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# TABLE OF CONTENTS

 <b>06</b> Preferred Partner Index	 <b>08</b> Editor's Note By Jilleien Franquelli	 <b>12</b> Agent to Watch: Spike Sands
 <b>16</b> Partner Spotlight: T.Carney Sussex Law	 <b>20</b> Cover Story: Kim Hamer	 <b>24</b> Standings: Top 100 by Units & Volume



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# CHANGE

Change has been on my mind a lot lately - the changing seasons, the evolving real estate world, and the transformations in my own life.

Why do some people handle change well while others struggle with it, experiencing discomfort, anxiety, sleeplessness, and other reactions?

For a long time, I wasn't great with change. Growing up in a chaotic household without constants shaped my negative perception of it. Do you know what happens when you decide that change is the enemy? Nothing! Nothing happens. You are stuck personally and professionally.

Our society has undergone dramatic changes, driven by technology and other advancements. While I sometimes

I want to runaway and live in the woods, I've come to appreciate the world of constant change.

In 2015, as a director at a large sales company in DC, I read a book on change. Anticipating major changes in the company, I wanted to lead my young team through them gracefully. Recognizing my own resistance to change, I sought external resources for help.

The book taught me a crucial lesson: Change is a habit. If change is a habit, then anyone can embrace it and harness its power - including me.

*Here are a few strategies I use to navigate a world of constant change:*

1. Cultivate gratitude for the opportunity to change. Acknowledge that not everyone has this privilege.
2. Define the desired outcome clearly. Merely saying "I want to eat healthy" or "I want a business that embraces real estate changes" isn't enough. Envision the future vividly, write it down, and read it daily.
3. Find joy in the journey. If constantly focus on reaching our destination, we risk wishing away more than half our lives. Embrace and savor the process.
4. Seek community. Even when change feels isolating, remember that we are not alone. When facing significant shifts, like those in the real estate industry, a community of like-minded individuals can help navigate the challenges and shape the future.

As we approach the second half of the year, I encourage you to take a moment to appreciate yourself and your accomplishments so far in 2024.



Always,  
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## HAPPY DAYS

Fans of the classic TV show “Happy Days” will recall a cool young character known as “Spike,” who, to three-year-old William Francis Sands in Forest Hill, MD, epitomized everything he aspired to be. When William, originally called “Billy,” decided to adopt the name “Spike,” he proudly declared it to his parents, teachers, and friends. And just like that, Spike was born!

For Spike Sands, his childhood years were true-to-life happy days. He looks back, saying, “There was a large lake that was part of the community, that just happened to be in front of my parents’ house. All of the parents in the neighborhood got together and built a beach around the lake, with a dock and a diving board on the end. I spent all my summers around this lake. And I really feel that’s where my love for the beach actually started – on that small sandy lake in front of mom and dad’s house.”

Spike spent his high school years at Calvert Hall and went to college at Mount St. Mary’s in Emmitsburg, MD. Whenever he could he took off for the ocean, soaking up the sun and surf and feeling more a part of the beach culture with every visit.

After graduation, Spike knew where he belonged - Ocean City! He packed up, moved and became a full-time, year-round coastal resident – and has never looked back. Spike says, “I worked at Phillip’s on 21st Street for at least four or five years. I still use that connection, even in real estate deals. It was great to get started with a network like that.”

Spike’s enterprising nature soon led him to a business called Coastal Surf Supplies, still in west Ocean City today. He comments, “I worked there for about 12 years. And that gave me even more connections.”

When Maryland/Delaware coastal real estate development boomed, Spike was ready. He says, “I always had my real estate license even when I was working at Coastal Surf Supply. So, on the weekends, I would show properties.” Gradually, real estate became his full-time career.

Spike’s affiliation with Berkshire Hathaway HomeServices PenFed Realty, which recently awarded him with its



Chairman’s Circle Gold Award for his 2023 sales figures, placed him among the company’s top two percent. Spike claims the secret to his success is having a local’s insight into the real estate market and its investment potential. His detailed knowledge of the area, including more recent year-round residence developments like Ocean Pines, Berlin and West Ocean City are second nature to him. He comments knowingly, “You’re getting the local experience.”

Spike’s wife, Shannon, holds a special place in Spike’s story that goes back to childhood. Spike shares, “My wife, Shannon, grew up six houses down from me in Forest Hill. We reconnected and the rest is history.” The couple currently resides in Berlin in a community

called Bay Point Plantation with their two sons, Taj, age 12 and Crew, age 3. Both Shannon, owner of Ocean City-based digital marketing firm and publisher Ground Swell Creative, and Spike appreciate having Spike’s mom living with them, devoting much of her time to her boisterous grandsons. For fun, the family often piles into their thirty-six-foot RV for motocross competitions up and down the coast that Taj and Crew love to participate in.

The entire Sands family and their friends also enjoy vacationing together in Costa Rica at Spike’s favorite hotel, where he’s been escaping for twenty-five years to enjoy the sun, surf, and sand.

Spike loves sharing the good life he’s made for himself and his family with his real estate clients. Leveraging his local insights and connections to become a top agent at Berkshire Hathaway, Spike has not only lived many happy days at the beach with his family, but strives to make the same happen for his clients.

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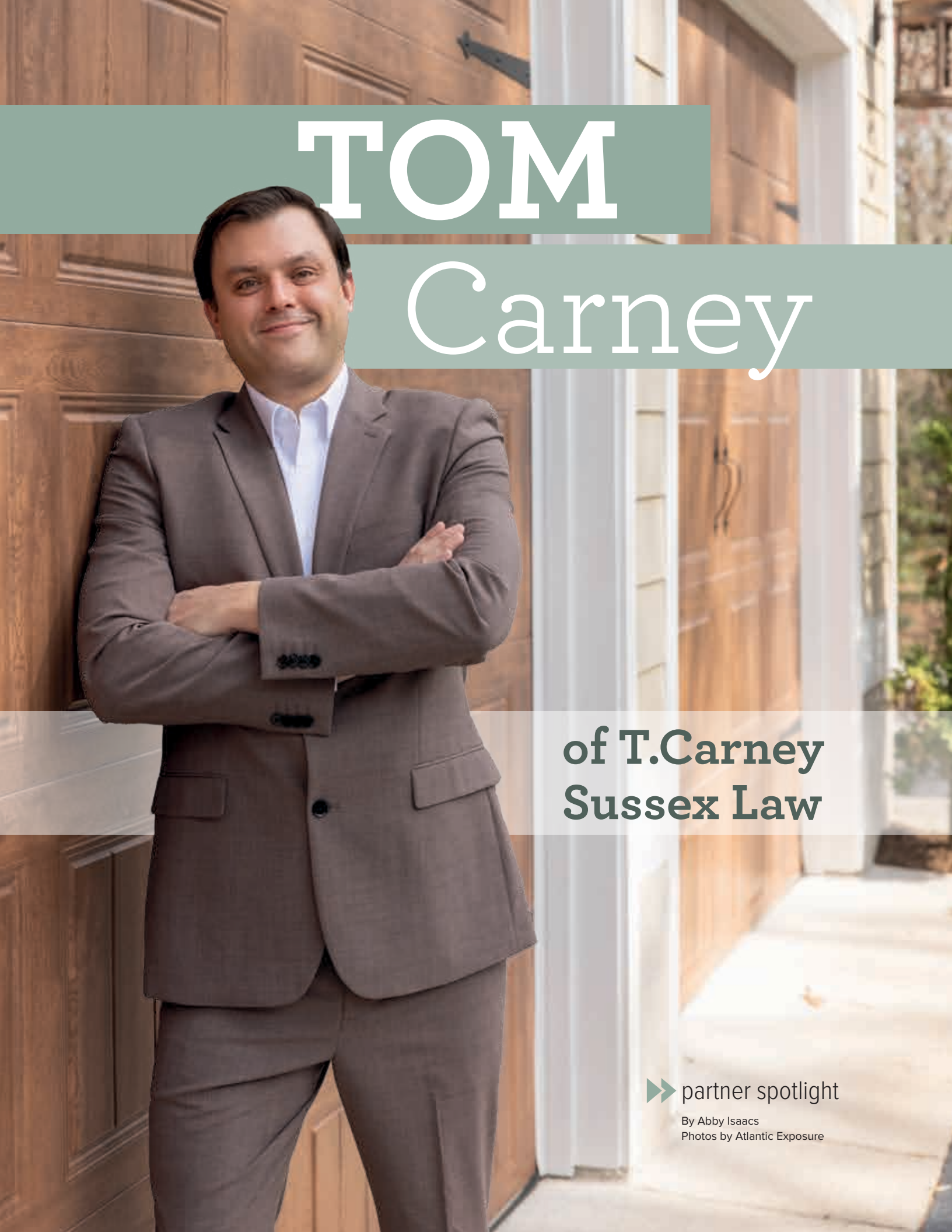
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# TOM Carney

## of T.Carney Sussex Law

▶ partner spotlight

By Abby Isaacs  
Photos by Atlantic Exposure

### BUILDING EXCELLENCE

In the bustling realm of real estate law, Tom Carney's name stands out as a beacon of excellence. With a career spanning over 14 years exclusively in Delaware, Carney has carved out a niche for himself at the helm of T.Carney Sussex Law.

"From residential to land use to commercial transactions, my practice represents excellence. And that's what I stand for," Tom said. "I had great training, I chose to practice in real estate, and I stuck with it. I'm at the point now where I absolutely consider myself as an expert, and one of the best real estate attorneys in the state."

In addition to his practice, Tom also serves as the Chair of the Real & Personal Property Section of the Delaware Bar Association. His journey to becoming a legal luminary in real estate started at a young age. At just 12 years old, he would eagerly flip to the real estate section of the News Journal, dreaming about different houses throughout the area. His family, deeply rooted in real estate and construction, further nurtured this passion.

"A combination of family background and a personal passion led me down this path. When I got my license, I started going around and looking at properties and I bought my first rental property in my early 20s."

Born and raised in Wilmington, Tom attended undergraduate school at Penn State and then law school at Temple University in PA before making his way back to Delaware. Tom's deep-rooted connection to the community and his family and friends brought him to Sussex County, where he settled down to grow his career.

Starting in the Solicitor's Office focusing on land use, he then moved to a nationally-ranked law firm. But despite his expertise and burgeoning network of relationships, he faced challenges in progressing to partnership roles. "I always hit roadblocks and I was never offered that opportunity, so I created on my own by starting my firm."

That propelled him to open T. Carney Sussex Law in 2020. At first, he did everything himself to become familiar with all aspects of the business so he could properly grow and manage a team. Now, he has four excellent employees and three offices, including the original Rehoboth Beach office, a satellite location for commercial transactions in downtown Wilmington and the newly opened office in Bethany Beach.

"We service every city and we service all real estate needs throughout the state. My goals would be to expand my business and my relationships in the Bethany/Ocean View area."

Carney's values of honesty and directness are at the core of his practice. He believes in providing candid advice to his clients, team, and referral sources, fostering trust and reliability. His commitment to these values has not only shaped his practice but also facilitated the growth of key personal and professional relationships.

"A lot of my friends are realtors, so to be able to work with people that I love and care about and invest in them, and have them invest in me, has been definitely the most rewarding aspect of this journey."

Central to Carney's success is his tight-knit team, whom he describes as not just colleagues but as individuals who share his values and vision for excellence. "We truly all get along,"



Tom and his partner Sterling

he said. "My primary objective when hiring was to hire good people, and we've achieved that."

Beyond the confines of his legal practice, Carney finds solace in nature, spending time with loved ones, practicing yoga, and enjoying the serenity of his new home with partner Sterling and Boxer pup Memphis. "It's our happy place."

As he continues to navigate the dynamic landscape of real estate law, Carney remains steadfast in his pursuit of growth and excellence. "Focus on excellence," he advised aspiring professionals. "Your best marketing tool is excellence in your practice."

His journey, marked by challenges, growth, and unwavering commitment, serves as an inspiration. As Carney continues to evolve and grow, one thing remains certain: the legacy of T. Carney Sussex Law is poised to endure, shaping the future of real estate law in Delaware and beyond.

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▶ cover story

By Carol Nethen West  
Photos by Atlantic Exposure

# KIM HAMER

## A POSITIVE MINDSET AND COASTAL EXPERTISE

Each morning, on her way to work, realtor Kim Hamer enjoys watching ospreys, herons, and geese on the Rehoboth Bay. The beauty of the natural coastal environment where she lives and works has long been inspiring to her. She says, “It’s just a beautiful place to live.”

A native of Delaware, Kim grew up in the Newark/Wilmington area and spent every summer during college at the beach. She recalls the fun she had waitressing at Rehoboth’s Fran O’Brien’s and reveling in the beach culture of the early 90’s.

Kim excelled in college at James Madison University in Virginia and The University

of Delaware in Wilmington, graduating with a bachelor’s degree in business, finance and marketing. She recalls, “I thought I was going to get a great job in marketing. But, I graduated during the recession and got one job offer ... and it was not in marketing. I was hired as a collector of bad debt at MBNA, a big credit card bank at the time.”

Kim says, “I worked my way up at MBNA. It was a great company, I got into their management development program and did the marketing for the NFL credit card program. The Philadelphia Eagles are my favorite team. It was fun! I got to go to three Super Bowls.” In retrospect, she comments with a smile, “We worked hard and we played hard.”

Kim’s love of Delaware’s coastal region deepened when she met her husband, Jeff. She comments, “I was working in Wilmington when I started dating my husband who owned several restaurants at the beach.”

The young couple married in 1998 and welcomed their daughter, Kaitlyn, in 2001. Three years later their son, JR, was born. Kim recalls, “In the first part of our marriage, we lived in different cities. I was in Wilmington and Jeff was at the beach. But, it just got too hard going back and forth to Wilmington after having our second child.”

“

It’s important to surround yourself with positive people. *It’s a mindset. If you believe you can do it, you can!*

”

Meanwhile, Jeff Hamer’s business was taking off. Presently, he is CEO and principal of Fins Hospitality Group, which operates nine restaurants in the coastal Delaware and Maryland region, including the popular Lewes-based Big Oyster Brewery. Kim played a memorable part in the evolution of the company. She says, “I would help him with marketing and menus on computers back in the 90’s when computers were hard to find!”

In 2005, Kim took a career leap of faith. She says, “When MBNA got bought out by Bank of America, I took the buyout. That’s when I started doing real estate full time.”

Kim loves introducing her clients to all aspects of coastal living saying, “When the weather cooperates, it’s a lot of fun to show a waterfront property by boat.” She continues, “I learned to drive the

boat out of necessity, because, if Jeff was working, I wanted to go out in the boat with my friends or the kids. So, I learned how to drive it!”

As a realtor with Monument Sotheby’s, Kim is comfortable handling luxury clients, even celebrities, who are looking for coastal homes. She comments, “I sold, to date, the most expensive home in Delaware.”

But, for Kim, selling luxury homes is only part of her story. She comments, “Fortunately, with my husband having the restaurant business, I get to help a lot of younger people buy their first home. The most fulfilling part of my job is helping the first-time homebuyers.”

About living in Delaware, Kim remarks, “You can have a gorgeous, million-dollar home and your taxes are going to be two or three thousand dollars a year.” She comments further saying, “We’re about a 65% retiree demographic. Living on Long Island means taxes are \$20,000 a year. But, here, taxes are \$2,000 a year.”

Kim also partners with local builders and developers in selling new construction which she feels really helps people find the new house that they want. She remarks, “Close to the beach, much of the inventory is older cottages. So, taking the cottage and donating it, and then building a beautiful new house can be a way to go.”

Kim loves her leisure time with family and friends, often visiting her mom or accompanying her daughter, Kaitlyn, on trips to vintage clothing stores and thrift shops when she comes to visit. She also appreciates her son, JR, who is working hard as a restaurant manager following in his father’s footsteps.

Despite their challenging schedules, whenever they can, Kim and her husband Jeff vacation together. Their favorite getaways include Key West, St. Michael’s, and Hopetown in the Bahamas. Kim says, “We love getting away and tasting all different types of foods and going to local breweries; it’s one of our favorite things to do.”

Kim is proud of her record achievements in real estate. In 2023, Monument Sotheby’s proclaimed her the top individual agent for Baltimore and Delaware, reflecting her 2023 total sales volume figure of \$58 million in an impressive 61 transactions.

Daily, Kim uses the power of positive thinking to maintain personal and career success commenting, “It’s important to surround yourself with positive people.” She cites her training with Tony Robbins that helped her develop powers of vision and achievement, exclaiming, “It’s a mindset. If you believe you can do it, you can!”



# TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	66	\$50,212,378
2	Brandon C Brittingham	Long & Foster Real Estate, Inc.	37	\$11,044,640
3	Mary SCHROCK	Northrop Realty	36	\$20,446,806
4	MICHAEL KENNEDY	Compass	30	\$20,065,442
5	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	25	\$11,877,499
6	Dustin Oldfather	Compass	22	\$9,669,442
7	Pamela Price	RE/MAX Advantage Realty	20	\$5,996,200
8	Erin S. Lee	Keller Williams Realty	18	\$3,768,018
9	Suzie Parker	Northrop Realty	18	\$7,888,268
10	Jaime Hurlock	Long & Foster Real Estate, Inc.	17.5	\$8,619,796
11	Debbie Reed	RE/MAX Realty Group Rehoboth	17.5	\$10,971,120
12	Ryan Haley	Atlantic Shores Sotheby's International Realty	17	\$8,008,800
13	Russell G Griffin	Keller Williams Realty	17	\$8,237,800
14	Jaime Cortes	Coldwell Banker Realty	17	\$4,689,524
15	CARRIE LINGO	Jack Lingo - Lewes	16	\$22,004,159
16	Joseph Wilson	Coastal Life Realty Group LLC	15	\$7,748,000
17	William P Brown	Keller Williams Realty	15	\$4,750,500
18	Kimberly Lear Hamer	Monument Sotheby's International Realty	15	\$12,977,200
19	Shawn Kotwica	Coldwell Banker Realty	15	\$6,451,690
20	LESLIE KOPP	Long & Foster Real Estate, Inc.	15	\$20,358,395
21	CHRISTINE MCCOY	Coldwell Banker Realty	14.5	\$10,835,970
22	PAUL TOWNSEND	Jack Lingo - Lewes	14.5	\$13,902,107
23	Richard Barr	Long & Foster Real Estate, Inc.	14	\$3,378,380
24	SUZANNE MACNAB	RE/MAX Coastal	14	\$7,611,406
25	JAMES LATTANZI	Northrop Realty	13	\$6,881,128
26	Meme ELLIS	Keller Williams Realty	13	\$3,925,000
27	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	13	\$3,817,950
28	Darron Whitehead	Whitehead Real Estate Exec.	13	\$3,838,890
29	Julie Gritton	Coldwell Banker Premier - Lewes	12.5	\$5,352,300
30	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	12	\$7,165,003
31	Tommy Burdett IV	RE/MAX Advantage Realty	12	\$3,495,500
32	Nicole P. Callender	Keller Williams Realty Delmarva	12	\$5,502,965
33	David L Whittington Jr.	Coastal Life Realty Group LLC	12	\$6,008,900
34	Grant K Fritschle	Keller Williams Realty Delmarva	11.5	\$8,527,000

RANK	NAME	OFFICE	SALES	TOTAL
35	DANIEL R LUSK	McWilliams/Ballard, Inc.	11.5	\$11,124,090
36	Michael David Steinberg	Patterson-Schwartz-Rehoboth	11	\$6,373,248
37	LINDA BOVA	SEA BOVA ASSOCIATES INC.	11	\$1,521,600
38	Kevin E Decker	Coastal Life Realty Group LLC	11	\$4,936,000
39	Matthew Lunden	Keller Williams Realty	11	\$5,900,788
40	William R Brown	Long & Foster Real Estate, Inc.	11	\$3,261,890
41	Debora Hileman	Hileman Real Estate-Berlin	11	\$6,739,800
42	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	10.5	\$3,593,950
43	Allison Stine	Northrop Realty	10.5	\$6,340,980
44	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	10	\$6,491,626
45	William Bjorkland	Coldwell Banker Realty	10	\$3,506,355
46	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	10	\$6,690,500
47	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	10	\$6,469,846
48	Vincente Michael DiPietro	Dave McCarthy & Associates, Inc.	10	\$5,889,000
49	JAY SCHULMAN	Coldwell Banker Realty	10	\$2,697,790
50	Paul A. Sicari	Compass	9.5	\$5,915,490

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# TOP 100 STANDINGS • BY UNITS

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Brian K Barrows	Monument Sotheby's International Realty	9.5	\$5,556,030
52	Sherry L. Thens	Coldwell Banker Realty	9	\$3,327,600
53	AMY J KELLENBERGER	Active Adults Realty	9	\$4,874,800
54	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	9	\$5,342,900
55	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	9	\$6,427,045
56	Austin Whitehead	Whitehead Real Estate Exec.	9	\$1,680,600
57	Clark M Edouard	Long & Foster Real Estate, Inc.	9	\$1,960,300
58	Frances Sterling	ERA Martin Associates	9	\$3,649,900
59	Lee Johnson	Coldwell Banker Premier - Seaford	9	\$2,250,000
60	Bethany A. Drew	Hileman Real Estate-Berlin	9	\$3,242,950
61	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	9	\$4,294,568
62	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	9	\$3,762,000
63	BRENDA RAMBO	RE/MAX Advantage Realty	8.5	\$3,829,000
64	Anne Marie Mercier-Bouse	RE/MAX Advantage Realty	8.5	\$3,254,261
65	Ryan James McCoy	Coldwell Banker Realty	8.5	\$3,594,000
66	Demarcus L. Rush	Compass	8	\$3,034,591

RANK	NAME	OFFICE	SALES	TOTAL
67	Kristen Gebhart	Northrop Realty	8	\$3,193,800
68	Tim Arnett	ERA Martin Associates	8	\$1,895,500
69	Andrew Staton	Monument Sotheby's International Realty	8	\$4,415,106
70	CHRISTINE TINGLE	Keller Williams Realty	8	\$5,783,690
71	Harryson Domercant	Keller Williams Realty Delmarva	8	\$2,040,980
72	David Litz Jr.	Century 21 Emerald	8	\$2,327,054
73	STACI WALLS	NextHome Tomorrow Realty	8	\$4,625,000
74	Barbara Lawrence	RE/MAX Advantage Realty	8	\$3,197,000
75	DANIEL TAGLIENTI	Keller Williams Realty	8	\$3,917,000
76	Erik N Brubaker	Keller Williams Realty	8	\$3,520,700
77	Charlene L. Reaser	Long & Foster Real Estate, Inc.	8	\$2,049,729
78	Phillip W Knight	Northrop Realty	8	\$3,854,800
79	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	8	\$4,311,500
80	Gary Michael Desch	Northrop Realty	8	\$5,585,328
81	Deeley Chester	Coastal Life Realty Group LLC	8	\$3,603,000
82	Lucius Webb	Jack Lingo - Rehoboth	8	\$6,840,000
83	Melanie Anderson	Berkshire Hathaway HomeServices PenFed Realty	8	\$2,779,670
84	Dustin Parker	The Parker Group	7.5	\$2,194,750
85	Anna Spann	Coldwell Banker Realty	7.5	\$2,095,450
86	Terence A. Riley	Shore 4U Real Estate	7.5	\$5,621,750
87	Lisa Mathena	The Lisa Mathena Group, Inc.	7.5	\$1,501,600
88	Jenny Sheppard	Sheppard Realty Inc	7.5	\$2,993,318
89	Anthony Golden	Berkshire Hathaway HomeServices PenFed Realty	7.5	\$3,872,050
90	TERESA MARSULA	Long & Foster Real Estate, Inc.	7.5	\$3,379,480
91	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	7.5	\$2,669,800
92	Robin G. Bunting	Compass	7.5	\$2,219,990
93	Jonathan M Barker	Keller Williams Realty Delmarva	7.5	\$5,543,183
94	COURTNEY V BOULOUCON	Coldwell Banker Realty	7	\$6,176,838
95	SARAH FRENCH	Long & Foster Real Estate, Inc.	7	\$5,060,800
96	Ross Muir	Long & Foster Real Estate, Inc.	7	\$1,389,900
97	Erin Marie Baker	Keller Williams Realty	7	\$1,742,500
98	Michael Alford	Coldwell Banker Realty	7	\$4,432,000
99	ROBERT NIBBLETT	CALLAWAY FARNELL AND MOORE	7	\$2,598,900
100	Larry Linaweaver	Iron Valley Real Estate at The Beach	7	\$1,704,880

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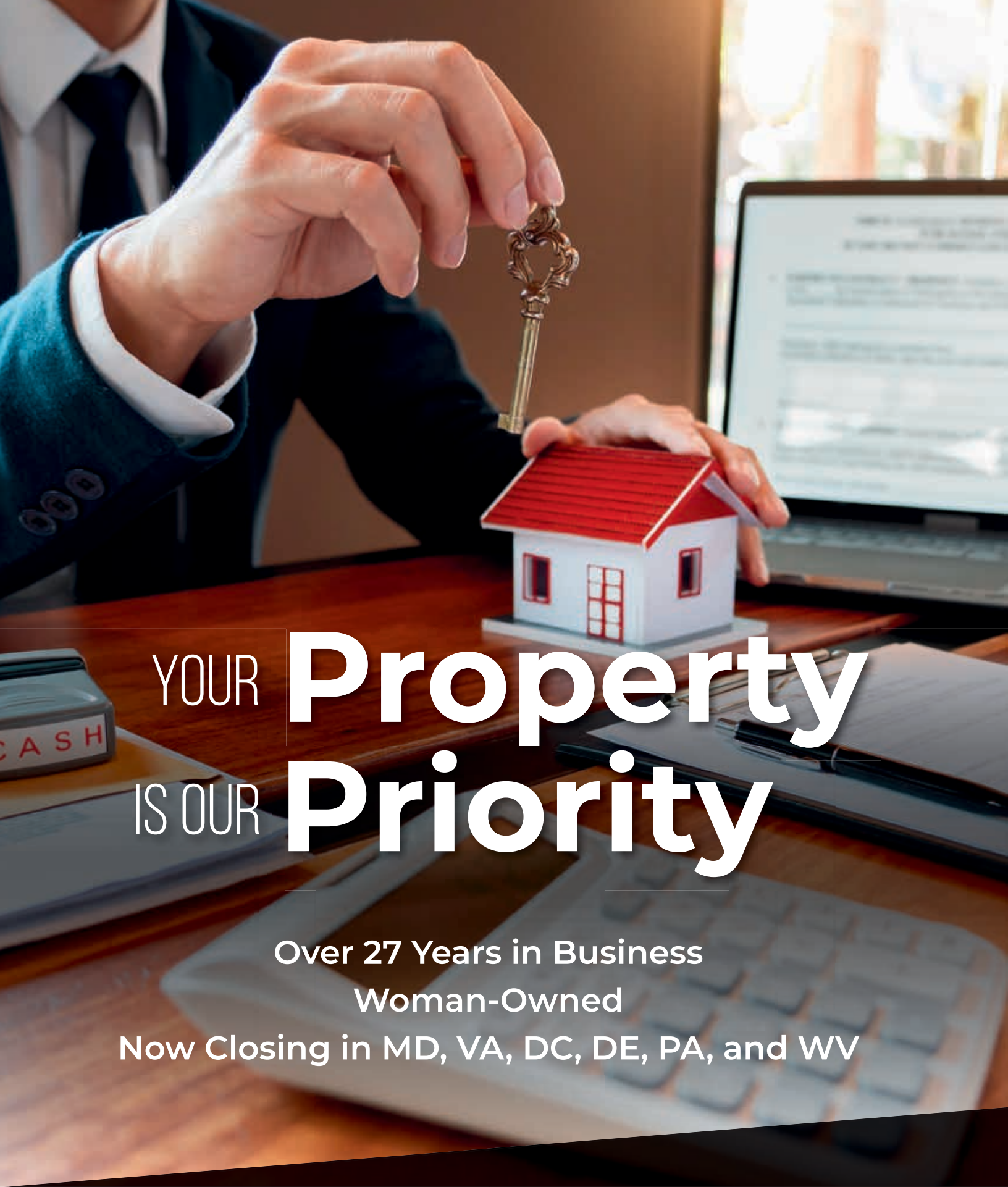
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18	Suzie Parker	Northrop Realty	18	\$7,888,268
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22	JAMES LATTANZI	Northrop Realty	13	\$6,881,128
23	Lucius Webb	Jack Lingo - Rehoboth	8	\$6,840,000
24	John E Redefier IV	Rehoboth Bay Realty, Co.	6	\$6,828,050
25	Debora Hileman	Hileman Real Estate-Berlin	11	\$6,739,800
26	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	10	\$6,690,500
27	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	2.5	\$6,617,500
28	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	10	\$6,491,626
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32	Michael David Steinberg	Patterson-Schwartz-Rehoboth	11	\$6,373,248
33	Allison Stine	Northrop Realty	10.5	\$6,340,980
34	COURTNEY V BOULOUCON	Coldwell Banker Realty	7	\$6,176,838
35	Sandi Bisgood	Monument Sotheby's International Realty	4	\$6,115,450
36	David L Whittington Jr.	Coastal Life Realty Group LLC	12	\$6,008,900
37	Pamela Price	RE/MAX Advantage Realty	20	\$5,996,200
38	ALLEN JARMON	NextHome Tomorrow Realty	4	\$5,940,000
39	Paul A. Sicari	Compass	9.5	\$5,915,490
40	Matthew Lunden	Keller Williams Realty	11	\$5,900,788
41	Vincente Michael DiPietro	Dave McCarthy & Associates, Inc.	10	\$5,889,000
42	CHRISTINE TINGLE	Keller Williams Realty	8	\$5,783,690
43	Michael Reamy Jr	Monument Sotheby's International Realty	4	\$5,735,110
44	Terence A. Riley	Shore 4U Real Estate	7.5	\$5,621,750
45	Janice A Warns	Long & Foster Real Estate, Inc.	5	\$5,619,490
46	Gary Michael Desch	Northrop Realty	8	\$5,585,328
47	Brian K Barrows	Monument Sotheby's International Realty	9.5	\$5,556,030
48	Chelsea Rose Bristow	Jack Lingo - Lewes	3	\$5,544,100
49	Jonathan M Barker	Keller Williams Realty Delmarva	7.5	\$5,543,183
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RANK	NAME	OFFICE	SALES	TOTAL
51	BILL CULLIN	Long & Foster Real Estate, Inc.	4	\$5,368,000
52	Julie Gritton	Coldwell Banker Premier - Lewes	12.5	\$5,352,300
53	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	9	\$5,342,900
54	Melissa Rudy	Keller Williams Realty	6	\$5,308,760
55	ELIZABETH MYERS BARNHART	Monument Sotheby's International Realty	3	\$5,308,054
56	Daniel Clayland	Coldwell Banker Realty	3	\$5,205,000
57	RIESS LIVAUDAIS	Jack Lingo - Lewes	2	\$5,099,900
58	SARAH FRENCH	Long & Foster Real Estate, Inc.	7	\$5,060,800
59	Chris Jett	Shore 4U Real Estate	6.5	\$4,969,150
60	Kevin E Decker	Coastal Life Realty Group LLC	11	\$4,936,000
61	AMY J KELLENBERGER	Active Adults Realty	9	\$4,874,800
62	William P Brown	Keller Williams Realty	15	\$4,750,500
63	Jaime Cortes	Coldwell Banker Realty	17	\$4,689,524
64	COLLEEN WINDROW	Keller Williams Realty	5	\$4,688,500
65	WAYNE LYONS	Long & Foster Real Estate, Inc.	1	\$4,655,000
66	Gail Mitkoff	Keller Williams Realty	3	\$4,625,000
67	STACI WALLS	NextHome Tomorrow Realty	8	\$4,625,000
68	BRYCE LINGO	Jack Lingo - Rehoboth	4	\$4,557,000
69	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	5	\$4,447,100
70	Michael Alford	Coldwell Banker Realty	7	\$4,432,000
71	Andrew Staton	Monument Sotheby's International Realty	8	\$4,415,106
72	LINDA MILLIKIN	Monument Sotheby's International Realty	4	\$4,407,164
73	KIMBERLY S MARTIN	Northrop Realty	4	\$4,373,000
74	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	8	\$4,311,500
75	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	9	\$4,294,568
76	Whitney Jarvis	Coldwell Banker Realty	7	\$4,279,200
77	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	3	\$4,025,000
78	EMILY WILLIAMS	Keller Williams Realty	5	\$4,005,140
79	Jamie Caine	Coldwell Banker Realty	7	\$3,962,500
80	Meme ELLIS	Keller Williams Realty	13	\$3,925,000
81	DANIEL TAGLIENTI	Keller Williams Realty	8	\$3,917,000
82	Robert B. Arlett	Beach Bound Realty, LLC	2	\$3,900,000
83	Anthony Golden	Berkshire Hathaway HomeServices PenFed Realty	7.5	\$3,872,050
84	Phillip W Knight	Northrop Realty	8	\$3,854,800

RANK	NAME	OFFICE	SALES	TOTAL
85	Darron Whitehead	Whitehead Real Estate Exec.	13	\$3,838,890
86	BRENDA RAMBO	RE/MAX Advantage Realty	8.5	\$3,829,000
87	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	13	\$3,817,950
88	TYSON MAYERS	Northrop Realty	2	\$3,770,110
89	Erin S. Lee	Keller Williams Realty	18	\$3,768,018
90	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	9	\$3,762,000
91	KIM S HOOK	RE/MAX Coastal	4	\$3,732,450
92	MICHAEL RODRIGUEZ	Jack Lingo - Rehoboth	2.5	\$3,670,000
93	Frances Sterling	ERA Martin Associates	9	\$3,649,900
94	Francine Balinskas	Active Adults Realty	7	\$3,630,207
95	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	5	\$3,615,000
96	Deeley Chester	Coastal Life Realty Group LLC	8	\$3,603,000
97	Ryan James McCoy	Coldwell Banker Realty	8.5	\$3,594,000
98	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	10.5	\$3,593,950
99	AMANDA RYAN	Jack Lingo - Rehoboth	3	\$3,592,000
100	Erik N Brubaker	Keller Williams Realty	8	\$3,520,700

Disclaimer: Statistics are derived from closed sales data. Data pulled on May 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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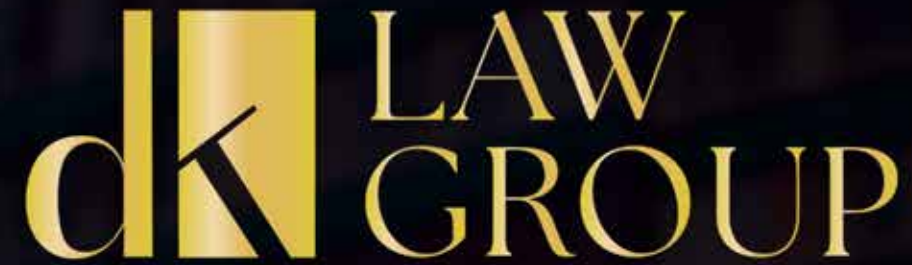
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