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**Ashley Walcott**



# The Nomination Process BY JILLEIEN FRANQUELLI



**There are three ways to nominate someone:**

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

**Let's discuss the criteria we consider:**

1. Collaboration: The number of nominations an agent receives is often an indicator of their respect among peers and their ability to work well with others.
2. Competition: While production numbers speak volumes, they are just one part of each person's story. The only feature that strictly adheres to production number guidelines is the Cover story. For 2024, the minimum requirement was 10.4 million or 31.5+ units.
3. Character: While most professionals in the industry possess great character and integrity, we only feature individuals or businesses that have been nominated, ensuring they operate with integrity.
4. Contribution: We take immense pleasure in highlighting those who make a difference by giving back to the real estate industry and the community.
5. Compelling story/Life challenges overcome: Who doesn't love an against-the-odds story? We greatly appreciate featuring individuals who have overcome life challenges and emerged victorious.

**Two important reminders...**

First, you can nominate yourself. Self-nominations receive the same attention and respect as those submitted by others. We believe in acknowledging your achievements, no matter who puts your name forward.

Second, I always inform the nominees who nominated them. There's no better way to show love than by nominating a friend, partner, or client.

The question that remains is always the same... Who do you know that should be featured?

Finally, I would like to express my heartfelt gratitude for the past seven years of nominations. It has been an absolute honor to share your incredible stories with the world. Thank you from the bottom of my heart!



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

"How do people get featured in the magazine?" is a frequently asked question we receive. The answer is quite simple, and much like our preferred partners, every feature has been nominated... by YOU!

In this editor's note, we would like to shed light on the nomination process and share some insights. But before delving into that, let's take a moment to discuss the core values of *Baltimore Real Producers*. These principles serve as our compass, guiding our decisions, stories, and events. They drive our mission to Collaborate, Elevate, and Inspire the Baltimore Real Estate Community.

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

Now, let's address the question: Who decides who is featured?

The individuals who invest in the community and are recognized as top agents and preferred partners have the honor of selecting the featured individuals through their nominations.

So, how can you submit a nomination?

## Baltimore Real Producers 2025 Events Calendar

**Wednesday, May 7**

*Time TBD*

**Pickleball Tournament**  
**Location TBD**

Join in on the fun and friendly competition as we bring together the community for BRP's first-ever Pickleball Tournament.

**Thursday, June 12**

*6 p.m. - 10 p.m.*

**8th Anniversary Soirée**  
**Baltimore Museum of Industry — 1415 Key Highway, Baltimore, MD 21230**

The can't-miss event of the year celebrating the best of Central Maryland real estate!

**Thursday, August 21**

*2 pm - 5 pm*

**Making a Difference with BRP**  
**Location TBD**

Bringing the community together for a service project. In partnership with Love & Lunches, we'll be assembling hygiene kits to support those in need.

**Thursday, October 9**

*10 a.m. - 2 p.m.*

**Fall Mastermind**  
**Location TBD**

The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

**Thursday, November 20**

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

**Fall Fête**  
**Location TBD**

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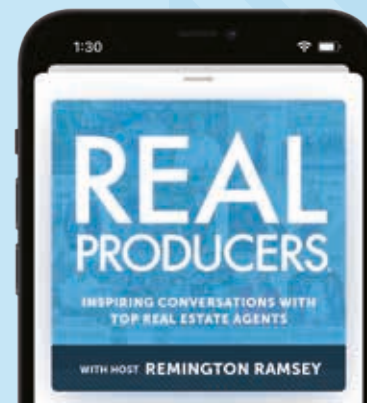
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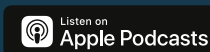
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# MARK GHEILER

## OF MICASA TITLE

BY LAUREN STEVENS • PHOTOS BY DAVID STUCK

Over his 27 years in the title industry, Mark Gheiler has built a reputation for his expertise and dedication. He founded Micasa Title on the values of honesty, integrity, and efficiency, and has built a company known for its commitment to providing high-quality, client-centric title services with a personal touch.

Mark was born in Lima, Peru, where he spent the first 12 years of his life. His family then moved to Baltimore, and he has called Pikesville home ever since. Despite the distance, he's remained connected to his birth country and often visits his friends there.

A graduate of McDonogh School and Brandeis University, in 1996, Mark began studying for his law degree at the University of Baltimore. That summer, he worked in bankruptcy law but realized that it wasn't for him. He then took a part-time job at a local title company and found his calling. "I loved it. It really hit home. I loved that we were helping people get into their houses." He switched to night school to work full-time during the day. After graduation, he spent a few years gaining experience at another title company and then worked with a partner for a few years before opening Micasa Title in Baltimore in 2007.

When the market turned in 2008, Mark had to make some tough decisions. The company he'd just started, and the staff he'd just hired, were all impacted by this major challenge. But he persevered, Micasa survived, and today is thriving. This exemplifies Mark's personal philosophy about overcoming obstacles. "You can't expect life...to be challenge free. But it's embracing those challenges, and overcoming them, and growing and learning from those challenges, that develops a person...I [don't] shy away from challenges, I embrace them."



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This applies to his business model too; Mark and his team are dedicated to adapting to client needs and even taking on tough cases. Since opening in Maryland, Micasa has become licensed in 12 states, Washington DC, Virginia, Pennsylvania, Florida, New Jersey, Colorado, Kansas, Tennessee, Delaware, North Carolina, South Carolina, and West Virginia.

Over the years, Mark has stayed focused on his vision to operate Micasa as a family-first, client-centric company. They focus heavily on the Spanish-speaking community and cater their business and services to that market – something Mark is especially adept in because of his roots as a first-generation Peruvian immigrant. The Micasa team provides a balanced mix of compassion and efficiency, allowing them to be adaptable to client needs while also staying focused on getting to the finish line expeditiously. Client feedback confirms that Mark and his team are successfully delivering on this vision:

*When we have worked with Mark Gheiler and his team at Micasa Title is has been a pleasure. They have been responsive and creative, and are dedicated to making sure transactions get done in an efficient and timely manner.* - Jonathan Z. May, Esq., Rosenberg Martin Greenberg, LLP

*Micasa Title always makes the home buying experience seamless and stress-free for all my clients. Their team is professional, efficient, and incredibly helpful throughout the entire closing process. Micasa goes above and beyond to ensure everything is handled smoothly, and my clients truly feel supported every step of the way. I highly recommend their services!* - Jason F. Rubenstein, REALTOR®.

Mark loves his job, but his true passions are his family and his faith. “I love what I do, but everything I do in my work life is for my family,” he says. Mark and his wife, Eve, celebrated their 23rd wedding anniversary in January 2025. Together, they have three children: a 21-year-old college psychology major; a 16-year-old high school junior; and a 15-year-old freshman. Mark

**“LITTLE THINGS THAT YOU DO, AND THE WAY THAT YOU COMPORT YOURSELF CAN HAVE AN EFFECT ON SOMEBODY ELSE IN A HUGE WAY.”**

says he’s worked so hard to build his business to provide a firm foundation for his family to have the best life possible.

Mark Gheiler and Micasa Title continue to provide outstanding service with kindness, compassion, and efficiency. Eighteen years in, Micasa continues to grow and evolve, but one thing remains constant: the focus on client needs – big and small. As Mark puts it, “Little things that you do, and the way that you comport yourself can have an effect on somebody else in a huge way.”



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# Alexandra

## Dadadura

### FROM THE NEWSROOM TO NEGOTIATIONS

BY ABBY ISAACS • PHOTOS BY DAVID STUCK

**“I feel like I’m rising into that next chapter of real estate and life. After navigating the industry through pregnancy and now raising two kids, I am excited to be helping more and more people fulfill their real estate dreams,” Alexandra said.**

As a Harford County native, Alexandra is deeply connected to the Maryland real estate market. She sells all over the state but has a special love for northern Baltimore County and Harford County, where she currently lives with her family. “There’s just something about this area,” she said. “The horse farms, the landscape—it’s beautiful. Helping people find homes here is incredibly fulfilling.”

Her journey to real estate started in the halls of Goucher College. After an internship with a local television station changed her mind about a career in journalism, she pivoted to a corporate job. Real estate always lingered in the back of her mind and she decided to take a leap of faith, earning her real estate license in 2016.

However, her early years were far from smooth sailing.

Alexandra’s first role in real estate was on a small team, but instead of fostering her growth, it left her questioning her abilities. “I was made to feel like I would never be good at this job and questioned myself more than ever before. I was told I’d never hit \$5 million in sales,” she said. “I remember exactly where I was when I came to a turning point. I was standing in a Walgreens, just crying, thinking, ‘What am I doing? Am I really cut out for this? This cannot be what real estate is really like.’”

Instead of letting doubt consume her, Alexandra used it as motivation. “That moment was pivotal for me. It was like, ‘You think I can’t do this? Watch me.’”

She switched teams, gained experience, and eventually went solo in 2020, joining Cummings & Co. Realtors. Now, she averages 20 to 30 deals per year and consistently reaches between \$5 to \$10 million in sales, all while raising two kids. Above all, Alexandra prides herself on her authenticity. “I would hope people describe me as real, ethical, and always acting in my clients’ best interest,” she said.

Alexandra works with many seasoned home buyers and sellers, however, one of her favorite aspects of the business is guiding first-time homebuyers. “Buying a home has the potential to be very overwhelming. People don’t always realize they can do it, but I love helping them see that it truly is possible. Being able to take some of the stress off my clients and show them a clear path forward is the best part of my job.”

In addition to selling homes, Alexandra has expanded her expertise into property



investment. Alongside her sister, she owns and manages three rental properties, including two short-term rentals in Ocean City, MD. "If you had told me eight years ago that I'd own and manage rental properties, I would never have believed it. Real estate has opened my eyes to long-term wealth-building in ways I never thought possible and I am so grateful for that."

“ People don't always realize they can do it, but I love helping them see that it truly is possible. Being able to take some of the stress off my clients and show them a clear path forward is the best part of my job.”

The persistence, late hours and long days are all for her family. She and her husband Joe are raising their children, Mariella (4) and Carmine (6 months), in a household filled with love, sports, adventure, and a deep passion for the Baltimore Orioles. "We go to a lot of baseball games. My husband is an incredibly talented baseball coach and a genius baseball mind" She has also passed down her love of horseback riding to her daughter. "I can't wait to be able to ride together once she gets to the point where she's riding on her own."

As she continues to grow her business, Alexandra is committed to maintaining her high standards while achieving new goals. Whether it's hitting \$20 million in sales, expanding her investment portfolio, or finding a better work-life balance, she's determined to make it happen. "This career is a dream realized," she said. "It's not always easy, but it's exactly where I'm meant to be."




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# MATT & STACEY THOMPSON

## OF THOMPSON & SONS WATERPROOFING

BY ABBY ISAACS • PHOTOS BY DAVID STUCK

### BUILDING TRUST FROM THE GROUND UP

In an industry where trust can be hard to come by, Matt and Stacey Thompson are setting a new standard with Thompson & Sons Waterproofing. They have built a successful business rooted in honesty, integrity, and family.

“We want to run an honest, wholesome business,” Stacey said. “We are working hard to build a reputation of honesty. In this industry, if you can find someone you trust, that goes a long way.”

Basement waterproofing isn't just a career for Matt—it's a family tradition. A third-generation waterproofer, he grew up immersed in the trade. His grandfather opened one of Maryland's first basement waterproofing companies after World War II, and his father followed in his footsteps. Eventually, Matt did too.

“I started at the bottom—carrying buckets, laying concrete, doing manual labor for years. Then I got my sales license and started selling waterproofing. It just clicked. I saw a path where I could help people and do well at the same time.”

After two decades in the industry, Matt knew it was time to go out on his own.

“

**We want to run an honest, wholesome business.**

We are working hard to build a reputation of honesty. In this industry, if you can find someone you trust, that goes a long way.”

He and Stacey launched Thompson & Sons out of their Owings Mills home with one goal in mind: treat every customer like family.

“We saw that the contracting and waterproofing industry wasn't as honest as we were comfortable with,” Stacey said. “So, we decided to build something different.”

Stacey, with a background in marketing and public relations, spent years working in New York with major brands like FanDuel and QVC. The transition from beauty and fashion to sump pumps and drainage solutions was easier than she expected.

“I can't think of anything I'd rather do than market our family business. It's a really good feeling when you earn a living that goes directly to your family. Every penny goes to our children,” Stacey said.





Matt, Stacey and their two kids, Brady and Lucas



Their two sons—Brady, 12, and Lucas, 9—are part of the Thompson & Sons legacy. “They get involved in all the marketing stuff,” Stacey said. “This is truly the definition of a mom-and-pop shop.”

The Thompsons don’t just talk about honesty—they live by it. “Seventy percent of our reviews are from customers saying Matt came out, told them they didn’t need waterproofing, and showed them what they should do instead,” Stacey said. “He could have made money off them, but that’s not who he is.”

Their work doesn’t just help homeowners—it helps entire communities. “Matt goes into Baltimore City rehabs, making homes more livable and safe,” Stacey said. “We were born and raised in Baltimore. This is our home, and we care deeply about making it better.”

REALTORS® make up the largest portion of their clientele, and the Thompsons go above and beyond to support them and make things as seamless as possible. “They don’t want to deal with extra stress. My job is to be the guy they trust to get things done—fast, efficiently, and honestly,” Matt said. “We are so grateful that they have continued to support us as we branch out on our own. They really are like family.”

Rounding out their work family is their hardworking crew. “We have three foremen who put in the work for us,” Matt said. “This is probably the hardest job in America. They’re out there digging ditches, doing the real labor and we want to take care of them. They believed in us when we took the leap and chose to stand by our side. We will always appreciate them for that.”

Even with their busy schedules, the Thompsons make time for what matters. “We Uber our kids around to basketball games, binge-watch TV to keep our marriage alive, and spend weekends at Ravens and Orioles games,” Stacey said.

Their long-term vision extends beyond financial success. They want to raise the bar for industry standards and leave a legacy for their children. “In a perfect world, if someone sees water in their basement, they think of Matt Thompson and give us a call,” Stacey said.

At its core, Thompson & Sons isn’t just about waterproofing; it’s about people—clients, REALTORS®, crew members, and family. “Family isn’t just about blood,” Matt said. “It’s about the people who trust us and stand by our side—and for that, we are deeply thankful.”

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# CORY WILLEMS

## DEFYING THE ODDS

BY LAUREN STEVENS • PHOTOS BY DAVID STUCK

When Cory Willems began his career in real estate, he set his sights high: to reach the top 500 in his first year. A lot of people told him it was too hard – impossible even – but Cory used their doubt as fuel and achieved his goal. Cory’s story is one of perseverance and resilience, and proving his naysayers wrong is just one tiny hurdle he’s overcome to become a successful REALTOR®. By sharing his journey, Cory wants to show that life is what you make it, regardless of the challenges you’ve faced. As he puts it, “No matter your upbringing or where you come from, it’s the choices that you make that can ultimately determine who you are and where you end up.”

Cory’s childhood was far from easy. “I moved around a lot. I didn’t have a very structured home...There was a lot of drug use involved in that environment... [and] I used to witness things I shouldn’t as a child.” At age 11, Cory was moved in with his father, where he had more stability but also a strained relationship. While in later years the pair have developed a more positive connection, Cory’s teenage years were marked with turmoil. By the age of 18, Cory “got the boot” and sought independence – but he wasn’t yet ready for the challenges that would bring. He rented his first apartment with his best friend, Anthony, and soon found himself battling with addiction. At 21, Cory’s dependency on pills grew, further complicated

by toxic romantic relationships that left him emotionally broken. By 22, Cory had faced abuse, addiction, and homelessness and he started feeling like he had no way out.

“One night I [decided] that I was just going to put an end to it all. I had a gun, I took a couple of Xanax, drank a pint of vodka...And then I made my final calls to a couple friends.” After two calls went unanswered, he made his final call to his friend, Scott. “I didn’t even get a word out before he said, ‘Whatever you’re about to do, don’t.’” Within 10 minutes, Scott was by his side and the next day Cory sought in-patient psychiatric treatment. “I learned a lot of very valuable lessons... and met some very interesting characters

that had it a lot worse than I did. But the difference is, it wasn’t by choice and that really gave me perspective.”

After his release, Cory found himself in another toxic relationship. But this time, he turned to intensive therapy, unpacking both the recent emotional wounds and the deeper, childhood trauma. “The therapy really helped. I’d never felt better. I felt stable and knew I wasn’t crazy.”

As Cory worked on his emotional healing, his friend Anthony suggested he pursue real estate. He’d lost his bar job due to COVID, so Cory decided to use his unemployment benefits and stimulus money to get into real estate. In 2021, he completed his licensing course in just

“

**No matter your upbringing or where you come from, it's the choices that you make that can ultimately determine who you are and where you end up.”**





four months. Cory joined CMD Home Group under the mentorship of Greg Cullison, whose support played a crucial role in Cory's early success. "He helped me immensely get my career started. He was very structured, provided a lot of support [and] tools."

Through all the trials Cory had already faced, he'd had one constant: the support and love of his grandfather, Ken, who tragically passed away around this time. The loss was profound, but Cory takes some solace in knowing that his grandfather lived to see his first real estate transaction and start to "break the family curse."

“  
For many years, I was always criticized about being myself. But now the industry that I'm in it's so freeing to be able to be who I am and have people enjoy my company for it.”

In April 2024, Cory struck out on his own and, in his first year as a solo agent surpassed his previous performance. But his favorite thing about his chosen career isn't the success or the money. "For many years, I was always criticized about being myself. But now the industry that I'm in it's so freeing to be able to be who I am and have people enjoy my company for it."

Cory's success is remarkable, but what truly shines is his resilience. From overcoming addiction and personal hardship to excelling in real estate, Cory Willems is proof that it's never too late to change your narrative.



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# Rachel Oslund

of LodeStar  
Inspection Services

## Lighting the Way

BY LAUREN STEVENS • PHOTOS BY DAVID STUCK

For Rachel Oslund, home inspections aren't just about producing reports—they're about providing insight. As the owner of LodeStar Inspections, she has built a company that does more than evaluate houses; it educates, empowers, and supports homebuyers and real estate professionals alike. Rachel and her team offer a comprehensive set of services and operate as a one-stop-shop for clients, but they also work hard to demystify the world of home inspections and debunk some of the stereotypes that exist in the industry. "I am committed that everyone feels welcome and accepted and celebrated and valued and empowered so that they have the information that they need to be able to make whatever choices [they need to make]."



"Rachel started out in the home inspection industry in 2006 after having homeschooled her children for many years. But her understanding of homes began much earlier; her grandfather was a stone mason in Wales, and her father was an Army Chaplain, meaning Rachel moved around a lot as a child and experienced many different types of houses. When her father decided it was time for a career change, he chose home inspections and Rachel joined him. When he retired, she moved on to launch her own company in 2018 with her business partner, Neil. They initially focused on rental inspections and rapidly expanded their services into the impressive array they provide today. Despite challenges—including a lawsuit (which she won) and the heartbreaking loss of both parents during COVID—Rachel persevered through hard work and a steadfast vision of providing unparalleled customer service and educational opportunities.

A Lodestar is a star that guides you home, and Rachel selected this term for her company because it perfectly captures her vision to act as a beacon for all clients - homebuyers and agents alike. Rachel and her team prioritize education, offering weekly training sessions for prospective home buyers and volunteering to provide educational sessions for buyers who are participating in grant programs. "Seeing the light turn on in someone's eyes—whether it's an agent, a client, or someone I'm teaching—that's my favorite thing about this business." Their most unique educational offering is the mock home inspections they offer for REALTORS® to enhance their understanding of the process in a pressure-free environment. "We meet at a property with a group of agents, and we walk around and we talk about the house so that agents can understand how the house works and how it all ties together without the pressure of clients being with them. [They can ask] questions and not feel stupid...It's the coolest because I learn from them. They learn from each other." She notes that these sessions also help REALTORS® build relationships and network, fostering stronger agent-to-agent connections.



**"SEEING THE LIGHT TURN ON IN SOMEONE'S EYES—WHETHER IT'S AN AGENT, A CLIENT, OR SOMEONE I'M TEACHING—THAT'S MY FAVORITE THING ABOUT THIS BUSINESS."**

"They're making connections with other agents...There's something about doing an activity together that connects people so uniquely."

At the heart of Lodestar's operations is a commitment to connection and authenticity. Emotional intelligence is key—inspectors take the time to understand their clients' backgrounds, tailoring explanations to fit their knowledge levels, and to understanding an agent's goals and knowledge base. All of the team members support one another, and they even use an active group chat where inspectors collaborate and problem-solve in real time. Jennifer, Lodestar's "air traffic controller," plays a crucial role in scheduling and logistics. The company culture is so strong that one Lodestar employee recently declined another job offer saying, "No one else has a Jennifer and a Rachel."

Rachel's dedication extends far beyond her company. She has spent as many hours volunteering as she has home inspecting, serving as Vice President of the Real Estate Brokers of Baltimore, Vice President of HCAR Cares, Treasurer for the Maryland Hispanic Real Estate Association, and a Governor-appointed member of the Maryland Home Inspector Commission. She also mentors aspiring professionals, continually giving back to the industry that has given her so much.

Rachel Oslund and Lodestar Inspections exemplify the power of choice and the importance of guidance. By fostering knowledge, connection, and authenticity, they help homebuyers and agents navigate the complexities of homeownership with confidence. "If you work for Lodestar, you're a light," Rachel says. "You eliminate darkness."

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# Preferred Partner Mastermind & Mingle

BY HANNAH BENSON • PHOTOS BY YRN PHOTOGRAPHY

This February, we gathered 70 BRP Preferred Partners for our annual Partner Mastermind & Mingle at B.C. Brewery. The event offered a dynamic blend of collaboration, insight-sharing and relationship-building, all aimed at strengthening our community and better supporting the needs of real estate agents.

A highlight this year was our refreshed panel lineup featuring top agents Matt Rhine and Jessica Young Stewart, alongside seasoned preferred partners Susan Szulinski of Rest Easy and Brad Walsh of Eagle Title. Their conversation provided both agent and partner perspectives, shedding light on what truly drives successful partnerships in today's real estate landscape.

Throughout the event, the energy was palpable. Small group conversations flourished, with partners exchanging experiences, ideas, and strategies. People walked away with tangible takeaways they could immediately apply to their businesses.

Many attendees emphasized how valuable it was to deepen connections within the partner network—demonstrating the power of “partners partnering” to fuel growth and mutual success. And they appreciated the agent insights from Matt and



Jessica too, which added a fresh layer to the discussion and sparked new ideas for how partners can better align with agents.

To the real estate agents in our community—every partner in the room was recommended by top producers like you and carefully vetted by our team. They represent the highest standard of service and are ready to support your business and clients, so please consider working with them whenever the opportunities arise!

A special thanks to YRN Photography for capturing the day's moments so wonderfully. They are your go-to's for event photography, head shots, and listing photography.




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# DERIC BECKETT

## Persistence Pays Off

BY PAT RIPPEY • PHOTOS BY ROY COX



Deric Beckett was having a bad day when we met for his interview. It was just after Maryland's record cold spell in January—the so-called polar vortex—and a pipe had burst in one of his properties. Deric's clothes were still soaking wet from the ordeal, but he didn't want to cancel. In addition to clearly illustrating his commitment and determination, it highlights the unforeseen complications regularly faced by real estate owned (REO) property agents. Deric says that while a property sits vacant he handles inspections and BGE, but also may have to contend with burglaries, squatters, vandalism, and fires—hazards rarely encountered by retail agents. Yet Deric says he's always felt drawn to distressed properties. He turns uncharacteristically somber as he relates that someone just passed away inside one of his units. "We have to be hands-on on everything," Deric says. "Our job is not easy."

“ We have to be hands-on on everything. **Our job is not easy.**”



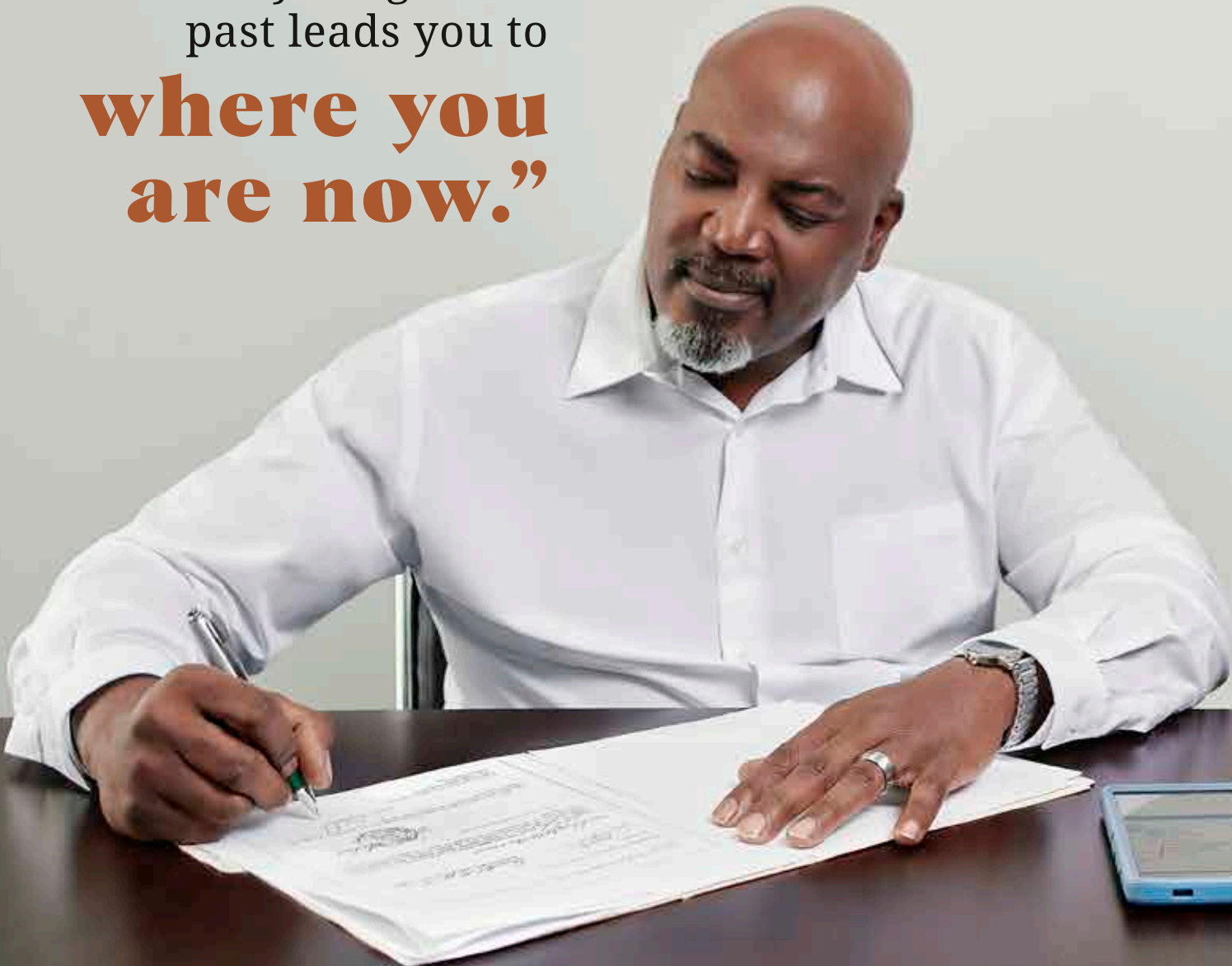


Deric is currently with Berkshire Hathaway HomeServices PenFed Realty, and says REO agents get a bad rap. “Everybody thinks what we do is so easy, like we wake up in the morning and have 15 properties that are empty, and they’re all 300 thousand dollars and ready to go on the market right away. It’s not like that.” Deric says he’s been sitting on some units for a year, or even two years. At any given time he may be handling 20 or 30 properties, and that’s manageable. He recalls having 85 properties at one time. “I won’t do that again,” he laughs. In 2024, Deric reported selling 64 units for over \$16.5 million, landing him in BRP’s top 50 for number of units sold.

It all started in 2001, at a Coldwell Banker kiosk in the Columbia mall. Deric and his family had just

relocated from Long Island, NY, landing in Columbia because it reminded them of home. A real estate agent convinced Deric to get his license, and he planned to keep it just long enough to find a house. In the process, he became familiar with every town and neighborhood in the State—and 24 years later he’s still at it. He spent the first few years working at Home Depot and doing real estate on the side, but always wanted to try his hand at REO properties. When he finally got assigned his first REO in 2012, Deric says he absolutely bombed. “I had no idea what I was doing,” Deric explains, describing breaking a window to gain access to the property, and then calling friends to help him clean out the trash inside. He did replace the window, but it was a year before he got another assignment.

“ Everything in the past leads you to where you are now.”



### Seizing Opportunities

Deric persisted, attending the annual REO conferences and handing out dozens of business cards. He did hundreds of broker price opinions (BPOs) in the hopes of getting his foot in the door. But Deric says it was seizing two key opportunities that ultimately brought him success. One was his quick response to an asset manager’s request to physically check out a property on a Sunday. Twenty minutes after getting the call, Deric reported back that he was standing in the living room of the vacant house, and was subsequently rewarded with a slew of assignments. The other was a pivotal conversation at the Five Star conference in Texas, when he grabbed a chance to speak with an asset services VP. They spoke amicably for an hour, “about everything BUT real estate,” Deric recalls. When Deric handed him his business card at the end of the conversation, the VP put it in a pocket containing only four other cards, explaining that these were the people he’d actually call back. That personal connection led to years of successfully working together. And while REO might initially come down to who you know, it’s follow-through, persistence, and performance that cement those business partnerships and bring in new clients and properties.

Deric lives in Columbia with his wife Dina, a registered nurse and Certified Diabetes Educator, but can see himself someday living in a tiny house in Costa Rica with goats and chickens. He is passionate about the charities he supports, including Harvest for the Hungry and the Maryland Food Bank. “That goes back to my dad,” Deric reflects. “He was big on everybody eating.” Whenever he gets an assignment, he puts 100 dollars to the side as a way to show gratitude and also to help someone who needs it. “Food insecurity is real,” Deric insists, and it bothers him that people go without meals. “We shouldn’t even be having that conversation.”

### More Than Just Agents

According to Deric, every sale feels like success. He believes that a vacant house does nothing for anyone,

and when someone takes ownership of a home, there’s a snowball effect. “Real estate is the train that pulls the economy,” he explains. The corner store, local gas station, parks, malls, and nearby restaurants all benefit. Above all, Deric wants people to know that being an REO agent is not impossible, but it’s not easy. “We’re more than just agents,” he maintains, adding that at times he may take on the role of caretaker, handyman, and even psychiatrist. The people leaving their homes have stories behind their situation. He tells them, “It’s terrible, but it’s not the end,” and helps them as much as he can.

Deric has advice he would give to his younger self: don’t chase money. He believes that taking the time and effort to prepare yourself for what you want to do will pay off. He is grateful to have taken that leap of faith and committed to real estate full time, and pursued his passion for distressed properties. He has no regrets, and points out that “Everything in the past leads you to where you are now.”





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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2025

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.	92	\$44,659,625
2	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	50.5	\$24,381,218
3	Adam M Shpritz	Ashland Auction Group LLC	47	\$3,297,655
4	Lee M Shpritz	Ashland Auction Group LLC	46	\$3,226,155
5	Tineshia R. Johnson	NVR Services, Inc.	46	\$23,984,180
6	Joseph A Petrone	Monument Sotheby's International Realty	42	\$30,641,627
7	Tracy M Jennings	DRH Realty Capital, LLC.	35	\$16,869,881
8	Lois Margaret Alberti	Alberti Realty, LLC	28	\$8,887,600
9	Robert J Lucido	Keller Williams Lucido Agency	24	\$16,997,648
10	Daniel McGhee	Homeowners Real Estate	18	\$6,503,000
11	Shawn M Evans	Monument Sotheby's International Realty	18	\$20,208,698
12	Nickolaus B Waldner	Keller Williams Realty Centre	18	\$8,263,913
13	Gina M Gargeu	Century 21 Downtown	18	\$3,429,575
14	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	17	\$3,515,220
15	Jeremy Michael McDonough	Mr. Lister Realty	16	\$6,549,500
16	Gina L White	Lofgren-Sargent Real Estate	16	\$6,069,790

RANK	NAME	OFFICE	SALES	TOTAL
17	Lee R. Tessier	EXP Realty, LLC	16	\$6,132,750
18	Mary Anne Long	Keller Williams Realty Centre	15	\$6,723,770
19	Larry E Cooper	Alex Cooper Auctioneers, Inc.	14	\$3,401,200
20	Bill Franklin	Long & Foster Real Estate, Inc.	14	\$8,171,200
21	Bob Simon	Long & Foster Real Estate, Inc.	13.5	\$1,912,900
22	Bryan G Schafer	Compass	12	\$4,822,500
23	Daniel B Register IV	Northrop Realty	12	\$3,398,000
24	Brian I Leibowitz	Maryland Realty Company	11	\$2,922,474
25	Barry L Hess	Keller Williams Flagship	11	\$3,891,700
26	Jessica Dailey	Compass	11	\$4,111,000
27	Gregory A Cullison Jr.	EXP Realty, LLC	11	\$3,080,320
28	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	10.5	\$4,010,000
29	Benjamin J Garner	Cummings & Co. Realtors	10	\$2,989,000
30	Mitchell J Toland Jr.	Redfin Corp	10	\$3,779,800
31	Daniel Borowy	Redfin Corp	10	\$6,394,900
32	Gregory M Golding	ExecuHome Realty	10	\$1,130,900
33	Charlotte Savoy	The KW Collective	10	\$3,984,000
34	James T Weiskerger	Next Step Realty	10	\$5,794,500
35	Ryan R Briggs	Anne Arundel Properties, Inc.	9.5	\$5,524,574
36	Enoch P Moon	Realty 1 Maryland, LLC	9.5	\$4,056,250
37	Robert D Kaetzel	Real Estate Professionals, Inc.	9	\$2,150,643
38	Luis H Arrazola	A.J. Billig & Company	9	\$1,149,585
39	cory andrew willems	Keller Williams Gateway LLC	9	\$3,373,900
40	Jeannette A Westcott	Keller Williams Realty Centre	9	\$2,836,300
41	Un H McAdory	Realty 1 Maryland, LLC	8.5	\$4,377,490
42	Kim Barton	Keller Williams Legacy	8.5	\$3,841,484
43	Donald L Beecher	Redfin Corp	8	\$3,808,200
44	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	8	\$1,932,000
45	Ira Klein	Pickwick Realty	8	\$1,003,000
46	Laura M Snyder	American Premier Realty, LLC	8	\$3,171,770
47	Robert J Christian	CENTURY 21 New Millennium	8	\$2,511,825
48	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	8	\$3,566,500
49	David Orso	Berkshire Hathaway HomeServices PenFed Realty	8	\$7,056,000
50	Tony Migliaccio	Long & Foster Real Estate, Inc.	8	\$2,983,000

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2025

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	STEPHEN PIPICH Jr.	VYBE Realty	8	\$2,182,400
52	Bob A Mikelskas	Rosario Realty	8	\$3,740,000
53	Robert A Commodari	EXP Realty, LLC	8	\$2,517,900
54	Ashton L Drummond	Cummings & Co. Realtors	8	\$3,893,000
55	Nancy A Hulsman	Coldwell Banker Realty	8	\$3,767,350
56	Jessica DuLaney (Nonn)	Next Step Realty	7.5	\$4,123,000
57	Veronica A Sniscak	Compass	7.5	\$2,482,418
58	Jared T Block	Alex Cooper Auctioneers, Inc.	7.5	\$1,431,490
59	Alyson Anderson I	Allfirst Realty, Inc.	7.5	\$2,420,650
60	Sara Lee Ann Wells O'Malley	AB & Co Realtors, Inc.	7	\$3,126,391
61	Reta Sponsky	Cummings & Co. Realtors	7	\$3,759,900
62	Zachary M. Pencarski	Redfin Corp	7	\$2,539,900
63	Kyriacos P. Papaleonti	Academy Realty Inc.	7	\$3,831,800
64	Phillippe Gerdes	Real Broker, LLC - Annapolis	7	\$3,178,500
65	Daniel Drechsler	Douglas Realty, LLC	7	\$1,959,800
66	Kevin Brown	Long & Foster Real Estate, Inc.	7	\$2,596,000
67	Sandra E Echenique	Keller Williams Gateway LLC	7	\$1,750,000
68	Michael J Schiff	EXP Realty, LLC	7	\$3,617,450
69	Song M. Hong	Turn Key Homes Litmited Libability	7	\$2,204,000
70	Brian D Saver	Long & Foster Real Estate, Inc.	7	\$7,629,564
71	Alexandra T Sears	TTR Sotheby's International Realty	7	\$10,844,400
72	Krissy Doherty	Northrop Realty	7	\$3,407,500
73	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	7	\$2,044,000
74	Michael Myslinski	Next Step Realty	7	\$3,705,000
75	Aldo M Figueroa	RE/MAX Components	7	\$1,060,611
76	James Scott Travers Jr.	Next Step Realty	7	\$3,104,000
77	Simon P Tenezaca Huerta I	Keller Williams Gateway LLC	7	\$1,537,250
78	Kate A Barnhart	Keller Williams Gateway LLC	7	\$1,790,500
79	Bradley R Kappel	TTR Sotheby's International Realty	7	\$16,859,500
80	Michael Soper	Next Step Realty	7	\$2,601,000
81	Mark M Novak	Cummings & Co. Realtors	7	\$2,470,400
82	Jeremy Batoff	Compass	6.5	\$5,925,900
83	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	6.5	\$907,650
84	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	6.5	\$1,860,900

RANK	NAME	OFFICE	SALES	TOTAL
85	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	6.5	\$2,736,200
86	Kimberly A Lally	EXP Realty, LLC	6.5	\$2,591,525
87	Matthew D Rhine	Keller Williams Legacy	6.5	\$3,094,000
88	Elisheva Ashman	Pickwick Realty	6.5	\$2,304,400
89	Juwan Lee Richardson	Keller Williams Legacy	6.5	\$2,128,400
90	Heidi S Krauss	Krauss Real Property Brokerage	6	\$5,890,000
91	Patrick T Komiske II	Northrop Realty	6	\$2,813,800
92	Bradley Morsberger	Coldwell Banker Realty	6	\$4,238,000
93	Yevgeny Drubetskoy	EXP Realty, LLC	6	\$1,881,000
94	Diana Pham	EXP Realty, LLC	6	\$2,605,927
95	Daniel M Billig	A.J. Billig & Company	6	\$1,521,700
96	Amy B Birmingham	Cummings & Co. Realtors	6	\$2,674,000
97	Shalini Gidwani	Northrop Realty	6	\$2,758,000
98	Barry J Nabozny	RE/MAX Premier Associates	6	\$2,509,918
99	Pamela A Terry	EXP Realty, LLC	6	\$746,477
100	Cristina Lopez	Douglas Realty, LLC	6	\$1,722,500

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# TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2025

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	Joseph Warren Avampato	Alberti Realty, LLC	6	\$560,000
102	Yonas Asrat	Neighborhood Assistance Corporation of America	6	\$2,624,500
103	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	6	\$3,509,500
104	Mary C Gatton	Redfin Corp	6	\$3,597,900
105	Saunie P Suarez	ProComp Realtors, Inc.	6	\$1,788,899
106	Christopher B Carroll	RE/MAX Advantage Realty	6	\$2,945,000
107	Rebecca M Ravera	Real Broker, LLC - Keswick	6	\$862,900
108	Sergey A Taksis	Long & Foster Real Estate, Inc.	6	\$2,353,845
109	Rose F Bartz	Jason Mitchell Group	6	\$2,421,699
110	willy anderson guerra	Douglas Realty, LLC	6	\$2,049,000
111	Tina C Beliveau	EXP Realty, LLC	6	\$2,249,250
112	Jeff D Washo	Compass	6	\$2,832,900
113	Jason P Donovan	RE/MAX Leading Edge	6	\$3,325,000
114	Gavriel Khoshkheraman	Pickwick Realty	6	\$1,010,000
115	Jessica L Young-Stewart	RE/MAX Executive	6	\$3,100,490
116	James H Stephens	EXP Realty, LLC	6	\$2,192,500

RANK	NAME	OFFICE	SALES	TOTAL
117	Montaz Maurice McCray	Keller Williams Realty Centre	6	\$1,919,498
118	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	6	\$1,057,200
119	Vincent M Caropreso	Keller Williams Flagship	6	\$3,304,000
120	Juliana Weaver	AB & Co Realtors, Inc.	6	\$2,340,500
121	Terence P Brennan	Long & Foster Real Estate, Inc.	6	\$2,155,500
122	Luke C Skovira	Cummings & Co. Realtors	6	\$1,462,200
123	AMELIA E SMITH	Redfin Corp	6	\$5,766,920
124	Joseph S Bird	Red Cedar Real Estate, LLC	5.5	\$3,915,000
125	Peter J Klebenow	RE/MAX Advantage Realty	5.5	\$1,238,000
126	Kelly Schuit	Next Step Realty	5.5	\$2,272,999
127	Derek Blazer	Cummings & Co. Realtors	5.5	\$1,780,500
128	Robert M Carter Jr.	Douglas Realty, LLC	5.5	\$2,530,506
129	Caroline Kuntz	Compass	5.5	\$2,758,500
130	Thomas Nwachukwu	Century 21 Downtown	5.5	\$687,000
131	Charlie Hatter	Monument Sotheby's International Realty	5.5	\$7,140,000
132	Chance Hazelton	Northrop Realty	5.5	\$2,981,693
133	John C Kantorski Jr.	EXP Realty, LLC	5	\$1,604,000
134	John M Liberto	VYBE Realty	5	\$1,357,000
135	Kamhran Zangna	Samson Properties	5	\$1,852,250
136	Laura M. Ball	Cummings & Co. Realtors	5	\$2,651,500
137	Robert P. Frey	Hyatt & Company Real Estate, LLC	5	\$1,864,900
138	John E Rawlings	Samson Properties	5	\$1,666,900
139	William W Magruder	Long & Foster Real Estate, Inc.	5	\$2,199,900
140	Edward J Kowalski	EXP Realty, LLC	5	\$860,601
141	Andrew Johns III	Keller Williams Gateway LLC	5	\$1,612,000
142	Matthew J Zielinski	Cummings & Co. Realtors	5	\$3,160,000
143	Joseph L Driver	Century 21 Downtown	5	\$1,213,400
144	Michelle D Jonasson-Jones	Redfin Corp	5	\$2,778,900
145	Rachel Howard	Home Sales Advantage	5	\$1,820,000
146	Stella Kocharyan	Real Broker, LLC - Keswick	5	\$2,780,000
147	Denise M Diana	Weichert, Realtors - Diana Realty	5	\$2,179,035
148	Megan Elizabeth Carpenter	Tesla Realty Group, LLC	5	\$1,322,000
149	Alita Credell	ExecuHome Realty	5	\$1,648,000
150	Louis Chirgott	Core Maryland Real Estate LLC	5	\$2,276,850

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2025

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.	92	\$44,659,625
2	Joseph A Petrone	Monument Sotheby's International Realty	42	\$30,641,627
3	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	50.5	\$24,381,218
4	Tineshia R. Johnson	NVR Services, Inc.	46	\$23,984,180
5	Shawn M Evans	Monument Sotheby's International Realty	18	\$20,208,698
6	Robert J Lucido	Keller Williams Lucido Agency	24	\$16,997,648
7	Tracy M Jennings	DRH Realty Capital, LLC.	35	\$16,869,881
8	Bradley R Kappel	TTR Sotheby's International Realty	7	\$16,859,500
9	Georgeann A Berkinshaw	Coldwell Banker Realty	3	\$11,005,020
10	Alexandra T Sears	TTR Sotheby's International Realty	7	\$10,844,400
11	Lois Margaret Alberti	Alberti Realty, LLC	28	\$8,887,600
12	Nickolaus B Waldner	Keller Williams Realty Centre	18	\$8,263,913
13	Ricky Cantore III	RE/MAX Advantage Realty	5	\$8,183,750
14	Bill Franklin	Long & Foster Real Estate, Inc.	14	\$8,171,200
15	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	3.5	\$8,070,000
16	Helen Regina Miller	Long & Foster Real Estate, Inc.	2	\$7,945,000
17	Brian D Saver	Long & Foster Real Estate, Inc.	7	\$7,629,564
18	Charlie Hatter	Monument Sotheby's International Realty	5.5	\$7,140,000
19	David Orso	Berkshire Hathaway HomeServices PenFed Realty	8	\$7,056,000
20	Mary Anne Long	Keller Williams Realty Centre	15	\$6,723,770
21	Creig E Northrop III	Northrop Realty	3	\$6,650,000
22	Jeremy Michael McDonough	Mr. Lister Realty	16	\$6,549,500
23	Daniel McGhee	Homeowners Real Estate	18	\$6,503,000
24	Daniel Borowy	Redfin Corp	10	\$6,394,900
25	Lee R. Tessier	EXP Realty, LLC	16	\$6,132,750
26	Gina L White	Lofgren-Sargent Real Estate	16	\$6,069,790
27	Jeremy Batoff	Compass	6.5	\$5,925,900
28	Heidi S Krauss	Krauss Real Property Brokerage	6	\$5,890,000
29	Beth Viscarra	Cummings & Co. Realtors	4	\$5,840,000
30	James T Weiskerger	Next Step Realty	10	\$5,794,500
31	AMELIA E SMITH	Redfin Corp	6	\$5,766,920
32	Ryan R Briggs	Anne Arundel Properties, Inc.	9.5	\$5,524,574
33	Henry Olaya	Northrop Realty	2	\$5,335,000
34	Diane M Donohue	Monument Sotheby's International Realty	1	\$5,250,000

RANK	NAME	OFFICE	SALES	TOTAL
35	Jim W Bim	Winning Edge	4.5	\$5,147,650
36	Joanna M Dalton	Coldwell Banker Realty	4	\$5,007,000
37	Reid Buckley	Long & Foster Real Estate, Inc.	3.5	\$4,936,000
38	Bryan G Schafer	Compass	12	\$4,822,500
39	James Weston Bimstefer	Winning Edge	3	\$4,715,150
40	Day W Weitzman	Coldwell Banker Realty	2	\$4,627,000
41	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	3.5	\$4,617,500
42	Jason W Perlow	Monument Sotheby's International Realty	3.5	\$4,444,900
43	David A Sherbow	VYBE Realty	1	\$4,400,000
44	Un H McAdory	Realty 1 Maryland, LLC	8.5	\$4,377,490
45	Jessica Guevara-Knopp	EXP Realty, LLC	1	\$4,250,000
46	Bradley Morsberger	Coldwell Banker Realty	6	\$4,238,000
47	Holly D Winfield	Monument Sotheby's International Realty	4.5	\$4,204,000
48	Eugene Parker Jr.	Rosso Commercial Real Estate Services, LLC.	2	\$4,200,000
49	Jessica DuLaney (Nonn)	Next Step Realty	7.5	\$4,123,000
50	Jessica Dailey	Compass	11	\$4,111,000

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2025

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	9.5	\$4,056,250
52	William P Beam	Beam Realty Group, Inc.	4	\$4,012,900
53	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	10.5	\$4,010,000
54	Charlotte Savoy	The KW Collective	10	\$3,984,000
55	Joseph S Bird	Red Cedar Real Estate, LLC	5.5	\$3,915,000
56	Stuart C Sebring	Taylor Properties	1	\$3,900,000
57	Ashton L Drummond	Cummings & Co. Realtors	8	\$3,893,000
58	Barry L Hess	Keller Williams Flagship	11	\$3,891,700
59	Sarah Greenlee Morse	TTR Sotheby's International Realty	3	\$3,890,000
60	Robert Weitzman	Coldwell Banker Realty	1	\$3,875,000
61	Kim Barton	Keller Williams Legacy	8.5	\$3,841,484
62	Kyriacos P. Papaleonti	Academy Realty Inc.	7	\$3,831,800
63	Donald L Beecher	Redfin Corp	8	\$3,808,200
64	Brandon F Gaines	Berkshire Hathaway HomeServices Homesale Realty	3	\$3,797,500
65	Mitchell J Toland Jr.	Redfin Corp	10	\$3,779,800
66	Nancy A Hulsman	Coldwell Banker Realty	8	\$3,767,350

RANK	NAME	OFFICE	SALES	TOTAL
67	Patricia Spigel	Compass	5	\$3,765,000
68	Reta Sponsky	Cummings & Co. Realtors	7	\$3,759,900
69	Asha Goel	Long & Foster Real Estate, Inc.	5	\$3,749,500
70	Bob A Mikelskas	Rosario Realty	8	\$3,740,000
71	Michael Myslinski	Next Step Realty	7	\$3,705,000
72	Amanda B Mitchell	Monument Sotheby's International Realty	3	\$3,682,000
73	Michael J Schiff	EXP Realty, LLC	7	\$3,617,450
74	Sandra M Lofgren-Sargent	Lofgren-Sargent Real Estate	1.5	\$3,600,000
75	Mary C Gatton	Redfin Corp	6	\$3,597,900
76	Brent J Allen	Long & Foster Real Estate, Inc.	1	\$3,575,000
77	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	8	\$3,566,500
78	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	17	\$3,515,220
79	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	6	\$3,509,500
80	Gilbert E Poudrier Jr.	TTR Sotheby's International Realty	4	\$3,480,000
81	Anne C Harrington	Coldwell Banker Realty	3	\$3,470,000
82	Karriem Hopwood	Corner House Realty	5	\$3,445,000
83	Jennifer Holden	Compass	2	\$3,445,000
84	Elizabeth A Osborn	Coldwell Banker Realty	2	\$3,430,000
85	Gina M Gargeu	Century 21 Downtown	18	\$3,429,575
86	Thomas R Moore	Berkshire Hathaway HomeServices Homesale Realty	2	\$3,417,400
87	Krissy Doherty	Northrop Realty	7	\$3,407,500
88	Larry E Cooper	Alex Cooper Auctioneers, Inc.	14	\$3,401,200
89	Daniel B Register IV	Northrop Realty	12	\$3,398,000
90	cory andrew willems	Keller Williams Gateway LLC	9	\$3,373,900
91	Mary Beth B Paganelli	Long & Foster Real Estate, Inc.	4	\$3,361,000
92	Shannon Scagnelli	Krauss Real Property Brokerage	5	\$3,340,000
93	Jason P Donovan	RE/MAX Leading Edge	6	\$3,325,000
94	Vincent M Caropreso	Keller Williams Flagship	6	\$3,304,000
95	Adam M Shpritz	Ashland Auction Group LLC	47	\$3,297,655
96	Ani Gonzalez-Brunet	Coldwell Banker Realty	4	\$3,296,500
97	Liz Warren	The Pinnacle Real Estate Co.	2.5	\$3,284,975
98	Olivia Docal	EXP Realty, LLC	2	\$3,239,000
99	Lee M Shpritz	Ashland Auction Group LLC	46	\$3,226,155
100	Nilou Jones	RE/MAX Leading Edge	4	\$3,200,000

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2025

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	Julie Dinko	Douglas Realty, LLC	4	\$3,199,739
102	Dee Dee R McCracken	Coldwell Banker Realty	3	\$3,192,000
103	Phillippe Gerdes	Real Broker, LLC - Annapolis	7	\$3,178,500
104	Laura M Snyder	American Premier Realty, LLC	8	\$3,171,770
105	Martin E Welsh	Monument Sotheby's International Realty	3	\$3,165,000
106	Matthew J Zielinski	Cummings & Co. Realtors	5	\$3,160,000
107	Melissa K Hamet	Cummings & Co. Realtors	5	\$3,139,000
108	Sara Lee Ann Wells O'Malley	AB & Co Realtors, Inc.	7	\$3,126,391
109	Lisa E Kittleman	The KW Collective	4.5	\$3,125,000
110	Blair Kennedy	Keller Williams Realty Centre	3	\$3,115,000
111	James Scott Travers Jr.	Next Step Realty	7	\$3,104,000
112	Jessica L Young-Stewart	RE/MAX Executive	6	\$3,100,490
113	Matthew D Rhine	Keller Williams Legacy	6.5	\$3,094,000
114	Gregory A Cullison Jr.	EXP Realty, LLC	11	\$3,080,320
115	Peter Boscas	Red Cedar Real Estate, LLC	5	\$3,072,000
116	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	4	\$3,062,500
117	Leslie Ikle	Redfin Corp	5	\$3,039,900
118	Julie C Knott	Lofgren-Sargent Real Estate	1.5	\$3,005,000
119	Carla H Viviano	Viviano Realty	4	\$2,993,000
120	Benjamin J Garner	Cummings & Co. Realtors	10	\$2,989,000
121	Jennifer A Klarman	Long & Foster Real Estate, Inc.	5	\$2,985,000
122	Tony Migliaccio	Long & Foster Real Estate, Inc.	8	\$2,983,000
123	Chance Hazelton	Northrop Realty	5.5	\$2,981,693
124	Melissa Lonsbury	AB & Co Realtors, Inc.	4	\$2,975,900
125	Lindsey Yokitis	Veterans First Realty	2	\$2,959,000
126	Christopher B Carroll	RE/MAX Advantage Realty	6	\$2,945,000
127	Carol L Tinnin	RE/MAX Leading Edge	5	\$2,924,800
128	Brian I Leibowitz	Maryland Realty Company	11	\$2,922,474
129	Samuel P Bruck	Northrop Realty	4.5	\$2,921,375
130	Jory Frankle	Northrop Realty	4.5	\$2,921,375
131	Jeremy S Walsh	Coldwell Banker Realty	5	\$2,917,000
132	Shurnell Cathey	RE/MAX Advantage Realty	4	\$2,864,900
133	Shun Lu	Keller Williams Realty Centre	2	\$2,845,000
134	Jeannette A Westcott	Keller Williams Realty Centre	9	\$2,836,300

RANK	NAME	OFFICE	SALES	TOTAL
135	Jeff D Washo	Compass	6	\$2,832,900
136	Patrick T Komiske II	Northrop Realty	6	\$2,813,800
137	Patrick W Thelwell	Conway Real Estate	2	\$2,785,000
138	Stella Kocharyan	Real Broker, LLC - Keswick	5	\$2,780,000
139	Michelle D Jonasson-Jones	Redfin Corp	5	\$2,778,900
140	Steffan M May	Synergy Realty	5	\$2,777,000
141	Caroline Kuntz	Compass	5.5	\$2,758,500
142	Shalini Gidwani	Northrop Realty	6	\$2,758,000
143	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	6.5	\$2,736,200
144	Mary Anne Kowalewski	KOVO Realty	4	\$2,694,600
145	Sarah M. Mulford-Martin	EXP Realty, LLC	5	\$2,689,763
146	Linda Antonini	Blackwell Real Estate, LLC	4	\$2,683,000
147	Amy B Birmingham	Cummings & Co. Realtors	6	\$2,674,000
148	Gary R Ahrens	Keller Williams Realty Centre	3	\$2,670,792
149	Laura M. Ball	Cummings & Co. Realtors	5	\$2,651,500
150	Arianit Musliu	Redfin Corp	5	\$2,641,000

Disclaimer: Statistics are derived from closed sales data. Data pulled on March 6th, 2025, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. 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. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.



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