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Lanayscha Echevarria, Esq.
 Managing Attorney



By Jilleien Franquelli

the journey of Success

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



COASTAL REAL PRODUCERS 2024 EVENTS CALENDAR

Thursday, November 14

5:30 p.m. - 9 p.m.

1st Anniversary Party
Vista Rooftop

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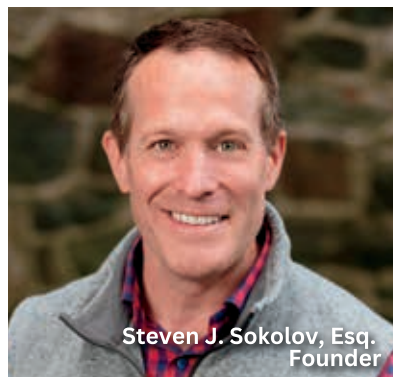
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Brigit Taylor

Downhill From Here: A Competitive, Giving Spirit

Brigit Taylor has a history of serving others and helping them find success. As the Director of Expansion and active agent for the Griffin Higgins Team, she thrives in her roles as both leader and educator. She strives to “see the potential in people and help them realize that potential.”

Growing up in Baltimore, MD, Brigit's competitive nature was fostered through her pursuit of winter sports. She began skiing when she was just three years old and started racing competitively when she was ten, at Ski Liberty, PA.

When Brigit was 13, it became apparent that her talent on skis matched her desire, and her commitment to ski racing grew. She traveled to the mountains of New Zealand, to train with the NZ national ski team, and camps in Mt Hood and Hintertux, Austria. She then joined a ski academy in Vermont, ultimately landing at the Ski Racers' mecca, *Green Mountain Valley School (GMVS)* in New England for her senior year.

“My parents felt like that would give me the best ski racing and academic environment.” Brigit graduated from GMVS and was promptly recruited to race for the University of Nevada, Reno where she quickly became nationally ranked.

With both of her parents in real estate, when she turned 18, she was persuaded to get her license. Within a few months



she had to admit, “Skiing was still calling and she jokingly says, she was not ready for a “real” job.”

It was after her sophomore year of college though that Brigit finally decided to hang up her racing skis. She transferred to American University in Washington, D.C., graduating with a major in International Studies and a minor in Spanish.

However, Brigit's skiing itch wasn't over.

Fascinating ski teaching and resort management positions found her—opportunities that would take her around the world. She'd travel to and live in places like Chile and as far away as Australia, not to mention many of the most respected ski resorts in the United States such as the Vail Valley, Aspen, and Lake Tahoe.

Ski instructing was where Brigit found and developed her teaching spirit, and it opened many new and exciting possibilities.

One such opportunity was a unique program that enabled her to earn an MBA Degree from the University of Denver all while living and teaching in Vail/Beaver Creek, Colorado. At this ski school, Brigit discovered her Aussie partner, Dan Taylor, now her husband.

At 25 years old and after spending hundreds of days a year in ski boots for all those years, Brigit decided it was time to get back into real estate. She hasn't looked back since, and to date, the ex-professional skier has worn almost every hat there is in the real estate game. Two years ago, she decided to return to sales while also helping to lead the Griffin Higgins Team, which has 35 agents. Concurrently she is the Acting Operating Principal of Keller Williams offices at the Delaware beaches.

Clearly, Brigit is a woman of action. She says she has always told her two sons that if they want to be heard, they must have a seat at the table. So, for over 18 years she has served on numerous boards. “I've always strived hard to be that voice for agents, not only in my own company but also in our markets and our local areas. I like to listen to them and learn to help them in their business and profession.” Currently, she is the President of the Coastal Association of Realtors, Board Member of the Sussex County Association of Realtors Community Service Foundation, and Board Member of the Quiet Resorts Charitable Foundation.

With so much on her plate, it is a wonder how Brigit does it all. She explains that her weekly process for success starts with Sunday, her planning day. That's when she mentally prepares for the week ahead and checks in on her responsibilities and goals. But it is not only work and no play for Brigit. She enjoys putting on her running shoes for some much-needed balance, and she loves spending time at the beach. She and Dan live in West Ocean City and have two sons, Max and Anders. Of course, this couple still loves to hit the slopes when the snow begins to fly! That passion for the mountains has proven quite a gift and will happily last Brigit a lifetime.



“*I've always strived hard to be that voice for agents, not only in my own company but also in our markets and our local areas. I like to listen to them and learn to help them in their business and profession.*”

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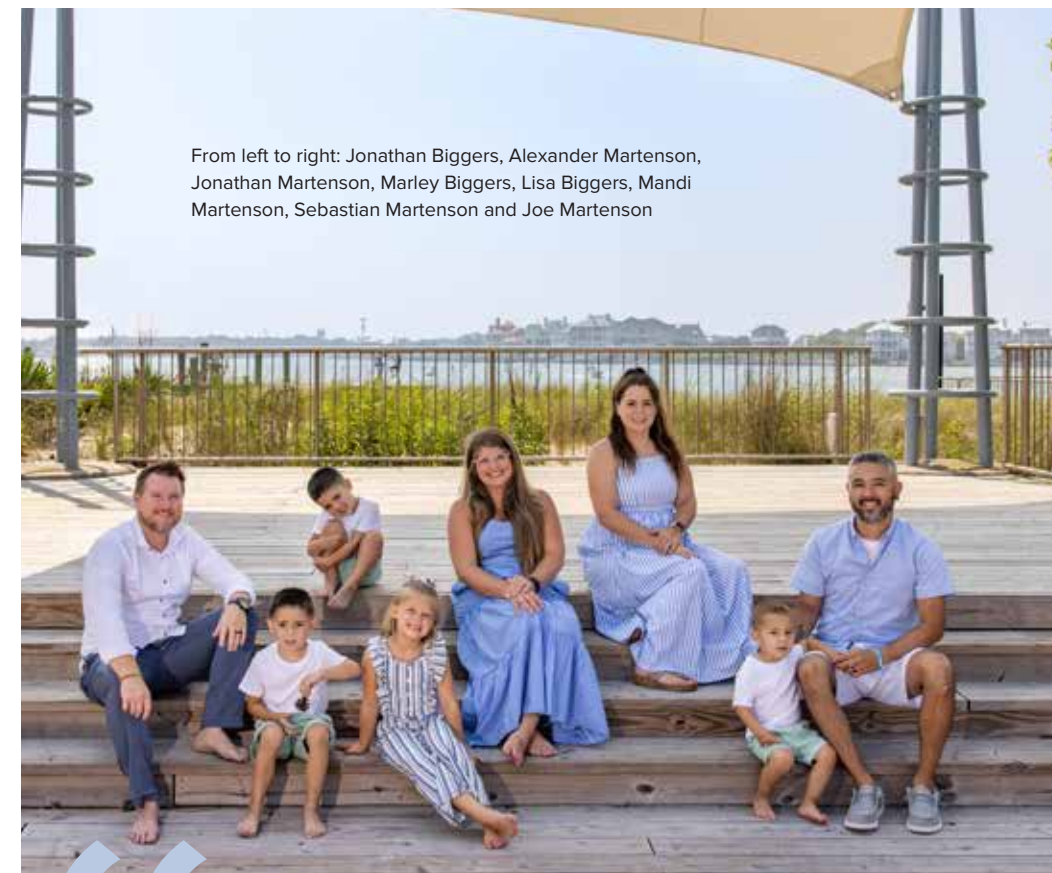
My call with Mandi Martenson and Lisa Biggers of Coastal Real Estate Support Services (C.R.E.S.S) left me wanting to send some work their way—they are that likable, inspiring, and passionate about what they do. Mandi, the founder and owner, started the company in 2022 after 5 years as a licensed admin for a Delmarva real estate team. One day she looked at her growing family (she and her husband Joe have three boys ages 6 and under), and felt it was time to leave the 9-to-5 job and start out on her own. Mandi loved the behind-the-scenes work of real estate, so she took her skills and experience and made those services available to agents and teams when they needed them. The same team she had been working for became her first clients.

Mandi started C.R.E.S.S with just herself and a runner, and in just 2 years she's built a solid team. She brought on a social media expert, transaction coordinator, licensed admin, and Lisa—her indispensable Director of Operations. The two met through friends and immediately connected, striking up a friendship that soon led to a working partnership. Lisa, who had previously managed a law firm, tackles a multitude of tasks—contracts, policies and procedures, efficiency improvement, marketing, and social media—and according to Mandi, she has become the face of the company. But the two are more than business partners. They consider each other sisters, their kids “fight like siblings,” and they practically finish each other’s sentences.

Mandi says she started the business to have more flexibility and time for her family, and she gives the same to her clients by taking things off their plate. Describing the company as “virtual but local,” Mandi says the team mostly works from home but can be there when needed, whether it’s to meet in person or run a sign and lock box to a property. Mandi loves the fact that she can help other people have that same balance she cultivates within the company. She emphasizes that clients can “pay us when you use us” instead of using a salaried admin. The company is also expanding into other areas—working with lenders, restaurants, even food trucks. Mandi describes their shared attitude: “We’re good at what we do. Let’s help everybody.”

“It just gets done.”

When I ask what services they provide, Mandi responds with “The better question is, what *don't* we do?” It seems no job is too big or too small, and they rarely



From left to right: Jonathan Biggers, Alexander Martenson, Jonathan Martenson, Marley Biggers, Lisa Biggers, Mandi Martenson, Sebastian Martenson and Joe Martenson



I'M TRYING TO CONTINUE TO GROW THIS BUSINESS AND HELP OUT AS MANY AGENTS AND TEAMS AS WE CAN.

turn anything down. Sometimes a client just wants to talk through an idea, have business cards printed, or have a sign made (Lisa knows the nuances of wording and fonts required by different states, a skill set that helps avoid regulatory fines). Mandi confirms they also do big jobs like event planning. “I have people,” she asserts, when I ask about the workload. “I have created this world where I have this great team behind me, where I can say, I need help.” Even last-minute requests can be handled, thanks to a phone tree that passes through the team until someone is able to take on a task. Most of the team consists of working parents, and Mandi impresses on them that there’s no shame in saying no when there are other commitments. But it seems there is always someone to pick up the torch. At the end of the day, Mandi says, “It just gets done.”

They were lucky to find each other—Mandi hails from Syracuse, NY, and Lisa moved from Dallas, TX in 2021. Neither has family in the area, so they have become each other’s family. When Lisa married her husband Jonathan, Mandi was the officiant. Lisa, who moved to Maryland to be near her 18-year-old stepdaughter, Madison Biggers (not pictured), also has a 6-year-old daughter who plays with Mandi’s boys. They are devoted to their families, but at the same time consider the company their “baby.” Mandi jokes, “Chaos is my life,” adding that between her kids and the agents she supports, she feels like she’s a mother of 35. But she shows no signs of slowing down. “I’m trying to continue to grow this business and help out as many agents and teams as we can.” As partnerships go, this one definitely seems to work. One can’t help but wish these two all the success in the world.



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►► culinary corner
By Jilleien Franquelli

VISTA

ROOFTOP RESTAURANT

Imagine sipping a perfectly crafted cocktail as you watch the sun dip below the horizon, painting the sky in hues of orange and pink, all from the tallest rooftop in Ocean City. This is the enchanting experience awaiting you at Vista Rooftop Restaurant, perched atop the Fenwick Inn. With its stunning views and a vibe reminiscent of South Beach meets European elegance, Vista promises a culinary adventure that transcends the ordinary.

At the helm of Vista are best friends Miro Ecimovic and Charles “Chaz” Galliher, whose journey began behind the bar at 99 Sea Level. Their friendship blossomed over a shared passion for hospitality, leading them to expand their horizons and team up with Dick “Dickey” Heidenberger, a seasoned industry veteran with an impressive 40 years of experience. Miro shares how much Dickey has impacted both his and Chaz’s lives and how grateful they are. Their diverse backgrounds add a unique touch to the vibrant ambiance of Vista.



As the tallest restaurant in the area, it offers breathtaking views of both the ocean and bay that elevate the dining experience. The décor strikes a balance between chic and cozy, inviting patrons to dress up for an evening of sophistication.

The “good vibes only” theme resonates throughout the space, supported by friendly and attentive staff who ensure your experience is nothing short of exceptional.



Miro Ecimovic, Dick Heidenberger and Charles Galliher

Chef Robert “Robbie” Bedell, with over 20 years of local restaurant experience and a strong background in French cuisine, leads the culinary team, crafting a menu that delights the senses. His creativity shines through in every dish, where fresh, locally sourced ingredients meet innovative techniques. The menu is a testament to the collaboration between Chaz, the creative genius behind the cocktails, and Chef Robbie, ensuring that every plate and drink tells a story.

The accolades earned by Vista Rooftop Restaurant speak volumes about its commitment to excellence, having recently won the prestigious Best New Restaurant award in 2024 from OceanCity.com. Miro expresses immense gratitude for the recognition, attributing the success to the hard work and dedication of the entire team. This award is not just a feather in their cap; it symbolizes the passion they pour into creating Vista.

Open seven days a week, Vista is also an ideal venue for special events, including weddings and corporate gatherings. Vista is a *Coastal Real Producers* community favorite, as we hosted our Launch party there last year, and will host our first Anniversary party there on November 14, 2024. Speaking of...do you have your tickets yet? Don't miss it!

Vista Rooftop Restaurant is not merely a place to dine; it's a destination where culinary artistry meets breathtaking views. Whether you're enjoying a romantic evening, celebrating with friends, or hosting a party Vista promises you an elevated experience.

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GARY DESCH

▶ cover story



DESCH

By Lauren Stevens
Inside photos by Atlantic Exposure and Cary Tucker
Cover Photo by Cary Tucker

A PASSION FOR PEOPLE

GARY DESCH BOASTS NEARLY 20 YEARS OF EXPERIENCE IN REAL ESTATE. BASED IN LEWES AND LICENSED IN MARYLAND AND DELAWARE, HE SELLS NEW HOMES AND RESALES IN AND AROUND SUSSEX COUNTY. THE SAME THING THAT DREW HIM TO THE INDUSTRY HAS DRIVEN HIS TWO DECADES OF SUCCESS: HIS PASSION FOR PEOPLE.

Gary started his career in healthcare but, in the early 2000s, his personal path led him to his true calling. “I was in the process of building a home, and thought, ‘I want to do this. I want to find that home for someone.’... I’ve always loved homes [and] I’m a people person.” He got licensed and, in 2005, started his career selling new homes with NV Homes in Baltimore. He says their training laid a strong foundation for his career and gave him a “great start” in the industry.

In 2009, his personal journey once again influenced his career path when Gary’s parents enlisted his help in finding their retirement home in Delaware. “I sent them to NV Homes because I worked [there]. But they came across a local builder called Schell Brothers...I [had] never heard of...So, I went to check it out...I was going through the home with [my parents]...talking about the construction, things like that. Long story short, Schell Brothers heard me and...they wanted me to work for them.” Gary wasn’t ready to move to Delaware at the time, but when they made another offer six months later he relocated to take over the Peninsula community in Millsboro. After a decade with Schell Brothers, Gary left on good terms to realize a lifelong dream of opening a restaurant with his brother and leveraged the opportunity to gain more experience in resale. Today, he focuses on both new homes and resales. In 2021, he joined Northrop Realty where he has ranked in the company’s top 20 for the past three years.

The value Gary places on relationships has remained constant and is at the heart of his approach to clients. “I’m not a ‘salesperson.’ I love selling homes and helping people and gaining relationships. I am just that friend who happens to sell homes and who happens to love it. I think that’s the thing; if you’re open and honest and upfront, things are going to work out a lot better.” Gary says it’s also key to navigating some of the toughest challenges with clients. “I’ve had to take my realtor cap off and be that friend to my client. Sometimes you have clients that second-guess themselves on the right house, wondering if this is the right move. Sometimes you have each partner going in different directions of what they want, what their needs are, their goals, et cetera. Sometimes as a realtor, you need to help both partners compromise and be that mediator. This could be a stressful time in people’s lives, so it’s nice for a person to be that mediator and become that friend.”

The relationships Gary builds are also the key to his growth – he says the vast majority of his new business is referrals from past clients, many of whom are now personal friends. “The relationships I have gained [mean] a lot to me. Some people look at it as a good thing or as a bad thing, you have to keep business separate. But I have gained so many friends and so many relationships to this. It’s been a fun experience and I enjoy it. I mean, it’s a job. It’s stressful, you know, but in the long run, at the end of the day I love what I do, and I love the relationships that I’ve gained. And honestly, 99% of my business is referrals from my internal base that I’ve built.”



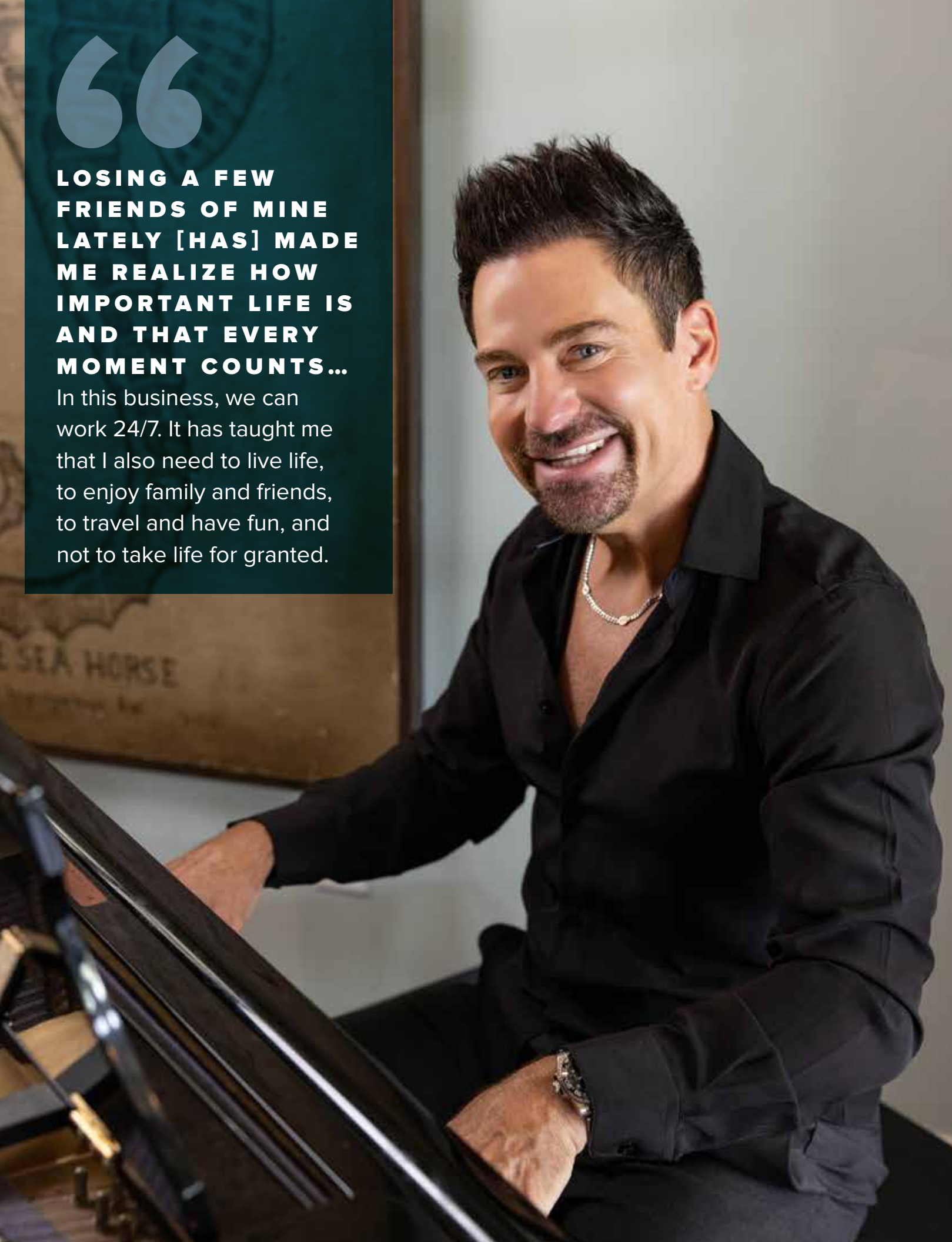
I’M NOT A ‘SALESPERSON.’

I love selling homes and helping people and gaining relationships. I am just that friend who happens to sell homes and who happens to love it.

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LOSING A FEW FRIENDS OF MINE LATELY [HAS] MADE ME REALIZE HOW IMPORTANT LIFE IS AND THAT EVERY MOMENT COUNTS...

In this business, we can work 24/7. It has taught me that I also need to live life, to enjoy family and friends, to travel and have fun, and not to take life for granted.



Gary is a hard worker and, like everyone in the industry, has faced the challenges of the ups and downs of real estate. But his biggest challenge, personal loss, has also helped him prioritize his life outside of work. “Losing a few friends of mine lately [has] made me realize how important life is and that every moment counts...In this business, we can work 24/7. It has taught me that I also need to live life, to enjoy family and friends, to travel and have fun, and not to take life for granted.”

So, what does Gary do outside of work? He loves hanging with friends and spending quality time with his family. He’s passionate about physical fitness and loves running and going to the gym. He’s a doting dog dad to his multi-poo Houston (named after Whitney). He loves to cook and is renowned

for his crabcakes. He’s also an accomplished and experienced vocal performer. “I’ve been singing all my life and have recorded music professionally in a studio in Baltimore. [When I was younger] I used to do concerts and travel. I was on the show *Next Big Star* [a subsidiary of *Star Search*] with Ed McMahon.” Today, Gary continues to record in the studio – something he says forces him to unplug from work. He has music on all the major platforms, from Pandora to Apple Music to Spotify.


Gary Desch is creative, witty, hardworking, and honest. He truly loves what he does – not just because of his successes, but because he is deeply invested in his clients as people. And, if you work with him, you’re not just getting an experienced REALTOR®, you’re likely to gain a new friend.

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	207.5	\$168,763,042
2	MICHAEL KENNEDY	Compass	78	\$55,366,481
3	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
4	PAUL TOWNSEND	Jack Lingo - Lewes	74.5	\$74,165,339
5	Dustin Oldfather	Compass	72.5	\$31,748,374
6	Pamela Price	RE/MAX Advantage Realty	70.5	\$21,316,598
7	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	65.5	\$33,111,397
8	Suzie Parker	Compass	59	\$27,839,613
9	Jaime Hurlock	Long & Foster Real Estate, Inc.	56.5	\$27,378,469
10	Erin S. Lee	Keller Williams Realty	56	\$11,071,816
11	Mary SCHROCK	Northrop Realty	53.5	\$27,774,447
12	Debbie Reed	RE/MAX Realty Group Rehoboth	48.5	\$28,674,970
13	Bethany A. Drew	Hileman Real Estate-Berlin	48.5	\$17,295,867
14	Russell G Griffin	Keller Williams Realty	47	\$18,282,150
15	LESLIE KOPP	Long & Foster Real Estate, Inc.	41	\$60,118,390
16	CARRIE LINGO	Jack Lingo - Lewes	40.5	\$48,710,170
17	Darron Whitehead	Whitehead Real Estate Exec.	40	\$14,465,790
18	Joseph Wilson	Coastal Life Realty Group LLC	38	\$19,348,424
19	Richard Barr	EXP Realty, LLC	38	\$10,763,250
20	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	37	\$12,517,465
21	Julie Gritton	Coldwell Banker Premier - Lewes	36	\$14,656,781
22	Nicole P. Callender	Keller Williams Realty Delmarva	34.5	\$18,576,073
23	Allison Stine	Northrop Realty	34	\$19,610,980
24	CHRISTINE MCCOY	Coldwell Banker Realty	34	\$22,839,450
25	Aubrey Campbell	Keller Williams Realty Delmarva	33.5	\$5,667,942
26	Grant K Fritschle	Keller Williams Realty Delmarva	33	\$19,231,520
27	Jaime Cortes	Coldwell Banker Realty	32.5	\$8,752,124
28	Ryan Haley	Atlantic Shores Sotheby's International Realty	32	\$17,530,100
29	SUZANNE MACNAB	RE/MAX Coastal	32	\$20,813,846
30	JAMES LATTANZI	Northrop Realty	32	\$15,713,800
31	Kevin E Decker	Coastal Life Realty Group LLC	31	\$15,851,300
32	LINDA BOVA	SEA BOVA ASSOCIATES INC.	30.5	\$4,413,980
33	Matthew Lunden	Keller Williams Realty	29.5	\$15,920,276
34	Meme ELLIS	Keller Williams Realty	29	\$9,067,699

RANK	NAME	OFFICE	SALES	TOTAL
35	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	29	\$9,784,950
36	William P Brown	Keller Williams Realty	29	\$8,706,800
37	Kristen Gebhart	Northrop Realty	28	\$12,063,520
38	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	27.5	\$17,351,928
39	Kimberly Lear Hamer	Monument Sotheby's International Realty	26	\$24,830,200
40	David M Willman	Coldwell Banker Realty	26	\$8,187,292
41	AMY J KELLENBERGER	Active Adults Realty	25	\$14,317,367
42	Frances Sterling	ERA Martin Associates	25	\$9,083,925
43	Deeley Chester	Coastal Life Realty Group LLC	25	\$11,778,900
44	Robert Payne	RE/MAX Advantage Realty	24.5	\$7,704,222
45	Brian K Barrows	Monument Sotheby's International Realty	24.5	\$17,317,558
46	Larry Linaweaver	Iron Valley Real Estate at The Beach	24	\$8,957,860
47	David L Whittington Jr.	Coastal Life Realty Group LLC	23	\$13,625,797
48	Erin Marie Baker	Keller Williams Realty	23	\$6,396,000
49	Demarcus L. Rush	Compass	23	\$9,881,616
50	Shawn Kotwica	Coldwell Banker Realty	23	\$10,340,690

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

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51	JAY SCHULMAN	Coldwell Banker Realty	23	\$6,254,680
52	Melanie Shoff	Coastal Life Realty Group LLC	23	\$10,793,150
53	Debra Hileman	Hileman Real Estate-Berlin	23	\$13,489,665
54	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	23	\$8,718,290
55	STACI WALLS	NextHome Tomorrow Realty	23	\$9,169,000
56	William Bjorkland	Coldwell Banker Realty	23	\$8,712,755
57	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	22.5	\$10,027,300
58	Ryan James McCoy	Coldwell Banker Realty	22	\$9,332,299
59	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	22	\$10,590,468
60	COURTNEY V BOULOUCON	Coldwell Banker Realty	22	\$17,260,176
61	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	22	\$9,761,500
62	Ann Buxbaum	Northrop Realty	22	\$12,123,500
63	Lauren W. Bunting	Keller Williams Realty Delmarva	22	\$11,055,510
64	Gary Michael Desch	Northrop Realty	22	\$14,868,572
65	Dale King	Vision Realty Group of Salisbury	22	\$6,020,712
66	Andrew Staton	Monument Sotheby's International Realty	21.5	\$12,776,979

RANK	NAME	OFFICE	SALES	TOTAL
67	Lee Johnson	Coldwell Banker Premier - Seaford	21	\$4,566,700
68	Tom Ruch	Northrop Realty	21	\$12,000,500
69	Clark M Edouard	Long & Foster Real Estate, Inc.	21	\$5,287,100
70	Harryson Domercant	Keller Williams Realty Delmarva	21	\$5,697,600
71	CHRISTINE TINGLE	Keller Williams Realty	21	\$20,521,850
72	Anthony Matrona	Resort Real Estate	21	\$5,786,400
73	Lisa Mathena	The Lisa Mathena Group, Inc.	21	\$7,753,850
74	Anna Spann	Coldwell Banker Realty	20.5	\$5,466,340
75	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	20.5	\$3,053,480
76	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	20.5	\$12,064,313
77	FRANCIS ESPARZA	Linda Vista Real Estate	20	\$6,240,099
78	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	20	\$9,607,520
79	Chris Jett	RE/MAX Advantage Realty	20	\$14,500,150
80	William R Brown	EXP Realty, LLC	20	\$5,455,690
81	Nicholas Bobenko	Coastal Life Realty Group LLC	20	\$10,331,500
82	Tim Arnett	ERA Martin Associates	19.5	\$4,993,575
83	Charlene L. Reaser	EXP Realty, LLC	19.5	\$6,116,019
84	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	19	\$9,133,220
85	DANIEL TAGLIANTI	Keller Williams Realty	19	\$10,217,500
86	Andy Whitescarver	RE/MAX Realty Group Rehoboth	19	\$8,211,880
87	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$11,595,845
88	Kelly Turner	Keller Williams Realty	19	\$7,417,400
89	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	19	\$13,381,276
90	Holly B. Worthington	Worthington Realty Group, LLC	19	\$7,838,211
91	Jamie Caine	Coldwell Banker Realty	18.5	\$10,589,750
92	Michael David Steinberg	Patterson-Schwartz-Rehoboth	18.5	\$9,011,248
93	Amanda Ellen Tingle	Coldwell Banker Realty	18.5	\$5,416,456
94	Barbara Lawrence	RE/MAX Advantage Realty	18	\$7,771,000
95	ROBIN PALUMBO THOMPSON	Northrop Realty	18	\$6,049,200
96	Tracy L. Zell	Long & Foster Real Estate, Inc.	18	\$10,231,388
97	Dustin Parker	The Parker Group	18	\$5,380,803
98	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	18	\$8,599,300
99	Tommy Burdett IV	RE/MAX Advantage Realty	18	\$4,768,500
100	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	18	\$12,843,500

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3	LESLIE KOPP	Long & Foster Real Estate, Inc.	41	\$60,118,390
4	MICHAEL KENNEDY	Compass	78	\$55,366,481
5	CARRIE LINGO	Jack Lingo - Lewes	40.5	\$48,710,170
6	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	65.5	\$33,111,397
7	Dustin Oldfather	Compass	72.5	\$31,748,374
8	Debbie Reed	RE/MAX Realty Group Rehoboth	48.5	\$28,674,970
9	Suzie Parker	Compass	59	\$27,839,613
10	SHAUN TULL	Jack Lingo - Rehoboth	15	\$27,802,493
11	Mary SCHROCK	Northrop Realty	53.5	\$27,774,447
12	Jaime Hurlock	Long & Foster Real Estate, Inc.	56.5	\$27,378,469
13	Kimberly Lear Hamer	Monument Sotheby's International Realty	26	\$24,830,200
14	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
15	CHRISTINE MCCOY	Coldwell Banker Realty	34	\$22,839,450
16	BRYCE LINGO	Jack Lingo - Rehoboth	13.5	\$22,194,798

RANK	NAME	OFFICE	SALES	TOTAL
17	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	8.5	\$22,067,500
18	RANDY MASON	Jack Lingo - Rehoboth	14	\$21,630,980
19	Pamela Price	RE/MAX Advantage Realty	70.5	\$21,316,598
20	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	8	\$21,015,000
21	SUZANNE MACNAB	RE/MAX Coastal	32	\$20,813,846
22	CHRISTINE TINGLE	Keller Williams Realty	21	\$20,521,850
23	Allison Stine	Northrop Realty	34	\$19,610,980
24	Joseph Wilson	Coastal Life Realty Group LLC	38	\$19,348,424
25	Grant K Fritschle	Keller Williams Realty Delmarva	33	\$19,231,520
26	Nicole P. Callender	Keller Williams Realty Delmarva	34.5	\$18,576,073
27	Russell G Griffin	Keller Williams Realty	47	\$18,282,150
28	Ryan Haley	Atlantic Shores Sotheby's International Realty	32	\$17,530,100
29	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	27.5	\$17,351,928
30	Brian K Barrows	Monument Sotheby's International Realty	24.5	\$17,317,558
31	Bethany A. Drew	Hileman Real Estate-Berlin	48.5	\$17,295,867
32	COURTNEY V BOULOUCON	Coldwell Banker Realty	22	\$17,260,176
33	Jacqueline Kay Martini	Coldwell Banker Realty	13	\$16,222,500
34	HENRY A JAFFE	Monument Sotheby's International Realty	12	\$16,182,672
35	DANIEL R LUSK	McWilliams/Ballard, Inc.	17.5	\$16,051,985
36	Matthew Lunden	Keller Williams Realty	29.5	\$15,920,276
37	Kevin E Decker	Coastal Life Realty Group LLC	31	\$15,851,300
38	PAUL MALTAGHATI	Monument Sotheby's International Realty	18	\$15,796,223
39	BILL CULLIN	Long & Foster Real Estate, Inc.	16	\$15,784,490
40	JAMES LATTANZI	Northrop Realty	32	\$15,713,800
41	Gary Michael Desch	Northrop Realty	22	\$14,868,572
42	Julie Gritton	Coldwell Banker Premier - Lewes	36	\$14,656,781
43	Chris Jett	RE/MAX Advantage Realty	20	\$14,500,150
44	Darron Whitehead	Whitehead Real Estate Exec.	40	\$14,465,790
45	Nancy Reither	Coldwell Banker Realty	17	\$14,348,900
46	AMY J KELLENBERGER	Active Adults Realty	25	\$14,317,367
47	KIM S HOOK	RE/MAX Coastal	17.5	\$13,971,350
48	David L Whittington Jr.	Coastal Life Realty Group LLC	23	\$13,625,797
49	Debora Hileman	Hileman Real Estate-Berlin	23	\$13,489,665
50	KIKI HARGROVE	Long & Foster Real Estate, Inc.	12	\$13,457,495

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Aug. 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	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	19	\$13,381,276
52	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	18	\$12,843,500
53	Andrew Staton	Monument Sotheby's International Realty	21.5	\$12,776,979
54	Suzannah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	37	\$12,517,465
55	Ann Buxbaum	Northrop Realty	22	\$12,123,500
56	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	20.5	\$12,064,313
57	Kristen Gebhart	Northrop Realty	28	\$12,063,520
58	Tom Ruch	Northrop Realty	21	\$12,000,500
59	Terence A. Riley	Shore 4U Real Estate	15	\$11,821,964
60	Deeley Chester	Coastal Life Realty Group LLC	25	\$11,778,900
61	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$11,595,845
62	Jonathan M Barker	Keller Williams Realty Delmarva	17	\$11,243,483
63	Gail Mitkoff	Keller Williams Realty	8	\$11,085,517
64	Erin S. Lee	Keller Williams Realty	56	\$11,071,816
65	Lauren W. Bunting	Keller Williams Realty Delmarva	22	\$11,055,510
66	Jennifer A A Smith	Keller Williams Realty	15	\$10,937,900
67	JENNIFER BARROWS	Monument Sotheby's International Realty	11.5	\$10,861,900
68	Melanie Shoff	Coastal Life Realty Group LLC	23	\$10,793,150
69	Richard Barr	EXP Realty, LLC	38	\$10,763,250
70	T. EDWARD ROHE	Keller Williams Realty	15	\$10,605,490
71	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	22	\$10,590,468
72	Jamie Caine	Coldwell Banker Realty	18.5	\$10,589,750
73	Michael Reamy Jr	Monument Sotheby's International Realty	6	\$10,395,110
74	Shawn Kotwica	Coldwell Banker Realty	23	\$10,340,690
75	Nicholas Bobenko	Coastal Life Realty Group LLC	20	\$10,331,500
76	Tracy L. Zell	Long & Foster Real Estate, Inc.	18	\$10,231,388
77	DANIEL TAGLIENTI	Keller Williams Realty	19	\$10,217,500
78	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	17	\$10,166,600
79	Bradley Smith	Coldwell Banker Realty	17.5	\$10,071,167
80	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	15.5	\$10,052,625
81	John E Redefor IV	Rehoboth Bay Realty, Co.	10.5	\$10,040,800
82	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	22.5	\$10,027,300
83	Demarcus L. Rush	Compass	23	\$9,881,616
84	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	29	\$9,784,950

RANK	NAME	OFFICE	SALES	TOTAL
85	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	22	\$9,761,500
86	WAYNE LYONS	Long & Foster Real Estate, Inc.	6	\$9,674,000
87	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	20	\$9,607,520
88	Melissa Rudy	Keller Williams Realty	13.5	\$9,605,552
89	JOE LOUGHRAN	Long & Foster Real Estate, Inc.	15	\$9,487,500
90	ALLEN JARMON	NextHome Tomorrow Realty	10	\$9,486,180
91	Ryan James McCoy	Coldwell Banker Realty	22	\$9,332,299
92	Daniel Clayland	Coldwell Banker Realty	8	\$9,234,850
93	STACI WALLS	NextHome Tomorrow Realty	23	\$9,169,000
94	SUSANNAH GRIFFIN	Long & Foster Real Estate, Inc.	15	\$9,155,886
95	Nitan Soni	Northrop Realty	17	\$9,142,500
96	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	19	\$9,133,220
97	COLLEEN WINDROW	Keller Williams Realty	12	\$9,124,500
98	Janice A Warns	Long & Foster Real Estate, Inc.	10	\$9,098,680
99	Frances Sterling	ERA Martin Associates	25	\$9,083,925
100	Meme ELLIS	Keller Williams Realty	29	\$9,067,699

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