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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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▶▶ editor's note

By Jilleien Franquelli

WELCOME TO COASTAL REAL PRODUCERS!

Welcome to *Coastal Real Producers*! On behalf of Colleen and the entire *Coastal Real Producers* team, congratulations on being in the top 10% of realtors in Sussex, Wicomico and Worcester counties.

Our mission is to Collaborate, Elevate, and Inspire the *Coastal Real Producers* community. We do this in 3 ways:

1. The monthly magazine where we feature the stories of the community.
2. Events where we bring people together to socialize and learn from each other.
3. Our robust Facebook group. This group gives you, a top agent, a place to share ideas, get help, and cheer each other on.

Our core values serve as our guiding compass, influencing our decisions, stories, and events.

At *Coastal Real Producers*, we fight to do what's right. We are unwavering in our commitment to representation and inclusion. We firmly believe that everyone has a remarkable life worth sharing. We thrive on building, growing, and celebrating together. We champion collaboration, creative problem-solving, and positive competition. We understand the power we possess to change lives, and above all, we prioritize kindness.

What does it mean to be a part of the *Coastal Real Producers* Community? Quite simply, you are the best.

QUICK FACTS ABOUT COASTAL REAL PRODUCERS

DISTRIBUTION :

The monthly magazine goes out to the top 300 agents (top 10%) in Sussex, Wicomico, and Worcester counties.

CONTENT :

In this monthly publication, you will notice a social and a business side. One of our core values is that we firmly believe that everyone has a remarkable life worth sharing.

COST :

This monthly publication and platform is being provided free of charge to you, a top producer. Our advertising preferred partners make all of this possible.

Speaking of Preferred Partners... We have been a special witness to how much these businesses believe in YOU and the COMMUNITY. Go ahead and check out our Preferred Partners index in this edition, on the website, and pinned to the top of our Facebook group to familiarize yourself with these businesses. Each of them have been heavily recommended to our team 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!

EVENTS :

In addition to the magazine, we will host various in-person events to bring the community together. These events include social gatherings, community service and masterminds. Visit our website and keep an eye on social media for upcoming events.

CONTRIBUTION :

We love to feature expert articles written by you. Are you a subject matter expert on a particular area of real estate? If you have a passion for writing think pieces, please reach out to me at Jill@rpmags.com to get your article into print!

NOMINATIONS :

There are three ways to nominate someone to be featured in an upcoming publication:

1. Visit CoastalRealProducers.com and click on "NOMINATE AN AGENT."
2. Send an email nomination to Jill@rpmags.com. Make sure to include the contact information of the nominee(s) and a brief paragraph explaining why you are nominating them.
3. Direct message the *Coastal Real Producers* Facebook or Instagram account.

FINALLY...OUR WEBSITE:

As a member of the *Coastal Real Producers* Community, visit CoastalRealProducers.com to find the following -

- Your 2023 Badge - Download and add to your email signature and post everywhere. Don't forget to tag us, [CoastalRealProducers](https://CoastalRealProducers.com) on FB and IG
- Links to nominate and refer
- A link to update your contact information
- FAQs about being part of the CRP community
- 2023 Event Schedule with links to get tickets
- List of Preferred Partners

From the bottom of our hearts, we are grateful to be here and look forward to celebrating each of your accomplishments.

Always,



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

Alishia Potter



▶▶ rising star

By **Molly Lauryssens**
Photos by **Atlantic Exposure**

Turning Pain into Purpose

Rising above and conquering fear is a recurring theme in Alishia Potter's life. Before real estate, she worked as a teacher, and case manager. After going through a harrowing divorce, she authored a book about her healing journey; she wanted to help empower other women. From there, she spawned a non-profit to champion those same women, and it even became international in 2015. All the while, her heart for service expanded, yet she was still searching for the right career path to fully use all her gifts.

Nothing demonstrates her faith and tenacity more than her path to becoming a homeowner. As she tells it, she was 26 years old with a baby on her hip and a baby in her belly, going through that devastating divorce. She mentioned, "I grew up in a single-parent home in Boston living in low-income housing; with no financial literacy."

Living in Delaware at the time, she had to walk the scary and lonely road of being a single mother. While in graduate school she became homeless and lived



in a shelter. Devastated, but not giving up, she got approved for public housing. She was inspired to go sign her lease in her business suit. "God put that [business suit] on my heart. I didn't understand it at the time, but now I see why." As the story goes, she met with a Mr. Alexander; she was determined and her body language did most of the talking, she added "I know I'm here to sign my lease ... but I want to own a home." He handed her a brochure about their homeownership program. She didn't qualify; however, she left that office with a newfound hope.

That week, she got a call from Mr. Alexander with an unusual proposition. "Alishia, you made such an impression on us when you came to sign your lease, that we just want to put you in the homeownership program. I get chills every time I share that story!" He gave her two addresses and said, "Go pick out which one you want and call me back." When she got to the second address, it was like the Lord had been listening to her prayers all along—a gray house with black shutters and red brick, literally, everything she had always dreamed of. Alishia credits NCALL Research for helping her get to settlement.

Meanwhile, she graduated with her Master's Degree from Wilmington University and was inducted into the National Honor Society for

Aspiring Counselors. After becoming a first-time homeowner, her heart kept dreaming, and she said another "loaded" prayer - "Lord, I want to help other women do this."

Then suddenly she got laid off from her job, and began desperately searching - even minimizing her credentials. Reflecting back to this time, she says she was "wrapped up in and waddling around in my own fears."

Enter a perfect stranger, Pastor YoVanda Brown, who worked for a job resource center. She spoke poignantly to Alishia, "You keep trying to water yourself down and you can't! So what do you really want to do?" That day, YoVanda did more than speak words of faith to her. She also gave her the money to enroll in real estate school, which Alishia had been aspiring to do for years, but was too afraid to make that leap.

That investment was exactly what Alishia needed. In September 2017, Alishia attained her real estate license. And in her first year, she served 25 families. In her second year she served 44 families! Today, she continues to soar. In 2021 she launched her real estate team, The Optimism Group, and continues to stave off limiting beliefs by going head-to-head with them. Her ultimate dream: empower the community

with financial literacy and help them build wealth. She has taught real estate classes at Wor-Wic College, trains and coaches agents, and is working on completing her Broker's license. In addition, she teaches Ignite classes with Keller Williams.

Alishia is married to Randolph, a strategic planning coach, and an ambassador for the Salisbury Chamber of Commerce. They are a blended family with recent college graduates: 22-year-old Sariah, and 23-year-old Caleb. For fun, Alishia loves to go on food tours and check out new restaurants, and her favorite beach to spend time on is Bethany. "In my career, I'm pretty extroverted, so when I come home, I'm pretty introverted; both my husband and I are."



Alishia's Takeaway

"Turn your pain into purpose. Being the first African American in real estate to appear on a billboard in the Eastern Shore was humbling. I used to look at billboards and not see anybody that looked like me and wonder if I could be successful in this business. I just keep showing up and coming from contribution."

Congratulations

ON BEING NAMED A TOP PRODUCER



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Diana Dovel, Yvonne Deardorff, and Lori Williams

▶▶ partner spotlight

By Molly Lauryssens

Lakeside Title Company Goes Coastal

Lakeside Title Company is at a beach near you! Those are words that Lakeside President and CEO Yvonne Deardorff has longed to say for some time. After all, they've been doing business here for years. "This was a natural progression for us," she says as they recently expanded their offerings to the Coastal region. With four sweet signing locations, one in Ocean Pines and the other three in Delaware: Ocean View, Millsboro, and Rehoboth, this crew is poised and ready to serve.

Serving the community is at the forefront of what this wholly woman-owned business focuses on. Lakeside is an active member of the Ocean City and Ocean Pines Chambers of Commerce and the Sussex County Women's Council of Realtors®. They go above and beyond title services, offering an array of unique real estate-related services to their clients, such

as 1031 exchanges through Lakeside Exchange, LLC, and legal services through Lakeside Law Firm, LLC. In addition, with 14 other established locations in Maryland, DC, VA, and PA and 26 years of business under their belt, they have the experience, technology and systems in place.

Since 2012, Yvonne has happily owned a second home in Ocean

City and now Fenwick Island. You may see her on her beautiful boat, Tidal Search. It took her some time to assemble the perfect powerhouse of a local team consisting of two full-time settlement officers and a partnership with a local DE attorney. Meet this dynamic team of ladies from Coastal Lakeside:

Diana Dovel lives in Ocean City, Maryland, and grew up in Glenn Dale, Maryland in Prince George's County. She made her way into this industry, specifically Lakeside Title Company, through a combination of undeniable opportunities and excellent timing. Diana's mindset is one of gratitude. "My whole life, I've been surrounded by tremendous love and support. Now, I'm in a position where I can lighten the burden for others, so I work hard to do that. Personally, and professionally, I think people know that I am a cheerleader for them." Diana loves so much about this business, but at the top of her list is the people she meets along the way. "For me, it's a complete privilege to share in this process. I also love that I am constantly learning and diving into new topics that are incredibly challenging. I will never run out of things to learn!" For fun, Diane loves to do anything outdoors and be physically challenged, whether it's a triathlon, a trail race, a challenging hike, or anything on the water. "I'm so grateful for each day and I'm grateful to serve the people and communities that I love so much here at the beach."

Lori Williams lives in Selbyville, Delaware, and in Sykesville, Maryland. She grew up in Catonsville, Maryland, and started in the title industry a year out of high school in 1977. In October, she will be celebrating her 20th anniversary with Lakeside. Over the years,



she's made many friends in this industry and has seen a lot of changes in that time, "There have been many challenging changes in the real estate industry throughout my career, but the bottom line comes down to relationships I have made along the way and the respect that comes along with doing the best job you can possibly do." Lori loves working with first-time homebuyers to educate them about the closing process and feel all their excitement. For fun, she loves to take long walks and spend time with her kids, grandkids, and granddog, "They are my heart and soul."

Veronica R. Townsend, Esquire, lives in Dagsboro, Delaware. For her, practicing law in her hometown and serving this community are her favorite parts of

her career. Veronica got her Bachelor's Degree in Fashion Merchandising, intending to work in-house for a major fashion corporation. Then one summer, she served as a law clerk for a real estate settlement assistant, and she's been hooked ever since! Veronica's superpower is her positive attitude. She has a gift of finding a way to make even the most challenging day, client, or transaction, a happier and brighter experience. What she loves about this business is that "we are one big community; even if we are working on separate sides of a deal, and there are different interests and goals involved, we all come together for the sake of bringing everyone to the closing table successfully." For fun, Veronica loves riding her beach cruiser around town, playing tennis, going for boat rides on the inland bays, enjoying a pleasant afternoon at a winery, and being a professional happy hour connoisseur. "I am incredibly proud to be a female attorney as the legal profession is still primarily male-dominated. I make that known as often as possible with my wardrobe by taking a cue from my personal and professional hero, Legally Blonde herself, Mrs. Elle Woods."



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CRP PRE-LAUNCH HAPPY HOUR

▶ event recap

By **Hannah Benson**
Photography By **Atlantic Exposure**

Our very first event, the Coastal Real Producers pre-launch happy hour on May 24th at Fager's was a huge success!

The sun and ocean air provided the perfect backdrop for 140+ of the best local real estate agents and vendors to come together. The energy was electric, the conversation was spectacular and the connections built in just a few short hours was magical to witness.

It's amazing to see how quickly and easily this community is forming here. It just confirms our suspicion that *Coastal Real Producers* is going to be a beautiful addition to the local real estate industry!

We are hugely grateful to the event sponsors who were ultimately responsible for all the fun we had - thank you!

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▶ cover story

By Pat Rippey
Photos by Atlantic Exposure

J **WILSON** **E**

COMES
FULL
CIRCLE

With his feet firmly rooted in Ocean City sand, Joe Wilson has soared to a level of success that would have made his parents proud. He is a broker and partner of the Coastal Life Realty Group, which opened its doors in 2018, employing 29 agents and what Joe calls “the best staff in the business.” In 2022, Joe closed 63 units for over \$30 million, while the brokerage did 407 units for over \$193 million. He is licensed in Maryland, Delaware, and Virginia.

Fulfilling the Legacy

Joe attributes his success to his parents, Della and Joseph Wilson, Jr., who were both Ocean City REALTORS®, and to the Ocean City community that helped him pick up the pieces when he lost them both to cancer in the same year. Joe was in college at the time, and managed to graduate a year early to help care for them. His mom had encouraged him to get his real estate license at just 18 years old “just so he had it,” so he was actually able to complete some of her active listings after she passed. Joe found invaluable support and guidance from the real estate community, and with the help of agents like Joy Snyder, he was able to gain a foothold in the industry. He is forever grateful to them and acknowledges “I’ll never be able to repay the community for what they’ve done for me.”

Joe’s community and civic contributions seem to indicate otherwise. His competent staff allows him more time to give back to the community he loves in addition to buying and selling properties. His company started the Coastal Life Cares Foundation, which donates a portion of every sale to a variety of charitable organizations. He’s also passionate about supporting the hospice care that provided invaluable assistance to him and his parents during those difficult months. One of his most notable endeavors is serving on the executive committee for Junior Achievement, which raised enough capital to build a finance park in Salisbury where kids from second grade to high school can learn about financial literacy, entrepreneurship, and workplace readiness. Joe is also on the board of OC’s Chamber of Commerce, is chairperson of the Planning and Zoning Commission, is president of the Ocean City Development Corp, and is a past president

of the Coastal Association of Realtors. Joe clearly loves this area and is deeply invested in its growth, prosperity, and preservation.

Joe grew up in the Ocean City area, and in his early years his parents owned a retail shop that sold western wear on the boardwalk. He remembers how tied they were to the store—rarely taking a day off and even letting him take naps behind the counter. Joe saw their lives change when they gave up the shop and turned to real estate; the couple prospered and found they had more time to enjoy themselves. Little did he know he would put that real estate license to use, in addition to earning a political science degree from the College of Charleston in 2012—a degree that Joe says helped foster the critical thinking needed to navigate the often complex transactions he sees in the business.

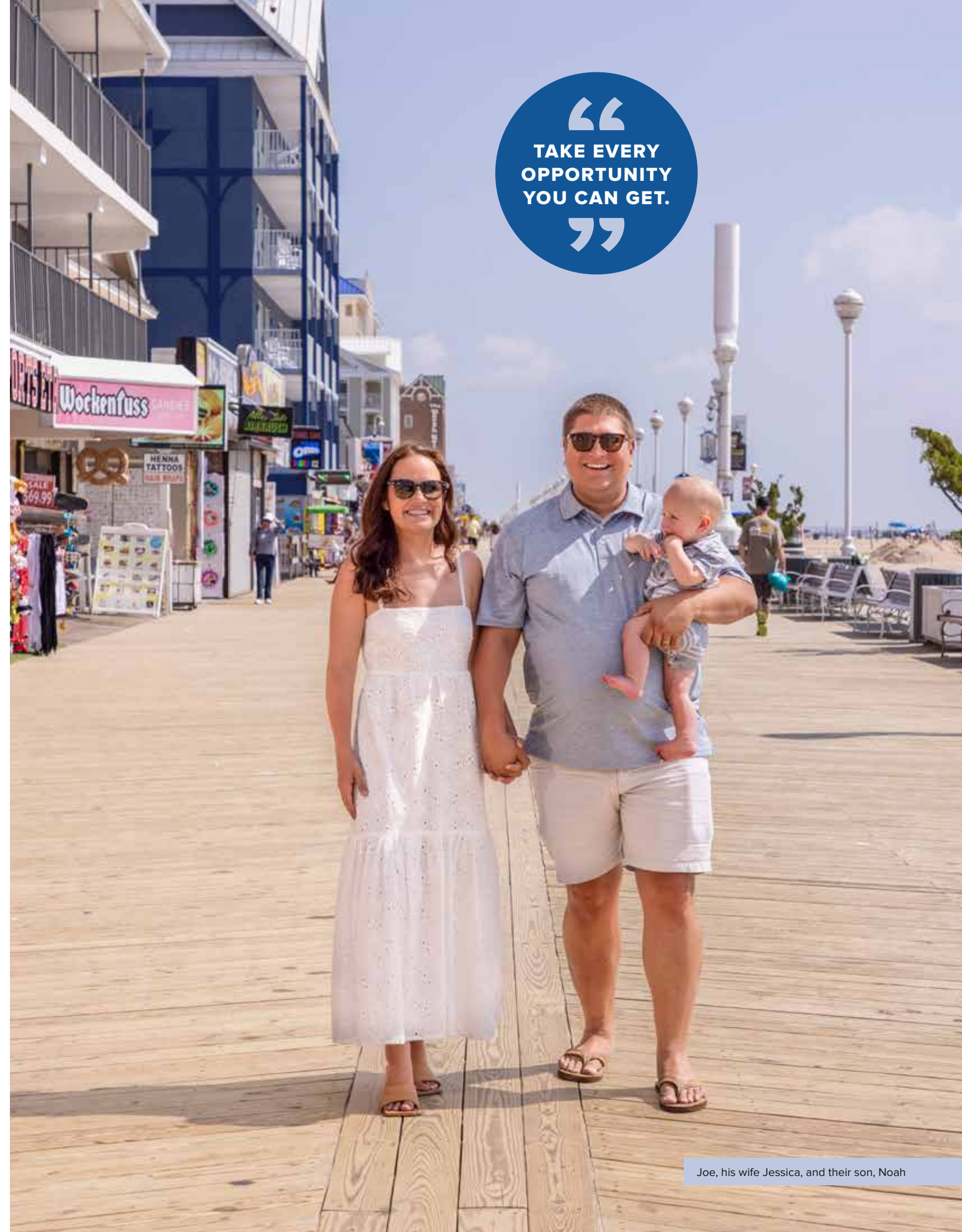
Take Every Opportunity

Joe loves what he does, and says that purchasing a beach home is a dream come true for many people, whether it’s a second house, vacation getaway, or retirement home. He is grateful for the influx of vacationers and tourists in the summer, viewing them as the lifeblood of the area and likening it to “having new neighbors every week.” His advice for new agents is to “take every opportunity you can get,” emphasizing that the real estate business is like a train—it takes some pulling to get started, but once it gets going, the momentum can take you far. He also recommends the book *The Millionaire Real Estate Agent* by Gary Keller, et al., which he says is a realistic guide and lays things out in a logical way.

Despite life’s tragedies, Joe is upbeat and energetic. “I wake up in the morning and just get going,” Joe says, after admitting to not being a coffee or tea drinker. He lives in Ocean City with his wife Jessica and their 1-year-old son, Noah. The couple met while both working at The Hobbit Restaurant, which is still one of Joe’s favorite hangouts. He enjoys the company of friends he’s had for decades. He enjoys all things Ocean City—boating, the beach, and boardwalk, and feels fortunate to be in a community where people look out for each other. He may be going places—but he can’t imagine living anywhere else.



“
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Joe, his wife Jessica, and their son, Noah

TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to July 31, 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	199.5	\$170,963,334
2	CARRIE LINGO	Jack Lingo - Lewes	85	\$83,049,044
3	Mary SCHROCK	Northrop Realty	71	\$40,780,691
4	Brandon C Brittingham	Long & Foster Real Estate, Inc.	66.5	\$21,705,676
5	Pamela Price	RE/MAX Advantage Realty	66	\$19,794,100
6	Dustin Oldfather	Compass	62	\$27,509,248
7	MICHAEL KENNEDY	Compass	59	\$42,456,151
8	Debbie Reed	RE/MAX Realty Group Rehoboth	55	\$36,462,676
9	Russell G Griffin	Keller Williams Realty	43	\$14,741,700
10	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	42	\$24,120,450
11	Joseph Wilson	Coastal Life Realty Group LLC	40	\$20,420,900
12	PAUL TOWNSEND	Jack Lingo - Lewes	40	\$38,224,767
13	LESLIE KOPP	Long & Foster Real Estate, Inc.	37.5	\$47,155,493
14	Kimberly Lear Hamer	Ocean Atlantic Sotheby's International Realty	37.5	\$44,283,590
15	Bethany A. Drew	Hileman Real Estate-Berlin	36	\$11,465,278
16	JAIME HURLOCK	Long & Foster Real Estate, Inc.	34.5	\$14,746,702
17	Cory Mayo	Ocean Atlantic Sotheby's International Realty	34	\$28,755,543
18	COURTNEY V BOULOUCON	Coldwell Banker Realty	32	\$31,051,733
19	DANIEL R LUSK	McWilliams/Ballard, Inc.	32	\$28,084,460
20	JOSHUA RASH	Long & Foster Real Estate, Inc.	31.5	\$13,801,702
21	Ryan Haley	Atlantic Shores Sotheby's International Realty	30.5	\$14,465,454
22	Gary Michael Desch	Northrop Realty	30	\$21,089,880
23	LINDA BOVA	SEA BOVA ASSOCIATES INC.	29	\$5,323,200
24	Erin S. Lee	Keller Williams Realty	29	\$4,646,442
25	Kevin E Decker	Coastal Life Realty Group LLC	28	\$14,234,500
26	Nicholas Bobenko	Coastal Life Realty Group LLC	28	\$12,808,815
27	Nancy Reither	Coldwell Banker Realty	27	\$19,264,100
28	Nicole P. Callender	Keller Williams Realty Delmarva	27	\$11,593,364
29	Grant K Fritschle	Keller Williams Realty Delmarva	26.5	\$16,170,818
30	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	26	\$18,195,285
31	Suzannah Cain	Coldwell Banker Realty	24.5	\$7,856,750
32	Richard Barr	Long & Foster Real Estate, Inc.	24.5	\$6,557,190
33	Julie Gritton	Coldwell Banker Premier - Lewes	24.5	\$12,026,345
34	Darron Whitehead	Whitehead Real Estate Exec.	24	\$7,673,000

RANK	NAME	OFFICE	SALES	TOTAL
35	Nitan Soni	Northrop Realty	24	\$12,715,705
36	JAMES LATTANZI	Northrop Realty	23.5	\$14,442,980
37	Melanie Shoff	Coastal Life Realty Group LLC	23	\$10,826,950
38	William P Brown	Keller Williams Realty	23	\$6,726,799
39	Larry Linaweaver	Iron Valley Real Estate at The Beach	23	\$5,242,736
40	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	23	\$10,092,096
41	Suzie Parker	Northrop Realty	23	\$11,808,700
42	Marc Bouloucon	Coldwell Banker Realty	22.5	\$18,894,169
43	Anthony Matrona	Resort Real Estate	22	\$5,209,900
44	Allison Stine	Northrop Realty	22	\$12,247,138
45	Phillip W Knight	Atlantic Shores Sotheby's International Realty	22	\$11,642,245
46	SUZANNE MACNAB	RE/MAX Coastal	22	\$11,731,315
47	BARROWS AND ASSOCIATES	Ocean Atlantic Sotheby's International Realty	21.5	\$14,494,551
48	Donna Harrington	Coldwell Banker Realty	21.5	\$6,994,750
49	Jamie Caine	Coldwell Banker Realty	21	\$11,694,381
50	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	21	\$3,290,800

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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	ANTHONY SACCO	RE/MAX Associates	20.5	\$6,690,156
52	Shawn Kotwica	Coldwell Banker Realty	20.5	\$10,242,215
53	Marti Hoster	ERA Martin Associates	20.5	\$6,032,240
54	FRANCIS ESPARZA	Linda Vista Real Estate	20	\$4,832,400
55	David L Whittington Jr.	Coastal Life Realty Group LLC	20	\$11,463,600
56	Michael David Steinberg	Patterson-Schwartz-Rehoboth	20	\$10,490,810
57	Terence A. Riley	Shore 4U Real Estate	20	\$13,414,815
58	Meme ELLIS	Keller Williams Realty	20	\$7,752,290
59	Sandi Bisgood	Ocean Atlantic Sotheby's International Realty	20	\$19,461,870
60	Lauren W. Bunting	Keller Williams Realty Delmarva	19.5	\$8,580,990
61	Dustin Oldfather	Compass	19	\$7,940,700
62	CHRISTINE MCCOY	Coldwell Banker Realty	19	\$10,945,480
63	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	19	\$8,044,900
64	Dale King	Vision Realty Group of Salisbury	19	\$5,344,933
65	Anna Spann	Coldwell Banker Realty	18.5	\$5,881,850
66	William Bjorkland	Coldwell Banker Realty	18	\$8,117,707

RANK	NAME	OFFICE	SALES	TOTAL
67	ELIZABETH DORMAN	Coldwell Banker Premier - Rehoboth	18	\$7,749,244
68	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	18	\$7,452,500
69	Virginia Malone	Coldwell Banker Realty	18	\$9,967,250
70	Lisa Mathena	The Lisa Mathena Group, Inc.	18	\$4,896,847
71	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	18	\$11,865,470
72	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	18	\$11,141,005
73	KATHY NEWCOMB	Coldwell Banker Premier - Rehoboth	18	\$8,901,264
74	Jonathan M Barker	Keller Williams Realty Delmarva	17.5	\$13,457,539
75	Dustin Parker	The Parker Group	17.5	\$8,396,205
76	Bill R. Rothstein	Montego Bay Realty	17	\$7,472,750
77	VALERIE ELLENBERGER	Compass	17	\$9,500,210
78	ROBIN PALUMBO THOMPSON	Northrop Realty	17	\$8,919,094
79	Charlene L. Reaser	Long & Foster Real Estate, Inc.	17	\$6,068,180
80	PAUL MALTAGHATI	Ocean Atlantic Sotheby's International Realty	17	\$15,223,525
81	Leslie I. Smith	Sheppard Realty Inc	17	\$7,220,114
82	Sharon Y Daugherty	Keller Williams Select Realtors	17	\$7,971,500
83	KIM BOWDEN	Patterson-Schwartz-OceanView	16.5	\$6,328,700
84	Andy Whitescarver	RE/MAX Realty Group Rehoboth	16	\$6,278,140
85	SHANNON L SMITH	Northrop Realty	16	\$7,646,370
86	Lee Johnson	Coldwell Banker Premier - Seaford	16	\$3,579,900
87	DANIEL TAGLIENTI	Keller Williams Realty	16	\$11,695,606
88	Jaime Cortes	Coldwell Banker Realty	16	\$4,406,990
89	Katrilla L Giddens	Coldwell Banker Realty	16	\$3,922,490
90	Robert Payne	Coldwell Banker Realty	16	\$3,987,300
91	Amanda Ellen Tingle	Coldwell Banker Realty	16	\$5,447,150
92	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	15.5	\$7,475,600
93	Taylor Marie Tallarico	The Parker Group	15.5	\$6,109,900
94	Ainoy Philavanh	Long & Foster Real Estate, Inc.	15	\$5,218,369
95	Clark M Edouard	Long & Foster Real Estate, Inc.	15	\$3,268,300
96	Julie Woulfe	ERA Martin Associates, Shamrock Division	15	\$7,455,300
97	Holly B. Worthington	Worthington Realty Group, LLC	15	\$3,498,900
98	Elizabeth Lindsey	Keller Williams Realty	15	\$2,418,700
99	SHAUN TULL	Jack Lingo - Rehoboth	15	\$29,265,320
100	Harryson Domercant	Keller Williams Realty Delmarva	15	\$3,572,470

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TOP 100 STANDINGS • BY VOLUME

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

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RANK	NAME	OFFICE	SALES	TOTAL
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2	CARRIE LINGO	Jack Lingo - Lewes	85	\$83,049,044
3	LESLIE KOPP	Long & Foster Real Estate, Inc.	37.5	\$47,155,493
4	Kimberly Lear Hamer	Ocean Atlantic Sotheby's International Realty	37.5	\$44,283,590
5	MICHAEL KENNEDY	Compass	59	\$42,456,151
6	Mary SCHROCK	Northrop Realty	71	\$40,780,691
7	PAUL TOWNSEND	Jack Lingo - Lewes	40	\$38,224,767
8	Debbie Reed	RE/MAX Realty Group Rehoboth	55	\$36,462,676
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11	Cory Mayo	Ocean Atlantic Sotheby's International Realty	34	\$28,755,543
12	DANIEL R LUSK	McWilliams/Ballard, Inc.	32	\$28,084,460
13	Dustin Oldfather	Compass	62	\$27,509,248
14	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	42	\$24,120,450
15	Brandon C Brittingham	Long & Foster Real Estate, Inc.	66.5	\$21,705,676
16	Gary Michael Desch	Northrop Realty	30	\$21,089,880

RANK	NAME	OFFICE	SALES	TOTAL
17	Joseph Wilson	Coastal Life Realty Group LLC	40	\$20,420,900
18	Pamela Price	RE/MAX Advantage Realty	66	\$19,794,100
19	Sandi Bisgood	Ocean Atlantic Sotheby's International Realty	20	\$19,461,870
20	Nancy Reither	Coldwell Banker Realty	27	\$19,264,100
21	Jay Phillips	Holiday Real Estate	10	\$18,941,500
22	Marc Bouloucon	Coldwell Banker Realty	22.5	\$18,894,169
23	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	26	\$18,195,285
24	BRYCE LINGO	Jack Lingo - Rehoboth	13	\$17,327,500
25	Grant K Fritschle	Keller Williams Realty Delmarva	26.5	\$16,170,818
26	PAUL MALTAGHATI	Ocean Atlantic Sotheby's International Realty	17	\$15,223,525
27	JAIME HURLOCK	Long & Foster Real Estate, Inc.	34.5	\$14,746,702
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29	BARROWS AND ASSOCIATES	Ocean Atlantic Sotheby's International Realty	21.5	\$14,494,551
30	Ryan Haley	Atlantic Shores Sotheby's International Realty	30.5	\$14,465,454
31	JAMES LATTANZI	Northrop Realty	23.5	\$14,442,980
32	Kevin E Decker	Coastal Life Realty Group LLC	28	\$14,234,500
33	JOSHUA RASH	Long & Foster Real Estate, Inc.	31.5	\$13,801,702
34	Jonathan M Barker	Keller Williams Realty Delmarva	17.5	\$13,457,539
35	Terence A. Riley	Shore 4U Real Estate	20	\$13,414,815
36	Nicholas Bobenko	Coastal Life Realty Group LLC	28	\$12,808,815
37	Nitan Soni	Northrop Realty	24	\$12,715,705
38	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	6.5	\$12,665,500
39	Allison Stine	Northrop Realty	22	\$12,247,138
40	KIKI HARGROVE	Long & Foster Real Estate, Inc.	10	\$12,071,000
41	Julie Gritton	Coldwell Banker Premier - Lewes	24.5	\$12,026,345
42	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	18	\$11,865,470
43	Suzie Parker	Northrop Realty	23	\$11,808,700
44	SUZANNE MACNAB	RE/MAX Coastal	22	\$11,731,315
45	DANIEL TAGLIANTI	Keller Williams Realty	16	\$11,695,606
46	Jamie Caine	Coldwell Banker Realty	21	\$11,694,381
47	Phillip W Knight	Atlantic Shores Sotheby's International Realty	22	\$11,642,245
48	Nicole P. Callender	Keller Williams Realty Delmarva	27	\$11,593,364
49	Bethany A. Drew	Hileman Real Estate-Berlin	36	\$11,465,278
50	David L Whittington Jr.	Coastal Life Realty Group LLC	20	\$11,463,600

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TOP 100 STANDINGS • BY VOLUME

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RANK	NAME	OFFICE	SALES	TOTAL
51	Michael Kogler	Long & Foster Real Estate, Inc.	8	\$11,434,500
52	KIM S HOOK	RE/MAX Coastal	13	\$11,308,795
53	Walter Stucki	RE/MAX Realty Group Rehoboth	10	\$11,167,903
54	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	18	\$11,141,005
55	CHRISTINE MCCOY	Coldwell Banker Realty	19	\$10,945,480
56	BILL CULLIN	Long & Foster Real Estate, Inc.	14	\$10,860,890
57	Melanie Shoff	Coastal Life Realty Group LLC	23	\$10,826,950
58	Michael David Steinberg	Patterson-Schwartz-Rehoboth	20	\$10,490,810
59	Shawn Kotwica	Coldwell Banker Realty	20.5	\$10,242,215
60	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	23	\$10,092,096
61	Gail Mitkoff	Keller Williams Realty	7	\$10,045,000
62	Virginia Malone	Coldwell Banker Realty	18	\$9,967,250
63	JENNIFER BARROWS	Ocean Atlantic Sotheby's International Realty	14	\$9,752,001
64	HENRY A JAFFE	Ocean Atlantic Sotheby's International Realty	11	\$9,725,932
65	Chris Jett	Shore 4U Real Estate	15	\$9,571,950
66	VALERIE ELLENBERGER	Compass	17	\$9,500,210
67	Paul A. Sicari	Compass	14	\$9,462,400
68	JOYCE HENDERSON	Coldwell Banker Realty	7	\$9,373,502
69	Jacqueline Kay Martini	Coldwell Banker Realty	9	\$9,192,500
70	RANDY MASON	Jack Lingo - Rehoboth	6.5	\$9,028,480
71	ROBIN PALUMBO THOMPSON	Northrop Realty	17	\$8,919,094
72	Mitchell G. David	Sheppard Realty Inc	14	\$8,909,120
73	KATHY NEWCOMB	Coldwell Banker Premier - Rehoboth	18	\$8,901,264
74	MICHAEL RODRIGUEZ	Jack Lingo - Rehoboth	6.5	\$8,623,100
75	Lauren W. Bunting	Keller Williams Realty Delmarva	19.5	\$8,580,990
76	Dustin Parker	The Parker Group	17.5	\$8,396,205
77	DANIEL H. DELLEGROTTI	Compass	10	\$8,274,447
78	William Bjorkland	Coldwell Banker Realty	18	\$8,117,707
79	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	19	\$8,044,900
80	Sharon Y Daugherty	Keller Williams Select Realtors	17	\$7,971,500
81	Dustin Oldfather	Compass	19	\$7,940,700
82	Suzanah Cain	Coldwell Banker Realty	24.5	\$7,856,750
83	Tracy L. Zell	Long & Foster Real Estate, Inc.	14	\$7,830,320
84	Monica McNamara	Coldwell Banker Realty	10	\$7,817,100

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85	Meme ELLIS	Keller Williams Realty	20	\$7,752,290
86	ELIZABETH DORMAN	Coldwell Banker Premier - Rehoboth	18	\$7,749,244
87	T. EDWARD ROHE	Keller Williams Realty	11	\$7,724,000
88	Darron Whitehead	Whitehead Real Estate Exec.	24	\$7,673,000
89	WAYNE LYONS	Long & Foster Real Estate, Inc.	6	\$7,648,750
90	SHANNON L SMITH	Northrop Realty	16	\$7,646,370
91	Andrew Staton	Ocean Atlantic Sotheby's International Realty	13.5	\$7,610,616
92	Whitney Jarvis	Coldwell Banker Realty	9	\$7,543,400
93	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	15.5	\$7,475,600
94	Bill R. Rothstein	Montego Bay Realty	17	\$7,472,750
95	Julie Woulfe	ERA Martin Associates, Shamrock Division	15	\$7,455,300
96	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	18	\$7,452,500
97	Cindy D Souza	Long & Foster Real Estate, Inc.	11	\$7,411,172
98	Leslie I. Smith	Sheppard Realty Inc	17	\$7,220,114
99	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	15	\$7,153,900
100	Sarah Shoemaker	Keller Williams Realty	8	\$7,152,570

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