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Jack Redefer



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COVER STORY

If you are interested in nominating people for certain stories, please email us at: hannah@rpmags.com

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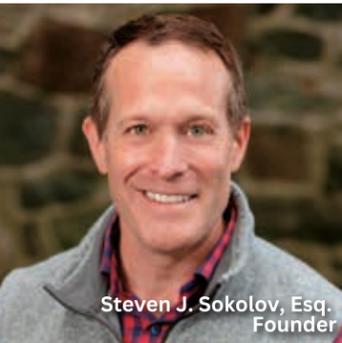



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The Nomination Process BY JILLEIEN FRANQUELLI



So, how can you submit a nomination?

There are three ways to nominate someone:

1. Visit CoastalRealProducers.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 *Coastal 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 6.42 million.
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?



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 *Coastal Real Producers*. These principles serve as our compass, guiding our decisions, stories, and events. They drive our mission to Collaborate, Elevate, and Inspire the Coastal Real Estate Community.

At *Coastal 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.

Coastal Real Producers 2025 Events Calendar

Wednesday, May 21

4 p.m. - 7 p.m.

Summer Kick Off Party
Fager's Island - 201 60th St, Ocean City, MD 21842

Summer's here and we're ready to party! Come usher in the heat with the best in Coastal real estate.

Wednesday, September 10

Time: TBD

Fall Mastermind
Location TBD

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

Thursday, November 13

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

2nd Anniversary Party
Vista Rooftop - 13801 Coastal Hwy, Ocean City, MD 21842

Join fellow local top-producing agents and CRP preferred partners for a magical evening to celebrate YOU and our SECOND anniversary as a community. #CheersToTwoYears

Visit CoastalRealProducers.com/agents to register for the next event and for the most updated event information.



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FINDING HOME ALONG THE COAST

BY JOSEPH COTTLE • PHOTOS BY IMAGES BY STARA PHOTOGRAPHY

Jack REDEFER



Talking to Jack Redefer, it's hard not to recall the character George Bailey from *It's a Wonderful Life*, a young man with every intention of leaving his idyllic hometown as soon as he possibly could to start his own life, only to realize that maybe life had been there all along.

"Real estate was never in my dreams. I grew up going to the office, and I always thought it was too quiet," Jack remembers. His given name is John, the namesake of his great-grandfather, John Redefer. Jack's father, known as "TJ." to his family, stood tall in Dewey Beach, expanding a generational real estate business and serving as the town's mayor.

"I studied political science in college," Jack remembers, "I lived the D.C. life—interned in the summers on Capitol Hill and worked in the political scene

for a little while. But my girlfriend at the time, now my wife, and I were down in Savannah on a little vacation, and we both asked each other, *what are we gonna do? Are we going to do this D.C. life? What's going to make us happy?*"

"I realized the D.C. life just wasn't home," he remembers. "I found myself coming back most weekends to play golf and see Kirstin. We were walking through one of the squares there in Savannah, and I saw a father-son brokerage. Right away, I texted my dad and I said, 'Let's go get my license.'"

The next three years were some of the happiest of his life up to that point. "It never felt like work; it was just fun," Jack says. "We spent a lot of time together, and we took care of our clients really well. The sparkle in T.J.'s eye had been gone for many years after the passing of his father, but when I came back, I saw it return immediately."

Jack thrived as a realtor. "Coming back to work with my dad, I realized that it's in my DNA, understanding how to help people with a life-altering decision—it just came so naturally," he says.

Not unlike George Bailey, life had other plans for Jack.

His father passed suddenly just three years into their work together, succumbing to pancreatic cancer. Jack was devastated but determined.

Jack remembers the need to carry on his father's work—"I went to the office the very next day. A lot of my initial healing was going to work. For the first 18 months, time just passed."

Life didn't quit throwing curveballs at Jack. Just two days before Jack & Kirstin's wedding, his longtime office assistant passed away, so after the honeymoon, Jack had to figure out how to make it all happen anyway and keep the business growing. A little while later, a close family friend who served the team as an assisting broker also passed away.

Jack took it all on the chin. "It was just five years of getting my teeth kicked in. I don't know how I kept it going, to be honest with you," he says.

His father's values guided him, perhaps unknowingly. "When I got in, Dad said, 'If you think this is about making a dollar, this is the wrong place to be. Our goal is to take care of our community. Our goal is to take care of our family and our friends. Everything else will take care of itself.'"

To Jack, family is everything. He married his high school sweetheart, and two years ago they welcomed their first son into the family, John E. Redefer V (Joe, for short). Another baby boy is due in April.

Jack emphasizes, "My most important thing is being a father. I love being with my son; I love being with my wife. We've been together for a long time, fourteen years now, and she's my best friend."

If you work with Jack or know him as a neighbor, you're family. Dewey Beach and Rehoboth are his home, a home he didn't expect to find, and he will carry on the family legacy of kindness, character, and community.



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COMMUNITY



TITLE NETWORK

EMPOWERING OTHERS

BY MOLLY LAURYSSENS • PHOTOS BY ATLANTIC EXPOSURE

We have all heard that common marketing tagline: “The best compliment you can give me is a referral.” But have you heard this one: “The best compliment you can give me is about the caliber and work ethic of my people?” This sentiment comes straight from Devin Holland, Vice President of Community Title Network (CTN), Eastern Shore Division.

Devin has been in the industry since 2003. While he feels confident solving problems, what excites him most is praise for his staff. “When people compliment me on my staff or the people that we work with here, our colleagues, that is a whole other level! It’s sort of like [saying] well, you made a good

decision with that person, or you’ve done a good job putting your efforts into building that person up.”

This philosophy is at the heart of CTN’s culture. The company prioritizes nurturing talent from within and the broader

community, allowing employees to grow as far as their ambition takes them. Devin knows this firsthand—he started in real estate before transitioning to title services, advancing through opportunities others gave him. “I was in that position at one point, and people had to give me the opportunities for me to be able to get where I’m sitting now,” he says.

Growing up in Salisbury and attending the University of Maryland, Devin returned to the Eastern Shore to pursue real estate. His first sale was memorable—not for the property, but the celebration afterward. At the Greene Turtle restaurant, he declined a congratulatory drink because he wasn’t 21 yet.

After three years in real estate, a recommendation from his office manager introduced him to title services. “It was strange because I didn’t even know we had an affiliate title company. So, in the years I’d been selling, no one had ever approached me, ‘Would you like to use us?’”

When Devin started in title services, expectations were low, but he was determined to grow himself and the company. “If you go back 15 years or so, it was me going from Salisbury to Ocean City, lower Delaware, and down to Virginia—just anywhere the agents wanted me to be. That’s kind of how it was working, and then we built it out from there.”

As more people from the community joined CTN, the company’s strength and presence grew. Today, CTN has a seasoned team in strategic locations. Delaware attorney Chris Mancini runs the Selbyville and Bethany locations. Devin operates from the 62nd Street office, a cornerstone location since CTN’s inception ten years ago.

Senior Counsel Steve Greenwood, with CTN for a decade, previously owned a title company in Salisbury. Devin praises him: “Steve is a fantastic attorney. He’s great at breaking down complex issues, doing all types of deed work, and his true master skill is recording. He knows every little trick, nook, cranny, contact, or turn of phrase you can use in a document to get complex issues recorded in different counties.”

On the Maryland side, Danielle Dennis is the branch manager of Salisbury, located off Business Route 50. Incidentally, Danielle began as an admin in Ocean City and worked her way up to branch manager. CTN also has an office in Easton.

CTN’s emphasis on community shines through their charitable giving. For the past couple of years, they’ve held “CTN Week,” which includes a charity event. Last year’s was hosted in Berlin at the Forgotten Fifty Distilling Company. Several branches participated, and nearly 40 partners came out to support and they collected coats and toiletries for the National Coalition for Homeless Veterans.

While building communities and giving back is meaningful, nothing compares to a job well done. “It’s special to have a client say, ‘You were a great referral for me.’ I almost think that’s one of the top feelings you can get,” Devin concludes. Yet, the ultimate measure of success lies not in his personal accolades but in the recognition his team receives. When clients commend CTN’s staff, it validates the effort invested in developing skilled professionals and reinforces that true leadership is about lifting others up.



Chris Mancini, Steve Greenwood, Danielle Dennis and Devin Holland

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Ashley Brosnahan

Leading with Heart

BY MOLLY LAURYSENS • PHOTOS BY ATLANTIC EXPOSURE

When Ashley Brosnahan first started in real estate she was dubbed the trailer queen by her coworkers. They would also call her Mikey, which was a reference to a cereal commercial at the time that said, “Give it to Mikey, he’ll eat anything.” In essence, her coworkers were saying give it to Ashley, she’ll take anything! Back then, “anything” was likely REOs and BPOs, because it was during the massive mortgage meltdown in 2008 and to Ashley’s own admission, “It probably was not the best time to get into real estate.”





But she was on a mission. She was up for that challenge and hungry for success. Not to mention, she was drawn to this business, “I had this drive that I was going to do it because that’s what I wanted to do! It was desperate times—you do whatever it takes.” If that meant driving for hours and making pennies on the dollar, then that is what she did.

She laughs now as she reminisces about it, but admits, “I resented [being called the trailer queen and Mikey], I didn’t like it. It was intimidating!” She explained the comments were only made in jest and not meant to be cruel, but still, she disliked them. So, she’d use that silly office fodder as fuel. That extra motivation certainly paid off, in her first year, she would earn the Sussex County Association of Realtors Rookie of the Year Award. She also reflected on that time, “While I did take any business I could get in the beginning, this helped me gain the experience and knowledge to get me where I am today.”

Deep Roots in the Area

Here’s a question Ashley gets often: *Where are you really from?* She grew up in Ocean View and knows and loves this region very much. She lives on the water in Fenwick now and has her office in Bethany, primarily focusing in on the beach market. Her deep-rooted connection for the area is matched only by her entrepreneurial spirit—something that runs in the family. Her great-grandmother, Cecil Steele, famously stumbled on a booming business. As the story goes, Cecil ordered 50 chickens

but received 500. With no way to return them, she decided to make the most of the situation—a decision that led to the birth of the local chicken industry.

Anyway, after attending college, Ashley married her high school sweetheart, Neil. She initially worked in banking before joining Neil’s construction business, building homes in North Bethany. It was during this time that her passion for real estate came alive. Eventually, she decided to chase this dream and get her license. She’s been going strong ever since. Within a few years, she hired an assistant, and before long, she began to build her own team.

Today, her small but mighty team calls themselves Navy Seals because they operate as such—streamlined, strategic, and effective. They work with high integrity, treating clients how they would want their own families to be treated. The team includes Client Care Coordinator Jennifer Sprucebank; Marketing Coordinator Belle Meade; and three agents, Heather Gates, Ashley’s daughter, Mikaela, and Ashley’s husband, Neil. In 2024, this powerhouse team was responsible for selling just over \$55 million in real estate transactions.

There’s just no stopping this group with Ashley at the helm. She’s setting new goals, including working toward getting her broker’s license. But beyond the numbers and accolades, it’s Ashley’s genuine connections that set her apart. A perfect example comes in a recent phone call from a client whose father

had passed away. “She wanted to let me know because I had such a bond with her father! I go through it with them, I feel the emotion with these people, and I love what I do. It’s not transactional for me, and it’s that way for the entire team.”

Outside of work, Ashley cherishes time with her family. She and Neil take daily walks on the beach with their Yellow Labrador, Mako, and are avid boaters. Sundays are dedicated to family boat trips. The couple also loves to travel and rather than focusing on material gifts, they prioritize experiences and making memories—taking their kids on a tropical adventure every Christmas. While Mikaela, 25, is following in her mother’s footsteps in real estate, their son Devon, 21, is a senior studying Business Entrepreneurship at the University of North Carolina Wilmington.

Personally, Ashley also enjoys reading and has been doing it more and more. She even joined a book club recently, “I find that I need that quiet time to get my thoughts together.” Ashley has seen a lot of change in this industry, and rolling with the punches has become her motto. She approaches her work with a real sense of ease and true joy. Her *glass-half-full* mindset wasn’t necessarily something she was born with—it’s something she has worked to curate. “I think time and experience have helped, and I’ve gotten into a really good place. I feel really good about it, and I love helping people and I love my team! Really, it’s a good life,” she is radiating as she continues, “it really is!”



“I think time and experience have helped, and I’ve gotten into a really good place. I feel really good about it, and I love helping people and I love my team!

Really, it’s a good life, it really is!”



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SUSSEX COUNTY

TOP 100 STANDINGS • BY UNITS

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

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	36.5	\$21,415,830
2	Pamela Price	RE/MAX Advantage Realty	19	\$6,052,950
3	Dustin Oldfather	Compass	17.5	\$7,482,393
4	Kimberly Lear Hamer	Monument Sotheby's International Realty	13	\$15,422,450
5	Jaime Hurlock	Long & Foster Real Estate, Inc.	13	\$5,422,820
6	Suzannah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	12.5	\$4,162,640
7	Debbie Reed	RE/MAX Realty Group Rehoboth	12.5	\$12,304,985
8	Darron Whitehead	Whitehead Real Estate Exec.	12	\$3,894,075
9	PAUL TOWNSEND	Jack Lingo - Lewes	11.5	\$12,233,132
10	William P Brown	Keller Williams Realty	10	\$3,414,895
11	Erin Marie Baker	Keller Williams Realty	9	\$2,420,574
12	Kevin E Decker	Coastal Life Realty Group LLC	9	\$4,839,400
13	Kristen Gebhart	Northrop Realty	9	\$6,892,200
14	Leslie I. Smith	Sheppard Realty Inc	9	\$5,176,000
15	Mary SCHROCK	Northrop Realty	9	\$4,053,990
16	Russell G Griffin	Keller Williams Realty	8.5	\$3,189,000
17	Grant K Fritschle	Keller Williams Realty Delmarva	8.5	\$15,545,750
18	MICHAEL KENNEDY	Compass	8	\$5,630,769
19	Ryan Haley	Atlantic Shores Sotheby's International Realty	8	\$4,528,450
20	David M Willman	Coldwell Banker Realty	7	\$2,113,475
21	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	7	\$2,845,000
22	DANIEL R LUSK	McWilliams/Ballard, Inc.	7	\$3,762,051
23	Phillip Anderson	Keller Williams Realty	7	\$2,420,500
24	LINDA BOVA	SEA BOVA ASSOCIATES INC.	7	\$1,390,875
25	Julie Gritton	Coldwell Banker Premier - Lewes	6.5	\$2,232,400
26	Shannon L Smith Hunt	Northrop Realty	6	\$4,683,900
27	JAMES LATTANZI	Northrop Realty	6	\$2,300,000
28	C.D. Hall	Hall Realty	6	\$1,295,900
29	Erin S. Lee	Keller Williams Realty	6	\$2,936,139
30	Jorge Chavez	Iron Valley Real Estate at The Beach	6	\$1,973,500
31	Michael Dunn	Keller Williams Realty Delmarva	6	\$748,990
32	Harryson Domercant	Keller Williams Realty Delmarva	6	\$1,766,980
33	CHRISTINE MCCOY	Coldwell Banker Realty	5.5	\$3,921,500
34	Carl Eric Johnson	ERA Martin Associates	5.5	\$1,561,900

RANK	NAME	OFFICE	SALES	TOTAL
35	Ryan James McCoy	Coldwell Banker Realty	5.5	\$1,846,396
36	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	5.5	\$2,962,250
37	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	5.5	\$3,544,000
38	SHAUN TULL	Jack Lingo - Rehoboth	5.5	\$13,487,000
39	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	5.5	\$3,053,490
40	Sheri E Smith	Keller Williams Realty Delmarva	5	\$2,269,500
41	DONNA KENNEDY	BAYWOOD HOMES LLC	5	\$2,355,090
42	Dustin Parker	The Parker Group	5	\$1,996,025
43	Nicole P. Callender	Keller Williams Realty Delmarva	5	\$3,072,990
44	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	5	\$3,902,500
45	Trenace Josiah	Coldwell Banker Realty	5	\$1,177,200
46	LISA M JACKSON	Engel & Volkers Ocean City	5	\$1,829,990
47	Elizabeth R Grace	Northrop Realty	5	\$2,152,792
48	PAUL MALTAGHATI	Monument Sotheby's International Realty	5	\$3,790,000
49	Joseph Sterner	McWilliams/Ballard, Inc.	5	\$1,436,000
50	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	5	\$2,905,417

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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Jessica White Harrison	RE/MAX Realty Group Rehoboth	5	\$3,150,038
52	Robert Taylor	Keller Williams Realty	5	\$3,351,550
53	Rachel Cooper	Berkshire Hathaway HomeServices PenFed Realty	5	\$1,979,900
54	Bethany A. Drew	Hileman Real Estate-Berlin	5	\$4,331,500
55	Dustin Oldfather	Compass	5	\$2,089,000
56	David L Whittington Jr.	Coastal Life Realty Group LLC	5	\$3,804,500
57	David Litz Jr.	Century 21 Emerald	5	\$1,682,470
58	Clinton Bickford	Keller Williams Realty Delmarva	5	\$2,029,000
59	Tom Ruch	Northrop Realty	5	\$3,193,000
60	DIANE SULKOVSKY	BAYWOOD HOMES LLC	4.5	\$1,416,000
61	AUDREY HAMMOND	Active Adults Realty	4.5	\$1,722,700
62	CARRIE LINGO	Jack Lingo - Lewes	4.5	\$3,591,067
63	Shawn McDonnell	Jack Lingo - Lewes	4.5	\$2,962,000
64	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	4	\$1,116,900
65	SUZANNE MACNAB	RE/MAX Coastal	4	\$2,348,900
66	Dale King	Vision Realty Group of Salisbury	4	\$1,179,000

RANK	NAME	OFFICE	SALES	TOTAL
67	Allison Foshee	Coldwell Banker Realty	4	\$1,459,000
68	Holly B. Worthington	Worthington Realty Group, LLC	4	\$1,518,900
69	DANIEL TAGLIENTI	Keller Williams Realty	4	\$3,530,000
70	Tara Miller	Northrop Realty	4	\$1,934,990
71	Jaime Cortes	Coldwell Banker Realty	4	\$973,900
72	Jay Phillips	Holiday Real Estate	4	\$2,550,000
73	TERESA MARSULA	Long & Foster Real Estate, Inc.	4	\$2,649,500
74	Kristy Thomas	RE/MAX Advantage Realty	4	\$1,191,400
75	SHIRLEY E. KALVINSKY	Jack Lingo - Rehoboth	4	\$5,820,000
76	Sylvia Praclewska-Hitchens	Keller Williams Realty	4	\$1,529,500
77	Jose Quinones	Linda Vista Real Estate	4	\$379,365
78	Cheryle Christine Choudhary	The Parker Group	4	\$1,319,000
79	Chris Jett	RE/MAX Advantage Realty	4	\$2,504,000
80	Tyler L Nicholls	The Parker Group	4	\$1,434,900
81	Joseph Cusato	Samson Properties of DE, LLC	4	\$2,738,980
82	Demarcus L. Rush	Compass	4	\$2,086,353
83	Bogi Szabo	Keller Williams Realty	4	\$1,809,990
84	Darren T. McShane	BAY COAST REALTY	4	\$1,948,000
85	Sarah Jourdan	Coldwell Banker Realty	4	\$1,325,000
86	SUSANNAH GRIFFIN	Long & Foster Real Estate, Inc.	4	\$2,613,888
87	Gary Brittingham	JACK LINGO MILLSBORO	4	\$1,685,000
88	Elizabeth Kilroy	Coldwell Banker Realty	4	\$2,011,400
89	Shawn Kotwica	Coldwell Banker Realty	4	\$2,123,000
90	Therese Miller	Coldwell Banker Realty	4	\$1,569,900
91	LUZ A. ESCOBAR	Berkshire Hathaway HomeServices PenFed Realty	4	\$966,625
92	Mia McCarthy	Keller Williams Realty Delmarva	4	\$1,601,140
93	Tommy Burdett IV	Keller Williams Realty	4	\$1,670,100
94	Cindy D Souza	Long & Foster Real Estate, Inc.	4	\$1,685,000
95	Jennifer Elizabeth Ciorrocco	Coastal Life Realty Group LLC	4	\$2,974,900
96	Lauren W. Bunting	Keller Williams Realty Delmarva	4	\$1,869,890
97	Deeley Chester	Coastal Life Realty Group LLC	4	\$2,205,000
98	Brandon Johnson	ERA Martin Associates	3.5	\$948,000
99	Kim Hitchens	Dave McCarthy & Associates, Inc.	3.5	\$2,278,750
100	Chris Ouellet	RE/MAX One	3.5	\$1,198,390

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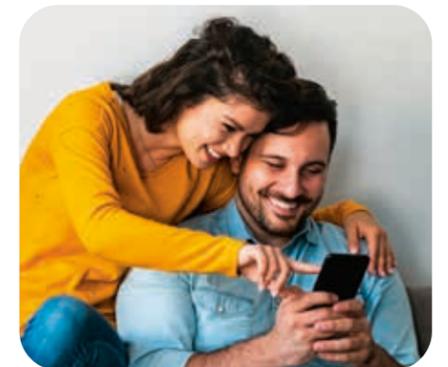


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TOP 100 STANDINGS • BY VOLUME

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

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	36.5	\$21,415,830
2	Grant K Fritschle	Keller Williams Realty Delmarva	8.5	\$15,545,750
3	Kimberly Lear Hamer	Monument Sotheby's International Realty	13	\$15,422,450
4	SHAUN TULL	Jack Lingo - Rehoboth	5.5	\$13,487,000
5	Debbie Reed	RE/MAX Realty Group Rehoboth	12.5	\$12,304,985
6	PAUL TOWNSEND	Jack Lingo - Lewes	11.5	\$12,233,132
7	Dustin Oldfather	Compass	17.5	\$7,482,393
8	Kristen Gebhart	Northrop Realty	9	\$6,892,200
9	BRYCE LINGO	Jack Lingo - Rehoboth	3	\$6,367,250
10	Pamela Price	RE/MAX Advantage Realty	19	\$6,052,950
11	SHIRLEY E. KALVINSKY	Jack Lingo - Rehoboth	4	\$5,820,000
12	MICHAEL KENNEDY	Compass	8	\$5,630,769
13	TRACY J. KELLEY	Jack Lingo - Rehoboth	2	\$5,467,000
14	TJARK BATEMAN	Jack Lingo - Rehoboth	2	\$5,444,000
15	Jaime Hurlock	Long & Foster Real Estate, Inc.	13	\$5,422,820
16	Leslie I. Smith	Sheppard Realty Inc	9	\$5,176,000

RANK	NAME	OFFICE	SALES	TOTAL
17	Michael Reamy Jr	Monument Sotheby's International Realty	2	\$5,017,500
18	RANDY MASON	Jack Lingo - Rehoboth	2	\$4,974,000
19	Kevin E Decker	Coastal Life Realty Group LLC	9	\$4,839,400
20	Shannon L Smith Hunt	Northrop Realty	6	\$4,683,900
21	Ryan Haley	Atlantic Shores Sotheby's International Realty	8	\$4,528,450
22	Bethany A. Drew	Hileman Real Estate-Berlin	5	\$4,331,500
23	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	12.5	\$4,162,640
24	LESLIE KOPP	Long & Foster Real Estate, Inc.	3.5	\$4,076,250
25	Mary SCHROCK	Northrop Realty	9	\$4,053,990
26	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	1	\$4,000,000
27	CHRISTINE MCCOY	Coldwell Banker Realty	5.5	\$3,921,500
28	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	5	\$3,902,500
29	Darron Whitehead	Whitehead Real Estate Exec.	12	\$3,894,075
30	David L Whittington Jr.	Coastal Life Realty Group LLC	5	\$3,804,500
31	PAUL MALTAGHATI	Monument Sotheby's International Realty	5	\$3,790,000
32	DANIEL R LUSK	McWilliams/Ballard, Inc.	7	\$3,762,051
33	HENRY A JAFFE	Monument Sotheby's International Realty	3.5	\$3,593,250
34	CARRIE LINGO	Jack Lingo - Lewes	4.5	\$3,591,067
35	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	5.5	\$3,544,000
36	DANIEL TAGLIENTI	Keller Williams Realty	4	\$3,530,000
37	William P Brown	Keller Williams Realty	10	\$3,414,895
38	Robert Taylor	Keller Williams Realty	5	\$3,351,550
39	Tom Ruch	Northrop Realty	5	\$3,193,000
40	Russell G Griffin	Keller Williams Realty	8.5	\$3,189,000
41	Jessica White Harrison	RE/MAX Realty Group Rehoboth	5	\$3,150,038
42	Nicole P. Callender	Keller Williams Realty Delmarva	5	\$3,072,990
43	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	5.5	\$3,053,490
44	Tamar S Nazarian	Coastal Life Realty Group LLC	2	\$2,997,500
45	Jennifer Elizabeth Ciorrocco	Coastal Life Realty Group LLC	4	\$2,974,900
46	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	5.5	\$2,962,250
47	Shawn McDonnell	Jack Lingo - Lewes	4.5	\$2,962,000
48	Erin S. Lee	Keller Williams Realty	6	\$2,936,139
49	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	5	\$2,905,417
50	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	7	\$2,845,000

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	JEANMARIE CLAVIER	Jack Lingo - Rehoboth	1	\$2,800,000
52	SANDY LEIGH EIGENBRODE	Century 21 Home Team Realty	1	\$2,800,000
53	Joseph Cusato	Samson Properties of DE, LLC	4	\$2,738,980
54	Teresa Bradford	Hileman Real Estate-Berlin	1	\$2,700,000
55	TERESA MARSULA	Long & Foster Real Estate, Inc.	4	\$2,649,500
56	George W. Brookhart	RE/MAX Advantage Realty	1	\$2,617,000
57	SUSANNAH GRIFFIN	Long & Foster Real Estate, Inc.	4	\$2,613,888
58	Jonathan M Barker	Keller Williams Realty Delmarva	2.5	\$2,610,000
59	Jay Phillips	Holiday Real Estate	4	\$2,550,000
60	Catina Fair	Northrop Realty	3	\$2,525,000
61	Chris Jett	RE/MAX Advantage Realty	4	\$2,504,000
62	CHRISTINE TINGLE	Keller Williams Realty	3	\$2,495,000
63	MARILYNN KUEBLER	Monument Sotheby's International Realty	2	\$2,482,000
64	Erin Marie Baker	Keller Williams Realty	9	\$2,420,574
65	Phillip Anderson	Keller Williams Realty	7	\$2,420,500
66	Terence A. Riley	RE/MAX Advantage Realty	2	\$2,419,000
67	Mitchell G. David	Sheppard Realty Inc	3	\$2,395,000
68	SHELBY SMITH	Long & Foster Real Estate, Inc.	2	\$2,385,000
69	BILL CULLIN	Long & Foster Real Estate, Inc.	3	\$2,380,000
70	James B Coulter Jr.	Long & Foster Real Estate, Inc.	2	\$2,380,000
71	Anna G Meiklejohn	Long & Foster Real Estate, Inc.	1	\$2,367,500
72	DONNA KENNEDY	BAYWOOD HOMES LLC	5	\$2,355,090
73	SUZANNE MACNAB	RE/MAX Coastal	4	\$2,348,900
74	Jennifer A Smith	Keller Williams Realty	2	\$2,315,000
75	JAMES LATTANZI	Northrop Realty	6	\$2,300,000
76	Cory Mayo	Compass	3	\$2,293,651
77	Kim Hitchens	Dave McCarthy & Associates, Inc.	3.5	\$2,278,750
78	Jeanmarie Clavier	Jack Lingo Inc. Realtor	1	\$2,275,000
79	Matthew Lunden	Keller Williams Realty	3	\$2,270,961
80	Sheri E Smith	Keller Williams Realty Delmarva	5	\$2,269,500
81	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	2.5	\$2,247,500
82	Julie Gritton	Coldwell Banker Premier - Lewes	6.5	\$2,232,400
83	SKIP FAUST III	Coldwell Banker Premier - Rehoboth	1.5	\$2,217,500
84	Deeley Chester	Coastal Life Realty Group LLC	4	\$2,205,000

RANK	NAME	OFFICE	SALES	TOTAL
85	AMY J KELLENBERGER	Active Adults Realty	3	\$2,180,000
86	Walter Stucki	RE/MAX Realty Group Rehoboth	3	\$2,170,000
87	Caitlin McCarron	Jack Lingo - Rehoboth	1.5	\$2,154,500
88	Elizabeth R Grace	Northrop Realty	5	\$2,152,792
89	Kimberly A Dyer	Monument Sotheby's International Realty	2.5	\$2,152,500
90	Gail Mitkoff	Keller Williams Realty	3	\$2,123,000
91	Shawn Kotwica	Coldwell Banker Realty	4	\$2,123,000
92	David M Willman	Coldwell Banker Realty	7	\$2,113,475
93	KARA BRASURE	Patterson-Schwartz-Rehoboth	3	\$2,091,410
94	Dustin Oldfather	Compass	5	\$2,089,000
95	Demarcus L. Rush	Compass	4	\$2,086,353
96	MICHAEL HALL	Patterson-Schwartz-OceanView	3.5	\$2,038,000
97	Clinton Bickford	Keller Williams Realty Delmarva	5	\$2,029,000
98	Nancy Reither	Coldwell Banker Realty	3	\$2,027,300
99	Elizabeth Kilroy	Coldwell Banker Realty	4	\$2,011,400
100	DAWN HUDSON	Northrop Realty	1	\$2,000,000

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 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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