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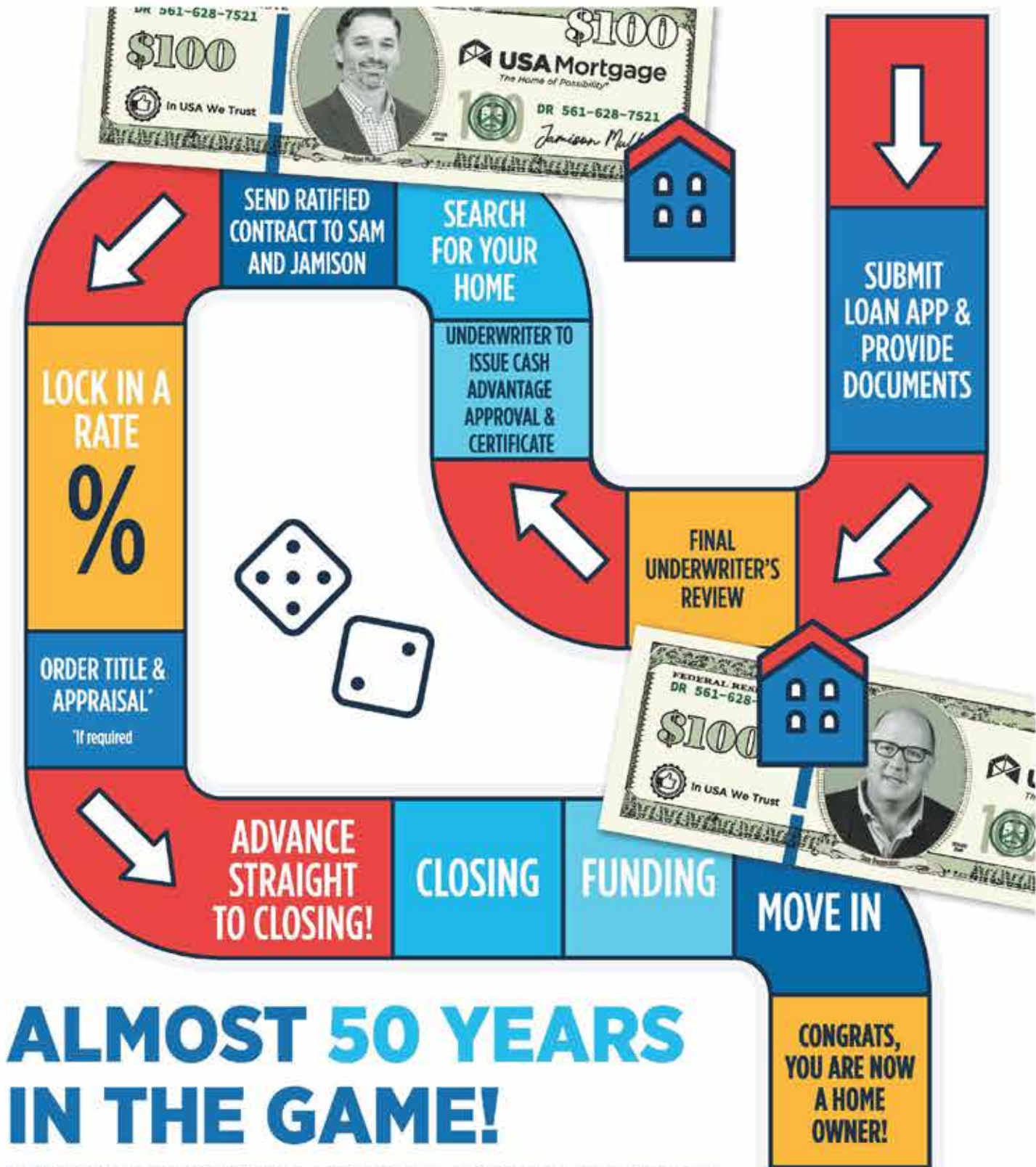


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editor's note

By Jilleien Franquelli

If I ask the question, “What’s your favorite part about being in real estate?” 100 times, the answer is “helping people” 99 times. I don’t believe that the philanthropic culture of the industry is only because of the marketing and sales opportunity; I believe it’s because at the core of who you are, and therefore the entire industry, lies altruism.

From my front row seat, I see people who understand how to change the world, one person at a time. While the effort and care that you take with your clients is amazing, that’s not what I’m referring to. It’s the unique ways each of you give back.

In a recent scroll on Facebook, I saw a drive for shoes, a fundraiser for the families of the Key Bridge workers, and more.

You recognize your important role in communities. You are not just there to take, but to make better. Do you remember what Uncle Ben said to Peter Parker? “With great power comes great responsibility.” This industry has the power to change the financial landscape of the country.

Our very first pandemic-produced issue was all about The Helpers. Individuals and teams rising up and leading the way. I have been and continue to be inspired by the way you give back so freely. In my opinion, greatness is only achieved in the service of others.

If I may be so selfish as to shine a light on the work of a member of our editorial team. Over the years of working together, our conversations have shed light on the type of human he is: kind, brave, creative, and strong.

He was part of a group called Aerial Recovery, which trains and deploys Humanitarian Special Operators to effectively respond to natural disasters, man-made disasters, and combat sex trafficking.

He is the definition of a hero. A few months ago, he pulled us aside to share some news. He would be leaving for a 2-year training. He was joining the National Guard Special Forces. He leaves in July.

I don’t remember when Colleen and I met Krebs because it feels like he

has always been a part of our world. Many of you have met Alex Krebs at an event where he has taken a video or photo of you, or perhaps when he shot your feature for the magazine.

The qualities that make him the perfect fit to save lives are the same qualities that make saying goodbye very hard.

Alex, I have loved every second we have spent together and have appreciated not only our business relationship but the friendship we have created. Watching you grow in your art and craft over the years has been a pleasure, but comes second to the human you have become.

Thank you for sharing your life with us!



Always
Editor-in-Chief
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▶ events calendar

BALTIMORE REAL PRODUCERS

2024 EVENTS CALENDAR

Thursday, June 20
6 p.m. - 10 p.m.
7th Anniversary Soirée
Baltimore Museum of Industry — 1415
Key Highway, Baltimore, MD 21230
The can’t-miss event of the year celebrating the best of Central Maryland real estate!

Thursday, October 10
9:30 a.m. - 1 p.m.
Fall Mastermind
Location TBD
The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

Wednesday, November 20
2 p.m. - 5:30 p.m.
Fall Fête
Location TBD
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JUSTIN SAPP

By Carol Nethen West
Photos by Alex Krebs

Growing up in the iconic neighborhood of Patterson Park, Justin Sapp, founder and owner of home inspection company Certified Property Inspection, enjoyed a happy childhood reflecting on the park's reputation as "Baltimore's Best Backyard." Justin and his brother were raised by their single mother, Shirley, in an East Baltimore row home and were surrounded by a caring, close-knit community, particularly at St. Elizabeth of Hungary. There, Justin developed an early sense of empathy, belonging, and self-identity – lasting values that would provide decisive waypoints in career moves throughout his life, and eventually lead him to form his company.

Fostering a Relationship of Trust

Justin is proud of his academic background and career achievements, saying, "I got a master's degree in business from Stevenson University. Just out of college, I worked at T. Rowe Price, a Fortune 500 financial services company, where I was an investment banker."

Resonating with T. Rowe Price's mission statement to provide "world-class" service, Justin comments, "They had a great corporate culture and really understood how to develop people, which became my north star in business development from that point forward."

In 2006, Justin took the opportunity to help a friend start a fire and restoration business which quickly grew to become the largest franchise in the parent company's portfolio. The nine-year experience not only lit Justin's entrepreneurial spirit, but also provided him with the realization that he could best fulfill his dream by starting a company of his own. He says, "I was fighting for the things over and over again that I knew were right!"



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For Justin, those “right” things included a pledge of “fiduciary responsibility,” a business concept which plays prominently in Justin’s abiding ethic at Certified Property Inspection. He says, “That means we can’t do anything that is good for business, but isn’t also good for our employees. By creating a company culture where we’re all rowing in the same direction, everything we do must also be good for our clients.”

As a father of six children, a passionate sports coach, a former Boy Scout, and an employer who enjoys working alongside those whom he employs, Justin finds fulfillment in bringing out the best in everyone he deals with. He explains, “I was a golf instructor when I found out it was more satisfying to help someone make a shot than for me to

do it myself. When somebody doesn’t think they can and I help them do it, it’s just a lot more satisfying.”

The deep trust he shares with his company’s employees enables Justin, his wife Crystal, and their six children (ranging from ages six to twenty-nine years old) to enjoy their eagerly anticipated annual vacation. They travel to Camp Getaway in Connecticut where Justin says the spirit of adventure and the bonding social environment is great for his family. He and Crystal also find quality time for themselves, like on a recent trip to Ireland.

Certified Property Inspection celebrates its ninth year in business in August 2024. Currently, Justin employs seven professionals whose work he feels represents the message

he offers to his realtor partners. “We’re all in the business of homeownership,” he says. “While your job is to find the right home, our job is to educate clients and build their familiarity and comfort with that home. Since clients can’t be sure a home is in the condition that people say it is without us, it is a relationship of trust.”

Justin’s natural gift is his desire to empower all those whose lives he touches. He invites area realtors to join him or any of his expert inspectors on a home inspection tour saying, “The joy of sharing the knowledge I’ve been blessed with – to give that away to somebody makes me feel good.” As the ultimate gauge of his success, Justin aims to inspire home buyers to say, “Wow! I didn’t realize I could learn so much about this house. It’s amazing!”



Joshua Wilson, Cindy Zak, Jeff Roemer, Justin Sapp, Gregory Chapman, Shawn Yolton and April Kuciara



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Lauren DiMartino

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Lauren DiMartino is no stranger to transformation. Her real estate specialty is ground-up renovation and she offers comprehensive support from conception to completion. With a keen eye for design and a dedication to transparency, she is passionate about helping her clients realize their goals – whether that’s a happy home or a fruitful investment property.



▶▶ rising star

By Lauren Stevens · Photos by Alex Krebs

But for Lauren, transformation extends beyond real estate. She was born and raised in Panama City, Florida, but today she’s a Baltimorean through and through. In 2019, Lauren moved to Maryland and Baltimore’s charm quickly won her heart. “I’m just so in love! If I would have known the city was this crazy fun, I would’ve moved here [much sooner].”

At first, her interest in real estate was motivated by the increased cost of living in Maryland. She started out in rental ownership and developed an interest in real estate sales which spurred another transformation for Lauren: a career change. “I was working at a doctor’s office and at the time, I really wanted to be a doctor. That was my primary focus. And that’s something that had been kind of a staple in my life for a long time...I had taken the MCATs, I did my interviews, I did all of it. And [one day] I sat in front of my computer and I had two tabs up: my real estate tab was open on one side, and my MCAT submission was open on the other side, and all I had to hit was submit on one. And that was it.” Lauren shifted all the energy she had been putting into pursuing a career in medicine and went all in on real estate. Her first property sold in three months and she’s only gained momentum since.

Alongside her work ethic, Lauren’s mentors have been a driving force in her career, helping her get a running start and grow into the top-producing REALTOR® she is today. She recalls that, when she was first starting out, shadowing Chris Drewer of EXP Realty helped her understand the nuance of the industry. Three years into her career, Lauren landed a partnership with the developer working in the Park Heights/Pimlico Terrace community. This deal ignited her passion for working with investors who are making change in local communities and made her realize she wanted to have staying power as a REALTOR® in Baltimore.

One of Lauren’s greatest inspirations is her grandmother, Della. “I can’t tell anything about my story without talking about my grandmother.” Della has done so much, from catering to firefighting to nursing. She even owned several businesses – including rental properties – in Panama City during a time when black, women-owned businesses faced many barriers and were few and far between. Lauren recalls visiting Della’s rental tenants during her childhood and witnessing her grandmother make handshake deals with community members. She credits Della with teaching her the importance of hard work and honesty, lessons that are central to her life and her business to this day.



Today, Lauren and her partner live in the Oliver neighborhood of Baltimore. She says her partner's family, her close-knit friend group, and her fellow community members have helped her set down roots and feel at home in Baltimore. She is an active member of the community and she's passionate about making her neighborhood the best it can be. "I've fallen in love with the people...We're building out what we want the space to look like, and it's really cool to be on the ground level of something and to [make decisions] as a community."

So what's in store for Lauren in the future? One of her major goals for 2024 was to become a Real Producer - mission accomplished! She's working on her first revitalization project and is excited about it coming to completion. She also shared that she'd like to hit \$10 million GCI this year (and she's made great headway at \$5 million at the time of this writing).

But above all, Lauren wants to make a significant impact in Baltimore. She envisions a future where the city thrives as a place for people to put down roots, build careers, and create lasting legacies. "Falling in love with Baltimore was one of those things I just never thought I was going to do. And then here we are...I love the people and the food...I think that Baltimore needs people that really are here invested, and willing to give their time and energy to not just making Baltimore better but making the next phase of Baltimore better."

And if there's anyone out there who can make that happen, it's Della's granddaughter, Lauren DiMartino.



“ I think that Baltimore needs people that really are here invested, and willing to give their time and energy to not just making Baltimore better but making the next phase of Baltimore better. ”

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▶ partner spotlight

BETH WOOD

By Abby Isaacs
Photos by Keith Robinson

of Allied Mortgage Group

In the intricate world of mortgages, loan officer Beth Wood stands out not just for her professional expertise but also for her unwavering commitment to her clients and her team. Now as the Producing Branch Manager for Allied Mortgage Group, Beth brings nearly three decades of experience forging connections, both in her personal life and professional career.

“The relationship I’ve learned the most from has been my 37-year marriage with my husband Robert. The tools and lessons learned have not only made our marriage successful, but have helped me build strong relationships with my business partners and clients,” Beth shared.

Their enduring relationship has been a personal pillar of strength and a source of inspiration in Beth’s professional life, leading to a nearly 30-year career in the mortgage industry. After getting married young and becoming a stay-at-home mom to three kids, Beth found herself needing to provide for her family when her husband was injured at work. She stumbled upon a job listing promising ‘unlimited income potential’ and seized the opportunity. “I needed to be in something where I felt like I could work hard and make what I needed,” Beth said.

The real estate market crash in the early 2000s brought further adversity, leading to a period of unemployment for Beth, followed by the devastating loss of everything they owned in a fire in 2013. These challenges helped lay the foundation for strong problem-solving skills that have helped her excel in her field. “We’ve been through challenges before, and we adapt, struggle, and overcome them as a united team, emerging stronger than before,” she said of her marriage.

2023 was another year of adapting and overcoming. After 15 years in various roles in mortgage lending with one company, she made a bold transition to Producing Branch Manager for Allied Mortgage Group.

“I am focused on expanding our reach in Maryland, which I’m very excited about because it’s an opportunity for growth, and I love growing things. The

A Journey of Relationships, Resilience, and Real Estate



challenge of making something work that isn’t currently there is exhilarating.”

Beth is excited to bring her unique value propositions to Allied, which revolve around providing a superior client experience. She focuses on equipping her clients with tools to strengthen their offers without increasing costs and offers products to combat today’s rising rate environment. Her expertise lies in crafting the right mix of products tailored to her clients’ needs. “I have nearly 30 years of experience to help clients win offers and achieve their American Dream.”

She shares the ticket to her successful marriage and career - her unwavering commitment to relentless communication, honesty, and fairness. "These principles are not just buzzwords for me; they are the foundation of every interaction I have, both personally and professionally. I firmly believe in addressing challenges head-on, never shying away from the hard answers, yet always maintaining a respectful and constructive dialogue. This approach fosters trust and transparency, essential elements in any successful partnership."

Outside of her demanding career, Beth is an avid runner with an ultra-marathon and multiple marathons under her belt. She also enjoys gardening outside their Northern Baltimore County home and cherishes spending Saturdays with her grandson. "My Saturdays are exhausting but fulfilling."

With a mix of great colleagues and family supporting her, Beth is excited about the opportunity to build a team of her own. Efficiency, effectiveness and impact are the priorities for her.

"Sometimes things work out. Sometimes you realize later that you needed to make a move," Beth reflects. "I believe that God puts us where we need to be, and I'm excited about this new chapter."

In Beth Wood, clients and colleagues find not just a mortgage expert but also a relationship-builder, mentor, and leader. Armed with all the tools needed for success, she is eager to leave her mark on the mortgage industry.

“ These principles are not just buzzwords for me; they are the foundation of every interaction I have, both personally and professionally. ”



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AACAR Convention & Tradeshow Recap

The 2024 AACAR Convention & Tradeshow was held at LIVE! Casino and Hotel on April 4th and it was a resounding success. This year's theme was "Cheers to 25 Years" - quite the milestone! The event brought together professionals from across the real estate industry and featured up to 6 hours of continuing education, mastermind sessions, networking, lunch, a happy hour, giveaways, and much more!

The tradeshow featured an array of vendors who showcased their latest products and services. Networking filled the room, as

existing connections were built upon and new ones were created.

AACAR was proud to offer new classes this year, including the State of the Industry Panel, All About Accessory Dwelling, and Financing for the Newly Licensed. There were also two mastermind sessions attendees could participate in.

From informative sessions to engaging networking opportunities, the 2024 AACAR Convention & Tradeshow left attendees feeling educated, energized and inspired.



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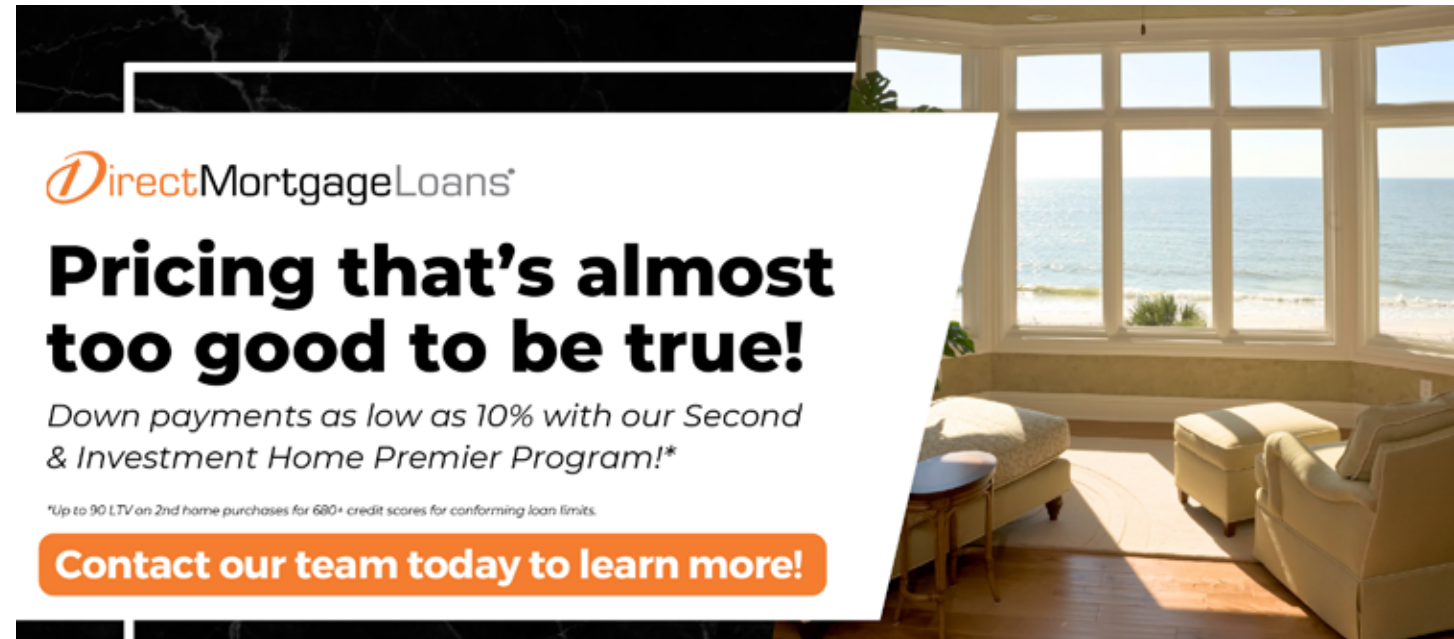
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O'MARA DUNNIGAN

By Joya Fields
Photos by Keith Robinson

GLOBAL REACH WITH A PERSONAL TOUCH

BEING BUSY IS SO MUCH A PART OF WHO O'MARA DUNNIGAN IS THAT EVEN HER FAMILY VACATIONS ARE SPENT WORKING ON PROJECTS.

O'Mara, who is with Keller Williams Flagship of Maryland, is licensed in Maryland, Minnesota, and North Dakota. Her primary residence is in Minnesota with her husband and two children, and she frequently travels to Anne Arundel County and surrounding areas to help clients while at her Severna Park residence. "I can't be in two places at once, but my brain can be," O'Mara said. It's a lot for anyone to handle, but O'Mara not only takes it in stride and thrives on the challenge.

O'Mara's unique name comes from when her parents Jay and Joy Ryan were on a date. They attended a play and there was an actress named O'Mara. Her dad said, "when we get married (ha!) and have children (haha!), we'll name one O'Mara." Well, that's exactly what they did.

She's been in real estate since 2013 after extensive experience in global software sales. "Telecommunicating is all I've ever known—I love it. I'm always 'on,'" she said. All of her business is referral based and most of her clients are military. Because she deals with clients from all over the world, she makes herself available 24/7. "I'll sleep in November," she said, speaking of the time of year when military transfers slow.

"Being there for your clients doesn't mean being at their front door. Quick response is important," she said. When she flies into Maryland, she is there to work and work hard. "You have to be really good at real estate and stay on your toes in Maryland," she said.

With her fast-paced life, O'Mara makes plenty of time for family activities, too. They are a tight-knit, supportive family, whether it's around sports, work, or getting things done around the house. Her husband, Adam, is a mechanical engineer. They've been married for fifteen years and

have two children, 12-year-old Kinley Rose and 10-year-old Ryan Daniel. Each child is involved in five sports each. "I set the example to work hard and be kind. The rest comes together." She started traveling when her daughter was three months old.

Her family is very supportive of her travels. "I am a better mom when I work and my kids are happier when I have a purpose of my own." It teaches the kids valuable independence skills, too. "Adam and I are a really good team and I'm lucky to have him. We have never not supported each other's jobs."

Even the family vacations are a busy time. O'Mara and Adam recently purchased a house in Portugal where the family will vacation in August this year. No lying on beach towels, though. This family will be harvesting grapes and helping to make wine with their Portuguese community—stomping grapes with their bare feet.

O'Mara specializes in out-of-state/virtual buyers because that's what works best for her clients. She typically flies to Maryland and spends three days with buyers looking at up to 50 houses, doing second looks, and then submitting offers. She does what she has to do to make things easy for her buyers and recently had a client who was signing paperwork while he was at a gun range. "I don't need to do things like everybody else. I can be there for clients wherever they are."

She likes to ask her clients what they need and how she can help them get that. O'Mara gives a lot of credit for enabling her success in Maryland to her partner/licensed agent, PJ Wrobel. "PJ and I are very fluid—100% focused on our clients. I am so lucky to have him as my right-hand man in Maryland. He's people-oriented, friendly, and service oriented."

“

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“ I DON'T NEED TO DO THINGS LIKE EVERYBODY ELSE. ”



“ I CAN BE THERE FOR CLIENTS WHEREVER THEY ARE. ”

While PJ provides a lot of the “boots on the ground” work in Maryland, O’Mara travels about 10-12 weeks out of the year. It’s a 1,500-mile commute each way. “I hop on a plane and then focus entirely on my clients,” she said. Her numbers support her success. In 2022 she did \$16 million and 31 units; in 2023, \$9.2 million and 20 units, and so far in 2024 she has 14 listings, 3 more coming, 4 properties under contract and 3 offers.

O’Mara works hard and plays hard, too. Recently, she and Adam bought an old chapel in Minnesota. It needed a lot of work, so they poured themselves into the project and enlisted their Annapolis interior designer, Divina Lourdes Interior Design, to help rehab the church into a fabulous Airbnb getaway. The project made the cover of *Annapolis Home Magazine*.

With all the activity in her life, it’s no wonder she wouldn’t sit still even if she had the time. If O’Mara had an extra hour in her day, she would spend it learning Portuguese for 15 minutes, and then using the other 45 minutes to swim in the lake. It’s not surprising her friends call her determined, honest, fun, and independent either. Her favorite part of real estate is connecting with people and empowering them; helping them understand their options. “I’m good on the business side and the negotiating side,” she said. Calling and talking to people is another favorite part as she guides them through the real estate process.

Keeping a personal touch, connecting with clients, and building great relationships are key to O’Mara’s success. It’s why she has fun being busy and efficient, offering her clients global, round-the-clock support. It’s part of who she is and she excels at it. “It’s a cool life,” she said.

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And it definitely struck a chord, convening over 160 top-producing agents and industry partners for a few hours of impactful learning. We welcomed industry experts Tina Beliveau and

Phil Gerdes to the stage, each of whom delivered insightful talks.

Tina focused on the power of Facebook groups to build your brand through value and connection, ultimately leading to an increase in leads and conversions. Phil honed in on what he's dubbed 'The Profitable Persuasion Method,' a proven technique aimed at cultivating trust, empathy and connection to make every interaction more impactful and every opportunity more profitable.

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.

And these strategies go beyond our clients. I encourage you all to think about how we can add value and foster trust and loyalty towards *each other*. Not only do these things lay the foundation for increased profit margins with clients, but they are also the very elements that make us the tight-knit community we are.

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AUSTIN

HILL

OF YRN DESIGN PHOTOGRAPHY

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Dr. Austin Hill wears a lot of hats. He's a college administrator, a business owner, and a photographer. The driving force behind all these roles is a love of connecting with people. That passion is at the heart of YRN Design Photography. "I'm really big on connections, relationships, networking... I have the opportunity to build a genuine relationship with [every client] in order to be able to find out what they really need. It's in our name: Your Retail Needs."

YRN Design Photography specializes in providing tailored solutions for the branding needs of business owners and real estate professionals. Whether they're capturing images for a listing or shooting a branding video, every deliverable starts with understanding what a client wants to achieve. "Oftentimes in business, people tell you 'this is it, take it or leave it.' They never get the opportunity to really listen, to sit down and find out what somebody's needs are."

Both Austin and partner Ri-Charl McCarthy have established careers in education leadership, experience that sets YRN apart. "[We're] big on educating... A lot of people think they just need this one thing, right? And 9 times out of 10, they might not need that... We're going to help them [find a solution to] achieve something far greater." Austin says

his background in business is invaluable to his ability to help REALTORS® find the best fit for their needs – and creatively solve for more than one problem with a single product. Recently, a REALTOR® requested an in-person home-buyers seminar. Austin encouraged the client to think outside of the box and consider not just immediate, but also future needs. "I was like, 'Hey, why don't we do like a virtual webinar that can be used as a lead generation tool so that you're always constantly capturing emails that you could then follow up with people.'" This type of creativity not only helps clients stand out, it also maximizes on their investment. "I'm not just [creating] a product or doing something just to do it. You know I'm doing it with pride, and to ensure that, you know, you're being able to use and leverage whatever it is that I'm producing to help assist you in your future."



Originally from Wilmington, Delaware, Austin now calls Harford County home. He graduated from the University of Maryland Eastern Shore with a bachelor's degree in Business & Education and went on to earn both his master's and doctorate degrees in the education field. So how did he get started creating branding solutions? He credits real estate broker Kim McBride with giving him his first shot. Kim hired Austin to shoot some listing photos for her and he "caught the bug."

When the COVID-19 pandemic hit, he used the opportunity to hone his craft. "I wanted to figure out how to master it... So, I kept, you know, watching the trainings...I had a whole lot of money that I wasn't eating out with. So, I just redirected those funds into media production. So I bought a better camera, kept upgrading my gear, things of that nature... and I started seeing stuff improve." He also started learning more about the branding needs of real estate professionals – and the gaps in the industry. He added even more skills to his already robust arsenal, like videography, lighting, and video production. This work gave rise to the comprehensive and creative approach YRN takes today, making it possible for them to offer the "full package deal" – from bringing a client's idea to life to helping them get "unstuck" with creative solutions to a branding need.

Outside of work, Austin wears one more hat – a family man. He credits his wife, Brittany, for keeping him grounded and driven. "It's great...having somebody who gets it and understands, sees your potential, and wants the best for you...I can't thank her enough for being that person." When he's not working, Austin's favorite thing to do is spend time with Brittany and their daughter, 10-year-old Kori. "It doesn't have to be much... just going out, like we'll walk, go to the park, go to dinner, maybe a comic show... it doesn't have to be a lot - we just like being in each other's presence, enjoying life."

Austin and Ri-Chard are especially excited for the coming year – the duo just opened a studio space and they're looking to expand their offerings to host more events and workshops. Austin also hopes to add a series of marketing and branding classes to their slate of offerings. He's even trying his hand at producing a podcast for some clients – an experience he hopes to build on in the future. But one thing at YRN Design Photography will remain constant: their customer-centric, genuine approach to helping every client achieve their goals through high-quality, tailored brand solutions.

“**I WANTED TO FIGURE OUT HOW TO MASTER IT...SO, I KEPT, YOU KNOW, WATCHING THE TRAININGS...I HAD A WHOLE LOT OF MONEY THAT I WASN'T EATING OUT WITH. SO, I JUST REDIRECTED THOSE FUNDS INTO MEDIA PRODUCTION.**”



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Chasing
THE SUN

► cover story

By Pat Rippey
Photos by Guest Photographer, Clement Andriot

DANIEL McGhee

Daniel McGhee of the Victory Team of Homeowners Real Estate was as surprised as anyone at his nomination to be featured in BRP magazine. He projects humility despite calling himself the “busiest person I know in real estate.” We arranged our interview for what turned out to be an insanely hectic day for him—but there is no way he will reschedule. “I don’t want to do that to you,” he insists, which brings us to the first incongruity of Daniel—he may be completely swamped, but has time for you. He is full of contradictions, and that’s not necessarily a bad thing.


Daniel talks to me from the cigar lounge where he prefers to work, lit cigar in one hand and a 30-ounce cold brew coffee in the other, joking that the two constitute his work-life balance. He claims he gets more done there than from the Bel Air home he shares with his wife, Alisha. Listening to him talk is like standing in front of a firehose, yet he is surprisingly candid, laying bare the incongruities that characterize his life.

A sensitive, shy, and compassionate youngster, Daniel longed to be just the opposite—a cool, tough guy who fit in. He tested as a mensa genius at an early age, but started drinking alcohol even before reaching

his teens, because he’d “rather be cool than smart.” He was expelled for selling drugs in tenth grade, the same year he won a school poetry contest. He became addicted to heroin and has been incarcerated 29 different times—and now gives back to the children of addicts. He’s been on the front page of the newspaper for selling drugs, but also for his charity work. He’s written two books, one of which sold 100,000 copies. He’s suffered multiple overdoses and been in rehab seven times; he’s also run successful businesses including a bail bonds company and a marketing business. He’s a self-described hippie at heart whose playlist includes gangsta rap as well as country. Once aspiring to be a drug dealer, today he’s one of the top-selling real estate agents in Maryland. He’s the first to admit “I’m a pretty interesting character.”

“We only grow through struggle and adversity”

Far from being reticent about his past, Daniel talks freely about the mistakes and bad decisions that led to addiction. His two books, *Chasing a Flawed Sun* and *Falling Towards Heaven*, recount his struggles, setbacks, and recovery. He is unwilling to say he’d go back and change anything if he could, noting that “we only grow through struggle and adversity.” The question on everyone’s mind is: *what was the turning point?* It’s not a simple answer. Daniel confesses he was in a cycle he couldn’t break out of, but he describes his eventual turnaround as a result of “part maturity, part surrender. God played a heavy hand in it.” And that’s put him where he is now.

A man with a beard and short hair, wearing a light green short-sleeved button-down shirt and dark pants, stands under a thatched roof made of sticks and palm fronds. He is looking off to the side with a slight smile. The background shows a beach with waves and a clear sky.

Where he is now is 24 years in recovery and at the top of the real estate game—he sold 140 units at a volume of \$46.8 million last year, ranking 14th in the Baltimore region for units sold. However, Daniel never saw himself as a real estate agent. “I’m an introvert, I’m not a salesperson,” he contends. “I’ve never been good at playing the game.” Daniel realized that he’d have to approach it from a place of service, not sales. He says it comes down to treating people right, which for him includes going way beyond the normal duties of an agent. Daniel feels honored to get their business. “I’m grateful because out of all these agents out there, they chose me.”

“

We only grow
through struggle
and adversity.

”



“ I need to start giving back to this world that's given to me, that I've taken from for so long. ”

“I need to start giving back to this world that's given to me”

Daniel is dedicated to practicing humility, gratitude, and the spiritual principles he's learned through recovery, all of which are exemplified in his nonprofit, the Agape Projects (agape is a Greek word translating to the highest form of love). The organization has wide-ranging pursuits, including assistance to the elderly and homeless, disaster relief, and animal rescue. Daniel says he came to a resolution after a yoga class. “I need to start giving back to this world that's given to me, that I've taken from for so long,” he recalls. He started small; he chose 50 children of addicts and took them Christmas shopping. This past year the number rose to 405 kids. “I saw what an

impact I could make,” he reflects, adding that he chose to help children because they are innocent victims of addiction.

Under the Agape Projects, giving back has grown into full-fledged mission trips to places like Puerto Rico, Peru, Guatemala, Costa Rica, Nicaragua, and Haiti, where volunteers help with drinking water, food, building projects, and other humanitarian assistance. Daniel has participated in 17 trips and personally led 14 of them. “It's my new drug and my purpose,” he says. In addition to their mission work, Daniel and the other volunteers get to explore the areas they visit. As Daniel puts it, “I get to serve but I also get to travel and see the world and be in the sun.” He goes on to tell stories of hunting

alligators and boating up the Amazon River, where getting shot at by pirates was a real possibility.

In the past, the sun was a metaphor for Daniel's heroin addiction and became the inspiration for his first book title. In some ways he's traded one addiction for another. Through his travel and mission work he finds himself chasing the real sun (and, he would add, the faith-based “Son”)—and he has never been more fulfilled. He doesn't take his past habits for granted, knowing that it takes serious commitment to avoid slip-ups. “You can do the right thing a million times but if you do the wrong thing one time, you fall off that tightrope,” he says. For now, the sun is certainly shining on Daniel McGhee.

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1	Adam M Shpritz	Ashland Auction Group LLC	291.5	\$13,585,592
2	Tineshia R. Johnson	NVR Services, Inc.	163	\$86,498,700
3	Kathleen Cassidy	DRH Realty Capital, LLC.	148	\$75,160,272
4	Lee M Shpritz	Ashland Auction Group LLC	96.5	\$4,617,614
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	74	\$34,081,977
6	Shawn M Evans	Monument Sotheby's International Realty	71	\$54,478,540
7	Lois Margaret Alberti	Alberti Realty, LLC	58	\$16,335,000
8	Joseph A Petrone	Monument Sotheby's International Realty	53	\$31,955,628
9	Robert J Lucido	Keller Williams Lucido Agency	43	\$26,147,769
10	Gina M Gargeu	Century 21 Downtown	41.5	\$8,486,427
11	Matthew D Rhine	Keller Williams Legacy	39.5	\$13,621,380
12	Daniel McGhee	Homeowners Real Estate	37	\$15,979,800
13	Nickolaus B Waldner	Keller Williams Realty Centre	36.5	\$16,416,983
14	Jeremy Michael McDonough	Mr. Lister Realty	35	\$13,266,286
15	Lee R. Tessier	EXP Realty, LLC	31	\$14,823,150
16	Gavriel Khoshkheraman	Pickwick Realty	31	\$5,739,295

RANK	NAME	OFFICE	SALES	TOTAL
17	Gina L White	Lofgren-Sargent Real Estate	29	\$12,866,290
18	Tracy M Jennings	DRH Realty Capital, LLC.	28.5	\$17,115,880
19	Daniel B Register IV	Northrop Realty	28	\$6,943,450
20	Bradley R Kappel	TTR Sotheby's International Realty	27.5	\$65,243,481
21	Charlotte Savoy	Keller Williams Integrity	26.5	\$11,063,750
22	Bob Simon	Long & Foster Real Estate, Inc.	23	\$1,933,500
23	Jonathan Scheffenacker	Redfin Corp	22.5	\$11,818,250
24	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	22.5	\$8,732,400
25	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	22	\$3,961,735
26	Larry E Cooper	Alex Cooper Auctioneers, Inc.	22	\$3,803,280
27	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	22	\$6,534,775
28	Sunna Ahmad	Cummings & Co. Realtors	22	\$15,947,632
29	Creig E Northrop III	Northrop Realty	21	\$19,230,878
30	James T Weiskerger	Next Step Realty	20.5	\$11,711,012
31	Diana Pham	EXP Realty, LLC	20.5	\$3,748,000
32	Peter J Klebenow	RE/MAX Advantage Realty	20	\$4,183,030
33	Raj Singh Sidhu	Your Realty Inc.	20	\$5,724,400
34	Michael J Schiff	EXP Realty, LLC	19.5	\$7,469,275
35	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	19.5	\$9,146,400
36	Jared T Block	Alex Cooper Auctioneers, Inc.	19.5	\$3,957,895
37	Dariusz Bogacki	Cummings & Co. Realtors	19	\$5,045,500
38	David Orso	Berkshire Hathaway HomeServices PenFed Realty	19	\$16,519,000
39	Michael Soper	Next Step Realty	18.5	\$6,988,100
40	Francis R Mudd III	Schwartz Realty, Inc.	18	\$9,173,200
41	Brian I Leibowitz	Maryland Realty Company	18	\$5,047,796
42	Christopher W Palazzi	Cummings & Co. Realtors	18	\$3,742,493
43	Gregory A Cullison Jr.	EXP Realty, LLC	18	\$5,481,450
44	Adam Chubbuck	Douglas Realty, LLC	18	\$6,872,250
45	Sandra E Echenique	Keller Williams Gateway LLC	18	\$3,476,000
46	Bill Franklin	Long & Foster Real Estate, Inc.	18	\$8,443,350
47	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	18	\$5,942,500
48	Daniel M Billig	A.J. Billig & Company	18	\$4,272,700
49	Jeannette A Westcott	Keller Williams Realty Centre	18	\$11,043,200
50	Robert A Commodari	EXP Realty, LLC	17	\$5,376,960

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2024

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	Kelly Schuit	Next Step Realty	17	\$8,734,500
52	Mitchell J Toland Jr.	Redfin Corp	17	\$7,635,150
53	Edward S Treadwell	VYBE Realty	17	\$7,117,500
54	Tony Migliaccio	Long & Foster Real Estate, Inc.	17	\$6,891,990
55	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	17	\$3,363,400
56	Tom Atwood	Keller Williams Metropolitan	17	\$6,106,815
57	Mark D Simone	Keller Williams Legacy	16.5	\$6,599,550
58	Barbara A Ayd	Cummings & Co. Realtors	16	\$3,015,900
59	Missy A Aldave	Northrop Realty	16	\$8,051,500
60	Jeremy S Walsh	Coldwell Banker Realty	16	\$7,367,500
61	Jose A Rivas	Keller Williams Gateway LLC	16	\$1,805,400
62	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	16	\$4,329,552
63	Krissy Doherty	Northrop Realty	16	\$6,216,700
64	Jenn Schneider	Neighborhood Assistance Corporation of America	16	\$5,411,000
65	Un H McAdory	Realty 1 Maryland, LLC	15.5	\$8,873,000
66	Susan Shterengarts	Long & Foster Real Estate, Inc.	15	\$3,328,800
67	Colleen M Smith	Long & Foster Real Estate, Inc.	15	\$13,720,480
68	Ira Klein	Pickwick Realty	15	\$2,146,400
69	Veronica A Sniscak	Compass	14.5	\$6,823,276
70	Charles N Billig	A.J. Billig & Company	14.5	\$3,261,250
71	Keiry Martinez	ExecuHome Realty	14	\$3,320,295
72	Montaz Maurice McCray	Keller Williams Realty Centre	14	\$5,935,700
73	Julia H. Neal	Next Step Realty	14	\$6,026,100
74	Daniel Borowy	Redfin Corp	14	\$8,025,000
75	Sharon Y Daugherty	Keller Williams Select Realtors	14	\$6,759,000
76	Kate A Barnhart	Keller Williams Gateway LLC	14	\$4,212,000
77	Jim W Bim	Winning Edge	14	\$4,688,250
78	Jennifer A Klarman	Long & Foster Real Estate, Inc.	14	\$8,074,293
79	Jan Crowley	Engel & Volkers Annapolis	14	\$7,283,443
80	Timothy Lee Joseph Dominick	Coldwell Banker Realty	14	\$3,271,900
81	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	14	\$5,900,000
82	Yevgeny Drubetskoy	EXP Realty, LLC	14	\$5,529,450
83	Mary C Gatton	Redfin Corp	14	\$7,744,000
84	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	14	\$4,763,100

RANK	NAME	OFFICE	SALES	TOTAL
85	Robert D Kaetzel	Real Estate Professionals, Inc.	14	\$3,250,200
86	Jessica N Sauls	VYBE Realty	14	\$5,551,000
87	Jennifer A Bayne	Long & Foster Real Estate, Inc.	13.5	\$4,716,500
88	Louis Chirgott	Corner House Realty Premiere	13.5	\$5,330,375
89	Nancy A Hulsman	Coldwell Banker Realty	13.5	\$6,230,900
90	Liz A. Ancel	Cummings & Co. Realtors	13.5	\$4,927,850
91	Jessica L Young-Stewart	RE/MAX Executive	13.5	\$6,471,000
92	Alexander T Cruz	Cummings & Co. Realtors	13	\$2,755,500
93	Robert Elliott	Redfin Corp	13	\$3,720,400
94	Michael Green	Witz Realty, LLC	13	\$4,336,550
95	Jeff D Washo	Compass	13	\$6,998,220
96	Liz Warren	The Pinnacle Real Estate Co.	13	\$3,238,532
97	Deepak Nathani	EXP Realty, LLC	13	\$6,195,150
98	Mary L Mabry	Keller Williams Select Realtors	13	\$2,256,400
99	Vincent J. Steo	Your Home Sold Guaranteed Realty	13	\$4,439,800
100	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	13	\$11,275,049

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2024

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	Alex B Fox	Allfirst Realty, Inc.	13	\$4,671,400
102	STEPHEN PIPICH Jr.	VYBE Realty	13	\$3,325,600
103	Tracy J. Lucido	Keller Williams Lucido Agency	13	\$9,025,488
104	Mark Richa	Cummings & Co. Realtors	13	\$4,892,950
105	Dimitrios Lynch	ExecuHome Realty	13	\$2,671,686
106	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	13	\$3,592,100
107	Brendan Butler	Cummings & Co. Realtors	13	\$4,878,495
108	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	13	\$11,478,611
109	Sarah E Garza	Keller Williams Flagship of Maryland	13	\$7,656,000
110	Andrew Johns III	Keller Williams Gateway LLC	13	\$4,767,000
111	Shannon Smith	Next Step Realty	13	\$4,853,650
112	Laura M Snyder	American Premier Realty, LLC	12.5	\$4,795,095
113	Igor Maltsev	Keller Williams Legacy	12.5	\$4,217,180
114	James F Ferguson	EXIT Preferred Realty, LLC	12.5	\$4,815,775
115	Nicholas W Bogardus	Compass	12.5	\$5,210,500
116	Bob A Mikelskas	Rosario Realty	12.5	\$5,973,990

RANK	NAME	OFFICE	SALES	TOTAL
117	Donald L Beecher	Redfin Corp	12	\$5,122,500
118	John W Logan	Keller Williams Realty Centre	12	\$5,845,060
119	James H Stephens	EXP Realty, LLC	12	\$3,993,000
120	Tina C Beliveau	EXP Realty, LLC	12	\$2,991,500
121	Abby E Cobb	Berkshire Hathaway HomeServices PenFed Realty	12	\$4,135,000
122	Steven C Paxton	Keller Williams Metropolitan	12	\$5,631,000
123	Nancy Gowan	Engel & Volkers Annapolis	12	\$6,349,780
124	Bob Kimball	Redfin Corp	12	\$4,131,700
125	Tracy Vasquez	Cummings & Co. Realtors	12	\$5,599,980
126	Jennifer H Bonk	Keller Williams Flagship of Maryland	12	\$6,230,380
127	Dassi Lazar	Lazar Real Estate	12	\$3,371,800
128	John C Kantorski Jr.	EXP Realty, LLC	12	\$3,905,400
129	Vincent M Caropreso	Keller Williams Flagship of Maryland	12	\$5,203,801
130	Vitaly P Petrov	Samson Properties	12	\$3,659,250
131	David Marc Niedzialkowski	Redfin Corp	12	\$4,688,500
132	Anthony M Friedman	Northrop Realty	11.5	\$9,772,460
133	Sergey A taksis	Long & Foster Real Estate, Inc.	11.5	\$5,929,500
134	Shaquille McCray	Keller Williams Flagship of Maryland	11.5	\$4,403,550
135	Matthew Spence	Keller Williams Integrity	11	\$5,748,750
136	Melissa Menning	Alberti Realty, LLC	11	\$2,106,000
137	Aimee C O'Neill	O'Neill Enterprises Realty	11	\$4,833,000
138	Robert M Carter Jr.	Douglas Realty, LLC	11	\$5,447,000
139	Eric J Figurelle	Cummings & Co. Realtors	11	\$3,726,500
140	Cynthia A Taylor	CENTURY 21 New Millennium	11	\$4,737,489
141	Megan Manzari	Cummings & Co. Realtors	11	\$3,540,000
142	Janelle M. Brubach	Realty Plus Associates	11	\$3,556,900
143	Allen J Stanton	RE/MAX Executive	11	\$4,386,300
144	Joshua G Ducoulombier	ExecuHome Realty	11	\$4,116,843
145	Phillippe Gerdes	Real Broker, LLC - Annapolis	11	\$7,321,400
146	Michael Myslinski	Next Step Realty	11	\$4,286,500
147	Jessica DuLaney (Nonn)	Next Step Realty	11	\$5,218,450
148	Nikolay Todorov	Taylor Properties	11	\$3,375,950
149	Prabin Bhandari	Keller Williams Gateway LLC	11	\$3,859,500
150	Kristin H Brillantes	Next Step Realty	11	\$4,480,900

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2024

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.	163	\$86,498,700
2	Kathleen Cassidy	DRH Realty Capital, LLC.	148	\$75,160,272
3	Bradley R Kappel	TTR Sotheby's International Realty	27.5	\$65,243,481
4	Shawn M Evans	Monument Sotheby's International Realty	71	\$54,478,540
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	74	\$34,081,977
6	Joseph A Petrone	Monument Sotheby's International Realty	53	\$31,955,628
7	Robert J Lucido	Keller Williams Lucido Agency	43	\$26,147,769
8	Creig E Northrop III	Northrop Realty	21	\$19,230,878
9	Tracy M Jennings	DRH Realty Capital, LLC.	28.5	\$17,115,880
10	David Orso	Berkshire Hathaway HomeServices PenFed Realty	19	\$16,519,000
11	Nickolaus B Waldner	Keller Williams Realty Centre	36.5	\$16,416,983
12	Lois Margaret Alberti	Alberti Realty, LLC	58	\$16,335,000
13	Daniel McGhee	Homeowners Real Estate	37	\$15,979,800
14	Sunna Ahmad	Cummings & Co. Realtors	22	\$15,947,632
15	Carol Snyder	Monument Sotheby's International Realty	10	\$15,114,278
16	Lee R. Tessier	EXP Realty, LLC	31	\$14,823,150
17	Colleen M Smith	Long & Foster Real Estate, Inc.	15	\$13,720,480
18	Matthew D Rhine	Keller Williams Legacy	39.5	\$13,621,380
19	Adam M Shpritz	Ashland Auction Group LLC	291.5	\$13,585,592
20	Jeremy Michael McDonough	Mr. Lister Realty	35	\$13,266,286
21	Gina L White	Lofgren-Sargent Real Estate	29	\$12,866,290
22	Jonathan Scheffenacker	Redfin Corp	22.5	\$11,818,250
23	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	11	\$11,755,880
24	James T Weiskerger	Next Step Realty	20.5	\$11,711,012
25	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	13	\$11,478,611
26	June M Steinweg	Long & Foster Real Estate, Inc.	10	\$11,340,999
27	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	13	\$11,275,049
28	Charlotte Savoy	Keller Williams Integrity	26.5	\$11,063,750
29	Jeannette A Westcott	Keller Williams Realty Centre	18	\$11,043,200
30	Georgeann A Berkinshaw	Coldwell Banker Realty	3.5	\$10,475,000
31	Anthony M Friedman	Northrop Realty	11.5	\$9,772,460
32	Jean Berkinshaw Dixon	Coldwell Banker Realty	2.5	\$9,310,000
33	Linda Ridenour	Taylor Properties	1	\$9,250,000
34	Francis R Mudd III	Schwartz Realty, Inc.	18	\$9,173,200

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35	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	19.5	\$9,146,400
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38	Kelly Schuit	Next Step Realty	17	\$8,734,500
39	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	22.5	\$8,732,400
40	Shun Lu	Keller Williams Realty Centre	8	\$8,722,650
41	Gina M Gargeu	Century 21 Downtown	41.5	\$8,486,427
42	Bill Franklin	Long & Foster Real Estate, Inc.	18	\$8,443,350
43	Joseph Wallman	Coldwell Banker Realty	1.5	\$8,175,000
44	Heidi S Krauss	Krauss Real Property Brokerage	6	\$8,086,247
45	Jennifer A Klarman	Long & Foster Real Estate, Inc.	14	\$8,074,293
46	Missy A Aldave	Northrop Realty	16	\$8,051,500
47	Daniel Borowy	Redfin Corp	14	\$8,025,000
48	Christopher L May	May Realty	9	\$7,779,800
49	Mary C Gatton	Redfin Corp	14	\$7,744,000
50	Sarah E Garza	Keller Williams Flagship of Maryland	13	\$7,656,000

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TOP 150 STANDINGS • BY VOLUME

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RANK	NAME	OFFICE	SALES	TOTAL
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56	Jeremy S Walsh	Coldwell Banker Realty	16	\$7,367,500
57	Phillippe Gerdes	Real Broker, LLC - Annapolis	11	\$7,321,400
58	Jan Crowley	Engel & Volkers Annapolis	14	\$7,283,443
59	Edward S Treadwell	VYBE Realty	17	\$7,117,500
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62	Michael Soper	Next Step Realty	18.5	\$6,988,100
63	Daniel B Register IV	Northrop Realty	28	\$6,943,450
64	Tony Migliaccio	Long & Foster Real Estate, Inc.	17	\$6,891,990
65	Adam Chubbuck	Douglas Realty, LLC	18	\$6,872,250
66	Mary Beth B Paganelli	Long & Foster Real Estate, Inc.	9	\$6,863,000

RANK	NAME	OFFICE	SALES	TOTAL
67	Veronica A Sniscak	Compass	14.5	\$6,823,276
68	Sharon Y Daugherty	Keller Williams Select Realtors	14	\$6,759,000
69	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	6	\$6,757,000
70	Christina J Palmer	Keller Williams Flagship of Maryland	7	\$6,612,900
71	Mark D Simone	Keller Williams Legacy	16.5	\$6,599,550
72	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	22	\$6,534,775
73	Jessica L Young-Stewart	RE/MAX Executive	13.5	\$6,471,000
74	Anne L Henslee	Cummings & Co. Realtors	9	\$6,426,200
75	Carla H Viviano	Viviano Realty	11	\$6,396,600
76	Courtney L Zettlemoyer	Next Step Realty	11	\$6,375,000
77	Nancy Gowan	Engel & Volkers Annapolis	12	\$6,349,780
78	Nancy A Hulsman	Coldwell Banker Realty	13.5	\$6,230,900
79	Jennifer H Bonk	Keller Williams Flagship of Maryland	12	\$6,230,380
80	Krissy Doherty	Northrop Realty	16	\$6,216,700
81	Scott Jonathan Wallace Jr.	Coldwell Banker Realty	1	\$6,200,000
82	Deepak Nathani	EXP Realty, LLC	13	\$6,195,150
83	Payal Pubbi	RE/MAX Advantage Realty	6	\$6,118,000
84	Wendy Slaughter	VYBE Realty	10	\$6,113,500
85	Tom Atwood	Keller Williams Metropolitan	17	\$6,106,815
86	Lisa Alatis-Hapney	Samson Properties	6.5	\$6,038,950
87	Julia H. Neal	Next Step Realty	14	\$6,026,100
88	Bob A Mikelskas	Rosario Realty	12.5	\$5,973,990
89	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	18	\$5,942,500
90	F. Aidan Surlis Jr.	RE/MAX Leading Edge	11	\$5,938,500
91	Montaz Maurice McCray	Keller Williams Realty Centre	14	\$5,935,700
92	Sergey A taksis	Long & Foster Real Estate, Inc.	11.5	\$5,929,500
93	Julie Singer	Northrop Realty	7	\$5,926,000
94	Holly D Winfield	Monument Sotheby's International Realty	8	\$5,911,000
95	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	14	\$5,900,000
96	Christian Schou	Berkshire Hathaway HomeServices PenFed Realty	7	\$5,875,000
97	Vibha Pubbi	RE/MAX Advantage Realty	7	\$5,862,990
98	John W Logan	Keller Williams Realty Centre	12	\$5,845,060
99	Milissa D Alonso	Coldwell Banker Realty	7.5	\$5,838,000
100	Constance W Cadwell	Coldwell Banker Realty	5	\$5,834,800

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RANK	NAME	OFFICE	SALES	TOTAL
101	David C Luptak	Long & Foster Real Estate, Inc.	10	\$5,804,000
102	Jagdeep Ghotra	Samson Properties	4	\$5,768,890
103	Samantha Bongiorno	RE/MAX First Choice	10	\$5,759,800
104	Enoch P Moon	Realty 1 Maryland, LLC	10	\$5,752,900
105	Matthew Spence	Keller Williams Integrity	11	\$5,748,750
106	Gavriel Khoshkheraman	Pickwick Realty	31	\$5,739,295
107	Andrea G Griffin	Compass	7	\$5,733,015
108	Raj Singh Sidhu	Your Realty Inc.	20	\$5,724,400
109	Shalini Gidwani	Northrop Realty	11	\$5,709,000
110	Brandon Raspberry	Redfin Corp	10	\$5,672,350
111	Nellie W Arrington	Long & Foster Real Estate, Inc.	8	\$5,649,000
112	Kristi C Neidhardt	Northrop Realty	9	\$5,640,500
113	Steven C Paxton	Keller Williams Metropolitan	12	\$5,631,000
114	Jennifer Schaub	Long & Foster Real Estate, Inc.	8	\$5,627,000
115	Brian D Saver	Long & Foster Real Estate, Inc.	5	\$5,607,000
116	Robert A Kinnear	RE/MAX Advantage Realty	7	\$5,601,000
117	Tracy Vasquez	Cummings & Co. Realtors	12	\$5,599,980
118	Jessica N Sauls	VYBE Realty	14	\$5,551,000
119	Yevgeny Drubetskoy	EXP Realty, LLC	14	\$5,529,450
120	Steve Allnutt	RE/MAX Advantage Realty	6.5	\$5,523,950
121	Sarah Greenlee Morse	TTR Sotheby's International Realty	6	\$5,507,500
122	Matthew Mindel	Next Step Realty	10	\$5,482,750
123	Wendy T Oliver	Coldwell Banker Realty	8	\$5,482,500
124	Gregory A Cullison Jr.	EXP Realty, LLC	18	\$5,481,450
125	Robert M Carter Jr.	Douglas Realty, LLC	11	\$5,447,000
126	Nataliya Lutsiv	RE/MAX Executive	10	\$5,436,990
127	Trent C Gladstone	Keller Williams Integrity	10.5	\$5,421,445
128	Carrie Vaught	Keller Williams Flagship of Maryland	5	\$5,415,500
129	Reid Buckley	Long & Foster Real Estate, Inc.	5	\$5,415,000
130	Jenn Schneider	Neighborhood Assistance Corporation of America	16	\$5,411,000
131	Robert A Commodari	EXP Realty, LLC	17	\$5,376,960
132	Bryan G Schafer	Next Step Realty	11	\$5,365,000
133	Louis Chirgott	Corner House Realty Premiere	13.5	\$5,330,375
134	Stefan D Holtz	Northrop Realty	10	\$5,322,150

RANK	NAME	OFFICE	SALES	TOTAL
135	Justin Disborough	Long & Foster Real Estate, Inc.	9	\$5,319,000
136	Kyriacos P. Papaleonti	Academy Realty Inc.	11	\$5,314,206
137	James M. Baldwin	Compass	7.5	\$5,273,015
138	Dawn L Baxter	Coldwell Banker Realty	9	\$5,269,400
139	Rachel Best	RE/MAX Leading Edge	8	\$5,240,000
140	Barb Herndon	The Cornerstone Agency, LLC	10	\$5,238,500
141	Heather Hartley	Krauss Real Property Brokerage	6	\$5,225,000
142	Jessica DuLaney (Nonn)	Next Step Realty	11	\$5,218,450
143	Nicholas W Bogardus	Compass	12.5	\$5,210,500
144	Zhiwei Yu	Great Homes Realty LLC	3	\$5,208,500
145	Vincent M Caropreso	Keller Williams Flagship of Maryland	12	\$5,203,801
146	Ryan R Briggs	Anne Arundel Properties, Inc.	6	\$5,177,560
147	Beth Viscarra	Cummings & Co. Realtors	6.5	\$5,145,000
148	Donald L Beecher	Redfin Corp	12	\$5,122,500
149	Jessica Parker Bauer	Keller Williams Integrity	8.5	\$5,106,250
150	Brian P Wood	Long & Foster Real Estate, Inc.	5	\$5,094,000

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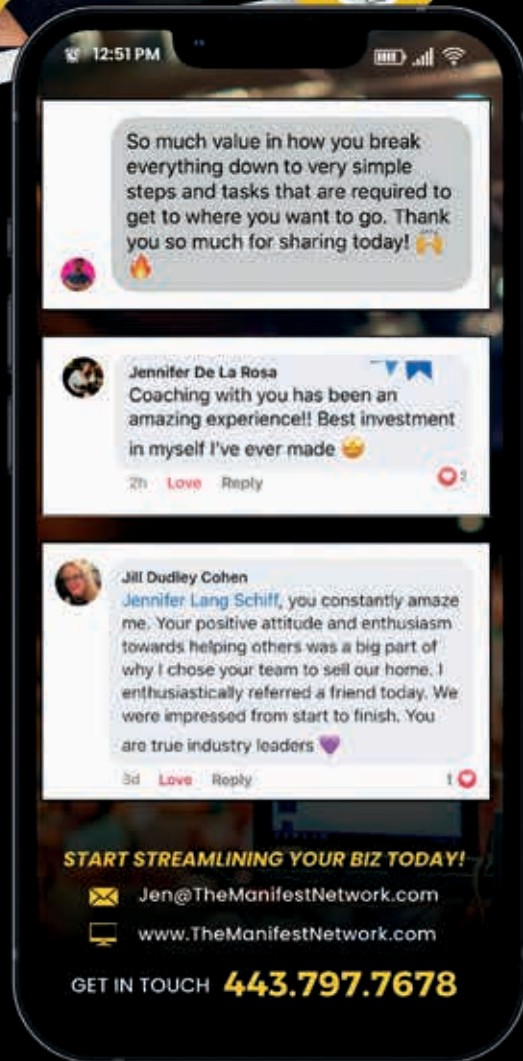
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