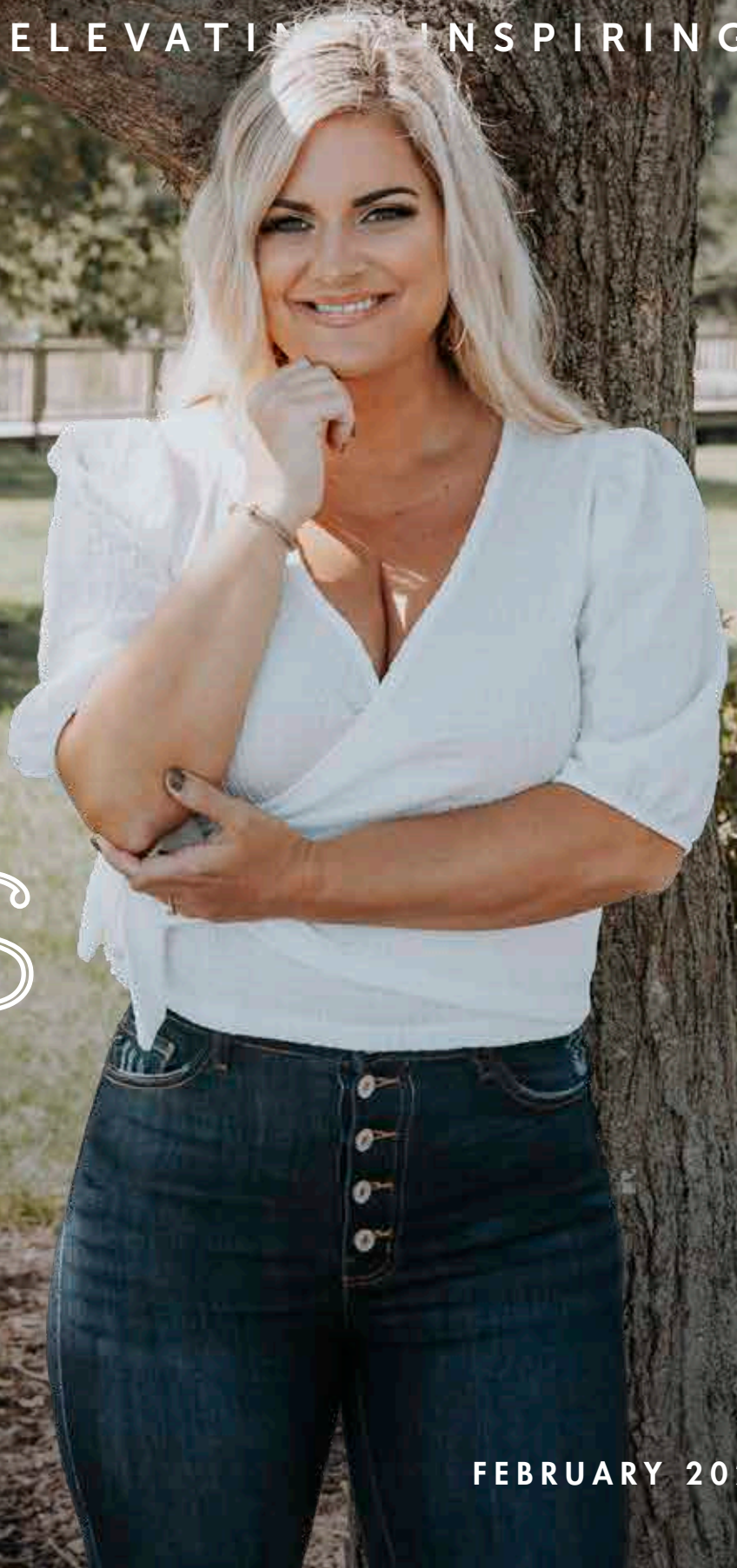


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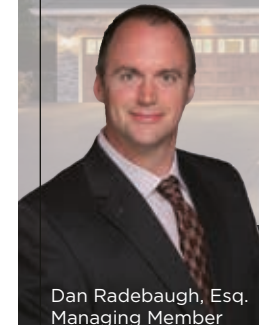


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# BALTIMORE REAL PRODUCERS

## 2024 EVENTS CALENDAR

**Friday, February 16**

Time TBD

Preferred Partner Mastermind & Mingle  
Location TBD

This event is for our preferred partners only. An opportunity to collaborate, connect and learn from fellow preferred partners.

**Friday, May 10**

2 p.m. - 5:30 p.m.

Community Cleanup and Happy Hour  
Location TBD

Come make an impact by beautifying Baltimore while connecting with the BRP community!

Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) for updates.

**Thursday, October 10**

9:30 a.m. - 1 p.m.

Fall Mastermind  
Location TBD

The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) for updates.

**Thursday, April 11**

9:30 a.m. - 1 p.m.

Spring Mastermind

Owen Brown Interfaith Center — 7246 Cradlerock Way, Columbia, MD 21045

The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) for updates.

**Thursday, June 20**

6 p.m. - 10 p.m.

7th Anniversary Soirée

Baltimore Museum of Industry — 1415 Key Highway, Baltimore, MD 21230

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Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) for updates.

**Wednesday, November 20**

2 p.m. - 5:30 p.m.

Fall Fête

Location TBD

Our final party of the year!

Visit [BaltimoreRealProducers.com](https://BaltimoreRealProducers.com) for updates.

▶▶ editor's note

# HOPE IN ACTION

By Jilleien Franquelli



**A big, bright elephant**

There is an elephant in the room—it is big and holds different meanings for everyone. We have been talking about a shift for a few years. New technology and potential new laws will change the home selling and buying experience. But that is not what I want to talk about this month. Because, for one, I am not even close to qualified to understand the intricacies of the law and technology, but really because it's not the most exciting thing I see happening in the community.

It is easy to crumble under the pressure of high-interest rates, low inventory, consumer mindset changes, law changes, and technology that has the potential to replace us all. But this community is pushing through the fear and uncertainty and putting hope into action.

Daily, I witness people who are pushing boundaries, dismantling barriers, and taking steps to make this community and industry better. As a side note, this has been my greatest honor—to watch leaders emerge during the times when we need it most. While the world was shutting down in 2020, you, the leaders, quite literally paved the way to get back to business and do it in a safe and exciting way.

**Leaning into the unknown**

Resilience, empathy, and connectedness help us lean into the unknown. They keep us securely on the path using the light that we ourselves emit. This light leads the way for countless others to walk the path safely. Now is not the time to shrink yourself; it serves no one. Now is the time to stand bright. It is your time to put hope into action.

I asked members of the community to share with us what they plan to do to put hope into action in 2024. Each answer gives off the energy to move forward with big dreams and plans in 2024.

- “Empower the person next to you” - Sid Polish
- “Be the best version of me” - Sarah Garza
- “Vulnerability is a strength, not a weakness” - Lisa St. Clair-Kimmey
- “Kindness is contagious” - Kristi Neidhardt
- “Get uncomfortable” - Stuart Epstein
- “We will be there for one another” - Karen Harms
- “Fail forward fast” - Faisal Morsi
- “Your vulnerability is someone’s hope. Share more.” - Jennifer De La Rosa
- “Lead by example” - Karriem Hopwood
- “Be the light for all to see” - Linda Dear
- “Let go of fear, doubt, and indecision” - Catherine Hamel
- “Judge not, that ye be not judged” - George Belleville
- “Passion with purpose” - Bret Devich
- “Quality over quantity” - Jennifer Lewis
- “Resolve conflict through appreciation” - Chris Drewer
- “Take whatever steps it requires to stay or get healthy” - Anita Kestel
- “Embrace your limitless potential, selflessly add value” - Teresa Dennison
- “First failure, then hope” - Charlotte Savoy

This is just a small sampling of what the community is doing to step up and lead this industry into the future.

I cannot express enough the hope, faith, and excitement I have for the *Baltimore Real Producers* community, and every day I am grateful to be a part of it.

Cheers to a 2024 filled with hope.



Always,

**Jill Franquelli**  
Editor-in-Chief  
[jill@rpmags.com](mailto:jill@rpmags.com)

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# KERRY Whipplee

## of Shamrock Hill Design

### *Using Creative Talents to Help Others*

When most people think about home staging, they visualize furniture and accessories. Kerry Whipplee, founder and creative director of Shamrock Hill Design, visualizes how many ways her business can help overwhelmed sellers and their realtors.

“We’re in a unique position where we have the chance to help people get through what’s often an emotional, high-stress situation,” Kerry said. “Everything we do is for the welfare of our clients.”

Kerry, who started the business in 2021, tends to focus on how she and her team are creating an inviting space that helps buyers feel like a house is their future home. “Keeping track of the number of houses we stage is great, but the real bar we set is how many hands did we hold; how many lives did we change?”

Kerry, who was born and raised in Northern Virginia and has lived in Maryland since 2009, resides in Catonsville with her husband Mike, and two children. Mike is a Project Manager at Palmer Brothers, a painting and contracting firm in Silver Spring. “Mike is my best friend. I wouldn’t be able to do this without him. He’s done everything from building the racking in the warehouse to installing flooring, and painting walls. He has supported me from day one and I’m so appreciative of all he does,” Kerry said.

“We’re in a unique position where we have the chance to help people get through what’s often an emotional, high-stress situation. **EVERYTHING WE DO IS FOR THE WELFARE OF OUR CLIENTS.**”

Her children, Michael, age 8, and Charlotte, age 5, view the warehouse as their second home—their coloring books and videos are in the conference room and there are always snacks for them in the staff kitchen. Their giggles can often be heard in the pillow room which, they’ve discovered, is a great place to make forts.

Kerry’s parents instilled many of her current business values, especially a strong belief in the Golden Rule, “treat others how you’d like to be treated.” That focus—running a customer-centric business—has stuck with her. The design instinct kicked in early, too. “At age 12, I was holding Sherwin Williams paint fans in my hands.” After college, Kerry worked retail at South Moon Under and Nordstrom designing window displays.

When she and Mike outgrew their Arbutus home in 2020, Kerry staged it. It sold on the first day and ignited a new fire—the power of home staging. They moved during Covid and people in their new neighborhood took turns holding outdoor get-togethers. “When it was my turn, people were complimentary about the décor, lights, and pillows. I was very appreciative, but I thought they were just being nice.” After those friends hired her to decorate rooms in their homes, she realized she may be onto something. Something that could grow from a passion to a business.

In the beginning months of Shamrock Hill Design, Kerry ran the business solo, storing her limited inventory in her garage. She soon needed a 300-square-foot storage unit. Now, the team works out of a 3,600-square-foot warehouse and includes lead stagers, a warehouse manager, movers, an interior decorator, and a client care coordinator.

“Our team is incredible and so much of what we’ve accomplished is due to them,” Kerry said. “Everyone is always willing to jump in and do the hard work to get a project complete. They make sure even the tiniest detail of a stage will impress buyers.” Kerry is also proud that she doesn’t micromanage her team. “They’re each so creative and should have the freedom to put their personal spin on projects.”

“Buying and selling a home is one of the most emotional things someone goes through in their life. We understand that stress and the emotions. Empty houses produce empty feelings,” she said. Kerry and her team love to turn dull, empty spaces into beautifully inviting spaces.

Kerry’s fast track to success hasn’t come without challenges. Many times, she and her team had to shop last minute for stages because there wasn’t enough inventory. She continuously outgrew storage space. Managing requests and timelines also caused challenges. “I hate saying no, so learning to balance what we can do without causing burnout has been a valuable lesson,” Kerry said.



The challenges are easily overcome by the great parts. “Sellers are so inspired about the way we styled their house that they often ask us to help them style their new home,” Kerry said. “It’s not stuff. It’s what makes memories.” Kerry has also had requests from buyers to purchase the staging inventory. One client wanted to buy everything in the house and said, “my wife will divorce me if she can’t have every item. She loved it exactly how it was!”

Despite all the fast sales, there are two compliments the team values most.

The first is after staging when sellers almost don’t want to sell their house anymore because it looks so good. The other compliment is when realtors partner with Shamrock Hill Design not only for their sellers’ stages, but for their own personal homes, too.

Kerry strongly believes in giving back to the community through Shamrock Cares, an initiative she started in 2022. In 2023 they donated to many local charities including Boys & Girls Club of Metropolitan Baltimore,

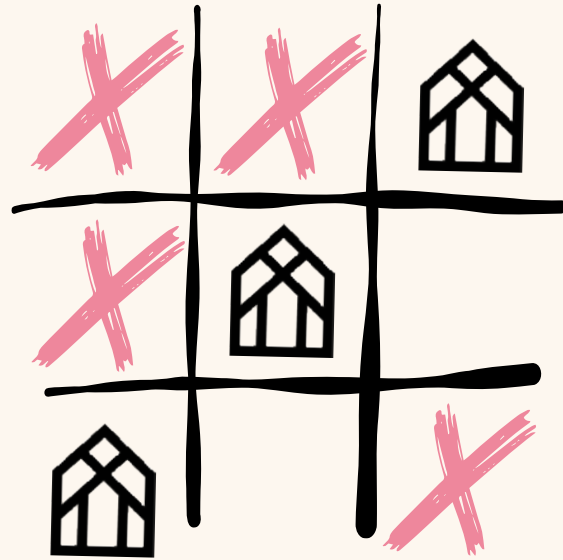
Fisher House Foundation, One Love, and more. Recently, she and her team cooked and served dinner for children and their families at The Children’s Home of John’s Hopkins.

Giving back is one of the reasons Kerry joined *Baltimore Real Producers*. “I believe in what Colleen and Jill stand for and their vision, which is business based, and also focuses on charitable causes. I saw an opportunity to collaborate with like-minded people on a bigger level,” Kerry said.

As exciting as the fast growth is for Kerry, she’s not planning to sit still. She’s passionate about expanding her vision of helping the most people possible. In 2024, she’s adding new course offerings, Continuing Education classes for realtors, color consultations and more. Quality over quantity is important to her. “We’re not just a staging business. We care. I want people to feel that our creative talents are being used to help others.”

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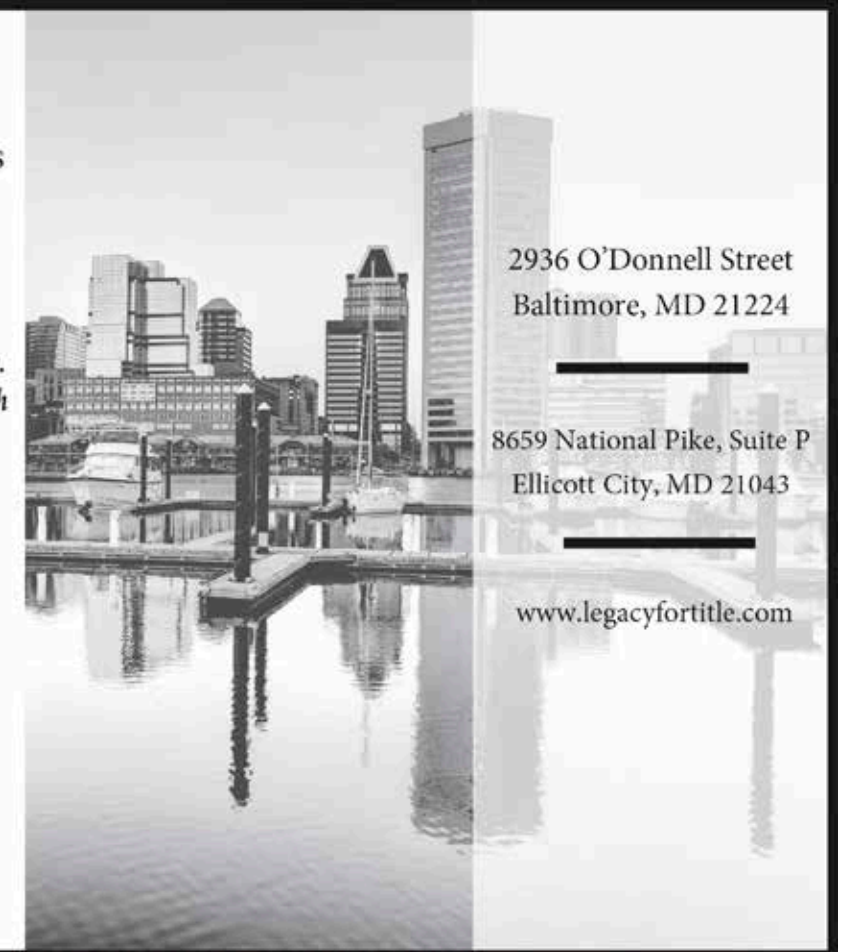
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▶▶ rising star

By Abby Isaacs  
Photos by Alex Krebs

# RUSS DUKAN

## HARD WORK PAYS OFF

**Russ Dukan is a man of many talents. He jests about being fluent in four languages: Ukrainian, Russian, English, and business; but it's that playful yet competent personality that has contributed to his rise in the real estate business, boasting over 70 sales since 2021. It's a testament to his unyielding work ethic and indomitable spirit.**

In the era of curated success stories flooding social media, Russ provides a refreshing perspective: "Luck is self-made." Behind the polished closing pictures and stylish suits lies a journey marked by challenges and steep climbs to reach the pinnacle of success.

Hailing from Ukraine, Russ vividly recalls the culture shock of immigrating to Dundalk in 1997. Raised in a two-bedroom apartment with five family members, he witnessed his parents' unwavering dedication as they worked six days a week. Russ was able to help too. At a young age, he became the family's liaison for crucial matters.

"My mom and my dad both worked nonstop. I'm the one who learned English the quickest so I became the liaison for the family for things like insurance and other important affairs. I had to figure out how to talk to people and how to get my point across," said Russ.

His parents' work ethic rubbed off on him. Russ's initiation into hard work began at age 13 in construction, evolving through diverse roles like delivering pianos and countless family ventures. Whether selling cars, opening and running several businesses or immersing himself in other service-oriented jobs, he consistently poured in 100%.

"All my sales-oriented jobs propelled me to break out of my shell because my English wasn't that great. I was shy and timid, which wasn't going to work in this role. Sales required me to interact with people a lot more than my previous jobs. It also helped me present myself because when you're selling something, you're presenting yourself first."

The real estate realm beckoned later in life. Amid the pandemic, while engrossed in an episode of "Million Dollar Listing" with his wife, a million-dollar idea struck.



**LUCK**  
IS SELF-MADE.







“My wife said, ‘You’d be really good at that. Why don’t you get your license?’ I went online and typed in, ‘How to get your license,’ and the rest is history!”

Securing his license in February 2021, Russ astounded himself with 30 home sales in his inaugural year by leveraging his extensive network and prior experience. He now works for Allfirst Realty and while his home base is in Ellicott City, he has cast his professional net statewide, following opportunities wherever they lead.

“I follow the money. I have a deal currently active in Salisbury, one in PG County and several in Carroll County, but the majority is in and around Baltimore. I like Pikesville because of its central location. I also think Pikesville is on a resurgence as the last affordable frontier in West Baltimore County. You are close to Hampden so you get the benefits of being closer to popular parts of the city, but also being in the county, where you have the quarry and all those restaurants. It’s a nice little pocket... plus it has a great deli.”

He pitches himself as a comprehensive solution for all the problems a client may have... or an opportunity for all the dreams they seek to fulfill. His burning desire to succeed is evident in his work in commercial and residential sales, as well as selling business and property management. As a father of two young

children, he understands the value of convenience, effort and accuracy.

“If you come to me and you say, ‘Russ, I’m looking to retire, I have a business, I have a house, I even have a car.’ I could sell all of those things for you. I’m a one-stop shop. You don’t have to go to one guy to sell your business, to another guy to sell your house, to another guy to sell your commercial property. I can take care of all of that for you and more, like property management. If you, for example, use me to help buy an investment property, we can find the property, help you buy it, help you reconstruct it, find a tenant and then manage that tenant.”

Despite his passion for real estate, Russ acknowledges the industry’s challenges. A year and a half ago, faced with the collapse of five ongoing deals, he experienced the grittier side. To weather the storm, he delivered food on nights and weekends, learning firsthand the fragility of a sales pipeline.

“Your pipeline can have a leak or block and it dries up so quickly. I told myself that I need to invest all my energy into real estate so I don’t have to be back there, delivering food in the cold and the rain.”

His dedication to the industry stems not only from necessity but from a deep sense of pride in guiding clients through pivotal life decisions.

“I try to attend every closing,” Russ shares, emphasizing the profound impact each transaction has on his clients. “You help clients navigate one of the biggest life decisions and those emotions and that gratitude that you feel is just overwhelming. Sometimes it’s better than getting a commission check.”

Russ The REALTOR® stands as a testament to the belief that hard work and determination can carve out success, even in the face of adversity.



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# The First Impression

## - A Pre-Shoot Checklist

“First showings” of a newly listed home are said to now be taking place primarily online. A newly listed home’s real estate photos are the first impression to a potential buyer and can often be a deciding factor for them when it comes to the next step of scheduling an in-person showing. With such importance placed on listing photography, properly preparing the home for the photo shoot is key. Such preparation can ensure that the home will be portrayed at its best and will in turn capture the eye of buyers. The quality of a home’s marketing can dramatically impact buyers’ opinions of the house and have a direct impact on the ultimate sale price. Great marketing leads to great offers!

While it may seem like a no-brainer, it needs to be said — please hire a professional photographer to do the listing photos! Real estate photographers are experts in using their skills and equipment to make homes appear beautiful and spacious and appealing to potential buyers.

With that said, the more the seller can do to prepare their space for the shoot, the better the space will look in their listing photos. The age-old saying is true, less is more. This is especially true in real estate photography. Removing and storing excess or large bulky furniture can be challenging, but it opens up the floor space and makes the home look much more extensive. Removing unwanted clutter from a space will also give it a higher-end feel. De-personalizing the home can be the most difficult request for sellers, but it’s one of the most important.

Preparing for a photoshoot can be exhausting for sellers. Agents are often tasked with the hard work of helping their clients get to this point of the



selling process and it can often be stressful. To best help your clients, it is useful for them to have a “**Pre-Shoot Checklist**” to follow. Having the items on this checklist completed will ensure that the home will be photo-ready before the shoot.

Keep these items in mind -

### Exteriors & Landscaping:

First impressions are crucial, so make sure that the front yard is cleaned up. The first picture that people will see of the home will usually be the outside front exterior shot. This photo needs to be presented with the home in its very best condition to grab the buyer’s attention immediately.

If possible, stage the exterior areas with flowers or tidy landscaping to create a space that appears inviting to home buyers. Always remove all cars, trucks, RVs, and trailers from the house’s driveway and front. Hide all garbage cans & lawn equipment, along with garden hoses and other yard maintenance tools, as they can be distracting in the photos. Keep the lawn free

and clear of any small toys and pet items as well.

### Kitchens:

When the kitchen counters are completely cleared off it makes the kitchen look more prominent, especially in the photos. Extra items that are left out can distract the eye. Dishes, rags and sponges in or near the sink are an eyesore, and need to be put away for the photos. Also be sure to remove all magnets, calendars, and personal items from the refrigerator. It will not only make the home appear tidier, but it also keeps personal info safe from the general public. Staging dining tables is always a nice touch and fresh flowers always make a nice impression.

### Bathrooms:

Once again, remove all items off of the bathroom counter as well as any toiletry items from the showers and bathtubs. You want the bathrooms to appear as unused as possible in the photos. This step will also help the bathroom look cleaner and larger to the eye without all the extra items as a distraction.

### Bedrooms:

Make all the beds and decorate them with matching sheets, blankets, and pillows when possible. Remove any clutter from surfaces like nightstands or dressers. Clean up any stray clothes or toys lying around the room. It’s best to try and mimic the look of a freshly cleaned hotel room for the photos.

### Pets:

Remove all pet items from visibility. Not everyone has pets or wants them in their home. It’s essential to make sure that the house shows no signs of pets in the photos including their bowls, beds, and toys.

And last but definitely not least...

### Lighting:

Lighting is key in photography. Before the photo shoot begins, turn on all of the lights in the house, including lamps

and exterior lights, and open all of the window treatments throughout the home.

When potential buyers are looking at photos of a home for sale, dirty dishes, piles of paperwork and dog toys probably won’t be very appealing to the eye and they are likely to move on to the next listing quickly. Even something as simple as rearranging or removing furniture and decorations can make a room look bigger and less cluttered. A majority of undesirable real estate photos include items that could have easily been cleaned up and moved to another location for the shoot. Utilizing a *Pre-Shoot Checklist* like this is a crucial piece of the selling puzzle - it can help keep sellers on task and ensure that the listing photos look the best they can. Ask your real estate photographer to provide one for you if they haven’t already!

That one beautiful listing photo that catches the eye might just be what it takes to find the next buyer!



Kimberly Kruk is the owner and managing partner of the Maryland location of Next Door Photos, which she has owned since 2021. Prior to this, she had a longstanding career in the Human Resources industry, and holds a MSW (Masters degree in Social Work) from the University of Maryland. Photography has always been a passion of Kim’s. She is thrilled to have found a career doing what she loves while also using her business and people skills to help her clients. Kim is a single mom and lives in Harford County with her 3 teenagers.



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# Chi YAN

## *Parody and Authenticity*

For some realtors, social media is a struggle. For Chi Yan of the Chi Team at REAL Broker, social media, especially TikTok and YouTube, is a fun tool to spread the word about real estate, educate the public, and keep in touch with his clients.

Chi, who has been a realtor since 2009, lives in Towson with his wife, Vivian, and three children—Victoria, age 11; Sophia, age 9; and Bruce, age 8. He fell into real estate during a very tough year—the 2008-2009 market crash. Previously, he had worked at a Real Estate Title Company for 11 years.

“My boss said he couldn’t afford to pay me anymore, so instead of being at the end of real estate transactions, I decided to help people at the beginning of the process and guide them to the end,” he said.

Chi’s team includes himself, and Mia Capan, who lives only two blocks away from him. “Every week we go to a Broker’s Open and work on TikTok or YouTube videos. We make walk-through videos and parodies.” His parodies have gained him an intense following—already 21.5K followers on TikTok.

Mia creates the videos with Chi. “She has a wonderful energy about her. She’s vibrant, energetic, and enthusiastic. Most importantly, she’s great at developing relationships and has a natural ability to be able to connect with people,” Chi said.

He sees the real estate profession as immensely important. “The ‘big three’ life moments are getting married, having kids and buying a house for the family,” Chi said. “Life is stressful enough as it is. We are here to make the real estate process easier, less stressful, have fun, and help clients achieve their financial goals.”

Chi projects his energy via social media. “If clients gravitate toward us, they reach out,” he said. “I came in when everyone else went out of real estate.”

When he lived in Patterson Park years ago, he started small and then grew to be the neighborhood real estate expert by word-of-mouth. Now, he’s in a new neighborhood, still has the former neighborhood connections, and social media. His numbers show the success of his efforts: in 2022, he hit \$13 million and he is on target for \$10 million in 2023.

“My passion is my family and helping as many people as I can with their real estate needs. Buying and selling houses in today’s market can be very stressful. We are here to make the experience enjoyable.”



Family life keeps Chi busy, too. Daughter Victoria is in the Peabody choir, Sophia and Bruce are involved in school plays and play the violin. All three children are learning Chinese. “They are best friends to each other, play together, and read.”

Chi credits his wife, Vivian, for masterfully balancing her work, support of Chi’s work, and their family. “She is a wonderful supportive wife who always encourages my growth. She’s a wonderful life partner, I can’t do what I do without her by my side,” he said. Vivian is one of the Senior Directors of Operations for Johns Hopkins Medicine and has a team of 400 people under her. “Even with all the demands at work, she manages to be such a loving and caring mother to our three beautiful children.”

“ Life is stressful enough as it is. We are here to make the real estate process easier, less stressful, have fun, and help clients achieve their financial goals. ”

For fun, Chi likes to hang out with his kids and take trips as a family. The family recently took a cruise to the Baltic Sea where they saw Sweden, Finland, Estonia, and more. “We all loved the experience on the cruise from the entertainment to the variety of food and beverages. Additionally, my in-laws were on the cruise with us so being able to share this experience with our loved ones was one of the highlights of our trip,” Chi said. In 2023, the family took a memorable trip to Yellowstone.

Chi’s parodies of real estate on social media not only garner him clients, but they’re also a tool to help him de-stress. “I drop off the kids at school every day, work out, stay healthy. Making parody videos relaxes me,” he said.

One thing that not many people know about Chi is that he moved to the United States with his family from Hong Kong when he was nine years old. He and his younger brother “little Chi” learned to speak English by watching American cartoons. “I immersed myself in learning. I watched “He-Man” and “G.I. Joe.”

Chi’s parents opened a food establishment when they moved to the States and that’s where Chi learned the value of customer service. He learned to keep clients happy so they would keep coming back. Fifty percent of his current business is repeat business and referrals.

“I love to help people and at the same time have fun. Real estate is not just a transactional process.”

Chi loves to share his knowledge of social media with others. “A lot of people view social media as perfect. They’re afraid to put themselves out there because they don’t want to come across as imperfect. In reality, being imperfect is more real. Being ourselves, being authentic, is better than trying to be perfect. You just have to do it.”

What advice does Chi have for others venturing into the social media landscape? “It’s the consistency of what you do. You are your own channel. It’s not just a sales pitch—be authentic.”

Life for a Realtor can be stressful, Chi admits. “Right now, my life is good. The big picture is that I have three healthy kids, a nice house, and we’re able to travel. There will always be stress.” Chi plans to deal with that stress with a sense of humor and ease others’ troubles along the way.





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A man with a shaved head, wearing a black jacket over a light blue hoodie and blue jeans, stands with his hands in his pockets in front of a large wooden door. The background is a warm, orange-toned wall.

▶ partner spotlight

By Carol Nethen West  
Photos by Alex Krebs

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# FAISAL MORSI

## of Pinpoint Skip

Baltimore-based Faisal Morsi, is a seasoned entrepreneur with a keen understanding of the many facets of real estate investing. He has successfully translated his experiences and insights into a thriving business known as Pinpoint Skip. He explains, “Skip tracing is basically simple. It’s the art of finding out who the owner of a property is and getting their contact information.” For wholesalers, investors and real estate agents, skip tracing provides a way to directly contact motivated property owners.

### **Real Estate Needs Real Data**

Faisal’s eagerness to share his product with real estate professionals stems from his own experience as a real estate investor. He comments, “When I talk to realtors, I often ask, ‘Hey, where are you getting your leads, deals and listings?’ The number one answer that I get is ‘referrals and sphere of influence.’ I teach realtors that sources like that simply aren’t scalable or predictable. Whereas, if realtors used motivated seller data to target people who need to sell, they’d have a much better way to grow a real business.”

### **Integrity is Everything**

What sets Faisal apart is a potent blend of data analysis skills and dedication to helping others find business success. His unique edge comes from an empowering

combination of intelligence, curiosity and persistence. In a business where data integrity is everything, Faisal delivers well-researched information mined from standard and more cultivated sources.

### **Breaking It Down**

Faisal remarks, “Once I saw that realtors could benefit from my data, I started teaching them how to target motivated sellers just like wholesalers and investors do.”

Faisal breaks down the concept, commenting, “Investors and wholesalers can only offer so much; typically it’s 60 to 70% of the value of the home. Whereas realtors can offer to list the property and get 100% of the value of the home for the seller.”

He continues, “But, sometimes a property needs to be freshened up and it might take a little longer to get it list-ready.” When a seller isn’t able to wait, Faisal wants his clients to be prepared and teaches them about how to make a cash offer.

Speaking as a cash investor himself, Faisal advises, “With cash, you can buy a house “as is” and close in 30 days. I tell sellers they can leave behind whatever they want. There’s no inspection, no appraisals, no financing contingencies - just my business as an investor.”

#### **Entrepreneur Training**

Academically, Faisal’s initial interest in management and marketing took him to The University of Baltimore, where he earned a Bachelor’s degree in 2012. For the next seven years, he commuted to DC, working as a DOD contractor while always keeping an eye out for a better opportunity, closer to home. When his entrepreneurial spirit took him back to school, he discovered a computer programming language he claims “worked well with my brain.” Faisal says, “It just so happened to be a database programming language.”

During the pandemic, Faisal gained traction as a real estate investor, with an ever-increasing interest in off-market properties. His success led to his decision to launch Pinpoint Skip, an entrepreneurial effort that distinguishes him well in the real estate industry.

#### **A Dedicated Family Man**

Born in Columbia, MD to Egyptian parents who, in 1978, immigrated to the United States, Faisal is a middle child among five siblings. His parents eventually moved the family to a Carroll County farm where Faisal remembers growing up and learning to always work hard.

On the home front, Faisal, his wife, Allison and their two sons, Oliver, 4,



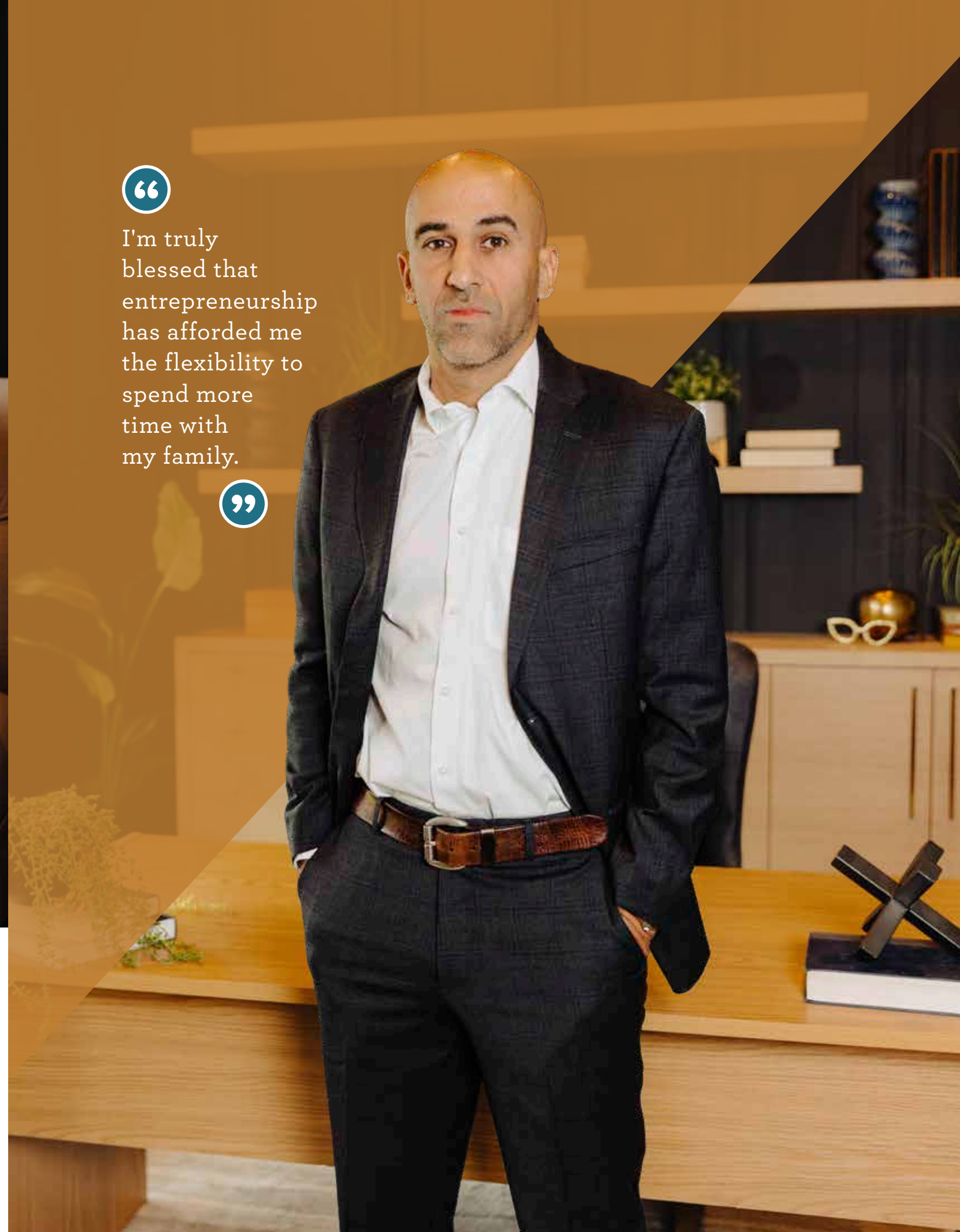
and Teddy, 1, are thrilled to be new residents of Baldwin, MD. He loves spending time with his sons, saying, “Had I still been working my previous job, I’d only get to see them for an hour in the morning and a few hours at night. I just enjoy the fact that I get to spend these first few years of their lives not working a traditional 9-5. I’m truly blessed that entrepreneurship has afforded me the flexibility to spend more time with my family.”

#### **Innovation in Real Estate**

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▶▶ cover story

By Pat Rippey  
Photos by Maryland Photography Inc.

# Lois *Alberti*

## — finding her path

Lois Alberti of Aberti Realty is living proof that there's more than one path to success. Her journey from a troubled young adult to a successful agent, broker, and co-owner of a licensed contracting company is a testament to her resilience and persistence towards improvement and self-fulfillment.

She speaks candidly of her early struggles with alcohol and what it took to overcome them. "I was *that* kid," she says, recalling getting into trouble with the law—for which she served several weekends in jail. Lois realized that she was the one person who could change her life.

“  
I'm a much  
better person,  
mom, everything  
— because of  
my sobriety.  
*Everything I  
have today is  
because of  
my sobriety.*  
”

“I woke up one day and I was sick and tired of living the way I was,” she recounts, describing her road to sobriety. Lois credits her supportive family and her husband Aeron with pushing her and always having her back. The couple met in 2012, when Aeron had already been in recovery for 5 years. Together they make a great team—running the contracting business, raising their children—and staying sober. “I’m a much better person, mom, everything—because of my sobriety. Everything I have today is because of my sobriety.”

Lois came to be an agent and broker somewhat through the back door. Through her work with Unlimited Contracting Services LLC, which she runs with her husband, she saw the commissions on the sales of their investment homes and envisioned a path forward that seemed both appealing and financially rewarding. After operating a licensed daycare and then being a stay-at-home mom, she wanted to find that balance between her work and time with her kids (13-year-old stepdaughter Ella, 8-year-old Hayley, and 6-year-old twins Blake and Bryce). She obtained her real estate license in 2017, and then opened her brokerage in 2021. Like many working moms, Lois feels she’s never doing enough for her children. “I try to be as present as I can,” Lois says, adding that being a mom is “the only thing I’ve ever wanted to be perfect at.” Being present means being available, and having the family home next door to Lois’s real estate office in Havre de Grace allows her to do just that.

**“It’s the People Around Me”**

Lois describes her agency as “investor-friendly,” as she serves investors from both her positions in real estate and the home renovation company. She says investors make great clients; they are motivated sellers and able to find solutions despite the current market. In 2022 her production was 146 units and over \$45 million in volume. She has closed over 130 homes as of November 2023, the vast majority of them listings. Lois takes great pride in being able to help her clients every step of the way and feels that her experience and insight into investment properties help get the deal to the table. She gets great satisfaction from seeing things through. “Every transaction I treat like it’s my own house,” Lois attests. “Every single one is special to me.” She says her vendors play a huge part in her success—such as the stagers and professional photographers who all work together for the final product. She says her husband, clients, and realtors make her life easy. “Everything I have—all my success, It’s the people around me.”



---

“ Success is not the key to happiness. Happiness is the key to success.

*If you love what you are doing, you will be successful. ”*

---

Despite the credit she gives to others, Lois is basically a one-woman show. With no assistant, she promises she will be the one to answer the phone. She has 11 agents in her office who she describes as self-motivated and needing very little management. Lois knows how valuable time is, and wants to spend it communicating with her clients. It's a wonder she has any time at all, given that she and Aeron are on pace to flip 40 houses this year, own nearly 200 rental units, and are currently building their dream house in Fallston. Although she loves Havre de Grace and plans to keep her office there, the new house represents everything they've worked for.

**Happiness is the key to success**

The time she does have to enjoy herself is spent cheering on the Baltimore Ravens. Lois describes herself as a huge football fan, is a season ticket holder, and even makes it to a few away games each year. As for family vacations—she might have a Disney problem. After three consecutive trips to the Florida park, the family needed to take a break. A trip to Hawaii may be in their future; Lois says that's her dream destination, and she plans to bring the kids.

A few charities are near and dear to Lois's heart; she supports efforts that address autism and people in recovery. She remains realistic and grateful regarding her current success, given all it has taken to get there. She takes to heart the words of Albert Schweitzer: "Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."



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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
1	Adam M Shpritz	Ashland Auction Group LLC	996	\$53,141,575
2	Tineshia R. Johnson	NVR Services, Inc.	885.5	\$453,508,384
3	Kathleen Cassidy	DRH Realty Capital, LLC.	718	\$363,044,056
4	Lee M Shpritz	Ashland Auction Group LLC	344	\$18,762,059
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	294.5	\$141,319,672
6	Robert J Lucido	Keller Williams Lucido Agency	243.5	\$164,645,748
7	Shawn M Evans	Monument Sotheby's International Realty	195	\$143,251,198
8	Nickolaus B Waldner	Keller Williams Realty Centre	157	\$73,791,582
9	Joseph A Petrone	Monument Sotheby's International Realty	149	\$97,884,033
10	Lois Margaret Alberti	Alberti Realty, LLC	145	\$42,384,050
11	Lee R. Tessier	EXP Realty, LLC	141.5	\$54,254,710
12	Gina M Gargeu	Century 21 Downtown	134.5	\$24,443,667
13	Gina L White	Lofgren-Sargent Real Estate	125	\$54,656,325
14	Daniel McGhee	Homeowners Real Estate	120	\$46,814,300
15	Jeremy Michael McDonough	Mr. Lister Realty	119	\$42,594,117
16	Charlotte Savoy	Keller Williams Integrity	115	\$50,907,304
17	David Orso	Berkshire Hathaway HomeServices PenFed Realty	114	\$121,667,550
18	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	108	\$28,580,340
19	Bradley R Kappel	TTR Sotheby's International Realty	101.5	\$195,582,998
20	Lauren Ryan	NVR Services, Inc.	96	\$45,753,249
21	James T Weiskerger	Next Step Realty	94.5	\$51,402,040
22	Larry E Cooper	Alex Cooper Auctioneers, Inc.	94	\$14,281,550
23	Daniel M Billig	A.J. Billig & Company	91	\$16,364,205
24	Matthew D Rhine	Keller Williams Legacy	87	\$33,453,950
25	Laura M Snyder	American Premier Realty, LLC	86	\$36,214,678
26	Mark D Simone	Keller Williams Legacy	85	\$33,967,604
27	Gregory A Cullison Jr.	EXP Realty, LLC	82.5	\$23,100,003
28	Jeannette A Westcott	Keller Williams Realty Centre	81.5	\$41,457,330
29	Kim Barton	Keller Williams Legacy	81.5	\$34,361,250
30	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	80.5	\$48,062,616
31	Michael J Schiff	EXP Realty, LLC	78.5	\$27,674,875
32	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	77	\$29,251,583
33	Jim W Bim	Winning Edge	75	\$25,691,200
34	Tracy J. Lucido	Keller Williams Lucido Agency	74	\$56,387,575

RANK	NAME	OFFICE	SALES	TOTAL
35	Montaz Maurice McCray	Keller Williams Realty Centre	72	\$21,816,345
36	Tom Atwood	Keller Williams Metropolitan	70.5	\$21,811,561
37	Kelly Schuit	Next Step Realty	70	\$32,324,400
38	Daniel B Register IV	Northrop Realty	70	\$18,195,825
39	STEPHEN PIPICH Jr.	VYBE Realty	69	\$22,660,663
40	Vincent J. Steo	Your Home Sold Guaranteed Realty	69	\$21,933,100
41	Tony Migliaccio	Long & Foster Real Estate, Inc.	67	\$28,553,824
42	Daniel Borowy	Redfin Corp	66	\$34,742,350
43	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	66	\$28,956,125
44	Jonathan Scheffenacker	Redfin Corp	65	\$25,850,800
45	Un H McAdory	Realty 1 Maryland, LLC	64.5	\$41,700,650
46	Matthew S Cooper	Alex Cooper Auctioneers, Inc.	64.5	\$11,618,610
47	Timothy Langhauser	Compass Home Group, LLC	63.5	\$23,255,091
48	Robert A Commodari	EXP Realty, LLC	63	\$21,145,412
49	Vincent M Caropreso	Keller Williams Flagship of Maryland	61.5	\$26,464,775
50	Jared T Block	Alex Cooper Auctioneers, Inc.	61.5	\$14,791,455

Disclaimer: Statistics are derived from closed sales data. Data pulled on January 6th 2024, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. 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. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.



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# TOP 150 STANDINGS • BY UNITS

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

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	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	61	\$47,469,390
52	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	61	\$29,010,190
53	Louis Chirgott	Corner House Realty Premiere	61	\$28,207,704
54	Pamela A Terry	EXP Realty, LLC	60.5	\$7,445,700
55	Elizabeth Ellis	Brookfield Mid-Atlantic Brokerage, LLC	60	\$38,280,777
56	Enoch P Moon	Realty 1 Maryland, LLC	59	\$24,730,000
57	Creig E Northrop III	Northrop Realty	58	\$54,673,400
58	Bill Franklin	Long & Foster Real Estate, Inc.	58	\$28,838,304
59	Mitchell J Toland Jr.	Redfin Corp	58	\$20,160,619
60	Wendy Slaughter	Elevate Real Estate Brokerage	57.5	\$29,135,792
61	Charles N Billig	A.J. Billig & Company	57	\$9,309,588
62	Brian M Pakulla	RE/MAX Advantage Realty	56.5	\$39,809,511
63	Alex B Fox	Allfirst Realty, Inc.	55.5	\$17,285,400
64	Dassi Lazar	Lazar Real Estate	55	\$19,382,597
65	Kimberly A Lally	EXP Realty, LLC	54.5	\$22,179,800
66	Robert Elliott	Redfin Corp	54	\$17,979,718

RANK	NAME	OFFICE	SALES	TOTAL
67	Yevgeny Drubetskoy	EXP Realty, LLC	54	\$17,343,625
68	Timothy Lee Joseph Dominick	Coldwell Banker Realty	54	\$10,353,400
69	Grant Bim	Winning Edge	53	\$17,974,300
70	Luis H Arrazola	A.J. Billig & Company	52.5	\$6,157,688
71	Heidi S Krauss	Krauss Real Property Brokerage	52	\$69,293,540
72	Jessica L Young-Stewart	RE/MAX Executive	52	\$22,008,345
73	James H Stephens	EXP Realty, LLC	51.5	\$18,195,750
74	AMELIA E SMITH	Redfin Corp	51	\$28,440,115
75	Barry J Nabozny	RE/MAX Premier Associates	51	\$23,497,580
76	Liz A. Ancel	Cummings & Co. Realtors	50.5	\$21,582,355
77	Mark A. Ritter	Revol Real Estate, LLC	50.5	\$20,379,417
78	John C Kantorski Jr.	EXP Realty, LLC	50.5	\$18,464,525
79	Missy A Aldave	Northrop Realty	50	\$24,455,275
80	Kathy A Banaszewski	Real Estate Professionals, Inc.	50	\$13,448,540
81	cory andrew willems	EXP Realty, LLC	49.5	\$12,374,750
82	Mark Richa	Cummings & Co. Realtors	49	\$20,778,900
83	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	49	\$19,853,400
84	Allen J Stanton	RE/MAX Executive	48.5	\$22,020,425
85	Ricky Cantore III	RE/MAX Advantage Realty	48	\$26,884,430
86	Veronica A Sniscak	Compass	48	\$26,193,470
87	Sergey A taksis	Long & Foster Real Estate, Inc.	48	\$20,388,949
88	Terry A Berkeridge	Advance Realty Bel Air, Inc.	48	\$15,063,550
89	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	48	\$10,496,735
90	Gavriel Khoshkheraman	Pickwick Realty	48	\$7,133,000
91	James P Schaecher	Keller Williams Flagship of Maryland	47.5	\$24,800,500
92	Sunna Ahmad	Cummings & Co. Realtors	47	\$35,959,955
93	Jessica H Dailey	Compass	47	\$17,978,420
94	Ronald W. Howard	RE/MAX Advantage Realty	47	\$16,431,652
95	Dariusz Bogacki	Cummings & Co. Realtors	46.5	\$11,045,050
96	Santiago Carrera	Exit Results Realty	46	\$15,496,349
97	Jim Rambo	ABR	46	\$6,688,200
98	Adam Chubbuck	Douglas Realty, LLC	45.5	\$18,786,000
99	Brian D Saver	Northrop Realty	45	\$39,358,894
100	Leslie Ikle	Redfin Corp	45	\$25,233,888

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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	Bryan G Schafer	Next Step Realty	45	\$19,228,818
102	Kate A Barnhart	Keller Williams Gateway LLC	45	\$14,176,877
103	Sandra E Echenique	Keller Williams Gateway LLC	45	\$9,907,540
104	Tiffany S Domneys	ExecuHome Realty	45	\$9,714,301
105	Ryan R Briggs	Anne Arundel Properties, Inc.	44.5	\$26,643,554
106	Tyler Ell	Keller Williams Realty Centre	44.5	\$22,612,096
107	Nancy A Hulsman	Coldwell Banker Realty	44	\$23,779,886
108	Jeff D Washo	Compass	44	\$19,784,375
109	Juwan Lee Richardson	Keller Williams Legacy	44	\$10,756,998
110	PETER WONG	VYBE Realty	43.5	\$14,980,049
111	Keiry Martinez	ExecuHome Realty	43.5	\$12,528,700
112	Jennifer H Bonk	Keller Williams Flagship of Maryland	43	\$22,987,275
113	Bethanie M Fincato	Cummings & Co. Realtors	43	\$17,817,440
114	Jeremy S Walsh	Coldwell Banker Realty	42.5	\$23,486,500
115	Colleen M Smith	Long & Foster Real Estate, Inc.	42	\$31,273,790
116	Trent C Gladstone	Keller Williams Integrity	42	\$20,290,025
117	Mark C Ruby	RE/MAX Advantage Realty	42	\$19,186,729
118	Andrew Johns III	Keller Williams Gateway LLC	42	\$13,953,689
119	Kevin L Reeder	RE/MAX First Choice	42	\$10,859,695
120	Tracy Vasquez	Cummings & Co. Realtors	41.5	\$17,728,864
121	Terence P Brennan	Long & Foster Real Estate, Inc.	41.5	\$12,502,836
122	Brian I Leibowitz	Maryland Realty Company	41	\$7,863,889
123	Brendan Butler	Cummings & Co. Realtors	40.5	\$17,476,510
124	Jennifer A Bayne	Long & Foster Real Estate, Inc.	40.5	\$16,623,900
125	Ashley B Richardson	Monument Sotheby's International Realty	40	\$23,090,901
126	Nicholas W Bogardus	Compass	40	\$15,471,399
127	Derek Blazer	Cummings & Co. Realtors	40	\$14,775,500
128	Steve R Kuzma	Weichert, Realtors - Diana Realty	40	\$13,209,733
129	William C Featherstone	Featherstone & Co.,LLC.	40	\$9,760,200
130	Ann M King	Taylor Properties	40	\$5,635,100
131	Anthony M Friedman	Northrop Realty	39.5	\$31,019,860
132	Matthew Mindel	Next Step Realty	39.5	\$19,920,900
133	Christopher W Palazzi	Cummings & Co. Realtors	39.5	\$10,614,000
134	William M Savage	Keller Williams Legacy	39.5	\$9,847,750

RANK	NAME	OFFICE	SALES	TOTAL
135	VENKATESWARA RAO GURRAM	Samson Properties	39	\$22,726,378
136	Chiu K Wong	Advantage Realty of Maryland	39	\$16,606,400
137	Robert P Frey	Exit Results Realty	39	\$15,292,750
138	Donald L Beecher	Redfin Corp	39	\$15,082,574
139	Aimee C O'Neill	O'Neill Enterprises Realty	39	\$11,866,228
140	Bob Simon	Long & Foster Real Estate, Inc.	39	\$9,935,000
141	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	39	\$9,745,162
142	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	39	\$5,738,770
143	Melissa L Murray	Compass	38.5	\$27,880,450
144	Ryan Bandell	Keller Williams Realty Centre	38.5	\$18,289,248
145	Shaquille McCray	Keller Williams Flagship of Maryland	38.5	\$14,639,249
146	Kathleen M Higginbotham	Keller Williams Flagship of Maryland	38	\$22,165,037
147	Carol L Tinnin	RE/MAX Leading Edge	38	\$18,974,312
148	John W Logan	Keller Williams Realty Centre	38	\$17,154,459
149	Michael H Bennett	Compass	37.5	\$18,077,450
150	Michael Green	Witz Realty, LLC	37.5	\$11,876,977

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# TOP 150 STANDINGS • BY VOLUME

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

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	Tineshia R. Johnson	NVR Services, Inc.	885.5	\$453,508,384
2	Kathleen Cassidy	DRH Realty Capital, LLC.	718	\$363,044,056
3	Bradley R Kappel	TTR Sotheby's International Realty	101.5	\$195,582,998
4	Robert J Lucido	Keller Williams Lucido Agency	243.5	\$164,645,748
5	Shawn M Evans	Monument Sotheby's International Realty	195	\$143,251,198
6	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	294.5	\$141,319,672
7	David Orso	Berkshire Hathaway HomeServices PenFed Realty	114	\$121,667,550
8	Joseph A Petrone	Monument Sotheby's International Realty	149	\$97,884,033
9	Nickolaus B Waldner	Keller Williams Realty Centre	157	\$73,791,582
10	Heidi S Krauss	Krauss Real Property Brokerage	52	\$69,293,540
11	Tracy J. Lucido	Keller Williams Lucido Agency	74	\$56,387,575
12	Creig E Northrop III	Northrop Realty	58	\$54,673,400
13	Gina L White	Lofgren-Sargent Real Estate	125	\$54,656,325
14	Lee R. Tessier	EXP Realty, LLC	141.5	\$54,254,710
15	Adam M Shpritz	Ashland Auction Group LLC	996	\$53,141,575
16	James T Weiskerger	Next Step Realty	94.5	\$51,402,040

RANK	NAME	OFFICE	SALES	TOTAL
17	Charlotte Savoy	Keller Williams Integrity	115	\$50,907,304
18	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	80.5	\$48,062,616
19	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	61	\$47,469,390
20	Daniel McGhee	Homeowners Real Estate	120	\$46,814,300
21	Lauren Ryan	NVR Services, Inc.	96	\$45,753,249
22	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	33.5	\$43,811,750
23	Georgeann A Berkinshaw	Coldwell Banker Realty	26	\$43,432,000
24	Charlie Hatter	Monument Sotheby's International Realty	30	\$42,842,045
25	Jeremy Michael McDonough	Mr. Lister Realty	119	\$42,594,117
26	Lois Margaret Alberti	Alberti Realty, LLC	145	\$42,384,050
27	Un H McAdory	Realty 1 Maryland, LLC	64.5	\$41,700,650
28	Jeannette A Westcott	Keller Williams Realty Centre	81.5	\$41,457,330
29	Brian M Pakulla	RE/MAX Advantage Realty	56.5	\$39,809,511
30	Brian D Saver	Northrop Realty	45	\$39,358,894
31	Elizabeth Ellis	Brookfield Mid-Atlantic Brokerage, LLC	60	\$38,280,777
32	Laura M Snyder	American Premier Realty, LLC	86	\$36,214,678
33	Sunna Ahmad	Cummings & Co. Realtors	47	\$35,959,955
34	Daniel Borowy	Redfin Corp	66	\$34,742,350
35	Kim Barton	Keller Williams Legacy	81.5	\$34,361,250
36	Mark D Simone	Keller Williams Legacy	85	\$33,967,604
37	Matthew D Rhine	Keller Williams Legacy	87	\$33,453,950
38	Alexandra T Sears	TTR Sotheby's International Realty	28	\$33,445,000
39	Reid Buckley	Long & Foster Real Estate, Inc.	21	\$32,639,499
40	Kelly Schuit	Next Step Realty	70	\$32,324,400
41	Colleen M Smith	Long & Foster Real Estate, Inc.	42	\$31,273,790
42	Anthony M Friedman	Northrop Realty	39.5	\$31,019,860
43	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	77	\$29,251,583
44	Wendy Slaughter	Elevate Real Estate Brokerage	57.5	\$29,135,792
45	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	61	\$29,010,190
46	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	66	\$28,956,125
47	Bill Franklin	Long & Foster Real Estate, Inc.	58	\$28,838,304
48	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	108	\$28,580,340
49	Tony Migliaccio	Long & Foster Real Estate, Inc.	67	\$28,553,824
50	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	30	\$28,538,614

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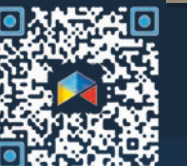
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# TOP 150 STANDINGS • BY VOLUME


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

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	AMELIA E SMITH	Redfin Corp	51	\$28,440,115
52	Louis Chirgott	Corner House Realty Premiere	61	\$28,207,704
53	Melissa L Murray	Compass	38.5	\$27,880,450
54	Michael J Schiff	EXP Realty, LLC	78.5	\$27,674,875
55	Ricky Cantore III	RE/MAX Advantage Realty	48	\$26,884,430
56	Ryan R Briggs	Anne Arundel Properties, Inc.	44.5	\$26,643,554
57	Vincent M Caropreso	Keller Williams Flagship of Maryland	61.5	\$26,464,775
58	Veronica A Sniscak	Compass	48	\$26,193,470
59	Jonathan Scheffenacker	Redfin Corp	65	\$25,850,800
60	Jim W Bim	Winning Edge	75	\$25,691,200
61	Wendy T Oliver	Coldwell Banker Realty	36	\$25,622,500
62	Jason W Perlow	Monument Sotheby's International Realty	35	\$25,561,500
63	Carol Snyder	Monument Sotheby's International Realty	30	\$25,312,700
64	Leslie Ikle	Redfin Corp	45	\$25,233,888
65	Elizabeth C Dooner	Coldwell Banker Realty	22	\$25,114,500
66	James P Schaecher	Keller Williams Flagship of Maryland	47.5	\$24,800,500
67	Enoch P Moon	Realty 1 Maryland, LLC	59	\$24,730,000
68	Jeremy Batoff	Compass	22.5	\$24,585,570
69	Pamela A Tierney	Long & Foster Real Estate, Inc.	19	\$24,535,500
70	Missy A Aldave	Northrop Realty	50	\$24,455,275
71	Gina M Gargeu	Century 21 Downtown	134.5	\$24,443,667
72	Jennifer Holden	Compass	35.5	\$24,079,390
73	Nancy A Hulsman	Coldwell Banker Realty	44	\$23,779,886
74	Barry J Nabozny	RE/MAX Premier Associates	51	\$23,497,580
75	Jeremy S Walsh	Coldwell Banker Realty	42.5	\$23,486,500
76	Timothy Langhauser	Compass Home Group, LLC	63.5	\$23,255,091
77	Arian Sargent Lucas	Lofgren-Sargent Real Estate	28	\$23,115,250
78	Gregory A Cullison Jr.	EXP Realty, LLC	82.5	\$23,100,003
79	Ashley B Richardson	Monument Sotheby's International Realty	40	\$23,090,901
80	Jennifer H Bonk	Keller Williams Flagship of Maryland	43	\$22,987,275
81	VENKATESWARA RAO GURRAM	Samson Properties	39	\$22,726,378
82	STEPHEN PIPICH Jr.	VYBE Realty	69	\$22,660,663
83	Tyler Ell	Keller Williams Realty Centre	44.5	\$22,612,096
84	Travis O Gray	Engel & Volkers Annapolis	21	\$22,603,500

RANK	NAME	OFFICE	SALES	TOTAL
85	David C Luptak	Long & Foster Real Estate, Inc.	33	\$22,462,800
86	Kimberly A Lally	EXP Realty, LLC	54.5	\$22,179,800
87	Kathleen M Higginbotham	Keller Williams Flagship of Maryland	38	\$22,165,037
88	Lisa E Kittleman	Keller Williams Integrity	34.5	\$22,148,100
89	Allen J Stanton	RE/MAX Executive	48.5	\$22,020,425
90	Jessica L Young-Stewart	RE/MAX Executive	52	\$22,008,345
91	Vincent J. Steo	Your Home Sold Guaranteed Realty	69	\$21,933,100
92	Montaz Maurice McCray	Keller Williams Realty Centre	72	\$21,816,345
93	Tom Atwood	Keller Williams Metropolitan	70.5	\$21,811,561
94	Liz A. Ancel	Cummings & Co. Realtors	50.5	\$21,582,355
95	Robert A Commodari	EXP Realty, LLC	63	\$21,145,412
96	Robert A Kinnear	RE/MAX Advantage Realty	30	\$20,990,900
97	Mark Richa	Cummings & Co. Realtors	49	\$20,778,900
98	Sarah E Garza	Keller Williams Flagship of Maryland	36.5	\$20,571,800
99	Sergey A taksis	Long & Foster Real Estate, Inc.	48	\$20,388,949
100	Mark A. Ritter	Revol Real Estate, LLC	50.5	\$20,379,417

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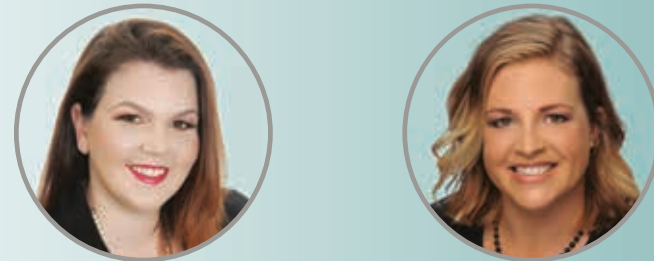
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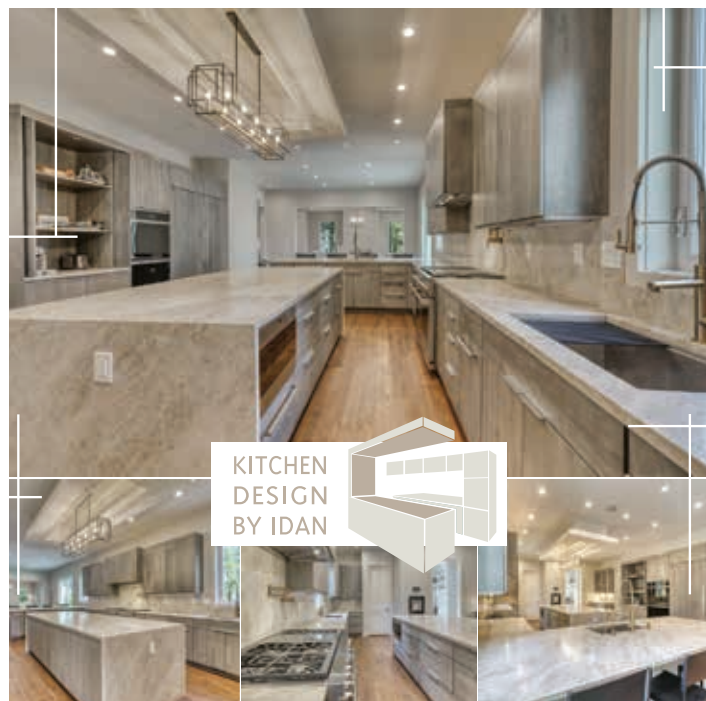


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# TOP 150 STANDINGS • BY VOLUME

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

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	James M. Baldwin	Compass	32.5	\$20,367,550
102	Trent C Gladstone	Keller Williams Integrity	42	\$20,290,025
103	Joanna M Dalton	Coldwell Banker Realty	24	\$20,270,900
104	Mitchell J Toland Jr.	Redfin Corp	58	\$20,160,619
105	Matthew Mindel	Next Step Realty	39.5	\$19,920,900
106	Moe Farley	Coldwell Banker Realty	25	\$19,865,320
107	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	49	\$19,853,400
108	Steve Allnutt	RE/MAX Advantage Realty	34	\$19,812,399
109	Jeff D Washo	Compass	44	\$19,784,375
110	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	29	\$19,727,167
111	Dassi Lazar	Lazar Real Estate	55	\$19,382,597
112	F. Aidan Surlis Jr.	RE/MAX Leading Edge	36.5	\$19,354,961
113	Shun Lu	Keller Williams Realty Centre	24.5	\$19,326,570
114	Betty P Batty	Compass	22	\$19,288,300
115	Greg M Kinnear	RE/MAX Advantage Realty	36.5	\$19,234,810
116	Bryan G Schafer	Next Step Realty	45	\$19,228,818

RANK	NAME	OFFICE	SALES	TOTAL
117	June M Steinweg	Long & Foster Real Estate, Inc.	24.5	\$19,208,500
118	Mark C Ruby	RE/MAX Advantage Realty	42	\$19,186,729
119	Joshua Shapiro	Douglas Realty, LLC	36.5	\$19,185,250
120	Eric Steinhoff	EXP Realty, LLC	31	\$19,164,265
121	Matthew P Wyble	Next Step Realty	35	\$19,161,207
122	Karla Pinato	Northrop Realty	21.5	\$18,989,155
123	Carol L Tinnin	RE/MAX Leading Edge	38	\$18,974,312
124	Jennifer Schaub	Long & Foster Real Estate, Inc.	32	\$18,960,690
125	Adam Chubbuck	Douglas Realty, LLC	45.5	\$18,786,000
126	Lee M Shpritz	Ashland Auction Group LLC	344	\$18,762,059
127	Alisa Goldsmith	Next Step Realty	20	\$18,747,000
128	Arianit Musliu	Redfin Corp	31	\$18,737,040
129	Christopher B Carroll	RE/MAX Advantage Realty	36	\$18,729,400
130	Beth Viscarra	Cummings & Co. Realtors	30	\$18,674,014
131	Jason P Donovan	RE/MAX Leading Edge	37	\$18,575,177
132	Caroline Paper	AB & Co Realtors, Inc.	31.5	\$18,555,765
133	Jessica DuLaney (Nonn)	Next Step Realty	37	\$18,528,700
134	Julie Singer	Northrop Realty	31.5	\$18,466,115
135	John C Kantorski Jr.	EXP Realty, LLC	50.5	\$18,464,525
136	Tina C Cheung	EXP Realty, LLC	31	\$18,446,476
137	Ryan Bandell	Keller Williams Realty Centre	38.5	\$18,289,248
138	Zugell Jamison	Cummings & Co. Realtors	31.5	\$18,229,450
139	Daniel B Register IV	Northrop Realty	70	\$18,195,825
140	James H Stephens	EXP Realty, LLC	51.5	\$18,195,750
141	Francis R Mudd III	Schwartz Realty, Inc.	37	\$18,150,425
142	Deepak Nathani	EXP Realty, LLC	35.5	\$18,140,100
143	Michael H Bennett	Compass	37.5	\$18,077,450
144	Marni B Sacks	Northrop Realty	30	\$18,055,197
145	Robert Elliott	Redfin Corp	54	\$17,979,718
146	Jessica H Dailey	Compass	47	\$17,978,420
147	Grant Bim	Winning Edge	53	\$17,974,300
148	Jennifer C Cernik	Next Step Realty	32.5	\$17,883,900
149	Bethanie M Fincato	Cummings & Co. Realtors	43	\$17,817,440
150	Biana J Arentz	Coldwell Banker Realty	20	\$17,810,500

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**OUR MISSION**  
Support underserved communities so they can create a financial legacy and find financial independence.

**WILLIAM DENT**  
CEO & President  
All Financial Services  
Black Owned Business

MBA, BBB, Equal Housing Opportunity logos and QR code are also present.

# MANIFEST

GET IN TOUCH  
443.797.7678

Through belief and action,  
*anything is possible!*

Are your current habits and actions getting you what you want in business and life? We can help!

**Our specialty is execution and our love language is results!**



*What we offer?*



Consulting & Coaching



Systems Architecture & Automation for Individuals & Teams



RE Business Strategy Support



Public Speaking & Group Training



The Ability to Manifest Anything!



“ Jen does a phenomenal job delivering all of the information you could possibly need to start and build your real estate career. She has taught me to seek opportunity and my investment career would not be where it is without Jen. ”

LAUREN STORM

START STREAMLINING YOUR BIZ TODAY!

✉ [Jen@TheManifestNetwork.com](mailto:Jen@TheManifestNetwork.com) 🖥 [www.TheManifestNetwork.com](http://www.TheManifestNetwork.com)



*It's Time to Come Home.*

*Our Core Focus is to offer your clients the best mortgage experience - making you our key realtor partner for life.*

**AT HMA MORTGAGE YOU CAN COUNT ON US FOR:**

- ✓ Quick and Efficient Lead Follow Ups
- ✓ Communication through every step of the Process
- ✓ Fast Underwriting
- ✓ Close on time, every time.

*Ask me how we can make your clients offer stand out today with the HMA Platinum Pre-Approval.*



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**20** YEARS OF  
THE N2 COMPANY



New Year, **new home**. Let Allied Mortgage help get your clients there!

My **resolution** is to continue offering the **best** service for our clients, and **servicing** this community like never before.



**Beth Wood**

Producing Branch Manager

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