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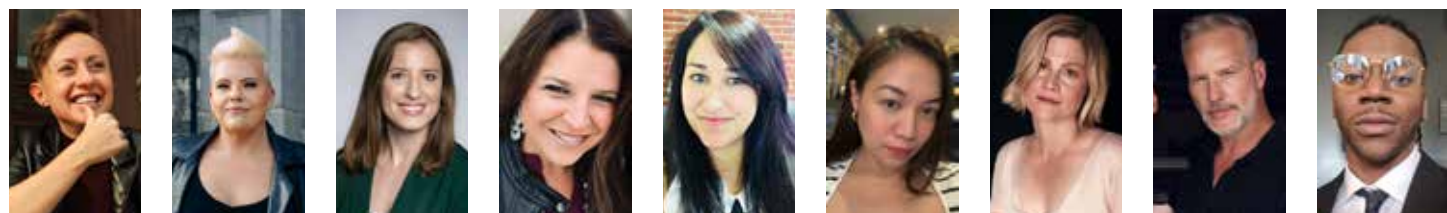
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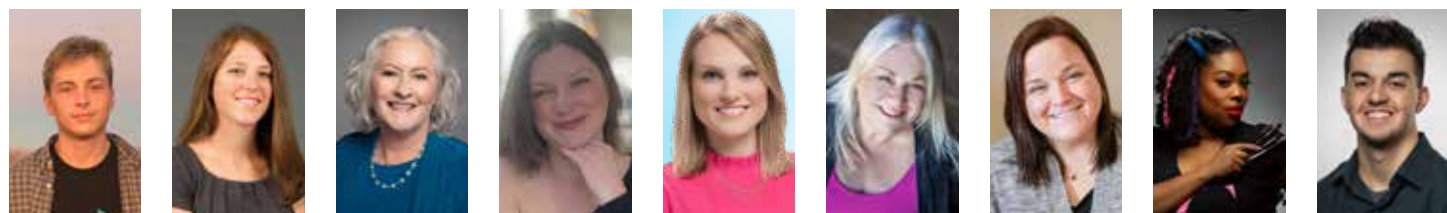
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▶ editor's note By Jilleien Franquelli

In July, I was able to see Isa Lake in Yellowstone National Park. Isa Lake is a small lily pad-covered lake perched atop the Continental Divide. If you don't recall what the Continental Divide is from fifth-grade geography, here is a reminder: a Continental Divide is an invisible line running from north to south. Divides exist all over the world, acting as the boundary that determines whether water flows to the east or west. Isa Lake sits right on top of the Continental Divide, and its water flows to both oceans - Atlantic and Pacific. It's inspiring to look at this beautiful body of water, so far away from either ocean, and conceptualize that these tiny H2O molecules have a huge journey ahead of them.

I've thought about Isa Lake and the Continental Divide a lot since July, considering how this unique geographical phenomenon beautifully illustrates how different paths can create significant outcomes—a principle that resonates deeply within the realm of real estate and, indeed, any entrepreneurial endeavor.

The Continental Divide is not merely a physical boundary; it symbolizes the myriad choices we face in our professional journeys. Each decision we make, much like the water that trickles from Isa Lake, can lead us down divergent paths. One stream may flow toward the Pacific Ocean via tiny tributaries, while another may travel through massive rivers like the Mississippi to eventually reach the Atlantic. Yet both ultimately contribute to the vastness of our world. This mirrors the experiences of individual realtors, each carving their own niche in a competitive industry.

In my experience reading hundreds of your stories—each filled with unique struggles, triumphs, and lessons—I have come to appreciate the richness that diversity brings to our profession. What stands out most profoundly is the realization that there is no singular route to success.

We often find ourselves at a crossroads, grappling with the question: "What is the best way to build my brand, business, and

career?" The answer, as Isa Lake so eloquently illustrates, is that there is no 'best' way.

The beauty of our industry lies in its diversity. We have agents who thrive on personal connections, nurturing relationships with clients and their communities, while others may focus on leveraging technology to reach broader audiences. Some may specialize in luxury properties, while others find their niche in first-time homebuyers.

It can be difficult to look at someone's journey and their business without falling into the trap of comparison. I'm not referring to learning from one another and constantly improving your business and craft; rather, I mean those negative thoughts we have when we start to compare ourselves to others. It is crucial to recognize and celebrate these diverse journeys rather than compare them. In a world that often emphasizes uniformity, let us embrace the idea that our differences are our strengths. Each approach and each story contributes to the vibrant tapestry of our profession.

I am confident that there is no disappointment for a water molecule from Isa Lake that chooses to flow east instead of west when it ultimately reaches the vastness and beauty of the Atlantic Ocean.



Always,
Jill
Editor-in-Chief
jill@rpmags.com

▶▶ events calendar

BALTIMORE REAL PRODUCERS 2024 EVENTS CALENDAR

Thursday, October 10

11 a.m. - 3 p.m.

*Rising through Change: Turning
Uncertainty into Opportunity*

*Location: Owen Brown Interfaith Center — 7246
Cradlerock Way, Columbia, MD 21045*

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Wednesday, November 20

Evening - Exact Time TBD

Fall Fête

*Location: Porsche Hunt Valley - 10260
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JASON TOLIVER

OF GREEN HOME SOLUTIONS

An Eco-Friendly Approach for Healthier Homes & People

Jason Toliver owns Green Home Solutions in Baltimore/Annapolis. Since 2017, Jason has led his team in providing comprehensive indoor air quality services that target the cause, not just the symptom. Their proprietary, environmentally friendly products provide effective solutions for air quality concerns. Through mold remediation, mold and air quality testing, and air duct cleaning, Green Home Solutions is committed to customer-oriented, trustworthy, and reliable service that ensures their clients' homes feel safe and comfortable.

But their commitment to eco-friendly products isn't just about protecting the planet – it's also about caring for their customers. Their alternatives to harsh chemicals are safer for clients and can create solutions for clients who can't handle other types of products. Jason shared an example. “[This client] was chemically sensitive [and] she was having an issue in her home, obviously not feeling well, really couldn't use anything inside the house because of the sensitivity. After consultation with her, and explaining our products, letting her have a sample of the product to keep in the house, [she gave] us an opportunity to perform a treatment. She came back into the house and noticed a significant difference in how she felt.” The client even had Jason's team speak at her chemically-sensitive group, many of whom they were also able to assist.

Jason and his team are customer-centric to the core, and they are truly invested in improving the lives in the people they serve. They care about their clients' unique needs and concerns, and they strive to be upfront about options and how the team will implement those solutions. For Jason, that means



challenging preconceived notions and delivering results. “I'm a small business owner who genuinely tries to do things the right way and provide a great customer experience for our clients...For us, in the service-related industry, we know that there can be the stigma of our type - the contractors, the plumbers, etc. - who give you big windows to show up to



your home...and not showing up and not being professional. So I've really put a lot of emphasis on trying to kind of buck that trend, and being super personable, professional, giving short windows to show up, showing up on time, communication.”

Jason has lived in the Baltimore/Metro area for his entire life. He grew up in Edgewood and, after living downtown for a while, he relocated to Woodstock where he currently lives. When he's not working, he's likely spending time with his two daughters,

nine-year-old Jordan and eleven-year-old Kamryn, probably attending one of their travel softball games or cheer competitions. He enjoys exercising, golfing, smoking cigars, and traveling, and he looks forward to his family's annual August vacation.

What Jason loves most about his business reflects his dedication to his clients. “My favorite thing about what we do is [helping] clients who are having a genuinely hard time at home. They're not feeling well. They believe that when they leave the house

“
I'm a small business owner who genuinely tries to do things the right way and provide a great customer experience for our clients.

they feel better. And then when they come back in the home, they're noticing whatever those issues may be, headaches, respiratory issues just overall their wellbeing... And when we can perform a treatment, and then they come back home, and then they get back to us and let us know how much better they feel. That's the best part.” He and his team also love working in real estate transactions, helping close the deal to benefit both buyers and sellers.

Customer satisfaction is truly the driving force at Green Home Solutions. Jason's team shares a collective mindset of prioritizing customer needs and resolving issues effectively. They're exploring options to expand their service area to help even more clients, and even adding rehab services like drywall and carpeting to make their remediation efforts even more comprehensive. But one aspect of Jason's business will remain constant: “The customer experience. It really makes all the difference in the world. Focusing on that aspect of it, satisfying the customer, showing up one time, doing what you're saying you're going to do. That's what has allowed us to be in business for 7 years, to grow our customer base to the level that we have. It genuinely is paramount in our industry.”

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JOSH MADDEN DEN

» rising star

By Abby Isaacs
Photos by Keith Robinson



WELCOME TO THE MADD HOUSE

Josh Madden has built a reputation for his deep commitment to client satisfaction and his unique approach to real estate. He doesn't just sell homes—he transforms them. He founded Madd House Real Estate and Renovation, offering specialized packages designed to get homes market-ready through expert renovations.

"I want to help people work towards their goals while making what can be a difficult and anxiety-filled process as smooth and easy as possible," Josh said

Josh's career has always been about helping others achieve their goals. He worked as a physical therapist for 10 years, dedicating himself to helping clients reach their physical potential. This client-focused approach seamlessly transitioned into his real estate career, where he now takes pride in building lasting relationships. "I'm still very close with some of my first clients, who have become repeat clients and friends. We stay in touch, and it's an awesome relationship that developed from an open house," he shared.

Born and raised in Kansas, Josh's journey to Maryland began when he met his wife, Maria, at a hospital where they both worked. Maria, a Maryland native, wanted to be closer to her family, so the couple made the move. Josh, who had already experienced the thrill of flipping houses in Kansas, saw this as the perfect opportunity to pivot into real estate—a field that had always intrigued him.

His real estate career officially began in 2019 when he obtained his license and joined a team part-time. Eager to learn, Josh absorbed everything he could, which laid the groundwork for his future success. His big break came when he joined CR of Maryland, a company that combined his love for real estate and renovation. "They incorporated me into a lot of stuff very quickly, and they were there to help, which was huge. I attribute a lot of my success to ending up there at a very good time."





“
IF YOU THINK YOU'RE READY TO DO SOMETHING, GO FOR IT. DON'T OVERTHINK IT—JUST GO FOR IT.”

In 2020, Josh's mentor, Gene Dru, decided to start his own team, and Josh followed, helping them grow over the next four years. By March 2024, Josh was ready to go out on his own, launching Madd House under Allfirst Realty. His company offers customized concierge packages to help clients renovate their homes before selling, ensuring they get top dollar. Josh manages these projects personally, often working closely with his father-in-law, who is in the construction business, and other local contractors. A recent example is a client with a vacant penthouse in Fells Point overlooking the water.

“They needed help clearing out items from former tenants, and it was a little beat up too. So, we got it all cleaned up and ready to sell.”

Josh's approach to real estate is not just about business; it's also about having fun and building community. He and another agent host “Dad Joke Tuesday” on social media, a lighthearted initiative that has become a hit with their audience. “We just tell horrible jokes, and it's helped interact with a lot of people in real estate too, because they comment about seeing it. We can have a laugh about how bad the jokes are.”

Living in Glen Arm, Josh enjoys a fulfilling life with Maria and their 2-year-old son Luka in a house they flipped into their dream home. Living close to his in-laws in Havre de Grace also allows them to spend quality time together.

Outside of work, Josh remains an avid sports enthusiast, playing soccer in adult leagues. He also treasures the flexibility that real estate offers, allowing him to be an active part of Luka's life. “From munchkin soccer practice to outdoor nature programs, I try to do as many activities with him as I can.”

As Josh looks to the future, his focus is on growth. Having achieved his goal of starting his own company, he now aims to continue building on that success. His advice to others echoes his own journey: “If you think you're ready to do something, go for it. Don't overthink it—just go for it.”

Josh Madden had the courage to follow his dreams, and now with Madd House, he's not just helping clients find homes—he's helping them realize their dreams too.

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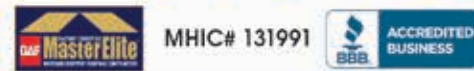
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In Loving Memory: Chris Weymouth

His guidance. His genuine kindness. His unwavering faith. His inspiring leadership.

This is how many in this community described Chris Weymouth. Chris passed away in July, leaving behind a legacy of steadfast dedication to supporting others. He was a respected icon with an impeccable reputation and will be deeply missed.

We decided to reach out to the community to share some of their thoughts about Chris and his impact.

BRP: IN WHAT WAYS DID CHRIS IMPACT YOUR LIFE?

NICK CATT: We met when I was going through a rough time and we discussed many things including faith, and how to make mine stronger, he helped with that. He shared with me so many things that make life look relatively simple; he always broke things down so perfectly and was an inspiration to all of us at the brokerage. He always had our back, always took care of us, and I will miss sharing my Belgian chocolates with him. I love you Chris!

NATASHA COHEN: His kindness and generosity - you could feel it before he even said a word and it's something that will stick with me.

ANN WOOD: Chris guided me to be the best version of myself both professionally and spiritually.



TASHA GREENE COLEMAN: He demonstrated incredible leadership and gave us all confidence as we ventured out into this crazy real estate world. We knew that if things got rocky, we would have Chris as a steady voice and sound guidance. He was our secret weapon. He also cared as much about you as a person - outside of real estate. He always made a point to make sure we were good.



KIM ZUROFF: Chris led with a servant's heart. He had unwavering faith through some difficult times. He'd walk into any room and make sure to make people smile, laugh, and learn a lot. He was an excellent teacher, mentor, and role model - one of the most well-versed leaders in the industry. Chris modeled love, forgiveness, kindness, grace, empathy and compassion at a really high level. He will never be forgotten.

license, always reminding me to "put my broker's license hat on." For his final call, I wore my hat.

FARAH ALEEM: His mentorship - spiritually, personally and in business. He also has an amazing ability to put people at ease in a difficult situation and lift them up.

ENOCH MOON: Chris was a man of faith and it showed in his actions and words. He was a role model for many realtors including myself. He led his life and his business by example.

BRP: WHAT WILL YOU REMEMBER MOST ABOUT CHRIS AND THE LIFE HE LIVED?

NICK CATT: How passionate he was to help people and how truly easy he made things seem. His skill of communicating things was second to none!





BRP: HOW MIGHT YOU CARRY ON CHRIS' LEGACY?

NICK CATT: Read the book of John and continue to pour into others like he did. To be the best version of me!

NATASHA COHEN: By being of service to others

KIM ZUROFF: Through kindness and love.

JEANINE WHITEHEAD: I'll be continuing what Chris and I started, taking my associate brokers license on to a brokers license, seeing where my interests and talents take me.

FARAH ALEEM: Pray, care, respect and love each other. Stay humble in business and in life.



BRP: WHAT DID YOU APPRECIATE MOST ABOUT CHRIS?

NICK CATT: The time he gave me when I had questions or concerns - he was always so giving, insightful and loving!



TASHA GREENE COLEMAN: He didn't just talk about his faith and values; he lived them! He never missed an opportunity to be there for those he cared for.

KIM ZUROFF: He always made me smile, laugh, and he was so quick to have grace and forgiveness if I was failing forward.

JEANINE WHITEHEAD: His generosity. In this business, many are truly busy juggling life and work unbalance. Chris was a devoted husband, father, friend, businessman and still made time to return my calls, listen without rushing to judgement and cared enough to celebrate wins with others.

ENOCH MOON: Watching Chris and Debbie working together. You can see their love for each other and for real estate.



ANN WOOD: Chris was genuine! He had an impact on everyone he came in contact with and we are all a little bit better because our paths crossed with his.

TASHA GREENE COLEMAN: I loved how he could relate to literally ANYONE and could adapt to any situation. He was whatever the situation called for and yet still very authentic.

JEANINE WHITEHEAD: Chris pushed the boundaries of real estate in my opinion. He was multifaceted in his coverage of real estate territory. Chris covered land, new construction, resale and commercial. Not only did he cover it all, he was gifted with it all. Chris had a way of quickly syncing with people and animals. He had a way of breaking in and therefore breaking down barriers.

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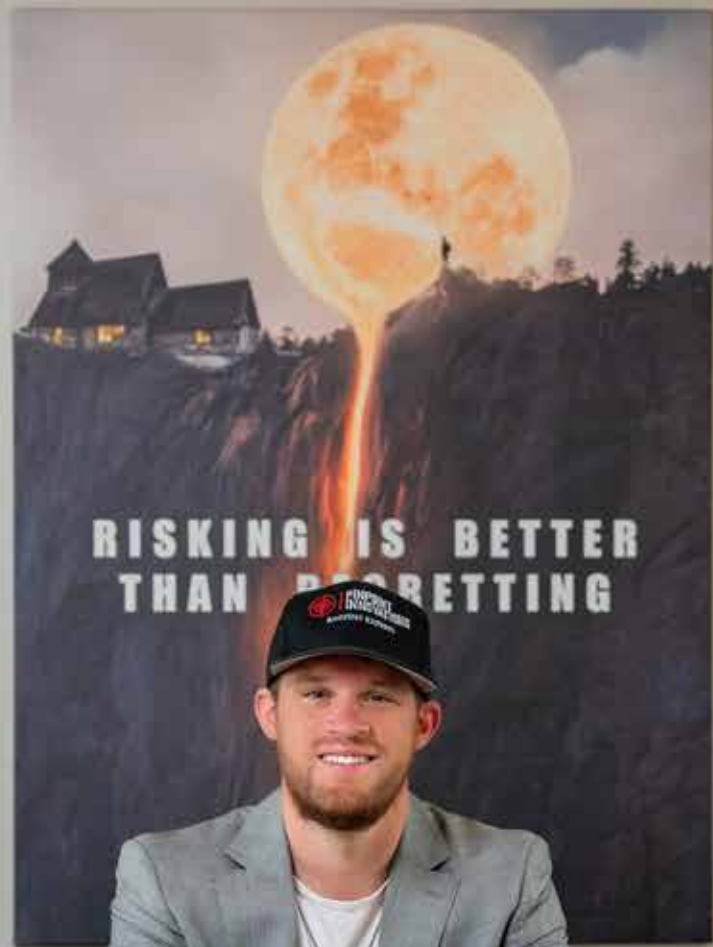


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Jon PARSONS

OF PINPOINT INNOVATIONS

▶ partner spotlight

By Joya Fields
Photos by Melanie Hassler

Adding Purpose to Lives One Roof at a Time

When Jon Parsons rebranded the construction company he had started in 2018 into Pinpoint Innovations in 2021, his goal was to specialize not only in roofing, but getting homeowners free roof replacements. “I scrapped everything and started from scratch,” he said.

“It’s not possible to be the expert in everything, so I asked myself ‘what’s the one thing I enjoy getting a phone call about?’ and the answer was roofing,” he said. He immersed himself in the intricacies of roof insurance, and learned everything about insurance guidelines, building code laws, and has mapped out every possible objection from adjusters so he has answers ready. He’ll even send samples to a lab to prove that a new roof is required.

A whopping 75% of Jon’s customers receive free roofs due to his determination.

Jon touts many benefits of providing roofing: 1. He doesn’t have to go inside people’s homes, thereby granting homeowners more flexibility. 2. Roofs

are a one-day job. 3. Most of his clients get free roofs. Including foreclosures. “Some of the poorest customers I’ve ever met have been our best,” he said. 4. Profit margin is good.

“We’re able to help people get a roof who wouldn’t get a roof if we didn’t exist,” he said. It’s his favorite part of the business. He provides a lot of hand-holding to his customers.

Jon, who lives in Edgewater with his 10-year-old daughter Layla, services the Maryland area. “We’ll go wherever we’re needed,” he said. One of the reasons Jon was drawn to BRP was his desire to broaden the areas he covers by meeting new realtors. He is expanding into Anne Arundel County and north.

“Realtors have a piece of my heart,” he said. He understands the real estate world because he is an investor. He also understands how fast-paced the real estate industry can be and offers free roof certifications for realtors, seller payment via escrow at settlement if needed, and roof proposals via satellite. He can offer a quote within fifteen minutes.

“My main goal is to provide exceptional service and an opportunity to show realtors our value,” he said. “Half the time, the roof looks fine from the ground. We get up on the roof and inspect it with a trained eye.”

His team includes 4 estimators, 1 superintendent, 1 office administrator, and 10 workers who are geographically spread out all over Marland.

“Cam, my estimator, has gotten 70 people a free roof this past year. He plays a big role in the growth and success of the business,” Jon said. Layla, his daughter, is his moral supporter and sometimes accompanies him to appointments. “She knows a lot about roofing already. She’s very independent,” Jon said. Jon’s a single dad with full custody of his daughter and works hard to be sure she’s happy and has a good role model.



Layla isn't the only family member Jon is thankful for. His mom, Jill Short, grew up on a small island with a close-knit community of 500 people. By the age of thirteen, she took on the role of a teacher for the local children. She recently published a book, *Far Island, My Island* about the experience. She homeschooled all ten of her own children, teaching the value of hard work, morals, as well as an education.

Jon's dad, Phil, owns KP Contracting Luxury Outdoor Living and Jon started working by his side at eight years old. "He told me if I got my homework done the night before, I could go to work with him." Jon worked by his father's side from age 8-16 years.

“ ”

I MADE THE DECISION TO BE THE PERSON I WANTED TO BE.

So, I pretended to be the person I wanted to be until I became that person.

"It's not even what I learned about construction. It was more about how to earn a dollar, how to treat customers, and how to handle situations," Jon said.

All of Jon's successes haven't been smooth sailing. "I feel very hard for other people and myself. I care more about things than I show and have a lot of empathy," he said. In his younger years, he got into a lot of trouble and had the identity of someone who was broken and lost.

"I made the decision to be the person I wanted to be. So, I pretended to be the person I wanted to be until I became that person," he said. In that way, he ended up bringing purpose to his life, and the lives of many others.



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J E S S I C A

By Abby Isaacs
Photos by Melanie Hasler



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BUSCH

helping humans & hounds find homes

Jessica Busch has always been guided by a strong sense of service, a trait that has shaped both her professional career and personal life. From her time in the Navy to her volunteer efforts, Jessica's commitment to

giving back is a cornerstone of her identity. This dedication not only brought her two beloved rescue dogs but also allowed her to make a significant impact on her community, helping countless nonprofits and



Jessica's dog, Snoopy, who recently passed away

the home-buying process. My realtor even tried to recruit me! So, when I left the military in 2016 and was considering a new career, real estate was still on my mind."

In 2017, Jessica obtained her real estate license and joined The REYNOLDS/FETTIG Group under Keller Williams Flagship of Maryland, where she has thrived for the last six years. "Our team is special because of the people who make it up. Everyone brings something valuable to the table, and they all have such a giving spirit. I know I can rely on them completely, whether I'm sick or out of town. My clients are always in good hands."

A main focus for Jessica is helping fellow veterans and active-duty service members relocating from out of state, leveraging her extensive knowledge of VA loans and her own military experience to guide her clients through the process.

"There's a lot of pressure in helping someone buy a house they've never seen in person, but it's incredibly rewarding to earn their trust and help them make such a significant decision."

veterans along the way. As her real estate business flourishes, so does her ability to make a difference.

"I love being able to help people, not just with their real estate needs," Jessica shared. "Real estate has opened so many doors for me to give back in other ways."

Born and raised in Buffalo, New York, Jessica earned her Bachelor's degree in English before joining the Navy. She fell in love with Maryland while stationed at Fort Meade and lived in Annapolis before purchasing her first home in Glen Burnie.

"I wasn't a licensed realtor at the time—I was still on active duty—but I got very involved in

Her dedication extends beyond her clients to volunteer work. Within her first year as a REALTOR®, Jessica became involved with KW's RED Day, an annual day of giving back. Since then, she has led the planning of her office's activities, helping to support more than a dozen nonprofits during that time.

"It's been very rewarding to see the impact our efforts have on local charities and the communities they serve."

She is also a dedicated volunteer at the SPCA of Anne Arundel County, where she adopted her two dogs: Snoopy in 2014 and Penny in 2018. "The SPCA is incredibly important to me because they brought two of the best things into my life."



Jessica and her dog, Penny

↳ I like to say I don't just find homes for people—I find homes for animals too.

Though she recently lost Snoopy, Jessica continues to pour her heart into helping animals in need. She spends her weekends volunteering at events, making deliveries to house-bound clients of the pet food bank, and running with dogs as part of the SPCA's RACE Team. Through her real estate business, she sponsors various annual events and donates \$100 for every house she sells. "I like to say I don't just find homes for people—I find homes for animals too."

Jessica recently moved to Catonsville with her partner, Micah, where she enjoys tending to an impressive garden in her free time. "We're currently overrun with zucchini, and my coworkers are definitely reaping the benefits," she joked.

An avid reader, Jessica is also active in several book clubs and is working on maintaining a healthy work-life balance. With her sights set on writing a novel, she's learned the importance of delegating and taking time for herself.

"When the market took off in late 2020, I came close to burning out. But by delegating tasks, leaning on my team, and giving myself permission to have downtime, I have established a balance. I'm proud of what I've accomplished in the past few years, and I'm excited to build on that success."

Jessica Busch's story is one of service, compassion, and community—a testament to the impact one person can make when they dedicate their life to helping others, both human and hound alike.

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▶ partner spotlight

Photos by Keith Robinson

Founded in 1999, All Financial Services (AFS) specializes in mortgage services tailored to the unique needs of each client. Ron Thomas, Sales Manager, emphasizes the importance of home ownership across diverse backgrounds, stating, “We offer more solutions than most lenders.” AFS provides options for everyone, from first-time homebuyers to seasoned investors, featuring a comprehensive product suite. Their offerings range from 100% financing without income restrictions for FHA clients to commercial lending for investors.

What sets AFS apart is their experienced team. Ron asserts, “There’s no substitute for experience.” With over 100 years of combined mortgage experience, the team is well-equipped to meet client needs. Ron has 17 years in the industry, while colleagues Malcolm Drakeford and Roxanne Rodriguez bring 30 and 10 years, respectively. CEO William Dent, who has over three decades of experience, is praised by Ron as “the hardest working man I’ve ever met,” highlighting Dent’s commitment to excellence and leadership.

Bill Dent, originally from Baltimore City, now resides in Finksburg, MD with his family. He has raised two adult sons and has dedicated over 30 years to finance and lending. Coming from humble beginnings, Bill has developed a passion for problem-solving and helping others overcome challenges. He believes in leading by example and working harder than anyone else. Bill notes that AFS has cultivated a culture prioritizing client relationships, which has been rewarding, especially during tough times in the mortgage industry marked by rising interest rates.

“Our business model focuses on homebuyers and nurturing relationships with real estate agents,” says Bill. The repeat referrals from top agents in the region reflect AFS’s commitment to closing deals and providing excellent service.

Ron Thomas, hailing from the Bronx, NY, moved to Maryland after graduating from Hamilton College. After starting in consumer lending, he transitioned to mortgages during the 2010 market crash. Outside of work, Ron enjoys golfing and spending time with his four-year-old son, Bronx, whom he describes as his buddy.

What Ron appreciates most about AFS is the ability to create win-win situations for all parties involved. “I can always create a win-win situation where everybody is happy,” he states, emphasizing the importance of mutual benefit. He values the measurable nature of the mortgage business, where results directly correlate to the effort invested.

The AFS team prides itself on a reputation built on reliability, experience, and innovative lending solutions. Ron highlights their relationship-oriented culture: “We are not transactional. We understand



Ron Thomas and Bill Dent

“WE ARE NOT TRANSACTIONAL.

We understand that we won’t get a second shot at a relationship.

that we won’t get a second shot at a relationship.” This philosophy drives AFS to maintain a high standard for their experienced team, ensuring they deliver results consistently.

Ron wants clients to know that not all lenders are the same. “Just because one lender says they can’t doesn’t mean that deal isn’t possible,” he explains. AFS has built a reputation for converting applications that other institutions may decline into successful closings, thanks to their strong focus on relationships.

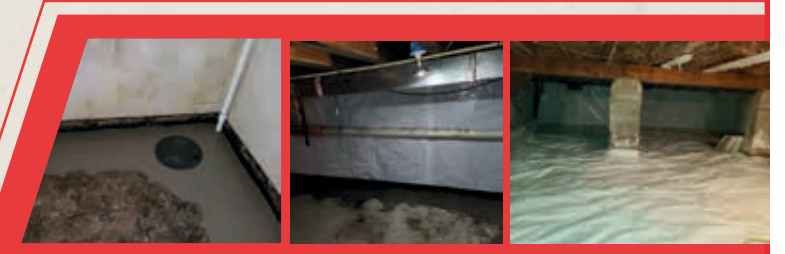
In summary, All Financial Services stands out in the mortgage industry through their comprehensive offerings and commitment to client-centric service. With a team rich in experience and a culture that prioritizes relationships, AFS is dedicated to helping clients achieve their real estate goals.

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Matt

RHINE

planting seeds



►► cover story

By Pat Rippey
Photos by Roy Cox
Team Photo by Raúl García

Matt Rhine of the Matt Rhine Group of Keller Williams Legacy may be an anomaly in the real estate world. For one thing, he doesn't respond to emails on vacation—he didn't answer mine—which I found both unusual and refreshing. Matt says he is lucky to finally have staff covering the urgent matters in his absence, allowing him to be truly present for family time. He says people in the industry might not believe it, but it is possible to disconnect occasionally. "I've finally figured out what my priorities are," he says. Matt still wants to be a big producer, but realizes "I don't want my kids to not know who I am." Secondly, Matt doesn't seek the limelight or aggressively put himself out there—the self-described nerd is definitely the put-your-head-down-and-work kind of agent and businessman. He rarely posts about himself on social media, avoids most industry gatherings, and doesn't look at the latest standings. He says he's way too competitive to be dialed in to what others are doing.

At just 21 years old and a senior at the University of Delaware, Matt was proud to become one of the youngest ever to land a job in the highly competitive field of pharmaceutical sales. He quickly found sales to be a good fit ("I like to run my mouth," he jokes). His first manager at Eli Lilly did him a huge service by insisting on two things before he started: that he get his real estate license, and backpack

through Europe—both of which Matt is grateful for having done at a young age. It's that kind of personal mentorship that has stuck with him and inspires him to pay it forward. When he finally started in real estate full-time, he jumped in with both feet. He wasn't the type to stop in the office for a few hours as some agents do; he worked a full day every day and treated it, as he puts it, "like an actual job."



The Matt Rhine Group
From left to right: Craig Kirkner, Ksenia Filchagina, Matt Rhine, Emily Maggio and Scott Carson



“
I’m just one of the
hardest working sons
of guns you’ll meet.”

The hard-working mentality can be traced back to his family’s fifth-generation Howard County dairy farm, where Matt started earning a paycheck in the first grade. He describes his father as a “no BS” kind of guy who instilled a strong work ethic in his three children. Matt jokes that cows don’t get a day off; the labor was unrelenting. Matt calls his older brother Jay the real hero of the family for taking over the farm after their father died; Matt was in the fifth grade and Jay was just 19 years old. Jay’s commitment allowed the family to stay on the land and continue running the farm for years to come. The property remains in the family and is now where Jay operates his successful Rhine Landscaping company.

No Magic Sauce

Fast forward to 2024—Matt is a top producer, finishing 2023 with over \$33.4 million and on track to exceed that this year. He owns and has invested in multiple properties across the State. As for his secrets of success, Matt says there’s no magic sauce. “I’m just one of the hardest working sons of guns you’ll meet. If you’re a decent person and have a really strong work ethic and you want to succeed, give yourself enough time and don’t quit; you’ll succeed.” Surprisingly, his goals don’t involve personal or team production numbers. He wants to change lives through real estate, whether it’s through a home sale or an investment portfolio. And while many in the industry find the culmination of the sale to be the most rewarding, Matt enjoys the challenge of winning people over and building rapport in those initial interactions, and seeing a transactional relationship blossom into a long-term partnership. To him, it’s all about cultivating someone’s trust after having planted the seeds—and then delivering the results.

Matt can’t see himself working for someone else. “I would be a horrible employee,” he says jokingly. He also doesn’t deny what a business coach once told him: that he is successful in spite of his own efforts to the contrary. He credits his operations manager, Ksenia Filchagina, for keeping him organized and the business running smoothly, and describes agent Craig Kirkner as an extremely hard worker who wears many hats. Matt says he couldn’t do what he does without his entire team, which frees up time to work on his podcast. It’s called All Roads Lead to Real Estate, and features guests knowledgeable on diverse subjects like life insurance, home warranties, the criminal justice system, and the changing landscape of real estate.

Matt met his wife Rebecca in a freshman dorm at college, and says they were friends for years, which he believes is a good foundation for a deeper relationship. They have three children: Charlie (8), Henry (5) and June (3). Matt learned an important lesson early and now makes sure he's never on the phone when he walks in the door, as the kids are young enough to still run to him for hugs. As for hobbies, Matt doesn't have much time away from work and activities with the kids, but that's fine with him. "I'm basically a kid," he says, confessing that he enjoys spending time in arcades and at the bowling alley.

Success Through Others

Matt admits he's a sucker for a hard luck story, and that plays into his desire to help people. "What I want is to help mentor and teach and grow others," he says. For the next chapter of his life, Matt wants to develop himself in order to build something bigger than his personal performance. He calls it "success through others" and hopes to find a handful of people he can pour into and replicate what worked for him. You might say he's looking for a few good men—or women—to help fulfill his dream. "That, to me, is more important than just selling houses," Matt explains. "That's actually a legacy, because then you change their lives and potentially their family's lives."

“

I've finally figured out

what my priorities are.

I don't want my kids to

not know who I am.



Matt, his wife Rebecca and their children Charles, Henry and June

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RANK	NAME	OFFICE	SALES	TOTAL
1	Adam M Shpritz	Ashland Auction Group LLC	625.5	\$31,761,440
2	Kathleen Cassidy	DRH Realty Capital, LLC.	446	\$233,257,262
3	Tineshia R. Johnson	NVR Services, Inc.	379.5	\$201,200,057
4	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	228	\$112,462,098
5	Lee M Shpritz	Ashland Auction Group LLC	215.5	\$11,544,930
6	Joseph A Petrone	Monument Sotheby's International Realty	190	\$126,144,616
7	Robert J Lucido	Keller Williams Lucido Agency	152	\$112,182,807
8	Lois Margaret Alberti	Alberti Realty, LLC	133	\$39,576,700
9	Nickolaus B Waldner	Keller Williams Realty Centre	116	\$53,729,712
10	Shawn M Evans	Monument Sotheby's International Realty	114	\$87,749,696
11	Gina M Gargeu	Century 21 Downtown	110	\$18,892,602
12	Tracy M Jennings	DRH Realty Capital, LLC.	93.5	\$51,079,305
13	Daniel McGhee	Homeowners Real Estate	92	\$37,886,111
14	Jeremy Michael McDonough	Mr. Lister Realty	89	\$38,355,735
15	Lee R. Tessier	EXP Realty, LLC	88	\$38,471,678
16	Gina L White	Lofgren-Sargent Real Estate	83	\$38,405,320

RANK	NAME	OFFICE	SALES	TOTAL
17	Matthew D Rhine	Keller Williams Legacy	82.5	\$35,290,137
18	Creig E Northrop III	Northrop Realty	80	\$70,897,489
19	Daniel B Register IV	Northrop Realty	77	\$19,543,850
20	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	75.5	\$29,322,880
21	Charlotte Savoy	Keller Williams Integrity	74.5	\$36,867,500
22	David Orso	Berkshire Hathaway HomeServices PenFed Realty	71.5	\$71,206,625
23	Bob Simon	Long & Foster Real Estate, Inc.	65	\$7,242,245
24	Un H McAdory	Realty 1 Maryland, LLC	60	\$35,743,330
25	Jeannette A Westcott	Keller Williams Realty Centre	59	\$31,938,905
26	James T Weiskerger	Next Step Realty	59	\$32,381,912
27	Laura M Snyder	American Premier Realty, LLC	57.5	\$27,958,980
28	Gavriel Khoshkheraman	Pickwick Realty	56.5	\$11,144,730
29	Bradley R Kappel	TTR Sotheby's International Realty	55.5	\$128,977,481
30	Sunna Ahmad	Cummings & Co. Realtors	53	\$39,123,863
31	Yevgeny Drubetskoy	EXP Realty, LLC	52.5	\$19,125,750
32	Larry E Cooper	Alex Cooper Auctioneers, Inc.	51.5	\$9,535,475
33	Michael J Schiff	EXP Realty, LLC	48.5	\$20,653,385
34	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	48.5	\$18,201,540
35	Tracy J. Lucido	Keller Williams Lucido Agency	48.5	\$38,351,543
36	Daniel M Billig	A.J. Billig & Company	48	\$10,175,150
37	Jeremy S Walsh	Coldwell Banker Realty	48	\$24,447,725
38	STEPHEN PIPICH Jr.	VYBE Realty	48	\$13,798,600
39	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	47.5	\$14,202,975
40	Jonathan Scheffenacker	Redfin Corp	47.5	\$22,645,918
41	Raj Singh Sidhu	Your Realty Inc.	47	\$13,454,961
42	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	45	\$11,500,177
43	Gregory A Cullison Jr.	EXP Realty, LLC	44	\$14,117,745
44	Kim Barton	Keller Williams Legacy	44	\$19,471,501
45	Kimberly A Lally	EXP Realty, LLC	44	\$18,707,890
46	Daniel Borowy	Redfin Corp	43	\$29,063,800
47	Mitchell J Toland Jr.	Redfin Corp	43	\$17,997,750
48	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	43	\$18,879,900
49	Timothy Langhauser	Compass Home Group, LLC	43	\$18,690,680
50	Bryan G Schafer	Next Step Realty	43	\$21,672,068

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Aug. 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	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	42	\$6,468,515
52	Charles N Billig	A.J. Billig & Company	42	\$8,128,238
53	Pamela A Terry	EXP Realty, LLC	42	\$5,451,498
54	Michael Soper	Next Step Realty	41.5	\$15,190,800
55	Adam Chubbuck	Douglas Realty, LLC	41	\$16,976,075
56	Mark D Simone	Keller Williams Legacy	40.5	\$17,366,920
57	Francis R Mudd III	Schwartz Realty, Inc.	40	\$20,301,799
58	Kelly Schuit	Next Step Realty	40	\$20,096,055
59	Veronica A Sniscak	Compass	40	\$21,623,726
60	Ira Klein	Pickwick Realty	40	\$5,452,400
61	Tom Atwood	Keller Williams Legacy	39.5	\$15,943,114
62	Liz A. Ancel	Cummings & Co. Realtors	39	\$15,260,950
63	Bill Franklin	Long & Foster Real Estate, Inc.	39	\$19,146,238
64	Tiffany S Domneys	ExecuHome Realty	39	\$7,616,695
65	Anthony M Friedman	Northrop Realty	38.5	\$32,684,848
66	Brian M Pakulla	RE/MAX Advantage Realty	38.5	\$24,411,066
67	Peter J Klebenow	RE/MAX Advantage Realty	38.5	\$6,281,281
68	Sandra E Echenique	Keller Williams Gateway LLC	38	\$8,344,400
69	Enoch P Moon	Realty 1 Maryland, LLC	38	\$20,382,880
70	Jessica DuLaney (Nonn)	Next Step Realty	38	\$18,235,850
71	Jessica L Young-Stewart	RE/MAX Executive	38	\$17,634,290
72	Tony Migliaccio	Long & Foster Real Estate, Inc.	38	\$16,912,490
73	Louis Chirgott	Real Broker, LLC	37.5	\$18,784,637
74	Brian D Saver	Long & Foster Real Estate, Inc.	37	\$41,217,030
75	Brendan Butler	Cummings & Co. Realtors	37	\$16,294,150
76	Nancy A Hulsman	Coldwell Banker Realty	37	\$17,941,910
77	Deepak Nathani	EXP Realty, LLC	37	\$20,355,440
78	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	36.5	\$18,425,136
79	Phillippe Gerdes	Real Broker, LLC - Annapolis	36.5	\$18,552,780
80	Vincent M Caropreso	Keller Williams Flagship of Maryland	36.5	\$16,855,328
81	Robert A Commodari	EXP Realty, LLC	36	\$12,068,610
82	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	36	\$27,561,511
83	William C Featherstone	Featherstone & Co.,LLC.	36	\$9,373,400
84	Melissa Menning	Alberti Realty, LLC	36	\$7,251,000

RANK	NAME	OFFICE	SALES	TOTAL
85	Mary C Gattton	Redfin Corp	36	\$19,059,500
86	Christopher W Palazzi	Cummings & Co. Realtors	36	\$8,036,584
87	Susan Shterengarts	Long & Foster Real Estate, Inc.	36	\$9,832,700
88	Bob A Mikelskas	Rosario Realty	35.5	\$14,323,295
89	Wendy Slaughter	VYBE Realty	35	\$23,050,750
90	Jenn Schneider	Neighborhood Assistance Corporation of America	35	\$11,416,900
91	Brian I Leibowitz	Maryland Realty Company	35	\$10,232,943
92	Missy A Aldave	Northrop Realty	35	\$21,370,750
93	Colleen M Smith	Long & Foster Real Estate, Inc.	35	\$30,214,960
94	Allen J Stanton	RE/MAX Executive	34.5	\$15,793,700
95	Diana Pham	EXP Realty, LLC	34.5	\$7,489,875
96	Montaz Maurice McCray	Keller Williams Realty Centre	34	\$12,054,498
97	Krissy Doherty	Northrop Realty	34	\$14,083,340
98	Julia H. Neal	Next Step Realty	34	\$14,948,100
99	Vincent J. Steo	Your Home Sold Guaranteed Realty	34	\$12,436,940
100	Mark Richa	Cummings & Co. Realtors	34	\$14,117,470

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Aug. 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	Robert D Kaetzel	Real Estate Professionals, Inc.	34	\$8,898,334
102	James F Ferguson	EXIT Preferred Realty, LLC	33.5	\$11,881,625
103	Tyler Ell	Keller Williams Realty Centre	33.5	\$15,738,704
104	Leslie Ikle	Redfin Corp	33	\$20,626,280
105	Keiry Martinez	ExecuHome Realty	32.5	\$7,508,295
106	cory andrew willems	Keller Williams Gateway LLC	32	\$9,551,800
107	Andrew Johns III	Keller Williams Gateway LLC	32	\$12,268,470
108	David Marc Niedzialkowski	Redfin Corp	32	\$13,441,991
109	Jessica N Sauls	VYBE Realty	31.5	\$14,368,060
110	Kathy A Banaszewski	Real Estate Professionals, Inc.	31.5	\$8,687,058
111	Igor Maltsev	Keller Williams Legacy	31	\$10,453,180
112	Dariusz Bogacki	Cummings & Co. Realtors	31	\$9,016,800
113	Donald L Beecher	Redfin Corp	31	\$13,000,860
114	Ronald W. Howard	RE/MAX Advantage Realty	31	\$13,258,200
115	Bob Kimball	Redfin Corp	31	\$11,056,999
116	Tracy Vasquez	Redfin Corp	31	\$14,454,260

RANK	NAME	OFFICE	SALES	TOTAL
117	Prabin Bhandari	Keller Williams Gateway LLC	31	\$13,040,400
118	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	31	\$7,018,900
119	Barbara A Ayd	Cummings & Co. Realtors	31	\$6,231,900
120	Edward S Treadwell	VYBE Realty	31	\$14,536,200
121	Jared T Block	Alex Cooper Auctioneers, Inc.	30.5	\$8,124,635
122	Jennifer A Bayne	Long & Foster Real Estate, Inc.	30.5	\$11,035,597
123	Kate A Barnhart	Keller Williams Gateway LLC	30	\$8,819,900
124	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	30	\$13,674,605
125	Aimee C O'Neill	O'Neill Enterprises Realty	30	\$12,990,879
126	Nicholas W Bogardus	Compass	30	\$12,587,350
127	Nancy Gowan	Engel & Volkers Annapolis	30	\$16,636,680
128	Kyriacos P. Papaleonti	Academy Realty Inc.	30	\$15,041,146
129	Sharon Y Daugherty	Keller Williams Select Realtors	30	\$16,588,800
130	Julie Singer	Northrop Realty	30	\$22,285,590
131	Dimitrios Lynch	ExecuHome Realty	30	\$5,916,986
132	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	30	\$26,073,746
133	Sarah E Garza	Keller Williams Flagship of Maryland	29.5	\$17,645,390
134	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	29.5	\$10,637,197
135	Sergey A taksis	Long & Foster Real Estate, Inc.	29.5	\$14,867,500
136	Michael Green	Witz Realty, LLC	29	\$9,745,348
137	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	29	\$7,765,450
138	Timothy Lee Joseph Dominick	Coldwell Banker Realty	29	\$6,200,716
139	Gabriel M Dutton	Keller Williams Gateway LLC	29	\$11,481,740
140	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	29	\$9,622,600
141	Shannon Smith	Next Step Realty	29	\$12,674,150
142	Jessica H Dailey	Compass	29	\$13,556,000
143	Michael Myslinski	Next Step Realty	28.5	\$14,631,950
144	Raymond S Werking	CENTURY 21 New Millennium	28.5	\$11,119,049
145	Carol Snyder	Monument Sotheby's International Realty	28.5	\$30,187,778
146	Benjamin J Garner	Real Broker, LLC	28	\$13,375,800
147	Barry J Nabozny	RE/MAX Premier Associates	28	\$11,643,300
148	Dassi Lazar	Lazar Real Estate	28	\$9,216,200
149	Ashton L Drummond	Cummings & Co. Realtors	28	\$13,638,247
150	Elisheva Ashman	Pickwick Realty	27.5	\$13,693,000

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Aug. 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	Kathleen Cassidy	DRH Realty Capital, LLC.	446	\$233,257,262
2	Tineshia R. Johnson	NVR Services, Inc.	379.5	\$201,200,057
3	Bradley R Kappel	TTR Sotheby's International Realty	55.5	\$128,977,481
4	Joseph A Petrone	Monument Sotheby's International Realty	190	\$126,144,616
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	228	\$112,462,098
6	Robert J Lucido	Keller Williams Lucido Agency	152	\$112,182,807
7	Shawn M Evans	Monument Sotheby's International Realty	114	\$87,749,696
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	71.5	\$71,206,625
9	Creig E Northrop III	Northrop Realty	80	\$70,897,489
10	Nickolaus B Waldner	Keller Williams Realty Centre	116	\$53,729,712
11	Tracy M Jennings	DRH Realty Capital, LLC.	93.5	\$51,079,305
12	Heidi S Krauss	Krauss Real Property Brokerage	25	\$41,973,997
13	Brian D Saver	Long & Foster Real Estate, Inc.	37	\$41,217,030
14	Lois Margaret Alberti	Alberti Realty, LLC	133	\$39,576,700
15	Sunna Ahmad	Cummings & Co. Realtors	53	\$39,123,863
16	Lee R. Tessier	EXP Realty, LLC	88	\$38,471,678
17	Gina L White	Lofgren-Sargent Real Estate	83	\$38,405,320
18	Jeremy Michael McDonough	Mr. Lister Realty	89	\$38,355,735
19	Tracy J. Lucido	Keller Williams Lucido Agency	48.5	\$38,351,543
20	Daniel McGhee	Homeowners Real Estate	92	\$37,886,111
21	Charlotte Savoy	Keller Williams Integrity	74.5	\$36,867,500
22	Un H McAdory	Realty 1 Maryland, LLC	60	\$35,743,330
23	Matthew D Rhine	Keller Williams Legacy	82.5	\$35,290,137
24	Georgeann A Berkinshaw	Coldwell Banker Realty	11	\$34,456,200
25	Anthony M Friedman	Northrop Realty	38.5	\$32,684,848
26	James T Weiskerger	Next Step Realty	59	\$32,381,912
27	Jeannette A Westcott	Keller Williams Realty Centre	59	\$31,938,905
28	Adam M Shpritz	Ashland Auction Group LLC	625.5	\$31,761,440
29	Colleen M Smith	Long & Foster Real Estate, Inc.	35	\$30,214,960
30	Carol Snyder	Monument Sotheby's International Realty	28.5	\$30,187,778
31	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	75.5	\$29,322,880
32	Daniel Borowy	Redfin Corp	43	\$29,063,800
33	Laura M Snyder	American Premier Realty, LLC	57.5	\$27,958,980
34	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	36	\$27,561,511

RANK	NAME	OFFICE	SALES	TOTAL
35	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	24.5	\$27,553,610
36	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	30	\$26,073,746
37	Jeremy S Walsh	Coldwell Banker Realty	48	\$24,447,725
38	Brian M Pakulla	RE/MAX Advantage Realty	38.5	\$24,411,066
39	Shun Lu	Keller Williams Realty Centre	23	\$23,154,160
40	Wendy Slaughter	VYBE Realty	35	\$23,050,750
41	Charlie Hatter	Monument Sotheby's International Realty	18.5	\$22,994,500
42	Jonathan Scheffenacker	Redfin Corp	47.5	\$22,645,918
43	Ricky Cantore III	RE/MAX Advantage Realty	25.5	\$22,377,250
44	Julie Singer	Northrop Realty	30	\$22,285,590
45	Bryan G Schafer	Next Step Realty	43	\$21,672,068
46	Veronica A Sniscak	Compass	40	\$21,623,726
47	Missy A Aldave	Northrop Realty	35	\$21,370,750
48	Michael J Schiff	EXP Realty, LLC	48.5	\$20,653,385
49	Leslie Ikle	Redfin Corp	33	\$20,626,280
50	Kristi C Neidhardt	Northrop Realty	23.5	\$20,412,500

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Every home we inspect is guaranteed to be termite-free for 90 days. If you have termites within 90 days of your inspection, we will pay for your first treatment.

TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Aug. 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	Enoch P Moon	Realty 1 Maryland, LLC	38	\$20,382,880
52	Deepak Nathani	EXP Realty, LLC	37	\$20,355,440
53	Francis R Mudd III	Schwartz Realty, Inc.	40	\$20,301,799
54	Sarah E Kanne	Gibson Island Real Estate INC	5	\$20,132,500
55	Kelly Schuit	Next Step Realty	40	\$20,096,055
56	Betty P Batty	Compass	17.5	\$19,602,865
57	Daniel B Register IV	Northrop Realty	77	\$19,543,850
58	Kim Barton	Keller Williams Legacy	44	\$19,471,501
59	Elizabeth C Dooner	Coldwell Banker Realty	17	\$19,450,875
60	Robert A Kinnear	RE/MAX Advantage Realty	23	\$19,298,000
61	Bill Franklin	Long & Foster Real Estate, Inc.	39	\$19,146,238
62	Yevgeny Drubetskoy	EXP Realty, LLC	52.5	\$19,125,750
63	Mary C Gatton	Redfin Corp	36	\$19,059,500
64	Gina M Gargeu	Century 21 Downtown	110	\$18,892,602
65	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	43	\$18,879,900
66	Louis Chirgott	Real Broker, LLC	37.5	\$18,784,637

RANK	NAME	OFFICE	SALES	TOTAL
67	Kimberly A Lally	EXP Realty, LLC	44	\$18,707,890
68	Timothy Langhauser	Compass Home Group, LLC	43	\$18,690,680
69	Phillippe Gerdes	Real Broker, LLC - Annapolis	36.5	\$18,552,780
70	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	22	\$18,459,635
71	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	36.5	\$18,425,136
72	Jessica DuLaney (Nonn)	Next Step Realty	38	\$18,235,850
73	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	48.5	\$18,201,540
74	Mitchell J Toland Jr.	Redfin Corp	43	\$17,997,750
75	Nancy A Hulsman	Coldwell Banker Realty	37	\$17,941,910
76	Jennifer Holden	Compass	22.5	\$17,808,330
77	Sarah E Garza	Keller Williams Flagship of Maryland	29.5	\$17,645,390
78	Jessica L Young-Stewart	RE/MAX Executive	38	\$17,634,290
79	Jennifer Schaub	Long & Foster Real Estate, Inc.	27	\$17,559,500
80	Sarah Greenlee Morse	TTR Sotheby's International Realty	14	\$17,426,250
81	Travis O Gray	Engel & Volkers Annapolis	11.5	\$17,411,113
82	Mark D Simone	Keller Williams Legacy	40.5	\$17,366,920
83	Wendy T Oliver	Coldwell Banker Realty	23	\$17,271,490
84	Matthew P Wyble	Next Step Realty	26	\$17,204,897
85	Catherine Barthelme Miller	AB & Co Realtors, Inc.	23	\$17,182,400
86	Adam Chubbuck	Douglas Realty, LLC	41	\$16,976,075
87	Tony Migliaccio	Long & Foster Real Estate, Inc.	38	\$16,912,490
88	Vincent M Caropreso	Keller Williams Flagship of Maryland	36.5	\$16,855,328
89	Reid Buckley	Long & Foster Real Estate, Inc.	16	\$16,842,000
90	June M Steinweg	Long & Foster Real Estate, Inc.	18	\$16,720,999
91	Nancy Gowan	Engel & Volkers Annapolis	30	\$16,636,680
92	Sharon Y Daugherty	Keller Williams Select Realtors	30	\$16,588,800
93	Brendan Butler	Cummings & Co. Realtors	37	\$16,294,150
94	Tom Atwood	Keller Williams Legacy	39.5	\$15,943,114
95	Allen J Stanton	RE/MAX Executive	34.5	\$15,793,700
96	Tyler Ell	Keller Williams Realty Centre	33.5	\$15,738,704
97	Jason W Perlow	Monument Sotheby's International Realty	26	\$15,562,160
98	Lisa E Kittleman	Keller Williams Integrity	25	\$15,558,992
99	James M. Baldwin	Compass	24	\$15,468,020
100	Ashley B Richardson	Monument Sotheby's International Realty	24	\$15,461,000

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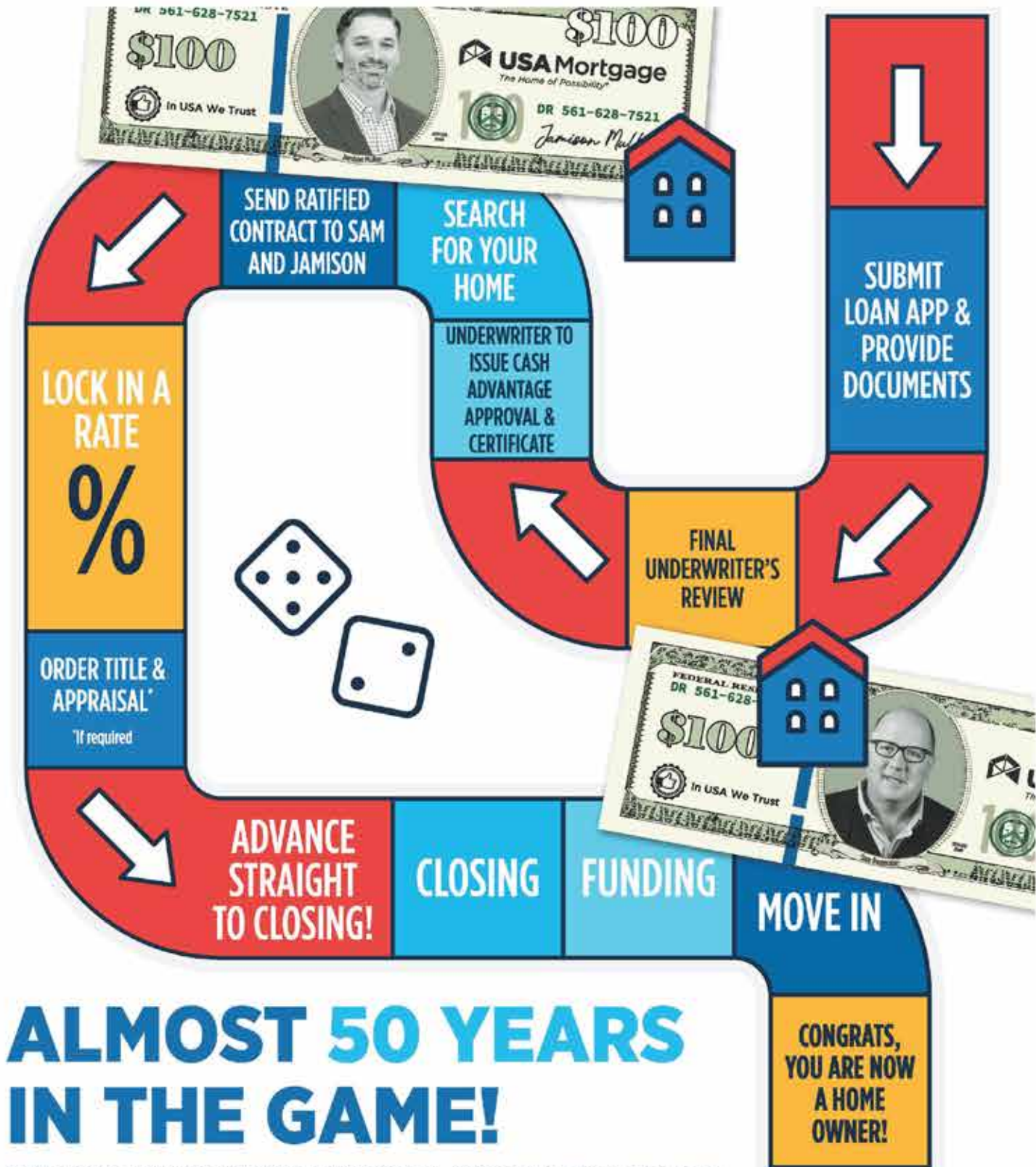


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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Aug. 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	Jennifer A Klarman	Long & Foster Real Estate, Inc.	22	\$15,434,193
102	Liz A. Ancel	Cummings & Co. Realtors	39	\$15,260,950
103	Kevin W Stodd	Long & Foster Real Estate, Inc.	14	\$15,255,250
104	Michael Soper	Next Step Realty	41.5	\$15,190,800
105	Kyriacos P. Papaleonti	Academy Realty Inc.	30	\$15,041,146
106	VENKATESWARA RAO GURRAM	Samson Properties	24	\$15,040,680
107	Jean Berkinshaw Dixon	Coldwell Banker Realty	6	\$15,002,500
108	Erica K Baker	TTR Sotheby's International Realty	22	\$14,982,500
109	Gary R Ahrens	Keller Williams Realty Centre	26	\$14,958,871
110	Julia H. Neal	Next Step Realty	34	\$14,948,100
111	Blair Kennedy	Keller Williams Realty Centre	25	\$14,921,196
112	Din A Khaled	Keller Williams Integrity	24	\$14,908,600
113	Sergey A taksis	Long & Foster Real Estate, Inc.	29.5	\$14,867,500
114	Melissa L Murray	Compass	20.5	\$14,743,900
115	Michael Myslinski	Next Step Realty	28.5	\$14,631,950
116	Donna J Yocum	Keller Williams Realty Centre	22	\$14,569,405
117	Carla H Viviano	Viviano Realty	25	\$14,556,500
118	Edward S Treadwell	VYBE Realty	31	\$14,536,200
119	Tracy Vasquez	Redfin Corp	31	\$14,454,260
120	Jason P Donovan	RE/MAX Leading Edge	21	\$14,405,250
121	Jessica N Sauls	VYBE Realty	31.5	\$14,368,060
122	Bob A Mikelskas	Rosario Realty	35.5	\$14,323,295
123	Kathryn Liscinsky	Compass	14	\$14,206,500
124	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	47.5	\$14,202,975
125	Carlos A Espinoza	Jason Mitchell Group	27.5	\$14,200,400
126	Lisa Alatis-Hapney	Samson Properties	17.5	\$14,161,069
127	Gregory A Cullison Jr.	EXP Realty, LLC	44	\$14,117,745
128	Mark Richa	Cummings & Co. Realtors	34	\$14,117,470
129	Arianit Musliu	Redfin Corp	24	\$14,099,000
130	Krissy Doherty	Northrop Realty	34	\$14,083,340
131	AMELIA E SMITH	Redfin Corp	27	\$13,999,000
132	F. Aidan Surlis Jr.	RE/MAX Leading Edge	25.5	\$13,958,250
133	Nicki Palermo	RE/MAX One	23	\$13,889,630
134	Trent C Gladstone	Keller Williams Integrity	24.5	\$13,810,745

RANK	NAME	OFFICE	SALES	TOTAL
135	STEPHEN PIPICH Jr.	VYBE Realty	48	\$13,798,600
136	Marina Yousefian	Long & Foster Real Estate, Inc.	23	\$13,711,758
137	Elisheva Ashman	Pickwick Realty	27.5	\$13,693,000
138	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	30	\$13,674,605
139	Julie Dinko	Douglas Realty, LLC	18.5	\$13,656,469
140	Ashton L Drummond	Cummings & Co. Realtors	28	\$13,638,247
141	Jessica H Dailey	Compass	29	\$13,556,000
142	Nataliya Lutsiv	RE/MAX Executive	23	\$13,492,520
143	Anne L Henslee	Cummings & Co. Realtors	16	\$13,474,700
144	Raj Singh Sidhu	Your Realty Inc.	47	\$13,454,961
145	David Marc Niedzialkowski	Redfin Corp	32	\$13,441,991
146	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	14	\$13,430,000
147	Benjamin J Garner	Real Broker, LLC	28	\$13,375,800
148	Jonathan E. Rundlett	Toll MD Realty, LLC	7	\$13,336,950
149	Steve Allnutt	RE/MAX Advantage Realty	19.5	\$13,265,750
150	Ronald W. Howard	RE/MAX Advantage Realty	31	\$13,258,200

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jennifer.wehner I went home to my husband yesterday and said that in my 17 years in real estate, it was the most productive day I've EVER had 🙌

The last two days have been spent with Jenn Schiff from Manifest Consulting, and our minds are BLOWN 🤯 Yesterday, she went through business planning and refining with our team and to say my brain is going a million miles an hour after the last 48 hours is an understatement! 🙌

I'm so excited to begin our business plan that is SO achievable and easy to execute. Building a business is a journey, but its people like Jen Schiff that make it worth it!

Danny Cohen
Jennifer Lang Schiff You do an amazing job and not just coach but add real actual resources that I can utilize to help make it easy for me to take my business to the next level. Thank you for all the support. I am grateful to be in business with you.

3h Love Reply



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