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Jessica Lynch

PARTNER SPOTLIGHT

First-Rate Movers

TOP 100
STANDINGS



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the Big Game

▶▶ editor's note
By Jilleien Franquelli

Before you read this, I want to make one thing perfectly clear: while I have a layman's understanding of the NAR settlement, I am not an expert on what is happening or what will happen. In fact, as you are reading this, it has been more than two months since the settlement was proposed.

I have felt the emotions in each post, comment, and video as people shared their thoughts and feelings on the news; they range from despair to hope. Isn't that the case in all matters of change? Don't worry, I am not going to talk about how to accept change and move forward; that seems a little trite and lacks empathy when there is so much uncertainty. Instead, I would like to offer my perspective on life.

I see life as a series of practices, games, and big games, and I am the star athlete. Most days are practice days. I am working on honing my skills, building the muscle I need for game-day endurance. Practice days have a low risk of failure and a high opportunity for growth.



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Waking up on game day is exhilarating. These days are filled with moderate-risk, high-reward opportunities. The outcomes of these days are measured, tracked, and used like game day tape, reviewed over and over again. Each game day leads to better practice the next day.

Only a few times a year does a big game arrive. The feelings of this day are amplified by the nerves. These days matter. There is a ritual to getting ready for a big game day: an intense workout, good food, pump-up music to start. Hair, makeup, and outfit all amplify the confidence I feel inside. One final review of the playbook, and I walk out onto the field.

I recognize this moment in Real Estate history as a big game. I know this is the very reason we are experiencing a heightened state of emotions, and it is to be expected. Since the first announcement of the proposed NAR settlement, I have had one prominent thought, "everything is going to be ok." I believe this statement in the same way Ted Lasso believes.

My belief comes from watching the practices and games of each of you. It hasn't always been about the wins; it is also about how you have handled challenges and losses that add to your resume. You want to talk about bench strength...we have it!

Sitting from the sidelines, I can see the brilliance and talent that is in each of you. I can feel the passion and love for the game. I can hear your raving fans share all the reasons why they love you. You are what matters to the future of Real Estate.

Your number has been called, and the game is about to start.



We are rooting for you!

Jill
Editor-in-Chief
Jill@rpmags.com

▶▶ events calendar

COASTAL REAL PRODUCERS 2024 EVENTS CALENDAR

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.

Thursday, November 14
4 p.m. - 7 p.m.
1st Anniversary Party
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▶▶ agent to watch

By Joya Fields
Photos by Atlantic Exposure

Jessica LYNCH

Family is Part of Her Success Story

It's easy to see how selling houses at the beach brings joy to Jessica Lynch's life. She's not only figured out how to balance working full-time while raising a large family, it's part of the reason she does it all. Both worlds intertwine and thrive in her realm.



Jessica, of Coldwell Banker Realty, 123rd Office, lives in Ocean Pines with her husband, Jerry, and their four children who range in age from 5 to 16. Jordyn, age 16; Jianna, 13; Jazelle, 8; and Rome, 5 are not only a part of her family, they're a part of her business, too.

"Ocean City is a great area for kids," Jessica said. "The schools are great, crime

is low." She and Jerry—who owns a local plumbing company in Ocean City—moved from Philadelphia to the beach town in 2005. "Jerry and I both vacationed in Ocean City as kids, and we had great memories here."

After earning her degree in Communications from Temple University, Jessica initially aspired to become a news anchor, interning at *Good Day Philadelphia*. However, her career trajectory took a different turn when she found herself working for a builder who owned hotels. Following this, despite encountering another successful builder, Jessica pivoted to become a Realtor. "I saw a void that wasn't being met. I knew it was going to be hard work, but I took a leap of faith," she said.

She had two young children when she took real estate classes, passed the exam, and then began working full-time in 2014. "I wasn't going to let having a family not allow me to have a career. My kids respect me because I show them they can persevere through anything."

During Covid, Jessica's children became enmeshed in real estate because that was the only option. Schools were closed, she had four children, and she had work to do. The kids accompanied her to open houses, showings, and settlements. Work and family blended. "As women, sometimes we feel we have to choose one or the other."

The children got used to a "new normal," and Jessica's clients enjoyed seeing her family—it became something she was known for. "You can be successful in business with a big family. You can overcome obstacles," she said.

This attitude has shown her children that they can work hard and achieve their dreams. "The sky is the limit and I teach my kids this. A lot of the time, people think there is a ceiling. I'm showing them that there isn't."

Jessica is getting noticed by the industry, too. She recently received the honor of Top 100 Mid-Atlantic Realtor with Coldwell Banker. In 2023, she produced \$5,624,036 and four months into 2024 she has already closed on \$2,031,500. Between 2020 and 2024 she produced \$45,836,611. She's enjoying lots of client referrals, too. "I get to meet all types of people.



Jessica with her children Jordyn, Jianna, Rome, Jazelle and husband, Jerry

“Life is a crazy ride! It has been a privilege getting to go through it with Jerry by my side and raising our beautiful family together.”

I develop great relationships with clients who come back and refer me. It's a job that fits me 100%.”

Being a realtor in a beach town is different in a few ways. Between condo questionnaires, flood insurance, and explaining what an ocean view is, Jessica fits into the relaxed scene. "It's not as much suit and ties out here. More flip flops."

Taking their active children to sports, competitive dance, travel soccer, and theatre practice keeps Jessica and Jerry hustling. "It's a chaotic whirlwind," she said. The busy lifestyle and hard work are worth it. "We can't predict certain things in this business. I try to work with my whole heart."

Her friends call Jessica honest, hard-working, fun, compassionate, and dedicated. She carries these traits to her clients and colleagues. "It brings me joy to help people buy beach houses." Sometimes, it's helping them achieve a life-long dream of owning a place on the water.

She's not taking a break any time soon, either. Currently, Jessica

is halfway through the Brokers' course with aspirations of owning her own brokerage. "It doesn't stop with just being a realtor. Maybe one of my kids will join with me in the business."

That would truly make it a family business. "I feel like the Superwoman cape shreds a little," she said of doing it all. But she wouldn't change a thing. "I have a good life. I am blessed," she said.

Being able to "do it all," can sound like a cliché. In Jessica's life, however, combining a full-time real estate career with her family life is a way to both show her clients her passion, and also model that passion and sky-is-the-limit attitude with her children.

"I'm in this for the long haul and my family is part of my success," she said. "Life is a crazy ride! It has been a privilege getting to go through it with Jerry by my side and raising our beautiful family together. We are a team and I would not be where I am today without him."

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Champion the Customer

Brian Tustin was born and raised in Berlin, MD. Eleven years ago, he and his wife, Christine, moved to San Diego where Brian had a successful career in the hospitality industry. In 2021, the couple moved back to Berlin to be closer to family and because of the more affordable cost of living. Brian wanted to build on his 20-year career in hospitality but was also ready to realize his dream of owning his own business. In 2022, he bought First-Rate Movers. While this might seem like a career shift, Brian says it's not. "We're in the hospitality industry, but our vehicle is moving."

Commitment to clients is central to First-Rate Movers' business model. Brian's vision is a moving company that provides compassionate, respectful service that helps mitigate stress for his clients. Brian sums up the company motto: "champion the customer, meaning, no matter what situation the customer is in, we're here...to support [them] through it." The First-Rate Movers team understands that every client is unique, and their goal is to approach each job with a solutions-oriented mindset. "At the end of the day, our customers have a problem. And they're hiring us to be a solution...[we are] constantly asking the question 'how do we get it done?'"

First-Rate's motto is also reflected in their commitment to service with integrity, especially when something goes wrong. "We own our mistakes...they're inevitable. Things happen. But when they happen, we own it...that's a pillar that we stand on." First-Rate provides full valuation for all clients' belongings, going well beyond the legally required reimbursement rate of \$0.60 per pound. The company is also fully licensed and insured for both intrastate and interstate moves – even in Delaware where the moving industry is unregulated for local relocations. Brian says this is all about putting the client first – and giving

customers peace of mind. "The customer can know that they're working with someone trusted who is insured and who is licensed. So that if and when something goes wrong they're not out of luck." Brian also says the philosophy of Kaizen, the practice of continuous improvement, is a vital part of company culture. Beyond owning mistakes, the First-Rate Movers team analyzes issues that arise and learns from them. "We're not perfect. But when something goes wrong we're going to take the time to look at how [we can] do that better next time."



But what Brian says really sets First-Rate apart is the incredible team. He prides himself on their highly selective hiring process and above-industry-average compensation. "We care a lot about who's on our team and who represents the brand and who we're pretty much giving permission to go into [a client's home]." First-Rate Movers employees undergo several weeks of training to learn the company's processes and get to know the other members of the crew. A crew Brian says is the beating heart of the company. "Everyone brings something different to the table. If on a baseball team, everyone played first base, it'd be

a terrible team." Brian recognizes that each member of the First-Rate crew has their own set of strengths and he values each individual for the skills they leverage to serve their clients. Like Cam, who – as the resident jokester – brings levity to the job. Or L.T., who Brian described as a "mature and silent leader." There's George, who is truly invested in people and their stories. And Sean, whose knowledge and experience bring consistency to every job. Brian H. understands the First-Rate vision and is "as loyal as they come." Layne's bubbly personality offers lightness. And Andre, who is level-headed and brings a sense of neutrality, even in tough situations. Holding them all together is Jenna – Brian's "frontline" at the First-Rate office – who provides consistent, top-notch customer service to every interaction. Each and every member of the crew has one strength in common: they are hard workers who live the First-Rate "champion the customer" philosophy. At the time of this writing, Brian's team is still growing, and he looks forward to what each new addition will bring to the team.

But Brian's team doesn't stop with the First-Rate Movers' crew. He says he wouldn't be where he is today without one key person: his wife, Christine. "Behind every good man is an incredible woman. I definitely couldn't do what I do without her." The couple has two daughters, six-year-old Maeve and four-year-old Stevie, and a newborn son, Von Orlando Tustin.

Moving is stressful. No matter the reason for relocating – whether it's buying a first home or downsizing after a death in the family – relocating your life is a huge undertaking. Brian and the First-Rate Movers team are here to "champion the customer" with seamless, compassionate, and respectful service to give their clients peace of mind.

Eat, Drink & Be Irish!

▶▶ event recap

By Hannah Benson • Photos by Atlantic Exposure

We celebrated St. Paddy's Day at our first social event of the year, Eat, Drink & Be Irish! It was an absolute hit, drawing in over 100 top real estate agents and industry partners from the *Coastal Real Producers* community.

The ambiance was festive and filled with the spirit of the Irish, as attendees mingled and networked amidst a sea of green. Between the energy and the valuable conversations, it's incredible to see the magic that happens when this community comes together!

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SUZIE **PARKER**

• ▶▶ cover story

Suzie Parker, realtor with Northrop Realty, a Long and Foster company in Bethany Beach, is proud of her coastal heritage. Speaking from her home in Bethany Beach, which she shares with her new husband, Jim, she affectionately recalls a favorite family love story.

“My parents actually met on the beach in Ocean City when my mom was 16 and a waitress at Phillips and my dad was a beach boy, taking care of the umbrellas,” she says.

One of five children, Suzie was born and raised in Monkton, MD. Her father was a builder and frequently renovated houses that the family would move to and make their home. Suzie recalls the excitement when her dad bought each property. “I remember my dad putting blueprints on the kitchen table.

He’d say, ‘Pick out your room!’
“She laughs and comments, “I spent a lot of time helping my dad do all kinds of stuff – I’m pretty handy. I can even use power tools and all that!”

After graduating from Baltimore’s Notre Dame with a Bachelor’s degree in History and Fine Art, Suzie bought her first house. Soon after, she invested in an interior design and furniture store business in southern York County, PA, where she renovated an old building on Main Street for the venture.

In the following years, Suzie’s focus shifted to a high profile real estate career in sales and marketing with new home construction giant NVR, Inc. She

comments, “I worked with three national companies. It was excellent training. When you work in that kind of corporate environment you have to be very diligent.” In her last year with the company she remembers selling an impressive seventy-three homes.

In 2017, Suzie was thrilled to permanently move to the shore and pursue a full-time solo coastal agent career. Again, following in her father’s footsteps, she renovated a vintage 750 square foot cottage near Harpoon Hannah’s on Fenwick Island. She says, “When I renovated my little cottage, I clearly hired different contractors to do it, but I was kind of the GC.”

On the beach, Suzie’s solo agent business grew steadily, along with her love for beach living and in the company of a close-knit group of friends. She comments, “I have the best group of friends down here that I’ve ever had in my life. I love my people here. And it was just the perfect thing for me. It was the right time to come down here and kind of reset.”

After selling her small cottage, Suzie bought a larger, modern beach home where she showcases her mother’s historic square grand piano. Marrying Jim Ryan, another beach lifestyle enthusiast from Philadelphia, brought Suzie immense joy as they embarked on their best lives together by the shore. She says, “I met my husband about two years after I moved here. He is ‘all in’ with my beach friends and is planning every trip. He and I also love to golf.”



Suzie, her husband, Jim Ryan and dog Tobie



Changing Stars

By Carol Nethen West
Photos by Atlantic Exposure

It's no mistake that Suzie conveys to her clients the joy of choosing a lifestyle and making a home at the beach – just as she has chosen for herself. She tells her clients, "Where you live affects your whole life! One of the conversations I always have with my clients is about what they want their lifestyle to be. And we'll focus on the town that's going to best suit their preferences."

To new agents, Suzie advises, "You need to be a problem solver. Because every transaction is gonna have a problem. And you have to have a steadiness about you. It helps you navigate people through the ups and the downs of a real estate transaction."

Finally, Suzie tells a story that has long-held meaning for her both personally and professionally; "When I was selling in southern York County, Pennsylvania, I catered to a lot of first-time home-buyers. They were young families. And they were all trying to get out of bad urban neighborhoods to improve their kids' lives. I had one particular client, a young single mother, with two boys – eight and ten. She was scared. I finally got her to the table, and she finally settled. She sent me a text message at the settlement table when she was all done that said, 'I want to thank you so much. You've changed my kids' stars.'"

“
One of the conversations I always have with my clients is about what they want their lifestyle to be. And we'll focus on the town that's going to best suit their preferences.
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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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 | 54 | \$40,767,888 |
| 2 | Brandon C Brittingham | Long & Foster Real Estate, Inc. | 33 | \$9,928,680 |
| 3 | Carol Proctor | Berkshire Hathaway HomeServices PenFed Realty | 23 | \$10,987,599 |
| 4 | Dustin Oldfather | Compass | 19 | \$8,459,947 |
| 5 | MICHAEL KENNEDY | Compass | 19 | \$12,058,213 |
| 6 | Suzie Parker | Northrop Realty | 17 | \$7,218,368 |
| 7 | Pamela Price | RE/MAX Advantage Realty | 15.5 | \$4,741,200 |
| 8 | Russell G Griffin | Keller Williams Realty | 15.5 | \$7,875,300 |
| 9 | Jaime Hurlock | Long & Foster Real Estate, Inc. | 15.5 | \$7,679,816 |
| 10 | Mary SCHROCK | Northrop Realty | 15.5 | \$7,962,909 |
| 11 | Ryan Haley | Atlantic Shores Sotheby's International Realty | 15 | \$7,158,800 |
| 12 | CARRIE LINGO | Jack Lingo - Lewes | 14.5 | \$21,126,659 |
| 13 | Richard Barr | Long & Foster Real Estate, Inc. | 14 | \$3,378,380 |
| 14 | Erin S. Lee | Keller Williams Realty | 14 | \$2,822,018 |
| 15 | Kimberly Lear Hamer | Monument Sotheby's International Realty | 13 | \$11,218,290 |
| 16 | Jaime Cortes | Coldwell Banker Realty | 13 | \$3,229,534 |
| 17 | PAUL TOWNSEND | Jack Lingo - Lewes | 12.5 | \$12,431,969 |
| 18 | Shawn Kotwica | Coldwell Banker Realty | 12 | \$5,408,690 |
| 19 | Joseph Wilson | Coastal Life Realty Group LLC | 12 | \$6,290,000 |
| 20 | Nicole P. Callender | Keller Williams Realty Delmarva | 12 | \$5,502,965 |
| 21 | Meme ELLIS | Keller Williams Realty | 12 | \$3,526,000 |
| 22 | CHRISTINE MCCOY | Coldwell Banker Realty | 11.5 | \$8,990,970 |
| 23 | LESLIE KOPP | Long & Foster Real Estate, Inc. | 11.5 | \$17,220,445 |
| 24 | Debbie Reed | RE/MAX Realty Group Rehoboth | 11.5 | \$6,175,670 |
| 25 | Kevin E Decker | Coastal Life Realty Group LLC | 11 | \$4,936,000 |
| 26 | SUZANNE MACNAB | RE/MAX Coastal | 11 | \$4,991,406 |
| 27 | William P Brown | Keller Williams Realty | 11 | \$3,516,500 |
| 28 | DANIEL R LUSK | McWilliams/Ballard, Inc. | 10 | \$9,504,090 |
| 29 | Matthew Lunden | Keller Williams Realty | 10 | \$5,501,788 |
| 30 | ASHLEY BROSNAHAN | Long & Foster Real Estate, Inc. | 9.5 | \$5,865,003 |
| 31 | Grant K Fritschle | Keller Williams Realty Delmarva | 9.5 | \$7,811,000 |
| 32 | Bethany A. Drew | Hileman Real Estate-Berlin | 9 | \$3,242,950 |
| 33 | Debora Hileman | Hileman Real Estate-Berlin | 9 | \$5,024,800 |
| 34 | Anthony E Balcerzak Jr. | Berkshire Hathaway HomeServices PenFed Realty-WOC | 9 | \$4,294,568 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|---------------------------|--|-------|-------------|
| 35 | Lee Johnson | Coldwell Banker Premier - Seaford | 9 | \$2,250,000 |
| 36 | Craig R. Lynch | Atlantic Shores Sotheby's International Realty | 9 | \$2,467,000 |
| 37 | Austin Whitehead | Whitehead Real Estate Exec. | 9 | \$1,680,600 |
| 38 | Michael David Steinberg | Patterson-Schwartz-Rehoboth | 9 | \$5,080,748 |
| 39 | TREVOR A. CLARK | 1ST CHOICE PROPERTIES LLC | 9 | \$4,690,500 |
| 40 | AMY J KELLENBERGER | Active Adults Realty | 9 | \$4,874,800 |
| 41 | Paul A. Sicari | Compass | 9 | \$5,630,990 |
| 42 | JAMES LATTANZI | Northrop Realty | 9 | \$4,248,628 |
| 43 | Suzanah Cain | Berkshire Hathaway HomeServices PenFed Realty - OP | 9 | \$3,246,450 |
| 44 | Vincente Michael DiPietro | Dave McCarthy & Associates, Inc. | 9 | \$5,504,000 |
| 45 | LINDA BOVA | SEA BOVA ASSOCIATES INC. | 8.5 | \$1,385,600 |
| 46 | Allison Stine | Northrop Realty | 8.5 | \$5,075,980 |
| 47 | Darron Whitehead | Whitehead Real Estate Exec. | 8 | \$2,224,900 |
| 48 | STACI WALLS | NextHome Tomorrow Realty | 8 | \$4,625,000 |
| 49 | Clark M Edouard | Long & Foster Real Estate, Inc. | 8 | \$1,760,400 |
| 50 | William R Brown | Long & Foster Real Estate, Inc. | 8 | \$2,546,890 |

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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 | David Litz Jr. | Century 21 Emerald | 8 | \$2,327,054 |
| 52 | Brian K Barrows | Monument Sotheby's International Realty | 8 | \$4,826,530 |
| 53 | BRENDA RAMBO | RE/MAX Advantage Realty | 8 | \$3,714,000 |
| 54 | VICKIE YORK | VICKIE YORK AT THE BEACH REALTY | 8 | \$4,547,900 |
| 55 | Frances Sterling | ERA Martin Associates | 8 | \$2,919,900 |
| 56 | JOHN ZACHARIAS | Patterson-Schwartz-OceanView | 8 | \$5,691,956 |
| 57 | Lisa Mathena | The Lisa Mathena Group, Inc. | 7.5 | \$1,501,600 |
| 58 | Terence A. Riley | Shore 4U Real Estate | 7.5 | \$5,621,750 |
| 59 | Phillip W Knight | Atlantic Shores Sotheby's International Realty | 7 | \$3,179,800 |
| 60 | Gary Michael Desch | Northrop Realty | 7 | \$4,908,454 |
| 61 | Anna Spann | Berkshire Hathaway HomeServices PenFed Realty - OP | 7 | \$1,962,950 |
| 62 | Francine Balinskas | Active Adults Realty | 7 | \$3,630,207 |
| 63 | Sherry L. Thens | Coldwell Banker Realty | 7 | \$2,480,100 |
| 64 | ROBERT NIBBLETT | CALLAWAY FARNELL AND MOORE | 7 | \$2,598,900 |
| 65 | JAY SCHULMAN | Coldwell Banker Realty | 7 | \$1,958,790 |
| 66 | CHRISTINE TINGLE | Keller Williams Realty | 7 | \$5,133,700 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|-------------------------|--|-------|-------------|
| 67 | David L Whittington Jr. | Coastal Life Realty Group LLC | 7 | \$3,709,900 |
| 68 | William Bjorkland | Coldwell Banker Realty | 7 | \$2,641,455 |
| 69 | Tim Arnett | ERA Martin Associates | 7 | \$1,574,000 |
| 70 | Robin G. Bunting | Compass | 7 | \$2,054,990 |
| 71 | Demarcus L. Rush | Compass | 7 | \$2,510,091 |
| 72 | JAMIE COLEMAN | Patterson-Schwartz-Rehoboth | 7 | \$3,271,500 |
| 73 | TERESA MARSULA | Long & Foster Real Estate, Inc. | 7 | \$3,166,980 |
| 74 | MATT BRITTINGHAM | Patterson-Schwartz-Rehoboth | 7 | \$4,850,626 |
| 75 | Barbara Lawrence | RE/MAX Advantage Realty | 7 | \$2,914,000 |
| 76 | Cindy Poremski | Berkshire Hathaway HomeServices PenFed Realty - OP | 7 | \$5,571,045 |
| 77 | Nicholas Bobenko | Coastal Life Realty Group LLC | 7 | \$3,165,000 |
| 78 | Deeley Chester | Coastal Life Realty Group LLC | 7 | \$3,238,000 |
| 79 | Erin Marie Baker | Keller Williams Realty | 7 | \$1,742,500 |
| 80 | Anthony Golden | Berkshire Hathaway HomeServices PenFed Realty | 7 | \$3,682,100 |
| 81 | Tracy L. Zell | Long & Foster Real Estate, Inc. | 6.5 | \$3,317,876 |
| 82 | Lauren W. Bunting | Keller Williams Realty Delmarva | 6.5 | \$2,911,300 |
| 83 | Jenny Sheppard | Sheppard Realty Inc | 6.5 | \$2,750,300 |
| 84 | Brody Sergent | Northrop Realty | 6 | \$1,816,800 |
| 85 | SHELBY SMITH | Long & Foster Real Estate, Inc. | 6 | \$2,720,000 |
| 86 | Harryson Domercant | Keller Williams Realty Delmarva | 6 | \$1,557,980 |
| 87 | Shannon Leigh Taylor | Long & Foster Real Estate, Inc. | 6 | \$2,920,916 |
| 88 | AMY HAMER CZYZIA | Iron Valley Real Estate at The Beach | 6 | \$2,491,500 |
| 89 | Ann Buxbaum | Northrop Realty | 6 | \$3,065,500 |
| 90 | David M Willman | Coldwell Banker Realty | 6 | \$2,210,200 |
| 91 | Trenace Josiah | Coldwell Banker Realty | 6 | \$1,222,990 |
| 92 | Katie Marie Lowry | Coldwell Banker Realty | 6 | \$2,441,000 |
| 93 | Angelo M DiPietro | Keller Williams Realty Delmarva | 6 | \$3,059,900 |
| 94 | John E Redefier IV | Rehoboth Bay Realty, Co. | 6 | \$6,828,050 |
| 95 | Larry Linaweaver | Iron Valley Real Estate at The Beach | 6 | \$1,529,880 |
| 96 | Lucius Webb | Jack Lingo - Rehoboth | 6 | \$5,030,000 |
| 97 | Nicole Rayne | Keller Williams Realty Delmarva | 6 | \$2,080,305 |
| 98 | Michael Alford | Coldwell Banker Realty | 6 | \$4,193,000 |
| 99 | Kristen Gebhart | Northrop Realty | 6 | \$2,508,900 |
| 100 | Laurie E. Cannon | ERA Martin Associates | 6 | \$2,675,000 |

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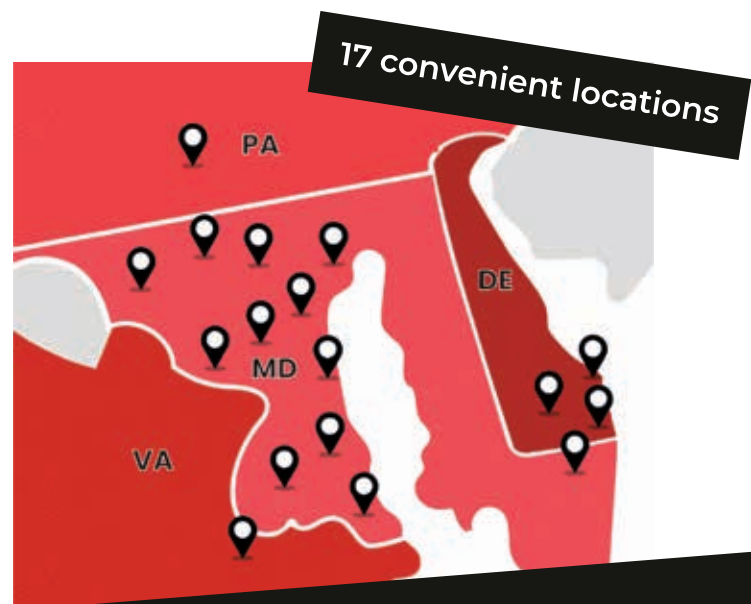


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TOP 100 STANDINGS • BY VOLUME

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

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| 4 | PAUL TOWNSEND | Jack Lingo - Lewes | 12.5 | \$12,431,969 |
| 5 | MICHAEL KENNEDY | Compass | 19 | \$12,058,213 |
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| 7 | Carol Proctor | Berkshire Hathaway HomeServices PenFed Realty | 23 | \$10,987,599 |
| 8 | Brandon C Brittingham | Long & Foster Real Estate, Inc. | 33 | \$9,928,680 |
| 9 | DANIEL R LUSK | McWilliams/Ballard, Inc. | 10 | \$9,504,090 |
| 10 | CHRISTINE MCCOY | Coldwell Banker Realty | 11.5 | \$8,990,970 |
| 11 | Dustin Oldfather | Compass | 19 | \$8,459,947 |
| 12 | Mary SCHROCK | Northrop Realty | 15.5 | \$7,962,909 |
| 13 | Russell G Griffin | Keller Williams Realty | 15.5 | \$7,875,300 |
| 14 | Grant K Fritschle | Keller Williams Realty Delmarva | 9.5 | \$7,811,000 |
| 15 | Jaime Hurlock | Long & Foster Real Estate, Inc. | 15.5 | \$7,679,816 |
| 16 | Suzie Parker | Northrop Realty | 17 | \$7,218,368 |

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| 17 | Ryan Haley | Atlantic Shores Sotheby's International Realty | 15 | \$7,158,800 |
| 18 | John E Redefor IV | Rehoboth Bay Realty, Co. | 6 | \$6,828,050 |
| 19 | Joseph Wilson | Coastal Life Realty Group LLC | 12 | \$6,290,000 |
| 20 | Debbie Reed | RE/MAX Realty Group Rehoboth | 11.5 | \$6,175,670 |
| 21 | Sandi Bisgood | Monument Sotheby's International Realty | 4 | \$6,115,450 |
| 22 | CHRISTI ARNDT | Long & Foster Real Estate, Inc. | 2 | \$5,915,000 |
| 23 | ASHLEY BROSNAHAN | Long & Foster Real Estate, Inc. | 9.5 | \$5,865,003 |
| 24 | JOHN ZACHARIAS | Patterson-Schwartz-OceanView | 8 | \$5,691,956 |
| 25 | Paul A. Sicari | Compass | 9 | \$5,630,990 |
| 26 | Terence A. Riley | Shore 4U Real Estate | 7.5 | \$5,621,750 |
| 27 | Cindy Poremski | Berkshire Hathaway HomeServices PenFed Realty - OP | 7 | \$5,571,045 |
| 28 | Vincente Michael DiPietro | Dave McCarthy & Associates, Inc. | 9 | \$5,504,000 |
| 29 | Nicole P. Callender | Keller Williams Realty Delmarva | 12 | \$5,502,965 |
| 30 | Matthew Lunden | Keller Williams Realty | 10 | \$5,501,788 |
| 31 | Shawn Kotwica | Coldwell Banker Realty | 12 | \$5,408,690 |
| 32 | Daniel Clayland | Coldwell Banker Realty | 3 | \$5,205,000 |
| 33 | CHRISTINE TINGLE | Keller Williams Realty | 7 | \$5,133,700 |
| 34 | Michael David Steinberg | Patterson-Schwartz-Rehoboth | 9 | \$5,080,748 |
| 35 | Allison Stine | Northrop Realty | 8.5 | \$5,075,980 |
| 36 | Lucius Webb | Jack Lingo - Rehoboth | 6 | \$5,030,000 |
| 37 | Debora Hileman | Hileman Real Estate-Berlin | 9 | \$5,024,800 |
| 38 | SUZANNE MACNAB | RE/MAX Coastal | 11 | \$4,991,406 |
| 39 | Kevin E Decker | Coastal Life Realty Group LLC | 11 | \$4,936,000 |
| 40 | Gary Michael Desch | Northrop Realty | 7 | \$4,908,454 |
| 41 | AMY J KELLENBERGER | Active Adults Realty | 9 | \$4,874,800 |
| 42 | MATT BRITTINGHAM | Patterson-Schwartz-Rehoboth | 7 | \$4,850,626 |
| 43 | COURTNEY V BOULOUCON | Coldwell Banker Realty | 5 | \$4,838,539 |
| 44 | Melissa Rudy | Keller Williams Realty | 5 | \$4,828,760 |
| 45 | Brian K Barrows | Monument Sotheby's International Realty | 8 | \$4,826,530 |
| 46 | Pamela Price | RE/MAX Advantage Realty | 15.5 | \$4,741,200 |
| 47 | TREVOR A. CLARK | 1ST CHOICE PROPERTIES LLC | 9 | \$4,690,500 |
| 48 | COLLEEN WINDROW | Keller Williams Realty | 5 | \$4,688,500 |
| 49 | STACI WALLS | NextHome Tomorrow Realty | 8 | \$4,625,000 |
| 50 | Gail Mitkoff | Keller Williams Realty | 3 | \$4,625,000 |

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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 | VICKIE YORK | VICKIE YORK AT THE BEACH REALTY | 8 | \$4,547,900 |
| 52 | BILL CULLIN | Long & Foster Real Estate, Inc. | 3 | \$4,455,000 |
| 53 | KIMBERLY S MARTIN | Northrop Realty | 4 | \$4,373,000 |
| 54 | Anthony E Balcerzak Jr. | Berkshire Hathaway HomeServices PenFed Realty-WOC | 9 | \$4,294,568 |
| 55 | JAMES LATTANZI | Northrop Realty | 9 | \$4,248,628 |
| 56 | Michael Alford | Coldwell Banker Realty | 6 | \$4,193,000 |
| 57 | JOHN KLEINSTUBER | JOHN KLEINSTUBER AND ASSOC INC | 3 | \$4,025,000 |
| 58 | EMILY WILLIAMS | Keller Williams Realty | 5 | \$4,005,140 |
| 59 | Robert B. Arlett | Beach Bound Realty, LLC | 2 | \$3,900,000 |
| 60 | BRYCE LINGO | Jack Lingo - Rehoboth | 3.5 | \$3,894,500 |
| 61 | WAYNE LYONS | Long & Foster Real Estate, Inc. | 0.5 | \$3,875,000 |
| 62 | Chris Jett | Shore 4U Real Estate | 4.5 | \$3,849,150 |
| 63 | KIM S HOOK | RE/MAX Coastal | 4 | \$3,732,450 |
| 64 | BRENDA RAMBO | RE/MAX Advantage Realty | 8 | \$3,714,000 |
| 65 | David L Whittington Jr. | Coastal Life Realty Group LLC | 7 | \$3,709,900 |
| 66 | Anthony Golden | Berkshire Hathaway HomeServices PenFed Realty | 7 | \$3,682,100 |
| 67 | Francine Balinskas | Active Adults Realty | 7 | \$3,630,207 |
| 68 | SARAH SCHIFANO | Long & Foster Real Estate, Inc. | 5 | \$3,615,000 |
| 69 | AMANDA RYAN | Jack Lingo - Rehoboth | 3 | \$3,592,000 |
| 70 | Meme ELLIS | Keller Williams Realty | 12 | \$3,526,000 |
| 71 | William P Brown | Keller Williams Realty | 11 | \$3,516,500 |
| 72 | SARAH FRENCH | Long & Foster Real Estate, Inc. | 5 | \$3,484,800 |
| 73 | Melanie Shoff | Coastal Life Realty Group LLC | 5 | \$3,397,400 |
| 74 | Richard Barr | Long & Foster Real Estate, Inc. | 14 | \$3,378,380 |
| 75 | James B Coulter Jr. | Long & Foster Real Estate, Inc. | 2 | \$3,350,000 |
| 76 | LINDA MILLIKIN | Monument Sotheby's International Realty | 3 | \$3,319,664 |
| 77 | Tracy L. Zell | Long & Foster Real Estate, Inc. | 6.5 | \$3,317,876 |
| 78 | JAMIE COLEMAN | Patterson-Schwartz-Rehoboth | 7 | \$3,271,500 |
| 79 | Jonathan M Barker | Keller Williams Realty Delmarva | 5.5 | \$3,268,183 |
| 80 | Whitney Jarvis | Coldwell Banker Realty | 5 | \$3,250,200 |
| 81 | Suzanah Cain | Berkshire Hathaway HomeServices PenFed Realty - OP | 9 | \$3,246,450 |
| 82 | RANDY MASON | Jack Lingo - Rehoboth | 2.5 | \$3,243,000 |
| 83 | Bethany A. Drew | Hileman Real Estate-Berlin | 9 | \$3,242,950 |
| 84 | Deeley Chester | Coastal Life Realty Group LLC | 7 | \$3,238,000 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|----------------------|--|-------|-------------|
| 85 | Jaime Cortes | Coldwell Banker Realty | 13 | \$3,229,534 |
| 86 | Madeleine Forrester | Coldwell Banker Realty | 6 | \$3,190,650 |
| 87 | Phillip W Knight | Atlantic Shores Sotheby's International Realty | 7 | \$3,179,800 |
| 88 | TERESA MARSULA | Long & Foster Real Estate, Inc. | 7 | \$3,166,980 |
| 89 | Nicholas Bobenko | Coastal Life Realty Group LLC | 7 | \$3,165,000 |
| 90 | Ann Buxbaum | Northrop Realty | 6 | \$3,065,500 |
| 91 | Angelo M DiPietro | Keller Williams Realty Delmarva | 6 | \$3,059,900 |
| 92 | Cindy D Souza | Long & Foster Real Estate, Inc. | 4 | \$3,056,931 |
| 93 | Kimberly Heaney | Berkshire Hathaway HomeServices PenFed Realty-WOC | 6 | \$3,046,120 |
| 94 | Michael Kogler | Long & Foster Real Estate, Inc. | 2 | \$3,044,010 |
| 95 | Gregory Erdie | Berkshire Hathaway HomeServices PenFed Realty - OP | 2 | \$3,040,000 |
| 96 | ALLISON BATEMAN | Jack Lingo - Rehoboth | 3.5 | \$2,926,000 |
| 97 | Shannon Leigh Taylor | Long & Foster Real Estate, Inc. | 6 | \$2,920,916 |
| 98 | Frances Sterling | ERA Martin Associates | 8 | \$2,919,900 |
| 99 | Joseph Sterner | Keller Williams Realty | 2 | \$2,916,000 |
| 100 | Barbara Lawrence | RE/MAX Advantage Realty | 7 | \$2,914,000 |

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



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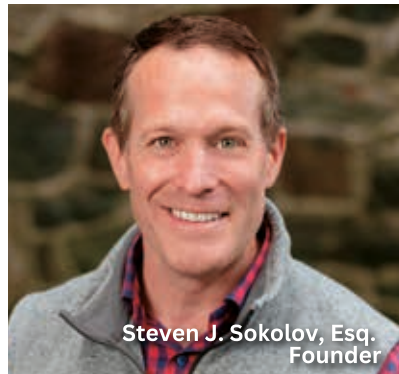
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