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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at hannah@rpmags.com.

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Telling YOUR Story

▶ editor's note

By Jilleien Franquelli



I have a deeply rooted belief that every person's story should be told. What may seem like a mundane life to the storyteller is quite an adventure to the reader - clues to the moments that made you who you are.

The telling of someone's life story has always been reserved for political figures, movie stars, and other famous types. As a result, most of us haven't had the opportunity to piece together the moments of our lives and present them as a hero's journey.

This belief drives the passion behind storytelling at *Coastal Real Producers*, where we look at every story as a part of our community's tapestry and seek to preserve them.

It's not lost on us what we're asking of every person featured in the magazine. We're asking you to be vulnerable in front of your peers. Even with the shift in business culture toward being more vulnerable and real, it can still be scary.

Despite how daunting telling your story may seem, it can also be a cathartic experience that allows you to share your experiences and connect with others.

Here are a few tips on how to tell your story in a way that's both authentic and vulnerable:

1. Be honest with yourself.

Before you start telling your story, take the time to reflect on your experiences and emotions and be willing to open up about them. It's okay if you don't want to share everything, but you should be willing to share enough to create a compelling narrative.

2. Know your purpose.

What is the purpose of telling your story? Are you trying to raise awareness about a particular issue or share your experiences with others? Knowing your purpose can help you focus your story and make it more impactful.

3. Practice vulnerability.

One of the most important parts of telling your story is practicing vulnerability. This means sharing your emotions and experiences, even if it's uncomfortable. Remember that vulnerability is not weakness, but rather a sign of strength and courage. By sharing your story, you're allowing yourself to be seen and heard, which is incredibly powerful.

4. Don't worry about being perfect.

When telling your story, remember that you don't have to be perfect. Imperfections and flaws can make your story more relatable and authentic. Don't worry about getting every detail right or sounding polished. Just focus on being honest and true to yourself.

5. Use concrete details.

To make your story more compelling, use concrete details. This means describing the sights, sounds, and smells of your experiences in detail. It also means including specific events and conversations that help to paint a picture of your story.

By being honest, vulnerable, and authentic, you can create a compelling narrative that connects with others. This is the entire purpose of *Coastal Real Producers* - to connect the best of the best! If you want to hear someone's story in particular, nominate them at Coastalrealproducers.com by clicking the 'nominate' button.



Always,

Jill Franquelli
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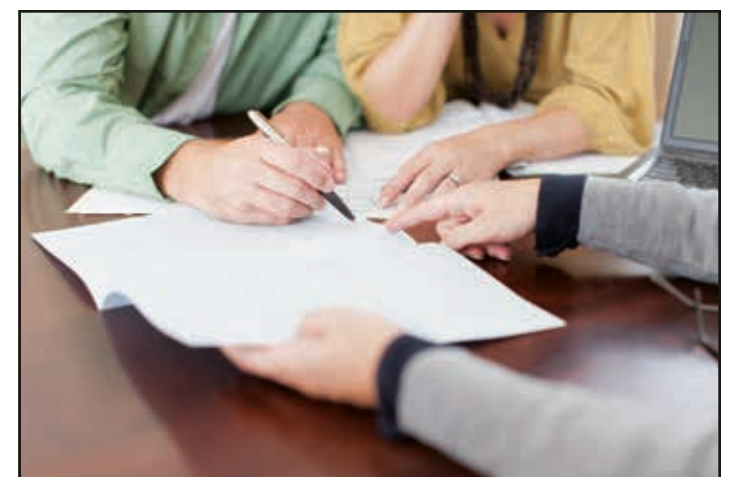
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HUSTLE. EXECUTION. GRIND.

Hustle. Execution. Grind. These words hang on Charlene Spence's office wall, reflecting her priorities as a REALTOR® and leader of The Spence Group of Keller Williams Realty Delmarva. That hard work and dedication have led to long-lasting relationships with repeat clients and a team that serves the whole state.

"I pride myself on treating my clients right and making sure what's more important to me is that I'm able to give them what they need," Charlene said.

Charlene lives in her hometown of Salisbury with her husband of 13 years, Wayne, and her pup, Parker. She doesn't have to travel far to her office because it's in her backyard, blurring the lines between work and home. She jokes that she only stops working when she's sleeping.

But working around the clock is not out of the ordinary for Charlene. She raised three daughters independently, working multiple jobs until she got an opportunity at Verizon. Most of her 21-year career there was in corporate training and sales service, but something was missing.

"I've always had a desire to be an agent. Years ago, I said, 'I want to be a real estate agent and get my license.' I just couldn't figure out how to make it work with a dual career and single-parent life," Charlene said.

In 2018, she took the leap. But just as she started taking classes, Verizon eliminated her position. As a faithful person, she believed it was all part of God's plan.

"They told me they were getting rid of a whole department, and I had 30 days to find a job, or I would be off payroll. I said, 'Lord, if there's a job that you want me to have with Verizon, then you're going to put it in front of my face. And if not, I'm gonna feel comfortable just stepping out on faith, getting my license, and moving on.' And that's what I did."

She spent a year focusing on learning real estate and growing her business by word of mouth.

"I was handing out my business cards everywhere I went, at drive-throughs and any stores I went in. I had a little quota for myself: I got these 10 business cards and I need to make sure I give all 10 of them out today."

After laying the groundwork, she decided to take on another challenge: going back to work full-time at Verizon as a contracted training manager.

"Most people looking for a house do it after they get off work. I wasn't really busy during the day and I don't like to sit idle, so I've been a dual career agent from 2019 until today, and it is a lot. But it's doable. I don't always share with people unless it comes up, but they don't even have a clue that I have another full-time job. They think that real estate is my full-time job because that's how I try to interact and make everyone feel."

You can't tell by her numbers either: she sold 32 units in 2022, totaling over \$5,800,000. All while making time to travel, work at her church, volunteer for local charities and spend time with her ever-growing family of three daughters, three bonus children from marriage, 19 grandkids and three great-grandkids!

"I have no regrets about the career paths that I've taken, about my children, being a single parent, being able to raise them with morals and ethics and a real strong drive to be successful and treat people right."

She takes a lot of pride in how she treats people. She loves serving others and believes in fostering meaningful relationships through trust and hard work, a passion that she has been able to put into practice with real estate. She points to a repeat client who recently passed away but will have a lasting impact on her life.

"His daughter called me and said, 'Dad's not doing good. You might want to go and see him.' I went to see him, and I sat there and I was like... I felt like he was my family." Charlene said. "Being able to service clients in a way that they invite you in to be a part of their family, that's the kind of relationship that I want."

Her goals for the future include creating her own brokerage and being able to focus solely on real estate. Inspired by her faith, she says she will know when the time is right. She hopes that her life and her faith can be an inspiration to others.

"Even though I was a teenage mom, I'm doing what I want to do, and you can too, whether it's buying a house, selling a property, getting a different degree, getting a degree period; you really can do anything you want to do."

CHARLENE

Spence

▶ rising star

By Abby Isaacs
Photos by Atlantic Exposure





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BILLY APOSTOLOU

OF DIRECT
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A Dream Come True

Every summer as a child, Billy Apostolou and his family would drive down Coastal Highway to Ocean City for vacation. He stared out the window at all the billboards, seeing the faces of successful businesspeople. He wanted to be on one, and now he is. As the Business Development Manager at Direct Mortgage Loans, you can see his sign from the newly-opened Coastal Highway office on 23rd Street.

“Growing up, I wanted to work and live here and remove that pit in my stomach I would get when we went over the 90 bridge to go home. Anyone that is down here that knows me, when they’re out even with their families and they see the sign, they’re taking pictures with it and texting me,” Billy said.

He has been with the family-owned and operated company since 2019 and handles customer service and sales at both the Bel Air and Ocean City branches while living in Ocean City full-time.

“If there’s a few things that you can count on me for, it’s always answering my phone, being honest, and normally getting to you before you get to me with information you want to know,” Billy said. “My responsibilities still are on both sides of the bridge, but I’m here 90% of the time. Typically, when I go back now, I’ll stay the weekend to see my family and be with the Bel Air branch for a few days.”

He’s a family man through and through. Although he has no kids, he wears the ‘fun uncle’ title proudly.

“I can pour into them all that I want... and then I can run to Macky’s.”

▶ partner spotlight

By Abby Isaacs
Photos by Atlantic Exposure



Billy Apostolou and
Jeff Dobrzykowski



families. It's that full circle relationship that I love and makes me excited to go to work every day."

A year later, when COVID hit, Billy decided to test-run his dream of living in OC. He got a rental and gradually got local referrals while commuting across the bridge. That is until he found a place to buy that just happened to be right next to the building he grew up vacationing in.

"So my view is my childhood pool that I would swim in, which my mom loves when she visits. I'm still sitting on the same exact beach that I sat on as a kid, listening to the local Ocean City radio stations and wishing I could get into all these nightclubs."

It's been a banner year with two grand openings for new offices in both branches. Billy and Jeff have big plans, including hiring more loan officers and fostering a supportive environment for growth and healthy competition. Outside of DML, he hopes to continue contributing to the place he loves most. For two years, he has served on the board of directors for the Ocean City Chamber of Commerce, giving him a pulse on all local events and allowing him to help grow tourism.

"When you say you want a local lender, you're not going to get more local than a business headquartered in Maryland with a guy who grew up spending summers in Ocean City and now lives here full time and understands the people."

His story is not predictable, but it explains why he is so successful at what he does. He was born and raised in Perry Hall with two brothers and a sister. After graduating from Towson University, he and his dad went into an unusual business together.

"We had hotdog restaurants in my 20s. We had a bunch around Baltimore County, Baltimore City and Harford County. My nickname that I will answer to and know, that when I'm in a crowd, it's one of my friends I've known for forever, is Billy Hotdogs."

When he hit 30, he didn't want to be in the restaurant business anymore. He worked for Pessin Katz Law in Towson for four years and then was recruited to help grow a Virginia title company in Maryland.

"I didn't really know I was going into real estate; someone just offered me a

position. It blended the law, customer service and relationships with sales and real estate, and worked really well."

After five years of expanding the title company, he still felt like he wasn't in the right place, so he let the owners know his intentions not to go to a competitor and then took some time to figure out his next move. His friend Jeff Dobrzykowski suggested checking out the mortgage side of the business. Jeff, a branch manager at Direct Mortgage Loans, took a chance on him and created a position the company had never had on a branch level. Billy is forever grateful that Jeff helped him find his niche.

"The exciting part for me is that you forge these relationships that turn into friendships, and even our clients who don't live in Ocean City, when they come down for vacations, you get to spend time with them and their



Cutting the Ribbon at the Grand Opening of Their New Office in Ocean City

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BUILDING HIS OWN SANDBOX

CORY MAYO RORY

Real Estate Agent Cory Mayo of Ocean Atlantic Sotheby's International Realty doesn't just sell houses. It's the Delaware coast and a beach lifestyle he's selling to his mostly out-of-town clientele—folks relocating from places like New York, New Jersey, and Connecticut. Cory and his team specialize in new construction sales, and have created a niche that Cory says makes them unique. He stays up to date on the area builders, phases, floor plans, and pricing to better educate homebuyers. Beyond that, Cory says his team can offer clients information on the process and experience they can expect from different builders.

The other advantage Cory brings is the use of technology—particularly videos—to highlight homes, communities, and amenities to his customers without the need for them to drive the better part of a day to see it in person. Most of Cory's work consists of finding the right community builder and lifestyle for a buyer, and it's more than just the house—it's the shopping, dining, parking, and of course, the beach. Each Delaware coastal community has its benefits, Cory explains, and it's important to find the right fit. He incorporates what he calls "discovery meetings" into early interactions, during which he talks to a buyer for 2-3 hours about life in coastal Delaware, explaining that "we're not even going to talk about a house." Apparently it works; Cory's sales production for 2022 exceeded \$35.6 million, and he's on pace to beat that in 2023.

"Where There's Pain, There's Opportunity"

Cory's degree in Business, Management and Marketing from Thaddeus Stevens College of Technology has served him well, but he credits his former job as marketing director for a large regional builder with giving him key insights into the home construction industry.

"I used to be the fly on the wall,"

“

I USED TO BE THE FLY ON THE WALL. I STARTED TO UNDERSTAND WHERE THERE WAS PAIN.

**WHERE THERE'S PAIN,
THERE'S OPPORTUNITY.**

Cory reflects. "I started to understand where there was pain. Where there's pain, there's opportunity." Cory decided to become the solution. "I created my own sandbox to play in." By listening to homebuyers, he discovered what they were looking for. Cory's focus became finding ways to bring the beach to the buyer—which brings us to the videos.

Cory creates touring videos to make you feel as though you're sitting in the passenger seat. His car is outfitted with cameras permanently installed both inside and on the roof, and with hardwired microphones for optimal sound quality. This allows prospective buyers to view multiple homes, as well as the community centers, landscaping, roads, and sidewalks that contribute to a community's overall look and feel. He jokes that he's come a long way from recording videos with his handheld cell phone while driving. He also creates YouTube videos, including *Let's Talk Real Estate*, which includes episodes like "Finding a Listing Agent" and others that cover the pros and cons of a dozen different beach communities. It's clear that Cory's objective is to find the right home and community for his clients.

Cory got his real estate license in 2019 and has been with Sotheby's since the start of the pandemic. He says the company has been extremely supportive, and the name recognition for his northern customers is a plus. His office is based in Lewes, where he also lives with his family. He loves Lewes for its great small-town feel and says it's for people who "want to smell the salt air and relax a little bit." He and his wife Lindsey are beach people and make the most out of living close to the ocean. His daughters (Erin, 11 and Alanna,



Michael Giesecke, Christopher McCrea, Stephen Dunne and Cory

6) are accomplished Irish dancers; Erin is actually ranked 10th in the world. This means a lot of time spent at dance practices and competitions—some of them in places like Ireland and Scotland. Cory says they combine travel with some sightseeing and learning, making them family and educational events.

It's clear that family means a lot to Cory. He lost his older brother to a rare neurological disorder at just 39 years old, and it inspired him to help raise money to fund research. Cory was an avid cyclist, so he put together a charity cycling team and raised almost \$600,000 for Niemann-Pick type C (NPC) research. As a result of the research, the disorder was linked to early jaundice, and newborns exhibiting jaundice are now tested for NPC. Next fall, Cory plans to do another cycling event to benefit Type 1 Diabetes, a formidable affliction his daughter Erin was diagnosed with a year ago.

Helping People Make Memories

Despite obstacles, Cory remains upbeat and positive about his life and work. He starts each day listening to sports-related motivational speeches in the shower.

But there's a side to him that's more low-key; his working attire is shorts and flip-flops, the latter of which he says he only retires after the first snowstorm. Although Cory thought he'd end up working with cars—his first passion—he found he loved engaging with people and the mental aspects of sales. When asked what he loves about this business, he describes driving through communities and seeing people waving and smiling. He is happy knowing he had something to do with the memories they are making in their homes.

The secrets to success may be elusive to some, but Cory seems to have it figured out. "All things being equal, people will always shop at the cheapest place. If you do something unique, or something that's different, you have less competition." The fact that most of his customers are from out of town means that he has to work harder to have them fall in love with the area and to be well-informed about local communities and builders. He also recommends working harder than the guy next to you, and checking your ego at the door—something he tries to do himself. And above all, Cory advises, "keep clients and their needs top of mind." Welcome to his sandbox.

WHEN ASKED WHAT HE LOVES ABOUT THIS BUSINESS, HE DESCRIBES DRIVING THROUGH COMMUNITIES AND SEEING PEOPLE WAVING AND SMILING. HE IS HAPPY KNOWING HE HAD SOMETHING TO DO WITH THE MEMORIES THEY ARE MAKING IN THEIR HOMES.



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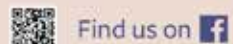
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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Sept. 30, 2023

Based on MLS data for agents in Sussex County, DE, Wicomico County, MD and Worcester County, MD.

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	263.5	\$221,085,477
2	CARRIE LINGO	Jack Lingo - Lewes	111	\$105,727,783
3	Brandon C Brittingham	Long & Foster Real Estate, Inc.	91.5	\$29,118,236
4	Mary SCHROCK	Northrop Realty	86	\$48,326,172
5	Dustin Oldfather	Compass	84.5	\$36,127,478
6	Pamela Price	RE/MAX Advantage Realty	82.5	\$26,246,950
7	Debbie Reed	RE/MAX Realty Group Rehoboth	78.5	\$53,590,201
8	MICHAEL KENNEDY	Compass	67	\$47,276,263
9	Tyler L Nicholls	The Parker Group	53.5	\$17,770,775
10	PAUL TOWNSEND	Jack Lingo - Lewes	53	\$50,046,465
11	Joseph Wilson	Coastal Life Realty Group LLC	53	\$28,304,205
12	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	52	\$30,352,150
13	Russell G Griffin	Keller Williams Realty	50.5	\$17,263,100
14	Bethany A. Drew	Hileman Real Estate-Berlin	46.5	\$15,421,959
15	LESLIE KOPP	Long & Foster Real Estate, Inc.	46.5	\$59,485,743
16	Kimberly Lear Hamer	Ocean Atlantic Sotheby's International Realty	43.5	\$51,078,960
17	Ryan Haley	Atlantic Shores Sotheby's International Realty	41.5	\$20,239,104
18	PAUL MALTAGHATI	Ocean Atlantic Sotheby's International Realty	40	\$38,187,888
19	LINDA BOVA	SEA BOVA ASSOCIATES INC.	39.5	\$6,937,900
20	Grant K Fritschle	Keller Williams Realty Delmarva	38	\$21,318,118
21	JAIME HURLOCK	Long & Foster Real Estate, Inc.	38	\$16,651,812
22	Kevin E Decker	Coastal Life Realty Group LLC	38	\$23,168,500
23	Erin S. Lee	Keller Williams Realty	38	\$6,437,190
24	Cory Mayo	Ocean Atlantic Sotheby's International Realty	37	\$31,279,633
25	Gary Michael Desch	Northrop Realty	37	\$25,574,875
26	Nancy Reither	Coldwell Banker Realty	36	\$28,255,400
27	DANIEL R LUSK	McWilliams/Ballard, Inc.	36	\$31,459,128
28	Nicholas Bobenko	Coastal Life Realty Group LLC	36	\$16,572,815
29	COURTNEY V BOULOUCON	Coldwell Banker Realty	36	\$33,910,505
30	JOSHUA RASH	Long & Foster Real Estate, Inc.	35	\$15,706,812
31	JAMES LATTANZI	Northrop Realty	33	\$20,607,480
32	Darron Whitehead	Whitehead Real Estate Exec.	33	\$10,537,150
33	Julie Gritton	Coldwell Banker Premier - Lewes	31	\$14,897,030
34	Suzanah Cain	Coldwell Banker Realty	31	\$10,815,125

RANK	NAME	OFFICE	SALES	TOTAL
35	Richard Barr	Long & Foster Real Estate, Inc.	30.5	\$8,352,080
36	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	30	\$21,713,335
37	CHRISTINE MCCOY	Coldwell Banker Realty	30	\$17,438,230
38	Nicole P. Callender	Keller Williams Realty Delmarva	30	\$13,200,364
39	Meme ELLIS	Keller Williams Realty	30	\$12,378,270
40	Jamie Caine	Coldwell Banker Realty	29	\$15,599,681
41	SUZANNE MACNAB	RE/MAX Coastal	29	\$15,833,315
42	Terence A. Riley	Shore 4U Real Estate	28.5	\$23,604,715
43	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	28	\$11,804,596
44	Larry Linaweaver	Iron Valley Real Estate at The Beach	28	\$7,518,086
45	Suzie Parker	Northrop Realty	28	\$17,646,550
46	Allison Stine	Northrop Realty	28	\$15,895,638
47	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	27.5	\$4,196,500
48	Nitan Soni	Northrop Realty	27.5	\$14,185,705
49	Anthony Matrona	Resort Real Estate	27	\$6,429,600
50	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	27	\$11,723,890

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Sept. 30, 2023

Based on MLS data for agents in Sussex County, DE, Wicomico County, MD and Worcester County, MD.

RANK	NAME	OFFICE	SALES	TOTAL
51	Michael David Steinberg	Patterson-Schwartz-Rehoboth	27	\$14,176,105
52	BARROWS AND ASSOCIATES	Ocean Atlantic Sotheby's International Realty	27	\$18,693,041
53	ANTHONY SACCO	RE/MAX Associates	27	\$8,963,406
54	Phillip W Knight	Atlantic Shores Sotheby's International Realty	27	\$14,299,145
55	William P Brown	Keller Williams Realty	27	\$8,215,299
56	William Bjorkland	Coldwell Banker Realty	26.5	\$12,000,197
57	Andy Whitescarver	RE/MAX Realty Group Rehoboth	26	\$9,903,140
58	Melanie Shoff	Coastal Life Realty Group LLC	26	\$13,429,950
59	Donna Harrington	Coldwell Banker Realty	25.5	\$8,524,650
60	Larry E Holdren	Larry Holdren Real Estate Inc	25	\$4,217,800
61	David L Whittington Jr.	Coastal Life Realty Group LLC	25	\$14,128,600
62	Marti Hoster	ERA Martin Associates	25	\$7,164,642
63	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	24.5	\$15,105,253
64	Dustin Oldfather	Compass	24.5	\$9,840,314
65	Sandi Bisgood	Ocean Atlantic Sotheby's International Realty	24	\$22,464,150
66	FRANCIS ESPARZA	Linda Vista Real Estate	24	\$5,842,400

RANK	NAME	OFFICE	SALES	TOTAL
67	Anna Spann	Coldwell Banker Realty	24	\$7,990,740
68	Virginia Malone	Coldwell Banker Realty	24	\$12,196,375
69	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	23.5	\$13,922,499
70	Lauren W. Bunting	Keller Williams Realty Delmarva	23.5	\$10,812,214
71	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	23	\$10,894,050
72	Dustin Parker	The Parker Group	23	\$10,652,405
73	VALERIE ELLENBERGER	Compass	23	\$13,593,710
74	Shawn Kotwica	Coldwell Banker Realty	22.5	\$11,077,215
75	ELIZABETH DORMAN	Coldwell Banker Premier - Rehoboth	22.5	\$9,637,992
76	Robert Payne	RE/MAX Advantage Realty	22.5	\$6,394,300
77	Marc Bouloucon	Coldwell Banker Realty	22.5	\$18,894,169
78	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	22	\$12,728,505
79	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	22	\$8,846,300
80	Jaime Cortes	Coldwell Banker Realty	22	\$6,047,880
81	BILL CULLIN	Long & Foster Real Estate, Inc.	22	\$16,454,065
82	Lisa Mathena	The Lisa Mathena Group, Inc.	22	\$6,091,747
83	SHELBY SMITH	Long & Foster Real Estate, Inc.	21.5	\$12,323,550
84	Dale King	Vision Realty Group of Salisbury	21	\$5,911,933
85	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	21	\$9,155,900
86	Renee Parker	The Parker Group	21	\$6,716,349
87	Jonathan M Barker	Keller Williams Realty Delmarva	21	\$16,445,724
88	Charlene L. Reaser	Long & Foster Real Estate, Inc.	21	\$7,392,620
89	Bill R. Rothstein	Montego Bay Realty	21	\$8,779,250
90	SHANNON L SMITH	Northrop Realty	20.5	\$11,184,930
91	Amanda Ellen Tingle	Coldwell Banker Realty	20.5	\$7,226,390
92	KIM BOWDEN	Patterson-Schwartz-OceanView	20.5	\$8,202,600
93	Leslie I. Smith	Sheppard Realty Inc	20	\$8,215,014
94	Matthew Lunden	Keller Williams Realty	20	\$10,583,015
95	Mitchell G. David	Sheppard Realty Inc	20	\$13,408,120
96	KIM S HOOK	RE/MAX Coastal	19.5	\$15,379,790
97	KATHY NEWCOMB	Coldwell Banker Premier - Rehoboth	19.5	\$9,545,112
98	Julie Woulfe	ERA Martin Associates, Shamrock Division	19	\$10,015,300
99	Holly B. Worthington	Worthington Realty Group, LLC	19	\$5,956,700
100	Taylor Marie Tallarico	The Parker Group	19	\$7,213,650

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TOP 100 STANDINGS • BY VOLUME

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25	Grant K Fritschle	Keller Williams Realty Delmarva	38	\$21,318,118
26	Jay Phillips	Holiday Real Estate	13	\$20,706,400
27	JAMES LATTANZI	Northrop Realty	33	\$20,607,480
28	BRYCE LINGO	Jack Lingo - Rehoboth	15.5	\$20,482,450
29	Ryan Haley	Atlantic Shores Sotheby's International Realty	41.5	\$20,239,104
30	Marc Bouloucon	Coldwell Banker Realty	22.5	\$18,894,169
31	BARROWS AND ASSOCIATES	Ocean Atlantic Sotheby's International Realty	27	\$18,693,041
32	KIKI HARGROVE	Long & Foster Real Estate, Inc.	13.5	\$18,671,750
33	Tyler L Nicholls	The Parker Group	53.5	\$17,770,775
34	Suzie Parker	Northrop Realty	28	\$17,646,550
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45	Bethany A. Drew	Hileman Real Estate-Berlin	46.5	\$15,421,959
46	KIM S HOOK	RE/MAX Coastal	19.5	\$15,379,790
47	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	24.5	\$15,105,253
48	Walter Stucki	RE/MAX Realty Group Rehoboth	15	\$15,042,403
49	Julie Gritton	Coldwell Banker Premier - Lewes	31	\$14,897,030
50	Phillip W Knight	Atlantic Shores Sotheby's International Realty	27	\$14,299,145

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53	Chris Jett	Shore 4U Real Estate	18.5	\$14,172,950
54	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	8	\$14,165,000
55	David L Whittington Jr.	Coastal Life Realty Group LLC	25	\$14,128,600
56	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	23.5	\$13,922,499
57	VALERIE ELLENBERGER	Compass	23	\$13,593,710
58	Melanie Shoff	Coastal Life Realty Group LLC	26	\$13,429,950
59	Mitchell G. David	Sheppard Realty Inc	20	\$13,408,120
60	JENNIFER BARROWS	Ocean Atlantic Sotheby's International Realty	18	\$13,230,496
61	Nicole P. Callender	Keller Williams Realty Delmarva	30	\$13,200,364
62	DANIEL TAGLIENTI	Keller Williams Realty	19	\$12,960,106
63	COLLEEN WINDROW	Keller Williams Realty	15.5	\$12,768,110
64	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	22	\$12,728,505
65	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	6.5	\$12,665,500
66	RANDY MASON	Jack Lingo - Rehoboth	10	\$12,438,305
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68	SHELBY SMITH	Long & Foster Real Estate, Inc.	21.5	\$12,323,550
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70	Michael Kogler	Long & Foster Real Estate, Inc.	9.5	\$12,142,000
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74	Paul A. Sicari	Compass	17	\$11,812,300
75	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	28	\$11,804,596
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81	CHRISTINE TINGLE	Keller Williams Realty	18	\$10,815,895
82	Suzanah Cain	Coldwell Banker Realty	31	\$10,815,125
83	Lauren W. Bunting	Keller Williams Realty Delmarva	23.5	\$10,812,214
84	LINDA MILLIKIN	Ocean Atlantic Sotheby's International Realty	15	\$10,744,300

RANK	NAME	OFFICE	SALES	TOTAL
85	Gail Mitkoff	Keller Williams Realty	8	\$10,695,000
86	Tracy L. Zell	Long & Foster Real Estate, Inc.	19	\$10,678,093
87	Dustin Parker	The Parker Group	23	\$10,652,405
88	HENRY A JAFFE	Ocean Atlantic Sotheby's International Realty	12	\$10,640,932
89	Matthew Lunden	Keller Williams Realty	20	\$10,583,015
90	Darron Whitehead	Whitehead Real Estate Exec.	33	\$10,537,150
91	AMY PIETLOCK	Ocean Atlantic Sotheby's International Realty	12	\$10,279,760
92	MICHAEL RODRIGUEZ	Jack Lingo - Rehoboth	7.5	\$10,123,100
93	Julie Woulfe	ERA Martin Associates, Shamrock Division	19	\$10,015,300
94	Andy Whitescarver	RE/MAX Realty Group Rehoboth	26	\$9,903,140
95	WAYNE LYONS	Long & Foster Real Estate, Inc.	7.5	\$9,876,250
96	Dustin Oldfather	Compass	24.5	\$9,840,314
97	JOSEPH LINGO	Patterson-Schwartz-Rehoboth	10	\$9,773,900
98	LUCIUS WEBB	Jack Lingo - Rehoboth	12	\$9,765,000
99	ELIZABETH DORMAN	Coldwell Banker Premier - Rehoboth	22.5	\$9,637,992
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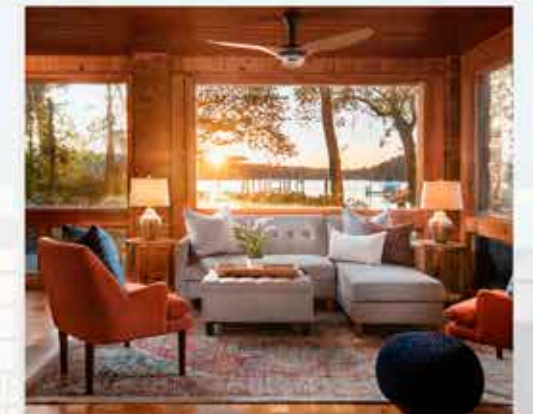
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- Interior Design Photography
- Vacation Rental Photography
- Amenities and Stock photos
- Marketing Property Websites
- Social Media
- Videography
- Aerial (photos and videos)
- iGuide 3D Tours & Floorplans
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- 24 Hour turnaround for Real Estate
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- Professional Headshots
- Professional Staging
- Virtual Staging



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