to help children identify their bodies and boundaries, teaching defensive skills to support healthy relationships. All proceeds go to the Erin Levitas Foundation, which prevents sexual assault through early education. During this past holiday season, the family donated toys and clothes to The Center for Hope and Kindness Connected, an organization that helps Baltimore's youth.

As a mother, Lauren is very connected with her children's schools and looking for ways to help. Previously, her daughter's elementary school closed their playground for new school construction. This led her and her husband to bring the school community together to donate items so the kids could continue to be active and have fun during recess. In February she sponsored a Teacher Appreciation event, providing the teachers and support staff with coffee and donuts to show her appreciation.

#### **Realistic**

With real estate ever-evolving, Lauren has learned it's best to keep her head down and focus on her passion - her clients. "There is so much noise

within this industry, and I think it all detracts from our main job in helping our clients." She shares with new REALTORS® to stay focused and stop trying to follow the shiny penny. From her own experience and success, she encourages them to find a team/ mentor and stick with them, as loyalty will take you far.

Her integrity set her apart during the market frenzy, "I could never advise my clients to do some of the things I have seen in this industry as I know when the markets calm down, if I had, my clients would be in a vulnerable position."

#### **Evolutionary**

Lauren's mother left her at a young age, leaving her without a solid motherly figure. "I think overcoming this has made me a strong woman and helped me master the skills you need in this industry." In an industry that men can easily dominate, her drive for empowering women to succeed will create a generation of REALTORS® that aren't afraid to work hard for what they want.

#### **Nurturing**

Lauren and her husband share three wonderful children, Lexi (6), Dylan (4), and Graham (2). The family loves to travel and enjoys multiple activities, including - horseback riding, baseball, karate, and gymnastics. She's determined to raise her children with resilience and strength, qualities that will help them achieve any goals they put their minds to. You will frequently see Lauren snapping pictures of her kids, sharing that if she had to choose another career, it would be in photography.

First and foremost, she is a mom who wants to set the best example for her children. "There are so many priorities that come with being a mom and agent, but my clients should know they are getting the best. Everything I do is a reflection of me. For my children, I want to be the best and set the best example for them, so my clients get everything I can give."

The headings of each of these sections not only spell Lauren's name but describe her life, experiences, and outlooks on life. As a mother and REALTOR®, she is an inspiration to all.



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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	312	\$17,159,051
2	Tineshia R. Johnson	NVR Services, Inc.	175	\$91,502,188
3	Kathleen Cassidy	DRH Realty Capital, LLC.	132	\$67,298,367
4	Lee M Shpritz	Ashland Auction Group LLC	104	\$5,798,800
5	Joseph A Petrone	Monument Sotheby's International Realty	49	\$33,556,404
6	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	48	\$21,570,535
7	Gina M Gargeu	Century 21 Downtown	39	\$6,835,517
8	Robert J Lucido	Keller Williams Lucido Agency	36.5	\$24,564,469
9	Lois Margaret Alberti	Alberti Realty, LLC	36	\$9,762,700
10	Shawn M Evans	Monument Sotheby's International Realty	36	\$26,880,030
11	Lee R. Tessier	EXP Realty, LLC	33.5	\$12,071,365
12	Lauren Ryan	NVR Services, Inc.	30	\$14,407,218
13	Nickolaus B Waldner	Keller Williams Realty Centre	28	\$12,254,650
14	David Orso	Berkshire Hathaway HomeServices PenFed Realty	27.5	\$28,038,500
15	Matthew S Cooper	Alex Cooper Auctioneers, Inc.	27	\$3,427,700
16	Gina L White	Lofgren-Sargent Real Estate	27	\$11,679,887
17	Charlotte Savoy	Keller Williams Integrity	26	\$11,958,580
18	STEPHEN PIPICH Jr.	Corner House Realty North	24	\$8,133,250
19	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	24	\$6,194,400
20	Gregory A Cullison Jr.	EXP Realty, LLC	21.5	\$6,357,503
21	Vincent J. Steo	Your Home Sold Guaranteed Realty	21	\$7,737,000
22	Jeremy Michael McDonough	Mr. Lister Realty	20	\$7,155,900
23	Montaz Maurice McCray	Keller Williams Realty Centre	20	\$5,308,900
24	Jared T Block	Alex Cooper Auctioneers, Inc.	20	\$4,153,645
25	James T Weiskerger	Next Step Realty	20	\$9,569,980
26	Bradley R Kappel	TTR Sotheby's International Realty	19	\$41,849,000
27	Larry E Cooper	Alex Cooper Auctioneers, Inc.	19	\$2,546,610
28	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	19	\$10,541,900
29	Kim Barton	Keller Williams Legacy	18.5	\$6,573,000
30	Tom Atwood	Keller Williams Metropolitan	18.5	\$5,389,049
31	James H Stephens	EXP Realty, LLC	18	\$6,469,500
32	Timothy Lee Joseph Dominick	Coldwell Banker Realty	18	\$3,047,500
33	Enoch P Moon	Realty 1 Maryland, LLC	18	\$6,365,300
34	Dariusz Bogacki	Cummings & Co. Realtors	17.5	\$3,914,650

RANK	NAME	OFFICE	SALES	TOTAL
35	Daniel M Billig	A.J. Billig & Company	17.5	\$3,848,500
36	Jeremy William Martin	Coldwell Banker Realty	17	\$5,564,900
37	Louis Chirgott	Corner House Realty Premiere	17	\$8,337,025
38	Tony Migliaccio	Long & Foster Real Estate, Inc.	17	\$6,091,400
39	Daniel B Register IV	Northrop Realty	16	\$3,794,900
40	Juwan Lee Richardson	Keller Williams Legacy	16	\$3,033,100
41	Daniel McGhee	Homeowners Real Estate	16	\$6,265,500
42	Luis H Arrazola	A.J. Billig & Company	16	\$1,626,725
43	Dassi Lazar	Lazar Real Estate	16	\$5,756,622
44	Terry A Berkeridge	Advance Realty Bel Air, Inc.	16	\$5,147,250
45	Mark D Simone	Keller Williams Legacy	15.5	\$5,236,354
46	cory andrew willems	EXP Realty, LLC	15	\$3,361,950
47	Jessica L Young-Stewart	RE/MAX Executive	15	\$5,393,455
48	Laura M Snyder	American Premier Realty, LLC	15	\$7,392,778
49	Matthew D Rhine	Keller Williams Legacy	15	\$5,419,000
50	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	14.5	\$4,994,700

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Jonathan Scheffenacker	Redfin Corp	14	\$6,504,800
52	Gregory M Golding	ExecuHome Realty	14	\$1,552,000
53	Jim Rambo	ABR	14	\$2,347,200
54	Alex B Fox	Allfirst Realty, Inc.	14	\$3,851,000
55	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	14	\$7,266,500
56	Mark A. Ritter	Revol Real Estate, LLC	13.5	\$4,970,600
57	Gavriel Khoshkheraman	Pickwick Realty	13	\$1,519,500
58	Keiry Martinez	ExecuHome Realty	13	\$3,376,500
59	Barry J Nabozny	RE/MAX Premier Associates	13	\$7,601,580
60	Tracy Vasquez	Cummings & Co. Realtors	12.5	\$5,475,550
61	Michael J Schiff	EXP Realty, LLC	12.5	\$4,538,800
62	Gary R Ahrens	Keller Williams Realty Centre	12.5	\$6,499,500
63	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	12	\$11,883,500
64	Brian M Pakulla	RE/MAX Advantage Realty	12	\$8,587,861
65	Will L Rodgers	EXP Realty, LLC	12	\$3,707,612
66	Kelly Schuit	Next Step Realty	12	\$5,913,000

RANK	NAME	OFFICE	SALES	TOTAL
67	PETER WONG	Corner House Realty North	12	\$3,145,349
68	Bob Simon	Long & Foster Real Estate, Inc.	12	\$2,660,500
69	Ryan R Briggs	Anne Arundel Properties, Inc.	12	\$6,828,554
70	Daniel Borowy	Redfin Corp	12	\$5,555,750
71	Benjamin J Garner	Real Broker, LLC	12	\$5,095,800
72	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	12	\$1,479,500
73	Sergey A taksis	Long & Foster Real Estate, Inc.	12	\$4,841,000
74	John R Newman II	Keller Williams Flagship of Maryland	12	\$4,355,711
75	Bill Franklin	Long & Foster Real Estate, Inc.	12	\$6,913,299
76	Vincent M Caropreso	Keller Williams Flagship of Maryland	12	\$4,312,050
77	Veronica A Sniscak	Compass	11.5	\$6,009,445
78	Pamela A Terry	EXP Realty, LLC	11.5	\$1,326,000
79	Un H McAdory	Realty 1 Maryland, LLC	11.5	\$6,667,890
80	James P Schaecher	Keller Williams Flagship of Maryland	11.5	\$5,874,750
81	Andrew Johns III	Keller Williams Gateway LLC	11.5	\$4,331,300
82	Zachary B Zander	Cummings & Co. Realtors	11	\$4,046,990
83	Bob A Mikelskas	Rosario Realty	11	\$4,398,500
84	Raj Singh Sidhu	Your Realty Inc.	11	\$2,761,905
85	David M Willman	EXP Realty, LLC	11	\$2,984,990
86	Yevgeny Drubetskoy	EXP Realty, LLC	11	\$3,209,850
87	Bryan G Schafer	Next Step Realty	11	\$3,520,300
88	Allen J Stanton	RE/MAX Executive	11	\$4,074,400
89	Jeannette A Westcott	Keller Williams Realty Centre	11	\$5,026,400
90	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	11	\$5,430,500
91	Daniel S Drechsler	Exit Results Realty	11	\$2,844,000
92	Ali Raza	Taylor Properties	11	\$3,545,000
93	Aimee C O'Neill	O'Neill Enterprises Realty	11	\$3,364,000
94	Sonya Francis	RE/MAX Solutions	11	\$3,511,600
95	Kevin L Reeder	RE/MAX First Choice	10.5	\$2,893,000
96	Michael Green	Witz Realty, LLC	10.5	\$3,087,250
97	Andrew D Schweigman	Douglas Realty, LLC	10.5	\$4,593,900
98	Brendan Butler	Cummings & Co. Realtors	10.5	\$5,220,510
99	Kathy A Banaszewski	Real Estate Professionals, Inc.	10.5	\$1,985,050
100	Wendy Slaughter	Elevate Real Estate Brokerage	10.5	\$4,488,791

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Tyler Ell	Keller Williams Realty Centre	10.5	\$5,343,430
102	Ryan Shilow	R.E. Shilow Realty Investors, Inc.	10.5	\$5,245,500
103	Robert P Frey	Exit Results Realty	10	\$3,526,100
104	Adam Chubbuck	Douglas Realty, LLC	10	\$4,037,000
105	Jeff D Washo	Compass	10	\$3,715,900
106	Rebecca M Ravera	ExecuHome Realty	10	\$1,435,400
107	Kimberly A Weir	Long & Foster Real Estate, Inc.	10	\$3,555,900
108	John C Kantorski Jr.	EXP Realty, LLC	10	\$2,074,900
109	Tiffany S Domneys	ExecuHome Realty	10	\$2,330,901
110	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	10	\$3,184,500
111	Jennifer Schaub	Long & Foster Real Estate, Inc.	10	\$6,035,000
112	Christopher Stumbroski	Keller Williams Legacy	10	\$3,096,225
113	Wanda Gail Foster	CENTURY 21 THE REAL ESTATE CENTRE	10	\$3,710,411
114	William Lauchman	Cummings & Co. Realtors	10	\$1,998,503
115	Dawn M. Friend	Iron Valley Real Estate of Central MD	10	\$3,083,999
116	Matthew Spence	Keller Williams Integrity	10	\$4,842,702
117	Ronald W. Howard	RE/MAX Advantage Realty	9.5	\$2,901,903
118	Jason P Donovan	RE/MAX Leading Edge	9.5	\$4,662,177
119	Jennifer A Klarman	Long & Foster Real Estate, Inc.	9	\$4,968,500
120	Michelle L Hood	Keller Williams Flagship of Maryland	9	\$2,732,000
121	Timothy Langhauser	Compass Home Group, LLC	9	\$2,757,000
122	Mark Richa	Cummings & Co. Realtors	9	\$3,543,000
123	Carol L Tinnin	RE/MAX Leading Edge	9	\$4,672,800
124	Greg M Kinnear	RE/MAX Advantage Realty	9	\$4,789,700
125	Trent C Gladstone	Keller Williams Integrity	9	\$3,726,250
126	Deborah T Finkelstein	RE/MAX Premier Associates	9	\$2,576,000
127	Robert Elliott	Redfin Corp	9	\$3,271,800
128	Zachary M. Pencarski	Redfin Corp	9	\$2,484,900
129	Jessica DuLaney (Nonn)	Next Step Realty	9	\$4,783,400
130	Bethanie M Fincato	Cummings & Co. Realtors	9	\$4,943,140
131	Ryan Bandell	Keller Williams Realty Centre	9	\$3,804,704
132	Mitchell J Toland Jr.	Redfin Corp	9	\$3,521,790
133	Lauren Melissa DiMartino	EXP Realty, LLC	9	\$2,485,399
134	Brian I Leibowitz	Maryland Realty Company	9	\$1,406,011

RANK	NAME	OFFICE	SALES	TOTAL
135	William M Savage	Keller Williams Legacy	9	\$2,043,500
136	Lisa M St Clair-Kimmey	Realty Plus Associates	9	\$2,086,000
137	John Crisafulli	RE/MAX Ikon	9	\$2,669,000
138	Bo Zhang	Taylor Properties	9	\$2,011,900
139	Chad J Robertson	Keller Williams Flagship of Maryland	9	\$3,536,900
140	Rick J Mudd	RE/MAX Executive	9	\$4,657,000
141	Tracy J. Lucido	Keller Williams Lucido Agency	9	\$6,939,475
142	Nancy A Hulsman	Coldwell Banker Realty	9	\$3,493,650
143	Robert J Skudrna	Long & Foster Real Estate, Inc.	9	\$3,010,400
144	Melissa Barnes	Cummings & Co. Realtors	9	\$2,749,000
145	Charles N Billig	A.J. Billig & Company	9	\$1,373,425
146	Jessica N Sauls	Atlas Premier Realty, LLC	9	\$2,940,200
147	Derek Blazer	Cummings & Co. Realtors	9	\$2,172,000
148	Denise M Lewis	Brook-Owen Real Estate	8.5	\$2,810,825
149	Effy Z Lamp	Northrop Realty	8.5	\$4,332,000
150	Tony A Zowd	Coldwell Banker Realty	8.5	\$4,280,250

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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.	175	\$91,502,188
2	Kathleen Cassidy	DRH Realty Capital, LLC.	132	\$67,298,367
3	Bradley R Kappel	TTR Sotheby's International Realty	19	\$41,849,000
4	Joseph A Petrone	Monument Sotheby's International Realty	49	\$33,556,404
5	David Orso	Berkshire Hathaway HomeServices PenFed Realty	27.5	\$28,038,500
6	Shawn M Evans	Monument Sotheby's International Realty	36	\$26,880,030
7	Robert J Lucido	Keller Williams Lucido Agency	36.5	\$24,564,469
8	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	48	\$21,570,535
9	Adam M Shpritz	Ashland Auction Group LLC	312	\$17,159,051
10	Lauren Ryan	NVR Services, Inc.	30	\$14,407,218
11	Nickolaus B Waldner	Keller Williams Realty Centre	28	\$12,254,650
12	Lee R. Tessier	EXP Realty, LLC	33.5	\$12,071,365
13	Charlotte Savoy	Keller Williams Integrity	26	\$11,958,580
14	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	12	\$11,883,500
15	Gina L White	Lofgren-Sargent Real Estate	27	\$11,679,887
16	Alexandra T Sears	TTR Sotheby's International Realty	8	\$11,107,500

RANK	NAME	OFFICE	SALES	TOTAL
17	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	19	\$10,541,900
18	Lois Margaret Alberti	Alberti Realty, LLC	36	\$9,762,700
19	James T Weiskerger	Next Step Realty	20	\$9,569,980
20	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	6.5	\$9,460,500
21	Brian M Pakulla	RE/MAX Advantage Realty	12	\$8,587,861
22	Louis Chirgott	Corner House Realty Premiere	17	\$8,337,025
23	Charlie Hatter	Monument Sotheby's International Realty	7	\$8,230,000
24	STEPHEN PIPICH Jr.	Corner House Realty North	24	\$8,133,250
25	Vincent J. Steo	Your Home Sold Guaranteed Realty	21	\$7,737,000
26	Heidi S Krauss	Krauss Real Property Brokerage	6	\$7,704,000
27	Barry J Nabozny	RE/MAX Premier Associates	13	\$7,601,580
28	Jean Berkinshaw Dixon	Coldwell Banker Realty	4	\$7,411,500
29	Laura M Snyder	American Premier Realty, LLC	15	\$7,392,778
30	Lori R Gough	Long & Foster Real Estate, Inc.	5	\$7,270,000
31	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	14	\$7,266,500
32	Jonathan E. Rundlett	Toll MD Realty, LLC	4	\$7,239,510
33	Jeremy Michael McDonough	Mr. Lister Realty	20	\$7,155,900
34	Tracy J. Lucido	Keller Williams Lucido Agency	9	\$6,939,475
35	Bill Franklin	Long & Foster Real Estate, Inc.	12	\$6,913,299
36	Gina M Gargeu	Century 21 Downtown	39	\$6,835,517
37	Ryan R Briggs	Anne Arundel Properties, Inc.	12	\$6,828,554
38	Un H McAdory	Realty 1 Maryland, LLC	11.5	\$6,667,890
39	Richard H Watson	Long & Foster Real Estate, Inc.	4	\$6,627,500
40	Carol Snyder	Monument Sotheby's International Realty	6	\$6,587,000
41	Kim Barton	Keller Williams Legacy	18.5	\$6,573,000
42	Amber Krause	TTR Sotheby's International Realty	3	\$6,561,000
43	Jonathan Scheffenacker	Redfin Corp	14	\$6,504,800
44	Gary R Ahrens	Keller Williams Realty Centre	12.5	\$6,499,500
45	James H Stephens	EXP Realty, LLC	18	\$6,469,500
46	Christina J Palmer	Keller Williams Flagship of Maryland	7	\$6,452,656
47	Enoch P Moon	Realty 1 Maryland, LLC	18	\$6,365,300
48	Gregory A Cullison Jr.	EXP Realty, LLC	21.5	\$6,357,503
49	Paul A Sudano	Monument Sotheby's International Realty	4	\$6,283,500
50	Daniel McGhee	Homeowners Real Estate	16	\$6,265,500

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	24	\$6,194,400
52	Tony Migliaccio	Long & Foster Real Estate, Inc.	17	\$6,091,400
53	Jennifer Schaub	Long & Foster Real Estate, Inc.	10	\$6,035,000
54	Tina C Cheung	EXP Realty, LLC	8	\$6,019,300
55	Veronica A Sniscak	Compass	11.5	\$6,009,445
56	Kelly Schuit	Next Step Realty	12	\$5,913,000
57	James P Schaecher	Keller Williams Flagship of Maryland	11.5	\$5,874,750
58	Lee M Shpritz	Ashland Auction Group LLC	104	\$5,798,800
59	Dassi Lazar	Lazar Real Estate	16	\$5,756,622
60	Jeremy William Martin	Coldwell Banker Realty	17	\$5,564,900
61	Daniel Borowy	Redfin Corp	12	\$5,555,750
62	James M. Baldwin	Compass	8.5	\$5,548,250
63	Tracy Vasquez	Cummings & Co. Realtors	12.5	\$5,475,550
64	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	11	\$5,430,500
65	Matthew D Rhine	Keller Williams Legacy	15	\$5,419,000
66	Jessica L Young-Stewart	RE/MAX Executive	15	\$5,393,455
67	Tom Atwood	Keller Williams Metropolitan	18.5	\$5,389,049
68	Tyler Ell	Keller Williams Realty Centre	10.5	\$5,343,430
69	Montaz Maurice McCray	Keller Williams Realty Centre	20	\$5,308,900
70	Eric C McPhee	Cummings & Co. Realtors	2	\$5,300,000
71	Ryan Shilow	R.E. Shilow Realty Investors, Inc.	10.5	\$5,245,500
72	Mark D Simone	Keller Williams Legacy	15.5	\$5,236,354
73	Brendan Butler	Cummings & Co. Realtors	10.5	\$5,220,510
74	Terry A Berkeridge	Advance Realty Bel Air, Inc.	16	\$5,147,250
75	Creig E Northrop III	Northrop Realty	6	\$5,107,500
76	Benjamin J Garner	Real Broker, LLC	12	\$5,095,800
77	Robert A Kinnear	RE/MAX Advantage Realty	6	\$5,027,000
78	Jeannette A Westcott	Keller Williams Realty Centre	11	\$5,026,400
79	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	14.5	\$4,994,700
80	Mark A. Ritter	Revol Real Estate, LLC	13.5	\$4,970,600
81	Jennifer A Klarman	Long & Foster Real Estate, Inc.	9	\$4,968,500
82	Holly D Winfield	Monument Sotheby's International Realty	7.5	\$4,963,900
83	Bethanie M Fincato	Cummings & Co. Realtors	9	\$4,943,140
84	Steve Allnutt	RE/MAX Advantage Realty	7.5	\$4,934,650

RANK	NAME	OFFICE	SALES	TOTAL
85	Jeremy Batoff	Compass	6	\$4,877,000
86	Matthew Spence	Keller Williams Integrity	10	\$4,842,702
87	Sergey A taksis	Long & Foster Real Estate, Inc.	12	\$4,841,000
88	Melanie F Wood	Coldwell Banker Realty	5.5	\$4,795,900
89	Greg M Kinnear	RE/MAX Advantage Realty	9	\$4,789,700
90	Kristi C Neidhardt	Northrop Realty	8	\$4,785,000
91	Jessica DuLaney (Nonn)	Next Step Realty	9	\$4,783,400
92	Sarah E Garza	Keller Williams Flagship of Maryland	8	\$4,767,400
93	Jennifer Holden	Compass	7	\$4,746,000
94	Georgeann A Berkinshaw	Coldwell Banker Realty	4.5	\$4,711,500
95	Ravijit S Soni	Northrop Realty	4	\$4,690,000
96	Carol L Tinnin	RE/MAX Leading Edge	9	\$4,672,800
97	Jason P Donovan	RE/MAX Leading Edge	9.5	\$4,662,177
98	Rick J Mudd	RE/MAX Executive	9	\$4,657,000
99	David C Luptak	Long & Foster Real Estate, Inc.	7	\$4,615,000
100	Sandra K Libby	Long & Foster Real Estate, Inc.	3.5	\$4,612,500

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Andrew D Schweigman	Douglas Realty, LLC	10.5	\$4,593,900
102	Nataliya Lutsiv	RE/MAX Executive	6	\$4,592,310
103	Michael J Schiff	EXP Realty, LLC	12.5	\$4,538,800
104	Dale T Hevesy	Garceau Realty	7	\$4,506,000
105	Jacob A Saltzman	EXP Realty, LLC	7.5	\$4,500,948
106	Wendy Slaughter	Elevate Real Estate Brokerage	10.5	\$4,488,791
107	Sunna Ahmad	Cummings & Co. Realtors	8	\$4,478,935
108	Pamela A Tierney	Long & Foster Real Estate, Inc.	4	\$4,465,000
109	John V Freeman	Coldwell Banker Realty	6	\$4,438,513
110	Wendy T Oliver	Coldwell Banker Realty	6	\$4,403,000
111	Bob A Mikelskas	Rosario Realty	11	\$4,398,500
112	Jory Frankle	Northrop Realty	6.5	\$4,364,250
113	Nina Boykin Tracey	Hubble Bisbee Christie's International Real Estate	2	\$4,362,000
114	John R Newman II	Keller Williams Flagship of Maryland	12	\$4,355,711
115	Effy Z Lamp	Northrop Realty	8.5	\$4,332,000
116	Andrew Johns III	Keller Williams Gateway LLC	11.5	\$4,331,300

RANK	NAME	OFFICE	SALES	TOTAL
117	Vincent M Caropreso	Keller Williams Flagship of Maryland	12	\$4,312,050
118	Tony A Zowd	Coldwell Banker Realty	8.5	\$4,280,250
119	Aliza T Wein	Bondar Realty	5	\$4,269,000
120	Anthony M Friedman	Northrop Realty	6	\$4,233,000
121	Jeannette Hitchcock	RE/MAX Solutions	8	\$4,211,370
122	Sean P Ruppert	Monument Sotheby's International Realty	2	\$4,206,000
123	Jared T Block	Alex Cooper Auctioneers, Inc.	20	\$4,153,645
124	Brian D Saver	Northrop Realty	4	\$4,146,000
125	Poonam Singh	Redfin Corp	7	\$4,139,890
126	Jennifer K Chino	TTR Sotheby's International Realty	5	\$4,136,000
127	Teresa M Dennison	Long & Foster Real Estate, Inc.	6	\$4,120,500
128	Shun Lu	Keller Williams Realty Centre	5	\$4,081,000
129	Allen J Stanton	RE/MAX Executive	11	\$4,074,400
130	Zachary B Zander	Cummings & Co. Realtors	11	\$4,046,990
131	Eric Steinhoff	EXP Realty, LLC	7.5	\$4,037,500
132	Adam Chubbuck	Douglas Realty, LLC	10	\$4,037,000
133	Joshua Shapiro	Douglas Realty, LLC	6.5	\$3,998,000
134	Benjamin D McGann	Berkshire Hathaway HomeServices PenFed Realty	6	\$3,980,500
135	Matthew P Wyble	CENTURY 21 New Millennium	7	\$3,953,757
136	Elizabeth Ellis	Brookfield Management Washington LLC	7	\$3,944,655
137	Mary Beth B Paganelli	Long & Foster Real Estate, Inc.	6	\$3,930,000
138	Kathleen M Higginbotham	Keller Williams Flagship of Maryland	8	\$3,922,500
139	Dariusz Bogacki	Cummings & Co. Realtors	17.5	\$3,914,650
140	Melissa Blohm	Long & Foster Real Estate, Inc.	6	\$3,913,100
141	Robin R Wilson	Long & Foster Real Estate, Inc.	6	\$3,874,000
142	Alex B Fox	Allfirst Realty, Inc.	14	\$3,851,000
143	Catherine Barthelme Miller	AB & Co Realtors, Inc.	6	\$3,849,500
144	Daniel M Billig	A.J. Billig & Company	17.5	\$3,848,500
145	Donna J Yocum	Keller Williams Realty Centre	6.5	\$3,845,514
146	Jennifer A Snead	Long & Foster Real Estate, Inc.	5	\$3,845,000
147	Biana J Arentz	Coldwell Banker Realty	4	\$3,830,000
148	Ryan Bandell	Keller Williams Realty Centre	9	\$3,804,704
149	Daniel B Register IV	Northrop Realty	16	\$3,794,900
150	Heather Giovingo	Coldwell Banker Realty	6	\$3,790,400

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