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# CONNECTION

## - the Keystone to the CRP Community

Several times a week, I'm making an introduction to someone in my network. Last Friday, the woman performing my echocardiogram loved my hair, and by the end I was sending a text intro to my stylist. Tuesday, I sent a text introducing our favorite chef to a health insurance broker we know. I don't recall when I exactly started behaving this way, but it was solidified that I wanted to be a connector when I read the book *Tipping Point* by Malcolm Gladwell. There have been many books written since, but the idea is the same; being a connector will not only benefit your business, but also your personal life, including your health.

"A connector is simply someone who is relationship-focused in their approach to life, to people, and to business. They have a certain way of thinking and behaving. They act and get results with ease because they have a level of credibility and trust in and from their network. When they ask for something or make an introduction, it carries weight and people respond." - *The Connectors Advantage*: Michelle Tillis Lederman

To some it may seem obvious why being a connector has such an advantage in business, but there is actual data that supports the idea that it is all about the people you know. A LinkedIn report states that 85% of jobs come from one's network, it's even higher if you're looking for executive level positions.

I don't think there is another industry out there that is so full of connectors and examples of it being done well, but in the interest of moving the needle 1% more towards greatness, here are a few tips on how to hone your connecting skills. A quick Google search will yield articles from Forbes, blog posts by coaches, and authors' websites with countless lists. Below I have compiled a few of my favorite tips.

- **Do your homework** - Once you have identified someone you would like to build a connection with,

take some time to learn about them. Everyone loves to be noticed and recognized, and we have a world of information at our fingertips to help achieve that feeling. Outside of social media platforms and Google, the CRP community has an additional resource to getting to know people: the monthly magazine. Those featured in the magazine are open and excited to share their stories. Even a quick message through social media can strengthen a budding relationship.

- **Make the first move** - Even those who are seemingly great at walking up to strangers and saying hi, there can still be room for fear. Fear of what? Rejection. We all have felt it before and it can stop us in our tracks. So whether you are making the first move in a digital space or in person, I think the key to remember is everyone loves to be noticed. If you have done your homework, that first "Hi" isn't so scary.
- **Make the connection and then leave them to it** - This isn't about you connecting with someone, it is all about your behavior once you connect others. Something you don't want to get wrapped up in is the management of this new relationship and to become emotionally involved with the outcome of the connection.

The *Coastal Real Producers* Community is built on the connections of every single member. Preferred Partners have to be recommended by members of the community as part of our vetting process. Every single featured agent has been nominated by someone in the community. This is how our community maintains our elite status of Realtors and Preferred Partners, and for that we thank YOU!



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# KIM BOWDEN



## ▶▶ agent to watch

By Carol Nethen West  
Photos by Atlantic Exposure

## A Real Person Selling Real Estate

From the very first call, agent Kim Bowden greets all her clients and associates with warmth and enthusiasm. Her spontaneous charm stems from a genuine, unpretentious personality. She loves sharing her knowledge about the Delaware and Maryland coast and finds fulfillment in guiding others on their journey towards their new homes.

An avid nature enthusiast, Kim rises early and begins her day with a workout at her Ocean View home, shared with her husband, Doug. On her daily walk, she immerses herself in the area's wildlife sanctuaries and local beaches before diving into a bustling schedule.

Kim attributes her strong work ethic to her mother, Bobbi, saying, "As a kid growing up, my aspirations were to be a secretary like my mom. I've always had an office type mentality." She attests, "For the majority of my adult working life, I've always worked in real estate." About becoming a full-time agent, Kim relates, "When I finally started dipping my toe in it, I found that I really loved the people and friendships."

Kim's enduring partnership with Patterson-Schwartz Real Estate began in 2016. She recalls, "I was jogging in Bethany when I noticed their office. I had wanted to work closer to my home, so I met with the broker." Kim comments further; "The interview wasn't a stuffy one. We were just, you know, real people having a casual conversation. The manager was in flip flops and khaki shorts, and I was in my workout clothes."

Since then, Kim's achievements as a solo agent at Patterson-Schwartz have been remarkable. She's earned the Realtor Alliance Award every year since signing on with the company, and, in 2023, reported an impressive \$10.5 million dollar total sales volume

in twenty-eight transactions. She remarks, "The support we receive from the marketing department, the IT department – the whole business division – keeps us very busy. The company is like one big happy family to me."

Born in West Virginia, Kim and her two sisters moved with their newly single mom to Camden, DE when she was six. The beach became a familiar playground, eventually bringing her and her future husband together. After dating long-distance for two years, Kim and Doug chose the Delaware coast to live their lives.

Kim and Doug love the outdoors. They relish driving their Jeep Wrangler on 3R's Beach for a day of surf fishing and eagerly anticipate their annual vacation to Key West. Their journey to Florida is especially fun, as they transport their motorcycles on the auto-train, drive south to the Keys and enjoy familiar destinations along the way. Kim recalls the year when a hurricane shut down the auto-train. Despite the absence of "leather" to ward off the chill, she and Doug opted to ride up the coast. She cherishes the experience, remarking, "I love the freedom of being on a motorcycle."

In the fall of 2023, Kim and Doug embarked on an exciting joint venture with another area couple to acquire a local Fenwick Island-area landmark - formerly Scotty's Bayside Tavern. Kim expresses her enthusiasm about "The Tavern," stating, "We think of

ourselves as 'the coolest little dive bar at the beach.' We hope to host sponsored events, perhaps some fundraisers – ways to give back to the community."

Naturally caring, Kim offers advice to new agents saying, "Listen to your clients to know what they want. Maybe send them more than what they think they want. Ultimately, they're the ones that make that decision." Kim especially enjoys helping first-time homebuyers and advises young agents to not give up on them. She cautions, "It's easy to get side-tracked – to only focus on those who are actively looking. But pay attention to those people who you've worked with for a couple of years. My max from first contact to settlement is seven years!"

Recently, Kim received a powerful client testimonial that may best sum up her work, personality and passion with the statement, "Kim is a real person selling real estate."





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2024 marks the 10th anniversary of the founding of John and Tina James' Ocean City-based company, Authority Inspections. Licensed in both Maryland and Delaware, Authority Inspections was born from John's experience in the construction industry. "After being in construction for a long time, I saw the need...for homeowners to gain knowledge [for] one of the biggest purchases of their life... Going into some of these construction sites and seeing the condition of the homes and [realizing that] people were kind of unaware of what they were getting into." In 2014, John and Tina founded their company with the mission "to provide friendly, professional, ethical and quality-conscious Home Inspection services to the community."

John and Tina recognize that REALTORS® and homebuyers have a lot of options for home inspection, so they've modeled Authority Inspections to be a "one stop shop" for clients. While they don't directly offer every single service, over the past decade, they've built a trusted network

of vendors and contractors who do – and John, Tina, and their team are on hand to schedule and oversee those services so clients don't have to. From termites to chimneys, the Authority Inspection model has clients covered from top to bottom. John and Tina have also recently begun offering a pay-at-close option to their clients. "Home buyers, especially first-time home buyers, are usually strapped for cash a little bit, so [with this option] they don't have to have any money upfront...it just helps save them some cash and not have to come out of pocket right away."

What truly sets Authority Inspections apart is their sincere dedication to high-quality, personable customer service. They truly understand the gravity of the decision to buy a home, as well as the key role inspections play in closing deals and ensuring all parties are satisfied. They've formed a team that shares their values of hard work and integrity, and they strive to be available when clients need them, even if that's outside of typical operating hours. John credits Tina with being the backbone of the company. "Tina is the glue that holds everything together. She's very personable. Everybody loves her. She's always available...she keeps everything fluid for us, and keeps things moving...if she wasn't here it'd be really tough for me."

John was born and raised in a working-class family in Baltimore, an

upbringing he credits with instilling his values of hard work and honesty. But his love for Ocean City started early. "My parents would put me on a Greyhound bus from Baltimore to the old bus station on 2nd Street once school let out for the summer. My grandparents had a place in Eagles Nest where I would spend the whole summer...I would spend a lot of time cutting grass and running

# John & Tina James

## OF AUTHORITY INSPECTIONS

By Lauren Stevens  
Photos by Atlantic Exposure

### A DECADE OF DEDICATION TO COMMUNITY



partner spotlight

small errands for people in order to have money for the arcade and boardwalk. We did a lot of boating, fishing, crabbing, clamming and all the fun water activities...I just couldn't help but fall in love with OC! After our kids were grown and on their own, there was no other place I wanted to be!"

Today, John and Tina live in Ocean City and enjoy boating and fishing. They are particularly proud of their family, and love spending time with

their daughter, Alyssa, who recently joined the Coast Guard; their son, Josh; and their granddaughter, Addison.

At Authority Inspections, their dedication to their community is evident through top-notch service to clients. They are proud of the reputation of integrity, and they don't shy away from honesty even when the truth is hard to hear. The bottom line is that, no matter the situation, John, Tina, and their team are there to support their clients.

"Sometimes there's joy...it's a great house. And then sometimes you see the sadness when...the house [is in] really bad shape...Ultimately you've got to tell them the facts...We always try to praise the REALTOR® [and remind buyers] 'this is why you have so and so in place to help you negotiate through this and help you make good choices.'... That's what we're here for: to help them understand what they're getting and make a good choice."



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# SUMMER KICK OFF PARTY

By Hannah Benson · Photos by Atlantic Exposure



The Summer Kick Off Party this May set the perfect tone for summer, with over 165 of the region's top real estate agents and industry partners in attendance. Held at Fager's Island, the weather was absolutely beautiful, with the sun and ocean air as an ideal backdrop for the best in the business to come together.

This crew was READY for summer - flip-flops, sunglasses, orange crushes (and delicious signature cocktails), filled the room. And even more evident was the energy. People re-connecting and others meeting for the first time to talk about

everything from business to summer plans. This is what we live for - seeing with our own eyes the strong, interconnected community of industry leaders that makes up *Coastal Real Producers*.

Cheers to a fantastic summer!





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# DUSTIN

PARKER

**INNOVATION AND TRANSPARENCY**

By Abby Isaacs · Photos by Atlantic Exposure

Driven by a desire to revolutionize an industry steeped in tradition, Dustin Parker and his brainchild, The Parker Group, are transforming the home buying and selling experience with their consumer-first approach and emphasis on innovation, technology and transparency.





I FELL IN LOVE WITH ENTREPRENEURSHIP AND BUSINESS AND MARKETING AND ALL THE THINGS THAT WENT INTO IT.

“We want to make the process of buying and selling homes as simple, easy, transparent, and fun of an experience as it can be. Every single day, I challenge our team to wake up and think about it in a new way. Rebuilding the real estate process from the ground up; what would that look like? What would the consumer want?” Dustin said.

Just as unconventional as his business model is his journey from the classroom into real estate. It all started with a frustrating home-selling experience. Dissatisfied with a lackluster approach from their real estate agent, Dustin saw an opportunity to challenge the status quo.

“I hired who I thought was the best agent in town but I felt like they just put a sign in the yard, and then that was kind of the end of it,” he recalled. “I was putting up fliers and doing everything I could to try to get that house sold. Ultimately, we ended up finding the buyer for that house ourselves.”

Determined to create a better alternative, Dustin, alongside his wife Rachel, ventured into the world of real estate part-time in 2015 while also working as a teacher. What started as a side hustle quickly evolved into a passion for entrepreneurship and a commitment to reshaping the industry from within.

“I just fell in love with it immediately. I fell in love with entrepreneurship and business and marketing and all the things that went into it.”

From their first part-time employee in 2016 to starting their own brokerage, The Parker Group, in 2019, he and his wife have built their dream. They now have four offices across Delaware (Georgetown, Milford, Lewes and a soon to be opened Middletown location), 15 employees and 65 real estate agents.

At the heart of The Parker Group’s ethos lies a commitment to total transparency, ensuring their clients are fully informed about fees and processes, and empowering them with knowledge and confidence in their real estate

transactions. Dustin also leverages cutting-edge technology to provide a seamless, efficient experience. His self-taught passion for building tech and creating artificial intelligence applications is part of what makes his company stand out by offering clients faster, smarter and more convenient ways to find the right buyer.

“We’re at a place with artificial intelligence now where it can do a lot of things that it’s never been able to do before,” he explained. “The technology that we’re able to employ and build within our company has created a consistent level of experience that we can promise to the consumer.”

Challenging the industry norm, they pioneered a game-changing commission rate designed around personalized service. Instead of commissions being tied to the purchase price, they offer a 3.5% listing side commission across the board. They believe that buyer’s agents should negotiate their compensation directly with their clients or as part of the transaction, rather than solely relying on the seller to pay their fee.

“By decoupling commissions from sale prices, we create a system where agents focus on getting the best deal for their clients, not on maximizing their payouts. While this challenges the norm, we believe it’s right for our clients. Ultimately, the client decides. Our goal is exceptional, personalized service at a fair price, prioritizing transparency and aligned incentives.”

This forward-thinking approach extends beyond technology and rates to the very structure of The Parker Group itself. Offering two distinct options for agents—traditional 1099 arrangements or W-2 employment with comprehensive training packages—Dustin and his team empower agents to succeed. “We have agents who join us that want higher leverage and more support,” he said. “They join us with a package that offers them transaction coordination, listing coordination, marketing services, and a bunch of leverage that they may not get elsewhere. The beauty about having these full-time employees is that we can require them to be at the office at nine o’clock every day and to participate in training and role



Dustin and his wife, Rachel

plays to ensure we deliver a uniform experience each time.”

This approach has proven highly successful, with their salaried agents averaging an impressive 10 home sales per month, far surpassing industry norms. “We have the best staff and team of anyone in the industry. We live in a small town and I would put this team up against anyone across the country.”

Despite living in a small town, Dustin is always thinking bigger, and he hopes it rubs off on his two young children Avery and Ford. The couple is raising their young family on their dream property just outside of Milford.

“I want my kids to take as many risks as they can and go out there and put themselves in as many different opportunities as possible; talk to as many people as they can to figure out what it is that they want to do and then go on to do great things.”

Looking ahead, Dustin sees real estate as the next frontier for transformative experiences and opportunities. With the NAR settlement and DOJ investigation, he challenges the industry to embrace change, instead of fighting it.

“I think it’ll force some new, innovative ways of doing business and create a tremendous amount of transparency in

the business as a whole,” Dustin said. “People couldn’t imagine getting into a stranger’s car to get an Uber. People couldn’t imagine staying in a stranger’s home until Airbnb. I think real estate is the next place where we can create those types of experiences and opportunities for consumers that want that.”

As Dustin Parker and The Parker Group continue to challenge conventions and lead the charge towards a more transparent, tech-driven future, their story serves as a beacon of inspiration to entrepreneurs everywhere. Change is inevitable, but by embracing it with open arms, The Parker Group has unlocked limitless potential.



# TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	109.5	\$78,429,015
2	Brandon C Brittingham	Long & Foster Real Estate, Inc.	51	\$15,452,890
3	MICHAEL KENNEDY	Compass	49	\$34,113,276
4	PAUL TOWNSEND	Jack Lingo - Lewes	42.5	\$42,398,049
5	Mary SCHROCK	Northrop Realty	39.5	\$22,047,457
6	Dustin Oldfather	Compass	39	\$17,864,731
7	Suzie Parker	Compass	39	\$18,356,763
8	Pamela Price	RE/MAX Advantage Realty	39	\$11,774,000
9	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	39	\$19,706,300
10	Debbie Reed	RE/MAX Realty Group Rehoboth	32.5	\$19,865,664
11	Jaime Hurlock	Long & Foster Real Estate, Inc.	28.5	\$14,139,543
12	Bethany A. Drew	Hileman Real Estate-Berlin	28.5	\$10,266,338
13	Russell G Griffin	Keller Williams Realty	26.5	\$11,273,250
14	Erin S. Lee	Keller Williams Realty	26	\$5,174,019
15	Darron Whitehead	Whitehead Real Estate Exec.	26	\$8,410,790
16	LESLIE KOPP	Long & Foster Real Estate, Inc.	25	\$31,847,395
17	CARRIE LINGO	Jack Lingo - Lewes	25	\$32,936,649
18	Joseph Wilson	Coastal Life Realty Group LLC	25	\$13,450,924
19	William P Brown	Keller Williams Realty	23	\$6,910,900
20	Nicole P. Callender	Keller Williams Realty Delmarva	23	\$11,549,965
21	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	22.5	\$8,537,640
22	CHRISTINE MCCOY	Coldwell Banker Realty	22.5	\$15,412,460
23	Ryan Haley	Atlantic Shores Sotheby's International Realty	22	\$11,308,300
24	Richard Barr	Long & Foster Real Estate, Inc.	21	\$5,363,370
25	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	20	\$6,380,950
26	JAMES LATTANZI	Northrop Realty	20	\$10,829,400
27	Shawn Kotwica	Coldwell Banker Realty	20	\$9,097,190
28	Julie Gritton	Coldwell Banker Premier - Lewes	19.5	\$8,537,931
29	Kimberly Lear Hamer	Monument Sotheby's International Realty	19	\$15,220,960
30	SUZANNE MACNAB	RE/MAX Coastal	18	\$11,408,356
31	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	18	\$9,258,968
32	Meme ELLIS	Keller Williams Realty	17	\$5,339,000
33	Jaime Cortes	Coldwell Banker Realty	17	\$4,644,524
34	Allison Stine	Northrop Realty	17	\$10,002,980

RANK	NAME	OFFICE	SALES	TOTAL
35	LINDA BOVA	SEA BOVA ASSOCIATES INC.	17	\$2,562,550
36	Austin Whitehead	Whitehead Real Estate Exec.	16	\$3,186,500
37	Nicholas Bobenko	Coastal Life Realty Group LLC	16	\$7,560,000
38	Frances Sterling	ERA Martin Associates	16	\$5,824,900
39	Kevin E Decker	Coastal Life Realty Group LLC	16	\$7,648,800
40	JAY SCHULMAN	Coldwell Banker Realty	16	\$3,748,690
41	Ryan James McCoy	Coldwell Banker Realty	15.5	\$6,126,900
42	Grant K Fritschle	Keller Williams Realty Delmarva	15.5	\$11,047,000
43	William Bjorkland	Coldwell Banker Realty	15	\$5,738,755
44	AMY J KELLENBERGER	Active Adults Realty	15	\$8,220,800
45	Robert Payne	RE/MAX Advantage Realty	15	\$4,861,801
46	Barbara Lawrence	RE/MAX Advantage Realty	15	\$6,136,000
47	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	14.5	\$8,145,428
48	Andrew Staton	Monument Sotheby's International Realty	14	\$7,841,816
49	Kristen Gebhart	Northrop Realty	14	\$5,970,530
50	Tommy Burdett IV	RE/MAX Advantage Realty	14	\$4,057,500

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

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# TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Debora Hileman	Hileman Real Estate-Berlin	14	\$7,942,855
52	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	14	\$8,821,813
53	David L Whittington Jr.	Coastal Life Realty Group LLC	14	\$6,873,900
54	Matthew Lunden	Keller Williams Realty	14	\$8,230,223
55	Makayla B Johnson	Northrop Realty	14	\$3,905,500
56	Brian K Barrows	Monument Sotheby's International Realty	13.5	\$9,253,030
57	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	13	\$6,307,300
58	Ann Buxbaum	Northrop Realty	13	\$6,942,000
59	STACI WALLS	NextHome Tomorrow Realty	13	\$6,248,000
60	Sherry L. Thens	Coldwell Banker Realty	13	\$5,470,147
61	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	13	\$8,385,236
62	Michael David Steinberg	Patterson-Schwartz-Rehoboth	13	\$7,116,748
63	Nitan Soni	Northrop Realty	13	\$5,810,000
64	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	13	\$5,270,290
65	William R Brown	Long & Foster Real Estate, Inc.	13	\$3,751,890
66	Lee Johnson	Coldwell Banker Premier - Seaford	13	\$2,949,900

RANK	NAME	OFFICE	SALES	TOTAL
67	Erin Marie Baker	Keller Williams Realty	13	\$3,480,800
68	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	12	\$7,821,945
69	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	12	\$8,219,000
70	Melanie Shoff	Coastal Life Realty Group LLC	12	\$7,099,400
71	Demarcus L. Rush	Compass	12	\$4,622,709
72	CHRISTINE TINGLE	Keller Williams Realty	12	\$14,586,690
73	Clark M Edouard	Long & Foster Real Estate, Inc.	12	\$2,926,200
74	Vincente Michael DiPietro	Northrop Realty	12	\$7,239,000
75	DANIEL R LUSK	McWilliams/Ballard, Inc.	12	\$11,423,090
76	Erik N Brubaker	Keller Williams Realty	12	\$4,969,430
77	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	12	\$5,512,520
78	Larry Linaweaver	Iron Valley Real Estate at The Beach	12	\$3,419,370
79	Tim Arnett	ERA Martin Associates	12	\$3,239,300
80	Bradley Smith	Coldwell Banker Realty	12	\$6,688,927
81	Deeley Chester	Coastal Life Realty Group LLC	12	\$4,775,300
82	David M Willman	Coldwell Banker Realty	12	\$4,152,290
83	DANIEL TAGLIANTI	Keller Williams Realty	12	\$7,232,000
84	COURTNEY V BOULOUCON	Coldwell Banker Realty	11.5	\$8,839,616
85	Lisa Mathena	The Lisa Mathena Group, Inc.	11.5	\$3,508,600
86	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	11.5	\$4,954,490
87	Terence A. Riley	Shore 4U Real Estate	11.5	\$8,813,250
88	Dustin Parker	The Parker Group	11.5	\$3,547,650
89	Tom Ruch	Northrop Realty	11	\$5,542,000
90	Taylor M Tallarico	Keller Williams Realty	11	\$5,157,590
91	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	11	\$5,443,400
92	FRANCIS ESPARZA	Linda Vista Real Estate	11	\$3,127,499
93	Shannon L Smith Hunt	Northrop Realty	11	\$7,194,490
94	Clinton Bickford	Keller Williams Realty Delmarva	11	\$3,781,300
95	Harryson Domercant	Keller Williams Realty Delmarva	11	\$2,950,970
96	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	11	\$1,658,550
97	Ross Muir	Long & Foster Real Estate, Inc.	11	\$1,994,700
98	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	11	\$4,479,500
99	Holly B. Worthington	Worthington Realty Group, LLC	11	\$5,568,801
100	Marti Hoster	ERA Martin Associates	10.5	\$2,321,280

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

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# TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	109.5	\$78,429,015
2	PAUL TOWNSEND	Jack Lingo - Lewes	42.5	\$42,398,049
3	MICHAEL KENNEDY	Compass	49	\$34,113,276
4	CARRIE LINGO	Jack Lingo - Lewes	25	\$32,936,649
5	LESLIE KOPP	Long & Foster Real Estate, Inc.	25	\$31,847,395
6	Mary SCHROCK	Northrop Realty	39.5	\$22,047,457
7	Debbie Reed	RE/MAX Realty Group Rehoboth	32.5	\$19,865,664
8	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	39	\$19,706,300
9	Suzie Parker	Compass	39	\$18,356,763
10	Dustin Oldfather	Compass	39	\$17,864,731
11	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	5	\$15,800,000
12	Brandon C Brittingham	Long & Foster Real Estate, Inc.	51	\$15,452,890
13	CHRISTINE MCCOY	Coldwell Banker Realty	22.5	\$15,412,460
14	Kimberly Lear Hamer	Monument Sotheby's International Realty	19	\$15,220,960
15	CHRISTINE TINGLE	Keller Williams Realty	12	\$14,586,690
16	Jaime Hurlock	Long & Foster Real Estate, Inc.	28.5	\$14,139,543

RANK	NAME	OFFICE	SALES	TOTAL
17	Joseph Wilson	Coastal Life Realty Group LLC	25	\$13,450,924
18	HENRY A JAFFE	Monument Sotheby's International Realty	8	\$13,014,861
19	Pamela Price	RE/MAX Advantage Realty	39	\$11,774,000
20	Nicole P. Callender	Keller Williams Realty Delmarva	23	\$11,549,965
21	DANIEL R LUSK	McWilliams/Ballard, Inc.	12	\$11,423,090
22	SUZANNE MACNAB	RE/MAX Coastal	18	\$11,408,356
23	Ryan Haley	Atlantic Shores Sotheby's International Realty	22	\$11,308,300
24	Russell G Griffin	Keller Williams Realty	26.5	\$11,273,250
25	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	4	\$11,162,500
26	Grant K Fritschle	Keller Williams Realty Delmarva	15.5	\$11,047,000
27	JAMES LATTANZI	Northrop Realty	20	\$10,829,400
28	Bethany A. Drew	Hileman Real Estate-Berlin	28.5	\$10,266,338
29	Allison Stine	Northrop Realty	17	\$10,002,980
30	BRYCE LINGO	Jack Lingo - Rehoboth	8	\$9,866,438
31	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	18	\$9,258,968
32	Brian K Barrows	Monument Sotheby's International Realty	13.5	\$9,253,030
33	Shawn Kotwica	Coldwell Banker Realty	20	\$9,097,190
34	COURTNEY V BOULOUCON	Coldwell Banker Realty	11.5	\$8,839,616
35	Daniel Clayland	Coldwell Banker Realty	7	\$8,829,850
36	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	14	\$8,821,813
37	Terence A. Riley	Shore 4U Real Estate	11.5	\$8,813,250
38	RANDY MASON	Jack Lingo - Rehoboth	5.5	\$8,630,990
39	Julie Gritton	Coldwell Banker Premier - Lewes	19.5	\$8,537,931
40	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	22.5	\$8,537,640
41	Darron Whitehead	Whitehead Real Estate Exec.	26	\$8,410,790
42	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	13	\$8,385,236
43	KIM S HOOK	RE/MAX Coastal	9.5	\$8,249,950
44	Matthew Lunden	Keller Williams Realty	14	\$8,230,223
45	AMY J KELLENBERGER	Active Adults Realty	15	\$8,220,800
46	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	12	\$8,219,000
47	John E Redefier IV	Rehoboth Bay Realty, Co.	8	\$8,213,050
48	ASHLEY BROSNANHAN	Long & Foster Real Estate, Inc.	14.5	\$8,145,428
49	Lucius Webb	Jack Lingo - Rehoboth	10	\$8,105,000
50	Debora Hileman	Hileman Real Estate-Berlin	14	\$7,942,855

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# TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	COLLEEN WINDROW	Keller Williams Realty	10	\$7,934,500
52	Andrew Staton	Monument Sotheby's International Realty	14	\$7,841,816
53	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	12	\$7,821,945
54	Kevin E Decker	Coastal Life Realty Group LLC	16	\$7,648,800
55	Nicholas Bobenko	Coastal Life Realty Group LLC	16	\$7,560,000
56	Chris Jett	RE/MAX Advantage Realty	9.5	\$7,473,150
57	Vincente Michael DiPietro	Northrop Realty	12	\$7,239,000
58	DANIEL TAGLIENTI	Keller Williams Realty	12	\$7,232,000
59	ALLEN JARMON	NextHome Tomorrow Realty	7	\$7,210,800
60	Shannon L Smith Hunt	Northrop Realty	11	\$7,194,490
61	Michael David Steinberg	Patterson-Schwartz-Rehoboth	13	\$7,116,748
62	Melanie Shoff	Coastal Life Realty Group LLC	12	\$7,099,400
63	Sandi Bisgood	Monument Sotheby's International Realty	5	\$6,965,450
64	Ann Buxbaum	Northrop Realty	13	\$6,942,000
65	William P Brown	Keller Williams Realty	23	\$6,910,900
66	WAYNE LYONS	Long & Foster Real Estate, Inc.	4	\$6,894,500
67	David L Whittington Jr.	Coastal Life Realty Group LLC	14	\$6,873,900
68	Janice A Warns	Long & Foster Real Estate, Inc.	6	\$6,824,490
69	SARAH FRENCH	Long & Foster Real Estate, Inc.	9	\$6,737,840
70	Bradley Smith	Coldwell Banker Realty	12	\$6,688,927
71	PAUL MALTAGHATI	Monument Sotheby's International Realty	8	\$6,625,608
72	Gary Michael Desch	Northrop Realty	10	\$6,557,718
73	BILL CULLIN	Long & Foster Real Estate, Inc.	6	\$6,518,000
74	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	20	\$6,380,950
75	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	8.5	\$6,370,625
76	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	13	\$6,307,300
77	Michael Reamy Jr	Monument Sotheby's International Realty	5	\$6,295,110
78	STACI WALLS	NextHome Tomorrow Realty	13	\$6,248,000
79	Jennifer A A Smith	Keller Williams Realty	8	\$6,164,000
80	Gail Mitkoff	Keller Williams Realty	4	\$6,140,000
81	Barbara Lawrence	RE/MAX Advantage Realty	15	\$6,136,000
82	Ryan James McCoy	Coldwell Banker Realty	15.5	\$6,126,900
83	Jennifer Lamson	Monument Sotheby's International Realty	3	\$6,013,910
84	Kristen Gebhart	Northrop Realty	14	\$5,970,530

RANK	NAME	OFFICE	SALES	TOTAL
85	Paul A. Sicari	Compass	9.5	\$5,915,490
86	SHAUN TULL	Jack Lingo - Rehoboth	4	\$5,877,813
87	Frances Sterling	ERA Martin Associates	16	\$5,824,900
88	Nitan Soni	Northrop Realty	13	\$5,810,000
89	Jonathan M Barker	Keller Williams Realty Delmarva	8.5	\$5,798,083
90	R. Erik Windrow	Keller Williams Realty Delmarva	9	\$5,773,800
91	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	10	\$5,762,900
92	William Bjorkland	Coldwell Banker Realty	15	\$5,738,755
93	VALERIE ELLENBERGER	Compass	8	\$5,706,000
94	Chelsea Rose Bristow	Jack Lingo - Lewes	3.5	\$5,686,600
95	Jacqueline Kay Martini	Coldwell Banker Realty	6	\$5,685,000
96	Jason Thomas Hoenen	Bryan Realty Group	9.5	\$5,623,780
97	Holly B. Worthington	Worthington Realty Group, LLC	11	\$5,568,801
98	Tom Ruch	Northrop Realty	11	\$5,542,000
99	Melissa Rudy	Keller Williams Realty	6.5	\$5,531,260
100	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	12	\$5,512,520

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