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By Jilleien Franquelli

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 pre-launch happy hour in May. 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 a few of the things I'm most excited about for 2024.

- **Updates to our Website:** Be sure to visit coastalrealproducers.com to be sure you're taking advantage of all this community has to offer! There you can join our private FB group, access recent magazines, nominate agents to be featured, access our vetted vendors list, register for upcoming events, and so much more!
- **Community with Colleen Rippey:** A new podcast & video interview show to take our platform to the next level
- **Letters to the Editor Section:** Have something on your mind? We want to hear from you.
- **CRP Events Committee:** A volunteer committee comprised of CRP agents and partners to help us continue to host fun, can't-miss valuable events

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

Cheers to 2024!



Always,

Jill Franquelli
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GINA COCKERILLE

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For Gina Cockerille of Patterson-Schwartz Real Estate, being an agent is a perfect fit. She has been in customer-focused jobs most of her working life—spending some time as a waitress and 8 years as a hairstylist, specializing in color. Gina has the ability to tap into what a person is looking for, and works hard to meet those needs. Describing herself as an “extroverted introvert” and a hugger, Gina strives to make the home-buying experience successful—and fun. Her 30 five-star Google reviews attest to her abilities as well as her vibe—calling her genuine, positive, and personable—with several mentioning having gained a lifelong friend.

At 21, Gina dipped a toe into real estate, but didn’t pass the national exam. Now 39, she reflects that “it was always in the back of my mind,” and says that like many things in her life, her career direction came to her through meditation. After a slow start in 2020, Gina had \$3 million in sales from September to December that year. As of November 2023, her production for the year was \$6.9 million for 16 units, with eight more homes under contract. She still meditates, asking for prosperity, guidance, and abundance—but admits the key is to follow through and take the opportunities when they present themselves. While many agents use terms like ‘driven’ and ‘dependable’ to describe themselves, Gina proclaims she’s loud, energetic, and happy. She describes herself as “not your typical agent,” pointing to her aesthetic, which includes fashion on the funky side and colorful tattoos she no longer tries to cover. “People love the realness that I bring,” she says.

BE YOURSELF

Gina loves working at Patterson Schwartz; it is Delaware’s largest independent real estate brokerage but according to Gina, it feels like family. She is drawn to their charitable efforts and involvement in the community. They have 10 offices in the region, and Gina works out of the Ocean View and Rehoboth locations. She notes that her first years in real estate were at the start of the pandemic and with a virtual brokerage. “I was swimming alone,” she recalls, and after moving to Delaware she was a newcomer to an area where people value locals. But if there were obstacles, she didn’t let them stop her. “I see past it.” Gina asserts. “I don’t have any time for negativity.” She did have to work through some internal obstacles, such as anxiety associated with meeting people and entering people’s homes. Gina’s wife Michele, also one of her biggest supporters, sometimes goes with Gina on appointments and waits in the car. She also hands out Gina’s business cards whenever she gets a chance—becoming a source of new clients along with social media, networking, and meditation.

Gina spends time helping new agents, wanting to give others the mentorship she received along the way. Her advice: don’t compare yourself to someone else’s success, use the tools that are available, be consistent, and most of all, be yourself.



Gina and her wife Michele

“EVERY DAY I’M GRATEFUL”

Gina and Michele live in Lincoln, DE and have been married for 6 years. They both grew up in Waldorf, MD, but until 8 years ago didn’t know

each other. “She’s always been right around the corner,” Gina says. Michele is also starting a real estate career after working as a coal plant operator for 13 years in Maryland. The plant’s closing in 2022 threw a wrench into their lives and prompted an eventual move to Delaware. Gina takes it all in stride and spins it into something positive; it allowed them to be closer to Gina’s parents, and put her in a place she loves. Their home is full of

animals—dogs, cats, goats, and chickens—a few of which make an appearance on our Zoom call. Gina is seated in a room she calls her happy place, where she meditates, crochets, makes earrings, and binges fantasy sci-fi shows on Netflix. “Every day I’m grateful,” Gina says.

Most of Gina’s work is as a buyer’s agent; she enjoys working with first-time homebuyers in addition to people searching for vacation and retirement homes. She loves the excitement and energy that comes with helping someone find their new home, and goes the extra mile by videoing homes to eliminate the ones the buyer isn’t interested in. All this comes from listening and knowing what people need—just like having a client in the salon chair. Only now instead of applying hair color, Gina helps people manifest the color and shape of their new life.

Certified Title Corporation

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, Maryland but as a cloud-based entity for over a decade, they have handled tens of thousands of residential and commercial purchase transactions throughout Maryland, Delaware and the entire country.

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.



"We are wherever your deal is. We'll close anytime, anywhere. Delaware and the eastern shore of Maryland are vacation destinations, so oftentimes, people are looking to purchase a second home. We'll go wherever the buyers and sellers are located. They don't have to meet in our office," Stephen said.

▶▶ partner spotlight



Stephen Millstein, Julia Nolan and Michael Segal

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

“ WE ARE WHEREVER YOUR DEAL IS. WE’LL CLOSE ANYTIME, ANYWHERE. ”

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.

CRP LAUNCH PARTY

Did you feel it?

The energy, the excitement, the magic. It was impossible to walk around the room the evening of the *Coastal Real Producers* Launch Party and not feel the buzz all around you. Top producing agents and industry partners networking, connecting and talking about everything from business to holiday plans.

This is what *Coastal Real Producers* is all about. Bringing the local real estate community together to connect the best of the best, elevate the industry as a whole and inspire greatness professionally and personally.

We welcomed over 200 agents and partners at Vista Rooftop on November 15th. Between the ocean and bay views, the always fun 360 video booth, the delicious food and the open bar that featured spectacular signature cocktails, it was the perfect space for an unforgettable evening.

And this is just the beginning! We're hugely grateful to each and every one of you in this community and cannot wait to show you all that we have in store.

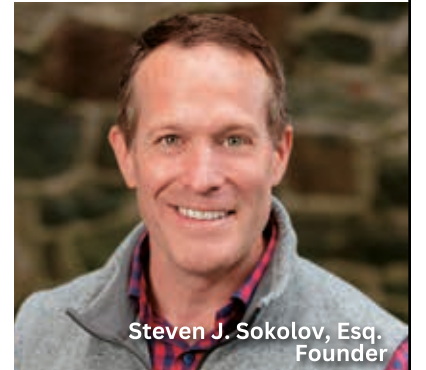
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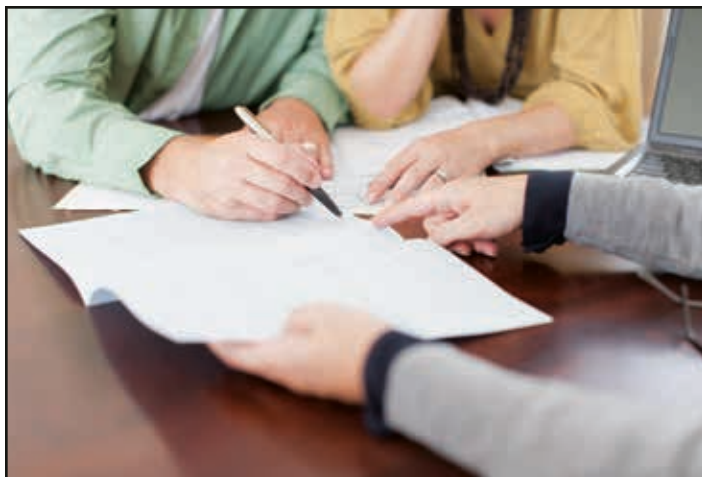


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» cover story
By Lauren Stevens
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Michael KENNEDY

Goes Above and Beyond

If Michael Kennedy could go back in time and give insights to his younger self, he'd tell him what years to bet on a Phillies World Series win, to buy Tesla stock, and that success is all about who you know. Other than that? He wouldn't change much.

Michael grew up in the Philadelphia suburbs and graduated with a degree in Finance from Penn State. Straight out of college in 2004, he was recruited to NVR, Inc. to sell new homes in Maryland – first in the Gaithersburg area, then in Prince George's County.

In 2005, NVR started a new division on the Eastern Shore and, as a single young guy, Michael jumped at the chance to relocate. He settled in Delaware and fell in love with life at the beach there. "It was fun coming out here at 22...I've been here since 2005 and you'd have to pay me an exorbitant amount of money at this point to leave." He particularly loves Cape Henlopen State Park for its beauty and World War II history. "It's so picturesque, especially in the off season. It's fantastic."

After a few years with NVR's sister company Ryan Homes, in 2014, Michael accepted a General Sales Manager role at Beazer Homes. In this position, he was in charge of sales in the state of Delaware for three years, including pitching in "across the bridge" when his counterpart in Maryland left the company. Ultimately, he realized it wasn't a fit. "I did the typical 'work your way up the corporate ladder' and I thought that's what I wanted, but I hated managing people and I missed being in front of clients."



Michael, his wife Corey, and their children, Cameron and Amelia

“I truly love what I do. People always ask me ‘how many years do you want to work for’ and I feel like I could keep selling homes for another 40 years.”

In 2016, Beazer downsized Michael’s division and he faced a decision: move to Maryland and stay with Beazer or stay in Delaware and find a new job. For Michael, the choice was clear—Delaware was the best place for his young family. He started interviewing for positions in Finance, planning to leverage his degree and personal interest into a new career path. But childhood friends of his suggested he go into general brokerage, and, after some deliberation, he took a leap of faith and followed their advice. “Thank God they told me to do it because it was the best thing. I truly love what I do. People always ask me ‘how many years do you want to work for’ and I feel like I could keep selling homes for another 40 years.” Michael got licensed in February 2017 and launched this phase of his career with Keller Williams Realty, where he stayed for nearly five years before transitioning to Compass in December of 2021.

Michael says sales came naturally to him but credits his time with NVR for shaping his career in real estate. “My dad said, ‘I always knew you’d be in sales because you would talk to anybody and everybody.’ But NVR gave me the tools to really help people.” At the core of Michael’s business model is taking a challenging situation and making it a positive experience for his clients. “It’s a people business. We are helping people with one of the most stressful situations of their lives.” He says he loves getting to see the moment excitement clicks in for clients. “It’s not always settlement day. It might be that final walkthrough. And it’s like that light bulb goes off...that cathartic ‘Aha!’ moment where they’re finally at peace.” And he’s still putting his background and love for Finance to good use. “I don’t shy away from numbers; I’ll get deep into it...it’s like moving the shell around to find where the pearl is. I’ve always enjoyed that aspect – figuring out how to make it work and make it comfortable for the client.”



Michael is proud of his reputation as an honest, dedicated REALTOR®. Along with team member Carter Eggleston and Operations Director Karen Field Rogers, the Compass Move To DE Team offers clients a full-service, client-centric experience backed by unparalleled knowledge and a love for life on the Eastern Shore. He says he’s kept his team small on purpose to be able to maintain a personal touch and stay “in the weeds” of client engagement. From knocking down cobwebs before a walk through to giving a client a hug because they’re having a rough day, no task is too small to make a client happy.

Beyond his personal investment in his clients, Michael says the key to his success is having positive connections with other agents. He lives by the principle “collaborate without ego” because he knows the importance of positive relationships between agents – for each other and for the clients. “I love working with and having fun with the other agents because I need them as much as they need me.”

Michael’s true passion is “the little things in life.” He spends as much time as he can with his wife, Corey, and their two kids, nine-year-old Cameron and eleven-year-old Amelia. He’s grateful that his career in real estate has afforded him the flexibility and type of schedule that allows him to be present and “in the moment.” Whether he’s bicycling around the Cape Henlopen State Park, supporting the kids’ robotics team, or coaching his son from the sidelines of the soccer field, Michael says he truly treasures the memories they’re making. “Time is going to fly by and you have to do whatever you can to have those lasting memories...take a step back and breathe in the salt air.”



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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 2023

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	320	\$268,610,521
2	CARRIE LINGO	Jack Lingo - Lewes	122.5	\$115,555,843
3	Dustin Oldfather	Compass	122	\$52,228,112
4	Brandon C Brittingham	Long & Foster Real Estate, Inc.	114	\$36,023,156
5	Pamela Price	RE/MAX Advantage Realty	103.5	\$35,239,050
6	Mary SCHROCK	Northrop Realty	96.5	\$56,731,244
7	Debbie Reed	RE/MAX Realty Group Rehoboth	90	\$63,715,704
8	MICHAEL KENNEDY	Compass	84	\$58,561,408
9	Joseph Wilson	Coastal Life Realty Group LLC	64	\$33,852,005
10	PAUL TOWNSEND	Jack Lingo - Lewes	63.5	\$59,735,248
11	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	61.5	\$36,298,150
12	Russell G Griffin	Keller Williams Realty	61	\$20,548,125
13	Tyler L Nicholls	The Parker Group	60.5	\$19,805,875
14	LESLIE KOPP	Long & Foster Real Estate, Inc.	58	\$75,981,113
15	Bethany A. Drew	Hileman Real Estate-Berlin	55	\$21,183,319
16	LINDA BOVA	SEA BOVA ASSOCIATES INC.	52.5	\$9,527,475
17	Kimberly Lear Hamer	Monument Sotheby's International Realty	51.5	\$56,915,860
18	Grant K Fritschle	Keller Williams Realty Delmarva	50	\$27,546,728
19	PAUL MALTAGHATI	Monument Sotheby's International Realty	50	\$47,717,998
20	Erin S. Lee	Keller Williams Realty	50	\$8,749,090
21	Suzie Parker	Northrop Realty	47	\$28,406,272
22	Kevin E Decker	Coastal Life Realty Group LLC	47	\$28,820,900
23	JAIME HURLOCK	Long & Foster Real Estate, Inc.	46.5	\$21,548,699
24	Ryan Haley	Atlantic Shores Sotheby's International Realty	45.5	\$24,771,094
25	Nicholas Bobenko	Coastal Life Realty Group LLC	45	\$20,520,115
26	Darron Whitehead	Whitehead Real Estate Exec.	44.5	\$13,642,950
27	Nancy Reither	Coldwell Banker Realty	44	\$33,480,380
28	COURTNEY V BOULOUCON	Coldwell Banker Realty	44	\$42,745,994
29	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	42	\$15,297,290
30	Cory Mayo	Monument Sotheby's International Realty	42	\$34,601,188
31	BARROWS AND ASSOCIATES	Monument Sotheby's International Realty	40.5	\$30,148,876
32	Julie Gritton	Coldwell Banker Premier - Lewes	40.5	\$21,103,532
33	JAMES LATTANZI	Northrop Realty	40	\$24,747,480
34	SUZANNE MACNAB	RE/MAX Coastal	40	\$22,235,215

RANK	NAME	OFFICE	SALES	TOTAL
35	Gary Michael Desch	Northrop Realty	39	\$27,045,187
36	Meme ELLIS	Keller Williams Realty	39	\$15,818,269
37	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	38.5	\$6,079,175
38	DANIEL R LUSK	McWilliams/Ballard, Inc.	38	\$33,058,260
39	Richard Barr	Long & Foster Real Estate, Inc.	38	\$9,889,370
40	JOSHUA RASH	Long & Foster Real Estate, Inc.	37.5	\$16,711,802
41	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	37	\$26,204,105
42	Suzanah Cain	Coldwell Banker Realty	36.5	\$13,241,625
43	CHRISTINE MCCOY	Coldwell Banker Realty	36	\$19,951,230
44	Larry Linaweaver	Iron Valley Real Estate at The Beach	35	\$9,674,156
45	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	35	\$15,773,806
46	Nicole P. Callender	Keller Williams Realty Delmarva	35	\$15,371,364
47	Jamie Caine	Coldwell Banker Realty	34	\$19,369,681
48	Sandi Bisgood	Monument Sotheby's International Realty	34	\$32,085,195
49	Anna Spann	Coldwell Banker Realty	33.5	\$11,903,740
50	Allison Stine	Northrop Realty	32.5	\$18,125,138

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TOP 100 STANDINGS • BY UNITS

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RANK	NAME	OFFICE	SALES	TOTAL
51	Melanie Shoff	Coastal Life Realty Group LLC	32	\$15,887,950
52	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	32	\$12,842,290
53	Donna Harrington	Coldwell Banker Realty	31.5	\$11,002,350
54	Shawn Kotwica	Coldwell Banker Realty	31.5	\$14,011,115
55	Robert Payne	RE/MAX Advantage Realty	31.5	\$9,025,275
56	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	31.5	\$20,403,499
57	Terence A. Riley	Shore 4U Real Estate	30.5	\$25,369,715
58	FRANCIS ESPARZA	Linda Vista Real Estate	30	\$7,398,400
59	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	30	\$17,543,003
60	Michael David Steinberg	Patterson-Schwartz-Rehoboth	30	\$15,856,105
61	Virginia Malone	Coldwell Banker Realty	30	\$14,266,375
62	Jaime Cortes	Coldwell Banker Realty	30	\$7,931,880
63	William P Brown	Keller Williams Realty	30	\$9,221,199
64	Nitan Soni	Northrop Realty	30	\$14,850,555
65	Anthony Matrona	Resort Real Estate	30	\$7,384,600
66	Marti Hoster	ERA Martin Associates	29.5	\$8,293,392

RANK	NAME	OFFICE	SALES	TOTAL
67	William Bjorkland	Coldwell Banker Realty	29.5	\$13,551,697
68	Phillip W Knight	Atlantic Shores Sotheby's International Realty	29	\$15,351,317
69	Andy Whitescarver	RE/MAX Realty Group Rehoboth	29	\$11,499,040
70	Larry E Holdren	Larry Holdren Real Estate Inc	29	\$5,176,800
71	David L Whittington Jr.	Coastal Life Realty Group LLC	29	\$15,881,100
72	ANTHONY SACCO	RE/MAX Associates	28	\$9,068,406
73	Renee Parker	The Parker Group	28	\$8,166,239
74	Dustin Oldfather	Compass	28	\$11,201,314
75	Jonathan M Barker	Keller Williams Realty Delmarva	27.5	\$21,838,624
76	ROBIN PALUMBO THOMPSON	Northrop Realty	27	\$13,699,607
77	Lauren W. Bunting	Keller Williams Realty Delmarva	27	\$12,102,764
78	Dustin Parker	The Parker Group	26.5	\$12,254,610
79	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	26.5	\$11,552,850
80	SHELBY SMITH	Long & Foster Real Estate, Inc.	26.5	\$14,376,050
81	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	26.5	\$16,848,505
82	Tracy L. Zell	Long & Foster Real Estate, Inc.	26.5	\$15,780,393
83	BILL CULLIN	Long & Foster Real Estate, Inc.	26	\$18,409,555
84	VALERIE ELLENBERGER	Compass	26	\$14,978,710
85	Leslie I. Smith	Sheppard Realty Inc	26	\$10,394,558
86	Bill R. Rothstein	Montego Bay Realty	26	\$10,724,250
87	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	26	\$12,294,550
88	Matthew Lunden	Keller Williams Realty	26	\$15,378,209
89	Charlene L. Reaser	Long & Foster Real Estate, Inc.	26	\$8,571,440
90	Amanda Ellen Tingle	Coldwell Banker Realty	26	\$9,494,767
91	Lisa Mathena	The Lisa Mathena Group, Inc.	25.5	\$6,949,247
92	Marc Bouloucon	Coldwell Banker Realty	24.5	\$20,683,758
93	Tina Dorsey	Coastal Life Realty Group LLC	24	\$14,231,485
94	Dale King	Vision Realty Group of Salisbury	24	\$6,635,423
95	David Litz Jr.	Century 21 Emerald	23.5	\$11,520,384
96	Karen Oass	Long & Foster Real Estate, Inc.	23	\$11,025,200
97	DANIEL TAGLIANTI	Keller Williams Realty	23	\$15,410,206
98	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	23	\$7,675,757
99	Andrew Staton	Monument Sotheby's International Realty	23	\$11,457,258
100	JENNIFER BARROWS	Monument Sotheby's International Realty	23	\$17,909,509

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TOP 100 STANDINGS • BY VOLUME

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4	Debbie Reed	RE/MAX Realty Group Rehoboth	90	\$63,715,704
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6	MICHAEL KENNEDY	Compass	84	\$58,561,408
7	Kimberly Lear Hamer	Monument Sotheby's International Realty	51.5	\$56,915,860
8	Mary SCHROCK	Northrop Realty	96.5	\$56,731,244
9	Dustin Oldfather	Compass	122	\$52,228,112
10	SHAUN TULL	Jack Lingo - Rehoboth	22.5	\$50,008,320
11	PAUL MALTAGHATI	Monument Sotheby's International Realty	50	\$47,717,998
12	COURTNEY V BOULOUCON	Coldwell Banker Realty	44	\$42,745,994
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31	SUZANNE MACNAB	RE/MAX Coastal	40	\$22,235,215
32	Jonathan M Barker	Keller Williams Realty Delmarva	27.5	\$21,838,624
33	KIKI HARGROVE	Long & Foster Real Estate, Inc.	15.5	\$21,774,250
34	JAIME HURLOCK	Long & Foster Real Estate, Inc.	46.5	\$21,548,699
35	Jay Phillips	Holiday Real Estate	15	\$21,206,400
36	Bethany A. Drew	Hileman Real Estate-Berlin	55	\$21,183,319
37	Julie Gritton	Coldwell Banker Premier - Lewes	40.5	\$21,103,532
38	Marc Bouloucon	Coldwell Banker Realty	24.5	\$20,683,758
39	Russell G Griffin	Keller Williams Realty	61	\$20,548,125
40	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	10.5	\$20,525,500
41	Nicholas Bobenko	Coastal Life Realty Group LLC	45	\$20,520,115
42	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	31.5	\$20,403,499
43	COLLEEN WINDROW	Keller Williams Realty	22.5	\$20,324,110
44	CHRISTINE MCCOY	Coldwell Banker Realty	36	\$19,951,230
45	Tyler L Nicholls	The Parker Group	60.5	\$19,805,875
46	Jamie Caine	Coldwell Banker Realty	34	\$19,369,681
47	Walter Stucki	RE/MAX Realty Group Rehoboth	21	\$19,141,125
48	BILL CULLIN	Long & Foster Real Estate, Inc.	26	\$18,409,555
49	Allison Stine	Northrop Realty	32.5	\$18,125,138
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TOP 100 STANDINGS • BY VOLUME

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52	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	30	\$17,543,003
53	Chris Jett	Shore 4U Real Estate	21.5	\$17,401,450
54	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	26.5	\$16,848,505
55	JOSHUA RASH	Long & Foster Real Estate, Inc.	37.5	\$16,711,802
56	Melanie Shoff	Coastal Life Realty Group LLC	32	\$15,887,950
57	David L Whittington Jr.	Coastal Life Realty Group LLC	29	\$15,881,100
58	CHRISTINE TINGLE	Keller Williams Realty	23	\$15,859,895
59	Michael David Steinberg	Patterson-Schwartz-Rehoboth	30	\$15,856,105
60	Meme ELLIS	Keller Williams Realty	39	\$15,818,269
61	Tracy L. Zell	Long & Foster Real Estate, Inc.	26.5	\$15,780,393
62	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	35	\$15,773,806
63	RANDY MASON	Jack Lingo - Rehoboth	14	\$15,714,295
64	JOYCE HENDERSON	Coldwell Banker Realty	11	\$15,501,212
65	DANIEL TAGLIENTI	Keller Williams Realty	23	\$15,410,206
66	Matthew Lunden	Keller Williams Realty	26	\$15,378,209
67	Nicole P. Callender	Keller Williams Realty Delmarva	35	\$15,371,364
68	Phillip W Knight	Atlantic Shores Sotheby's International Realty	29	\$15,351,317
69	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	42	\$15,297,290
70	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	9	\$15,035,000
71	MICHAEL RODRIGUEZ	Jack Lingo - Rehoboth	8.5	\$15,023,100
72	VALERIE ELLENBERGER	Compass	26	\$14,978,710
73	Nitan Soni	Northrop Realty	30	\$14,850,555
74	HENRY A JAFFE	Monument Sotheby's International Realty	14	\$14,747,432
75	Mitchell G. David	Sheppard Realty Inc	22	\$14,398,120
76	SHELBY SMITH	Long & Foster Real Estate, Inc.	26.5	\$14,376,050
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79	Gail Mitkoff	Keller Williams Realty	12	\$14,051,500
80	Shawn Kotwica	Coldwell Banker Realty	31.5	\$14,011,115
81	ROBIN PALUMBO THOMPSON	Northrop Realty	27	\$13,699,607
82	Darron Whitehead	Whitehead Real Estate Exec.	44.5	\$13,642,950
83	William Bjorkland	Coldwell Banker Realty	29.5	\$13,551,697
84	Suzanah Cain	Coldwell Banker Realty	36.5	\$13,241,625

RANK	NAME	OFFICE	SALES	TOTAL
85	Jennifer A A Smith	Keller Williams Realty	17	\$13,187,242
86	Michael Kogler	Long & Foster Real Estate, Inc.	12	\$13,174,500
87	Paul A. Sicari	Compass	20	\$13,128,290
88	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	32	\$12,842,290
89	WAYNE LYONS	Long & Foster Real Estate, Inc.	8.5	\$12,556,250
90	Julie Woulfe	ERA Martin Associates, Shamrock Division	23	\$12,334,300
91	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	26	\$12,294,550
92	Dustin Parker	The Parker Group	26.5	\$12,254,610
93	Cindy D Souza	Long & Foster Real Estate, Inc.	15	\$12,238,749
94	Lauren W. Bunting	Keller Williams Realty Delmarva	27	\$12,102,764
95	Whitney Jarvis	Coldwell Banker Realty	15	\$12,011,890
96	TJARK BATEMAN	Jack Lingo - Rehoboth	11	\$11,998,500
97	Anna Spann	Coldwell Banker Realty	33.5	\$11,903,740
98	LINDA MILLIKIN	Monument Sotheby's International Realty	16	\$11,668,636
99	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	26.5	\$11,552,850
100	David Litz Jr.	Century 21 Emerald	23.5	\$11,520,384

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

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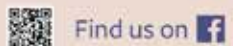
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