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happy NEW YEAR!

Happy New Year! Our last few months have been spent planning for 2024. Events are set, each issue of the magazine is mapped out, and we have determined a focus for 2024.

This year, we are doubling down on the strength of this community.

There is a revolution happening in Real Estate. What will emerge at the other side will be as beautiful as a butterfly, yet equally as difficult. During this time of change, the industry will look for leaders — individuals who are not afraid to face these changes and march forward without hesitation.

I have a not-so-secret secret. I've known this from our very first event. This community is full of the people who will be part of history. I mean this both as a collective group and each individual in it.

We are consistently blown away at the achievements, knowledge, leadership and talent of each of you. We feel very lucky to be a part of your world. We respect and honor the relationships of the community.

This year we are focused on providing more opportunities for the best to connect, elevate, and inspire one another. I have outlined some of the things I am most excited about for 2024.

- **Magazine Celebration Socials:** All the featured agents and partners in the previous quarter will be invited to an event to celebrate them.
- **Community with Colleen Rippey:** A podcast & video interview show to share both new and proven ideas
- **Letters to the Editor Section:** Have something on your mind? We want to hear from you.
- **BRP Advisory Council:** We did this a few years ago and it's time to bring it back. Big thank you to the OG members. More to come on how to apply if you're interested!

Colleen reminds us every chance she gets “we go further faster when we work together”

Cheers to 2024!



Always,

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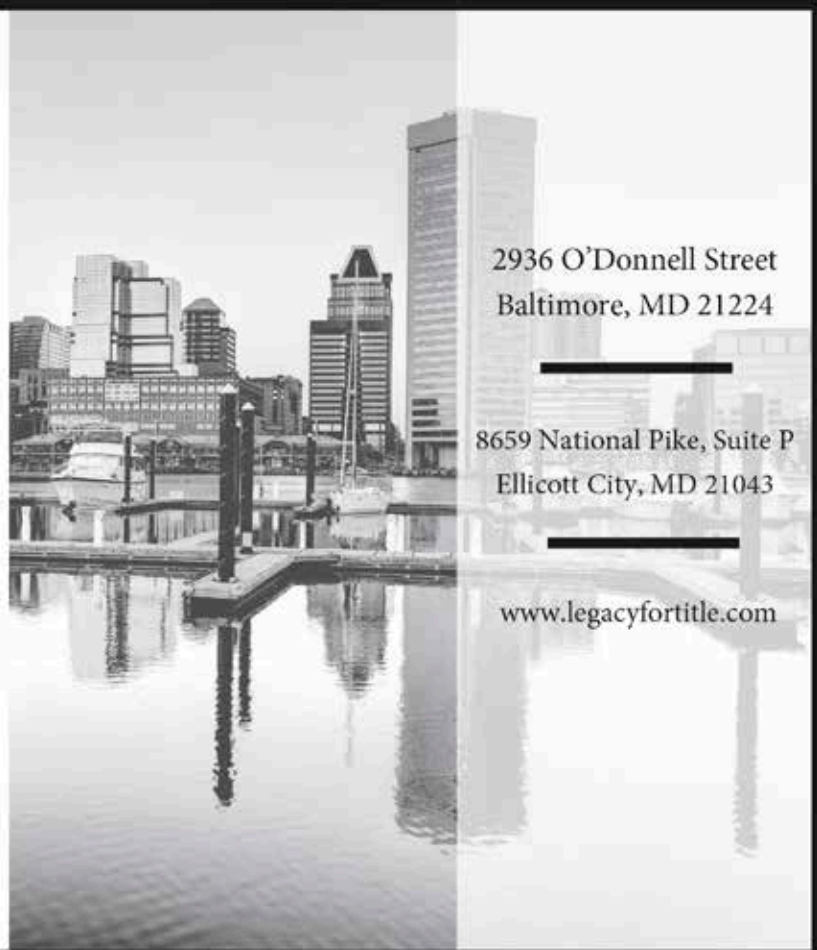


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Alison Hudler

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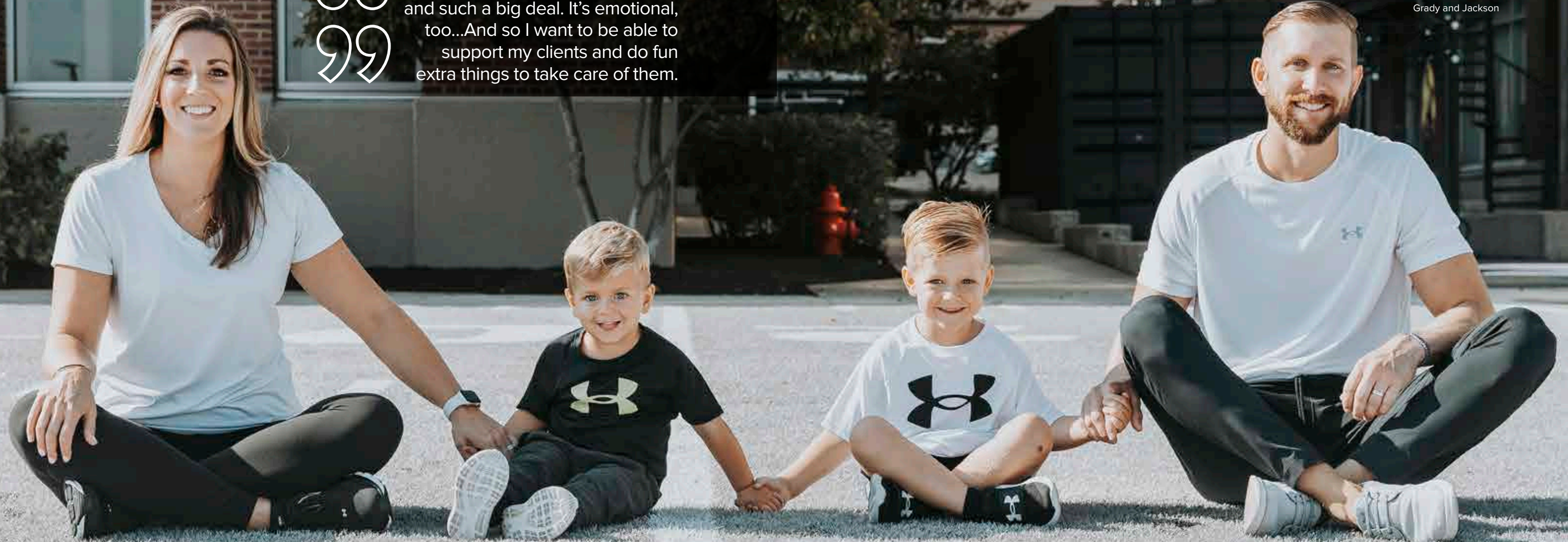
Alison Hudler has been in the real estate industry for just over five years. She closed 10.9 million in 2022 and has already closed over 14 million so far in 2023. But for Alison, it's about so much more than numbers. "Home is so important for me and my family...I've had clients say I never thought I'd be somebody to own a home and helping them get through that is really exciting."





I know buying and selling can be stressful. It's a huge investment and such a big deal. It's emotional, too...And so I want to be able to support my clients and do fun extra things to take care of them.

Alison with her husband, Garrett and two sons Grady and Jackson



As a University of Delaware graduate with a degree in hospitality business management, Alison started out in the hotel industry. When she found that “wasn’t the best fit” for her, she started with The Bozzuto Group in property management. Over four years, she rose through the ranks and her job shifted from helping tenants find a home to working with owners and internal teams to mitigate problems. At the same time, she earned her real estate license, but kept it in referral. In 2017, she decided it was time for a change. “I missed talking to people and helping people find their homes, not dealing with the maintenance team, budgets, and owners.” When she gave her notice, a friend within the

company asked if she’d be interested in selling homes in Locust Point. “I did that for a year and that was the best transition I could have asked for to get into real estate.” She moved to the top-producing team, SURE Sales Group of RE/MAX Sails, for a year and a half until going solo with Cummings & Co. Realtors. In the fall of 2023, Alison joined Compass to continue to grow. She says she feels blessed to have found her passion. “I do love real estate and I definitely don’t want to be doing anything else.”

Alison’s favorite part of being a REALTOR®? “Helping people...I feel very fortunate to be in the position that I’m in and I want to help other people achieve their goals and feel

that sense of accomplishment and pride owning their own home.” She says one key to her success is staying positive and helping her clients focus on the end goal, even through the frustrating parts of the process. These are values she learned from karate. “I ended up earning my black belt in high school, but that was very challenging, mentally and emotionally. I wanted to quit so many times...I learned a lot about perseverance and not giving up.” She says that the support of her parents was critical to achieving that goal. So, it’s no surprise that Alison is truly invested in being the best support system she can be as her clients pursue their goals. “I want it to be just

a really great, fun experience. I know buying and selling can be stressful. It’s a huge investment and such a big deal. It’s emotional, too...And so I want to be able to support my clients and do fun extra things to take care of them.”

Alison’s own support system has, for the last six years, included the Locust Point community. “The neighbors and friends we have here are really amazing. And that’s one thing I love about Locust Point – our community and the people. Everyone’s so wonderful and takes care of each other.” Case in point: a neighbor popped by during our chat to drop off a Halloween decoration for Alison’s sons, two-year-old Jackson and four-year-old

Grady. “That’s our next-door neighbor, Maggie. She’s a huge part of our life... our kids are like her pseudo grandkids.” The Hudlers love their community so much that they just moved to a bigger house in the neighborhood, a decision they say ensures they have the space to stay in Locust Point for a long time. “We absolutely love it here, and I really want to be as involved as possible. Our kids are going to daycare and school here and we want to support the neighbors, businesses, and community as much as possible.” One of the ways they are achieving this is *The 21230 Show* (@the21230show on Instagram) through which they highlight local businesses and events to engage members of the community and encourage people from

around Baltimore to get to know – and love – Locust Point and South Baltimore.

Alison truly understands the importance of a solid support system. From her family and neighbors to her clients and her past real estate team members, she’s grateful for every single person who has been there for her along the way. She pays that forward by being present, engaged, and dedicated to her clients. “I want to really be genuine and have people know I’m there for them. I don’t look at this relationship as another transaction.” She’s here to support her clients in achieving their goals of finding a home – something she knows means more than finding them a house.

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It's no secret that the real estate market isn't what it used to be. But this shouldn't stop us in our tracks. If anything, it should be the catalyst for creative thinking, trying new approaches, innovation and collaboration. This was the cornerstone of the mastermind in October, Buck the Trend: Expand While the Market Contracts.

And the theme clearly resonated - over 150 top-producing agents and industry partners came together for an impactful few hours of learning. The morning featured 2 local industry experts, Wendy Slaughter and Andrew Udem, who each had powerful nuggets to share via TED-type talks. Wendy focused on the power of gaining clarity in your life, around what you want and how you define success so that you can create that for yourself. Andrew honed in on 6 pillars to unlock potential including sales, marketing, leadership, wealth building, personal development and tech + innovation.

Each talk was followed by breakout discussion groups to fully reflect on what was being presented and more importantly, understand how it could align with individuals' lives personally and professionally.

The need to rely on this community now more than ever is paramount. If we invest in our relationships and learn from one another, there's nothing that can stop us.

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Diana Khan

▶▶ partner spotlight

By Abby Isaacs
Photos by Maryland Photography Inc.

of DK Law Group

DOES IT ALL

Diana Khan has done it all in her 15 years in real estate. Now, with her law firm, she is empowering legacies. DK Law Group is not just redefining the legal scene for REALTORS® but offers a holistic suite of services ranging from real estate deals to trusts and family law. The aim? A seamless experience for clients at every life stage.

“We provide REALTORS® a unique co-branding opportunity, ensuring their clients are supported beyond just home purchases,” Diana said. “I’ve had clients from marriage and walked them through starting businesses, getting divorces and selling houses.”

The Diana Khan Group of Companies encompasses five distinct brands and showcases her multifaceted approach. As the chief attorney, Diana’s roles are manifold. “Beyond leading the law firm, I’m a real estate broker overseeing two brokerages. My husband and I have carved a niche in real estate, covering everything from contracting to property management.”

She defines her leadership style as both tenacious and nurturing. “Many team members, regardless of age, endearingly call me ‘Mom’.” It’s more than a moniker – I believe it signifies my unwavering mentorship and ability to lead with both authority and compassion.”

With branches in Baltimore County, Howard County and as far as the Eastern Shore, DK Law Group offers

expansive legal services spanning real estate, estate planning, family law, and more. She markets to REALTORS® and their clients as a firm that operates outside conventional bounds. “Our goal is to be there for REALTORS® at all hours, blurring the lines between traditional legal practices and modern-day needs.”

Diana’s roots trace back to Bulgaria, where she was nudged towards the legal field. “In our culture, you’re either a doctor or a lawyer. I chose the latter.”

Before attending law school, she worked at a company that did short sale negotiations. It was her first taste of real estate and would set her on course to revolutionize the industry. She later earned her JD from the University of Baltimore School of Law.

“In law school, I got the corporate job with billable hours, and you get paid a six-figure salary. I absolutely hated it... A lot of it is you have somebody above you who’s just pushing billables, and many of these clients, I feel, weren’t always getting the best representation.”

This drove her back to her real estate roots. She got her broker’s license and started helping REALTORS® on the side with her legal expertise. She soon realized she could make a solo practitioner firm combining her passion for real estate, law and helping people. That was seven years ago. Today, she has a seasoned team of 22 and is continuously growing.

“Our goal is to be there for REALTORS® at all hours, blurring the lines between traditional legal practices and modern-day needs.”

Peter Severance, Diana G. Khan,
Lidianet Valdes and Steffany Perez



Family is Diana's cornerstone. She lives in Reisterstown with her husband, three children and a lively Chihuahua. "One of the biggest things I always tell people who work for me is you have to know your 'why.' My biggest 'why' is my kids; it's my family; it's travel. Entrepreneurship allows me to set my terms." This autonomy also means she can offer pro bono services, helping those in dire straits and then guiding them through life's better chapters. "Certain clients just can't pay you, but I can say, 'I will help you with your immigration issue or your domestic violence issue and in exchange, I've got a realtor I'd love you to talk to who, when you're ready to purchase, would love to help you with that, and then we'd be happy to help you with the title.' It's the ability

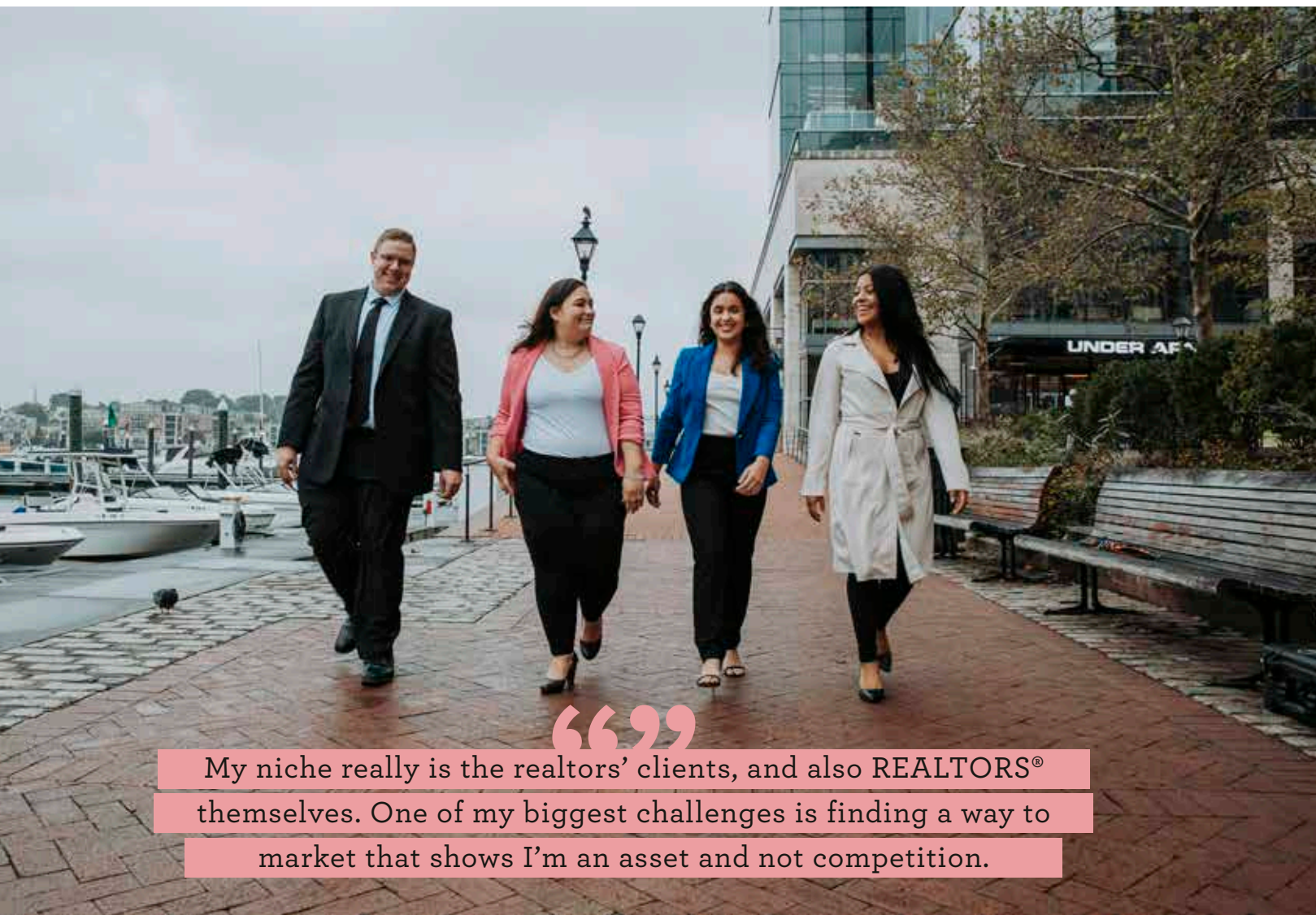
to help people at their worst and be with them through their lives that is very memorable to me. I usually start relationships at people's worst moments and grow with them. We go through house purchases or divorces."

In addition to juggling a thriving business and a beautiful family, Diana has a passion for giving back. Her active role in non-profits underscores her commitment to societal betterment. She's on the Board of Directors for the Greater Baltimore Board of REALTORS®, where she advises on real estate and legal matters facing donors and members, as well as on the board for Project PLASE (People Lacking Ample Shelter and Employment) in Baltimore City. "We're currently renovating a public

elementary school into temporary housing for the homeless community that would be more full term."

Her goal through 2024 is to continue focusing on marketing to remind REALTORS® of all the services she offers because she's selling a service that nobody else does.

"My niche really is the realtors' clients, and also REALTORS® themselves. One of my biggest challenges is finding a way to market that shows I'm an asset and not competition... There is a way to combine a lawyer into their marketing services, and there's a way to utilize a lawyer like me to help them grow in the way that I would push the referrals back to them."



“”

My niche really is the realtors' clients, and also REALTORS® themselves. One of my biggest challenges is finding a way to market that shows I'm an asset and not competition.

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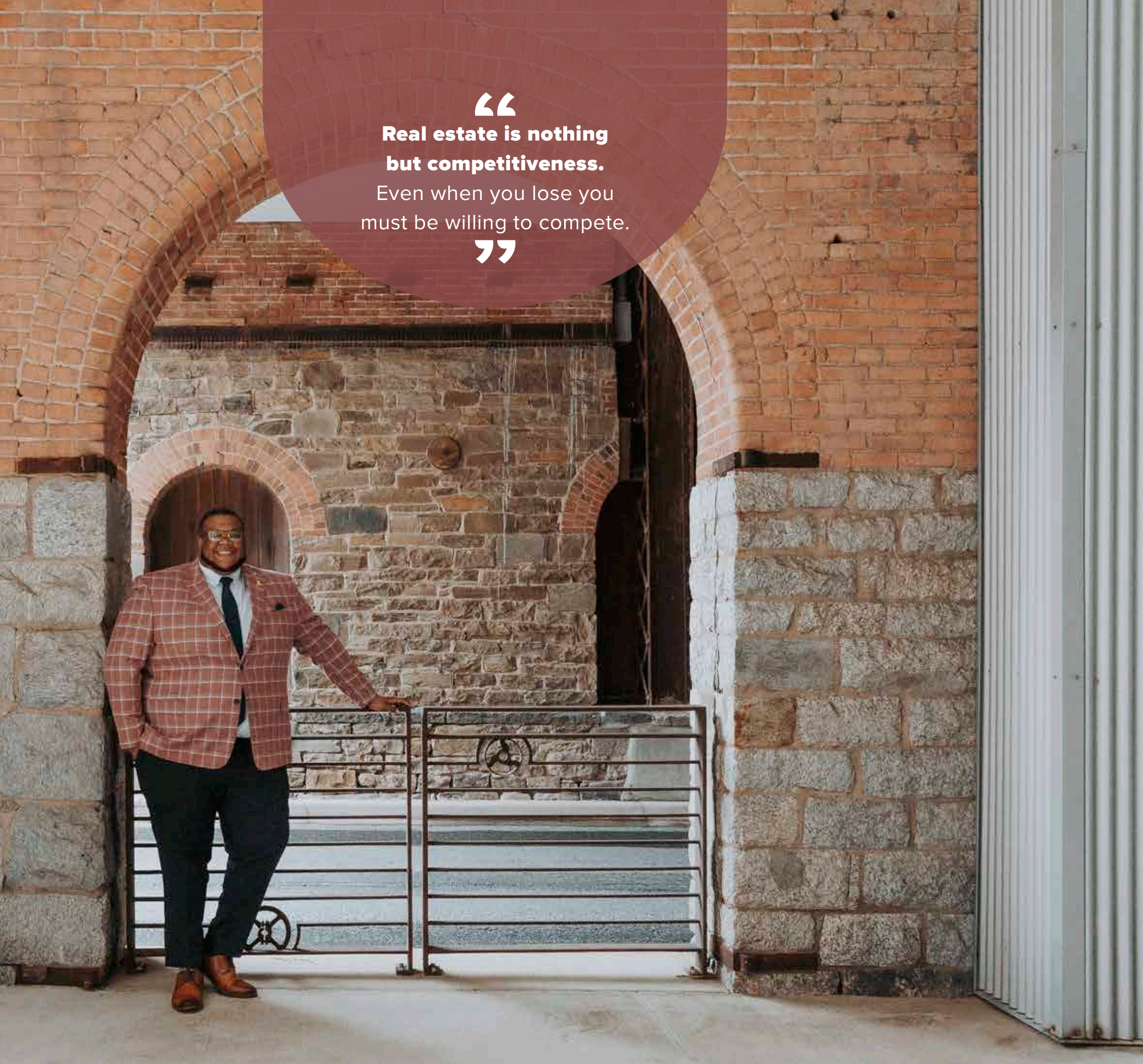


▶▶ rising star

By Pat Rippey
Photos by Maryland Photography Inc.

DOES NOT QUIT

If you want a lesson in teamwork, look no further than agent Stanley Savoy of Keller Williams Legacy. Stanley has been with the agency since 2018 and is President of Keller Williams Young Professionals, a platform to share information and provide resources to new agents. Stanley provides advice and coaches them for success, knowing how much one can benefit from getting a little help along the way, as he did. It's a way to pay it forward.



“
**Real estate is nothing
but competitiveness.**
Even when you lose you
must be willing to compete.
”

Stanley’s affinity for collaboration was instilled when he was a football player—first at Baltimore’s Edmondson Westside High School and later at Bowie State. He played offensive lineman, a position he says doesn’t often get the glory but is instrumental in advancing plays and securing wins. In Stanley’s junior year, Edmondson won the State Championship for the first and only time. Stanley reflects on that time with pride, recalling the teamwork that allowed them to succeed. “We all have a role to play in winning.”

“We’re going to become family”

As an agent, Stanley uses the same philosophies he learned in football. “Real estate is nothing but competitiveness,” Stanley asserts. “Even when you lose you must be willing to compete.” Not surprisingly, he compares real estate to the football field. The realtor is the quarterback, the home inspector is your running back, and the lender is your wide receiver—all driving to the end zone for the client. Stanley especially likes educating people who are nervous about buying a home and helping them leverage their assets. He tells clients “If you are going to work with me, we’re going to become family,” knowing that they are going to go through something tough together that has a payoff at the end. Stanley understands that for most people, buying a home is the biggest purchase of their lives, and encourages them to contact him any time if they have questions—with one notable exception. “Just don’t call me when the Ravens are playing,” Stanley says with a grin.

“I Needed a Life Change”

Although his father was a landlord, Stanley didn’t aspire to work in real estate until his friend and former teammate Josh Savage ultimately convinced him to give it a try. Stanley had found that a 9-to-5 wasn’t a

good fit and decided he needed a life change. He took a real estate license prep class at a local community college, but failed the test seven times. When I ask how he persevered through repeated setbacks, Stanley’s response is simple: “I do not quit.” He enrolled in a class with Keller Williams’ David Politzer, and finally passed the national test. Stanley then needed to take the state exam but didn’t quite have the money for the class. Upon finding this out, David told Stanley he appreciated his enthusiasm and energy—so much so that he would allow him to attend the class if he brought pizza. Stanley passed.

Stanley freely discusses his strategies for finding new clients. He accepts every invite to weddings, baby showers, and other social events in order to reach out to old friends and make new contacts. He uses Facebook to send birthday wishes while reminding people what he’s up to, ensuring that when they are ready, they come to him. Stanley’s advice to young agents is to be resilient, have hustle and grit, and above all, try everything. “Figure out what comes to you easily and what works.”

Stanley currently lives in Towson and works throughout MD, southern PA, and Washington DC. His size may be imposing, but Stanley’s wide smile and affable personality immediately win you over. He’s certainly winning over clients; his total closed volume surpassed \$3.3 million in 2022, and so far his 2023 production looks comparable. He and Josh Savage started Truth Construction, Inc. to help clients with home repairs and renovations, and Stanley hopes to someday build homes from the ground up. “I’ve never seen a hard working person not get what they want,” he says, and there’s no doubt Stanley’s got what it takes to cross the goal line. This rising star’s having a winning season.



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Fall Fête

2023 Highlights

The much-awaited Fall Fête was a fantastic way to close out 2023!

We had more than 250 agents and partners gather at the beautiful Butterfly Room in Sandtown Furniture, a first-time venue for BRP. The energy was high with people connecting and re-connecting, old and new faces - it was beautiful seeing everyone!

We want to give a massive shout-out to our headline sponsors: **USA Mortgage** and **Lakeside Title Company** for making this all possible! Can't tell you how much we appreciate you.

The open bar was generously stocked and featured two fall-inspired signature cocktails: *The Roofer's Tar Heel* sponsored by the **Tar Heel**

Construction Group and *Cocktail Design by Idan* sponsored by **Kitchen Design by Idan**.

And, always a fan favorite, the Picture PURRfect 360 video booth brought smiles, laughter and the best dance moves. All the fun was sponsored by **Eagle Title** and **Movement Mortgage**.







A big thank you to our gold sponsors as well - **TS Executive Abstract, The Window Tailor, R&P Settlement Group** and **Moyer & Sons Moving & Storage.**

And finally, we want to spotlight all of our contributing sponsors: **Everyday Handyman, My Transaction Co., Pinpoint Skip, Kate Wunder Interiors, Atlantic Blue Water Services** and **YRN Photography.** We are so grateful for all the support!

As we finish out November, we want to express our gratitude to each and every one of you in this BRP community. We only exist because of you. Collectively, we raise the bar and elevate the industry, and that's no small feat - here's to an exceptional year ahead!

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Certified Title Corporation



partner spotlight

CELEBRATES 30 YEARS OF RESILIENCE AND INNOVATION

By Abby Isaacs • Photos by Maryland Photography Inc.

Stephen Millstein doesn't back down from a challenge. It wasn't easy, but his determination got him to the finish line of three marathons. Even still, his most demanding feat has been steering his business, Certified Title Corporation, through the ever-changing landscape of the real estate industry for a remarkable 30 years. As the company prepares to celebrate this significant milestone, Stephen attributes their enduring success to a dynamic and dedicated team, cutting-edge technology, and an unwavering commitment to exceptional customer service.

"There is a deep level of commitment to your company and employees required to survive the ups and downs of the real estate market. Surviving 30 years in this industry is a mark of a company that has been through many battles and found ways to weather the storms. I have a tremendous sense of pride. We have been blessed with many amazing employees over the years, especially now, who consistently go above and beyond to provide the best client experience possible," Stephen said.

Certified Title Corporation's longevity in the market is not only a testament to resilience but also to the wealth of experience and knowledge amassed by the team. With staff members boasting tenures of 10, 15, and even 20+ years, the collective wisdom contributes to a robust foundation that is brought to every closing.

His fully-staffed main office is located in Owings Mills, but as a cloud-based entity for over a decade, they have handled tens of thousands of residential and commercial purchase transactions throughout the state of Maryland and the entire country.

"We are wherever your deal is," Stephen said.

Reflecting on the unexpected trajectory of Certified Title, Stephen recalls its humble beginnings. After graduating from the University of Baltimore School of Law in 1993, Stephen was a general practice attorney handling real estate settlements as well as debt collection and criminal and civil litigation. Many clients encouraged him to start his own title company, so Certified Title opened in 1994.

"I like this area of the law because it's helping people reach their dream of home ownership rather than other areas of the law that are more conflict-driven. I also enjoy the business aspect of running a title company," Stephen said.

Stephen's journey includes a pivotal partnership with Michael Segal in 2009, marking a turning point in Certified Title's trajectory. Together, they navigated economic cycles, market fluctuations, and the ever-evolving landscape of real estate.

"We've survived many economic cycles over these 30 years, and we will continue to thrive by picking up market share as some of our competitors close up shop," said Michael.

Over the years, the company has transformed from a more refinance-focused title company to a versatile entity that excels in purchases. Adding a commercial division and expanding into emerging markets, such as Cannabis, showcases their adaptability and foresight.

They have gone almost entirely paperless and have employees nationwide. In pursuing excellence, the company has embraced technological innovation, achieving ALTA Best Practices certification and introducing an AI-driven app named "Buddy." This app streamlines the transaction process, delivering data seamlessly to involved parties to enhance efficiency leading up to closings.

"There's probably nothing we haven't seen and we've seen a lot. We've closed loans everywhere to accommodate people because our business model is to go anywhere, anytime, anyhow, whatever it takes to get the deal done," Stephen said.

For Stephen, the key to success lies in assembling a dedicated team that supports and motivates him to continue growing the business, even in challenging times. Recognizing the pivotal role of individuals like partner Michael Segal and Director of Operations Julia Nolan, Stephen acknowledges their contributions.

"I feel a deep sense of responsibility to the amazing people who work here. Just like me, they rely on CTC for their paycheck. They put their heart

and soul into this place, and I desperately want it to be here for as long as they want to work here. Michael has a good forward-looking vision, and he pushes me. Julia is the glue that keeps us performing at the highest possible level. She came in about 20 years ago and basically sacrificed everything in her life to make sure Certified Title was successful. They're incredibly important to the story of CTC," said Stephen.

Looking ahead to the next decade, Stephen's focus is on continued growth.

"The goal today is to stay busy and find ways to grow our business in this difficult market. This is when many people would fold up their tents and move along. It's hard to find new business right now, but it's how this business is. Rates will come down at some point. Our industry will improve, and our mindset is that everything we're doing right now to build and strengthen Certified Title will pay off when that happens," Stephen said.



We've closed loans everywhere to accommodate people because our business model is to go anywhere, anytime, anyhow, whatever it takes to get the deal done.

Stephen Millstein, Julia Nolan and Michael Segal

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JORY

FRANKLE

GUIDED BY A MORAL COMPASS

With a strong foundation of love and support throughout his life, it's no surprise that Jory Frankle is experiencing massive success. Being close with his family, and having good friends, has enabled him to grow, learn, and make mistakes in order to find success and happiness. In fact, his start in real estate is credited to his Bubby Reva (grandmother) who is 95 years old.

Jory lives in Pikesville with his wife, Missy, a school counselor, daughter Emily, age 7 and son Oliver, age 4. Jory and Missy are expecting a daughter in February. In addition, the family includes Tina, an English Bulldog and Penelope, a French Bulldog. Their dog, Bubba, recently passed.

As a founding member of The Group of Northrop Realty, Jory attributes much of his success to his clients—99% of his business is referrals, his family, his team and Creig Northrop. In fact, Creig is the reason Jory is with Northrop. “Creig has boots on the ground - up at 4:45 am. He responds to texts within 3 minutes. If Creig can do that with all he has on his plate, I can do it, too.”

Jory works with clients all over Maryland including Baltimore County, Baltimore City, Carroll County, Howard County and more. “Basically, wherever we need to go.” The Group - partners Marni Sacks, Julie Singer, Eric Black, and Sam Bruck share equal ownership of the

team. “They are unbelievable agents. Having them to lean on in good times and bad is essential. Having all the partners and team is a huge blessing as none of this would be achievable without them. We are a big family, and they are incredible agents and friends.”

The Group consists of ten agents on their team. “We all complement each other in different ways. One agent shares marketing tips. Another excels in social media. We always have each other's backs. You're never alone. High fives when things go well, support when things don't go as planned. We have a special bond.”

But Jory wasn't always planning to be a realtor. In 2011, Jory had a solid job at the Social Security Administration but found himself not feeling fulfilled. One day, he was browsing online and came across Long and Foster's website. In the spur of the moment, he decided to sign up to take the real estate class.

▶▶ cover story

By Joya Fields
Photos by Maryland
Photography Inc.



“
We always have each other’s backs. You’re never alone. High fives when things go well, support when things don’t go as planned. We have a special bond.
”

“I had no disposable income at the time, and had two roommates to help with the mortgage, but real estate had always interested me.” He spent \$295 on his credit card, signed up for class, and got licensed in 2012. Yet, he didn’t plan to work full-time in real estate.

Fate had other plans. During his first year as a realtor, Jory sold over 40 houses. He loved how no two days were the same and enjoyed working with lots of different people. He decided to become a full-time realtor.

His dad and grandfather were concerned about Jory leaving his job. “Are you crazy?” they asked. Even the HR person at the Social Security Administration commented on his leaving, “Nobody ever leaves the security of a federal government job. You’ll be back.”

But Jory persevered, and in his second year of real estate, he sold 55 units, and then 65 units in his third year.

“Becoming a full-time realtor was the best decision I’ve ever made,” he said. “You gotta take risks sometimes—calculated risks.”

The close relationship with his family members has given him a stable base with which to grow in his personal and professional life. “My parents set me up for success.”

Growing up, his parents and grandparents often reminded him to “always do the right thing even when nobody is watching.” He’s taken that integrity to heart in all he does.

His dad, Scott Frankle; mom, Elisa Frankle; and his sister, Amy Fox are all very close to Jory. He’s also close with his two grandmothers—Reva Frankle (Bubby Reva), age 93 and Rosalie Okun (Bubby Ro), age 95. His two grandfathers, Poppy Jerry, who was a rocket scientist and one of the smartest people Jory has ever known, and Poppy Harold, one of the kindest people he’d ever known, have passed away, but continue to be meaningful role models for Jory. Both grandfathers were huge Oriole fans and instilled a love of sports in Jory.

Bubby Reva takes full credit for helping Jory get his start in real estate. She had sold him her condo in Towson. Her friend's daughter wanted to see what the condos in the building had to offer, so Bubby Reva asked Jory to show the friend his Towson condo. He had so much fun showing his condo and it planted a seed for his future in real estate.

His dad also instilled a sense of hard work and fairness in him by setting an example. Jory would rather be early for an appointment than on time. "If you're not early, you're late." Rushing, he believes, makes you look unprepared. He wakes up early every day and exercises—running and lifting weights.

"We're put on earth to help people. I like to see other people succeed. There's more than enough business for everyone - don't focus on the negative. As realtors, we are trying to get to a common goal. This took time for me to understand."

"I enjoy helping people upsize, downsize, and relocate," he said. With referrals comprising 99% of his business, his forthright method is propelling him toward even more success. In 2022, Jory achieved 46 million and in 2023, he has 25-26M with 40-45 deals so far. "It's the slowest year in my career," he said. "I show up, stay top of mind, have a positive attitude and do the work." The rest, he believes, will fall into place.

In 2023, he finds himself working harder than ever in a changing real estate climate. "I'm writing more handwritten notes, fighting harder for every single deal." Every day, he touches base with twenty-five people. "I want my clients to know I'm here for them. I'm their realtor for life."

Additionally, he focuses on being happy, helping people get into great relationships at Northrop and helping new agents.

Sports are another base that Jory relies on. "I wrestled growing up. It molded my life," he said. "It taught me structure and that you need to depend

on yourself. Nobody is going to give you anything. Wrestling made me who I am mentally and physically. It prepared me for life." He wrestled for 14 years.

One of his goals is to be there for his family, just as his parents and grandparents were there for him. "My dad only missed one game my entire wrestling career," he said. "I want to show up for my kids that way. I want to make sure I support and encourage them. I know I'm lucky that I had that."

Appreciating every moment of being with his family is important to Jory, too. "I look at my kids, and I understand they won't be this age for very long. I aim to be present." He plays dress up with his daughter, sports and cars with his son, and views getting the kids ready for school as a pleasure, not a chore. "My love for my kids is so immeasurable. How lucky am I? When I look at my children, I want to take that in every single day."

For fun, Jory hangs out with his family, watches Ravens and Orioles games and listens to music. He wants to take his family camping, an experience he enjoyed while growing up. "Sitting by a campfire with my family...the little things are important," he said. Not many people know that Jory has a green thumb, too. He currently has 25 plants and loves having greenery around, especially in the winter.

His wife ensures Jory has some fun, too. "Missy is quite a foodie. She pushes me to try new things and I end up really liking them," he said.

Jory cites many people when asked about his success. "I wouldn't be where I am today without my wife, family, and clients. I'm humbled by how much support my family, my community, and my friends give me." He credits Missy with being the backbone of the family. "She's my number one fan and biggest supporter. None of this would be possible without her."

"I really like what I do. This is a tough business and going at it alone is tough. High tides raise all ships," he said. For Jory, a positive mindset in life is key.



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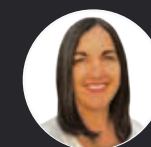
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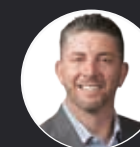
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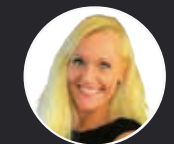
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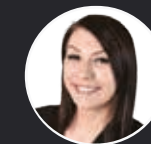
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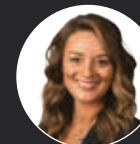
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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Adam M Shpritz	Ashland Auction Group LLC	903.5	\$49,345,850
2	Tineshia R. Johnson	NVR Services, Inc.	822.5	\$421,663,145
3	Kathleen Cassidy	DRH Realty Capital, LLC.	643	\$329,083,398
4	Lee M Shpritz	Ashland Auction Group LLC	312.5	\$17,467,484
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	269.5	\$129,934,572
6	Robert J Lucido	Keller Williams Lucido Agency	217.5	\$145,001,088
7	Shawn M Evans	Monument Sotheby's International Realty	166	\$121,553,151
8	Nickolaus B Waldner	Keller Williams Realty Centre	150.5	\$71,039,342
9	Joseph A Petrone	Monument Sotheby's International Realty	143	\$93,364,077
10	Lois Margaret Alberti	Alberti Realty, LLC	137	\$40,355,250
11	Lee R. Tessier	EXP Realty, LLC	129	\$49,683,765
12	Gina L White	Lofgren-Sargent Real Estate	115	\$50,453,425
13	Gina M Gargeu	Century 21 Downtown	114.5	\$20,486,967
14	Daniel McGhee	Homeowners Real Estate	112	\$44,007,300
15	David Orso	Berkshire Hathaway HomeServices PenFed Realty	111	\$119,082,550
16	Charlotte Savoy	Keller Williams Integrity	105	\$47,397,804
17	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	105	\$27,787,840
18	Jeremy Michael McDonough	Mr. Lister Realty	103	\$37,108,988
19	Bradley R Kappel	TTR Sotheby's International Realty	97	\$194,331,998
20	Lauren Ryan	NVR Services, Inc.	94.5	\$45,003,272
21	James T Weiskerger	Next Step Realty	92.5	\$51,507,040
22	Larry E Cooper	Alex Cooper Auctioneers, Inc.	89	\$13,341,200
23	Laura M Snyder	American Premier Realty, LLC	83.5	\$35,081,178
24	Matthew D Rhine	Keller Williams Legacy	83	\$31,809,950
25	Daniel M Billig	A.J. Billig & Company	82	\$14,334,855
26	Mark D Simone	Keller Williams Legacy	81	\$32,308,604
27	Jeannette A Westcott	Keller Williams Realty Centre	79.5	\$40,648,330
28	Gregory A Cullison Jr.	EXP Realty, LLC	75	\$21,323,253
29	Michael J Schiff	EXP Realty, LLC	74	\$25,229,375
30	Kim Barton	Keller Williams Legacy	73.5	\$30,976,750
31	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	73.5	\$45,736,616
32	Montaz Maurice McCray	Keller Williams Realty Centre	72	\$22,086,345
33	Tracy J. Lucido	Keller Williams Lucido Agency	71	\$54,655,075
34	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	69	\$26,081,083

RANK	NAME	OFFICE	SALES	TOTAL
35	Jim W Bim	Winning Edge	68.5	\$23,727,200
36	Daniel B Register IV	Northrop Realty	66	\$17,082,725
37	Tom Atwood	Keller Williams Metropolitan	64.5	\$20,065,561
38	Vincent J. Steo	Your Home Sold Guaranteed Realty	64	\$20,427,800
39	Kelly Schuit	Next Step Realty	63	\$28,497,400
40	STEPHEN PIPICH Jr.	VYBE Realty	63	\$20,950,663
41	Timothy Langhauser	Compass Home Group, LLC	62.5	\$22,875,091
42	Jonathan Scheffenacker	Redfin Corp	62	\$24,804,300
43	Un H McAdory	Realty 1 Maryland, LLC	61.5	\$40,214,150
44	Tony Migliaccio	Long & Foster Real Estate, Inc.	61	\$25,853,874
45	Matthew S Cooper	Alex Cooper Auctioneers, Inc.	60	\$9,143,110
46	Daniel Borowy	Redfin Corp	60	\$31,857,850
47	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	60	\$26,855,130
48	Elizabeth Ellis	Brookfield Mid-Atlantic Brokerage, LLC	60	\$38,280,777
49	Louis Chirgott	Corner House Realty Premiere	59.5	\$27,660,204
50	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	58	\$27,410,190

Disclaimer: Statistics are derived from closed sales data. Data pulled on December 6th 2023, 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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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	Bill Franklin	Long & Foster Real Estate, Inc.	57.5	\$28,373,304
52	Jared T Block	Alex Cooper Auctioneers, Inc.	57.5	\$13,417,105
53	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	57	\$45,274,390
54	Enoch P Moon	Realty 1 Maryland, LLC	57	\$25,057,470
55	Charles N Billig	A.J. Billig & Company	56.5	\$9,301,338
56	Vincent M Caropreso	Keller Williams Flagship of Maryland	56.5	\$24,344,400
57	Robert A Commodari	EXP Realty, LLC	55.5	\$18,518,412
58	Dassi Lazar	Lazar Real Estate	54	\$18,939,597
59	Wendy Slaughter	Elevate Real Estate Brokerage	53.5	\$27,201,292
60	Brian M Pakulla	RE/MAX Advantage Realty	53.5	\$38,500,811
61	Creig E Northrop III	Northrop Realty	53	\$51,393,400
62	Alex B Fox	Allfirst Realty, Inc.	52.5	\$16,026,400
63	Mitchell J Toland Jr.	Redfin Corp	52	\$17,650,719
64	Pamela A Terry	EXP Realty, LLC	51.5	\$6,718,300
65	Timothy Lee Joseph Dominick	Coldwell Banker Realty	51	\$9,592,400
66	Luis H Arrazola	A.J. Billig & Company	51	\$6,132,938

RANK	NAME	OFFICE	SALES	TOTAL
67	Robert Elliott	Redfin Corp	50	\$16,782,718
68	Mark A. Ritter	Revol Real Estate, LLC	49.5	\$19,899,417
69	James H Stephens	EXP Realty, LLC	49.5	\$17,443,750
70	Barry J Nabozny	RE/MAX Premier Associates	49	\$23,174,580
71	Heidi S Krauss	Krauss Real Property Brokerage	49	\$65,506,040
72	Grant Bim	Winning Edge	49	\$16,329,300
73	Liz A. Ancel	Cummings & Co. Realtors	49	\$20,470,855
74	AMELIA E SMITH	Redfin Corp	49	\$27,095,115
75	Yevgeny Drubetskoy	EXP Realty, LLC	49	\$15,553,625
76	Kimberly A Lally	EXP Realty, LLC	49	\$19,143,000
77	Ricky Cantore III	RE/MAX Advantage Realty	47	\$26,754,430
78	Gavriel Khoshkheraman	Pickwick Realty	47	\$7,008,000
79	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	46.5	\$19,086,900
80	cory andrew willems	EXP Realty, LLC	46.5	\$11,482,250
81	Allen J Stanton	RE/MAX Executive	46.5	\$21,339,426
82	Jessica L Young-Stewart	RE/MAX Executive	46	\$19,220,355
83	Terry A Berkeridge	Advance Realty Bel Air, Inc.	45	\$14,032,250
84	Sergey A taksis	Long & Foster Real Estate, Inc.	45	\$19,016,949
85	Sunna Ahmad	Cummings & Co. Realtors	45	\$33,853,355
86	Jessica H Dailey	Compass	45	\$17,381,420
87	James P Schaecher	Keller Williams Flagship of Maryland	45	\$23,484,250
88	John C Kantorski Jr.	EXP Realty, LLC	44.5	\$15,964,025
89	Leslie Ikle	Redfin Corp	44	\$24,503,888
90	Mark Richa	Cummings & Co. Realtors	44	\$18,603,900
91	Kathy A Banaszewski	Real Estate Professionals, Inc.	44	\$12,064,040
92	Tyler Ell	Keller Williams Realty Centre	43.5	\$22,077,106
93	Adam Chubbuck	Douglas Realty, LLC	43.5	\$17,506,000
94	Ronald W. Howard	RE/MAX Advantage Realty	43	\$14,836,152
95	Juwan Lee Richardson	Keller Williams Legacy	43	\$10,256,998
96	Missy A Aldave	Northrop Realty	42.5	\$20,219,375
97	Dariusz Bogacki	Cummings & Co. Realtors	42.5	\$9,693,250
98	Veronica A Sniscak	Compass	42.5	\$23,814,720
99	Brian D Saver	Northrop Realty	42	\$37,555,196
100	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	42	\$8,806,635

Disclaimer: Statistics are derived from closed sales data. Data pulled on December 6th 2023, 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 Nov. 30, 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	Nancy A Hulsman	Coldwell Banker Realty	42	\$23,103,886
102	Bethanie M Fincato	Cummings & Co. Realtors	42	\$17,217,440
103	Jeff D Washo	Compass	41.5	\$19,082,875
104	Ryan R Briggs	Anne Arundel Properties, Inc.	41.5	\$25,211,054
105	Jim Rambo	ABR	41	\$5,803,500
106	Mark C Ruby	RE/MAX Advantage Realty	41	\$18,812,229
107	Colleen M Smith	Long & Foster Real Estate, Inc.	41	\$30,313,790
108	Kate A Barnhart	Keller Williams Gateway LLC	41	\$13,296,977
109	Trent C Gladstone	Keller Williams Integrity	41	\$19,812,525
110	Keiry Martinez	ExecuHome Realty	40.5	\$12,004,700
111	Jeremy S Walsh	Coldwell Banker Realty	40.5	\$21,521,500
112	PETER WONG	VYBE Realty	40.5	\$14,245,049
113	Santiago Carrera	Exit Results Realty	40	\$13,190,149
114	Sandra E Echenique	Keller Williams Gateway LLC	40	\$9,194,790
115	Bryan G Schafer	Next Step Realty	40	\$17,113,918
116	Tiffany S Domneys	ExecuHome Realty	39	\$8,381,301
117	Chiu K Wong	Advantage Realty of Maryland	39	\$16,606,400
118	Melissa L Murray	Compass	38.5	\$27,880,450
119	Matthew Mindel	Next Step Realty	38	\$19,334,000
120	Anthony M Friedman	Northrop Realty	38	\$30,149,860
121	Nicholas W Bogardus	Compass	38	\$14,611,400
122	VENKATESWARA RAO GURRAM	Samson Properties	38	\$21,410,538
123	Terence P Brennan	Long & Foster Real Estate, Inc.	37.5	\$11,292,836
124	Brendan Butler	Cummings & Co. Realtors	37.5	\$16,529,510
125	Carol L Tinnin	RE/MAX Leading Edge	37	\$18,724,312
126	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	37	\$9,030,162
127	Steve R Kuzma	Weichert, Realtors - Diana Realty	37	\$11,277,733
128	Ryan Bandell	Keller Williams Realty Centre	37	\$17,616,748
129	Jennifer H Bonk	Keller Williams Flagship of Maryland	37	\$19,530,275
130	Kevin L Reeder	RE/MAX First Choice	37	\$9,891,170
131	Andrew Johns III	Keller Williams Gateway LLC	37	\$12,353,690
132	F. Aidan Surlis Jr.	RE/MAX Leading Edge	36.5	\$19,354,961
133	Derek Blazer	Cummings & Co. Realtors	36.5	\$13,394,500
134	Brian I Leibowitz	Maryland Realty Company	36	\$5,492,989

RANK	NAME	OFFICE	SALES	TOTAL
135	William M Savage	Keller Williams Legacy	36	\$9,038,000
136	Robert P Frey	Exit Results Realty	36	\$13,654,750
137	William C Featherstone	Featherstone & Co.,LLC.	36	\$8,770,200
138	Donald L Beecher	Redfin Corp	36	\$13,481,634
139	Christopher W Palazzi	Cummings & Co. Realtors	35.5	\$9,219,000
140	Shaquille McCray	Keller Williams Flagship of Maryland	35.5	\$13,476,799
141	Michael H Bennett	Compass	35.5	\$16,997,450
142	Randy Pomfrey	Cummings & Co. Realtors	35.5	\$12,493,860
143	Tracy Vasquez	Cummings & Co. Realtors	35.5	\$15,036,964
144	Ann M King	Taylor Properties	35	\$4,923,100
145	Saul Kloper	EXIT On The Harbor Realty	35	\$11,422,515
146	James F Ferguson	EXIT Preferred Realty, LLC	35	\$10,783,408
147	Sarah E Garza	Keller Williams Flagship of Maryland	34.5	\$19,361,900
148	Jennifer Holden	Compass	34.5	\$23,942,890
149	Jason P Donovan	RE/MAX Leading Edge	34	\$17,082,177
150	Kathleen M Higginbotham	Keller Williams Flagship of Maryland	34	\$20,263,037

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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.	822.5	\$421,663,145
2	Kathleen Cassidy	DRH Realty Capital, LLC.	643	\$329,083,398
3	Bradley R Kappel	TTR Sotheby's International Realty	97	\$194,331,998
4	Robert J Lucido	Keller Williams Lucido Agency	217.5	\$145,001,088
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	269.5	\$129,934,572
6	Shawn M Evans	Monument Sotheby's International Realty	166	\$121,553,151
7	David Orso	Berkshire Hathaway HomeServices PenFed Realty	111	\$119,082,550
8	Joseph A Petrone	Monument Sotheby's International Realty	143	\$93,364,077
9	Nickolaus B Waldner	Keller Williams Realty Centre	150.5	\$71,039,342
10	Heidi S Krauss	Krauss Real Property Brokerage	49	\$65,506,040
11	Tracy J. Lucido	Keller Williams Lucido Agency	71	\$54,655,075
12	Georgeann A Berkinshaw	Coldwell Banker Realty	27	\$51,782,000
13	James T Weiskerger	Next Step Realty	92.5	\$51,507,040
14	Creig E Northrop III	Northrop Realty	53	\$51,393,400
15	Gina L White	Lofgren-Sargent Real Estate	115	\$50,453,425
16	Lee R. Tessier	EXP Realty, LLC	129	\$49,683,765

RANK	NAME	OFFICE	SALES	TOTAL
17	Adam M Shpritz	Ashland Auction Group LLC	903.5	\$49,345,850
18	Charlotte Savoy	Keller Williams Integrity	105	\$47,397,804
19	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	73.5	\$45,736,616
20	Scott A Schuetter	Berkshire Hathaway HomeServices PenFed Realty	57	\$45,274,390
21	Lauren Ryan	NVR Services, Inc.	94.5	\$45,003,272
22	Daniel McGhee	Homeowners Real Estate	112	\$44,007,300
23	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	32.5	\$43,286,750
24	Jeannette A Westcott	Keller Williams Realty Centre	79.5	\$40,648,330
25	Lois Margaret Alberti	Alberti Realty, LLC	137	\$40,355,250
26	Un H McAdory	Realty 1 Maryland, LLC	61.5	\$40,214,150
27	Brian M Pakulla	RE/MAX Advantage Realty	53.5	\$38,500,811
28	Elizabeth Ellis	Brookfield Mid-Atlantic Brokerage, LLC	60	\$38,280,777
29	Brian D Saver	Northrop Realty	42	\$37,555,196
30	Jeremy Michael McDonough	Mr. Lister Realty	103	\$37,108,988
31	Laura M Snyder	American Premier Realty, LLC	83.5	\$35,081,178
32	Sunna Ahmad	Cummings & Co. Realtors	45	\$33,853,355
33	Charlie Hatter	Monument Sotheby's International Realty	26	\$33,253,045
34	Mark D Simone	Keller Williams Legacy	81	\$32,308,604
35	Alexandra T Sears	TTR Sotheby's International Realty	26.5	\$31,872,500
36	Daniel Borowy	Redfin Corp	60	\$31,857,850
37	Matthew D Rhine	Keller Williams Legacy	83	\$31,809,950
38	Kim Barton	Keller Williams Legacy	73.5	\$30,976,750
39	Colleen M Smith	Long & Foster Real Estate, Inc.	41	\$30,313,790
40	Anthony M Friedman	Northrop Realty	38	\$30,149,860
41	Reid Buckley	Long & Foster Real Estate, Inc.	18	\$29,379,500
42	Kelly Schuit	Next Step Realty	63	\$28,497,400
43	Bill Franklin	Long & Foster Real Estate, Inc.	57.5	\$28,373,304
44	Melissa L Murray	Compass	38.5	\$27,880,450
45	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	105	\$27,787,840
46	Louis Chirgott	Corner House Realty Premiere	59.5	\$27,660,204
47	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	58	\$27,410,190
48	Wendy Slaughter	Elevate Real Estate Brokerage	53.5	\$27,201,292
49	AMELIA E SMITH	Redfin Corp	49	\$27,095,115
50	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	60	\$26,855,130

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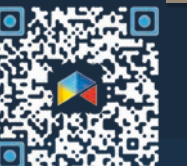
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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Ricky Cantore III	RE/MAX Advantage Realty	47	\$26,754,430
52	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	69	\$26,081,083
53	Tony Migliaccio	Long & Foster Real Estate, Inc.	61	\$25,853,874
54	Michael J Schiff	EXP Realty, LLC	74	\$25,229,375
55	Ryan R Briggs	Anne Arundel Properties, Inc.	41.5	\$25,211,054
56	Jason W Perlow	Monument Sotheby's International Realty	34	\$25,086,500
57	Enoch P Moon	Realty 1 Maryland, LLC	57	\$25,057,470
58	Jonathan Scheffenacker	Redfin Corp	62	\$24,804,300
59	Leslie Ikle	Redfin Corp	44	\$24,503,888
60	Elizabeth C Dooner	Coldwell Banker Realty	21	\$24,464,500
61	Vincent M Caropreso	Keller Williams Flagship of Maryland	56.5	\$24,344,400
62	Carol Snyder	Monument Sotheby's International Realty	27	\$24,021,200
63	Jennifer Holden	Compass	34.5	\$23,942,890
64	Veronica A Sniscak	Compass	42.5	\$23,814,720
65	Jim W Bim	Winning Edge	68.5	\$23,727,200
66	James P Schaecher	Keller Williams Flagship of Maryland	45	\$23,484,250
67	Barry J Nabozny	RE/MAX Premier Associates	49	\$23,174,580
68	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	24	\$23,112,915
69	Nancy A Hulsman	Coldwell Banker Realty	42	\$23,103,886
70	Pamela A Tierney	Long & Foster Real Estate, Inc.	18	\$23,035,500
71	Timothy Langhauser	Compass Home Group, LLC	62.5	\$22,875,091
72	Arian Sargent Lucas	Lofgren-Sargent Real Estate	27	\$22,725,250
73	Montaz Maurice McCray	Keller Williams Realty Centre	72	\$22,086,345
74	Tyler Ell	Keller Williams Realty Centre	43.5	\$22,077,106
75	Lisa E Kittleman	Keller Williams Integrity	33	\$21,613,100
76	Travis O Gray	Engel & Volkers Annapolis	20	\$21,528,500
77	Jeremy S Walsh	Coldwell Banker Realty	40.5	\$21,521,500
78	VENKATESWARA RAO GURRAM	Samson Properties	38	\$21,410,538
79	Wendy T Oliver	Coldwell Banker Realty	33	\$21,397,500
80	Allen J Stanton	RE/MAX Executive	46.5	\$21,339,426
81	Gregory A Cullison Jr.	EXP Realty, LLC	75	\$21,323,253
82	Jeremy Batoff	Compass	18	\$21,100,520
83	STEPHEN PIPICH Jr.	VYBE Realty	63	\$20,950,663
84	James M. Baldwin	Compass	33	\$20,942,550

RANK	NAME	OFFICE	SALES	TOTAL
85	Ashley B Richardson	Monument Sotheby's International Realty	34	\$20,833,401
86	Karla Pinato	Northrop Realty	23.5	\$20,769,155
87	Gina M Gargeu	Century 21 Downtown	114.5	\$20,486,967
88	Liz A. Ancel	Cummings & Co. Realtors	49	\$20,470,855
89	Vincent J. Steo	Your Home Sold Guaranteed Realty	64	\$20,427,800
90	Robert A Kinnear	RE/MAX Advantage Realty	28	\$20,359,900
91	Kathleen M Higginbotham	Keller Williams Flagship of Maryland	34	\$20,263,037
92	Missy A Aldave	Northrop Realty	42.5	\$20,219,375
93	Tom Atwood	Keller Williams Metropolitan	64.5	\$20,065,561
94	David C Luptak	Long & Foster Real Estate, Inc.	30	\$20,017,800
95	Mark A. Ritter	Revol Real Estate, LLC	49.5	\$19,899,417
96	Moe Farley	Coldwell Banker Realty	25	\$19,865,320
97	Trent C Gladstone	Keller Williams Integrity	41	\$19,812,525
98	Steve Allnutt	RE/MAX Advantage Realty	33	\$19,682,399
99	Jennifer H Bonk	Keller Williams Flagship of Maryland	37	\$19,530,275
100	Beth Viscarra	Cummings & Co. Realtors	31	\$19,474,014

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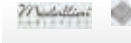
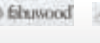




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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Sarah E Garza	Keller Williams Flagship of Maryland	34.5	\$19,361,900
102	F. Aidan Surlis Jr.	RE/MAX Leading Edge	36.5	\$19,354,961
103	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	28	\$19,342,167
104	Matthew Mindel	Next Step Realty	38	\$19,334,000
105	Jessica L Young-Stewart	RE/MAX Executive	46	\$19,220,355
106	Eric Steinhoff	EXP Realty, LLC	31	\$19,164,265
107	Kimberly A Lally	EXP Realty, LLC	49	\$19,143,000
108	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	46.5	\$19,086,900
109	Jeff D Washo	Compass	41.5	\$19,082,875
110	Sergey A taksis	Long & Foster Real Estate, Inc.	45	\$19,016,949
111	Joanna M Dalton	Coldwell Banker Realty	22	\$18,961,900
112	Dassi Lazar	Lazar Real Estate	54	\$18,939,597
113	Mark C Ruby	RE/MAX Advantage Realty	41	\$18,812,229
114	Carol L Tinnin	RE/MAX Leading Edge	37	\$18,724,312
115	Mark Richa	Cummings & Co. Realtors	44	\$18,603,900
116	Robert A Commodari	EXP Realty, LLC	55.5	\$18,518,412

RANK	NAME	OFFICE	SALES	TOTAL
117	Shun Lu	Keller Williams Realty Centre	22.5	\$18,355,070
118	Alisa Goldsmith	Next Step Realty	19	\$18,342,000
119	Matthew P Wyble	Next Step Realty	34	\$18,336,207
120	Zugell Jamison	Cummings & Co. Realtors	31.5	\$18,229,450
121	Marni B Sacks	Northrop Realty	29.5	\$17,932,697
122	Tina C Cheung	EXP Realty, LLC	30.5	\$17,836,476
123	Andrea G Griffin	Compass	26	\$17,823,250
124	Mitchell J Toland Jr.	Redfin Corp	52	\$17,650,719
125	Ryan Bandell	Keller Williams Realty Centre	37	\$17,616,748
126	June M Steinweg	Long & Foster Real Estate, Inc.	22.5	\$17,603,500
127	Adam Chubbuck	Douglas Realty, LLC	43.5	\$17,506,000
128	Lee M Shpritz	Ashland Auction Group LLC	312.5	\$17,467,484
129	James H Stephens	EXP Realty, LLC	49.5	\$17,443,750
130	Jessica H Dailey	Compass	45	\$17,381,420
131	Nilou Jones	RE/MAX Leading Edge	30.5	\$17,339,290
132	Bethanie M Fincato	Cummings & Co. Realtors	42	\$17,217,440
133	Betty P Batty	Compass	20	\$17,196,900
134	Bryan G Schafer	Next Step Realty	40	\$17,113,918
135	Daniel B Register IV	Northrop Realty	66	\$17,082,725
136	Jason P Donovan	RE/MAX Leading Edge	34	\$17,082,177
137	Greg M Kinnear	RE/MAX Advantage Realty	32.5	\$17,029,810
138	Michael H Bennett	Compass	35.5	\$16,997,450
139	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	32.5	\$16,959,155
140	Carla H Viviano	Viviano Realty	28.5	\$16,838,685
141	Robert Elliott	Redfin Corp	50	\$16,782,718
142	Benjamin D McGann	Berkshire Hathaway HomeServices PenFed Realty	29	\$16,744,740
143	Martha S Janney	Coldwell Banker Realty	10	\$16,730,000
144	Joshua Shapiro	Douglas Realty, LLC	32.5	\$16,685,250
145	Samuel P Bruck	Northrop Realty	33	\$16,682,350
146	Julie Singer	Northrop Realty	29.5	\$16,646,115
147	Chiu K Wong	Advantage Realty of Maryland	39	\$16,606,400
148	Kristi C Neidhardt	Northrop Realty	25.5	\$16,595,898
149	Jennifer Schaub	Long & Foster Real Estate, Inc.	28	\$16,561,690
150	Nancy Gowan	Engel & Volkers Annapolis	26.5	\$16,560,000

Disclaimer: Statistics are derived from closed sales data. Data pulled on December 6th, 2023, 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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