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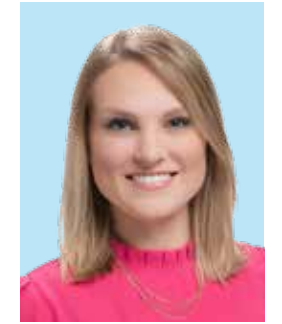
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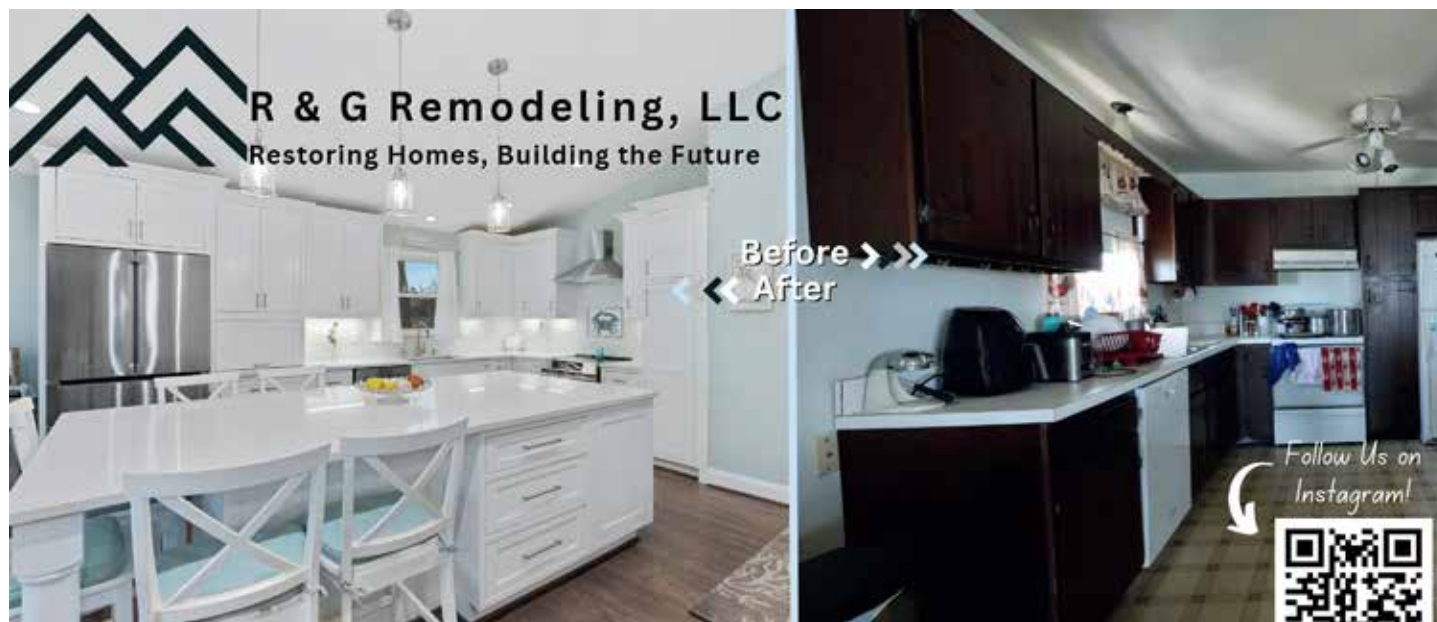
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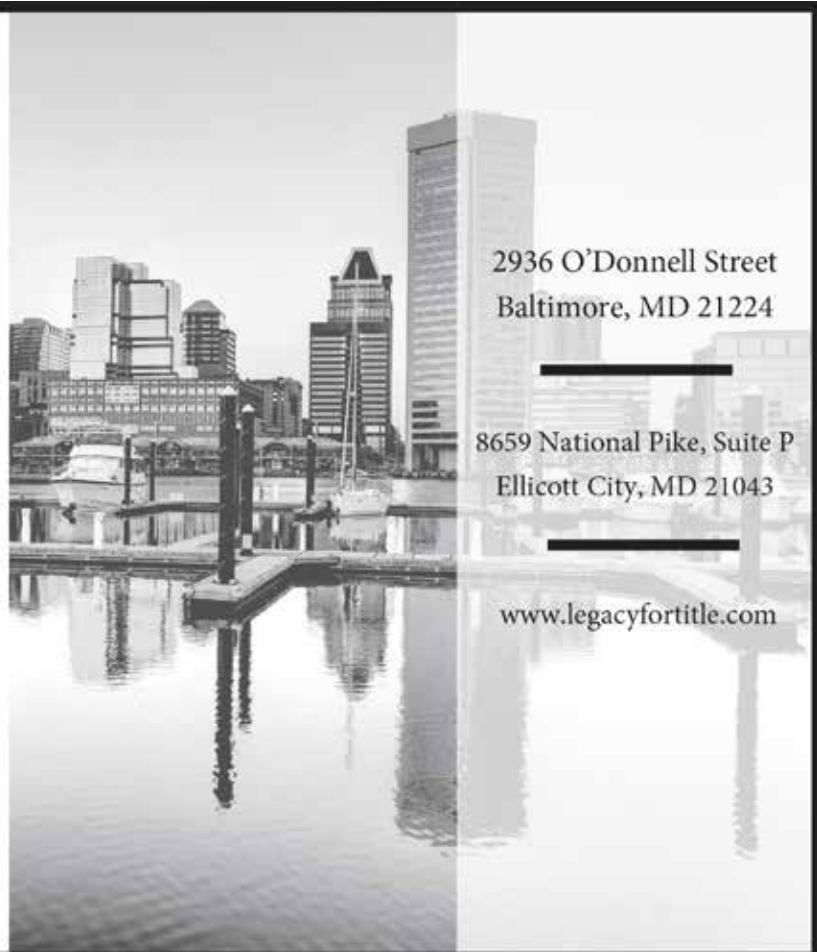


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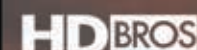
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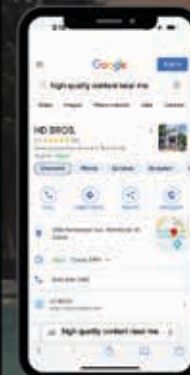


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▶▶ editor's note

By Jilleien Franquelli

*it's time to*

# Celebrate!

One of our core values is: We build, we grow, we celebrate.

Do you remember what it felt like to achieve something as a kid? You were celebrated for doing something new every day. Your first steps, your first A, your first goal, when you graduated. You were surrounded by people cheering you on. Then one day that cheering slows down or stops altogether. Your achievements and new things you learn are not put on display like they once were.

We stop celebrating our successes for various reasons. Some may feel that they are too busy or focused on the next goal to pause and celebrate. Others might downplay their achievements due to imposter syndrome or societal expectations. For everyone, as responsibilities increase with age, celebrations may take a back seat to more pressing matters.

Being celebrated was not always part of my life. That led me to be a person who got genuinely excited for people when they told me anything. Even one friend telling me, "your reaction was the one I was hoping for from everyone else" after sharing she was pregnant.

Sharing in excitement and celebration leads to connection.

Celebrating successes can be a powerful way to acknowledge hard work, boost self-esteem, and foster a positive outlook. Regular celebrations can create a sense of accomplishment and motivation to pursue future goals. Additionally, they provide an opportunity to reflect on growth and progress, reinforcing a sense of fulfillment and satisfaction in one's achievements.

How can we celebrate each other more? I think it comes down to two things. First, we need to share those moments with someone. Second, we need to celebrate when we see someone accomplish something.

Social media provides the perfect opportunity to share. For example, I am in my gym girl era, and I both share every win at the gym on social media, and share it with a person who I think would be interested in it. When I achieve a new personal record in weightlifting, I do a little Instagram story and I text my friend Dom. Dom is really into weightlifting, he knows how big of a deal it is.

Now it's your turn to celebrate someone. Keep your eyes open; there is a lot to celebrate everywhere. Now here is the hard part. When you see it, say something! Go ahead and make that person's day.

Our favorite night of the year was just last night (although you are reading this in August, I wrote it in June). The Summer Soirée was created with the idea of celebration in mind. We fully recognize your achievements in the past year. To be part of the group that moves 78% of the real estate transactions in the area is earned, and you are there. You are the best!

One more round of thanks to all the sponsors who made the Summer Soirée a hit.

Now go and celebrate!



Cheers!

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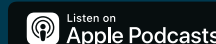
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▶▶ partner spotlight

By Lauren Stevens  
Photos by Melanie Hassler

# Andy PADGETT

## of HEALTHY HOME RESTORATIONS

Andy Padgett is a man of many talents. He’s a guitarist, an outdoorsman, and a jokester. He’s a devoted father of three to 24-year-old Andrew, 18-year-old Adam, and 6-year-old Benjamin. And, as a business owner, he has the skills (and relevant certifications) to perform every function at his company, Healthy Home Restorations, from mold remediation to office administration. This is no small claim. Healthy Home Restorations boasts a robust lineup of services from flooring removal and replacement to biohazard and trauma clean ups, almost all of which Andy’s team can complete same or next day. “We’re not just a roofing company. We’re not just a remediation company. We’re not just a mold company. We’re a one-stop shop for everything, from problem to solution...There’s no job too small. There’s no job too big.”

2024 marks Andy’s 30th year in home improvement and restoration. He started out with a flooring company in 1994. A few years later, he merged with another business. Then about 13 years ago, he founded Healthy Home Restorations. Over time, Andy’s company has evolved from flooring to include carpet cleaning, flood restoration, and mold remediation, always adapting to meet the needs of its customers. In response to client interest, they also began to offer “put back” services like drywall repair, flooring replacement, and painting, becoming “a full restoration company.”

thing.” Andy prides himself on a company culture of integrity and solutions-oriented problem solving – both in serving clients and in internal operations. “We focus on doing the right thing always. And in fact, that’s what I tell all of my employees. We preach that...what’s

the ‘right thing.’ If we have a problem amongst our management staff, or with their employees, or with the customer. What I focus on is a solution. We have taught our employees and managers to say ‘What’s the right thing,’ and then always do the right thing.”

The evolution of Healthy Home Restorations is just one example of their commitment to their number one priority: their clients. Andy’s favorite thing about this business? “Helping people in their time of need. You know they usually have an emergency. Being empathetic and seeing them through their situation is probably the most gratifying



“  
We’re a one-stop shop for everything, from problem to solution...  
**There’s no job too small.**  
**There’s no job too big.**”



Another key to Healthy Home Restorations' success is diversification – something he says was a challenge but was worth the effort. Between expanding client demand and the seasonality of some of the service offerings in Healthy Home Restorations' repertoire, Andy got strategic with his approach to managing his company and his team. Each of his service areas is led by a subject-matter expert to ensure top-notch, knowledgeable execution of those offerings. But what Andy says is the true recipe for success: employee skill building. "We've had to do a lot of cross-training to facilitate our goals...We are cross-training our guys early on. Where they can [do air duct cleaning they can] also paint and do drywall, help out with the

structure drying and so forth. We're getting the guys certified in each area." This approach has allowed Andy and his team not only to offer a huge variety of high-quality services, but also to deliver their quick turnaround options, provide 24/7 emergency service with call response staffed in-house by Andy's team, and ensure client satisfaction on every job.

Andy's number one passion, his family, is also a huge part of his company. The Healthy Home Restorations team of 50 employees includes two of Andy's family members. His sister, Jennie, has been the office manager for four years and his son Andrew is on a 12-year track to take over the business. "The company's kind of

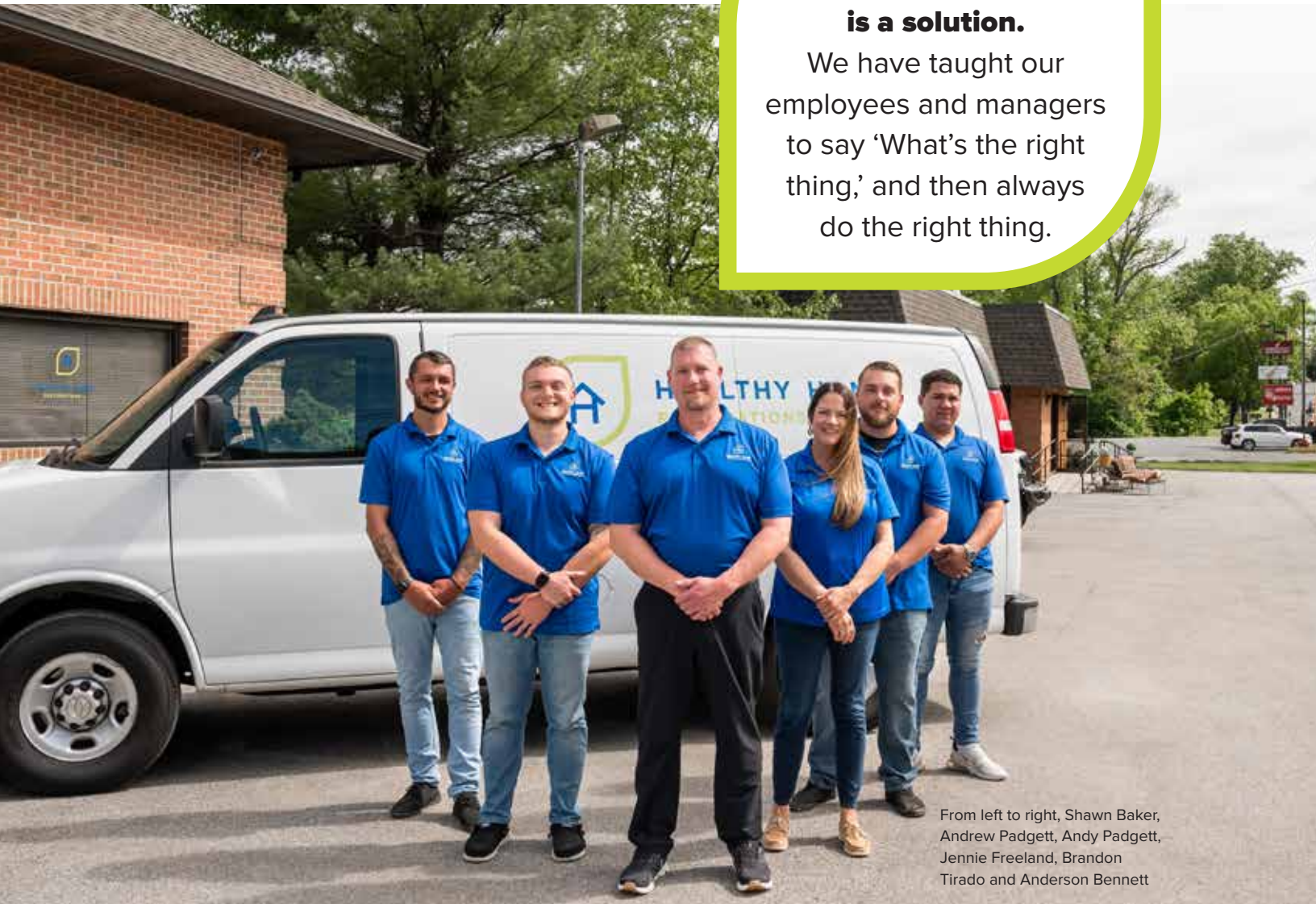
started to morph into a family business. Originally it wasn't, but – it's funny – as the kids got older they showed interest in it...along with my sister it's been becoming a family company."

A Baltimore native, Andy now resides in Jarrettsville. As he looks to the future, he aims to expand his business into Delaware and has already launched two new divisions this year: pack-outs/clean-outs and unit turn-key divisions. His goal is to continue facilitating growth and ensuring 100% customer satisfaction.



**What I focus on is a solution.**

We have taught our employees and managers to say 'What's the right thing,' and then always do the right thing.



From left to right, Shawn Baker, Andrew Padgett, Andy Padgett, Jennie Freeland, Brandon Tirado and Anderson Bennett

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# BRANDON

Martinez



By Pat Rippey  
Photos by Keith Robinson

celebrating leaders

## ELEVATING OTHERS

Although he makes his living speaking and connecting with others, Brandon Martinez is not particularly eager to talk about himself. He'd prefer to talk about what he does for Keller Williams Legacy as Director of Relationships—a title he believes accurately captures his role. Put succinctly, he cultivates an environment for growth and success. And although his sphere is the globally successful KW company, you get the feeling that most of his interactions are one-on-one. I'd venture to say that a conversation with Brandon makes you feel as though you've been coached a little, and you've been given some gems worth revisiting.

### An Environment for Growth

According to Brandon, the concept of growth is interesting because “there's the growth of increasing production within the business, there is growth of oneself, and there is growth from just the numbers, the headcount.” He fosters growth in all of those areas—from connecting with agents during his travels, to daily leadership calls, to private coaching for all aspects of the business. Brandon develops relationships to provide support, fine-tune direction, set levels of expectation, and ensure accountability across the enterprise. What he really wants is to see others succeed. “This is how I know if I had a good day. If at the end of the day, I was able to provide value to anyone about anything, then I had a good day.”

On a bad day, Brandon takes it hard when someone he's coaching experiences failure. He believes it's his job to direct them in a way that ensures success. “I'm invested in people,” he says. “If I care

about you, I can't watch you struggle and not want to step up.” He uses the analogy of someone walking towards a cliff. It's his job to divert them, to get them on another path, or perhaps take off the blinders that prevent them from seeing what's ahead. If they fail, it's a reflection of his ability to guide them, and ultimately, a failure of leadership.

Brandon says he loves cultivating the type of environment where people feel supported. As an example, he talks about his commitment to coach his kids' teams (baseball for 11-year-old Braylon, and softball for 8-year-old Brielle). This means leaving the office by 4 pm most days, but rather than be made to feel guilty for leaving, Brandon says he's basically kicked out of his office by his team when it's time to go. He says that kind of support—that extends beyond work and into your personal life and goals—is what he strives to instill in others.

“

**I'M INVESTED IN PEOPLE.**

If I care about you, I can't watch you struggle and not want to step up.

”

“  
If I can push  
somebody else  
forward, I’m  
good with it.  
**I WANT OTHER  
PEOPLE TO SHINE.**”



**“I want other people to shine”**

Brandon has always been one to push others to success. He describes himself as a pass-first point guard on the basketball court. In football, his job was to make the quarterback look good. He worked many years on the lending side of real estate, and realized that he spent much of his time coaching agents, and it was the part of the job he loved most. So following the advice he now gives others, he looked at what excited and motivated him, and decided to try consulting. His first job was in the hospitality industry, where he helped the company make significant gains. Brandon figured if he could be successful in an industry he knew nothing about, he could do that and more in real estate. He landed with KW Legacy, and finds it’s a good way to be impactful and relevant on a national level. It seems like a natural fit. “If I can push somebody else forward, I’m good with it,” Brandon says. “I want other people to shine.”

Brandon prefers to have a meal with someone rather than a phone call, but his objective is always to fully see them, from a business perspective but also from a personal one. He uses different conversation tracks to connect with a person’s underlying motivations and passions. “You may not be having the same conversation with somebody who produces \$20-30 million as someone who produces \$2-3 [million], but a person having goals doesn’t change,” he explains. Brandon says everything you do should be in line with what matters to you, and his job is to keep you aligned with those goals. He’s fully invested, insisting “If it matters to somebody, it matters to me.”

The two were long-distance dating (Brandon lived in New Orleans) when Katrina hit, prompting him to move to Maryland to be with Janelle.

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# Jeff Kief

## of The Window Tailor

### *Charm City Roots: The Cultural Connection*

As authentic as steamed crabs and beer or the familiar local greeting, “Hey, Hon!”, Jeff Kief, owner and operator of The Window Tailor, a custom window covering company, takes pride in his Baltimore, MD heritage. Jeff remarks, “I’ve always been in Baltimore - in North Baltimore County. So, I know this area like the back of my hand.”

Jeff describes his business with easy candor, saying, “I do commercial jobs, office buildings, car dealerships and funeral homes; I’m big in there. But when I deal with residential clients, I’m in every room of their house. I’m getting up close and personal with a lot of things. So, to me, it’s personal.”

In 2004, when Jeff and his wife Nancy sought ways to pursue a new business together, they enlisted the help of a consultant specializing in franchise businesses. Jeff remarks, “I picked one, which was a national window covering company. So, I flew out to California to meet the owners and find out how they operate.”

With the market crash of 2009, Jeff chose to transition to a new job opportunity with a friend. But, when he kept getting calls from his former wall-covering clients, he

resurrected his former business, rebranded and marketed within his familiar “Charm City” sphere. Jeff says, “Business has grown exponentially over the last nine years.”

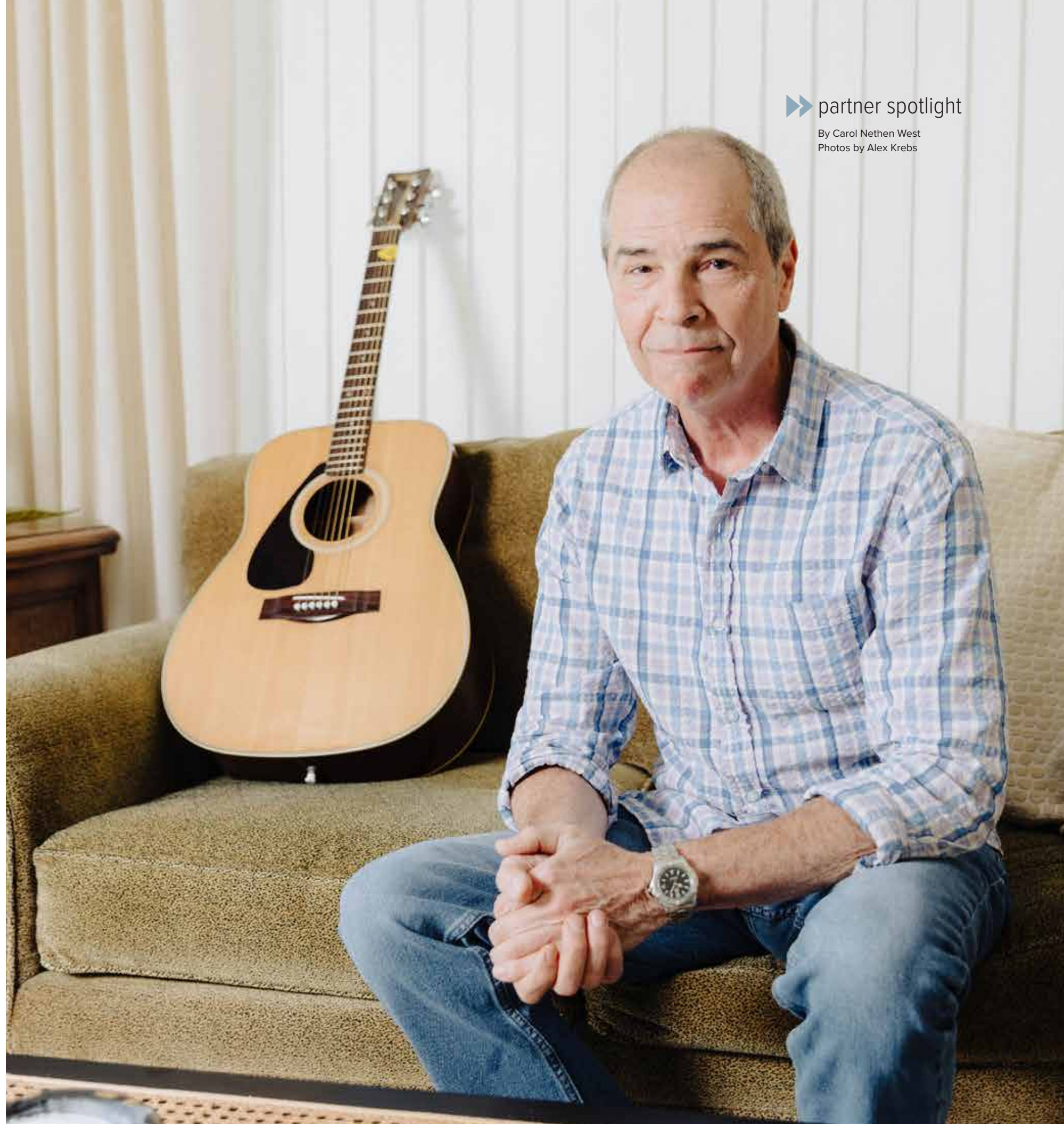
Fondly recalling his family’s local heritage, Jeff shares, “My father grew up down in Highlandtown. He and three of his brothers were in World War II - I wear his dog tags from World War II around my neck.”

He continues, “So, my father and his nine brothers and sister bought a thirty-acre retreat place, an old Boy Scout camp, in Harford County. And every weekend his family, thirty four cousins and eighteen aunts and uncles would go up there. All the parents built a pool, volleyball court, softball field, horseshoe pits and hiking trails for the kids.”

“It was a magical way to grow up,” Jeff recalls.

▶ partner spotlight

By Carol Nethen West  
Photos by Alex Krebs





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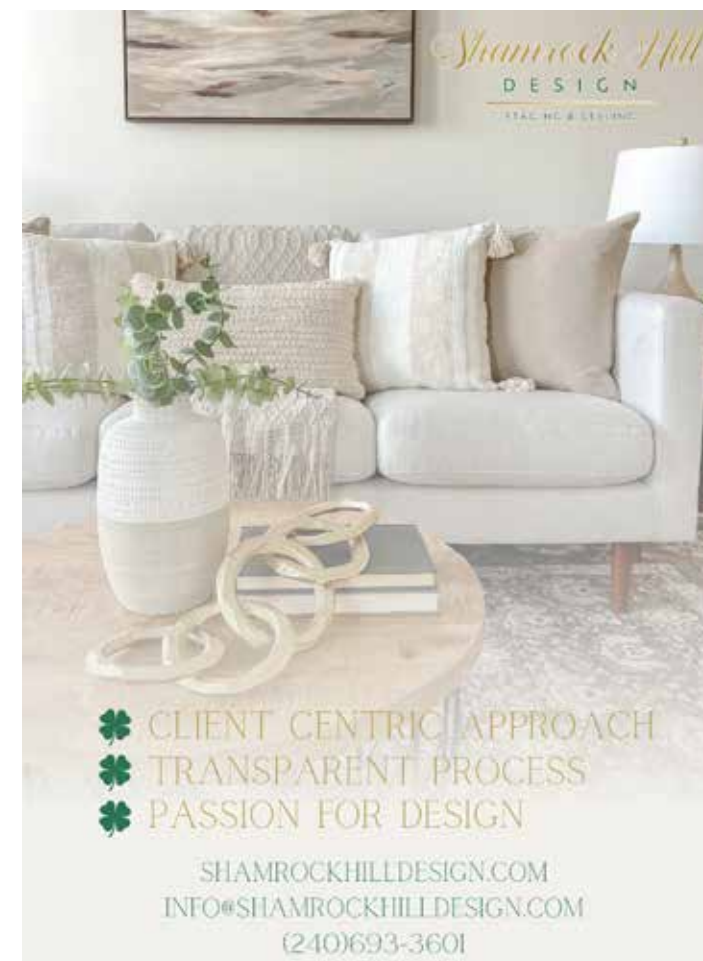


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# RACHEL

## GONTKOVIC



The allure of the water has always been a guiding force in Rachel Gontkovic's life, drawing her to Annapolis and ultimately leading her to another passion: real estate. With over two decades of experience, Rachel is transforming the home buying and selling process for her clients through her extensive knowledge and dedication.

"I just really want to help people. That's what I love to do," said Rachel.

As a realtor and Associate Broker with the Annapolis Fine Homes office

of Long and Foster, Rachel has dedicated 22 years to serving the greater Annapolis market. Her deep connection to the area and her commitment to creating positive experiences for her

clients have made her a trusted name in local real estate. Rachel's insights into the city's shopping, commuting routes, and local activities help her clients feel instantly at home.

### NAVIGATING REAL ESTATE: A TWO-DECADE LEGACY

▶ agent to watch

By Abby Isaacs  
Photos by Alex Krebs  
Makeup by Ashley Callaway

“It’s a quaint little city with great restaurants, fun shopping, and there is always something to do. Plus, it’s close to DC, Baltimore, and the beach. I love my city and truly think it’s the best place to live.”

Rachel’s journey into real estate was as unexpected as it was transformative. Originally from Columbia, Rachel moved to Annapolis in 2002, where she currently lives with her husband Craig. At the time, she was a teacher seeking a more flexible career path that would allow her to raise a family. Scanning through the help wanted ads, she discovered real estate classes and thought, “Looking at houses is fun, and I love people. Why not give it a try?”

The first few years were difficult, but a motivational piece of advice from a fellow agent—“Stick with it, and it will get better”—became her mantra. By her third year, Rachel’s persistence paid off. She began taking her daughter to home inspections and showings, embodying the flexibility she sought between career and family life. Today, Rachel’s expertise in navigating even the most complex real estate cases has earned her consistent recognition as a Top Producer by Long & Foster.

“I’ve experienced all the ups and downs in the markets and all the challenges and all the changes. You just have to be prepared to pivot and know things could change at any point.”

From the initial listing appointment to closing, Rachel is heavily involved in every step of the process. With a part-time licensed assistant to handle backend tasks, Rachel is able to provide hands-on, personalized service to her clients. “I want to make sure my clients are happy with their decision and that they don’t have regrets,” she said.

One of her most memorable successes involved helping a young family transition from a deteriorating home to a stable, family-friendly one. “They were using a newer agent at first and they just didn’t feel like they had many options, so they were very appreciative. They said, ‘Thank you, we never thought we’d be able to do that.’”

Rachel’s dedication to her clients is evident in her availability, even during weekend escapes to the beach. “You have to work your life around your work schedule. You’re on vacation and sometimes you’re on the phone. But it’s okay because it’s a job where you don’t have to be in the office 24/7. You can be wherever you are and still help people.”

Beyond her professional life, Rachel finds solace on the water. Whether swimming, paddle-boarding, or simply enjoying the tranquility, the water helps her relax and stay centered. Her commitment to helping others extends to her role as a board member of the Anne Arundel County CASA, a charity that supports abused and neglected children in the foster care system.

Looking ahead, Rachel is focused on growing her business through referrals, driven by her dedication to exceptional customer service. Her passion for helping people,

both in finding their dream homes and navigating life’s challenges, remains at the heart of her work. “I want to create experiences for people that they want to share with their friends, family, and coworkers,” Rachel said.

Rachel Gontkovic’s legacy in Annapolis real estate is a testament to her profound expertise and genuine passion for helping others. As she continues to navigate the ever-evolving landscape, her clients can trust that they are in the hands of a true professional who cares about their journey.

“I want to create experiences for people that they want to share with their friends, family, and coworkers.”



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# TOM MILLS



# OF HMA MORTGAGE

Tom Mills is many things. He's a dedicated single father to Kylie (15), Carter (13), and Austin (4). He's a lover of travel and a die-hard Philly sports fan. He's an experienced lending professional and Managing Partner of HMA Mortgage. And, above all, he's resilient.

Tom earned a finance degree from Goldey-Beacom College while working full-time at national bank MBNA. He was considering getting his Series 7 and becoming a financial advisor but took a job in the mortgage industry as a stop gap. During the new hire orientation, Tom felt he had found his calling and made the decision to pivot his career path. He quickly became a top producer, then began forming teams and overseeing multiple branch locations. Eventually, he became Regional Vice President at a large, national lender, building and leading his region of 250 employees with annual production exceeding \$1.5 billion.

When the industry took a downturn a few years ago, many faced tough decisions. In Tom's words, "the most epic two years that our industry is has ever seen, followed by the two worst years that our industry had ever seen... it was a really hard fall." At work, Tom – an emotionally invested leader who sees team members as partners and friends – had to make some hard choices and break a lot of bad news. Outside of work, Tom was also facing some of the most challenging times in his personal life, all while trying to be strong for his employees and his children. The emotional toll was adding up.

Until a mentor of Tom's offered him advice that set him on a new path: to focus on what he could control. So, Tom did. He went on an exercise and diet journey that put him in the best physical shape of his life. He focused on mindset and preparation through words of affirmation, inspirational reading, and journaling. Above all, he focused on relationships that mattered

most, spending quality time and being present with his kids.

As part of that journey, after 12 years as Regional VP, he took a leap and merged with longtime friends and industry colleagues, David Holland and Robert Fillyaw, to form what is now HMA Mortgage, a growing national lender. "The three of us [were working] through the industry challenges together...We realized

we could be better together than apart... We wanted to take on what we saw as a new market differently and be able to combine resources that we had and be able to offer a lot more to our people than we were able to offer without each other. This was the basis of our vision to equip loan officers with what they need to succeed."

This vision is evident in HMA Mortgage's investment in helping

“If you want to go fast, go alone. If you want to go far, go together.”





their team grow. “We are three owners who pour into our people and have a partner-like approach toward leading them. We believe finding the right partners who align in our values and vision and working together toward a common goal is the key to our growth.” Tom remains committed to his own personal growth, and he takes a pay it forward approach in helping others. In keeping with his philosophy “If you want to go fast, go alone. If you want to go far, go together,” Tom strives to create a strong foundation of skill, vision, and shared culture.

Today, HMA Mortgage strives to provide the most value to their employees, customers, and referral partners. They invest in cultivating relationships and partnerships to best serve their clients and take a unique approach to lending, especially their renovation loans. They also offer a product that removes financing contingencies to allow buyers to purchase without having to first sell their home. All to “help buyers get the home of their dreams rather than settling for a home, especially in today’s market.”



I take a lot of pride and enjoyment in seeing people achieve things that they never even thought they could achieve.



Tom says what he truly loves about his job is making a difference. “I really do get to make a massive impact on people’s lives. I take a lot of pride and enjoyment in seeing people achieve things that they never even thought they could achieve. This business is really challenging, and I enjoy helping people navigate through those challenges, and thrive.”

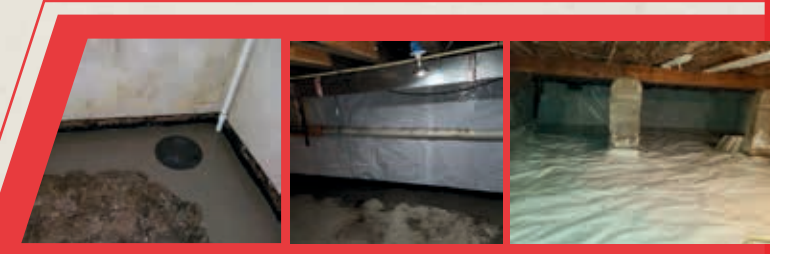


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▶▶ cover story

By Pat Rippey  
Photos by Roy Cox

# Bryan Schafer

## LIVES LIFE TO THE FULLEST

Bryan Schafer of Next Step Realty appears to have the best of both worlds. He is sitting in his Locust Point home contemplating his life, and at first it seems dubious that someone could be this content. “I wake up every single morning and I couldn’t be happier,” Bryan says, as he goes on to describe a typical day. It begins with pickleball with some buddies at 5:45 am, then back to the house to get the kids’ breakfast and take them to school. Maybe then a walk to nearby Fort McHenry, or if he has an hour to himself, he heads to Reflex Functional Fitness, a gym down the street from his house. The rest of the day is filled with hard work, which along with a good attitude, is what Bryan claims is responsible for his success. “I have an awesome work-life balance,” he insists.

From cookouts with neighbors, to attending the kids’ activities, to afternoons spent boating, Bryan seems to be living the perfect suburban life—except for the fact that he lives in the city. “I couldn’t work in corporate America, and I couldn’t see myself living anywhere else other than Baltimore,” he says. He grew up in Catonsville and lived in Federal Hill for 9 years with his young family; now he says he may never leave Locust Point. He

admits Baltimore gets a bad rap, but points out that when people come visit they say it’s nothing like they thought it would be. “It’s an amazing place to be,” Bryan raves, adding that many conversations end with him convincing someone to move to Baltimore. Where else can you take the family on the water taxi over to Fells Point on a Saturday morning to peruse the farmer’s market? He might just be Baltimore’s biggest fan.

Like many in the real estate industry, Bryan had other aspirations growing up. He went to Oriole games with his dad and dreamed of playing professional baseball. He later attended James Madison University where he played club lacrosse and obtained a degree in kinesiology (the study of human movement) with a minor in business, and hoped to become a sports agent. After graduating, he entered the Enterprise management training program and ended up working for the company for 10 years. He credits the training program with instilling a work ethic and for its notable focus on customer service. Bryan says he wore many hats in the company, which he says allowed him to be well versed in all aspects of the business, and helped develop useful multitasking skills. So when a random real estate recruiting call came his way, he decided to dip a toe in. Not ready to leave Enterprise right away, he began working as an agent part-time.

“ I feel like I’m changing someone’s life

Bryan found himself trying to do two jobs at the same time, when finally his wife Natalie urged him to pick a career. In 2018 he committed to working in real estate full time, and by 2022 he was ready to strike out on his own. He teamed up with partners Kristin Brillantes and Courtney Zettlemoyer to form Elite Partners of Next Step Realty. He says the team is on track to do \$150 million in sales this year; personally he sold 23 homes for 11.5 million from January to May. But

the numbers don’t tell the real story: Bryan is passionate about what he does. He cites a 58-year old client who never thought he could buy a house. Bryan walked him through the 5 hours of counseling classes to get grant money to qualify for a loan, and on the day of closing, his client was in tears. “I feel like I’m changing someone’s life,” Bryan recalls.

“ Those two things shaped my life

As upbeat as Bryan is, he has faced unimaginable hardships. The first was losing his older brother PJ, who suffered an unexpected cardiac event in 2003 during a lacrosse game at CCBC Catonsville while PJ was a sophomore. The family started an annual charity golf tournament in PJ’s memory to raise money for scholarships, with proceeds later funneled into Johns Hopkins research on sudden cardiac death and used to purchase defibrillator paddles for high school and college sporting events. Bryan took the loss hard, and found himself in a dark place—drinking and getting into legal trouble—before finding his way again.

Life dealt him another blow when he was diagnosed with a rare form of skin cancer, forcing him to endure multiple surgeries on his head. He appears to take it all in stride, often donning a hat to cover the scars. It seems to have made him resilient and determined. “Live life to the fullest,” he advises. “You don’t know when your last day’s going to be.” That philosophy has spilled over into his personal and professional life; he claims “I rarely say no to anything.”

“ I WAKE UP EVERY SINGLE MORNING AND I COULDN'T BE HAPPIER. I HAVE AN AWESOME WORK-LIFE BALANCE.



Kristin Brillantes,  
Bryan Schafer and  
Courtney Zettlemoyer

Bryan and his wife Natalie (who Bryan casually mentions was an All-American lacrosse player) just celebrated their 10-year wedding anniversary. They met in a Federal Hill bar (how Baltimore is *that?*), but in a rom-com-worthy twist, Natalie met Bryan's mom before they were a couple, and mom said something to the effect that he should find a nice girl like her. They stay busy with their daughter Kali (6) and son Jackson (4), and all the activities that go along with them—naturally one of them being lacrosse. As for his decision on a career choice, Bryan has never looked back. "It was the best decision I've ever made. It's allowed me to do everything I've wanted to do in life."

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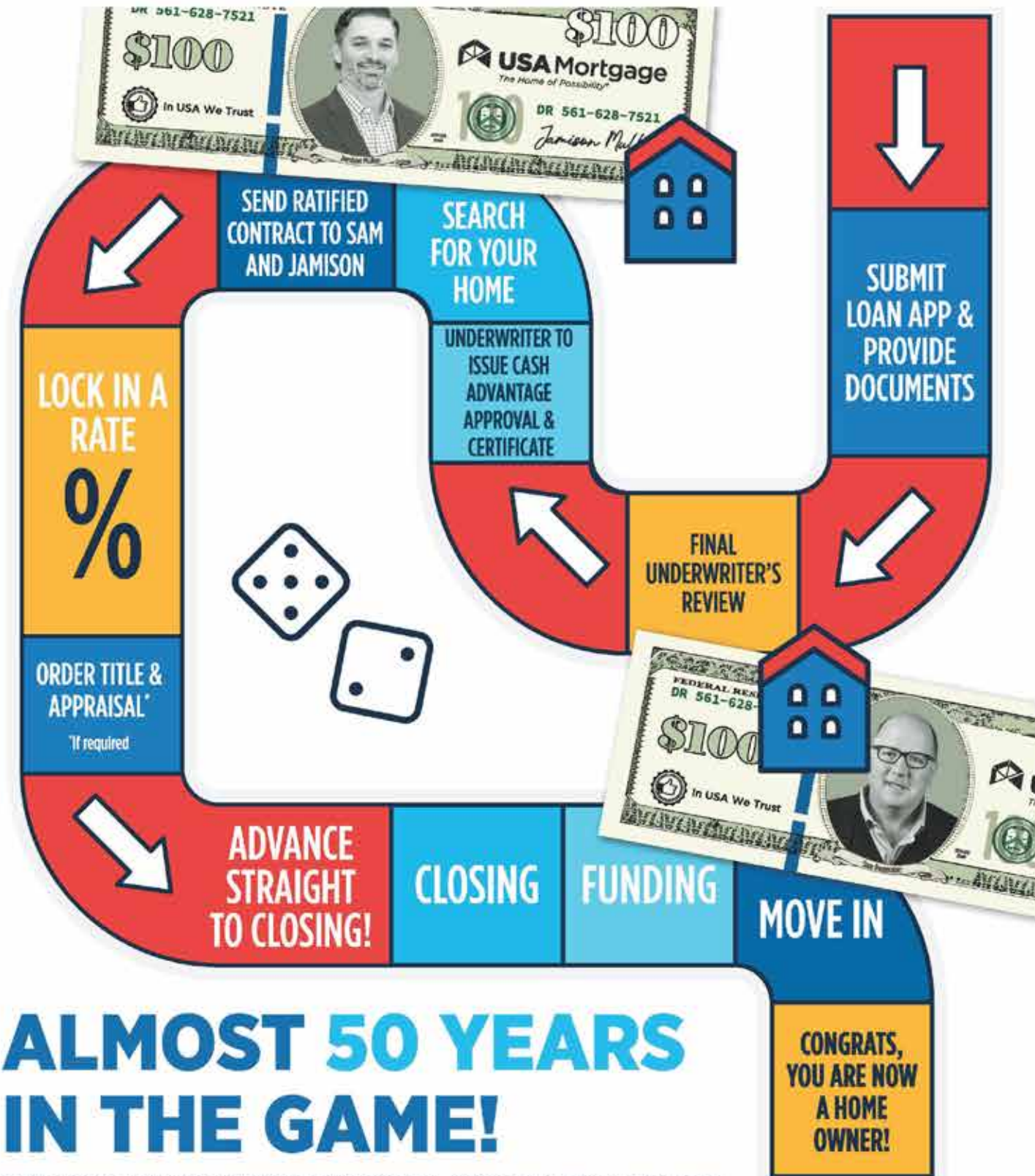
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# 7<sup>th</sup> ANNIVERSARY

## SOIRÉE HIGHLIGHTS

Cheers to 7 years! The summer soirée on Thursday, June 20th, was incredible. With vibrant energy and a strong sense of community, over

400 Real Producers and Preferred Partners came together at the historic Baltimore Museum of Industry.

It was a fantastic evening, as we hosted our largest crowd ever. If you joined us, we deeply appreciate your presence! And if you couldn't make it, we hope this recap brings the festivities to life, and we look forward to seeing you at our next event!

Huge appreciation to our Headline Sponsors for the event, **Movement Mortgage** and **Eagle Title** for supporting at the highest level.

And a special thank you to the other sponsors, who helped make this amazing night happen. They are all featured at the end of this article!



event recap ◀◀

By Hannah Benson  
Photos by YRN Photography





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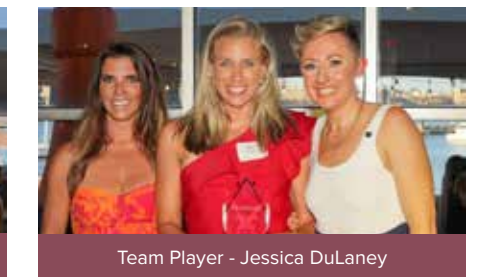
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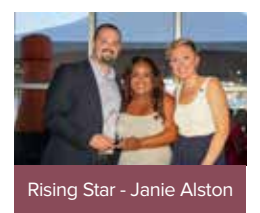
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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to June 30, 2024

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	494	\$24,636,659
2	Kathleen Cassidy	DRH Realty Capital, LLC.	343	\$179,529,968
3	Tineshia R. Johnson	NVR Services, Inc.	276	\$144,791,221
4	Lee M Shpritz	Ashland Auction Group LLC	168	\$8,776,270
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	143	\$71,251,973
6	Joseph A Petrone	Monument Sotheby's International Realty	112.5	\$73,294,805
7	Shawn M Evans	Monument Sotheby's International Realty	106	\$80,287,253
8	Robert J Lucido	Keller Williams Lucido Agency	104	\$78,489,593
9	Lois Margaret Alberti	Alberti Realty, LLC	102	\$30,126,100
10	Gina M Gargeu	Century 21 Downtown	84.5	\$15,086,452
11	Nickolaus B Waldner	Keller Williams Realty Centre	82.5	\$38,926,277
12	Tracy M Jennings	DRH Realty Capital, LLC.	70.5	\$39,648,945
13	Daniel McGhee	Homeowners Real Estate	64	\$26,517,961
14	Matthew D Rhine	Keller Williams Legacy	64	\$27,706,447
15	Lee R. Tessier	EXP Realty, LLC	63.5	\$27,196,443
16	Jeremy Michael McDonough	Mr. Lister Realty	62	\$25,349,685

RANK	NAME	OFFICE	SALES	TOTAL
17	Creig E Northrop III	Northrop Realty	56	\$48,193,519
18	Gina L White	Lofgren-Sargent Real Estate	56	\$25,075,208
19	Bob Simon	Long & Foster Real Estate, Inc.	55	\$5,962,900
20	David Orso	Berkshire Hathaway HomeServices PenFed Realty	54	\$55,250,625
21	Daniel B Register IV	Northrop Realty	52	\$12,970,800
22	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	51.5	\$20,970,500
23	Charlotte Savoy	Keller Williams Integrity	48.5	\$22,968,750
24	Gavriel Khoshkheraman	Pickwick Realty	46.5	\$9,297,045
25	Bradley R Kappel	TTR Sotheby's International Realty	42.5	\$102,745,481
26	James T Weiskerger	Next Step Realty	42	\$22,617,412
27	Jeannette A Westcott	Keller Williams Realty Centre	40	\$21,235,140
28	Yevgeny Drubetskoy	EXP Realty, LLC	39.5	\$14,875,750
29	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	39	\$12,705,140
30	Michael J Schiff	EXP Realty, LLC	38	\$14,289,925
31	Sunna Ahmad	Cummings & Co. Realtors	38	\$29,837,142
32	Daniel M Billig	A.J. Billig & Company	38	\$8,055,350
33	Laura M Snyder	American Premier Realty, LLC	36	\$17,194,080
34	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	35	\$10,917,475
35	Gregory A Cullison Jr.	EXP Realty, LLC	35	\$10,892,995
36	Jonathan Scheffenacker	Redfin Corp	34.5	\$16,637,418
37	Timothy Langhauser	Compass Home Group, LLC	34	\$14,562,000
38	Larry E Cooper	Alex Cooper Auctioneers, Inc.	34	\$6,212,340
39	Raj Singh Sidhu	Your Realty Inc.	34	\$10,012,049
40	Tracy J. Lucido	Keller Williams Lucido Agency	33.5	\$27,376,543
41	Un H McAdory	Realty 1 Maryland, LLC	33.5	\$19,164,740
42	Jeremy S Walsh	Coldwell Banker Realty	33	\$16,861,400
43	Michael Soper	Next Step Realty	33	\$12,434,400
44	Mitchell J Toland Jr.	Redfin Corp	32	\$12,631,850
45	STEPHEN PIPICH Jr.	VYBE Realty	32	\$8,653,900
46	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	31.5	\$14,220,900
47	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	31	\$7,773,452
48	Mark D Simone	Keller Williams Legacy	31	\$13,707,520
49	Tony Migliaccio	Long & Foster Real Estate, Inc.	31	\$13,368,990
50	Liz A. Ancel	Cummings & Co. Realtors	31	\$12,464,950

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to June 30, 2024

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	Diana Pham	EXP Realty, LLC	31	\$6,399,125
52	Tom Atwood	Keller Williams Metropolitan	31	\$11,350,215
53	Pamela A Terry	EXP Realty, LLC	31	\$3,955,500
54	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	30.5	\$5,079,385
55	Charles N Billig	A.J. Billig & Company	30.5	\$6,671,688
56	Sandra E Echenique	Keller Williams Gateway LLC	30	\$6,522,500
57	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	29.5	\$14,255,125
58	Bob A Mikelskas	Rosario Realty	29.5	\$12,003,395
59	Bill Franklin	Long & Foster Real Estate, Inc.	29.5	\$13,762,388
60	Jenn Schneider	Neighborhood Assistance Corporation of America	29	\$9,594,400
61	Louis Chirgott	Real Broker, LLC	29	\$14,061,064
62	Nancy A Hulsman	Coldwell Banker Realty	29	\$14,724,810
63	Kelly Schuit	Next Step Realty	29	\$14,250,500
64	Francis R Mudd III	Schwartz Realty, Inc.	29	\$14,850,000
65	Missy A Aldave	Northrop Realty	28.5	\$18,514,250
66	Christopher W Palazzi	Cummings & Co. Realtors	28.5	\$7,074,693
67	Kim Barton	Keller Williams Legacy	28.5	\$13,146,501
68	Anthony M Friedman	Northrop Realty	28	\$22,609,348
69	Ira Klein	Pickwick Realty	28	\$3,845,400
70	William C Featherstone	Featherstone & Co.,LLC.	28	\$7,059,400
71	Enoch P Moon	Realty 1 Maryland, LLC	28	\$14,182,900
72	Robert A Commodari	EXP Realty, LLC	28	\$9,266,110
73	Julia H. Neal	Next Step Realty	28	\$12,572,600
74	Adam Chubbuck	Douglas Realty, LLC	27.5	\$10,742,575
75	Peter J Klebenow	RE/MAX Advantage Realty	27	\$5,447,531
76	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	27	\$23,094,766
77	Jessica DuLaney (Nonn)	Next Step Realty	27	\$13,307,950
78	Bryan G Schafer	Next Step Realty	27	\$13,664,668
79	Nancy Gowan	Engel & Volkers Annapolis	27	\$15,266,680
80	David Marc Niedzialkowski	Redfin Corp	27	\$10,576,991
81	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	27	\$20,104,511
82	Brian I Leibowitz	Maryland Realty Company	27	\$7,507,943
83	Daniel Borowy	Redfin Corp	27	\$16,794,800
84	Kimberly A Lally	EXP Realty, LLC	26.5	\$11,856,890

RANK	NAME	OFFICE	SALES	TOTAL
85	Dariusz Bogacki	Cummings & Co. Realtors	26	\$6,850,900
86	Sharon Y Daugherty	Keller Williams Select Realtors	26	\$14,336,900
87	Veronica A Sniscak	Compass	26	\$13,986,026
88	Krissy Doherty	Northrop Realty	26	\$10,735,340
89	Montaz Maurice McCray	Keller Williams Realty Centre	26	\$10,099,498
90	Allen J Stanton	RE/MAX Executive	25.5	\$11,125,200
91	Robert D Kaetzel	Real Estate Professionals, Inc.	25.5	\$6,741,376
92	James F Ferguson	EXIT Preferred Realty, LLC	25.5	\$9,253,725
93	Keiry Martinez	ExecuHome Realty	25.5	\$5,924,295
94	Brendan Butler	Cummings & Co. Realtors	25	\$11,190,650
95	Tyler Ell	Keller Williams Realty Centre	25	\$11,621,968
96	Jessica L Young-Stewart	RE/MAX Executive	25	\$11,180,890
97	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	25	\$5,208,900
98	Susan Shterengarts	Long & Foster Real Estate, Inc.	25	\$5,743,200
99	Melissa Menning	Alberti Realty, LLC	25	\$5,186,200
100	Mary C Gatton	Redfin Corp	25	\$13,094,500

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# TOP 150 STANDINGS • BY UNITS

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

RANK	NAME	OFFICE	SALES	TOTAL
101	Tiffany S Domneys	ExecuHome Realty	25	\$4,533,195
102	Barbara A Ayd	Cummings & Co. Realtors	25	\$5,002,900
103	Megan Manzari	Cummings & Co. Realtors	24	\$8,982,000
104	Edward S Treadwell	VYBE Realty	24	\$10,522,400
105	Prabin Bhandari	Keller Williams Gateway LLC	24	\$9,809,000
106	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	24	\$8,219,100
107	Colleen M Smith	Long & Foster Real Estate, Inc.	24	\$20,677,680
108	Jared T Block	Alex Cooper Auctioneers, Inc.	23.5	\$6,170,755
109	Brian M Pakulla	RE/MAX Advantage Realty	23.5	\$14,481,500
110	Terence P Brennan	Long & Foster Real Estate, Inc.	23.5	\$8,343,500
111	Sergey A taksis	Long & Foster Real Estate, Inc.	23.5	\$11,600,500
112	Dimitrios Lynch	ExecuHome Realty	23	\$4,791,986
113	Shannon Smith	Next Step Realty	23	\$9,884,150
114	Andrew Johns III	Keller Williams Gateway LLC	23	\$8,678,990
115	Wendy Slaughter	VYBE Realty	23	\$14,560,500
116	Deepak Nathani	EXP Realty, LLC	23	\$11,542,950

RANK	NAME	OFFICE	SALES	TOTAL
117	Carol Snyder	Monument Sotheby's International Realty	23	\$26,042,778
118	Jose A Rivas	Keller Williams Gateway LLC	23	\$2,965,400
119	Timothy Lee Joseph Dominick	Coldwell Banker Realty	23	\$5,183,250
120	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	23	\$5,650,900
121	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	23	\$10,171,165
122	Vincent J. Steo	Your Home Sold Guaranteed Realty	23	\$8,857,440
123	Tina C Beliveau	EXP Realty, LLC	22.5	\$5,895,225
124	Phillippe Gerdes	Real Broker, LLC - Annapolis	22.5	\$12,177,700
125	Michael Green	Witz Realty, LLC	22.5	\$7,313,848
126	Jennifer A Bayne	Long & Foster Real Estate, Inc.	22.5	\$8,412,597
127	Jeff D Washo	Compass	22.5	\$11,719,920
128	Bob Kimball	Redfin Corp	22	\$8,245,999
129	Mark Richa	Cummings & Co. Realtors	22	\$9,196,470
130	Carla H Viviano	Viviano Realty	22	\$13,111,500
131	Timothy C Markland Jr.	Cummings & Co. Realtors	22	\$7,665,400
132	Donald L Beecher	Redfin Corp	22	\$9,210,400
133	Brian D Saver	Long & Foster Real Estate, Inc.	22	\$22,121,030
134	Chiu K Wong	Advantage Realty of Maryland	22	\$8,856,700
135	John Maranto	Cummings & Co. Realtors	22	\$8,529,000
136	Jennifer Schaub	Long & Foster Real Estate, Inc.	22	\$14,287,500
137	Eric J Figurelle	Cummings & Co. Realtors	22	\$7,883,965
138	Igor Maltsev	Keller Williams Legacy	22	\$7,525,180
139	Kate A Barnhart	Keller Williams Gateway LLC	22	\$6,552,400
140	Vincent M Caropreso	Keller Williams Flagship of Maryland	22	\$10,044,578
141	Luis H Arrazola	A.J. Billig & Company	21.5	\$3,455,483
142	Kathy A Banaszewski	Real Estate Professionals, Inc.	21.5	\$6,452,900
143	cory andrew willems	Keller Williams Gateway LLC	21	\$6,473,800
144	Kyriacos P. Papaleonti	Academy Realty Inc.	21	\$10,380,346
145	Michael Myslinski	Next Step Realty	21	\$9,793,050
146	Carlos A Espinoza	Jason Mitchell Group	21	\$10,731,400
147	Steven C Paxton	Keller Williams Gateway LLC	21	\$9,239,000
148	Jim W Bim	Winning Edge	20.5	\$7,297,400
149	Ronald W. Howard	RE/MAX Advantage Realty	20.5	\$8,029,300
150	Ashton L Drummond	Cummings & Co. Realtors	20	\$9,482,247

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# TOP 150 STANDINGS • BY VOLUME

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16	Georgeann A Berkinshaw	Coldwell Banker Realty	9	\$27,324,200
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23	Heidi S Krauss	Krauss Real Property Brokerage	16	\$23,791,247
24	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	27	\$23,094,766
25	Charlotte Savoy	Keller Williams Integrity	48.5	\$22,968,750
26	James T Weiskerger	Next Step Realty	42	\$22,617,412
27	Anthony M Friedman	Northrop Realty	28	\$22,609,348
28	Brian D Saver	Long & Foster Real Estate, Inc.	22	\$22,121,030
29	Jeannette A Westcott	Keller Williams Realty Centre	40	\$21,235,140
30	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	51.5	\$20,970,500
31	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	19	\$20,904,860
32	Colleen M Smith	Long & Foster Real Estate, Inc.	24	\$20,677,680
33	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	27	\$20,104,511
34	Un H McAdory	Realty 1 Maryland, LLC	33.5	\$19,164,740

RANK	NAME	OFFICE	SALES	TOTAL
35	Missy A Aldave	Northrop Realty	28.5	\$18,514,250
36	Charlie Hatter	Monument Sotheby's International Realty	12.5	\$18,254,000
37	Laura M Snyder	American Premier Realty, LLC	36	\$17,194,080
38	Shun Lu	Keller Williams Realty Centre	17	\$17,029,650
39	Jeremy S Walsh	Coldwell Banker Realty	33	\$16,861,400
40	Daniel Borowy	Redfin Corp	27	\$16,794,800
41	Jonathan Scheffenacker	Redfin Corp	34.5	\$16,637,418
42	Nancy Gowan	Engel & Volkers Annapolis	27	\$15,266,680
43	June M Steinweg	Long & Foster Real Estate, Inc.	16	\$15,250,999
44	Gina M Gargeu	Century 21 Downtown	84.5	\$15,086,452
45	Ricky Cantore III	RE/MAX Advantage Realty	18.5	\$14,936,850
46	Yevgeny Drubetskoy	EXP Realty, LLC	39.5	\$14,875,750
47	Francis R Mudd III	Schwartz Realty, Inc.	29	\$14,850,000
48	Nancy A Hulsman	Coldwell Banker Realty	29	\$14,724,810
49	Timothy Langhauser	Compass Home Group, LLC	34	\$14,562,000
50	Wendy Slaughter	VYBE Realty	23	\$14,560,500

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to June 30, 2024

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	Brian M Pakulla	RE/MAX Advantage Realty	23.5	\$14,481,500
52	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	16	\$14,406,200
53	Sharon Y Daugherty	Keller Williams Select Realtors	26	\$14,336,900
54	Michael J Schiff	EXP Realty, LLC	38	\$14,289,925
55	Jennifer Schaub	Long & Foster Real Estate, Inc.	22	\$14,287,500
56	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	29.5	\$14,255,125
57	Kelly Schuit	Next Step Realty	29	\$14,250,500
58	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	31.5	\$14,220,900
59	Enoch P Moon	Realty 1 Maryland, LLC	28	\$14,182,900
60	Louis Chirgott	Real Broker, LLC	29	\$14,061,064
61	Travis O Gray	Engel & Volkers Annapolis	10.5	\$14,011,113
62	Veronica A Sniscak	Compass	26	\$13,986,026
63	Jennifer A Klarman	Long & Foster Real Estate, Inc.	19	\$13,839,193
64	Bill Franklin	Long & Foster Real Estate, Inc.	29.5	\$13,762,388
65	Mark D Simone	Keller Williams Legacy	31	\$13,707,520
66	Bryan G Schafer	Next Step Realty	27	\$13,664,668

RANK	NAME	OFFICE	SALES	TOTAL
67	Jean Berkinshaw Dixon	Coldwell Banker Realty	5	\$13,642,500
68	Julie Singer	Northrop Realty	19.5	\$13,505,100
69	Tony Migliaccio	Long & Foster Real Estate, Inc.	31	\$13,368,990
70	Jessica DuLaney (Nonn)	Next Step Realty	27	\$13,307,950
71	Kim Barton	Keller Williams Legacy	28.5	\$13,146,501
72	Carla H Viviano	Viviano Realty	22	\$13,111,500
73	Mary C Gatton	Redfin Corp	25	\$13,094,500
74	Daniel B Register IV	Northrop Realty	52	\$12,970,800
75	Kristi C Neidhardt	Northrop Realty	15	\$12,798,500
76	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	39	\$12,705,140
77	Elizabeth C Dooner	Coldwell Banker Realty	11	\$12,684,000
78	Mitchell J Toland Jr.	Redfin Corp	32	\$12,631,850
79	Julia H. Neal	Next Step Realty	28	\$12,572,600
80	Liz A. Ancel	Cummings & Co. Realtors	31	\$12,464,950
81	Michael Soper	Next Step Realty	33	\$12,434,400
82	Nicki Palermo	RE/MAX One	20	\$12,405,630
83	Phillippe Gerdes	Real Broker, LLC - Annapolis	22.5	\$12,177,700
84	Wendy T Oliver	Coldwell Banker Realty	17	\$12,156,500
85	Arian Sargent Lucas	Lofgren-Sargent Real Estate	11	\$12,080,220
86	Rachel Best	RE/MAX Leading Edge	17	\$12,009,999
87	Bob A Mikelskas	Rosario Realty	29.5	\$12,003,395
88	Kimberly A Lally	EXP Realty, LLC	26.5	\$11,856,890
89	Marina Yousefian	Long & Foster Real Estate, Inc.	19	\$11,776,400
90	Jennifer Holden	Compass	15	\$11,773,830
91	Linda Ridenour	Taylor Properties	2	\$11,750,000
92	Jeff D Washo	Compass	22.5	\$11,719,920
93	Tyler Ell	Keller Williams Realty Centre	25	\$11,621,968
94	Sergey A taksis	Long & Foster Real Estate, Inc.	23.5	\$11,600,500
95	Reid Buckley	Long & Foster Real Estate, Inc.	10	\$11,545,000
96	Deepak Nathani	EXP Realty, LLC	23	\$11,542,950
97	Lisa E Kittleman	Keller Williams Integrity	19	\$11,504,242
98	Donna J Yocum	Keller Williams Realty Centre	17	\$11,490,415
99	Tom Atwood	Keller Williams Metropolitan	31	\$11,350,215
100	Sarah E Garza	Keller Williams Flagship of Maryland	19	\$11,334,000

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to June 30, 2024

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	Blair Kennedy	Keller Williams Realty Centre	18	\$11,329,196
102	Anne L Henslee	Cummings & Co. Realtors	13	\$11,307,200
103	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	11	\$11,255,000
104	Brendan Butler	Cummings & Co. Realtors	25	\$11,190,650
105	Jessica L Young-Stewart	RE/MAX Executive	25	\$11,180,890
106	Allen J Stanton	RE/MAX Executive	25.5	\$11,125,200
107	Nataliya Lutsiv	RE/MAX Executive	19	\$11,072,520
108	Kathryn Liscinsky	Compass	11	\$11,066,500
109	Greg M Kinnear	RE/MAX Advantage Realty	20	\$11,061,835
110	Robert A Kinnear	RE/MAX Advantage Realty	13	\$10,961,000
111	Jonathan E. Rundlett	Toll MD Realty, LLC	6	\$10,956,100
112	James M. Baldwin	Compass	17	\$10,919,345
113	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	35	\$10,917,475
114	Gregory A Cullison Jr.	EXP Realty, LLC	35	\$10,892,995
115	Betty P Batty	Compass	8.5	\$10,857,085
116	Justin Disborough	Long & Foster Real Estate, Inc.	16.5	\$10,792,133
117	Adam Chubbuck	Douglas Realty, LLC	27.5	\$10,742,575
118	Krissy Doherty	Northrop Realty	26	\$10,735,340
119	Carlos A Espinoza	Jason Mitchell Group	21	\$10,731,400
120	Scott Jonathan Wallace Jr.	Coldwell Banker Realty	3	\$10,650,000
121	David Marc Niedzialkowski	Redfin Corp	27	\$10,576,991
122	Ashley B Richardson	Monument Sotheby's International Realty	17	\$10,536,500
123	Edward S Treadwell	VYBE Realty	24	\$10,522,400
124	O'Mara Dunnigan	Keller Williams Flagship of Maryland	19	\$10,511,990
125	Kyriacos P. Papaleonti	Academy Realty Inc.	21	\$10,380,346
126	Christina J Palmer	Keller Williams Flagship of Maryland	13.5	\$10,365,900
127	Leslie Ikle	Redfin Corp	18	\$10,340,990
128	Nicholas Cintron	APEX Realty, LLC	16	\$10,308,971
129	AMELIA E SMITH	Redfin Corp	20	\$10,255,000
130	Andrea G Griffin	Compass	12	\$10,231,845
131	Sarah E Kanne	Gibson Island Corporation Real Estate	3	\$10,197,500
132	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	23	\$10,171,165
133	Montaz Maurice McCray	Keller Williams Realty Centre	26	\$10,099,498
134	Steve Allnutt	RE/MAX Advantage Realty	14.5	\$10,056,350

RANK	NAME	OFFICE	SALES	TOTAL
135	Vincent M Caropreso	Keller Williams Flagship of Maryland	22	\$10,044,578
136	Raj Singh Sidhu	Your Realty Inc.	34	\$10,012,049
137	Matthew P Wyble	Next Step Realty	16.5	\$9,981,106
138	Victoria Northrop	Northrop Realty	18.5	\$9,948,120
139	Stephanie M Maric	Long & Foster Real Estate, Inc.	15.5	\$9,915,300
140	Lauren Shapiro	Long & Foster Real Estate, Inc.	17	\$9,908,615
141	Michelle D Jonasson-Jones	Redfin Corp	16	\$9,896,400
142	Shannon Smith	Next Step Realty	23	\$9,884,150
143	F. Aidan Surlis Jr.	RE/MAX Leading Edge	17.5	\$9,834,250
144	Prabin Bhandari	Keller Williams Gateway LLC	24	\$9,809,000
145	Michael Myslinski	Next Step Realty	21	\$9,793,050
146	Trent C Gladstone	Keller Williams Integrity	17.5	\$9,787,845
147	Zhiwei Yu	Great Homes Realty LLC	9	\$9,747,035
148	Sarah Greenlee Morse	TTR Sotheby's International Realty	9	\$9,733,500
149	Dawn L Baxter	Coldwell Banker Realty	16	\$9,673,400
150	Peter Boscas	Red Cedar Real Estate, LLC	14	\$9,637,800

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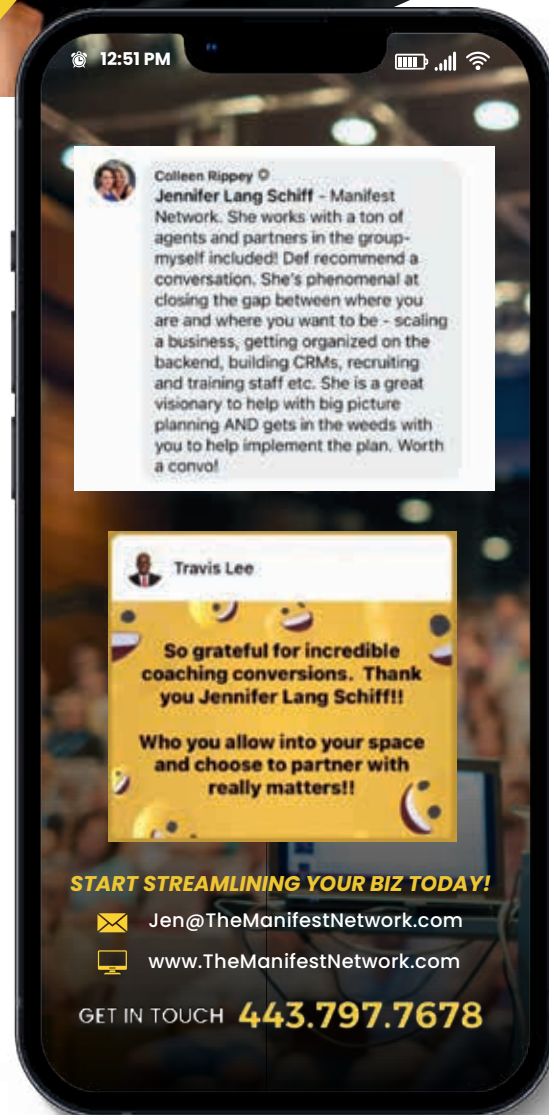
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Travis Lee  
So grateful for incredible coaching conversions. Thank you Jennifer Lang Schiff!!  
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