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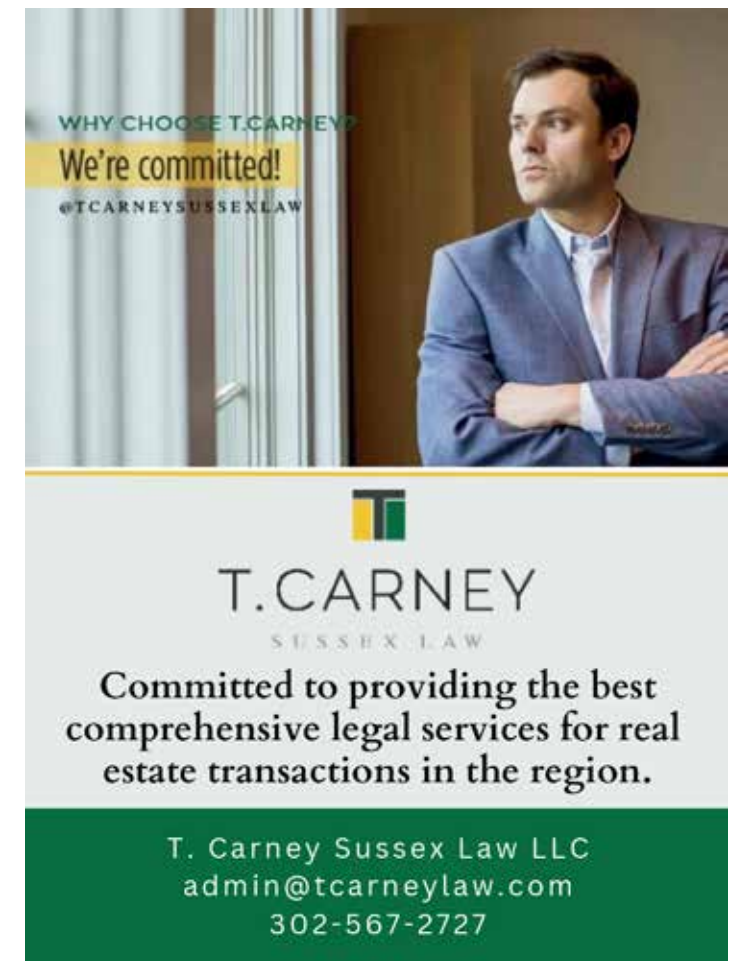
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▶▶ editor's note

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.

Now go and celebrate!

Cheers!



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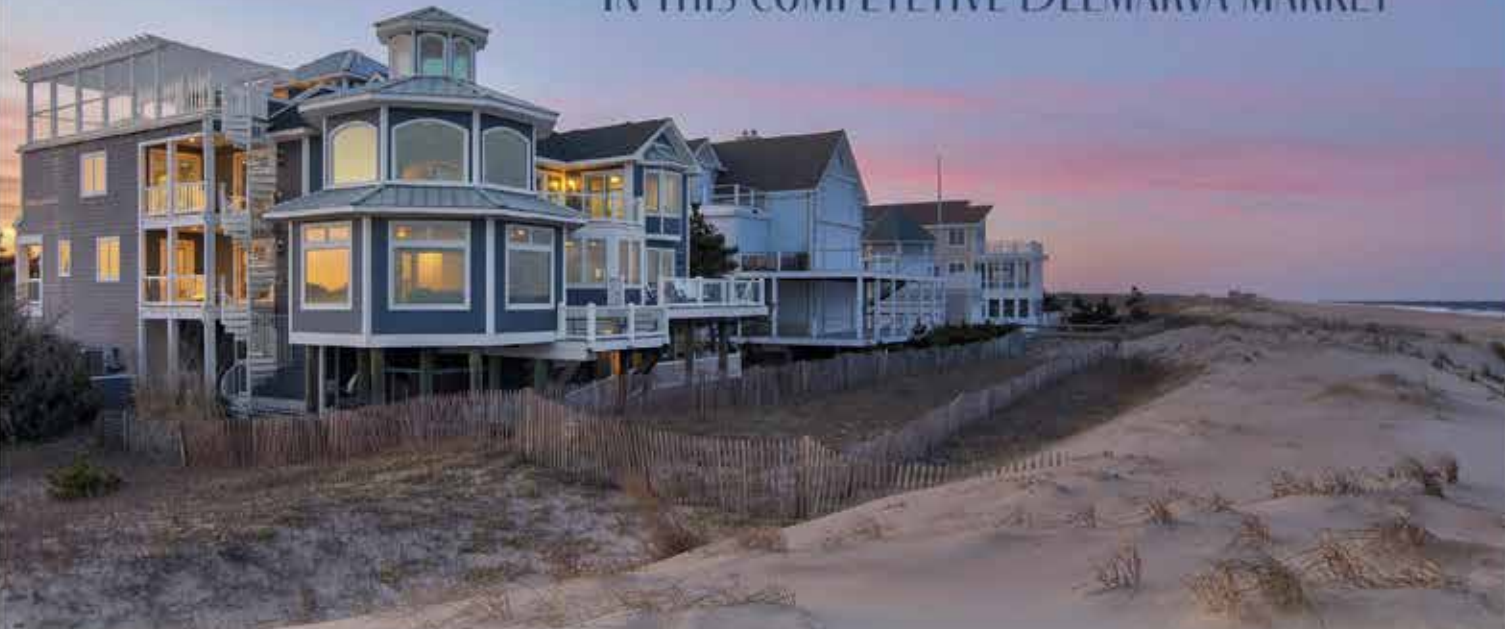
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Meeting Jay Schulman for the first time, he joked he has a checkered past. Listening to him, you quickly see he has lots of interesting and colorful stories, and one thing becomes clear: his resilient, entrepreneurial spirit consistently shines through.

Take that one time he traveled to Belize and challenged himself to make a living there. He promptly sold his company and bought some beachfront property to start a wine business, which he had no experience in. He called House Hunters International, sent in a video introduction, and they did an episode on his move and the opening, which was marketing gold. Stella's Smile (named after his mother) still stands today and was renamed Stella's Sunset.

Then, another time, he helped his father, Morris. Morris sold clothes out of the trunk of his car, and Jay helped him expand. Jay would also become a "clothing jobber" where they'd buy overages from factories and then sell them to the stores. Jay's goal to scale this business was fulfilled once they moved into a warehouse. Side note: Morris was the topic of ABC's World News Tonight exclusive for being the oldest recipient of a heart transplant at 73 years, living with that heart for over ten years.

Another interesting time in Jay's career was when he worked at WorldCom. As he explained, in 2001, this company was the biggest Ponzi

scheme of its time. Some involved are still in jail. Jay was in sales and said they all knew there was trouble when the SEC began openly investigating. But to really understand who Jay is, you must return to his younger years.

Growing up in Queens, New York, he says his childhood "was very cool. It was like the best childhood ever!" What made it so cool? "We lived in a garden apartment— a court, and all you had to do is walk outside, and you'd have a baseball team that you could play whiffle ball with— it was incredible!"



Jay loved theater, and in junior high school, began touring. He loved that he'd always get the lead roles. One of his favorite shows was Oliver. He adored performing, and his acting career landed him a regular role as an extra in the soap opera *All My Children*.

In college, Jay majored in business and acting. However, he knew acting was only going to take him so far. So, he moved to Maryland, where he started getting his real estate license. Meanwhile, he began working at Prudential Preferred Properties in

▶▶ agent to watch

By Molly Lauryssens
Photos by Atlantic Exposure



Burtonsville and opened a store called Purple Paradise. Once he moved into real estate full-time, he sold the store.

For much of his professional life, Jay was in sales and did training and development. He worked with a company called Builders First Choice as a Director of Education Development. He wrote the training materials and ran the training department, but when the market crashed in 2008, he lost that job. Later, he'd start his own company, doing secret shopping and training in new home sales.

Jay always found a way and had the audacity and determination to conjure up new dreams. After Belize, he decided to go all in on selling real estate again, and the naysayers were abundant. It didn't matter; nothing was going to stop him.

Jay's been on point ever since. This year, he is on track to sell \$14 million and recently started the Delashore Team, which includes four agents. He says he believes that there are no limitations if you are willing to put the hard work in. "I'm not afraid of the phone. I have worked in sales for many years, to me, every no leads to a yes."

Jay lives in Rehoboth with his significant other, Rose. He has a 29-year-old son, Alec, who he adopted as an infant from the Philippines. To help bring him balance in this chaotic world, Jay swims three days a week. For fun, Jay and Rose do a lot of boating and enjoy traveling. And you never know if, during one of those travels, Jay will decide he wants to try his hand at a new adventure. He can make anything work.



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EMPOWERING LEGACIES



Amy Fichter

of Primary Residential Mortgage

By Lauren Stevens
Photos by Atlantic Exposure

Be Kind and Grind

partner spotlight

Amy Fichter has navigated a lot in the 22 years that she's been originating mortgages, from changing market conditions to evolving guidelines. As she puts it, "The only thing that's consistent about this industry is change." But one aspect of Amy's career has remained constant: gratitude. "I feel like I'm exactly where I should be...I'm thankful to know that this

is what I should be doing...[My passion is] truthfully the mortgage industry. I'm fairly quiet, but when I start talking about what I do, people can't shut me up...I love everything about it." She doesn't take for granted that not everyone gets to make a successful career doing what they love, or how fortunate she is to have found this calling – which she credits, in part, to "pure luck."

Amy grew up in Boyertown, Pennsylvania, a small town where she formed close friendships that remain strong to this day. She's "always drawn to a smile," and originally wanted to become a dentist, an aspiration that motivated her to earn her degree in Biology with a minor in Psychology at Towson University. So how did she end up as a successful

mortgage professional? "Being in the right place at the right time. And knowing how to make a Martini."

Amy was working through college as a bartender when she happened to serve the owner of a successful mortgage business. "She told me that it was the best dirty Martini that she ever had, and that I had the best

customer service and attention to detail – she said it was flawless. So, the rest was history." Amy finished school and took a leap of faith that has turned out to be a storied career.

Amy says her educational background is a huge boon to her in her career and is a huge part of what makes her great at what she does. "You might feel like it's a stretch. But this is where I say, 'I feel like I'm exactly where I should be.' [With] my biology degree, I'm problem-solving, I'm working with numbers, I'm presenting options, finding solutions. Everything we have to do in the science world. And then, having that minor in psychology... buying a house is extremely stressful. It's an up and down roller coaster. So I find that comes in handy, because I can walk through solutions, and hopefully keep people calm, and communicate effectively."

Outside of the standard loan options, Amy and her team offer over two dozen other products, allowing them to find a match for clients who may not qualify for or benefit most from traditional offerings. But what really sets them apart is their commitment: "Doing the right thing for everybody and giving the best-case scenario to each client." Amy is incredibly proud of every one of her team members, from Lead Processor Tara, who Amy says is "one of the best," to Head Underwriter Margie who Amy refers to as a "unicorn," to Marketing aficionados Laura and Bronwyn who Amy says are "phenomenal."

And their primary source for new business – word of mouth – proves that they're delivering on what they promise. "I'm extremely proud to say that today, 99.9% of my business comes from referrals." According to Amy, this all comes back to that personalized approach and keeping their focus on purchases rather than spending bandwidth on other options that could detract from the clients'

experience. Personal touches – like giving the classic book *Bearenstein Bears' Moving Day* to clients with kids – reflect the love and care that goes into each and every relationship Amy and her team build.

Amy, her partner of 21 years, Kim Fitzgerald, and their dogs, Joey and Betty White, live in Rehoboth Beach. When she's not working, Amy enjoys spending time with Kim and the dogs, exploring the beach, and indulging in her love for food (especially sushi).

With Amy and her team at PRMI, clients are getting a passionate, caring, and dedicated team of professionals. Amy's "Be kind and grind" approach to life is reflected in the team's core values of integrity, open communication, and hard work – a recipe that is key to pairing the "right product with the right person."





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▶▶ cover story

Lee Ann Wilkinson

By Abby Isaacs
Photos by Atlantic Exposure

Three Generations of Excellence

In the world of real estate, few names are as revered and respected as Lee Ann Wilkinson. Over the past four decades, Lee Ann has built The Lee Ann Wilkinson Group, under the Berkshire Hathaway HomeServices I PenFed Realty banner, into a powerhouse in Coastal Delaware, known for unparalleled commitment, work ethic, and community dedication.



Lee Ann's journey began in the footsteps of her parents, who were trailblazers in the real estate world. Forty-one years later, she's a household name in the area and her own children are stepping up to help shape the future of the business, creating a true legacy of excellence. "We go after business, but most of the time, business comes to us because of the reputation we've built. We're known for always putting our clients at the forefront of everything we do."

Most mornings for Lee Ann begin with an early workout, a cup of black tea, and a kiss good-bye to her husband, Aaron, as she heads to her bustling office in Lewes. The eastern shore holds a very special place in her heart as she and her 24-person team work to show off all the area has to offer. "Lewes is such a special town, and I still get a little misty-eyed about Rehoboth, because that's where I grew up as a kid."

It's a place filled with fond memories, dating back to her childhood summers spent in Rehoboth Beach. By the time she was just 12 years old, she was helping run various family-owned businesses in the area, including a sub shop, ice cream shop, and even a jewelry store. Those Rehoboth Avenue businesses helped cultivate a work ethic that would shape her future success.

"I never minded that my parents made me work," she said. "I grew up fast, learned the value of hard work, and developed strong people skills from interacting with other business owners and customers, who were much older than I was. I'm sure this is where some of my confidence comes from."



“”

People know that when they work with us, they're not just getting a transaction—they're getting a team that's deeply involved in the community.

Though she loved these experiences, she never thought she'd end up in the family business full-time. After struggling to obtain a job with her art education degree from the University of Delaware, she found herself drawn to real estate, starting as the rental agent in her parents' small Route 1 office. What began as a reluctant entry into the business soon blossomed into a passion. By doing both rentals and sales—something few agents did at the time—Lee Ann carved out a niche for herself.

"I was good at it," she said. "Rentals often led to sales, and I had a knack for helping people make the best decisions for their needs, even if they didn't always know what was best for themselves."

A breakthrough moment in her career came during a real estate convention in Orlando. "I realized then that I didn't need to reinvent the wheel. I could learn from the people who had already figured out the formula for success and improve upon it," she said.

Pulling from other agents, her parents, Bette & Sal Gallo and even notable clients, especially Dick Christopher, John Lester and Ramin Mojdeh, Lee Ann built the highly successful Lee Ann Wilkinson Group, which has ranked #1 in real estate sales in Coastal Delaware for over 20 years and now ranks #1 nationally for the Berkshire Hathaway HomeServices real estate network. Her team of 24 was responsible for over 400 client transactions and \$325 million in sales in 2023 alone, an astounding feat in the competitive Delaware beach market. While Lee Ann is personally involved in many of these sales, she has assembled a team of highly trained professionals and steps in as problems arise to ensure that her clients get the best service possible. "One of my strengths is being able to fix any issue that comes up, and that's what sets us apart. We almost never have a sale fall through."

Over time, she has developed a business model that ensures consistency and efficiency. "We're a one-stop shop. We don't have to wait for outside photographers or marketers—we do everything in-house. That way, our agents can focus on what they do best: listing and selling homes."

This streamlined approach has made them a trusted name throughout Lewes, Rehoboth Beach, and the surrounding areas. Her dedication to the community extends beyond real estate. Lee Ann is a major supporter of local causes, including the Lewes Farmers Market, the History Book Festival & The Lewes Historical Society. "People know that when they work with us, they're not just getting a transaction—they're getting a team that's deeply involved in the community."

Now, as Lee Ann celebrates over 40 years in the business, the next generation is stepping in to help continue the

family legacy. Three of her four daughters—Taylor, Billie, and Lucy—are now part of the team, with the youngest showing a keen interest in taking over the business when Lee Ann eventually retires. "My kids have been working since they were 14, just like I did. They eventually joined me at different points in their careers. It can be tough working with family sometimes, but the benefits definitely outweigh the challenges."

Although real estate often spills into family time, Sunday dinners are sacred for Lee Ann and her close-knit family that spans four generations, from her elderly parents to her four grandchildren. "We're Italian, so we love to cook, eat and travel together. We really cherish those times."

Looking to the future, Lee Ann is confident that her business is in good hands with her daughters, and the talented team she has assembled who will uphold the values she's built her career on. "Consistency, tenacity, and honesty. That's what has kept me going for 41 years, and it's what will keep this business thriving for generations to come."

Lee Ann and her granddaughter, Bambi





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TOP 100 STANDINGS • BY UNITS

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4	Pamela Price	RE/MAX Advantage Realty	93.5	\$29,881,498
5	Dustin Oldfather	Compass	92.5	\$40,255,068
6	Suzie Parker	Compass	81	\$37,089,493
7	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
8	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	75.5	\$36,999,447
9	Jaime Hurlock	Long & Foster Real Estate, Inc.	73.5	\$36,170,896
10	Debbie Reed	RE/MAX Realty Group Rehoboth	69.5	\$42,492,216
11	Russell G Griffin	Keller Williams Realty	68.5	\$26,044,988
12	Erin S. Lee	Keller Williams Realty	68.5	\$14,802,654
13	Mary SCHROCK	Northrop Realty	67.5	\$34,955,896
14	Bethany A. Drew	Hileman Real Estate-Berlin	55.5	\$19,996,722
15	LESLIE KOPP	Long & Foster Real Estate, Inc.	53	\$87,088,950
16	Suzanah PenFed Realty Ocean Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	50.5	\$15,924,615
17	Nicole P. Callender	Keller Williams Realty Delmarva	46.5	\$24,200,764
18	Darron Whitehead	Whitehead Real Estate Exec.	46	\$16,426,290
19	Joseph Wilson	Coastal Life Realty Group LLC	45	\$22,143,424
20	CARRIE LINGO	Jack Lingo - Lewes	44	\$51,437,170
21	SUZANNE MACNAB	RE/MAX Coastal	43	\$28,282,996
22	JAMES LATTANZI	Northrop Realty	43	\$22,968,700
23	Julie Gritton	Coldwell Banker Premier - Lewes	43	\$18,629,281
24	LINDA BOVA	SEA BOVA ASSOCIATES INC.	42.5	\$6,218,498
25	Ryan Haley	Atlantic Shores Sotheby's International Realty	42	\$24,786,475
26	Grant K Fritschle	Keller Williams Realty Delmarva	41	\$23,038,370
27	Richard S. Barr	EXP Realty, LLC	38	\$10,763,250
28	Jaime Cortes	Coldwell Banker Realty	37.5	\$9,969,624
29	CHRISTINE MCCOY	Coldwell Banker Realty	36	\$23,651,450
30	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	36	\$23,471,559
31	Aubrey Campbell	Keller Williams Realty Delmarva	35.5	\$6,132,942
32	Kevin E Decker	Coastal Life Realty Group LLC	35	\$21,398,150
33	Meme ELLIS	Keller Williams Realty	35	\$12,062,699
34	DANIEL R LUSK	McWilliams/Ballard, Inc.	33.5	\$29,422,055

RANK	NAME	OFFICE	SALES	TOTAL
35	Larry Linaweaver	Iron Valley Real Estate at The Beach	33	\$12,516,858
36	David M Willman	Coldwell Banker Realty	33	\$10,446,282
37	Kimberly Lear Hamer	Monument Sotheby's International Realty	33	\$32,258,200
38	Kristen Gebhart	Northrop Realty	33	\$16,737,520
39	Matthew Lunden	Keller Williams Realty	32.5	\$21,014,635
40	Brian K Barrows	Monument Sotheby's International Realty	32	\$23,538,869
41	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	31	\$10,348,950
42	PAUL MALTAGHATI	Monument Sotheby's International Realty	30	\$28,589,198
43	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	30	\$11,480,180
44	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	30	\$4,291,198
45	William P Brown	Keller Williams Realty	30	\$8,986,800
46	Robert Payne	RE/MAX Advantage Realty	29.5	\$10,088,222
47	FRANCIS ESPARZA	Linda Vista Real Estate	29	\$8,604,999
48	CHRISTINE TINGLE	Keller Williams Realty	29	\$26,474,131
49	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$13,914,310
50	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$14,000,468

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RANK	NAME	OFFICE	SALES	TOTAL
51	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	28.5	\$13,424,250
52	Gary Michael Desch	Northrop Realty	28	\$18,881,285
53	Frances Sterling	ERA Martin Associates	28	\$10,035,425
54	Andrew Staton	Monument Sotheby's International Realty	27.5	\$15,828,839
55	Dustin Parker	The Parker Group	27	\$8,534,203
56	Dale King	Vision Realty Group of Salisbury	27	\$7,188,712
57	Melanie Shoff	Coastal Life Realty Group LLC	27	\$12,144,150
58	Krystal Casey	Keller Williams Realty	26.5	\$11,648,959
59	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	26	\$14,447,913
60	Holly B. Worthington	Worthington Realty Group, LLC	26	\$9,538,192
61	Nancy Reither	Coldwell Banker Realty	26	\$23,484,650
62	David L Whittington Jr.	Coastal Life Realty Group LLC	26	\$15,190,797
63	Andy Whitescarver	RE/MAX Realty Group Rehoboth	26	\$10,846,380
64	Debora Hileman	Hileman Real Estate-Berlin	26	\$17,028,665
65	STACI WALLS	NextHome Tomorrow Realty	26	\$9,924,000
66	Shawn Kotwica	Coldwell Banker Realty	26	\$11,775,690

RANK	NAME	OFFICE	SALES	TOTAL
67	COURTNEY V BOULOUCON	Coldwell Banker Realty	25.5	\$19,862,025
68	Erin Marie Baker	Keller Williams Realty	25	\$6,581,000
69	William Bjorkland	Coldwell Banker Realty	25	\$9,795,255
70	Deeley Chester	Coastal Life Realty Group LLC	25	\$11,778,900
71	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	25	\$8,376,620
72	AMY J KELLENBERGER	Active Adults Realty	25	\$14,317,367
73	Demarcus L. Rush	Compass	25	\$11,086,620
74	JAY SCHULMAN	Coldwell Banker Realty	25	\$7,017,170
75	Lisa Mathena	The Lisa Mathena Group, Inc.	25	\$9,084,350
76	Bradley Smith	Coldwell Banker Realty	24.5	\$13,499,067
77	Clinton Bickford	Keller Williams Realty Delmarva	24	\$7,955,190
78	ROBIN PALUMBO THOMPSON	Northrop Realty	24	\$8,892,100
79	DANIEL TAGLIENTI	Keller Williams Realty	24	\$12,250,000
80	Chris Jett	RE/MAX Advantage Realty	24	\$17,415,150
81	Ryan James McCoy	Coldwell Banker Realty	24	\$9,951,299
82	Lauren W. Bunting	Keller Williams Realty Delmarva	24	\$11,810,410
83	Tom Ruch	Northrop Realty	24	\$14,091,500
84	Amanda Ellen Tingle	Coldwell Banker Realty	24	\$7,149,345
85	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	24	\$10,901,500
86	Ann Buxbaum	Northrop Realty	24	\$13,248,500
87	Anna Spann	Coldwell Banker Realty	23.5	\$6,791,240
88	Nitan Soni	Northrop Realty	23	\$11,997,650
89	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	23	\$16,127,698
90	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	23	\$13,835,600
91	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	23	\$10,661,100
92	Anthony Matriona	Resort Real Estate	23	\$6,270,300
93	Kelly Turner	Keller Williams Realty	22.5	\$9,105,849
94	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	22.5	\$10,354,220
95	Jamie Caine	Coldwell Banker Realty	22.5	\$12,294,577
96	Nicholas Bobenko	Coastal Life Realty Group LLC	22	\$19,481,500
97	Harryson Domercant	Keller Williams Realty Delmarva	22	\$6,045,590
98	Makayla B Johnson	Northrop Realty	22	\$6,525,400
99	Tommy Burdett IV	Keller Williams Realty	22	\$5,985,500
100	Austin Whitehead	Whitehead Real Estate Exec.	22	\$5,082,800

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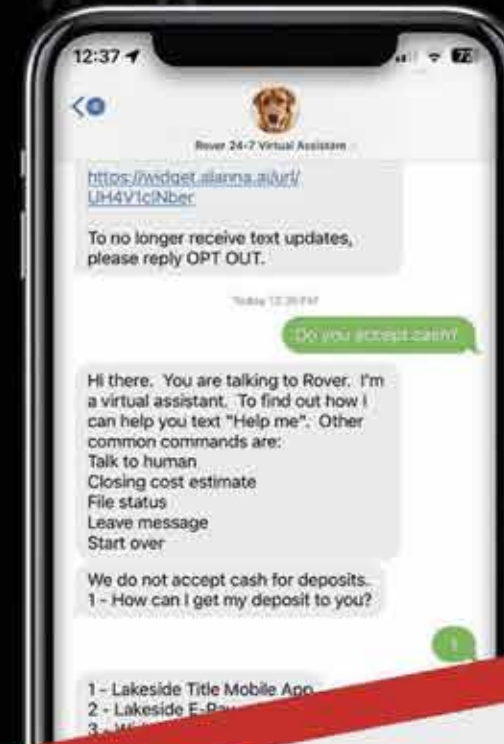
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TOP 100 STANDINGS • BY VOLUME

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29	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	36	\$23,471,559
30	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
31	Grant K Fritschle	Keller Williams Realty Delmarva	41	\$23,038,370
32	JAMES LATTANZI	Northrop Realty	43	\$22,968,700
33	Joseph Wilson	Coastal Life Realty Group LLC	45	\$22,143,424
34	RANDY MASON	Jack Lingo - Rehoboth	14	\$21,630,980
35	Kevin E Decker	Coastal Life Realty Group LLC	35	\$21,398,150
36	Jacqueline Kay Martini	Coldwell Banker Realty	20	\$21,149,800
37	Matthew Lunden	Keller Williams Realty	32.5	\$21,014,635
38	Bethany A. Drew	Hileman Real Estate-Berlin	55.5	\$19,996,722
39	COURTNEY V BOULOUCON	Coldwell Banker Realty	25.5	\$19,862,025
40	Nicholas Bobenko	Coastal Life Realty Group LLC	22	\$19,481,500
41	BILL CULLIN	Long & Foster Real Estate, Inc.	21	\$19,434,390
42	Gary Michael Desch	Northrop Realty	28	\$18,881,285
43	Julie Gritton	Coldwell Banker Premier - Lewes	43	\$18,629,281
44	HENRY A JAFFE	Monument Sotheby's International Realty	14	\$17,665,672
45	Chris Jett	RE/MAX Advantage Realty	24	\$17,415,150
46	Debora Hileman	Hileman Real Estate-Berlin	26	\$17,028,665
47	Kristen Gebhart	Northrop Realty	33	\$16,737,520
48	Darron Whitehead	Whitehead Real Estate Exec.	46	\$16,426,290
49	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	23	\$16,127,698
50	Suzanah PenFed Realty Ocean Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	50.5	\$15,924,615

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Oct. 31, 2024

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Andrew Staton	Monument Sotheby's International Realty	27.5	\$15,828,839
52	KIM S HOOK	RE/MAX Coastal	20.5	\$15,591,350
53	JENNIFER BARROWS	Monument Sotheby's International Realty	16.5	\$15,459,680
54	David L Whittington Jr.	Coastal Life Realty Group LLC	26	\$15,190,797
55	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	20.5	\$14,912,500
56	Erin S. Lee	Keller Williams Realty	68.5	\$14,802,654
57	John E Redefer IV	Rehoboth Bay Realty, Co.	12.5	\$14,640,800
58	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	26	\$14,447,913
59	AMY J KELLENBERGER	Active Adults Realty	25	\$14,317,367
60	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	21.5	\$14,264,625
61	Tom Ruch	Northrop Realty	24	\$14,091,500
62	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$14,000,468
63	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$13,914,310
64	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	23	\$13,835,600
65	Bradley Smith	Coldwell Banker Realty	24.5	\$13,499,067
66	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	28.5	\$13,424,250
67	Cory Mayo	Compass	16.5	\$13,371,863
68	Ann Buxbaum	Northrop Realty	24	\$13,248,500
69	WAYNE LYONS	Long & Foster Real Estate, Inc.	7	\$12,974,000
70	ALLEN JARMON	NextHome Tomorrow Realty	13	\$12,786,180
71	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	22	\$12,780,845
72	Larry Linaweaver	Iron Valley Real Estate at The Beach	33	\$12,516,858
73	COLLEEN WINDROW	Keller Williams Realty	17	\$12,429,500
74	Jonathan M Barker	Keller Williams Realty Delmarva	17.5	\$12,418,483
75	Joe Loughran	Long & Foster Real Estate, Inc.	19	\$12,372,500
76	Terence A. Riley	Shore 4U Real Estate	15.5	\$12,371,964
77	Gail Mitkoff	Keller Williams Realty	9	\$12,310,517
78	Jamie Caine	Coldwell Banker Realty	22.5	\$12,294,577
79	DANIEL TAGLIENTI	Keller Williams Realty	24	\$12,250,000
80	Daniel Clayland	Coldwell Banker Realty	11	\$12,208,850
81	Melanie Shoff	Coastal Life Realty Group LLC	27	\$12,144,150
82	T. EDWARD ROHE	Keller Williams Realty	18	\$12,127,880
83	Meme ELLIS	Keller Williams Realty	35	\$12,062,699
84	ELIZABETH MYERS BARNHART	Monument Sotheby's International Realty	6	\$12,040,554

RANK	NAME	OFFICE	SALES	TOTAL
85	Jennifer A A Smith	Keller Williams Realty	16	\$12,037,900
86	Nitan Soni	Northrop Realty	23	\$11,997,650
87	Tracy L. Zell	Long & Foster Real Estate, Inc.	21.5	\$11,849,123
88	Lauren W. Bunting	Keller Williams Realty Delmarva	24	\$11,810,410
89	Deeley Chester	Coastal Life Realty Group LLC	25	\$11,778,900
90	Shawn Kotwica	Coldwell Banker Realty	26	\$11,775,690
91	Melissa Rudy	Keller Williams Realty	17	\$11,684,352
92	Krystal Casey	Keller Williams Realty	26.5	\$11,648,959
93	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	30	\$11,480,180
94	VALERIE ELLENBERGER	Compass	16	\$11,445,459
95	EMILY WILLIAMS	Keller Williams Realty	17.5	\$11,328,125
96	Demarcus L. Rush	Compass	25	\$11,086,620
97	LINDA MILLIKIN	Monument Sotheby's International Realty	14	\$11,026,881
98	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	24	\$10,901,500
99	Andy Whitescarver	RE/MAX Realty Group Rehoboth	26	\$10,846,380
100	Richard S. Barr	EXP Realty, LLC	38	\$10,763,250

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