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Lanayscha Echevarria, Esq
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YOU are the answer

By Jilleien Franquelli

My mom spoke to everyone all the time. By the end of the grocery line, she had made new friends, and everyone was laughing. It was not uncommon that during those conversations, there was some exchange of humanity. Perhaps it was someone's birthday and no one had mentioned it yet, or someone had just lost someone close to them and needed to share. There were many instances where I watched how my mom was an answer to someone's need.

As a kid, I watched her and tried very much to emulate that special gift.

When I was 16 years old, I went with my dad to a doctor's appointment. I was sitting in the waiting room trying to focus and read "To Kill a Mockingbird." I had a report due in a few days, and of course, I hadn't finished reading it yet. About 10 feet away, a man was sitting in a wheelchair. All the chairs around him were empty as most of the waiting room chose to sit away from him.

Learning from my mom, I made eye contact and said hi. Then I pulled out my book and started to read. I could feel eyes staring at me. When I looked up, the gentleman was wide-eyed and smiling. I engaged him, asking if he liked this book, and his reply was enlightening. He was an English teacher, and that was his favorite book. For 30 minutes, this man shared all of his knowledge and passion with me.

I walked out of there with a newfound love of literature and an amazing outline for my paper.

You can't walk away from an exchange like that and not realize how connected we all are.

As the years have passed and life has become busier and louder, I don't take as much time to just look around and make eye contact. I now use those moments to respond to an email, text someone, or occupy myself in some other way.

A few weeks ago, I had a reminder that we are an answer. I was in an elevator and for whatever reason, my phone was put away. I was standing there and noticed a woman staring at me. I had mirrored sunglasses on, so she didn't see me watching her.

For a moment, I felt judged. When you present a little more uniquely than the standard human, you get used to people staring. As I was caught up in my thoughts, trying to figure out why she was staring, she pointed to my right arm, where my continuous glucose monitor is placed. Her husband had just gotten one, and she asked if she could ask me a few questions. We walked into the parking lot together, where she thanked me. I felt some shame and very humbled, as I thought she was standing there judging me, when she was just gathering the courage to ask a question.

But the universe was not finished driving the point home for me.

A few days later, sitting in the dermatologist's office, an elderly woman kept staring at me. After a few moments,

I finally caught her gaze. I smiled, and she immediately said, "I love the tattoos on your shin. I call my granddaughter ladybug and my grandson honeybee, and I'm their mama butterfly." All three are beautifully tattooed on my shin. She shared with me how much she loves them, even showing me her text conversations that are labeled with bees, ladybugs, and butterflies.

While she was telling me all about her family, she began to look sad. She paused for a moment and told me she had just been diagnosed with breast cancer two days before. She told me how seeing my tattoos brought her comfort that day. She believed it was a sign. She said she couldn't wait to tell her daughter about the tattoo. She made a cute statement that was more of a request, "I would never ask to take a picture of your tattoos." My name was called, and as I walked by, I had her snap a few pictures. I touched her shoulder as I walked by and wished her good health.

You are so much more than the answer to someone's next home!

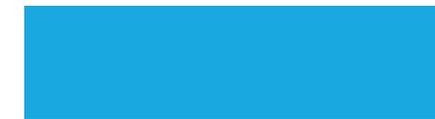
Eyes up and smile!



Always, Jill
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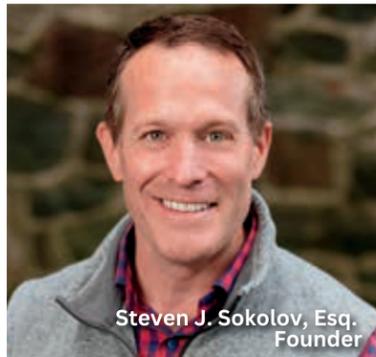
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Amanda Ryan

A Sense of Place

Amanda Ryan is right where she wants to be. She grew up in Wilmington, Delaware and has fond memories of summer seasons with her family in Rehoboth Beach. Starting at 14 years old, she spent summers working in the resort town she loved. She's done it all, serving in mainstay eateries like Nicola Pizza, Jake's Seafood, and Sir Guy's; working at retail shops like South Moon Under; and even hauling umbrellas for Catts Beach Service. She had the teenage summers we all wish we had—which made it that much harder to stray from what she loved.

Amanda earned a degree in Fashion Design and Merchandising at Virginia Tech, dreaming of working in fashion in a big city. The summer after graduation, Amanda was able to extend the internship she'd scored with the Atlanta Apparel Mart, but as she tells it, made the mistake of coming back to Rehoboth Beach for Memorial Day weekend. She quickly realized it was where she wanted to be, and drove to Georgia to pack up and come back for "one more summer." As fate would have it, it was the summer she met her husband, Harvey, and they have remained in the area. Though her path changed, she has no regrets.

An Eye for Design

Amanda's dream of working in fashion came true, in a sense. For years, she worked as a product line manager for a fashion accessories wholesale company, which offered international travel to trade fairs in China and Hong Kong. But a failing economy would force her to find a new career—one where she hoped to use her eye for design and other talents she had developed. Her strong organizational and writing skills and experience working with photographers led Amanda to start her own marketing consulting company, which eventually opened the doors to the local real estate industry. Her talents are a great addition to the Bryce Lingo and Shaun Tull Team of Jack Lingo REALTOR®, where she applies her creativity to listings. "I literally have my hands in every single listing," she says. "I have a really good eye for making things look right in photos." She



believes little things can make a big difference, and finds great satisfaction when sellers joke that they no longer want to sell after seeing her transformations to their home.

Amanda has been with Jack Lingo for 11 years, and her team was ranked Best Small Team in Delaware by Real Trends. She believes her strength is listening to people and taking note of what they like—and don't like. She may show them a house they were initially not interested in, but it will be the one. "I have that attention and personal connection where I can really read what people want," she says. "When they come back to me years down the road and they tell me how happy they are, I know I am doing a good job."

Connecting with People

Amanda and Harvey, a partner in Turnstone Custom Homes, have three children (Hobby, 14; Morgan, 11; and Helena, 9). The children will be in three separate schools this fall and participate in sports and activities, which will likely strain Amanda's work-life balance. She insists she is "family first," but is also hardworking and passionate about what she does—and hopes her children recognize and emulate her strong work ethic as they mature.

Though she may initially come across as all business, Amanda gets emotional when recalling a memorable sale that still sticks with her. An older couple had to put their home search on hold when their son was diagnosed with cancer. Amanda kept in touch with them, and several years later they returned, looking for a property. The couple, grieving the loss of their son, chose a place overlooking a field where they felt he would have enjoyed family baseball games. On the day of settlement, Amanda recalls, a cardinal appeared in the yard. The couple commented that they saw a cardinal whenever they thought of their son—a sign that they had chosen the right place for their final move. To Amanda, this is the measurement of success. "I just feel like I connect with people, and that's the agent I want to be."

➤ agent to watch

By Pat Rippey
Photos by Atlantic Exposure



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For many people, “home inspection” translates to “stress.” It’s a pivotal point in real estate transactions for all parties, and it can leave one or more stakeholders feeling like their best interests weren’t at the heart of the interaction. Nick Strayer, Executive Director of Pro-spect Inspection Services - Delaware/Maryland, and his team are looking to change that. “There are a lot of preconceived notions about what a home inspector is or what a home inspection company is. We really try hard to dispel a lot of those myths and change the narrative.”

Whether performing residential or commercial services, Pro-Spect’s team leverages decades of experience to offer detail-oriented, client-centric inspections. According to Nick, the company’s SERVE values are the key to advancing this vision and fostering a company culture of excellence and engagement. “We run every aspect of the business around these core values. We hire by them, we fire by them, we reward people by them, we discipline by them. The values have allowed us to build a culture that attracts talent to the company.

And then, once we have people in the in the right seats, this culture helps...keep them on board.”

“Start with Wow”

Pro-Spect is committed to de-stressing the home inspection experience, and offering consistent, top-notch customer service. “Products are consumed, but services are experienced... [We’re] intentional about crafting an absolutely amazing experience for our agents and our clients.”

“Extreme Ownership”

Pro-Spect’s leadership knows their team is the key to their success, and they want every member of their organization to feel like they’re part of the vision. This tenet focuses on ensuring each team member understands their importance within the company, owns their role, and feels a strong sense of personal accountability. This buy-in not only advances retention, but ensures that clients are central to every interaction, even when leadership isn’t in the room.



Brad King (Lead Inspector), Nick Strayer (Executive Director), Shawn Hemmert (Lead Inspector) and Eric Hastings (Field Services Director)

“““

PRODUCTS ARE CONSUMED, BUT SERVICES ARE EXPERIENCED...

We’re intentional about crafting an absolutely amazing experience for our agents and our clients.

“Reinvent Continuously”

Pro-Spect is anything but a plug-and-play, stagnant company. They understand that things change, and they invest in ensuring their operations and services adapt. According to Nick, “this value is about taking risks, failing forward, but not giving up...In a constantly changing industry, we have to reinvent constantly.”

“Value Results & Relationships”

Pro-Spect places a high value on, and takes a lot of pride in, fostering relationships. “We always put relationships first, whether it’s our referral partners, the agents or our clients. We’re in a position

where we have to develop trust in a relatively short amount of time with people during a stressful time in their lives. We do that by showing how much we care in every interaction we have with them.” One example: Nick’s wife, Mary, is Pro-Spect’s VIP Experience Strategist. Her role is to provide even more engaged, excellent service to top partners – like Real Producers – ensuring that their needs are met, and expectations exceeded.

Pro-Spect also knows that internal relationships are just as critical as external ones, and they strive for a culture of excellence and work-life

balance. “[We focus on] building strong relationships at work and getting the results we aim for, but also bringing energy home to our families and keeping those relationships healthy as well.” They offer comprehensive employee benefits, including robust PTO and even a monthly “night out” stipend to encourage employees to prioritize their own relationships at home.

“Engage & Develop Ourselves & Others”

Growth and development are paramount to the success of Pro-Spect and are encouraged across their team to ensure that the company continues to be an industry leader. “If we’re not stretched, we’re not growing...A rising tide raises all ships. We’re constantly challenging one another to grow.”

When Nick isn’t working, he’s spending time with Mary and their two kids, Caeden (12) and Kevin (5). The family loves to travel, ride bikes, and spend time on the beach. Nick lives by the mantra “put on your own oxygen mask first,” and understands the importance of self-care in being his best – at work and at home.

Pro-Spect Home Inspections’ unwavering commitment to these values fosters a culture of excellence and a focus on personal and professional growth. By prioritizing relationships and continuously striving for improvement, they provide not just a necessary service but an exceptional experience.



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►► cover story

By Abby Isaacs
Photos by Atlantic Exposure

“The most important thing is creating win-wins where my client, the other agent and the other clients feel like they got a fair deal.”

DANNY

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The Win-Win Experience

When you work with REALTOR® Danny “Tags” Taglienti, you’re not just getting a real estate agent; you’re partnering with someone dedicated to honesty, communication, and creating positive outcomes for everyone involved. With nearly 35 years of experience living and working in the Ocean City & Delaware Beach area, Danny brings a unique and seasoned perspective to his clients.

“The most important thing is creating win-wins where my client, the other agent and the other clients feel like they got a fair deal. That’s really important to me,” he said.

Working mainly in Sussex Co. DE and Worcester Co. MD with Keller Williams Realty out of their Rt. 54 Bayside office, Danny has built long-lasting relationships with both clients and fellow agents.

“I play well in the sandbox with others,” he said with a smile. “There are so many really good agents that I work with, and it makes life a lot easier.”

Danny’s entry into the real estate market wasn’t a planned career move; it was a natural progression from his experiences as a buyer, seller, and owner of resort properties. Recognizing his understanding of the ins and outs of the business, his real estate agent encouraged him to get his license. In 2012, while running his own company that sold products to schools, Danny took the plunge and obtained

his real estate license. What started as a part-time endeavor quickly blossomed into a thriving career. When business picked up, Danny enlisted his wife, Eileen, to help steer the ship.

“I’ve created a solid base,” Danny said. “I get referral business through other agents and clients, and it’s worked out very well.”

One of Danny’s key strengths is his exceptional communication skills. In a business where timely responses can make or break deals, Danny ensures that his clients never feel left in the dark. “Clients don’t want to wait until Monday to get an answer,” he said. “My voicemails are never full, my emails are never full, and I’m on the phone constantly.”

This dedication to clear and prompt communication has not gone unnoticed. In Delaware, Danny was ranked among the top 15 individual agents in the state, a testament to his consistent performance and client satisfaction.

Just be honest, be fair, and it's a win-win. That's really what I want people to take away from real estate—it's not about people trying to get over on others. It's about making sure that everybody gets a fair deal.

Danny often goes above and beyond for his clients, investing his own resources to ensure that properties are market-ready. "If you want to sell your house and don't have the money to get it fixed up, I pay for the paint, I pay for the rug cleaning, and I'll get reimbursed at settlement. When I walk into homes and see scuff marks and dirty rugs, it drives me crazy. First impressions are the most important, so when buyers go in and the carpets are clean, and the walls are freshly painted, it makes a big difference."

He is also committed to ensuring buyers never regret their purchases. Offering full transparency and honesty, he helps clients find the right fit. He recalls a long house search with clients moving up from Florida. After discouraging them from buying a few properties that didn't suit their needs, he eventually found them the perfect new construction home, and they couldn't be happier.

"It just instilled in me that this is the right way to go. Just be honest, be fair, and it's a win-win. That's really what I want people to take away from real estate—it's not about people trying to get over on others. It's about making sure that everybody gets a fair deal."

Danny's dedication extends to all creatures, big and small. He fondly recalls an incident while showing a property where a cat, left behind by evicted tenants, started circling his legs. Recognizing that the cat was not feral, and despite already having two, Danny and Eileen gave the cat home. The couple often donates to the Worcester County Humane Society as well. "We're huge animal lovers," he said.

Despite his busy schedule, Danny maintains a healthy work-life balance, embodying this tagline "Life's not a dress rehearsal. Own at the beach.". He lives in Bayside in Selbyville with his wife, Eileen, and together, they share a passion for traveling. "I work to live, I don't live to work," Danny said. Their adventures have taken them

to amazing places, including a recent & extraordinary trip exploring the Arctic Circle aboard a ship hosted by Walking Softer, a company whose mission is to inform, inspire and support environmental change-makers for a healthier planet.

Even while traveling, Danny remains accessible to his clients. "If I have to work an hour a day or do whatever, the reason we're able to do this is because of that. So, I tell my clients to call, text,

or email—don't worry just because I'm on vacation."

This dedication is the cornerstone to Danny's success. Combined with his deep understanding of the Ocean City & Delaware Beach area and his commitment to going above and beyond for his clients, Danny stands out as a premier REALTOR® on the Delmarva Peninsula. Whether you're buying or selling, Danny's expertise and personal touch ensure that you're in the best possible hands.



TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	179	\$143,436,174
2	MICHAEL KENNEDY	Compass	74	\$53,111,894
3	Dustin Oldfather	Compass	64.5	\$28,644,924
4	PAUL TOWNSEND	Jack Lingo - Lewes	64.5	\$64,156,555
5	Brandon C Brittingham	Long & Foster Real Estate, Inc.	64	\$19,108,540
6	Pamela Price	RE/MAX Advantage Realty	64	\$18,713,298
7	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	59	\$29,540,497
8	Mary SCHROCK	Northrop Realty	51.5	\$27,020,457
9	Suzie Parker	Compass	49	\$23,268,213
10	Debbie Reed	RE/MAX Realty Group Rehoboth	44.5	\$26,974,692
11	Erin S. Lee	Keller Williams Realty	43	\$8,515,416
12	Jaime Hurlock	Long & Foster Real Estate, Inc.	42.5	\$20,841,763
13	Russell G Griffin	Keller Williams Realty	42.5	\$16,641,750
14	CARRIE LINGO	Jack Lingo - Lewes	39	\$47,857,670
15	Bethany A. Drew	Hileman Real Estate-Berlin	37.5	\$13,708,967
16	Darron Whitehead	Whitehead Real Estate Exec.	37	\$11,972,790
17	LESLIE KOPP	Long & Foster Real Estate, Inc.	34.5	\$48,483,390
18	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	34	\$11,886,690
19	Aubrey Campbell	Keller Williams Realty Delmarva	33	\$5,562,942
20	Joseph Wilson	Coastal Life Realty Group LLC	32	\$16,530,424
21	Nicole P. Callender	Keller Williams Realty Delmarva	31.5	\$17,568,573
22	CHRISTINE MCCOY	Coldwell Banker Realty	30	\$19,301,450
23	Julie Gritton	Coldwell Banker Premier - Lewes	29.5	\$12,199,581
24	Allison Stine	Northrop Realty	29	\$16,164,980
25	Richard Barr	Long & Foster Real Estate, Inc.	29	\$7,378,260
26	Jaime Cortes	Coldwell Banker Realty	28.5	\$7,856,124
27	SUZANNE MACNAB	RE/MAX Coastal	28	\$18,434,846
28	William P Brown	Keller Williams Realty	27	\$8,077,800
29	Kevin E Decker	Coastal Life Realty Group LLC	27	\$12,658,800
30	Ryan Haley	Atlantic Shores Sotheby's International Realty	27	\$15,298,200
31	LINDA BOVA	SEA BOVA ASSOCIATES INC.	27	\$3,837,050
32	Grant K Fritschle	Keller Williams Realty Delmarva	26	\$14,801,520
33	David M Willman	Coldwell Banker Realty	25	\$8,019,292
34	JAMES LATTANZI	Northrop Realty	25	\$13,014,400

RANK	NAME	OFFICE	SALES	TOTAL
35	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	25	\$8,155,950
36	Meme ELLIS	Keller Williams Realty	25	\$8,265,199
37	Robert Payne	RE/MAX Advantage Realty	24.5	\$7,704,222
38	Kristen Gebhart	Northrop Realty	24	\$9,954,520
39	Kimberly Lear Hamer	Monument Sotheby's International Realty	24	\$23,115,310
40	William Bjorkland	Coldwell Banker Realty	23	\$8,712,755
41	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	22.5	\$11,987,428
42	Brian K Barrows	Monument Sotheby's International Realty	22	\$15,628,733
43	Shawn Kotwica	Coldwell Banker Realty	22	\$10,043,190
44	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	22	\$9,761,500
45	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	21.5	\$9,967,800
46	STACI WALLS	NextHome Tomorrow Realty	21	\$8,740,000
47	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	21	\$10,340,468
48	Frances Sterling	ERA Martin Associates	21	\$7,920,900
49	David L Whittington Jr.	Coastal Life Realty Group LLC	21	\$12,430,797
50	Matthew Lunden	Keller Williams Realty	21	\$11,422,723

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

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to July 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	Melanie Shoff	Coastal Life Realty Group LLC	21	\$9,851,150
52	Ann Buxbaum	Northrop Realty	20	\$11,227,000
53	Deeley Chester	Coastal Life Realty Group LLC	20	\$8,359,900
54	Demarcus L. Rush	Compass	20	\$8,754,374
55	AMY J KELLENBERGER	Active Adults Realty	20	\$10,884,800
56	Larry Linaweaver	Iron Valley Real Estate at The Beach	20	\$6,782,360
57	Andrew Staton	Monument Sotheby's International Realty	19.5	\$11,571,979
58	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	19.5	\$11,399,313
59	Nicholas Bobenko	Coastal Life Realty Group LLC	19	\$9,765,000
60	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	19	\$7,640,290
61	CHRISTINE TINGLE	Keller Williams Realty	19	\$19,261,950
62	Lisa Mathena	The Lisa Mathena Group, Inc.	19	\$6,547,100
63	Gary Michael Desch	Northrop Realty	19	\$13,128,943
64	JAY SCHULMAN	Coldwell Banker Realty	19	\$4,692,690
65	Michael David Steinberg	Patterson-Schwartz-Rehoboth	18.5	\$9,011,248
66	Lauren W. Bunting	Keller Williams Realty Delmarva	18.5	\$9,393,110

RANK	NAME	OFFICE	SALES	TOTAL
67	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	18	\$12,843,500
68	Harryson Domercant	Keller Williams Realty Delmarva	18	\$4,697,470
69	Clark M Edouard	Long & Foster Real Estate, Inc.	18	\$4,462,100
70	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	18	\$12,902,276
71	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	18	\$8,953,520
72	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	18	\$2,566,550
73	Debora Hileman	Hileman Real Estate-Berlin	18	\$9,592,875
74	Anna Spann	Coldwell Banker Realty	17.5	\$4,586,350
75	William R Brown	Long & Foster Real Estate, Inc.	17.5	\$4,738,290
76	COURTNEY V BOULOUCON	Coldwell Banker Realty	17.5	\$13,578,162
77	Holly B. Worthington	Worthington Realty Group, LLC	17	\$6,968,211
78	Austin Whitehead	Whitehead Real Estate Exec.	17	\$3,366,000
79	Ryan James McCoy	Coldwell Banker Realty	17	\$6,786,899
80	Tommy Burdett IV	RE/MAX Advantage Realty	17	\$4,613,500
81	Tom Ruch	Northrop Realty	17	\$8,565,500
82	FRANCIS ESPARZA	Linda Vista Real Estate	17	\$4,741,387
83	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	17	\$10,460,945
84	Dale King	Vision Realty Group of Salisbury	17	\$4,645,712
85	Barbara Lawrence	RE/MAX Advantage Realty	17	\$7,311,000
86	Clinton Bickford	Keller Williams Realty Delmarva	17	\$5,577,300
87	Tim Arnett	ERA Martin Associates	16.5	\$4,435,800
88	Taylor M Tallarico	Keller Williams Realty	16	\$7,947,590
89	Tracy L. Zell	Long & Foster Real Estate, Inc.	16	\$9,096,844
90	DANIEL TAGLIANTI	Keller Williams Realty	16	\$8,949,500
91	Erin Marie Baker	Keller Williams Realty	16	\$4,300,800
92	Sherry L. Thens	Coldwell Banker Realty	16	\$6,457,647
93	Krystal Casey	Keller Williams Realty	16	\$7,794,009
94	Lee Johnson	Coldwell Banker Premier - Seaford	16	\$3,553,800
95	Chris Jett	RE/MAX Advantage Realty	16	\$12,513,150
96	KIM S HOOK	RE/MAX Coastal	16	\$13,182,350
97	Andy Whitescarver	RE/MAX Realty Group Rehoboth	16	\$7,416,880
98	Makayla B Johnson	Northrop Realty	16	\$4,299,500
99	Amanda Ellen Tingle	Coldwell Banker Realty	15.5	\$4,642,466
100	Charlene L. Reaser	Long & Foster Real Estate, Inc.	15.5	\$4,703,719

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

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TOP 100 STANDINGS • BY VOLUME

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

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

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5	CARRIE LINGO	Jack Lingo - Lewes	39	\$47,857,670
6	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	59	\$29,540,497
7	Dustin Oldfather	Compass	64.5	\$28,644,924
8	SHAUN TULL	Jack Lingo - Rehoboth	14	\$27,064,493
9	Mary SCHROCK	Northrop Realty	51.5	\$27,020,457
10	Debbie Reed	RE/MAX Realty Group Rehoboth	44.5	\$26,974,692
11	Suzie Parker	Compass	49	\$23,268,213
12	Kimberly Lear Hamer	Monument Sotheby's International Realty	24	\$23,115,310
13	BRYCE LINGO	Jack Lingo - Rehoboth	13	\$21,919,798
14	Jaime Hurlock	Long & Foster Real Estate, Inc.	42.5	\$20,841,763
15	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	7	\$19,985,000
16	CHRISTINE MCCOY	Coldwell Banker Realty	30	\$19,301,450

RANK	NAME	OFFICE	SALES	TOTAL
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19	Pamela Price	RE/MAX Advantage Realty	64	\$18,713,298
20	SUZANNE MACNAB	RE/MAX Coastal	28	\$18,434,846
21	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	7	\$18,020,000
22	Nicole P. Callender	Keller Williams Realty Delmarva	31.5	\$17,568,573
23	RANDY MASON	Jack Lingo - Rehoboth	11	\$17,485,980
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25	Joseph Wilson	Coastal Life Realty Group LLC	32	\$16,530,424
26	Allison Stine	Northrop Realty	29	\$16,164,980
27	Brian K Barrows	Monument Sotheby's International Realty	22	\$15,628,733
28	HENRY A JAFFE	Monument Sotheby's International Realty	11	\$15,307,672
29	Ryan Haley	Atlantic Shores Sotheby's International Realty	27	\$15,298,200
30	BILL CULLIN	Long & Foster Real Estate, Inc.	15	\$15,174,490
31	Grant K Fritschle	Keller Williams Realty Delmarva	26	\$14,801,520
32	DANIEL R LUSK	McWilliams/Ballard, Inc.	15	\$13,940,053
33	Bethany A. Drew	Hileman Real Estate-Berlin	37.5	\$13,708,967
34	COURTNEY V BOULOUCON	Coldwell Banker Realty	17.5	\$13,578,162
35	KIM S HOOK	RE/MAX Coastal	16	\$13,182,350
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42	Chris Jett	RE/MAX Advantage Realty	16	\$12,513,150
43	David L Whittington Jr.	Coastal Life Realty Group LLC	21	\$12,430,797
44	Julie Gritton	Coldwell Banker Premier - Lewes	29.5	\$12,199,581
45	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	22.5	\$11,987,428
46	Darron Whitehead	Whitehead Real Estate Exec.	37	\$11,972,790
47	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	34	\$11,886,690
48	Terence A. Riley	Shore 4U Real Estate	15	\$11,821,964
49	Andrew Staton	Monument Sotheby's International Realty	19.5	\$11,571,979
50	Matthew Lunden	Keller Williams Realty	21	\$11,422,723

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to July 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	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	19.5	\$11,399,313
52	Ann Buxbaum	Northrop Realty	20	\$11,227,000
53	AMY J KELLENBERGER	Active Adults Realty	20	\$10,884,800
54	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	17	\$10,460,945
55	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	21	\$10,340,468
56	T. EDWARD ROHE	Keller Williams Realty	14	\$10,120,500
57	Jennifer A A Smith	Keller Williams Realty	14	\$10,087,900
58	Shawn Kotwica	Coldwell Banker Realty	22	\$10,043,190
59	John E Redefer IV	Rehoboth Bay Realty, Co.	10.5	\$10,040,800
60	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	21.5	\$9,967,800
61	Kristen Gebhart	Northrop Realty	24	\$9,954,520
62	Melanie Shoff	Coastal Life Realty Group LLC	21	\$9,851,150
63	Nicholas Bobenko	Coastal Life Realty Group LLC	19	\$9,765,000
64	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	22	\$9,761,500
65	JENNIFER BARROWS	Monument Sotheby's International Realty	9.5	\$9,678,950
66	Debora Hileman	Hileman Real Estate-Berlin	18	\$9,592,875
67	WAYNE LYONS	Long & Foster Real Estate, Inc.	5.5	\$9,404,000
68	Lauren W. Bunting	Keller Williams Realty Delmarva	18.5	\$9,393,110
69	Daniel Clayland	Coldwell Banker Realty	8	\$9,234,850
70	Melissa Rudy	Keller Williams Realty	12.5	\$9,220,552
71	COLLEEN WINDROW	Keller Williams Realty	12	\$9,124,500
72	Janice A Warns	Long & Foster Real Estate, Inc.	10	\$9,098,680
73	Tracy L. Zell	Long & Foster Real Estate, Inc.	16	\$9,096,844
74	Jacqueline Kay Martini	Coldwell Banker Realty	8	\$9,090,000
75	Michael David Steinberg	Patterson-Schwartz-Rehoboth	18.5	\$9,011,248
76	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	18	\$8,953,520
77	DANIEL TAGLIENTI	Keller Williams Realty	16	\$8,949,500
78	KIKI HARGROVE	Long & Foster Real Estate, Inc.	9.5	\$8,907,495
79	PAUL MALTAGHATI	Monument Sotheby's International Realty	11	\$8,846,318
80	Demarcus L. Rush	Compass	20	\$8,754,374
81	STACI WALLS	NextHome Tomorrow Realty	21	\$8,740,000
82	William Bjorkland	Coldwell Banker Realty	23	\$8,712,755
83	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	13.5	\$8,627,625
84	Tom Ruch	Northrop Realty	17	\$8,565,500

RANK	NAME	OFFICE	SALES	TOTAL
85	Lucius Webb	Jack Lingo - Rehoboth	11	\$8,524,500
86	Erin S. Lee	Keller Williams Realty	43	\$8,515,416
87	Jonathan M Barker	Keller Williams Realty Delmarva	13	\$8,507,583
88	Nolen Graves	Commonwealth Realty Inc	13	\$8,484,700
89	Deeley Chester	Coastal Life Realty Group LLC	20	\$8,359,900
90	Cory Mayo	Monument Sotheby's International Realty	10	\$8,283,885
91	Meme ELLIS	Keller Williams Realty	25	\$8,265,199
92	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	25	\$8,155,950
93	JOE LOUGHRAN	Long & Foster Real Estate, Inc.	13	\$8,155,000
94	ALLEN JARMON	NextHome Tomorrow Realty	9	\$8,120,790
95	Bradley Smith	Coldwell Banker Realty	14.5	\$8,082,167
96	William P Brown	Keller Williams Realty	27	\$8,077,800
97	David M Willman	Coldwell Banker Realty	25	\$8,019,292
98	Taylor M Tallarico	Keller Williams Realty	16	\$7,947,590
99	Frances Sterling	ERA Martin Associates	21	\$7,920,900
100	Vincente Michael DiPietro	Northrop Realty	14	\$7,905,000

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