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# TABLE OF CONTENTS



**09**  
Meet The Team



**12**  
Preferred Partner Index



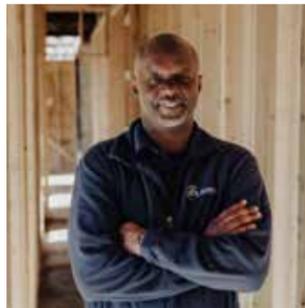
**18**  
Editor's Note By Jilleien Franquelli



**19**  
2024 Events Calendar



**22**  
Rising Star: Annie Nowicki



**28**  
Partner Spotlight: Marcus James of M & C Global Construction



**34**  
Enhancing Real Estate Transactions with a Concierge Lawyer



**38**  
Agent to Watch: Mike Fielder



**44**  
Partner Spotlight: Jeff Nengel of Baystate Insurance Group



**50**  
Cover Story: Tiffany Domneys



**58**  
Standings: Top 150 by Volume



**70**  
Standings: Top 150 by Units



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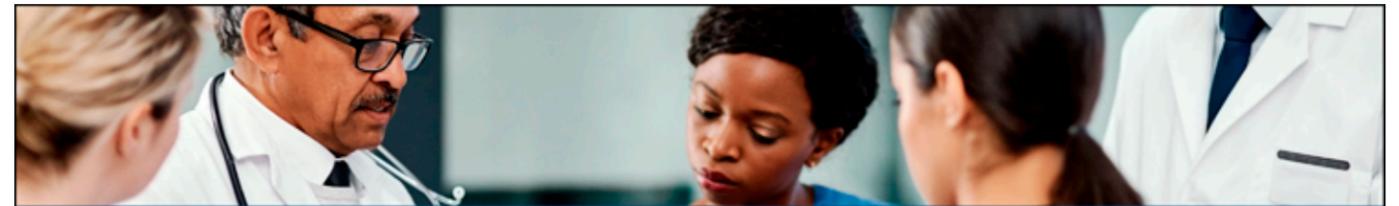
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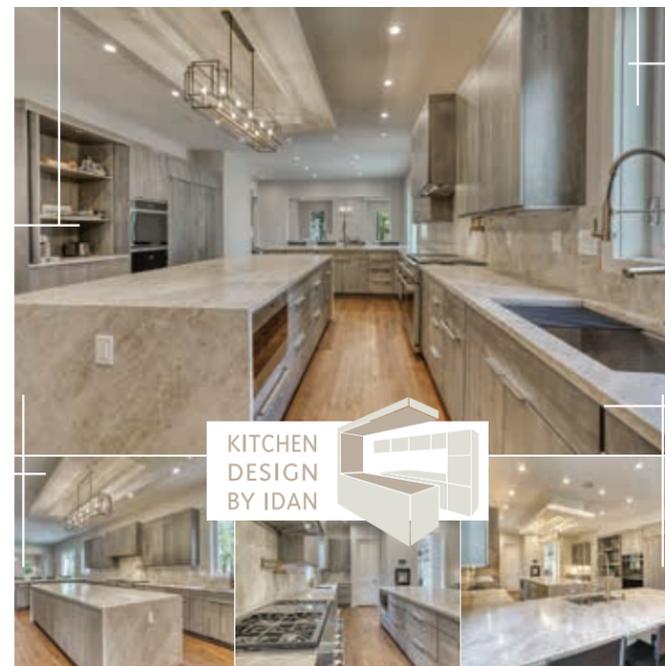
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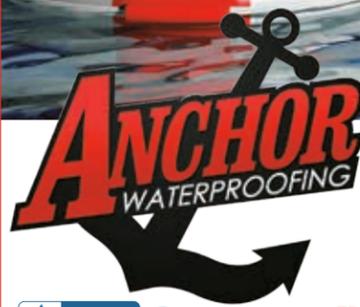
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# CONGRATS TOP 500

» editor's note  
By Jilleien Franquelli

## WELCOME TO BALTIMORE REAL PRODUCERS!

As I write this, 7 years ago today, on January 25, 2017, we submitted our very first deadline for *Baltimore Real Producers*. In the previous six months, Colleen pitched and sold the vision to individuals and businesses. These first Preferred Partners believed that building a community of the best was a cause worth investing in.

We hosted our launch party in May, and the nerves we felt were next level. While we had thrown some client appreciation parties before when we sold Cutco, we had never hosted one on this scale before. It seemed like every other day, we were talking each other off the ledge. Would anyone come? Could we create an environment that agents across brokerages and businesses in competition would come together in the spirit of collaboration?

Over the last 7 years, we have shared close to 400 of your stories and countless articles that you have submitted, sharing your wealth of knowledge and expertise. It takes courage to be vulnerable and share your life with people you know, but to share openly about your challenges, wins, losses, adventures, and other moments in your life with the industry you are part of, that is huge.

When asked what my favorite part is, hands down it's your stories. I have laughed, cried, and cheered as I have read each one. I look forward to the next 400 and then the next, and the next, and the next...you get it.

Here we are for the 8th time announcing the Top 500 agents in the Baltimore Metro Area. The nerves and excitement of this announcement only grow each year. We are just as excited as you are when you make it, and our hearts are heavy when you come up a little short to make this list. However, once you are here, you are always a part of the family!

Welcome, class of 2024! We are happy you're here.

The website at [BaltimoreRealProducers.com/Agents](https://BaltimoreRealProducers.com/Agents) provides valuable resources to help members make the most of this community. You'll be able to find the following...

- A welcome video
- Your 2024 Top 500 Badge for marketing
- Link to join our private Top 500 Facebook Group
- A link to update your contact information
- 2024 Events Schedule with links to get tickets
- Links to nominate agents and recommend vendors
- Recent editions of the magazine
- FAQs about this community
- List of our vetted & trusted BRP Preferred Partners

Speaking of our Preferred Partners...This magazine and platform is FREE for the top 500 agents only because of them. We have been a special witness to how much these businesses believe in YOU and the COMMUNITY.

Go ahead and check out our Preferred Partners index in this edition, on the website, and pinned to the top of our Facebook group to familiarize yourself with these businesses. Each of them has been heavily recommended to our team by YOU, the top agents in the community. They are the best of the best, and we look forward to our top agents and partners continuing to build strong relationships over the years to come!

For every Partner who said 'yes' first and has continued to say 'yes' to this amazing community, thank you!

Congratulations and welcome!



Always,  
Jill  
Editor-in-Chief  
[Jill@rpmags.com](mailto:Jill@rpmags.com)

» events calendar

## BALTIMORE REAL PRODUCERS

### 2024 EVENTS CALENDAR

**Thursday, April 11**  
9:30 a.m. - 1 p.m.  
*Spring Mastermind*  
Owen Brown Interfaith Center — 7246  
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collaboration, learning, and connecting  
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**Friday, May 10**  
2 p.m. - 5:30 p.m.  
*Community Cleanup and Happy Hour*  
Location TBD  
Come make an impact by beautifying  
Baltimore while connecting  
with the BRP community!

**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  
Our final party of the year. Join us  
as we bid farewell to 2024 and ring  
in the start of the holiday season!

Visit <https://baltimorerealproducers.com/agents> to get your tickets and stay updated on all upcoming events!

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# Annie

## The Power of Positive Vision *Nowicki*

**A**nnie is one of the original team members of Savage, MD-based Unified Home Group at Corner House Realty. She resonates deeply with her clients' dreams because she understands firsthand the transformative power of achieving her own.

Prior to becoming an agent, for twelve years, Annie honed her professional skills in business administration and in property management. Yet, despite her career success, she felt something was missing. When she envisioned a more entrepreneurial direction for herself, real estate provided the best career match.

The opportunity for Annie to join Corner House Realty, a Catonsville-based real estate company that specializes in Maryland real estate, came in June 2021 when she aligned forces with friend/entrepreneur-spirited realtor and team leader, Karriem Hopwood, to establish Unified Home Group in historic Savage Mills, MD.

Karriem qualifies Annie's role in growing Unified Home Group's team energy, saying, "Annie fits into Unified's dynamic because she created it. She was the first person on the team. She set the tone of people we wanted to be in business with. She is the glue that keeps everyone together."

For Annie, experiencing the group's energy and success has been transformative. She states, "I can't imagine working anywhere else for the amount of leverage and support I get." She smiles, adding, "It's

not lost on me that that's unique. Not everybody has that support structure and I'm very grateful."

Hand-picked for their personal attributes and what they contribute to the team, the ten-member Unified Home Group celebrated 2023 with an impressive total team sales figure of \$30.3 million and 71 transactions. Annie responds to their impressive earnings, saying, "Our team family grew in numbers this year and so did our close bond. Our unofficial motto continues to be "It's happening!" and it's our constant reminder to stay positive and move forward together.

At the end of her busy day, Annie goes home to Annapolis, MD where she finds relaxation near the waters of Spa Creek. Originally from Lancaster, PA, Annie and her family – her mom, dad and brother – have always been close and spend as much time together as possible, having fun or just being at home.

More personally, Annie reflects, "I'm into self-exploration. This past year, I wanted to do more stuff for myself, like art projects. I would say my top things are working on myself and being with my family. I also have a really close group of friends – I love spending time with them."

▶ rising star

By Carol Nethen West  
Photos by Alex Krebs



““““

You have to compartmentalize things. It's too easy to let something expand into the rest of your day.



Annie's leisure time favorites include attending live music venues and events, enjoying different foods and wine tasting. She adds spiritedly, "Anything you can do on the water, I'm cool with."

On the job, Annie deals with the natural stress of her busy schedule mindfully and offers a word of advice to others: "You have to compartmentalize things. It's too easy to let something expand into the rest of your day."

She adds, "I'm really big on meditation, prayer and visualization. I think you need that time for your mindset to be right."

For Annie, being at her best requires active physical and emotional balancing. She affirms, "Going for walks, being outside, drinking enough water – like you hear it all the time. You have to do these things for your mind to be mentally stacked correctly."

Professionally, Annie distinguishes herself for having a keen appreciation for the value of time and for being "present" in all her relationships. In her direct dealings with clients and colleagues, Annie is aware of the value of time everyone is investing. She gives everyone the space to be comfortable so they can be at their

best. "When somebody gives me their time, I respect it. Time is the thing that bothers me the most if I misuse it. And it's also the thing that I appreciate the most."

In summary, Annie shares, "I feel really optimistic about this coming year. It's my third calendar year going forward in real estate, I feel like I'm finally putting things into place and practice."

She adds brightly, "I'm really interested to see what comes around in 2024!"

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▶▶ partner spotlight

# MARCUS JAMES

By Lauren Stevens  
Photos by Alex Krebs

## of M & C Global Construction

### **BUILT ON A COMMITMENT TO QUALITY**

Marcus James has built his company, M & C Global Construction, on a commitment to quality and integrity. With a shared mentality of “always do the right thing,” the M & C Global Construction team delivers a wide array of services with a client-centric approach. This attitude is at the heart of Marcus’ company – and is what inspired him to enter the construction industry in the first place.

Marcus started his career as a REALTOR® in 2005. He says he “came in with the belief that everyone should own a home” and, as a REALTOR®, he could help people achieve this goal. Today, Marcus remains an Associate Broker. But one experience drastically changed his career trajectory.

Marcus sold a renovated house to a client who was the first person in her family to own a home. He guided her through the process and was excited to help her achieve her dream and the sense of pride that came along with reaching that goal. But soon, tragedy struck. “Everything looked pretty on the outside and two weeks [after settlement], the house flooded and...I felt her pain [from] spending her money and doing all that work to buy this house, and learning that, not only did it flood, it was put together poorly by an investor.”

And so, in 2018, Marcus founded M & C Global Construction to protect others from the devastating results of shoddy work. Marcus shares that the

belief he held when he started out in real estate in 2005 has evolved over time, and that this experience contributed to that shift. “I no longer have that belief [that everyone should own a home]. I think you have to have a certain mindset...but I do believe if you do own a home, you have the right to have a good quality contractor.” M & C Global Construction is how Marcus is making that vision a reality for his clients.

For the last five years, Marcus and his team have been delivering on their commitment to executing top-notch work that exceeds customer expectations. His favorite thing about the business? “Being able to see my clients faces once they realize their project is complete, and it’s...better than what they hoped for.” M & C Global Construction does it all – or, as Marcus puts it, “roofs to basements and everything in between.” They oversee everything for their clients, acting as a one-stop shop for a wide array of services, even within the same job, saving their customers time, energy, and the stress of dealing with multiple contractors.



Marcus with his team, Deshawn, Josh, Yemar, Will and Tyron

But what truly sets M & C Global Construction apart is the mentality on which Marcus founded this business – a mindset he says the entire team shares: “Do the right thing for the customer, even when the customer isn’t looking.” What you can expect when you work with this team is that every bit of the job – even the parts you can’t see – will be executed with quality and integrity.

Marcus is a Baltimore native who now lives in Owings Mills with his mom, Maureen, and daughter, Kaylin. When he’s not working, he’s most likely

spending time with them and is especially proud of Kaylin who is slated to start at Towson University as a Sport Management major this fall.

When asked what he does when he’s not spending time working or with family, his first answer was sleep. His second response, though, might come as a bit of a surprise. “I used to DJ back in the day before I became a REALTOR® but now it’s just for a hobby; it mellows me and relaxes me.” Marcus’ music tastes are varied and include R&B, hip hop, reggae, and Soca

– some of which is inspired by his family’s Caribbean roots.

In 2024, Marcus wants to lead the M & C Global Construction team in taking on more commercial work, including government projects. They’ve already done work for big names from NASA to Toyota and they’re looking to take on even more this year. But this growth isn’t at the expense of their residential business. So, if you’re looking for a company whose focus is achieving your vision through honest, high-quality work, look no further: M & C Global Construction is a sure bet.



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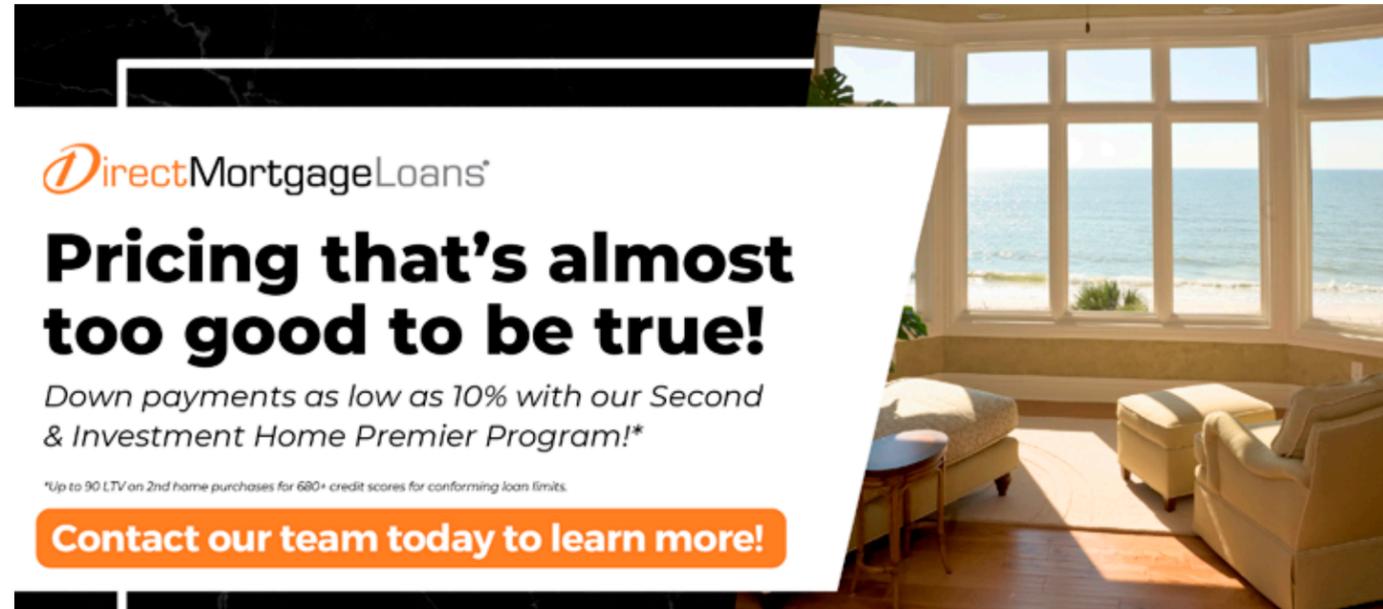
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# Enhancing Real Estate Transactions with a Concierge Lawyer

In the dynamic world of real estate, navigating legal complexities and ensuring seamless transactions are paramount to success. For real estate agents, juggling various responsibilities while striving to deliver exceptional service to clients can be challenging. Enter the concierge lawyer – a legal professional offering personalized, comprehensive legal support to real estate agents and their clients. In this article, we delve into the reasons why a real estate agent should include a concierge lawyer as an integral part of their listing or buyer representation services.

## 1. Tailored Legal Solutions

Every real estate transaction is unique, and each client's needs differ significantly. A concierge lawyer understands this well and tailors their services to suit the specific requirements of each transaction. Unlike conventional legal services that adopt a one-size-fits-all approach, a concierge lawyer takes the time to thoroughly comprehend the nuances of the deal and devise legal solutions tailored to ensure a smooth and successful transaction.

## 2. Expertise in Real Estate Law

Real estate law is a specialized field, encompassing an intricate web of regulations, contracts, and potential pitfalls. A concierge lawyer's in-depth knowledge and experience in real estate law can be invaluable in protecting the interests of both the agent and their clients. From drafting and reviewing contracts to navigating zoning laws and land use regulations, having a legal expert at hand ensures that every aspect of the transaction is meticulously handled.

## 3. Streamlining Legal Processes

Time is of the essence in the fast-paced world of real estate. A concierge lawyer's focus on offering efficient and timely service streamlines the legal processes associated with buying or selling a property. From conducting due diligence to expediting title searches and handling closing paperwork,

having a dedicated legal partner ensures that transactions move forward without unnecessary delays.

## 4. Risk Mitigation

Real estate transactions inherently involve risks, and even seemingly straightforward deals can have unforeseen legal challenges. A concierge lawyer proactively identifies potential risks and provides preventive measures to mitigate them. By addressing legal issues early on, real estate agents can protect themselves and their clients from potential disputes and liabilities.

## 5. Negotiation Support

Effective negotiation is a hallmark of a skilled real estate agent. A concierge lawyer can play a pivotal role in negotiations, leveraging their legal acumen to strengthen the agent's position and ensure favorable terms for their clients. Whether negotiating purchase agreements or handling counteroffers, having legal support instills confidence in clients that their best interests are being represented.

## 6. Customized Buyer Representation

In the buyer representation process, a concierge lawyer adds significant value by assisting clients with contract negotiations, ensuring clear title transfer, and reviewing disclosure documents. Buyers can benefit from the guidance of a legal expert, gaining clarity on their rights and responsibilities throughout the purchasing journey.

## 7. Ensuring Compliance and Ethical Standards

Real estate agents must adhere to strict legal and ethical standards in their dealings. A concierge lawyer ensures that agents remain in compliance with state and federal laws, promoting transparency, and safeguarding their reputation. Moreover, the presence of a legal partner demonstrates a commitment to ethical business practices, fostering trust among clients and industry peers.

## 8. Confident and Educated Clients

Empowering clients with knowledge about the legal aspects of their transactions is pivotal in building trust and loyalty. A concierge lawyer educates clients on the intricacies of contracts, disclosure requirements, and potential risks. Informed clients make confident decisions, resulting in smoother transactions and lasting relationships.

## 9. Addressing Post-Transaction Concerns

A concierge lawyer's involvement doesn't end with the closing of a deal. They can assist with post-transaction concerns, such as addressing boundary disputes, handling post-settlement issues, or reviewing leases for investment properties. Having access to legal advice post-transaction strengthens the client-agent bond and positions the agent as a valuable resource beyond the initial transaction.

## 10. Building a Long-Term Partnership

Integrating a concierge lawyer into the real estate agent's

services fosters a long-term partnership that extends beyond individual transactions. A dedicated legal partner provides ongoing support, guidance, and expertise, creating a symbiotic relationship that benefits both the agent and their clients in the long run.

In today's competitive real estate market, the inclusion of a concierge lawyer as part of listing or buyer representation services is a strategic decision that elevates the agent's offering to a higher level of professionalism and excellence. The personalized, expert legal support offered by a concierge lawyer streamlines transactions, mitigates risks, and ensures that both agents and their clients have peace of mind throughout the entire real estate journey. By embracing the partnership of a concierge lawyer, real estate agents can confidently navigate the legal intricacies of the industry and deliver exceptional service that sets them apart as trusted advisors and advocates for their clients.



Diana G. Khan is licensed to practice law in Maryland, and is the founder of the Diana Khan Group of Companies, encompassing 3 real estate brokerages, Premier Title, DK Law Group, and 5-Star Property Management. She also retains and holds a Real Estate Brokers License, is a licensed Title Producing Agent, a Masters in Public Administration and holds a JD from University of Baltimore School of Law.

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# MIKE Fielder

*All-In on Real Estate*

Mike Fielder says he's a laid-back guy. And in many ways, that's true. He definitely believes in minimizing stress. But don't let that fool you into thinking he has a laissez-faire approach – he's driven and passionate, and when he decides to do something, he goes all in. Take, for example, one of his hobbies: keeping fish. This is no goldfish in a bowl situation. Mike has five fish tanks – including a reef tank – with high-tech plumbing and management systems. In his words “when I dive into something, I dive into it hard.” So, it's not surprising that this level of dedication and investment extends to Mike's professional life as a REALTOR®. Mike is fully committed to giving his clients a low-stress, transparent experience.

Mike grew up in Reisterstown and his parents didn't own a home until he was in high school. He remembers it was a big deal for his family to transition from renting to owning and an eye-opening experience for him. He attended Towson University, where he met his wife, Leslie. After spending several years renting in Charles Village, Leslie and Mike decided to move and learned that they could actually buy a home rather than continuing to rent. With encouragement from Leslie's dad, Allan – who Mike says is his “sounding board for everything” – the pair decided to move forward with ownership. And this experience, Mike says, is what made him the REALTOR® he is today.

▶▶ agent to watch

By Lauren Stevens  
Photos by Alex Krebs

“  
When I dive  
into something, I  
dive into it hard.  
”



“

She brought me into this business. She taught me everything I know.

”



“That process was chaotic. We only had three percent down, but somehow, at closing...they [said] you owe us six grand more...That was a short sale, but there were hiccups along the way. And we were confused the whole time... I had no idea what was going on.” Today, his transparent, communicative, no-pressure approach is his way of protecting people from this type of experience.

His path to becoming a REALTOR® started out in property management. When Mike and Leslie bought their first home, they rented out part of it to help cover the costs. This grew into a business, a venture he continues today. In 2014, Mike established a successful dog walking business. In 2016, he sold that business and became a licensed showing assistant (while also being a part-time nanny for 10-year-old twins). In 2017, he joined Ashira Barbosa and Susan Carroll as part of the Key Home Team and transitioned to being a full-time REALTOR®. He credits Ashira for equipping him for success and getting him started out in the industry. “She brought me into this business. She taught me everything I know.”

Mike is now the Sales Director for the team, a position he especially enjoys when he is collaborating with colleagues to create resources for current and potential clients. This is just one way Mike delivers on his guiding principles: patience, openness, honesty, and transparency. He truly wants to make sure that his clients are aware of their options, understand the process, and have as little stress as possible throughout their time with him. He is deeply invested in doing what’s best for his clients. He proudly offers no-obligation consults

for potential buyers, something he says doesn’t always result in a partnership, but does achieve his goal of knowledge sharing and transparency. He recently signed on as a participating agent in the Homes for Heroes program to give back and as another way to support his clients – in this case veterans, first responders, and teachers – achieve their dream of home ownership.

Mike’s all-in approach is apparent in his commitment to continuing to enhance his systems and processes. He often spends hours researching ways to be better, faster, and stronger in supporting his clients and in partnering with other agents. Whether he’s watching webinars on optimizing his CRM or researching how AI can support his business, he believes that the best approach to problem solving is learning. An approach he says has been crucial to his success in the industry.

Outside of work, Mike’s passion is his family. Mike, Leslie, and three-year-old Lucy love living in Lake Evesham for the “county feel with city life.” He also loves cooking – especially complex dishes (one of his favorites is beef stroganoff). And, while he says fatherhood has transformed him in a lot of ways, some things haven’t shifted: when Lucy was having trouble sleeping through the night, he looked into it, solving the issue through research.

Mike Fielder is a laid-back guy. He plays kickball and flag football. He loves hanging out with his family. And he is anti-stress when it comes to real estate transactions. But he is also dedicated, driven, and 100% all-in on doing what’s best for his clients.



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# JEFF NENGEL

By Carol Nethen West  
Photos by Keith Robinson



## ▶▶ partner spotlight

### **Built on Service, Growing on Trust**

While it's common for insurance and real estate agents to have a level of interaction and mutual referrals, Jeff Nengel, owner of Baltimore's Baystate Insurance Group, takes this relationship to a higher level. He says, "We want to be a seamless extension of the loan officers and real estate offices. Our goal is to make their jobs, already outstandingly performed, even better." He adds, with a smile, "Like our company's initials, 'B.I.G,' suggest, you can 'Save With BIG!'"

#### **Insurance Educator Role**

Jeff shares confidently, "We're not just insurance agents anymore. We are insurance educators. Baystate Insurance Group is part of the biggest independent insurance agents alliance in the country called SIAA, giving us purchasing power and platforms to shop all the companies."

He describes how his company makes homebuying a better experience for everyone involved, saying, "The real estate agent or loan officer gives us the prospect's name, and we shop all the companies, make recommendations, and get the best rate. We want to be part of that process and make it seamless and simple."

#### **A Pipeline of Leads**

Baystate Insurance Group's unique services are also growing to include lead generation, which as Jeff describes, "We ask prospects fifteen questions, which they fill out and return to us. We then give those leads to real estate agents and loan officers. So, instead of coming in with donuts and a cup of coffee, we call on them with real value - leads. Our job is to create a pipeline of leads to grow our, as well as our partners' businesses."

#### **Growth Perspective**

Reflecting on the convenience Baystate Insurance Group offers Baltimore area top producers, Jeff says, "We have two offices, one in Lutherville, and the other in Canton. And we're looking to expand to more markets - probably on the Eastern Shore or somewhere in the coastal region. So, we're expanding, we're growing."

Jeff gives us a glimpse of what plans he has for his company, saying, "We'll be looking for more agents. I've hired one producer, Nick Grabner, and he's great! Nick is the driving force of what we do and is the future of BIG. As a leader and top producer, he continues to grow and is an asset to many of our partners. He was awarded Producer of the Year in 2023 by one of our largest carriers. He is a superstar and brings light to our sometimes dark market."

Jeff is the first to admit to the rising insurance rates around the country. He attributes the increase to two factors: extreme natural disasters like hurricanes, floods and wildfires, and the climbing cost of reinsurance; the portion of insurance coverage that gets sold off by insurance companies to third parties. But, Jeff is undeterred, explaining, "Our job is even more important. Every carrier has its appetite, and every client has unique needs, and our job is to find the right piece to that puzzle and that best price."

## OF BAYSTATE INSURANCE GROUP

### Personal Journey

After being in the insurance business since 1993 and founder of Baystate Insurance Group in 2008, Jeff's commitment to community, his business, family and friends was strengthened five years ago by a serious health scare that nearly ended his life.

When tests showed he had stage four esophageal cancer, which had already spread to his lymph glands

and pancreas, his mission suddenly became one of acceptance, bravery and faith. He chose the doctors at Franklin Square Hospital who led him through many rounds of chemotherapy and radiation, extensive surgeries and long stays in the ICU.

Jeff reflects, commenting "My chances were one in nine. A nine percent chance of a five-year survival."

Healing became Jeff's way of life; a two year-long journey which found him, no longer at his office, but at a place of solace on the Chesapeake. He recalls being drawn to the bay for the healing he needed, saying, "I just love the peacefulness of the water. It gave me strength and peace of mind."

### Rededication

Remarkably, when Jeff returned to work, it was not to just pick up where he'd left off. He brought with him a rekindled commitment to his company and clients. He affirms, "When I got back to work, I decided - we're gonna do this right. We're gonna take care of our clients, be partners with our real estate agents, loan officers and other network folks. We're gonna do the very best for them that we can."

"We don't work for insurance. Even though we represent insurance companies, we work for our clients," Jeff affirms.

Like many who live and work near the Chesapeake, Jeff and his wife Laura know the joy of a day on the bay. Looking ahead, Jeff predicts, "Probably, in the next few years, I'll work less. But, by growing my team, I'll be able to travel, spend more time on the boat with family and friends, and show up in the office a couple times a week."

### Stronger than Ever

Jeff was changed by the joyous spirit of his incredible triumph and is rededicated to enhancing the quality of service at Baystate Insurance Group. His commitment to his enduring motto, "Built on service, growing on trust," is stronger than ever.



Jeff Nengel and Nick Grabner



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# TIFFANY

I started my chat with Tiffany Domneys expecting to hear what she'd accomplished since being featured as a BRP Agent to Watch in 2021—how her business had grown, how her production numbers had risen. And while Tiffany's production is consistently impressive, what I got was a very different interview.

Tiffany would like to talk to you for a moment about the “M” word. Not money, not MLS—but menopause—a physically and mentally taxing transition virtually every woman goes through but few discuss openly. We also touched upon other topics society deems inappropriate (or at least uncomfortable) to discuss, such as aging, mental health, and self-care. Her message is powerful: We all struggle with something; you are not alone. And you need to take care of yourself.

In November 2021, Tiffany woke up one morning and her face was, as she puts it, all twisted up. She was afflicted with Bell's Palsy, a relatively common condition (it affects 1 in 60 people) that causes facial paralysis. The causes are not known, but stress has been named as a trigger. Although not life-threatening, the condition visibly altered Tiffany's face—making her self-conscious and anxious. Then she turned 50.

## Asking for Help

Now 52, Tiffany says over the last two years she started experiencing things she was never prepared for, such as brain fog, anxiety, and sleeplessness. She felt rage over insignificant things. Her hands would lock up inexplicably. “The day I turned 50, it was like everything went wacko,” she recalls. And like many women, Tiffany tried to keep her struggles to herself, not wanting to worry her mom, daughter, or best friends. Tiffany explains that within African American culture, sometimes women are expected to just push through, and the use of medications for menopause and other mental and emotional ailments is discouraged. “We're taught that we don't need therapy,” Tiffany adds. But last November, just hours before boarding a plane to Jamaica, Tiffany was stricken with a

full-blown panic attack. She began to come to grips with the fact that we all need a little support in our lives—and often that support is there for us if we just reach out and ask for it. Her mom and best friend Renee helped her through that moment—and she got on the plane. Tiffany calls this a “moment of clarity.” She knew something had to change, and she needed to get help.

According to the National Institutes of Health, approximately 85% of women experience symptoms related to menopause. These may vary by type and severity; in addition to the more commonly reported hot flashes, symptoms may include sleep disturbance, anxiety, and mood irregularities. People—women included—have a tendency to write off the symptoms. Eventually, Tiffany says, it will catch up with you and affect your career. “In order to be successful, you have to put yourself first,” she says. “You can't be all things. Somewhere it's going to fall short.”

Putting herself first has meant managing her symptoms and slowing down her work pace. Sometimes that means missing a phone call or even an opportunity, but Tiffany says it's worth it. She also started meditating after reading the book *Hustle Harder, Hustle Smarter* by rapper 50 Cent. “It changed a lot of my thinking,” Tiffany says. She adopted the mantra “no weapon formed against me shall prosper” to regain her focus and reduce stress. She knows there is more to do, such as managing her mental health and seeking a therapist, but asking for help has been a struggle for Tiffany, who is used to working as a lone wolf. “I'm spread thin,” she admits. She doesn't have the luxury of having someone else to shoulder the responsibilities. “People are watching you, they look up to you, you gotta be on point. I don't take any of this business for granted.”

# DOMNEYS

A MOMENT OF CLARITY

cover story

By Pat Rippey  
Photos by Roy Cox



### Returning to Her Roots

These setbacks have been particularly difficult for Tiffany because she is 100 percent dedicated to her work. At Execuhome Realty, she primarily works with real estate owned (REO) properties, coordinating with institutional sellers and investors. She may carry a property for months at a time, responsible for all the maintenance and associated bills. Tiffany is on the acquisition team for a local nonprofit that uses community partnerships and innovative capital solutions to foster sustainable homeownership. The organization revitalizes vacant homes with the hope that people who live there can buy there—with the help of grants and development projects. In the past 2 years, Tiffany says she's acquired close to 40 properties for the nonprofit—concentrating on the 21216 zip code, a place she knows well. "That's the one thing that makes me sleep well at night," Tiffany says, seeing the homes where she grew up rejuvenated and occupied. "It gives me joy in my heart."

Which brings us to the real reason Tiffany does what she does. "I'm in this business to help somebody else," she says simply. She loves getting a family into a home they never thought they could afford. One particular sale was bittersweet—her late father's house in Edmondson Village, which used to be the family home. It had been in the family for 45 years, but was falling apart after the death of her aunt, the last family member to live there. Tiffany was able to partner with an investor and renovate the house, and it was sold to a new family 2 years ago. She still drives by the house where she had so many memories, and says a prayer for the new family and the place they now call home.

"Neighborhood Tiff" has become well known in the area. Knowing that Tiffany admires rapper Nipsey Hussle, who goes by 'Neighborhood Nip', her friend Kristen came up with the nickname, and it stuck. Tiffany is perfectly content operating within her sphere. "I'm not selling million dollar houses, and I don't think I want to," she says, noting that her properties



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**In order to be successful, you have to put yourself first. You can't be all things. Somewhere it's going to fall short.**  
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typically sell in the \$50K-350K range. A former broker once asked her why she was selling cheap houses, and Tiffany likened it to selling cars. "I can sell 10 Hondas before you sell one Bentley," she retorted. Tiffany doesn't measure success in units or dollars. "I focus on trying to be a better agent," she says. To be a better agent means working on relationships, which Tiffany believes is the key to this business.

Tiffany lives with her daughter Regan (who lives part time in Atlanta) and her mom, whom she says has been a great blessing to them. She has two aging dogs, Brooklyn and Dallas, who in their own way provide emotional support—along with her long-term partner whom she says has always had her back. "He understands ME," Tiffany says, "and has been an amazing support system for me."

March being Women's History Month, Tiffany urges women to learn when they need to step back and take care of themselves. She hopes to start a podcast for women to discuss menopause, aging, and mental wellness, knowing that others go through what she is going through. She is also considering finally building a team to lessen her burdens and allow her work to be a legacy. Inspired by a song by Jay-Z, Tiffany says moments of clarity are what define us and help us to become a better person. "My goal is to become a better version of myself and be able to continue to do what I love, and that's real estate."



“My goal is to become a better version of myself and be able to continue to do what I love, and that’s real estate.”

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# TOP 150 STANDINGS • BY VOLUME

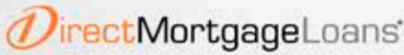
Individual MLS ID Closed date from Jan. 1 to Jan. 31, 2024

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.                              | 50    | \$26,137,491 |
| 2    | Shawn M Evans          | Monument Sotheby's International Realty         | 27    | \$20,343,103 |
| 3    | Bradley R Kappel       | TTR Sotheby's International Realty              | 6.5   | \$19,417,981 |
| 4    | Kathleen Cassidy       | DRH Realty Capital, LLC.                        | 35    | \$17,206,150 |
| 5    | Linda Ridenour         | Taylor Properties                               | 1     | \$9,250,000  |
| 6    | Jean Berkinshaw Dixon  | Coldwell Banker Realty                          | 1.5   | \$8,625,000  |
| 7    | Joseph A Petrone       | Monument Sotheby's International Realty         | 14    | \$7,483,767  |
| 8    | Carol Snyder           | Monument Sotheby's International Realty         | 1     | \$7,400,000  |
| 9    | Robert J Chew          | Berkshire Hathaway HomeServices PenFed Realty   | 16    | \$6,534,350  |
| 10   | Daniel McGhee          | Homeowners Real Estate                          | 8     | \$4,326,000  |
| 11   | Vibha Pubbi            | RE/MAX Advantage Realty                         | 4     | \$4,255,000  |
| 12   | Matthew D Rhine        | Keller Williams Legacy                          | 14    | \$4,202,990  |
| 13   | Jonathan Scheffenacker | Redfin Corp                                     | 7     | \$4,135,000  |
| 14   | Payal Pubbi            | RE/MAX Advantage Realty                         | 1     | \$4,125,000  |
| 15   | Gina L White           | Lofgren-Sargent Real Estate                     | 9     | \$3,969,990  |
| 16   | Lee R. Tessier         | EXP Realty, LLC                                 | 8.5   | \$3,869,000  |
| 17   | Robert J Lucido        | Keller Williams Lucido Agency                   | 6     | \$3,673,024  |
| 18   | Tony Migliaccio        | Long & Foster Real Estate, Inc.                 | 9     | \$3,658,990  |
| 19   | Jennifer A Klarman     | Long & Foster Real Estate, Inc.                 | 7     | \$3,577,000  |
| 20   | Lois Margaret Alberti  | Alberti Realty, LLC                             | 12    | \$3,489,800  |
| 21   | Nickolaus B Waldner    | Keller Williams Realty Centre                   | 7     | \$3,422,195  |
| 22   | Matthew B Pecker       | Berkshire Hathaway HomeServices Homesale Realty | 7     | \$3,117,900  |
| 23   | Holly D Winfield       | Monument Sotheby's International Realty         | 4     | \$3,105,000  |
| 24   | Dawn Haskins Smith     | Engel & Volkers Annapolis                       | 2     | \$3,100,000  |
| 25   | Adam M Shpritz         | Ashland Auction Group LLC                       | 64.5  | \$3,097,080  |
| 26   | Francis R Mudd III     | Schwartz Realty, Inc.                           | 6     | \$3,063,900  |
| 27   | Cynthia A Taylor       | CENTURY 21 New Millennium                       | 7     | \$3,061,989  |
| 28   | Kristi C Neidhardt     | Northrop Realty                                 | 4     | \$3,025,000  |
| 29   | Sunna Ahmad            | Cummings & Co. Realtors                         | 5     | \$2,896,232  |
| 30   | Scott M. Schuetter     | Berkshire Hathaway HomeServices PenFed Realty   | 2     | \$2,800,000  |
| 31   | Gina M Gargeu          | Century 21 Downtown                             | 14    | \$2,783,061  |
| 32   | Donald L Beecher       | Redfin Corp                                     | 5     | \$2,777,500  |
| 33   | Michael J Schiff       | EXP Realty, LLC                                 | 7.5   | \$2,776,500  |
| 34   | Rachel Best            | RE/MAX Leading Edge                             | 3     | \$2,730,000  |

| RANK | NAME                   | OFFICE  | SALES | TOTAL       |
|------|------------------------|---|-------|-------------|
| 35   | Jason Enrique          | Next Step Realty                              | 1.5   | \$2,730,000 |
| 36   | Georgeann A Berkinshaw | Coldwell Banker Realty                        | 1.5   | \$2,695,000 |
| 37   | Kristin H Brillantes   | Next Step Realty                              | 6     | \$2,645,900 |
| 38   | John W Logan           | Keller Williams Realty Centre                 | 5     | \$2,638,000 |
| 39   | Christina J Palmer     | Keller Williams Flagship of Maryland          | 2     | \$2,624,900 |
| 40   | Justin Disborough      | Long & Foster Real Estate, Inc.               | 4     | \$2,580,000 |
| 41   | Colleen M Smith        | Long & Foster Real Estate, Inc.               | 3     | \$2,560,000 |
| 42   | Anthony Polakoff       | Monument Sotheby's International Realty       | 1     | \$2,500,000 |
| 43   | David Orso             | Berkshire Hathaway HomeServices PenFed Realty | 3     | \$2,449,000 |
| 44   | Effy Z Lamp            | Northrop Realty                               | 5     | \$2,395,000 |
| 45   | Mary C Gatton          | Redfin Corp                                   | 4     | \$2,369,000 |
| 46   | Adam Chubbuck          | Douglas Realty, LLC                           | 6     | \$2,366,750 |
| 47   | Julie G Katcef         | Engel & Volkers Annapolis                     | 4     | \$2,345,000 |
| 48   | Lee S Moreno           | Coldwell Banker Realty                        | 3     | \$2,311,580 |
| 49   | Un H McAdory           | Realty 1 Maryland, LLC                        | 4     | \$2,242,000 |
| 50   | Charlotte Savoy        | Keller Williams Integrity                     | 4     | \$2,237,400 |

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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   | Norman W Lee III                   | Anne Arundel Properties, Inc.                   | 3     | \$2,220,000 |
| 52   | Marta Lopushanska                  | Berkshire Hathaway HomeServices Homesale Realty | 7     | \$2,205,600 |
| 53   | Robert J Breeden                   | Berkshire Hathaway HomeServices Homesale Realty | 5     | \$2,179,250 |
| 54   | Laura Anderson                     | Coldwell Banker Realty                          | 4     | \$2,178,000 |
| 55   | Nancy A Hulsman                    | Coldwell Banker Realty                          | 5     | \$2,174,900 |
| 56   | Jessica L Young-Stewart            | RE/MAX Executive                                | 3     | \$2,162,500 |
| 57   | Andrea Michelle Martinez Hernandez | Keller Williams Realty Centre                   | 5     | \$2,150,500 |
| 58   | Angela M Stevens                   | Cummings & Co. Realtors                         | 2     | \$2,135,000 |
| 59   | Jennifer Schaub                    | Long & Foster Real Estate, Inc.                 | 4     | \$2,132,000 |
| 60   | Christian Schou                    | Berkshire Hathaway HomeServices PenFed Realty   | 2     | \$2,125,000 |
| 61   | Michael Green                      | Witz Realty, LLC                                | 6     | \$2,123,500 |
| 62   | Din A Khaled                       | Keller Williams Integrity                       | 5     | \$2,102,000 |
| 63   | Sarah E Myer                       | Long & Foster Real Estate, Inc.                 | 2     | \$2,085,000 |
| 64   | Derek Blazer                       | Cummings & Co. Realtors                         | 4.5   | \$2,073,250 |
| 65   | Daniel B Register IV               | Northrop Realty                                 | 8     | \$2,057,550 |
| 66   | Michael Soper                      | Next Step Realty                                | 5     | \$2,001,700 |

| RANK | NAME                   | OFFICE                                  | SALES | TOTAL       |
|------|------------------------|---|-------|-------------|
| 67   | Michelle L Blanchard   | Keller Williams Flagship of Maryland    | 2     | \$2,000,000 |
| 68   | James W Fox II         | ExecuHome Realty                        | 1     | \$2,000,000 |
| 69   | Tracy A Cannon         | Coldwell Banker Realty                  | 2     | \$1,995,000 |
| 70   | Christina D Menter     | Keller Williams Realty Centre           | 4     | \$1,956,000 |
| 71   | Kyriacos P. Papaleonti | Academy Realty Inc.                     | 4     | \$1,940,000 |
| 72   | Steve Allnutt          | RE/MAX Advantage Realty                 | 3     | \$1,940,000 |
| 73   | Mark D Simone          | Keller Williams Legacy                  | 3     | \$1,935,500 |
| 74   | James T Weiskerger     | Next Step Realty                        | 4     | \$1,905,512 |
| 75   | Edward S Treadwell     | VYBE Realty                             | 5     | \$1,885,000 |
| 76   | Richard A Iarossi      | Coldwell Banker Realty                  | 4     | \$1,879,000 |
| 77   | Steven C Paxton        | Keller Williams Metropolitan            | 3     | \$1,874,000 |
| 78   | Jonathan E. Rundlett   | Toll MD Realty, LLC                     | 1     | \$1,873,220 |
| 79   | Creig E Northrop III   | Northrop Realty                         | 3     | \$1,868,528 |
| 80   | AMELIA E SMITH         | Redfin Corp                             | 3     | \$1,865,000 |
| 81   | Gregory A Cullison Jr. | EXP Realty, LLC                         | 4.5   | \$1,859,500 |
| 82   | Nicholas W Poliansky   | Keller Williams Flagship of Maryland    | 4     | \$1,859,000 |
| 83   | John M Liberto         | VYBE Realty                             | 2     | \$1,855,000 |
| 84   | Christopher L May      | May Realty                              | 4     | \$1,854,800 |
| 85   | Jennifer Lewis         | Monument Sotheby's International Realty | 3     | \$1,847,000 |
| 86   | Montaz Maurice McCray  | Keller Williams Realty Centre           | 4     | \$1,836,900 |
| 87   | Lynn A Peaper          | Next Step Realty                        | 2     | \$1,830,000 |
| 88   | Rob F Foy              | RE/MAX Advantage Realty                 | 4     | \$1,818,500 |
| 89   | Michele Bennett        | RE/MAX Executive                        | 2     | \$1,815,000 |
| 90   | Bill Franklin          | Long & Foster Real Estate, Inc.         | 4     | \$1,814,800 |
| 91   | Milissa D Alonso       | Coldwell Banker Realty                  | 4     | \$1,813,000 |
| 92   | Alisa Goldsmith        | Next Step Realty                        | 3     | \$1,812,647 |
| 93   | Norine C Thomas        | RE/MAX 100                              | 3     | \$1,810,000 |
| 94   | Tom Atwood             | Keller Williams Metropolitan            | 5     | \$1,803,715 |
| 95   | Thomas A Smith         | Long & Foster Real Estate, Inc.         | 1     | \$1,800,000 |
| 96   | Robin Y Johnson        | Realty ONE Group Excellence             | 1     | \$1,800,000 |
| 97   | Zugell Jamison         | Cummings & Co. Realtors                 | 3     | \$1,790,000 |
| 98   | Marina Yousefian       | Long & Foster Real Estate, Inc.         | 2     | \$1,789,900 |
| 99   | Shannon Smith          | Next Step Realty                        | 4     | \$1,780,000 |
| 100  | melinda d smith        | Corner House Realty                     | 3     | \$1,779,800 |

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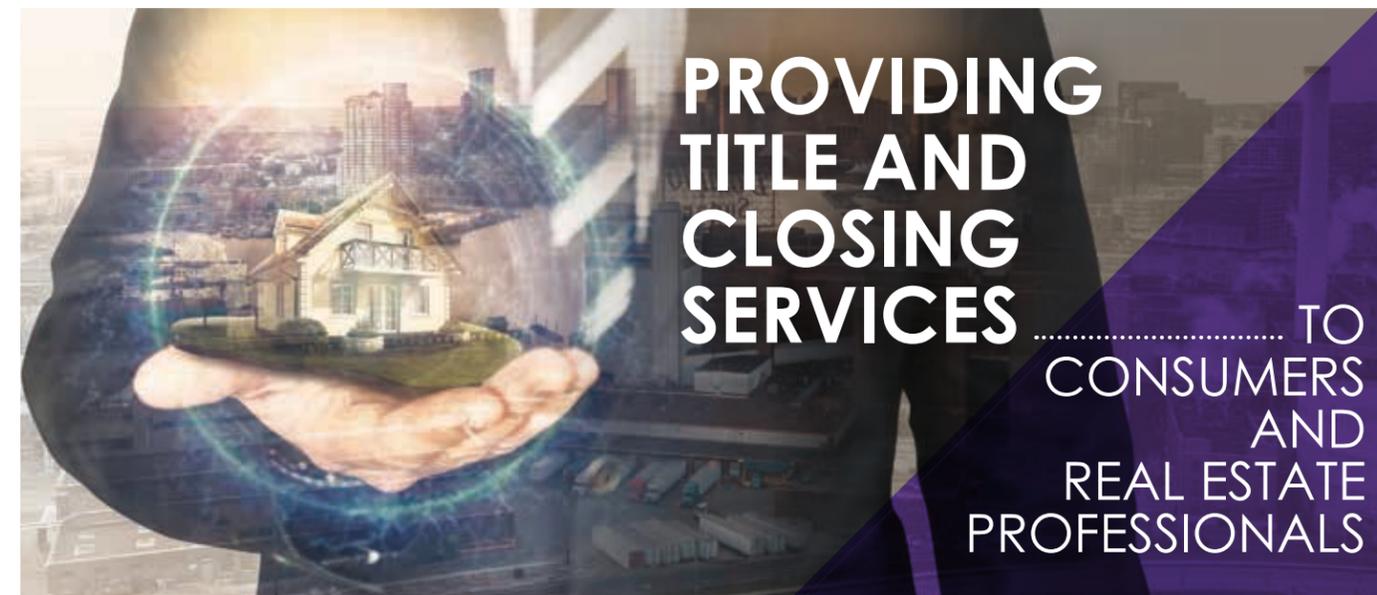
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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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  | Timothy Langhauser      | Compass Home Group, LLC                 | 5     | \$1,754,500 |
| 102  | Shalini Gidwani         | Northrop Realty                         | 3     | \$1,750,000 |
| 103  | Dawn L Baxter           | Coldwell Banker Realty                  | 1     | \$1,750,000 |
| 104  | Cheri Gavin             | Blackwell Real Estate, LLC              | 1     | \$1,750,000 |
| 105  | Linda D Pelton          | Taylor Properties                       | 3     | \$1,739,900 |
| 106  | Barry J Nabozny         | RE/MAX Premier Associates               | 3     | \$1,732,900 |
| 107  | Anne Y Herrera-Franklin | Monument Sotheby's International Realty | 2     | \$1,732,508 |
| 108  | Charles Payne           | Redfin Corp                             | 4     | \$1,713,000 |
| 109  | Kristi L Krankowski     | RE/MAX One                              | 2     | \$1,705,700 |
| 110  | Kenya Hill              | Keller Williams Legacy                  | 1     | \$1,700,000 |
| 111  | Sarah E Lipkowitz       | VYBE Realty                             | 2     | \$1,700,000 |
| 112  | Nicholas L Kellar       | VYBE Realty                             | 4     | \$1,698,000 |
| 113  | Celeste A Blessin       | Coldwell Banker Realty                  | 3     | \$1,697,400 |
| 114  | Andrew D Schweigman     | Douglas Realty, LLC                     | 4     | \$1,682,000 |
| 115  | Michael F Griesser Jr.  | VYBE Realty                             | 3     | \$1,680,000 |
| 116  | Dennis Bentley          | Exit Results Realty                     | 4     | \$1,679,660 |
| 117  | Dariusz Bogacki         | Cummings & Co. Realtors                 | 5     | \$1,679,000 |
| 118  | Camilla Cornwell        | Compass                                 | 1.5   | \$1,670,500 |
| 119  | Sarah E Garza           | Keller Williams Flagship of Maryland    | 3     | \$1,667,000 |
| 120  | Nicholas Cintron        | APEX Realty, LLC                        | 3     | \$1,663,757 |
| 121  | Jeannette A Westcott    | Keller Williams Realty Centre           | 4     | \$1,663,100 |
| 122  | Kate A Barnhart         | Keller Williams Gateway LLC             | 4     | \$1,662,500 |
| 123  | Tracy J. Lucido         | Keller Williams Lucido Agency           | 2     | \$1,661,000 |
| 124  | Robert A Commodari      | EXP Realty, LLC                         | 5     | \$1,646,960 |
| 125  | Peter J Costello        | Century 21 Downtown                     | 4     | \$1,638,250 |
| 126  | Tracy M Jennings        | DRH Realty Capital, LLC.                | 3.5   | \$1,634,965 |
| 127  | Susan Shterengarts      | Long & Foster Real Estate, Inc.         | 7     | \$1,631,000 |
| 128  | Scott B Smolen          | RE/MAX Leading Edge                     | 2     | \$1,620,000 |
| 129  | Elizabeth Arentz        | Coldwell Banker Realty                  | 3     | \$1,614,800 |
| 130  | Grant Bim               | Winning Edge                            | 3     | \$1,611,000 |
| 131  | Carla H Viviano         | Viviano Realty                          | 3     | \$1,606,000 |
| 132  | Gabriel M Dutton        | Keller Williams Metropolitan            | 4     | \$1,587,340 |
| 133  | Susana M Zhuo           | Taylor Properties                       | 1     | \$1,579,500 |
| 134  | ali alibakhshi          | Taylor Properties                       | 1     | \$1,579,500 |

| RANK | NAME                | OFFICE  | SALES | TOTAL       |
|------|---------------------|---|-------|-------------|
| 135  | Anthony M Friedman  | Northrop Realty                               | 1.5   | \$1,579,460 |
| 136  | Deborah A Savoie    | Long & Foster Real Estate, Inc.               | 5     | \$1,568,900 |
| 137  | Travis O Gray       | Engel & Volkers Annapolis                     | 3     | \$1,565,000 |
| 138  | Frank J Davis Jr.   | EXIT Community Realty                         | 2     | \$1,565,000 |
| 139  | Shannon Scagnelli   | Krauss Real Property Brokerage                | 3     | \$1,564,800 |
| 140  | Anne S Dunigan      | TTR Sotheby's International Realty            | 2     | \$1,559,500 |
| 141  | Diane D Gavin       | Long & Foster Real Estate, Inc.               | 3     | \$1,556,900 |
| 142  | Kevin Ngo           | Long & Foster Real Estate, Inc.               | 4     | \$1,555,000 |
| 143  | Kenita E Tang       | EXP Realty, LLC                               | 4     | \$1,555,000 |
| 144  | F. Aidan Surlis Jr. | RE/MAX Leading Edge                           | 3.5   | \$1,554,000 |
| 145  | Cindy L Durgin      | Monument Sotheby's International Realty       | 1     | \$1,550,000 |
| 146  | Janet L Craig       | Coldwell Banker Realty                        | 2     | \$1,546,600 |
| 147  | Mary M Wolfe        | O'Connor, Mooney & Fitzgerald                 | 1.5   | \$1,540,000 |
| 148  | Keith Walsh         | Berkshire Hathaway HomeServices PenFed Realty | 3     | \$1,532,500 |
| 149  | Brian I Leibowitz   | Maryland Realty Company                       | 6     | \$1,527,899 |
| 150  | Steven P Rogers     | EXIT Preferred Realty, LLC                    | 2     | \$1,520,000 |

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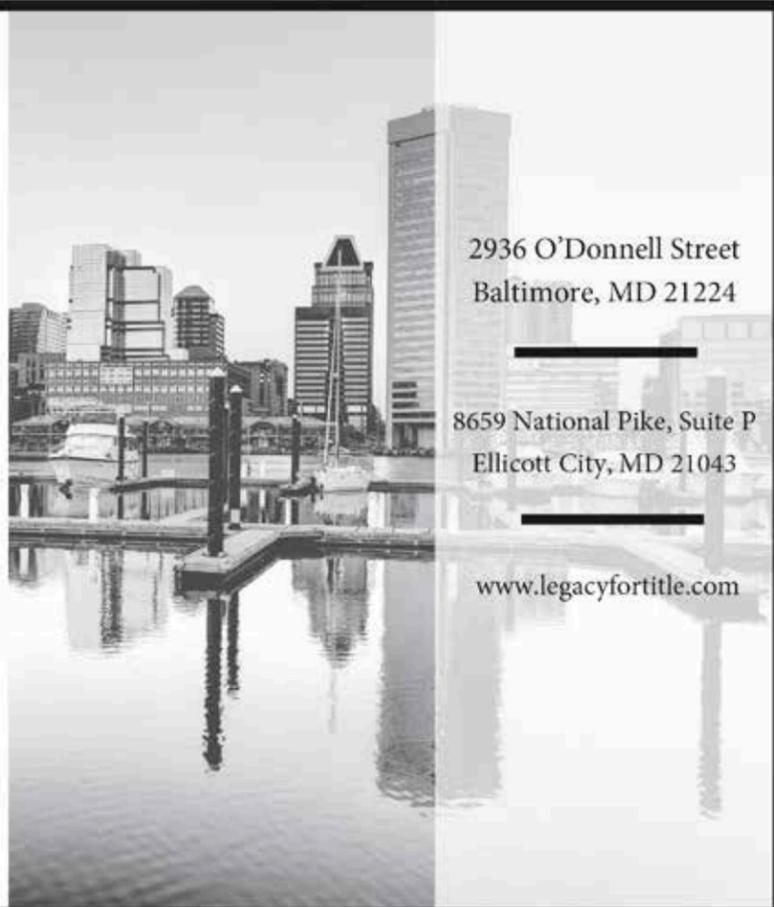


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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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    | Adam M Shpritz        | Ashland Auction Group LLC                     | 64.5  | \$3,097,080  |
| 2    | Tineshia R. Johnson   | NVR Services, Inc.                            | 50    | \$26,137,491 |
| 3    | Kathleen Cassidy      | DRH Realty Capital, LLC.                      | 35    | \$17,206,150 |
| 4    | Shawn M Evans         | Monument Sotheby's International Realty       | 27    | \$20,343,103 |
| 5    | Lee M Shpritz         | Ashland Auction Group LLC                     | 21.5  | \$1,032,360  |
| 6    | Robert J Chew         | Berkshire Hathaway HomeServices PenFed Realty | 16    | \$6,534,350  |
| 7    | Matthew D Rhine       | Keller Williams Legacy                        | 14    | \$4,202,990  |
| 8    | Joseph A Petrone      | Monument Sotheby's International Realty       | 14    | \$7,483,767  |
| 9    | Gina M Gargeu         | Century 21 Downtown                           | 14    | \$2,783,061  |
| 10   | Lois Margaret Alberti | Alberti Realty, LLC                           | 12    | \$3,489,800  |
| 11   | Tony Migliaccio       | Long & Foster Real Estate, Inc.               | 9     | \$3,658,990  |
| 12   | Gina L White          | Lofgren-Sargent Real Estate                   | 9     | \$3,969,990  |
| 13   | Lee R. Tessier        | EXP Realty, LLC                               | 8.5   | \$3,869,000  |
| 14   | Daniel McGhee         | Homeowners Real Estate                        | 8     | \$4,326,000  |
| 15   | Daniel B Register IV  | Northrop Realty                               | 8     | \$2,057,550  |
| 16   | Michael J Schiff      | EXP Realty, LLC                               | 7.5   | \$2,776,500  |

| RANK | NAME                   | OFFICE  | SALES | TOTAL        |
|------|------------------------|---|-------|--------------|
| 17   | Matthew B Pecker       | Berkshire Hathaway HomeServices Homesale Realty | 7     | \$3,117,900  |
| 18   | Bob Simon              | Long & Foster Real Estate, Inc.                 | 7     | \$714,500    |
| 19   | Jennifer A Klarman     | Long & Foster Real Estate, Inc.                 | 7     | \$3,577,000  |
| 20   | Nickolous B Waldner    | Keller Williams Realty Centre                   | 7     | \$3,422,195  |
| 21   | Susan Shterengarts     | Long & Foster Real Estate, Inc.                 | 7     | \$1,631,000  |
| 22   | Jonathan Scheffenacker | Redfin Corp                                     | 7     | \$4,135,000  |
| 23   | Cynthia A Taylor       | CENTURY 21 New Millennium                       | 7     | \$3,061,989  |
| 24   | Marta Lopushanska      | Berkshire Hathaway HomeServices Homesale Realty | 7     | \$2,205,600  |
| 25   | Bradley R Kappel       | TTR Sotheby's International Realty              | 6.5   | \$19,417,981 |
| 26   | Peter J Klebenow       | RE/MAX First Choice                             | 6.5   | \$1,136,050  |
| 27   | Robert J Lucido        | Keller Williams Lucido Agency                   | 6     | \$3,673,024  |
| 28   | Francis R Mudd III     | Schwartz Realty, Inc.                           | 6     | \$3,063,900  |
| 29   | Adam Chubbuck          | Douglas Realty, LLC                             | 6     | \$2,366,750  |
| 30   | Daniel M Billig        | A.J. Billig & Company                           | 6     | \$1,183,000  |
| 31   | Barbara A Ayd          | Cummings & Co. Realtors                         | 6     | \$1,315,500  |
| 32   | Mark Feen              | Coldwell Banker Realty                          | 6     | \$1,130,000  |
| 33   | Michael Green          | Witz Realty, LLC                                | 6     | \$2,123,500  |
| 34   | Brian I Leibowitz      | Maryland Realty Company                         | 6     | \$1,527,899  |
| 35   | Kristin H Brillantes   | Next Step Realty                                | 6     | \$2,645,900  |
| 36   | Gavriel Khoshkheraman  | Pickwick Realty                                 | 5     | \$867,000    |
| 37   | Andrea Johnson         | Keller Williams Legacy                          | 5     | \$386,000    |
| 38   | Michael Lopez          | RE/MAX Distinctive Real Estate, Inc.            | 5     | \$742,100    |
| 39   | Christopher J Cooke    | Berkshire Hathaway HomeServices Homesale Realty | 5     | \$1,479,040  |
| 40   | Jose A Rivas           | Keller Williams Gateway LLC                     | 5     | \$762,400    |
| 41   | Deborah A Savoie       | Long & Foster Real Estate, Inc.                 | 5     | \$1,568,900  |
| 42   | Donald L Beecher       | Redfin Corp                                     | 5     | \$2,777,500  |
| 43   | Robert A Commodari     | EXP Realty, LLC                                 | 5     | \$1,646,960  |
| 44   | Robert J Breeden       | Berkshire Hathaway HomeServices Homesale Realty | 5     | \$2,179,250  |
| 45   | Aimee C O'Neill        | O'Neill Enterprises Realty                      | 5     | \$1,255,000  |
| 46   | Timothy Langhauser     | Compass Home Group, LLC                         | 5     | \$1,754,500  |
| 47   | Michael Soper          | Next Step Realty                                | 5     | \$2,001,700  |
| 48   | Sunna Ahmad            | Cummings & Co. Realtors                         | 5     | \$2,896,232  |
| 49   | Nancy A Hulsman        | Coldwell Banker Realty                          | 5     | \$2,174,900  |
| 50   | Effy Z Lamp            | Northrop Realty                                 | 5     | \$2,395,000  |

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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   | John W Logan                       | Keller Williams Realty Centre        | 5     | \$2,638,000 |
| 52   | Mary L Mabry                       | Keller Williams Select Realtors      | 5     | \$738,500   |
| 53   | Din A Khaled                       | Keller Williams Integrity            | 5     | \$2,102,000 |
| 54   | Andrea Michelle Martinez Hernandez | Keller Williams Realty Centre        | 5     | \$2,150,500 |
| 55   | Dariusz Bogacki                    | Cummings & Co. Realtors              | 5     | \$1,679,000 |
| 56   | Kenneth Hobbs Jr.                  | ExecuHome Realty                     | 5     | \$983,500   |
| 57   | Jeremy Michael McDonough           | Mr. Lister Realty                    | 5     | \$908,500   |
| 58   | Tom Atwood                         | Keller Williams Metropolitan         | 5     | \$1,803,715 |
| 59   | Anna Kosoy                         | Kosoy Realty                         | 5     | \$716,000   |
| 60   | Edward S Treadwell                 | VYBE Realty                          | 5     | \$1,885,000 |
| 61   | Gregory A Cullison Jr.             | EXP Realty, LLC                      | 4.5   | \$1,859,500 |
| 62   | Derek Blazer                       | Cummings & Co. Realtors              | 4.5   | \$2,073,250 |
| 63   | Christina D Menter                 | Keller Williams Realty Centre        | 4     | \$1,956,000 |
| 64   | Carley R. Cooper                   | Alex Cooper Auctioneers, Inc.        | 4     | \$1,369,610 |
| 65   | Gabriel M Dutton                   | Keller Williams Metropolitan         | 4     | \$1,587,340 |
| 66   | Vibha Pubbi                        | RE/MAX Advantage Realty              | 4     | \$4,255,000 |
| 67   | Alex B Fox                         | Allfirst Realty, Inc.                | 4     | \$787,000   |
| 68   | Jeannette A Westcott               | Keller Williams Realty Centre        | 4     | \$1,663,100 |
| 69   | James T Weiskerger                 | Next Step Realty                     | 4     | \$1,905,512 |
| 70   | Lindsay Moiles                     | Cummings & Co. Realtors              | 4     | \$1,086,000 |
| 71   | David Pelta                        | Valley Realty, LLC.                  | 4     | \$1,092,000 |
| 72   | Darnell Harris                     | EXP Realty, LLC                      | 4     | \$385,000   |
| 73   | Ryan Shilow                        | R.E. Shilow Realty Investors, Inc.   | 4     | \$665,000   |
| 74   | Eric J Figurelle                   | Cummings & Co. Realtors              | 4     | \$1,276,000 |
| 75   | Bob Kimball                        | Redfin Corp                          | 4     | \$1,443,500 |
| 76   | Charles Payne                      | Redfin Corp                          | 4     | \$1,713,000 |
| 77   | Kristi C Neidhardt                 | Northrop Realty                      | 4     | \$3,025,000 |
| 78   | Kate A Barnhart                    | Keller Williams Gateway LLC          | 4     | \$1,662,500 |
| 79   | Kenita E Tang                      | EXP Realty, LLC                      | 4     | \$1,555,000 |
| 80   | Heather Crawford                   | Redfin Corp                          | 4     | \$1,259,990 |
| 81   | Laura Anderson                     | Coldwell Banker Realty               | 4     | \$2,178,000 |
| 82   | Dennis Bentley                     | Exit Results Realty                  | 4     | \$1,679,660 |
| 83   | Nicholas W Poliansky               | Keller Williams Flagship of Maryland | 4     | \$1,859,000 |
| 84   | Julie G Katcef                     | Engel & Volkers Annapolis            | 4     | \$2,345,000 |

| RANK | NAME                  | OFFICE                          | SALES | TOTAL       |
|------|-----------------------|---------------------------------|-------|-------------|
| 85   | Krissy Doherty        | Northrop Realty                 | 4     | \$1,410,900 |
| 86   | Mary C Gatton         | Redfin Corp                     | 4     | \$2,369,000 |
| 87   | Jeremy S Walsh        | Coldwell Banker Realty          | 4     | \$1,281,000 |
| 88   | Ira Klein             | Pickwick Realty                 | 4     | \$645,000   |
| 89   | Jennifer Schaub       | Long & Foster Real Estate, Inc. | 4     | \$2,132,000 |
| 90   | Kevin Ngo             | Long & Foster Real Estate, Inc. | 4     | \$1,555,000 |
| 91   | Rob F Foy             | RE/MAX Advantage Realty         | 4     | \$1,818,500 |
| 92   | Montaz Maurice McCray | Keller Williams Realty Centre   | 4     | \$1,836,900 |
| 93   | Charlotte Savoy       | Keller Williams Integrity       | 4     | \$2,237,400 |
| 94   | Nicholas L Kellar     | VYBE Realty                     | 4     | \$1,698,000 |
| 95   | Melissa Menning       | Alberti Realty, LLC             | 4     | \$1,103,700 |
| 96   | Daniel W Cohen        | EXP Realty, LLC                 | 4     | \$1,324,800 |
| 97   | Janelle M. Brubach    | Realty Plus Associates          | 4     | \$1,457,000 |
| 98   | Richard A Iarossi     | Coldwell Banker Realty          | 4     | \$1,879,000 |
| 99   | Peter J Costello      | Century 21 Downtown             | 4     | \$1,638,250 |
| 100  | Bill Franklin         | Long & Foster Real Estate, Inc. | 4     | \$1,814,800 |

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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  | Mark Richa                | Cummings & Co. Realtors                       | 4     | \$1,101,900 |
| 102  | Kyriacos P. Papaleonti    | Academy Realty Inc.                           | 4     | \$1,940,000 |
| 103  | Vincent J. Steo           | Your Home Sold Guaranteed Realty              | 4     | \$1,311,000 |
| 104  | Christopher L May         | May Realty                                    | 4     | \$1,854,800 |
| 105  | Un H McAdory              | Realty 1 Maryland, LLC                        | 4     | \$2,242,000 |
| 106  | PETER WONG                | VYBE Realty                                   | 4     | \$950,800   |
| 107  | Christopher T Drewer      | EXP Realty, LLC                               | 4     | \$1,066,500 |
| 108  | Shannon Smith             | Next Step Realty                              | 4     | \$1,780,000 |
| 109  | Jeanne Lauree Cecil       | Turnock Real Est. Services, Inc.              | 4     | \$1,165,000 |
| 110  | Andrew J MacPherson       | W F Chesley Real Estate, LLC.                 | 4     | \$1,458,950 |
| 111  | Abby E Cobb               | Berkshire Hathaway HomeServices PenFed Realty | 4     | \$1,386,000 |
| 112  | Milissa D Alonso          | Coldwell Banker Realty                        | 4     | \$1,813,000 |
| 113  | Justin Disborough         | Long & Foster Real Estate, Inc.               | 4     | \$2,580,000 |
| 114  | Holly D Winfield          | Monument Sotheby's International Realty       | 4     | \$3,105,000 |
| 115  | David Marc Niedzialkowski | Redfin Corp                                   | 4     | \$1,483,500 |
| 116  | Andrew D Schweigman       | Douglas Realty, LLC                           | 4     | \$1,682,000 |

| RANK | NAME                     | OFFICE  | SALES | TOTAL       |
|------|--------------------------|---|-------|-------------|
| 117  | Raj Singh Sidhu          | Your Realty Inc.                              | 4     | \$807,400   |
| 118  | Charles N Billig         | A.J. Billig & Company                         | 3.5   | \$1,188,525 |
| 119  | Ronald W. Howard         | RE/MAX Advantage Realty                       | 3.5   | \$874,000   |
| 120  | Robert D Kaetzel         | Real Estate Professionals, Inc.               | 3.5   | \$871,500   |
| 121  | Diana Pham               | EXP Realty, LLC                               | 3.5   | \$671,000   |
| 122  | Sandra O Benavente       | ARS Real Estate Group                         | 3.5   | \$1,049,500 |
| 123  | Evan M Weissman          | Keller Williams Metropolitan                  | 3.5   | \$743,000   |
| 124  | Tracy M Jennings         | DRH Realty Capital, LLC.                      | 3.5   | \$1,634,965 |
| 125  | Michael Frank            | EXP Realty, LLC                               | 3.5   | \$1,061,450 |
| 126  | F. Aidan Surlis Jr.      | RE/MAX Leading Edge                           | 3.5   | \$1,554,000 |
| 127  | Ashlie Leone             | Douglas Realty, LLC                           | 3     | \$790,500   |
| 128  | Jennifer H Bonk          | Keller Williams Flagship of Maryland          | 3     | \$1,105,000 |
| 129  | Aysha Jones              | Exit Results Realty                           | 3     | \$1,317,000 |
| 130  | Kimberley A Flowers      | Keller Williams Realty Centre                 | 3     | \$1,246,750 |
| 131  | Mitchell J Toland Jr.    | Redfin Corp                                   | 3     | \$1,084,150 |
| 132  | James D Nolley           | Cummings & Co. Realtors                       | 3     | \$910,000   |
| 133  | Daniel Borowy            | Redfin Corp                                   | 3     | \$1,345,000 |
| 134  | Lauren Melissa DiMartino | EXP Realty, LLC                               | 3     | \$872,000   |
| 135  | Elizabeth A Wojcicki     | Berkshire Hathaway HomeServices PenFed Realty | 3     | \$1,334,000 |
| 136  | Deric S Beckett          | Berkshire Hathaway HomeServices PenFed Realty | 3     | \$384,800   |
| 137  | Grant Bim                | Winning Edge                                  | 3     | \$1,611,000 |
| 138  | Lauren Matera            | Berkshire Hathaway HomeServices PenFed Realty | 3     | \$1,174,900 |
| 139  | Thomas Oliver            | Northrop Realty                               | 3     | \$1,150,000 |
| 140  | Alisa Goldsmith          | Next Step Realty                              | 3     | \$1,812,647 |
| 141  | Harold A Kelly           | ExecuHome Realty                              | 3     | \$728,900   |
| 142  | Steve Allnutt            | RE/MAX Advantage Realty                       | 3     | \$1,940,000 |
| 143  | Carlos A Espinoza        | Jason Mitchell Group                          | 3     | \$1,231,500 |
| 144  | Natasha Skelton          | Keller Williams Gateway LLC                   | 3     | \$445,000   |
| 145  | Linda D Pelton           | Taylor Properties                             | 3     | \$1,739,900 |
| 146  | Rachel Best              | RE/MAX Leading Edge                           | 3     | \$2,730,000 |
| 147  | Ann M King               | Taylor Properties                             | 3     | \$418,900   |
| 148  | NaTasha Morgan-Lipscomb  | Redfin Corp                                   | 3     | \$1,105,000 |
| 149  | Brittany Olsen           | Keller Williams Flagship of Maryland          | 3     | \$1,470,000 |
| 150  | Nicholas W Bogardus      | Compass                                       | 3     | \$1,187,500 |

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