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TOP 100
STANDINGS

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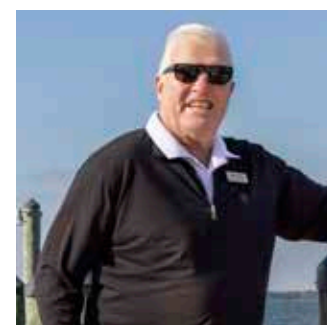
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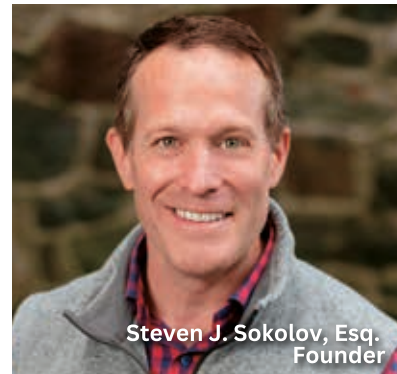
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CONGRATS TOP 300

Welcome to *Coastal Real Producers!*

By Jilleien Franquelli

Welcome to *Coastal Real Producers!* On behalf of Colleen and the entire *Coastal Real Producers* team, congratulations on being in the top 10% of Realtors in Sussex, Wicomico and Worcester counties.

Our mission is to Collaborate, Elevate, and Inspire the *Coastal Real Producers* community. We do this in 3 ways:

1. A monthly magazine where we feature the stories of the community.
2. Events where we bring people together to socialize and learn from each other.
3. Our Facebook group. This group gives you, as a top agent, a place to share ideas, get help, and cheer each other on.

Our **core values** serve as our compass, guiding our decisions, stories, and events.

At Coastal Real Producers...

- We fight to do what's right.
- We are unwavering in our commitment to representation and inclusion.
- We firmly believe that everyone has a remarkable life worth sharing.
- We thrive on building, growing, and celebrating together.
- We champion collaboration, creative problem-solving, and positive competition.
- We understand the power we possess to change lives, and above all, we prioritize kindness.

What does it mean to be a part of the *Coastal Real Producers* community? Quite simply, you are the best.

Quick facts about Coastal Real Producers

Distribution:

The monthly magazine is mailed to our Preferred Partners and the top 300 agents (top 10%) in Sussex, Wicomico, and Worcester counties

Content:

In this monthly publication, you will notice a social and a business side. One of our core values is that we firmly believe that everyone has a remarkable life worth sharing.

Cost:

This monthly publication and platform is being provided free of charge to you, a top producer because our vetted preferred partners fund this entire platform.

Speaking of Preferred Partners...

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 have 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!

Events:

In addition to the magazine, we will host various in-person events to bring the community together. These events include social gatherings, community service and masterminds. Visit our website and keep an eye on social media for upcoming events.

Nominations:

There are three ways to nominate a Realtor to be featured in an upcoming publication:

1. Visit CoastalRealProducers.com/Agents and click on "NOMINATE AN AGENT."
2. Send an email nomination to Jill@rpmags.com. Make sure to include the contact information of the nominee(s) and a brief paragraph explaining why you are nominating them.
3. Direct message the *Coastal Real Producers* Facebook or Instagram account.

Finally...our website:

As a member of the *Coastal Real Producers* community, visit CoastalRealProducers.com/Agents to find the following -

- A welcome video
- Your 2024 Top 300 Badge for marketing
- Link to join our private Top 300 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

Congratulations and welcome!

Always,

Jill Franquelli
Editor-in-Chief
Jill@rpmags.com



EVENTS CALENDAR

Coastal Real Producers 2024 Events Calendar

Wednesday, March 13

4 p.m. - 7 p.m.

Eat, Drink & Be Irish

Location: Fins Ale House and Raw Bar - West Fenwick

Join us for a shindig full of shenanigans & malarkey to celebrate St. Paddy's Day!

Register now before we sell out at

<https://coastalrealproducers.com/agents>

Tuesday, May 21

4 p.m. - 7 p.m.

Summer Kick Off

Location TBD

Summer's here and we're ready to party! Come usher in the heat with the best in Coastal real estate. Register now at

<https://coastalrealproducers.com/agents>

Thursday, September 5

4 p.m. - 7 p.m.

Fall Fête

Location TBD

Crazy beach season is over - bring on Fall! Let's come together to network and enjoy each other's company as we enter the best months on the coast.

Visit <https://coastalrealproducers.com/agents> to register for the next event and for most updated event information.

Friday, November 15

4 p.m. - 7 p.m.

1st Anniversary Party

Location TBD

Join fellow local top-producing agents and CRP preferred partners for a magical evening to celebrate YOU and our FIRST anniversary as a community. #CheersToOneYear



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▶ agent to watch

By Abby Isaacs
Photos by Atlantic Exposure

MARTI HOSTER

KEEPING IT IN
THE FAMILY



Marti Hoster's journey in real estate is a testament to resilience, commitment and the importance of family. From an unconventional start working at her firm's front desk, to becoming a trusted real estate professional and an agent to watch, she exemplifies the spirit of a homegrown success story centered around family, passion, and serving her clients.

"Real estate runs in our blood, and it feels like home," said Marti.

For Marti, real estate is more than a profession; it's a family legacy. Despite this connection, helping people buy and sell homes wasn't always her dream. She grew up wanting to be a teacher, but in college, decided that wasn't the right fit. A twist of fate led Marti to the industry through a stint covering the front desk at ERA Martin Associates. Being the niece of the broker and cousin to the office manager, Marti stepped into a temporary role that became the gateway to a lifelong passion.

"I just really loved it. Even when I was sitting at the front desk, I'd be clicking through all the pictures of the houses. It was the first time I felt passionate about or interested in anything," said Marti. "While I was at ERA, I started working as an assistant to two of the top agents: Laurie Cannon and Roger Sansom. I was able to see millions of dollars in sales through their businesses and how they handled the obstacles that they encountered. That experience

was and still is invaluable! I credit so much of my success to the experience, patience, and support they gave me in those early years and continue to give me now. They are still my first calls if I am stumped on what to do in a transaction or just want to run through some ideas."

Marti became licensed in 2016 in her mid-20s, and focused on her hometown of Salisbury. Born and raised there, she felt confident in her knowledge of the area, but it also posed some initial challenges. She put a lot of effort into earning trust, especially among an older generation who had known Marti in her earlier stages of life.

"Building my business in my 20s was difficult. Earning the trust and confidence from potential clients took years. It was hard to build trust with the older generation because they still looked at me as their daughter's friend from high school. Looking back, the clients from my very first year in real estate will always stand out in my memory. They took a chance on me and I worked so hard to be deserving of that! Now they are some of my most loyal clients, the ones who send me the most referrals and always come back to me. They certainly hold a special place in my heart!"

Over the years, Marti expanded her business, becoming a team leader and obtaining licenses in both Maryland and Delaware to serve Wicomico, Worcester, Somerset, and Sussex counties. Technology, virtual showings and video tours have become integral to her approach, providing convenience for clients near and far. With young children of her own, Marti understands how important a client's time is, and does all she can to streamline showings and the homebuying process.

"I also leverage social media to stay in contact with my sphere and to market my listings. I love staying connected with all of my clients – we truly are friends by the end of the transaction!"



Marti Hoster, Bill Martin and Joni Williamson

Sharing a home with her husband of seven years, 3 young kids and 2 dogs, she has mastered the art of navigating chaos with enthusiasm. This lifestyle, she says, is an asset to her clients. At the core of Marti's success is a commitment to always being available for clients, thanks to a supportive husband and family.

"I understand that sometimes questions come up at 10 p.m. and I want them to know that I'm there. They can reach out to me so they don't stress all night long, and have to wait until 9 a.m. for a response."

Guided by her father's motto and the golden rule – Do unto others as you would have them do unto you – she always goes that extra

mile, whether it's laying doormats for listings or putting out candy bowls at vacant homes on Halloween.

"Whether it be my clients, other agents, or simply the presentation of my listings – I try to treat people the way I'd like to be treated, which means always giving my all!"

Looking forward, Marti's goal for the upcoming year remains consistent – helping more people than the last. Her commitment to excellence, genuine connection with clients, and a family-centric approach have defined her last 8 years in the business, and are guaranteed to be her cornerstone for the next.

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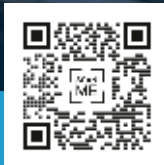
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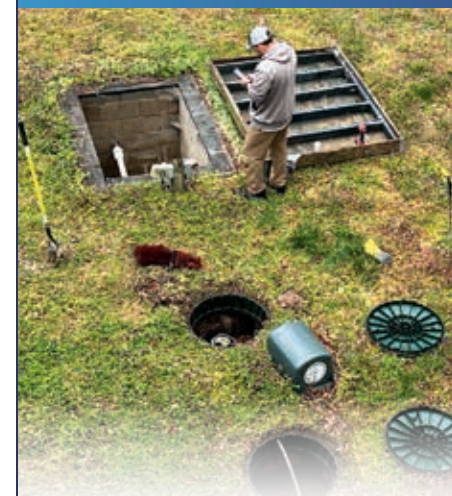
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Diana and her team, Laura Moreno, Naoufal Fikar, Peter Severance and Lidianet Valdes

▶▶ partner spotlight

DIANA KHAN

of DK Law Group

Photos by Atlantic Exposure

Diana Khan has done it all in her 15 years in real estate. Now, with her law firm, she is empowering legacies. DK Law Group is not just redefining the legal scene for REALTORS® but offers a holistic suite of services ranging from real estate deals to trusts and family law. The aim? A seamless experience for clients at every life stage.

“We provide REALTORS® a unique co-branding opportunity, ensuring their clients are supported beyond just home purchases,” Diana said. “I’ve had clients from marriage and walked them through starting businesses, getting divorces and selling houses.”

The Diana Khan Group of Companies encompasses five distinct brands and showcases her multifaceted approach. As the chief attorney, Diana’s roles are manifold.

“Beyond leading the law firm, I’m a real estate broker overseeing two brokerages. My husband and I have carved a niche in real estate, covering everything from contracting to property management.”

She defines her leadership style as both tenacious and nurturing. “Many team members, regardless of age, endearingly call me “Mom”. It’s more than a moniker – I believe it signifies my unwavering mentorship and ability to lead with both authority and compassion.”

With branches in Baltimore County, Howard County and as far as the Eastern Shore, DK Law Group offers expansive legal services spanning real estate, estate planning, family law, and more. She markets to REALTORS® and their clients as a firm that operates outside conventional bounds. “Our goal is to be there for REALTORS® at all hours, blurring the lines between traditional legal practices and modern-day needs.”

Diana’s roots trace back to Bulgaria, where she was nudged towards the legal field. “In our culture, you’re either a doctor or a lawyer. I chose the latter.”

Before attending law school, she worked at a company that did short sale negotiations. It was her first taste of real estate and would set her on course to revolutionize the industry. She later earned her JD from the University of Baltimore School of Law.

“In law school, I got the corporate job with billable hours, and you get paid a six-figure salary. I absolutely hated it... A lot of it is you have somebody above you who’s just pushing billables, and many of these clients, I feel, weren’t always getting the best representation.”

This drove her back to her real estate roots. She got her broker’s license and started helping REALTORS® on the side with her legal expertise. She soon realized she could make a solo practitioner firm combining her passion for real estate, law and helping people. That was seven years ago. Today, she has a seasoned team of 22 and is continuously growing.

Family is Diana’s cornerstone. She lives in Reisterstown with her husband, three children and a lively Chihuahua. “One of the biggest things I always tell people who work for me is you have to know your ‘why.’ My biggest ‘why’ is my kids; it’s my family; it’s travel. Entrepreneurship allows me to set my terms.”

This autonomy also means she can offer pro bono services, helping those in dire straits and then guiding them through life’s better chapters.

“Certain clients just can’t pay you, but I can say, ‘I will help you with your immigration issue or your domestic violence issue and in exchange, I’ve got a realtor I’d love you to talk to that when you’re ready to purchase, would love to help you with that, and then we’d be happy to help you with the title.’ It’s the ability to help people at their worst and be with them through their lives that is very memorable to me. I usually start relationships at people’s worst moments and grow with them. We go through house purchases or divorces.”

In addition to juggling a thriving business and a beautiful family, Diana has a passion for giving back and her active role in non-profits underscores her commitment to societal betterment. She’s on the Board of Directors for the Greater Baltimore Board of REALTORS®, where she advises on real estate and legal matters facing donors and members, as well as on the board for Project PLASE (People Lacking Ample Shelter and Employment) in Baltimore City.

“We’re currently renovating a public elementary school into temporary housing for the homeless community that would be more full term.”

Her goal through 2024 is to continue focusing on marketing to remind REALTORS® of all the services she offers because she’s selling a service that nobody else does.

“My niche really is the realtors’ clients, and also REALTORS® themselves. One of my biggest challenges is finding a way to market that shows I’m an asset and not competition... There is a way to combine a lawyer into their marketing services, and there’s a way to utilize a lawyer like me to help them grow in the way that I would push the referrals back to them.”





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» cover story

By Joya Fields
Photos by Atlantic Exposure

TERRY

RILEY

HELPING PEOPLE FIND THEIR HAPPY PLACE

“ BEING ABLE TO SELL THROUGH UPS AND DOWNS IS IMPORTANT—TACKLING ISSUES AND SOLVING PROBLEMS—WE’VE BEEN ABLE TO SELL THROUGH THE STORMS.”

Terry Riley has thwarted a bank robbery, been featured on the front page of the Boston Globe and earned a master’s degree in business, yet one of his proudest professional achievements is that 67% of his current business comes from repeat customers.

Terry, who runs Shore 4U Realty with Chris Jett in Sunset Island, loves the beach vibe with a passion that’s contagious. He and Chris have been helping sellers and buyers on Sunset Island since 2003. He sells mostly second homes, and some primary residences, too.

Terry has long called Sunset Island home. He and his wife, Beth, raised their family on the barrier island. “Our kids had summer friends and winter friends,” he said. They have three grown children, Christopher, who was a Post Doctorate at Dana Farber Cancer Institute; Grace who is an Associate Director of Academic Advising at University of Pennsylvania; and Clare, a University of Maryland graduate, who is spending three years in Hawaii to absorb the beaches and warm weather.

“They are all very well educated and successful. I can thank Beth for that,” he said. Beth used to work for Marriott, runs the Sunset Island book club, and works with many local charities.

While attending Northeastern University Co-Op Grad program at age 22, Terry was accepted to intern with a national homebuilder out of MD/PA. “They and I were a match. I loved the real estate industry, and it loved me,” he said.

His internship turned into construction management for new homes and he loved the sales and marketing side. That success brought him to the Eastern Shore to help run Shore4U and he’s been there ever since.

One of his favorite things about being a realtor on the barrier island is that he and his family walk the beach daily. The small-town feel and friendly surroundings enable him to enjoy the help he receives from fellow local agents, mortgage, and title folks, too. His love of the beach is easily conveyed to his clients.

“There are lots of reasons to be in Ocean City,” he said. He credits much of the small-town feel of the area to the Mayor, Rick Meehan, and the family-friendly events the town offers year-round. “There’s an event at the Conference Center just about every weekend,” Terry said. Concerts, light shows, car parades on the boardwalk to name a few.

Twenty-three years ago, when Terry was working on new home sales, he hired Chris Jett. Impressed by Chris’s honesty and commitment to clients, when the opportunity to move to Sunset Island presented itself in 2003, Terry asked Chris to join him.

Chris, who is currently the treasurer of Maryland Realtors Association, holds values like Terry’s. “Chris is very bright. We have a unique optimism in this industry. He and I can see past negative changes in the industry and help clients figure out how to make it work,” Terry said.



“Being able to sell through ups and downs is important—tackling issues and solving problems—we’ve been able to sell through the storms,” Terry said.

Terry deals with mostly second home sales. People are looking for different things when it’s not their primary home. “They want to use it themselves, but often want to be able to rent it out, too,” he said. He learns about his clients’ needs. “If their goal is to sit on their deck with a glass of wine and watch the sun set, then that’s very different from oceanfront,” Terry said. He would direct that client to bayfront.

Terry knows that today’s consumer comes more prepared. “I deal with lots of successful people who buy second homes. They’re savvy about the business.” With a primary residence, buyers are concerned about area schools, and taxes. At the beach, concerns are different. “I get questions like, ‘where can I put my boat’ or ‘how crowded does the beach get?’ “

Relationships with his clients are key to Terry. “People buy from like and similar people,” he said. Being a local himself enables him to share a wealth of information about his beloved island. He loves that his clients see him as positive, optimistic, and honest.

The team includes Terry, Chris, and their administrative assistant, Cindy Boluk. “Having a boutique business works best. We review all the documents ourselves. Nothing is more fun than a smooth sale,” he said. Of Cindy, Terry says, “She is always customer and client first and proactive and accurate.”

“I enjoy the relationships I have built with my clients and customers. These relationships have continued to grow as both sides nurture each other,” Terry said. “It’s hard to articulate what it feels like when you help a family match their wants and needs with a beach home

or a primary home. We talk about helping folks find their ‘Happy Place.’”

Terry knows life can be tough. “I really believe as hard as families work to provide for their families, they need a retreat from their fast-paced lives. To know I helped get them peace of mind and family time. Now that gets me out hustling early mornings. We all deserve Vitamin Sea,” he said.

“What’s important to me is that I have three healthy kids and a wife who loves me,” he said. He’s been able to coach his kids’ little league games and gets to go for walks on the beach. And when given the chance, he plays the inside 7 at Lighthouse Sound. “Amazing to golf and be surrounded by the view of the Assawoman Bay,” Terry said.

Honesty was key in Terry’s upbringing. His father—Major Francis Xavier Riley—was one of the youngest drill sergeants ever in the Marine Corps. He instilled honest values and hard work in Terry. In fact, Terry helped catch a bank robber when he was sixteen years old while he was working on the side of the road and found a suitcase full of money - \$100,000 cash. He turned it over to the authorities, who were able to trace the money to a bank robbery. The thought of keeping it didn’t even enter his mind.

These days, you’re more likely to find Terry on the beach, enjoying a cheese and beverage tray with his wife. He’s finding conch shells and clam shells instead of money, and helping people find their dream homes to enjoy the relaxation and peace they deserve.

Instagram: @TerryRiley15

Facebook: @Terry Riley

YouTube (see Terry’s bank robbery story here) <https://www.youtube.com/watch?v=wkpFZoEbPGc&t=48s>

“ I ENJOY THE RELATIONSHIPS I HAVE BUILT WITH MY CLIENTS AND CUSTOMERS. THESE RELATIONSHIPS HAVE CONTINUED TO GROW AS BOTH SIDES NURTURE EACH OTHER.



TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	20	\$12,713,688
2	PAUL TOWNSEND	Jack Lingo - Lewes	10	\$10,191,296
3	Brandon C Brittingham	Long & Foster Real Estate, Inc.	8	\$2,310,340
4	Robin G. Bunting	Compass	6	\$1,539,990
5	Paul A. Sicari	Compass	6	\$4,020,990
6	Kimberly Lear Hamer	Monument Sotheby's International Realty	6	\$4,044,960
7	CARRIE LINGO	Jack Lingo - Lewes	5.5	\$6,682,500
8	Richard Barr	Long & Foster Real Estate, Inc.	5	\$710,000
9	Dustin Oldfather	Compass	5	\$2,147,250
10	Clark M Edouard	Long & Foster Real Estate, Inc.	5	\$1,098,400
11	Erin S. Lee	Keller Williams Realty	5	\$1,690,018
12	Lee Johnson	Coldwell Banker Premier - Seaford	5	\$1,160,000
13	Pat Campbell-White	Monument Sotheby's International Realty	5	\$1,055,900
14	Russell G Griffin	Keller Williams Realty	4.5	\$1,746,000
15	Vincente Michael DiPietro	Dave McCarthy & Associates, Inc.	4	\$2,125,000
16	Shawn Kotwica	Coldwell Banker Realty	4	\$1,252,000
17	Debora Hileman	Hileman Real Estate-Berlin	4	\$1,379,900
18	Rebecca Coulbourn	Keller Williams Realty	4	\$1,200,900
19	William P Brown	Keller Williams Realty	4	\$1,169,800
20	Darron Whitehead	Whitehead Real Estate Exec.	4	\$992,400
21	Frances Sterling	ERA Martin Associates	4	\$2,055,000
22	MICHAEL KENNEDY	Compass	4	\$2,607,555
23	Ryan Haley	Atlantic Shores Sotheby's International Realty	4	\$1,742,000
24	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	4	\$2,409,500
25	LESLIE KOPP	Long & Foster Real Estate, Inc.	3.5	\$2,785,000
26	Michael David Steinberg	Patterson-Schwartz-Rehoboth	3.5	\$1,459,500
27	Gary Michael Desch	Northrop Realty	3	\$2,103,290
28	SUZANNE MACNAB	RE/MAX Coastal	3	\$1,425,000
29	William R Brown	Long & Foster Real Estate, Inc.	3	\$945,000
30	Tina Dorsey	Coastal Life Realty Group LLC	3	\$1,465,000
31	Brett DePrince	Coldwell Banker Realty	3	\$787,950
32	Jamie Lee Perez	The Parker Group	3	\$737,250
33	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	3	\$1,556,500
34	ROBERT NIBBLETT	CALLAWAY FARNELL AND MOORE	3	\$1,359,000

RANK	NAME	OFFICE	SALES	TOTAL
35	CHRIS LONG	Jack Lingo - Lewes	3	\$259,000
36	Theresa Ann Cappuccino	SEA BOVA ASSOCIATES INC.	3	\$1,160,000
37	Susan Jo Masten	MASTEN REALTY LLC	3	\$1,175,000
38	CHRISTINE MCCOY	Coldwell Banker Realty	3	\$2,317,500
39	Victoria I Hudgins	Patterson-Schwartz-Rehoboth	3	\$1,490,000
40	David L Whittington Jr.	Coastal Life Realty Group LLC	3	\$1,260,000
41	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	3	\$1,823,376
42	FRANCIS ESPARZA	Linda Vista Real Estate	3	\$756,500
43	Brian K Barrows	Monument Sotheby's International Realty	3	\$2,121,040
44	Andy Whitescarver	RE/MAX Realty Group Rehoboth	3	\$2,284,000
45	Pamela Price	RE/MAX Advantage Realty	3	\$783,000
46	COURTNEY V BOULOUCON	Coldwell Banker Realty	3	\$2,545,962
47	MELINDA INGRAM	Jack Lingo - Rehoboth	3	\$2,640,000
48	Mitchell G. David	Sheppard Realty Inc	3	\$1,813,500
49	Lauren W. Bunting	Keller Williams Realty Delmarva	3	\$1,269,000
50	DANIEL R LUSK	McWilliams/Ballard, Inc.	3	\$2,854,842

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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	JOE LOUGHRAN	Long & Foster Real Estate, Inc.	3	\$1,860,000
52	Kevin E Decker	Coastal Life Realty Group LLC	3	\$1,394,000
53	Bryan Coates	Keller Williams Realty Delmarva	3	\$420,000
54	Robin Palumbo Thompson	Northrop Realty	3	\$530,000
55	Meme ELLIS	Keller Williams Realty	3	\$685,000
56	C.D. Hall	Hall Realty	3	\$545,000
57	Trenace Josiah	Coldwell Banker Realty	3	\$847,990
58	Bradley Rayfield	Coldwell Banker Realty	3	\$805,000
59	Peggy Sue Mitchell	Compass	3	\$411,000
60	Margo Sarbanes	Coldwell Banker Realty	3	\$1,368,500
61	Anna Spann	Coldwell Banker Realty	3	\$934,500
62	Harryson Domercant	Keller Williams Realty Delmarva	3	\$620,000
63	Phillip W Knight	Atlantic Shores Sotheby's International Realty	3	\$1,429,800
64	Larry Linaweaver	Iron Valley Real Estate at The Beach	3	\$342,000
65	Michael Alford	Coldwell Banker Realty	3	\$2,705,000
66	Joseph Wilson	Coastal Life Realty Group LLC	3	\$1,355,000

RANK	NAME	OFFICE	SALES	TOTAL
67	Jaime Cortes	Coldwell Banker Realty	3	\$560,000
68	Tommy Burdett IV	RE/MAX Advantage Realty	3	\$866,500
69	Allison Stine	Northrop Realty	2.5	\$2,028,480
70	Donna Watson	The Watson Realty Group, LLC	2.5	\$726,899
71	Dianne B Cohen	Keller Williams Realty	2.5	\$1,420,000
72	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	2.5	\$1,951,500
73	Debbie Reed	RE/MAX Realty Group Rehoboth	2.5	\$1,578,870
74	Grant K Fritschle	Keller Williams Realty Delmarva	2.5	\$1,512,500
75	NICOLE PETERDOZZI	Coldwell Banker Realty	2	\$1,352,090
76	Jeannie Betten	Berkshire Hathaway HomeServices PenFed Realty	2	\$69,000
77	Marti Hoster	ERA Martin Associates	2	\$501,890
78	GLENN FORNOFF	Iron Valley Real Estate at The Beach	2	\$944,900
79	Casey Kieffer Bailey	The Parker Group	2	\$854,990
80	Cam Bunting	Bunting Realty, Inc.	2	\$357,000
81	AMY J KELLENBERGER	Active Adults Realty	2	\$1,194,900
82	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	2	\$960,000
83	Michael Farhad Payan	Atlantic Shores Sotheby's International Realty	2	\$1,365,000
84	Bridgette Roberts	Long & Foster Real Estate, Inc.	2	\$405,000
85	Aaron Kai Bergeron	RE/MAX Advantage Realty	2	\$337,000
86	Nicole P. Callender	Keller Williams Realty Delmarva	2	\$1,700,000
87	NICOLE HARRELL	Northrop Realty	2	\$687,890
88	Michael S Maykrantz	Seaside Resort Group, LLC	2	\$474,000
89	Francine Balinskas	Active Adults Realty	2	\$1,315,207
90	John Wells	Berkshire Hathaway HomeServices PenFed Realty	2	\$787,500
91	Bogi Szabo	Keller Williams Realty	2	\$674,000
92	John Black	Patterson-Schwartz-Rehoboth	2	\$405,000
93	Panagiotis Christos Georgiou	Coldwell Banker Premier - Seaford	2	\$237,000
94	DEYSY OJEDA PEREZ	The Parker Group	2	\$765,500
95	Tanisha Rochelle Taylor	Coldwell Banker Realty	2	\$587,390
96	JULIE CANARD	Long & Foster Real Estate, Inc.	2	\$1,234,500
97	Nancye Vermillion	Keller Williams Realty	2	\$1,010,000
98	Angelo M DiPietro	Keller Williams Realty Delmarva	2	\$1,164,900
99	RUSLANA STOYKOVA	RE/MAX Associates	2	\$860,644
100	Imad Elali	Long & Foster Real Estate, Inc.	2	\$315,000

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	20	\$12,713,688
2	PAUL TOWNSEND	Jack Lingo - Lewes	10	\$10,191,296
3	CARRIE LINGO	Jack Lingo - Lewes	5.5	\$6,682,500
4	Kimberly Lear Hamer	Monument Sotheby's International Realty	6	\$4,044,960
5	Paul A. Sicari	Compass	6	\$4,020,990
6	RANDY MASON	Jack Lingo - Rehoboth	2	\$3,043,000
7	DANIEL R LUSK	McWilliams/Ballard, Inc.	3	\$2,854,842
8	LESLIE KOPP	Long & Foster Real Estate, Inc.	3.5	\$2,785,000
9	Michael Alford	Coldwell Banker Realty	3	\$2,705,000
10	MELINDA INGRAM	Jack Lingo - Rehoboth	3	\$2,640,000
11	MICHAEL KENNEDY	Compass	4	\$2,607,555
12	Joseph Sterner	Keller Williams Realty	1	\$2,595,000
13	COURTNEY V BOULOUCON	Coldwell Banker Realty	3	\$2,545,962
14	VICKIE YORK	VICKIE YORK AT THE BEACH REALTY	4	\$2,409,500
15	Melissa Rudy	Keller Williams Realty	2	\$2,335,000
16	CHRISTINE MCCOY	Coldwell Banker Realty	3	\$2,317,500

RANK	NAME	OFFICE	SALES	TOTAL
17	Brandon C Brittingham	Long & Foster Real Estate, Inc.	8	\$2,310,340
18	Andy Whitescarver	RE/MAX Realty Group Rehoboth	3	\$2,284,000
19	Dustin Oldfather	Compass	5	\$2,147,250
20	Vincente Michael DiPietro	Dave McCarthy & Associates, Inc.	4	\$2,125,000
21	Brian K Barrows	Monument Sotheby's International Realty	3	\$2,121,040
22	Gary Michael Desch	Northrop Realty	3	\$2,103,290
23	Frances Sterling	ERA Martin Associates	4	\$2,055,000
24	Allison Stine	Northrop Realty	2.5	\$2,028,480
25	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	2.5	\$1,951,500
26	BILL CULLIN	Long & Foster Real Estate, Inc.	2	\$1,905,000
27	JOE LOUGHRAN	Long & Foster Real Estate, Inc.	3	\$1,860,000
28	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	3	\$1,823,376
29	Mitchell G. David	Sheppard Realty Inc	3	\$1,813,500
30	CHRISTOPHER BEAGLE	Compass	2	\$1,770,000
31	Russell G Griffin	Keller Williams Realty	4.5	\$1,746,000
32	Ryan Haley	Atlantic Shores Sotheby's International Realty	4	\$1,742,000
33	Nicole P. Callender	Keller Williams Realty Delmarva	2	\$1,700,000
34	Erin S. Lee	Keller Williams Realty	5	\$1,690,018
35	Lucius Webb	Jack Lingo - Rehoboth	1	\$1,650,000
36	COLLEEN WINDROW	Keller Williams Realty	2	\$1,639,000
37	Sandi Bisgood	Monument Sotheby's International Realty	1	\$1,592,190
38	Debbie Reed	RE/MAX Realty Group Rehoboth	2.5	\$1,578,870
39	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	3	\$1,556,500
40	Robin G. Bunting	Compass	6	\$1,539,990
41	Grant K Fritschle	Keller Williams Realty Delmarva	2.5	\$1,512,500
42	Terence A. Riley	Shore 4U Real Estate	2	\$1,502,000
43	JOHN TIMMONS	Keller Williams Realty	1.5	\$1,494,500
44	Victoria I Hudgins	Patterson-Schwartz-Rehoboth	3	\$1,490,000
45	Sterling Townsend	Coldwell Banker Realty	1	\$1,490,000
46	Tina Dorsey	Coastal Life Realty Group LLC	3	\$1,465,000
47	Michael David Steinberg	Patterson-Schwartz-Rehoboth	3.5	\$1,459,500
48	Phillip W Knight	Atlantic Shores Sotheby's International Realty	3	\$1,429,800
49	ADAM LINDER	Northrop Realty	1.5	\$1,427,500
50	SUZANNE MACNAB	RE/MAX Coastal	3	\$1,425,000

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Dianne B Cohen	Keller Williams Realty	2.5	\$1,420,000
52	John Christopher Housman	Long & Foster Real Estate, Inc.	2	\$1,417,500
53	BRYCE LINGO	Jack Lingo - Rehoboth	1.5	\$1,395,000
54	Kevin E Decker	Coastal Life Realty Group LLC	3	\$1,394,000
55	Debora Hileman	Hileman Real Estate-Berlin	4	\$1,379,900
56	Margo Sarbanes	Coldwell Banker Realty	3	\$1,368,500
57	Michael Farhad Payan	Atlantic Shores Sotheby's International Realty	2	\$1,365,000
58	Donna M Girod	The Lisa Mathena Group, Inc.	1	\$1,365,000
59	ROBERT NIBBLETT	CALLAWAY FARNELL AND MOORE	3	\$1,359,000
60	Joseph Wilson	Coastal Life Realty Group LLC	3	\$1,355,000
61	NICOLE PETERDOZZI	Coldwell Banker Realty	2	\$1,352,090
62	BRENDA RAMBO	RE/MAX Advantage Realty	2	\$1,340,000
63	Mark D'ambrogi	Crowley Associates Realty	2	\$1,326,000
64	JASON WILSON	360 PROPERTY SOLUTIONS	1	\$1,320,000
65	Francine Balinskas	Active Adults Realty	2	\$1,315,207
66	Jonathan M Barker	Keller Williams Realty Delmarva	1.5	\$1,312,500
67	ELIZABETH M COOCH	Jack Lingo - Lewes	0.5	\$1,297,500
68	Ron Whitesell	Keller Williams Realty	2	\$1,288,990
69	Mary SCHROCK	Northrop Realty	2	\$1,288,230
70	JAMES LATTANZI	Northrop Realty	2	\$1,282,738
71	DENISE KARAS	Compass	2	\$1,280,000
72	Lauren W. Bunting	Keller Williams Realty Delmarva	3	\$1,269,000
73	David L Whittington Jr.	Coastal Life Realty Group LLC	3	\$1,260,000
74	Shawn Kotwica	Coldwell Banker Realty	4	\$1,252,000
75	JULIE CANARD	Long & Foster Real Estate, Inc.	2	\$1,234,500
76	James Wilson	Coastal Life Realty Group LLC	2	\$1,230,000
77	KIM S HOOK	RE/MAX Coastal	1.5	\$1,224,950
78	Rebecca Coulbourn	Keller Williams Realty	4	\$1,200,900
79	LEWIS W BRIGGS II	COOPER REALTY ASSOCIATES INC	1	\$1,200,000
80	AMY J KELLENBERGER	Active Adults Realty	2	\$1,194,900
81	Matthew Lunden	Keller Williams Realty	2	\$1,177,888
82	Susan Jo Masten	MASTEN REALTY LLC	3	\$1,175,000
83	William P Brown	Keller Williams Realty	4	\$1,169,800
84	Angelo M DiPietro	Keller Williams Realty Delmarva	2	\$1,164,900

RANK	NAME	OFFICE	SALES	TOTAL
85	Theresa Ann Cappuccino	SEA BOVA ASSOCIATES INC.	3	\$1,160,000
86	Lee Johnson	Coldwell Banker Premier - Seaford	5	\$1,160,000
87	Ryan James McCoy	Coldwell Banker Realty	2	\$1,107,500
88	SUSAN NALLEY	Coldwell Banker Realty	2	\$1,107,140
89	EMILY WILLIAMS	Keller Williams Realty	2	\$1,100,000
90	Suzannah Cain	Coldwell Banker Realty	2	\$1,100,000
91	Brandon Michael Scott	Long & Foster Real Estate, Inc.	1	\$1,100,000
92	Clark M Edouard	Long & Foster Real Estate, Inc.	5	\$1,098,400
93	Pat Campbell-White	Monument Sotheby's International Realty	5	\$1,055,900
94	Melanie Shoff	Coastal Life Realty Group LLC	2	\$1,052,500
95	TERESA MARSULA	Long & Foster Real Estate, Inc.	1.5	\$1,040,000
96	Jamie Caine	Coldwell Banker Realty	1.5	\$1,040,000
97	Kimberly A Dyer	Monument Sotheby's International Realty	1	\$1,035,000
98	ELLIOT WELAN	Active Adults Realty	2	\$1,029,980
99	Robert Taylor	Keller Williams Realty	2	\$1,020,000
100	RICHARD W MONKMAN	Jack Lingo - Rehoboth	2	\$1,016,250

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