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# POSITIVE COMPETITION



## ▶▶ editor's note

By Jilleien Franquelli

In another lifetime, I ran a sales team for a large online advertising company in multi-family housing. We had two other big competitors in the space. While I have always maintained the idea that competition is great when we all work to win, that wasn't always the case in the industry.

In May, we hosted the CRP Summer Kick Off Party. I stood in the room and watched all of our Preferred Partners and Top Agents together as one collective force. The CRP community is the perfect example of positive competition.

Competition can also be a source of stress and anxiety. But when competition is approached in a positive way, it can be a powerful tool for achieving goals and developing skills.

Positive competition is about striving to be the best version of yourself. It's about setting goals and working hard to reach them. It's about pushing yourself to do better and to learn more. It's about challenging yourself to be better than you were yesterday.

It is also about being supportive of your counterparts. It's about celebrating the successes of others and learning from their mistakes. It's about being a good sport and recognizing that everyone has different strengths and weaknesses.

The key to positive competition is a growth mindset. It's about understanding that failure is part of the process and that it's okay to make mistakes. It's about understanding that success is not a destination, but a journey.

Each of you has come together to build a community, and at the foundation is positive competition.

We would not be in the real estate industry if we were not charged by competition, it is important for each of us. It provides a sense of belonging and connection. It helps to create a sense of unity and support, and it can provide a platform for people to share ideas, resources, and experiences. It can also help to foster collaboration and innovation, and it can help to build trust and understanding between people.

This has been my greatest joy, watching each of you support, cheer and compete!



Always,  
Jill  
Editor-in-Chief  
jill@rpmags.com

▶▶ events calendar

## COASTAL REAL PRODUCERS 2024 EVENTS CALENDAR

Thursday, September 5

Time TBD

End of Summer Event

Location TBD

Crazy beach season is over - bring on Fall! Let's come together to network and enjoy each other's company as we enter the best months on the coast.

Thursday, November 14

4 p.m. - 7 p.m.

1st Anniversary Party

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# LESLIE Smith



▶▶ agent to watch

By Abby Isaacs  
Photos by Atlantic Exposure

*Anchored in Integrity*

Leslie Smith's heart has always belonged to the shore. From going to the beach with her friends and working as a teenager at Happy Jack Pancake House in Ocean City, it has always been a part of her journey. Watching her children grow up and raise their own families in the area, Leslie is passionate about passing down more than just a love for the coast. As an award-winning REALTOR® at Sheppard Realty Inc, with decades of experience and profound knowledge of the local market, she has become a trusted advisor and an inspiration in the real estate industry.

"I am dedicated to excellence, integrity, and making a positive impact in the real estate industry, and also in the community that I serve," said Leslie.

Family has always been central to Leslie's journey. With unwavering support from her husband, and lots of relationship building, Leslie has significantly impacted the Ocean City real estate scene. Her transition from the manufacturing industry to real estate over two decades ago was driven by a desire to be more present for her family.

"I always wanted to be in real estate," Leslie recalled. "But it was my family's needs that brought me home."

In 2001, after a devastating car accident involving her mother and two of her children, Leslie knew she needed to be home with her children. This life-altering event led her to pivot her career towards real estate, a field where she could build a stable life with flexibility to stay close to her loved ones. In 2004, despite having no prior experience, Leslie leveraged her extensive sales background and deep community connections to forge a successful career.

Living in Bishopville and primarily working in the Ocean City market and surrounding areas including the Delaware beaches, Leslie's approach is rooted in building relationships. "It's been quite a roller coaster ride since I became a REALTOR®. With a lot of dedication and hard work, I was able to establish myself as a reputable and trustworthy person along the way, overcoming many obstacles. Being persistent was crucial."



Her passion for real estate extends beyond



Integrity is at the core of my business philosophy. My commitment to professionalism and excellence sets me apart.

transactions. She loves meeting new people and envisioning the potential of each property. Her excitement to go to work every day is matched only by her commitment to her clients, ensuring they receive exceptional service throughout their buying or selling journey.

One of Leslie's most rewarding experiences was helping her brother, who was in his late 30s, navigate the complexities of real estate after a divorce and own his first home. "He never thought he could own a home. It was one of the most rewarding experiences, helping him build a custom home he loved for him and his boys," she said.

This personal touch extends to every client, with Leslie priding herself on empathy, respect, and understanding their unique needs. Her commitment to integrity, professionalism, and client-centric service has been the cornerstone of her success. "Integrity is at the core of my business philosophy. My commitment to professionalism and excellence sets me apart."

Leslie is known for her tireless work ethic, often working late into the night to ensure her clients' needs are met. Over the years, all the hard work has paid off. She once won a car during a real estate contest and was voted "Best Realtor" for Worcester County by the readers of Coastal Style Magazine in 2022 and 2023, with a pending nomination for 2024.

"It's incredibly rewarding to know that so many people think you do a good job."

Outside of real estate, Leslie enjoys an active lifestyle. "I love working out and glamping with friends." Her fondness for Ocean City is evident, especially when she talks about putting her boat in the bay. "It's hard to choose a favorite spot, but the bay is definitely up there."

Leslie also cherishes her family life. Married to Douglas, an Ocean City Police Officer, for 23 years, and mother to three daughters, she has even helped two of her daughters buy homes nearby.

As she continues to strive for excellence, Leslie hopes to inspire her grandchildren with her values and work ethic, showing them the rewards of dedication and integrity. Her journey, marked by resilience and a relentless pursuit of success, is a shining example in the real estate industry and beyond.





# Kari

# STORY

## of Main Street Home Loans

### Crafting Dreams on the Eastern Shore

Twenty-five years ago, Kari Story fell in love with the Eastern Shore. Captivated by the coastal lifestyle, breathtaking views, and the welcoming community, she knew she had found her place. Now, as the Sales Manager for Main Street Home Loans, Kari channels that passion into helping others achieve their dream of owning a beachside home.

“It is a joyous moment that they have worked their whole life for; to be able to have a place at the ocean and it’s just so rewarding to see that moment and be part of it,” Kari said.

Over her impressive 22-year career, Kari has facilitated thousands of these joyous moments. Each success story represents a unique puzzle she’s expertly pieced together. “When you get to throw in that last little corner piece, they are so happy. You see the look on their faces at the closing table.”

Residing in West Ocean City with her beloved silver lab, Bunky, Kari enjoys the local scene. One of their favorite hangouts is Micky Fins Bar & Grill, a dog-friendly spot where Bunky is treated like royalty. “I spend a lot of time there. I’ve brought my laptop, held business lunches, and even organized major events there,” she said.

Kari’s journey east began in Montgomery County, where she was born and raised. She attended Salisbury University, earning a degree in math and statistics. During her studies, she fell in love with the coastal region. “I wanted to be able to see the ocean every day no matter what. But my parents questioned what I was going to do with my degree in Ocean City.”

Determined to carve out a life by the shore, Kari explored her options. She felt she had two choices: hospitality or real estate, ultimately choosing the latter. In 2002, she obtained her real estate license and started as an assistant to a local realtor. A pivotal moment came when a mortgage company representative visited an open house she was hosting. This encounter led her to consider a career in real estate financing, aligning perfectly with her academic background. Her first job in the mortgage industry was with National City Mortgage.

“Mom and Dad were pleased that I was using my degree and I was able to stay at the beach. I’ll always be grateful to the guy who propelled me to switch careers,” she said.

After gaining experience at MetLife and First Home Mortgage, Kari found her professional home at Main Street Home Loans, a subsidiary of NFM Lending founded by former colleagues. “We are very in tune with our clients because we’re very much like a big family. Because of that, we can get help from each other very quickly and get things done fast,” Kari explained.

The company’s diverse product base, including standard options and alternate investors, enables them to meet varied client needs. “You can kind of feel it when you come to Main Street. We are seriously a big happy family just trying to get to the end goal, which is a happy customer,” she added.

Kari’s expertise extends beyond Maryland; she is a licensed mortgage originator in Delaware, Virginia, Pennsylvania, and Florida, where she also owns a second home. This broad reach allows her to assist “snow-birds” in making their winter escape. Her dedication and work ethic have become her calling card. “I have one realtor who says that I am all night loans, meaning she can reach out to me if she needs me at 10 o’clock at night, and I will do her pre-approval.”

As she moves into her third decade in the mortgage industry, Kari focuses on staying upbeat and maintaining strong communication, especially in challenging market conditions. “I’m not that person who’s gonna disappear on you. If there’s something wrong, I’m gonna rip off a band-aid and call you and tell you that there’s something wrong. So I just try to work hard, stay relevant, and keep in touch with everybody. I’m a very hard worker. I think people appreciate my years of expertise.”

Kari Story’s journey from a college student enamored with the shore to a seasoned mortgage professional helping others achieve their beach dreams is a testament to her passion, dedication, and unwavering commitment to her clients.



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cover story

# CHRISTINE MCCOY



## BE DIFFERENT, DO GOOD

By Lauren Stevens · Photos by Atlantic Exposure

**C**hristine McCoy is an achiever by nature – an attribute clearly evident in her professional career. As the leader and founder of The Real McCoy Group, Coldwell Banker Realty and Real McCoy Property Management, Christine and her team have been in the top Coldwell Banker teams in the mid-Atlantic since their formation. They are currently ranked at number one, a spot Christine aims to hold onto for the rest of the year.



Dotti Burdsall, Sarah Jourdan, Allison Foshee, Andrea Geppi-Dolan, John Ockasi, Terry Lozada, Christine McCoy, Ryan McCoy, Michael McCoy, Suzanne O'Brien, Vera Sainz, Sherry Thens and Patrick Sullivan



**I HAVE A PASSION FOR WATCHING PEOPLE GROW.**

Having the team and watching my agents become the agents that they want to be is really rewarding to me...And I love helping people.

But achievement isn't their only key to success; Christine's love of helping people is at the core of their business model. "I have a passion for watching people grow. Having the team and watching my agents become the agents that they want to be is really rewarding to me...And I love helping people. There's nothing better than getting to a settlement table with a first-time home buyer, and they're the first one in their entire family that's ever owned a house before...[I love] the feeling of helping somebody accomplish a great goal." The Real McCoy Group's motto is "Be different, do good," and it extends beyond business. Christine and her team are active in serving their communities, both through volunteering and philanthropic support. "I've always believed in being different and doing good for others. My team and my business are built around these concepts. Whether assisting clients through difficult life events, celebrating with them or assisting them in making good financial decisions in real estate, I invest in their lives to enrich them and make our processes as smooth and stress-free as possible. I run my team the same way - usually through my heart first and then backing it up with business sense and practicality."

“

If something goes wrong ...you have a two-hour pity party and then get back on the phone...It's a new day. [You've] learned something from whatever happened.

**GET UP AND SOLVE THE PROBLEM.**

Christine was born in Newark, Delaware, and raised in Elkton, Maryland. 14 years ago, she moved to Dagsboro where she still resides. For years, she focused on raising her kids, Lauren (now age 25) and Ryan (now 24). But once her kids got older and gained more independence, Christine looked to start a new chapter. "I always say, the universe and God speak very loudly sometimes, and sometimes they have to speak a little even louder to me...Three times in two weeks I had people tell me I needed to get into real estate, and

one of them happened to own his own real estate company. So I was very blessed to have been given that guidance. It [wasn't] even on the radar for me."

Christine was licensed in 2015 and quickly transitioned from being an individual agent to forming a team. "I always jokingly say I started a team by accident. I had been in corporate America for a long time. So I always had a team...That's one of the things I missed being a solo agent; even though you have your brokerage and you have people around you, it's not quite the same vibe...I got so busy, and I was so blessed with so much business, that I was imploding...And my husband, very gently speaking to me one morning, said, 'You need to get an assistant.'" The universe once again intervened. It turned out, a neighbor was looking for an opportunity and had a diverse skillset that aligned with exactly what Christine needed. Kayla has since moved on, but Christine credits her with making the foundation of what eventually became The Real McCoy Group a reality. The team grew from there, and today includes 12 agents licensed in both Maryland and Delaware, including Christine's son Ryan. Christine says her husband, Michael, was crucial in making this all possible. "The unwavering support of my husband [has been critical] throughout the growth of my business! He has been my biggest cheerleader - often believing in me more than I did...He also was my business ear behind the scenes and kept our finances rolling through difficult times."

Christine's resilience is another huge part of her success and is a mindset she encourages on her team. "If something goes wrong ...you have a two-hour pity party and then get back on the phone...It's a new day. [You've] learned something from whatever happened. Get up and solve the problem." The McCoy Group's culture - which centers on both achievement and on treating both team members and clients like family - enables them to provide a "boutique-y" experience. They look at the "full picture" behind what is driving the client - whether that's buying their first home or difficult life situation - and tailoring each experience, ensuring that the client's needs and best interest are at the heart of the interaction.

But Christine isn't all work and no play - in fact, she says keeping a balance is key to success in the industry. "I love to work. But...I can get too far down that pathway. [It's important to] look up and look at your life and appreciate what you have outside of work." She enjoys golfing with her family and women's group, spending time with her German Shepherds, Owen and Josie, and indulging in non-work-related reading.

Christine and her husband Michael, her son Ryan and her daughter Lauren





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# TOP 100 STANDINGS • BY UNITS

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

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	140	\$111,459,405
2	MICHAEL KENNEDY	Compass	63	\$44,756,956
3	Brandon C Brittingham	Long & Foster Real Estate, Inc.	58	\$17,449,740
4	PAUL TOWNSEND	Jack Lingo - Lewes	55.5	\$55,636,887
5	Pamela Price	RE/MAX Advantage Realty	55	\$16,255,798
6	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	53.5	\$26,285,497
7	Dustin Oldfather	Compass	48	\$21,313,481
8	Mary SCHROCK	Northrop Realty	46.5	\$24,464,457
9	Suzie Parker	Compass	41	\$19,796,033
10	Jaime Hurlock	Long & Foster Real Estate, Inc.	40.5	\$19,833,763
11	Debbie Reed	RE/MAX Realty Group Rehoboth	40	\$24,744,814
12	Erin S. Lee	Keller Williams Realty	34	\$6,460,019
13	Russell G Griffin	Keller Williams Realty	34	\$13,988,250
14	Bethany A. Drew	Hileman Real Estate-Berlin	32.5	\$11,632,348
15	CARRIE LINGO	Jack Lingo - Lewes	32	\$38,556,398
16	Darron Whitehead	Whitehead Real Estate Exec.	29	\$9,213,790
17	LESLIE KOPP	Long & Foster Real Estate, Inc.	28.5	\$39,293,895
18	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	28	\$9,706,590
19	CHRISTINE MCCOY	Coldwell Banker Realty	27	\$18,076,450
20	Joseph Wilson	Coastal Life Realty Group LLC	27	\$14,655,924
21	Nicole P. Callender	Keller Williams Realty Delmarva	26	\$13,738,965
22	Richard Barr	Long & Foster Real Estate, Inc.	26	\$6,548,360
23	Ryan Haley	Atlantic Shores Sotheby's International Realty	25	\$14,542,200
24	William P Brown	Keller Williams Realty	25	\$7,290,900
25	Allison Stine	Northrop Realty	24.5	\$13,921,980
26	SUZANNE MACNAB	RE/MAX Coastal	24	\$16,347,856
27	Julie Gritton	Coldwell Banker Premier - Lewes	23.5	\$10,195,831
28	LINDA BOVA	SEA BOVA ASSOCIATES INC.	23	\$3,274,550
29	JAMES LATTANZI	Northrop Realty	22	\$11,854,400
30	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	22	\$7,230,950
31	Grant K Fritschle	Keller Williams Realty Delmarva	21.5	\$12,947,900
32	Shawn Kotwica	Coldwell Banker Realty	21	\$9,712,190
33	Kimberly Lear Hamer	Monument Sotheby's International Realty	21	\$18,145,310
34	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	21	\$11,287,928

RANK	NAME	OFFICE	SALES	TOTAL
35	Jaime Cortes	Coldwell Banker Realty	20	\$5,419,024
36	Kevin E Decker	Coastal Life Realty Group LLC	20	\$9,748,800
37	David L Whittington Jr.	Coastal Life Realty Group LLC	20	\$11,600,797
38	AMY J KELLENBERGER	Active Adults Realty	20	\$10,884,800
39	Robert Payne	RE/MAX Advantage Realty	19.5	\$6,164,222
40	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	19	\$9,473,968
41	STACI WALLS	NextHome Tomorrow Realty	19	\$8,280,000
42	Matthew Lunden	Keller Williams Realty	19	\$10,648,013
43	Meme ELLIS	Keller Williams Realty	19	\$5,714,000
44	Kristen Gebhart	Northrop Realty	18	\$7,450,520
45	Larry Linaweaver	Iron Valley Real Estate at The Beach	18	\$6,447,360
46	Frances Sterling	ERA Martin Associates	18	\$6,729,900
47	Andrew Staton	Monument Sotheby's International Realty	17.5	\$10,821,979
48	Gary Michael Desch	Northrop Realty	17	\$11,513,500
49	Austin Whitehead	Whitehead Real Estate Exec.	17	\$3,366,000
50	Ryan James McCoy	Coldwell Banker Realty	17	\$6,786,899

Disclaimer: Statistics are derived from closed sales data. Data pulled on July 6th 2024, and based on reported numbers to MLS. This is closed sales in all of Maryland and Delaware by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. Coastal Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

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# TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	17	\$6,355,290
52	Brian K Barrows	Monument Sotheby's International Realty	17	\$12,445,730
53	David M Willman	Coldwell Banker Realty	17	\$6,004,790
54	JAY SCHULMAN	Coldwell Banker Realty	17	\$4,187,690
55	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	17	\$11,922,376
56	Melanie Shoff	Coastal Life Realty Group LLC	17	\$8,772,150
57	Lee Johnson	Coldwell Banker Premier - Seaford	16	\$3,553,800
58	Tom Ruch	Northrop Realty	16	\$8,257,000
59	Nicholas Bobenko	Coastal Life Realty Group LLC	16	\$7,560,000
60	Makayla B Johnson	Northrop Realty	16	\$4,299,500
61	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	16	\$7,703,300
62	Amanda Ellen Tingle	Coldwell Banker Realty	15.5	\$4,642,466
63	William R Brown	Long & Foster Real Estate, Inc.	15.5	\$4,183,290
64	Michael David Steinberg	Patterson-Schwartz-Rehoboth	15.5	\$7,777,248
65	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	15.5	\$9,729,313
66	Deeley Chester	Coastal Life Realty Group LLC	15	\$5,907,000

RANK	NAME	OFFICE	SALES	TOTAL
67	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	15	\$10,931,500
68	DANIEL R LUSK	McWilliams/Ballard, Inc.	15	\$13,940,053
69	Erin Marie Baker	Keller Williams Realty	15	\$4,065,800
70	Barbara Lawrence	RE/MAX Advantage Realty	15	\$6,136,000
71	Demarcus L. Rush	Compass	15	\$5,917,091
72	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	15	\$2,163,050
73	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	15	\$7,479,520
74	William Bjorkland	Coldwell Banker Realty	15	\$5,738,755
75	KIM S HOOK	RE/MAX Coastal	15	\$12,672,350
76	Clark M Edouard	Long & Foster Real Estate, Inc.	15	\$3,791,100
77	Tim Arnett	ERA Martin Associates	14.5	\$3,915,800
78	Bradley Smith	Coldwell Banker Realty	14.5	\$8,082,167
79	Lauren W. Bunting	Keller Williams Realty Delmarva	14.5	\$7,478,110
80	Lisa Mathena	The Lisa Mathena Group, Inc.	14.5	\$4,448,600
81	DANIEL TAGLIANTI	Keller Williams Realty	14	\$7,492,000
82	Tommy Burdett IV	RE/MAX Advantage Realty	14	\$4,057,500
83	Sherry L. Thens	Coldwell Banker Realty	14	\$5,862,647
84	Jennifer A A Smith	Keller Williams Realty	14	\$10,087,900
85	Andy Whitescarver	RE/MAX Realty Group Rehoboth	14	\$6,656,880
86	Taylor M Tallarico	Keller Williams Realty	14	\$7,032,590
87	Nitan Soni	Northrop Realty	14	\$6,305,000
88	Vincente Michael DiPietro	Northrop Realty	14	\$7,905,000
89	Krystal Casey	Keller Williams Realty	14	\$6,884,009
90	Holly B. Worthington	Worthington Realty Group, LLC	14	\$6,159,811
91	Clinton Bickford	Keller Williams Realty Delmarva	14	\$5,084,300
92	CHRISTINE TINGLE	Keller Williams Realty	14	\$15,824,190
93	Ann Buxbaum	Northrop Realty	14	\$7,602,000
94	Debora Hileman	Hileman Real Estate-Berlin	14	\$7,942,855
95	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	14	\$9,286,945
96	COURTNEY V BOULOUCON	Coldwell Banker Realty	13.5	\$10,404,386
97	Dustin Parker	The Parker Group	13.5	\$4,067,600
98	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	13.5	\$6,333,490
99	Eka W Suryadi	Keller Williams Realty Delmarva	13.5	\$3,701,480
100	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	13.5	\$7,582,800

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# TOP 100 STANDINGS • BY VOLUME

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

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

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1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	140	\$111,459,405
2	PAUL TOWNSEND	Jack Lingo - Lewes	55.5	\$55,636,887
3	MICHAEL KENNEDY	Compass	63	\$44,756,956
4	LESLIE KOPP	Long & Foster Real Estate, Inc.	28.5	\$39,293,895
5	CARRIE LINGO	Jack Lingo - Lewes	32	\$38,556,398
6	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	53.5	\$26,285,497
7	Debbie Reed	RE/MAX Realty Group Rehoboth	40	\$24,744,814
8	Mary SCHROCK	Northrop Realty	46.5	\$24,464,457
9	Dustin Oldfather	Compass	48	\$21,313,481
10	Jaime Hurlock	Long & Foster Real Estate, Inc.	40.5	\$19,833,763
11	Suzie Parker	Compass	41	\$19,796,033
12	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	6	\$19,500,000
13	SHAUN TULL	Jack Lingo - Rehoboth	9.5	\$19,274,383
14	Kimberly Lear Hamer	Monument Sotheby's International Realty	21	\$18,145,310
15	CHRISTINE MCCOY	Coldwell Banker Realty	27	\$18,076,450
16	Brandon C Brittingham	Long & Foster Real Estate, Inc.	58	\$17,449,740

RANK	NAME	OFFICE	SALES	TOTAL
17	BRYCE LINGO	Jack Lingo - Rehoboth	10.5	\$17,049,688
18	SUZANNE MACNAB	RE/MAX Coastal	24	\$16,347,856
19	Pamela Price	RE/MAX Advantage Realty	55	\$16,255,798
20	CHRISTINE TINGLE	Keller Williams Realty	14	\$15,824,190
21	HENRY A JAFFE	Monument Sotheby's International Realty	11	\$15,307,672
22	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	5	\$15,112,500
23	Joseph Wilson	Coastal Life Realty Group LLC	27	\$14,655,924
24	Ryan Haley	Atlantic Shores Sotheby's International Realty	25	\$14,542,200
25	RANDY MASON	Jack Lingo - Rehoboth	7.5	\$14,230,990
26	Russell G Griffin	Keller Williams Realty	34	\$13,988,250
27	DANIEL R LUSK	McWilliams/Ballard, Inc.	15	\$13,940,053
28	Allison Stine	Northrop Realty	24.5	\$13,921,980
29	Nicole P. Callender	Keller Williams Realty Delmarva	26	\$13,738,965
30	Grant K Fritschle	Keller Williams Realty Delmarva	21.5	\$12,947,900
31	KIM S HOOK	RE/MAX Coastal	15	\$12,672,350
32	Brian K Barrows	Monument Sotheby's International Realty	17	\$12,445,730
33	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	17	\$11,922,376
34	JAMES LATTANZI	Northrop Realty	22	\$11,854,400
35	Bethany A. Drew	Hileman Real Estate-Berlin	32.5	\$11,632,348
36	David L Whittington Jr.	Coastal Life Realty Group LLC	20	\$11,600,797
37	Gary Michael Desch	Northrop Realty	17	\$11,513,500
38	ASHLEY BROSDAHAN	Long & Foster Real Estate, Inc.	21	\$11,287,928
39	BILL CULLIN	Long & Foster Real Estate, Inc.	10	\$10,989,490
40	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	15	\$10,931,500
41	AMY J KELLENBERGER	Active Adults Realty	20	\$10,884,800
42	Andrew Staton	Monument Sotheby's International Realty	17.5	\$10,821,979
43	Matthew Lunden	Keller Williams Realty	19	\$10,648,013
44	COURTNEY V BOULOUCON	Coldwell Banker Realty	13.5	\$10,404,386
45	Julie Gritton	Coldwell Banker Premier - Lewes	23.5	\$10,195,831
46	Jennifer A A Smith	Keller Williams Realty	14	\$10,087,900
47	John E Redefier IV	Rehoboth Bay Realty, Co.	10.5	\$10,040,800
48	Terence A. Riley	Shore 4U Real Estate	12	\$9,838,250
49	Kevin E Decker	Coastal Life Realty Group LLC	20	\$9,748,800
50	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	15.5	\$9,729,313

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# TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Shawn Kotwica	Coldwell Banker Realty	21	\$9,712,190
52	Suzannah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	28	\$9,706,590
53	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	19	\$9,473,968
54	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	14	\$9,286,945
55	Darron Whitehead	Whitehead Real Estate Exec.	29	\$9,213,790
56	Chris Jett	RE/MAX Advantage Realty	11	\$9,193,150
57	Daniel Clayland	Coldwell Banker Realty	7	\$8,829,850
58	Melanie Shoff	Coastal Life Realty Group LLC	17	\$8,772,150
59	COLLEEN WINDROW	Keller Williams Realty	11	\$8,484,500
60	Nancy Reither	Coldwell Banker Realty	11	\$8,367,900
61	STACI WALLS	NextHome Tomorrow Realty	19	\$8,280,000
62	Tom Ruch	Northrop Realty	16	\$8,257,000
63	Lucius Webb	Jack Lingo - Rehoboth	10	\$8,105,000
64	Bradley Smith	Coldwell Banker Realty	14.5	\$8,082,167
65	Debra Hileman	Hileman Real Estate-Berlin	14	\$7,942,855
66	Vincente Michael DiPietro	Northrop Realty	14	\$7,905,000
67	ALLEN JARMON	NextHome Tomorrow Realty	8	\$7,835,790
68	Michael David Steinberg	Patterson-Schwartz-Rehoboth	15.5	\$7,777,248
69	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	16	\$7,703,300
70	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	11.5	\$7,686,625
71	Ann Buxbaum	Northrop Realty	14	\$7,602,000
72	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	13.5	\$7,582,800
73	Nicholas Bobenko	Coastal Life Realty Group LLC	16	\$7,560,000
74	Francine Balinskas	Active Adults Realty	12	\$7,516,978
75	DANIEL TAGLIENTI	Keller Williams Realty	14	\$7,492,000
76	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	15	\$7,479,520
77	Lauren W. Bunting	Keller Williams Realty Delmarva	14.5	\$7,478,110
78	Kristen Gebhart	Northrop Realty	18	\$7,450,520
79	Melissa Rudy	Keller Williams Realty	9.5	\$7,388,652
80	William P Brown	Keller Williams Realty	25	\$7,290,900
81	WAYNE LYONS	Long & Foster Real Estate, Inc.	4.5	\$7,254,000
82	PAUL MALTAGHATI	Monument Sotheby's International Realty	9	\$7,245,608
83	Janice A Warns	Long & Foster Real Estate, Inc.	7	\$7,243,780
84	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	22	\$7,230,950

RANK	NAME	OFFICE	SALES	TOTAL
85	JOE LOUGHRAN	Long & Foster Real Estate, Inc.	11	\$7,210,000
86	Shannon L Smith Hunt	Northrop Realty	11	\$7,194,490
87	Taylor M Tallarico	Keller Williams Realty	14	\$7,032,590
88	Sandi Bisgood	Monument Sotheby's International Realty	5	\$6,965,450
89	Krystal Casey	Keller Williams Realty	14	\$6,884,009
90	Cory Mayo	Monument Sotheby's International Realty	8	\$6,854,085
91	Ryan James McCoy	Coldwell Banker Realty	17	\$6,786,899
92	SARAH FRENCH	Long & Foster Real Estate, Inc.	9	\$6,737,840
93	Frances Sterling	ERA Martin Associates	18	\$6,729,900
94	VALERIE ELLENBERGER	Compass	10	\$6,720,779
95	Andy Whitescarver	RE/MAX Realty Group Rehoboth	14	\$6,656,880
96	EMILY WILLIAMS	Keller Williams Realty	10	\$6,590,040
97	Richard Barr	Long & Foster Real Estate, Inc.	26	\$6,548,360
98	Tracy L. Zell	Long & Foster Real Estate, Inc.	12.5	\$6,531,093
99	Michael Alford	Coldwell Banker Realty	13	\$6,474,400
100	Erin S. Lee	Keller Williams Realty	34	\$6,460,019

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