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RP REAL PRODUCERS

Real Producers tells the stories of the top real estate agents in this market.



Goodbye Winter Blues

BY JILLEIEN FRANQUELLI

As I write this, it is the shortest day of sunlight all year. It's after 7 a.m., and it still feels like nighttime. I may be being dramatic, but it truly feels that way. While some people love the cozy vibes and sparkling snowflakes, for me, it feels like we're in the Arctic tundra, and I am surviving on what little sunlight is available.

While I joke about my winter struggles, many—including myself—find themselves grappling with the winter blues. The days are shorter, the nights are longer, and let's be honest: getting out of bed can feel like a Herculean task.

Outside of a long plane ride to the Southern Hemisphere, here are a few things I do to make winter more tolerable:

- Open up your living space - Every morning, I walk around and open all the blinds to let in as much light as possible.
- Go outside - It might be cold, but when it's sunny, I bundle up and stand in the sun for a few minutes. I enjoy closing my eyes and letting the sun wash over my face.
- Move - Every morning at 4:50, my alarm goes off, and I have the same thought: "I do not want to get out of bed to drive in the cold, only to sweat at the gym and have to go back out into the cold again." The days I move, I feel better.
- Get connected - When I start to feel the effects of winter depression, I immediately check in with myself and ask, "Have I had any connection with

people outside of my house and work?" A good chat with a friend does wonders to lift my spirits.

- Treat yourself - This looks different for everyone, but self-care is an important part of my weekly planning. I ask myself, "What is something I want to do for myself this week?" Sometimes it's making time to relax and read; other times, it's something more active.

There is one last thing, and probably the most important: embracing winter. While we miss the sun and warmth, it's no way to live life wishing away an entire six months of the year. It just hit me how much time I spend hoping for winter to pass. This is a different season that allows us to focus on different things. Perhaps we are meant to follow the example of plants and animals, slowing down and resting

For everyone who is just getting through, like myself, my winter wish is that we can enjoy just a few moments of winter. And if we can't, longer days are on the way!



Always,
Jill
Editor-in-Chief
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Baltimore Real Producers 2025 Events Calendar

Thursday, February 6

9:45am - 2pm

**Preferred Partner
Mastermind & Mingle
B.C. Brewery — 10950
Gilroy Rd., Suite F, Hunt
Valley, MD 21031**

This event is for our BRP preferred partners only. An opportunity to collaborate, connect and learn from fellow preferred partners.

Wednesday, March 12

11 a.m. - 2 p.m.

**Toast to the Top 500
Gunther and Co. —
3650 Toone Street,
Baltimore, MD 21224**

Let's toast to the best in the business! This brunch will celebrate the BRP Top 500 class of 2025.

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**

Our final party of the year!

Visit BaltimoreRealProducers.com/ agents to get your tickets and stay updated on all upcoming events!

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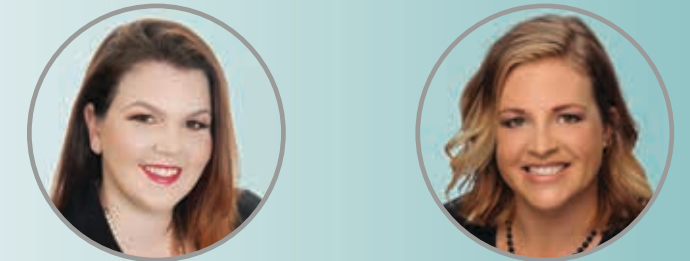
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Susan Szulinski & Heather Fleming

Heather Fleming and Susan Szulinski are dedicated to helping REALTORS® be as successful as possible – and look good doing it. Over their years working in brokerages as Operations Directors, they noticed a rarity: coordination staff who could efficiently complete critical work with a focus on relationship building. They decided to change that.

Each team member has experience on the agent side of a transaction, so they know what a REALTOR® is dealing with. They understand the importance of relationship-building, and their system is structured to cater to the unique needs of each client. “Our company cares about who and what that person’s name is, the story behind why they’re buying or selling, and who they are to the real estate agent...we customize our system, to make sure that everyone feels taken care of.” They also know that the road to the finish line isn’t always easy and they put in the work to make sure that it’s as smooth as possible. “You have to be able to play nice in the sandbox with everybody. I can’t tell you the amount of times that we’ve run into issues where somebody isn’t getting along...whether it’s agent to co-op agent or lender or listing agent, and

of Rest Easy

Raising the Bar for TCs

BY LAUREN STEVENS
PHOTOS BY KEITH ROBINSON

The pair founded REST (Real Estate Systems and Technology) Easy in 2020 to advance their vision to raise the bar in the real estate industry - starting with changing what REALTORS® can expect from Transaction Coordinators (TCs), and what TCs can expect from themselves. “Historically, [TCs] are behind a screen, and they often are personalities that really love [that]... Heather and I bonded over the fact that we were unicorns in the industry in that...we had no problem with having conversations. One of the things we pride ourselves on is that we are master communicators...[TCs] can be empire builders for these agents, they can be leaders. They don’t just have to be a wallflower.”

Heather and Susan have carefully cultivated a group of professionals with diverse styles that complement one another. Heather is a “truth-sayer” who gets straight to the point, while Susan is the “fluffy, feel-good therapist” who masterfully manages emotions. Nicole Walls is a “gentle spirit” who makes clients feel well cared for, while Melissa Fultz has the most experience as an agent and is direct and concise. This spectrum of approaches allows REST Easy to “matchmake” REALTORS® with the best TC for their needs and business approach.



Heather Fleming and Susan Szulinski



the communication is better facilitated through us because they're rubbing each other the wrong way. In order to make sure that everybody ends this experience feeling [like it was a success], we're buffering all of the crazy that's going on. And that's the real difference... [many TCs] don't police the transaction in the way that we do."

But what really sets REST Easy apart is summed up in their core belief statement: "Who you choose to be in business with matters as much as who you choose to be." They choose to work with REALTORS® who care as much about relationships as they do – and this alignment is key to success on both sides. "If [an agent is] all about the numbers and not the relationships, not getting the referrals from these clients and maintaining those relationships with their buyers and sellers, then we're probably not the best TC company for them. Because that's what we're about. We want them to develop those relationships and maintain those relationships. Our process extends beyond the contract and settlement... [It's] focused on that relationship that they have with their clients."

The bottom line: the REST Easy team wants to make sure the REALTORS® they serve look fantastic. "What we do takes thick skin sometimes because you're often the bearer or receiver of the reaction from an agent, or a title company, or a buyer or seller, and then you have to convey that and try to buffer...[Sometimes] we fall on the sword for things that go wrong so that the people we work with shine bright, and that's the whole point. We want them to just show up and all is great, and every other party thinks that our agent is a rockstar, and fantastic and wonderful because they are."



If [an agent is] all about the numbers and not the relationships, not getting the referrals from these clients and maintaining those relationships with their buyers and sellers, then we're probably not the best TC company for them. Because that's what we're about.

We want them to develop those relationships and maintain those relationships.



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Naima FIELDS

COMMITTED TO BALTIMORE'S GROWTH

BY LAUREN STEVENS · PHOTOS BY KEITH ROBINSON

Naima Fields might be a New York native, but her true love is Baltimore City. “I am passionate about the growth of Baltimore, how Baltimore is growing, and actually seeing Baltimore flourish.” She cares deeply about seeing the city thrive, and she is an active contributor to Baltimore’s future – not only as a city resident (she calls the Bolton/Reservoir Hill neighborhood home), but through her work. As a REALTOR at Coldwell Banker, she encourages people to come to and invest in the area by helping her clients find the right fit for them in Baltimore. As she kicks off her fifth year in the industry, she shares her success story up to now – and her vision for the future.

Naima’s interest in real estate was sparked by watching fix and flip shows with her mother and grandmother on HGTV. She was initially drawn to the idea of being a rehabber and quickly realized that she would need to learn the ins and outs of the business to avoid being taken advantage of. During this learning journey, she fell in love with real estate and decided to make a career of it. Her first year (2018) was a whirlwind: she got licensed in September, secured her first contract on November 12th, and celebrated her first close on December 6th. She says a lot of her success is thanks to the support she’s gotten from others along the way, especially Sean Wilson of Wilson Home Group who was a mentor from her career’s early days.

While Naima’s journey has had its fair share of obstacles, she says a key part of her success has been that she doesn’t dwell on the hardships. “I know real estate is going to be up and down. But I really look at the positive side of things and [focus on] getting things done. When it comes to obstacles I really try not to stay stuck...I look to get around them.” In fact, Naima says the greatest hardship she’s ever faced actually spurred her success. When Naima’s Mom, Irma Iglesias, passed away in 2020, Naima was understandably distraught. But she didn’t let it slow her down. “That tragedy did trigger me to become a real estate robot. It kind of excelled my real estate career...It really triggered me to move forward and push



through.” She focused on work to help her get through the toughest time in her life, even driving back to Baltimore immediately after her mother’s passing for her first commercial closing – a milestone Irma had promised to attend. She says her clients were incredibly supportive – so much so that it helped her realize that one of her favorite parts of the real estate business is “building relationships and friendships.”

Naima’s brand is all about a strong work ethic and dedication to her clients. Whether she’s answering calls late into the evening or offering guidance on the best areas to invest in Baltimore, she prides herself on

being responsive and reliable so that her clients feel supported at every turn. “I’m ready and willing to answer any questions, anytime, at all times... and I’ve noticed that [my clients] point that out...that [its] really important.” This approach has garnered her a reputation as someone who truly cares about her clients and provides the same amount of respect and care to everyone, whether it’s a first-time homebuyer or someone looking for an investment property.

Naima’s investment in and love for Baltimore extends beyond her career. She cares deeply about giving back to the community through volunteer work



Naima and her daughter, London Love

“ I know real estate is going to be up and down. But I really look at the positive side of things and [focus on] getting things done. When it comes to obstacles I really try not to stay stuck...I look to get around them.”

with projects such as the Green Mount East Leadership Project, where she helps inner-city youth explore opportunities within Baltimore. In her spare time, she enjoys spending quality moments with her 14-year-old daughter, London Love, taking nature walks, going out to dinner, or volunteering together.

Naima’s seen a lot of success so far, and she’s not slowing down. Her 2025 goals include increasing her investment property holdings from four units to nine, and becoming even more well-known in the industry to continue to excel in her career. But above all, she wants to continue to help contribute to Baltimore’s growth and see the city that she loves thrive.

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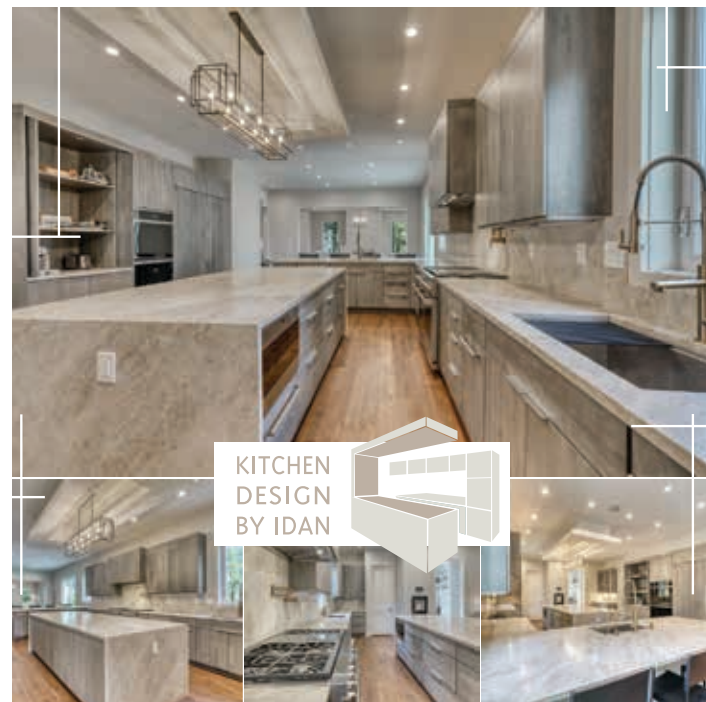
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LOVING LIFE
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BROOKS GRASSO

OF FULTON MORTGAGE COMPANY

BY JOYA FIELDS · PHOTOS BY MELANIE HASSLER

When you're named after a local sports legend, you have some lofty expectations to meet. Brooks Grasso of Fulton Mortgage Company's namesake is Brooks Robinson, the legendary Baltimore Orioles third baseman.

Grasso is up for the challenge as Vice President and Mortgage loan officer of the Fulton Mortgage Company branch in Hunt Valley, especially considering his biggest strengths are being a hard worker, having experience, and holding people's trust. "People who know me consider me trustworthy," he said. Even friends come to him with questions about their finances. "I'm grateful for the trust I'm given," he said.

Fulton Mortgage Company is a division of Fulton Bank which was formed in 1882 in Lancaster, PA. Brooks has been with the company for over 25 years and cites his experience as one of his strongest traits. "Having experience makes a big difference when faced with obstacles," Brooks said. This is especially powerful given the fact that banking industry people move and switch banks frequently. Fulton Mortgage Company serves the entire Mid-Atlantic area.

Brooks' focus is to provide a positive customer experience—it's Fulton Mortgage Company's mission statement this year. "We can make small adjustments to make a more positive experience," he said. For example, he creates processes that help streamline the documentation process and his underwriting team has changed their process to make it easier for clients.

Brooks lives in Baltimore County with his wife, Renay who manages the majority of household responsibilities. "Renay is the COO of the house," he said. The couple is very involved in their community and love volunteering. They donate to charities and attend fundraisers including Harford Family House, Pathfinders for Autism, HOPE International, Breathe 379, and Angel Park as well as sponsor a few fundraisers every year. Their son, Anthony, 22, currently attends Salisbury University.



Brooks and his wife, Renay

Brooks' team of five is very tight-knit. "Our team is very crucial to what I do. I recognize how much they contribute to our success," he said. Pete, Rebecca, Amy, and Denise are all integral to Brooks' achievements. The team holds quarterly dinners including a crab night, a holiday dinner, and in their next event will probably be axe throwing.

"I've helped so many people through the moving process. Realtors, builders, and clients trust us to help them through their process," Brooks said. He doesn't take that job lightly, either. Especially since, to date, he's helped over 5,000 people.

One of the ways Brooks helps his buyers through the steps of financing a home is to mirror their excitement and remind them of the benefits of owning a home. "Owning a house is like having a bank account," he said. An investment that grows.

Brooks also helps them win the house they want. "I guide them to do what they

need to do in order to win. Making sure the buyer has given me everything they need," he said. Because buyers often find the "perfect house" on a Saturday, when banks are closed, he helps realtors and their buyers present strong if they find something. That way, the realtor and buyer know if they can make an over-asking offer, a non-contingent offer, or use the equity from their current home.

"I want real estate agents to have confidence that I will help their buyer move to the next step," Brooks said. He understands that no buyer is the same. "Being organized, having systems in place, and always looking to improve is what I strive for," he said.

Brooks' favorite part of the job is having a flexible schedule, meeting different types of people and that no day is the same. He has a favorite part of each transaction as well. "When I'm first talking to the buyer, there is lots of positivity. I enjoy helping them and setting them up for success."

Fulton Mortgage Company offers every type of mortgage loan as well as specialized products like doctors' loans and construction loans. Many past clients still reach out to Brooks. Recently, a client connected with him whom he had helped get a loan ten years ago. Her realtor recommended a loan officer, but this client insisted on using Brooks. "For her to remember me and work with me again ten years later made me feel appreciated and made for a good day," Brooks said.

Like his famous namesake, Brooks Grasso is competitive as well. "Businesses can learn A LOT from all professional sports teams about teamwork, goals, and productivity," he said.

When he achieves his goal of being in the top 1% of loan originators in the entire country— as he has every year since 2003— and having production levels that win him entry into the Presidents' club—which he achieves almost every year, it means his clients are winning, too.



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SEPTIC SYSTEMS

WHAT YOU AND YOUR BUYERS NEED TO KNOW

BY IRVIN BLACK OF YOUNG SEPTIC SERVICES

When assisting clients in purchasing a property, one critical component that often gets overlooked is the septic system. While most agents are familiar with municipal sewer systems, properties with septic systems require a bit more expertise. As a real estate agent, understanding the nuances of these systems is essential for guiding your clients through a smooth transaction and helping them make informed decisions. Below are key considerations for agents when dealing with properties that have a septic system.

1. Understand the Basic Function of a Septic System

A septic system is an on-site sewage treatment facility. Typically located in rural or semi-rural areas, it consists of a septic tank

and a drain field. Wastewater flows from the home into the tank, where solids settle to the bottom, and liquids flow to the drain field to be filtered by the soil. Over time, solids in the tank must be pumped out to avoid system failure.

While most buyers may not need an in-depth explanation of the system, being able to describe its basic function and importance will boost their confidence in your expertise.

2. Septic System Inspections Are a Must

Before your client purchases a property with a septic system, ensure a comprehensive inspection is completed. Septic systems can be costly to repair or replace, and an inspection can reveal any immediate or future concerns.

A thorough inspection should include:

- Checking the condition of the tank, pipes, and drain field.
- Ensuring the system is appropriately sized for the home's water usage
- Identify any signs of leaking, blockage, or damage.

3. Understand Local Regulations and Requirements

Septic systems are subject to local regulations, which vary depending on the state or municipality. In some areas, systems must meet specific standards for size, location, and functionality. If you ever have any questions pertaining to local regulations or requirements, call (443) 775-7353 and ask to speak with Randy Young - he has an in-depth knowledge of local regulations and would be happy to answer questions.

4. Be Aware of the Age and Maintenance

History of the System

A septic system's age is a significant factor in determining its lifespan and future cost. A well-maintained system can last 20 to 30 years or longer, while a neglected one may fail within a decade. Request documentation of any maintenance or repairs from the seller and share this information with potential buyers. If the system has been well maintained, it's a positive selling point.

If the maintenance history is unclear or the system hasn't been serviced regularly, advise your clients about potential risks and the importance of budgeting for future maintenance or repairs.

5. Cost of Repairs and Replacements

Septic system repairs can range from minor fixes to full system replacements, which can cost tens of thousands of dollars. Before making an offer, your clients need to understand the financial implications of any issues that arise. Encourage them to factor potential repair or replacement costs into their negotiations and consider asking for seller contributions or price adjustments if the system is old or in poor condition. If you have any questions about the cost of repairs, etc. call Young Septic Services and we will be happy to help provide any information or answer any questions that help your clients.

6. Drain Field Considerations

The drain field is a critical part of the septic system. If the drain field fails, it can cause the entire system to malfunction. Signs of a failing drain field include wet spots in the yard, lush, green grass above the field, foul odors, or slow drainage in the home.

Agents should understand the importance of protecting the drain field and how to do so:

- Ensure it is not located near water sources, wells, or any area prone to flooding.
- Vehicles and heavy equipment should never drive over or park on the drain field.
- Advise buyers to keep trees with deep root systems away from the area, as roots can infiltrate the pipes.

7. Septic System Size and Usage

Septic systems are designed to handle a specific amount of wastewater based on the size of the household. If your clients plan to expand the home, they'll need to ensure the septic system can accommodate the additional load. If the system is undersized, it may require expansion or replacement, which can be costly.

Check the system's capacity and discuss future plans with your clients to ensure the septic system will continue to meet their needs.

8. Impact on Property Value

The condition and functionality of the septic system can have a direct impact on a property's value. A system in good working order, with up-to-date maintenance records, can be a positive selling feature, especially in rural areas where septic systems are common. Conversely, a system in need of repair or replacement can significantly lower the property's value and deter potential buyers.

Understanding how a septic system affects the property's marketability will help you guide pricing strategies and negotiation tactics.

9. Disclosure Requirements

As an agent, it's crucial to ensure all disclosures are complete and accurate to protect both the buyer and the seller. Make sure the buyer knows whether the septic system has been inspected, its age, and any known issues before finalizing the sale.

Conclusion

Purchasing a property with a septic system doesn't have to be a daunting experience for buyers, if they have the right information. As a real estate agent, your role is to provide expertise and guidance throughout the process. By understanding the basic functionality of septic systems, facilitating inspections, being aware of local regulations, and advising on maintenance and repair costs, you can help your clients make an informed decision and avoid costly surprises down the road. If there is anything Young Septic Services can do to help, feel free to reach out to us anytime.



Irvin is a proud Marine Corps veteran and former firefighter with a deep commitment to service and leadership. After dedicating years to protecting his community, he transitioned into the private sector and is now the General Manager at Young Septic Services. With his strong work ethic, problem-solving skills, and focus on teamwork,

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Ed Treadwell



BETTING ON HIMSELF & WINNING BIG

BY MOLLY LAURYSENS · PHOTOS BY DAVID STUCK

Straightforward and grounded, Ed Treadwell values the simplicity of life. He confessed he must learn his lessons the hard way though. “I’ve always been that way. I have no problem learning from other people, but I guess—you can call me stubborn—because I have to experience things and learn them in my own way.”

Ed also considers himself to be a late bloomer. Take his career path as an example: before entering real estate, he was anchored in the restaurant industry. Having climbed up and through the ranks, he eventually became a general manager of a sports bar. By age 37, Ed was coasting in his career and preparing to oversee a new restaurant location. However, with the recent birth of his son, he found himself questioning his choices. Was this where he really wanted to be?

So, during a two-week paternity leave, he reflected on his options and with the support of his family, particularly his wife Danielle and in-laws who both worked in real estate, Ed decided to take a leap of faith. He was going to switch careers and go into real estate. “It was scary for sure, but I didn’t think twice once I got the green light from the people around me,” he recalls. “I chose to bet on myself and I’m really glad I did.”

Betting on himself was the ultimate gift. Eight years later, Ed has not a single regret. In fact, 2024 has been a record-breaker for him. He sold 43 units for just over \$20 million. Another notch in his 2024 winning belt? He was also able to grow his average sales price by over \$100,000. Most of that increase was about being intentional and actively pursuing higher price points on listings.

A Finksburg native, Ed has lived within 10 minutes of the same zip code his entire life. He and Danielle have two children, Frankie (8) and Vivian (5), and recently purchased a home Ocean City to create new memories with their extended family and unplug from the hustle of life. Family time is a priority for Ed—he enjoys riding dirt bikes with Frankie and being involved in both kids’ activities. Vivian loves to dance, while Frankie is passionate about a variety of sports. In their downtime,





“ It was scary for sure, but I didn’t think twice once I got the green light from the people around me.

I chose to bet on myself and I’m really glad I did.”

Ed and Danielle enjoy traveling and exploring new culinary creations—they consider themselves foodies.

Looking back on his restaurant days, Ed doesn’t miss the industry but appreciates the work ethic it instilled in him. He also credits that experience with honing his problem-solving skills. “That troubleshooting element from my previous career has translated really well. If I don’t know the solution, I’ll find someone who does.”

Perhaps he had to learn this lesson the hard way and flounder for a while in that business before making a change and going after something different. “I really do feel like there’s a fire burning inside everybody and sometimes it goes dormant and we need a spark to reignite it. For me that passion to perform at a really high level was there, it had just been dormant.” Real estate was the igniter for him.

Ed’s current theme song for his life, Till You Can’t by Cody Johnson, captures his resilient nature and may just sum it up best:

*If you got a chance, take it.
Take it while you got a chance,
If you got a dream, chase it,
Cause the dream won’t chase you back...*

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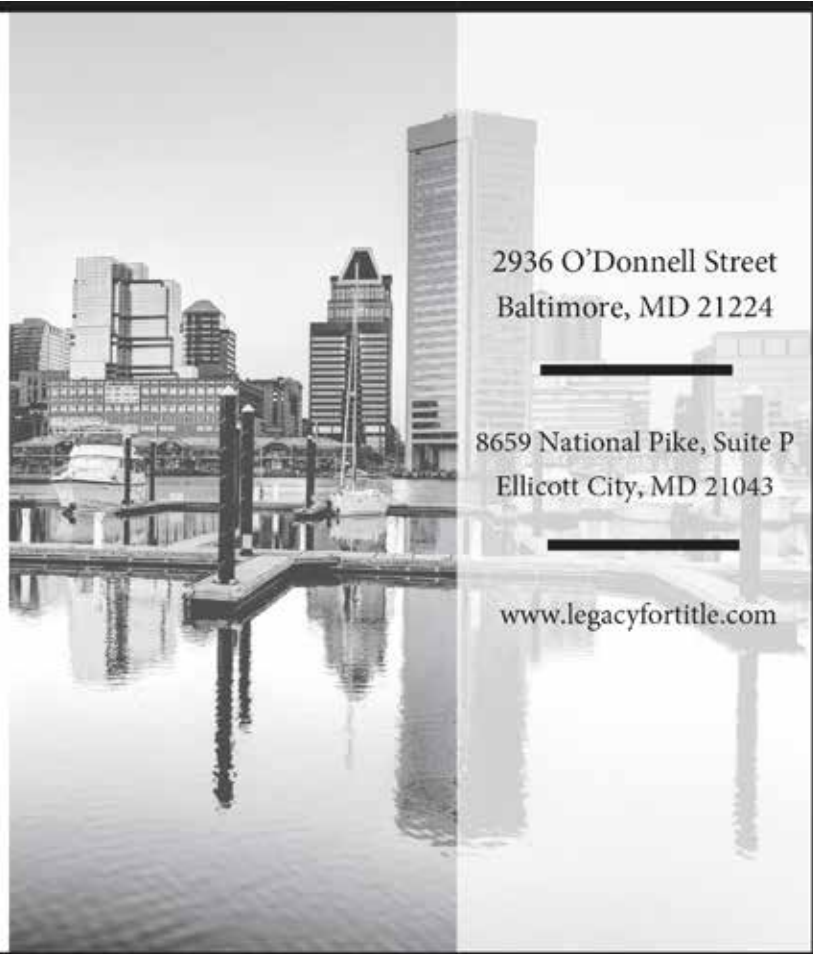


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JOE WANDISHIN & TJ JAGER



of Primary Residential Mortgage, Inc.

BY ABBY ISAACS · PHOTOS BY MELANIE HASSLER

Joining Forces, Changing Lives

Joe Wandishin and TJ Jager are the dynamic duo behind a newly merged branch at Primary Residential Mortgage, Inc. (PRMI) in Towson. Their journey from bartending to building a thriving mortgage business while juggling fatherhood is a testament to hard work, adaptability, and a commitment to people—both their clients and their team.

“Seeing the beautiful look on somebody’s face when they buy a house, and taking that a step further, seeing people’s lives change that work here, that’s why we do what we do,” said Joe.

TJ and Joe’s paths to the mortgage industry are marked with similarities, though they didn’t cross until later in life. After growing up in Baltimore County, they both got degrees from Maryland schools and bartended after graduation. Acknowledging a need for a long-term career and professional fulfillment, they got their starts in the industry at PRMI just two years apart.

“Transitioning to mortgages meant convincing people that I wasn’t just the

guy serving them drinks but someone they could trust with the biggest financial decision of their lives,” TJ said.

Both leveraged their personal networks and social media to build databases from scratch and establish credibility. Joe and TJ initially ran separate ventures under the same roof but decided to merge their operations in early 2024.

“We’ve always been aligned in our goals,” Joe said. “By combining forces, we knew we could create something greater together.”

Their partnership brought both anticipated and unforeseen challenges. “Change is daunting,” TJ said. “There’s a

lot of HR, emails, and behind-the-scenes work, but having a strong team made it much easier.” Today, their branch has grown to 17 employees, including three new hires since the merger. They’ve fostered a workplace culture that balances high expectations with an emphasis on work-life harmony.

“This job isn’t nine to five,” TJ said. “But we’re adamant about carving out time for family. Success at work means nothing if you’re failing at home.” This philosophy resonates throughout the branch, where team events like “Friendsgiving” foster camaraderie and a family-like atmosphere. “We’re not just coworkers; we’re a family. Everybody is

Joe Wandishin and TJ Jager



an extension of us from top to bottom. We have great people,” Joe said.

Their leadership style emphasizes mentorship and personal growth. “It’s rewarding to see our team members achieve success,” Joe said. “Watching someone who started from scratch build a thriving career is one of the most fulfilling aspects of this business.”

Their focus on people extends beyond their employees to their clients. “Helping someone buy their first home or improve their financial situation is life-changing,” TJ said.

The duo’s vision for the future is clear: continue growing their branch

while maintaining their commitment to people over profits. “The right people will drive production,” TJ said. “We’d rather have a strong, cohesive team than chase numbers.”

Both Joe and TJ balance their demanding careers with rich personal lives. TJ and his wife, Gabrielle, welcomed their first child, Bennett, in April 2024, and share their home with two cats and a Rottweiler named Rollo. In his free time, TJ enjoys crabbing, meteorology, and barbecuing.

Joe, who recently welcomed his second child, Charlie, with his wife, Katie, is an avid sports fan and coach.

“Coaching my daughter Violet’s teams is my favorite thing,” Joe said. “It’s about teaching and mentoring, whether it’s on the field or in the office. We want to help each and every person grow their business. Whatever helping hand we can give, we just want to be a part of it.”

Joe and TJ’s partnership is a model of how two individuals with a shared vision can come together to create something extraordinary. As they continue to grow their branch and empower their team, Joe and TJ remain focused on what matters most: changing lives—one mortgage and one team member at a time.

“

We want to help each and every person grow their business. Whatever helping hand we can give, we just want to be a part of it.”



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JIM SCHAECHER

Balancing Life While Building Success

BY ABBY ISAACS · PHOTOS BY ROY COX

In a career where success often demands long hours and personal sacrifice, Jim Schaecher has managed to break the mold, excelling in real estate while staying present for life's most meaningful moments. Over his 22-year career, Jim has built one of the region's top-producing real estate teams, all while finding time to referee high school basketball, embark on yearly baseball trips with his son, and read nonfiction novels in record time.

"I used to focus solely on work," Jim said. "But as I've gotten older, I've gained perspective. People often ask me how I've achieved balance. My answer is simple: surround yourself with talented people, know your strengths, and focus on what truly matters."

Nine people make up the lean and mean Jim Schaecher Group, Keller Williams Flagship Of MD. With offices in Millersville and Venice, Florida, they consistently rank among the top 200 of Keller Williams' 100,000-plus agents.

Jim's journey began in an unexpected place: a small video store in Upper Marlboro. With a degree in criminal justice from the University of Maryland, he found himself managing the store and eventually buying it from its owners, who also happened to be prominent real estate agents. One of them, Sherrie Choporis, a top agent in the industry, took Jim under her wing and introduced him to real estate.

"She's been a mentor and friend for 35 years," Jim said. "Thanks to her guidance,

I joined Realty Executives and earned Maryland's Rookie of the Year award my first year. I'll never forget the company's owner telling me, 'I underestimated you,' as he handed me that plaque."

He quickly became the top agent at Realty Executives, but the demands of being solo began to take a toll. "Being a single, top-producing agent can feel like a velvet prison. The money was fantastic, but I was missing out on life—my kids' games, important moments. It wasn't sustainable."



Recognizing the need for change after 10 years on his own, Jim hired Ed Kite, a retired pharmaceutical executive and musician with an MBA. “Ed was everything I needed. He’s brilliant, organized, and helped us grow from a one-man show to a cohesive team with logos, procedures, and a shared vision.”

Over a decade, Jim’s team grew to eight members and produced 60% of their office’s business. But Jim felt ready for a bigger stage and he made the move to Keller Williams Flagship of Maryland, which transformed his career. “We went from \$20 million to \$135 million in volume. The culture at Keller Williams, fostered by Wendy and Barry, was a game-changer.”

The move also enabled him to open an office on Florida’s Gulf Coast, driven partly by a desire to be closer to his mother and sister Stacy. Stacy helps run the Venice office that now completes 50 transactions annually and Jim splits his time between Maryland and the Sunshine State. “It’s been great getting to see them 10 days out of every month,” said Jim. “This journey has been about more than just success; it’s about sharing that success with family. My sister, daughter Allison, and even my son Jack have contributed to the business. It’s incredibly rewarding to see them involved.”

Jim has mastered the art of delegation, allowing him to focus on his strengths and passions. “I learned to focus on what I’m good at and delegate tasks that don’t bring me joy. Even if hiring someone doesn’t always increase my productivity, it gives me my life back.”

His approach to balance is deeply influenced by his late father. “My dad wasn’t the ‘I love you’ type, but despite a government job, he never missed a single game or event. That’s a sacrifice I’ve come to appreciate as I’ve tried to do the same for my kids.”

Jim is deeply devoted to family time. He and his son Jack are on a mission to visit all 30 Major League Baseball stadiums, tackling three each year. He and his wife Shannon cherish annual trips to Aruba, as well as sleepovers and

trips to Mimi’s beach house in Florida with Allison and granddaughter Macy. Their rescue dog, Waylon—affectionately called Clifford the Big Red Dog—brings joy to their Gambrills home.

He also takes great pride in supporting local non-profits. After a close friend lost a daughter to a rare brain tumor, they created Mirah’s Closet, a charitable initiative providing essentials for children in need. “We donate a portion of every transaction to Mirah’s Closet. It’s a way to honor her memory and make a difference in the community.”

“

I learned to focus on what I’m good at and delegate tasks that don’t bring me joy.

Even if hiring someone doesn’t always increase my productivity, it gives me my life back.”

For Jim, success isn’t just about numbers; it’s about impact. As a mentor, he finds fulfillment in helping others grow. “Seeing agents I’ve mentored become industry leaders is one of the most rewarding parts of my career.”

Jim’s advice for agents young and old is to figure out your “why” and align your goals accordingly. “For me, my ‘why’ is family, giving back, and helping others succeed. When you focus on what matters, everything else falls into place.”

With his Florida office thriving and his Maryland team maintaining its status as one of the top-performing groups in the region, Jim Schaecher is proof that achieving work-life balance and massive success is not only possible but deeply rewarding.



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TOP 150 STANDINGS • BY UNITS

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
1	Adam M Shpritz	Ashland Auction Group LLC	665	\$35,647,466
2	Kathleen Cassidy	DRH Realty Capital, LLC.	665	\$348,572,428
3	Tineshia R. Johnson	NVR Services, Inc.	542.5	\$285,810,575
4	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	372.5	\$185,428,000
5	Joseph A Petrone	Monument Sotheby's International Realty	346	\$244,296,096
6	Lee M Shpritz	Ashland Auction Group LLC	303.5	\$18,021,427
7	Robert J Lucido	Keller Williams Lucido Agency	247	\$184,230,275
8	Lois Margaret Alberti	Alberti Realty, LLC	187	\$57,841,780
9	Shawn M Evans	Monument Sotheby's International Realty	186	\$152,425,926
10	Nickolaus B Waldner	Keller Williams Realty Centre	169.5	\$78,247,154
11	Gina M Gargeu	Century 21 Downtown	164.5	\$28,266,210
12	Tracy M Jennings	DRH Realty Capital, LLC.	159	\$86,907,364
13	Jeremy Michael McDonough	Mr. Lister Realty	141	\$62,880,981
14	Daniel McGhee	Homeowners Real Estate	138	\$57,534,111
15	Lee R. Tessier	EXP Realty, LLC	136.5	\$60,251,218
16	Gina L White	Lofgren-Sargent Real Estate	124	\$58,511,010

RANK	NAME	OFFICE	SALES	TOTAL
17	Charlotte Savoy	The KW Collective	119.5	\$59,460,274
18	Daniel B Register IV	Northrop Realty	117	\$31,002,850
19	Matthew D Rhine	Keller Williams Legacy	116.5	\$51,476,333
20	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	114	\$43,884,882
21	Creig E Northrop III	Northrop Realty	106	\$99,875,389
22	Laura M Snyder	American Premier Realty, LLC	104.5	\$51,435,787
23	David Orso	Berkshire Hathaway HomeServices PenFed Realty	95.5	\$91,554,325
24	James T Weiskerger	Next Step Realty	94	\$49,929,712
25	Bob Simon	Long & Foster Real Estate, Inc.	92.5	\$11,548,593
26	Un H McAdory	Realty 1 Maryland, LLC	87	\$53,689,900
27	Jeannette A Westcott	Keller Williams Realty Centre	80	\$44,077,497
28	Yevgeny Drubetskoy	EXP Realty, LLC	77	\$28,244,110
29	STEPHEN PIPICH Jr.	VYBE Realty	76.5	\$21,342,300
30	Gavriel Khoshkheraman	Pickwick Realty	76.5	\$16,104,180
31	Bradley R Kappel	TTR Sotheby's International Realty	74.5	\$170,820,381
32	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	74	\$21,078,275
33	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	73	\$28,873,230
34	Tracy J. Lucido	Keller Williams Lucido Agency	70.5	\$55,701,393
35	Timothy Langhauser	Compass Home Group, LLC	70	\$31,773,180
36	Jonathan Scheffenacker	Redfin Corp	69	\$31,844,418
37	Larry E Cooper	Alex Cooper Auctioneers, Inc.	68.5	\$12,288,545
38	Kimberly A Lally	EXP Realty, LLC	68.5	\$30,060,845
39	Michael Soper	Next Step Realty	68.5	\$26,051,950
40	Sunna Ahmad	Cummings & Co. Realtors	68	\$49,781,353
41	Daniel M Billig	A.J. Billig & Company	67	\$14,551,523
42	Michael J Schiff	EXP Realty, LLC	67	\$28,460,085
43	Mitchell J Toland Jr.	Redfin Corp	66	\$26,765,350
44	Jeremy S Walsh	Coldwell Banker Realty	64	\$32,690,325
45	Robert A Commodari	EXP Realty, LLC	63.5	\$23,028,968
46	Veronica A Sniscak	Compass	63	\$29,720,701
47	Tom Atwood	Keller Williams Legacy	61.5	\$26,764,041
48	Gregory A Cullison Jr.	EXP Realty, LLC	61	\$19,731,552
49	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	61	\$15,482,752
50	Kelly Schuit	Next Step Realty	61	\$30,467,795

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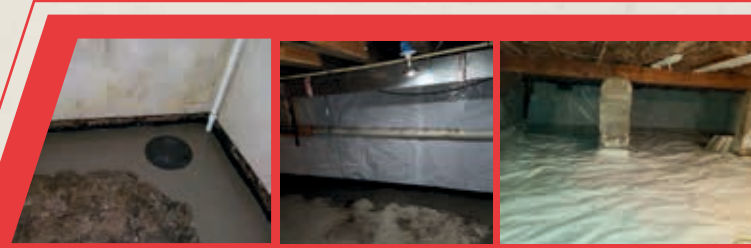
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RANK	NAME	OFFICE	SALES	TOTAL
51	Enoch P Moon	Realty 1 Maryland, LLC	59.5	\$33,947,380
52	Tiffany S Domneys	ExecuHome Realty	59	\$12,685,045
53	Deepak Nathani	EXP Realty, LLC	59	\$31,916,726
54	Bryan G Schafer	Compass	59	\$30,549,068
55	Charles N Billig	A.J. Billig & Company	58	\$13,061,088
56	Tyler Ell	Keller Williams Realty Centre	57.5	\$28,496,569
57	Brendan Butler	Cummings & Co. Realtors	57	\$25,281,020
58	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	57	\$8,843,515
59	Adam Chubbuck	Douglas Realty, LLC	56.5	\$24,030,825
60	Missy A Aldave	Northrop Realty	56.5	\$31,652,750
61	Kim Barton	Keller Williams Legacy	56.5	\$25,184,000
62	Leslie Ikle	Redfin Corp	56	\$33,755,560
63	Francis R Mudd III	Schwartz Realty, Inc.	56	\$29,281,804
64	Raj Singh Sidhu	Your Realty Inc.	55	\$16,009,444
65	Daniel Borowy	Redfin Corp	54	\$35,184,800
66	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	54	\$23,781,800
67	Colleen M Smith	EXP Realty, LLC	54	\$50,041,940
68	Bob A Mikelskas	Rosario Realty	53.5	\$22,720,195
69	Liz A. Ancel	Cummings & Co. Realtors	53	\$20,033,535
70	cory andrew willems	Keller Williams Gateway LLC	53	\$15,643,290
71	Wendy Slaughter	VYBE Realty	52.5	\$33,772,450
72	Vincent M Caropreso	Keller Williams Flagship of Maryland	52.5	\$24,153,078
73	Brian D Saver	Long & Foster Real Estate, Inc.	52	\$58,251,030
74	Pamela A Terry	EXP Realty, LLC	52	\$7,309,618
75	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	52	\$38,700,406
76	Ira Klein	Pickwick Realty	52	\$6,810,400
77	Sandra E Echenique	Keller Williams Gateway LLC	52	\$12,247,800
78	Brian M Pakulla	Red Cedar Real Estate, LLC	51.5	\$33,520,186
79	Jessica DuLaney (Nonn)	Next Step Realty	51.5	\$24,129,498
80	Tony Migliaccio	Long & Foster Real Estate, Inc.	51	\$22,767,302
81	Mary Anne Kowalewski	KOVO Realty	51	\$36,056,667
82	William C Featherstone	Featherstone & Co.,LLC.	51	\$13,114,400
83	Donald L Beecher	Redfin Corp	51	\$21,058,660
84	Mary C Gatton	Redfin Corp	51	\$26,894,500

RANK	NAME	OFFICE	SALES	TOTAL
85	Anthony M Friedman	Northrop Realty	51	\$42,957,216
86	Jenn Schneider	Neighborhood Assistance Corporation of America	51	\$16,687,400
87	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	50.5	\$27,660,745
88	Louis Chirgott	Core Maryland Real Estate LLC	50	\$24,857,782
89	Bill Franklin	Long & Foster Real Estate, Inc.	50	\$24,291,888
90	Phillippe Gerdes	Real Broker, LLC - Annapolis	50	\$24,175,170
91	Peter J Klebenow	RE/MAX Advantage Realty	49.5	\$7,791,478
92	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	49.5	\$28,415,036
93	Jessica L Young-Stewart	RE/MAX Executive	49.5	\$22,585,190
94	Julia H. Neal	Next Step Realty	49	\$19,575,100
95	Susan Shterengarts	Long & Foster Real Estate, Inc.	49	\$13,300,700
96	Nancy A Hulsman	Coldwell Banker Realty	49	\$23,765,410
97	Christopher W Palazzi	Cummings & Co. Realtors	49	\$10,609,290
98	James F Ferguson	EXIT Preferred Realty, LLC	48.5	\$16,976,175
99	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	48	\$17,238,767
100	Jim W Bim	Winning Edge	47.5	\$19,202,325

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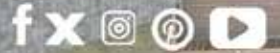
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TOP 150 STANDINGS • BY UNITS


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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
101	Bob Kimball	Redfin Corp	47.5	\$17,936,349
102	Vincent J. Steo	Your Home Sold Guaranteed Realty	47	\$16,791,090
103	Brian I Leibowitz	Maryland Realty Company	47	\$13,188,843
104	Mark D Simone	Keller Williams Legacy	47	\$19,864,220
105	David Marc Niedzialkowski	Redfin Corp	46.5	\$20,530,891
106	Jennifer A Bayne	Long & Foster Real Estate, Inc.	46.5	\$17,650,097
107	John C Kantorski Jr.	EXP Realty, LLC	46	\$17,829,999
108	Krissy Doherty	Northrop Realty	46	\$19,055,340
109	Mark Richa	Cummings & Co. Realtors	45.5	\$18,711,170
110	Allen J Stanton	RE/MAX Executive	45.5	\$20,524,850
111	Terry A Berkeridge	Advance Realty Bel Air, Inc.	45	\$18,723,100
112	Jessica Dailey	Compass	44.5	\$19,574,765
113	Robert D Kaetzel	Real Estate Professionals, Inc.	44	\$11,668,939
114	Sharon Y Daugherty	Keller Williams Select Realtors	44	\$24,200,425
115	Keiry Martinez	ExecuHome Realty	44	\$11,295,740
116	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	44	\$14,847,990

RANK	NAME	OFFICE	SALES	TOTAL
117	Byron K. Brooks	Thurston Wyatt Real Estate, LLC	44	\$6,456,249
118	Sarah E Garza	Compass	43.5	\$26,171,590
119	Jessica N Sauls	VYBE Realty	43.5	\$19,778,560
120	Andrew Johns III	Keller Williams Gateway LLC	43	\$17,871,910
121	Luis H Arrazola	A.J. Billig & Company	43	\$10,145,573
122	Megan Manzari	Cummings & Co. Realtors	43	\$14,934,240
123	Igor Maltsev	Keller Williams Legacy	43	\$14,892,180
124	Timothy Lee Joseph Dominick	Coldwell Banker Realty	42.5	\$11,185,036
125	Nicholas W Bogardus	Compass	42.5	\$16,881,500
126	Michael Frank	EXP Realty, LLC	42.5	\$16,040,931
127	Sergey A taksis	Long & Foster Real Estate, Inc.	42.5	\$20,102,450
128	Shannon Smith	Next Step Realty	42	\$18,505,650
129	Aimee C O'Neill	O'Neill Enterprises Realty	42	\$18,623,379
130	Trent C Gladstone	The KW Collective	42	\$23,818,545
131	Jared T Block	Alex Cooper Auctioneers, Inc.	42	\$10,575,535
132	Melissa Menning	Alberti Realty, LLC	42	\$8,556,100
133	Chiu K Wong	Advantage Realty of Maryland	42	\$18,621,892
134	Sayed Ali Haghgoo	EXP Realty, LLC	42	\$18,812,027
135	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	42	\$9,376,400
136	Marina Yousefian	Long & Foster Real Estate, Inc.	41.5	\$23,499,253
137	Ronald W. Howard	RE/MAX Advantage Realty	41.5	\$17,157,700
138	Kyriacos P. Papaleonti	Academy Realty Inc.	41	\$20,832,046
139	Matthew P Wyble	Next Step Realty	41	\$26,759,797
140	Prabin Bhandari	Keller Williams Gateway LLC	41	\$17,448,800
141	Nancy Gowan	Real Broker, LLC - Annapolis	41	\$22,878,680
142	Julie Singer	Northrop Realty	41	\$29,174,590
143	Montaz Maurice McCray	Keller Williams Realty Centre	41	\$14,612,698
144	Christopher B Carroll	RE/MAX Advantage Realty	40.5	\$21,015,801
145	Michael Green	Witz Realty, LLC	40.5	\$13,796,598
146	Heidi S Krauss	Krauss Real Property Brokerage	40	\$57,851,885
147	Dassi Lazar	Lazar Real Estate	40	\$13,699,600
148	Jennifer Schaub	EXP Realty, LLC	40	\$29,168,000
149	James H Stephens	EXP Realty, LLC	40	\$14,488,400
150	Jay J Fischetti	Keller Williams Realty Centre	39.5	\$18,164,370

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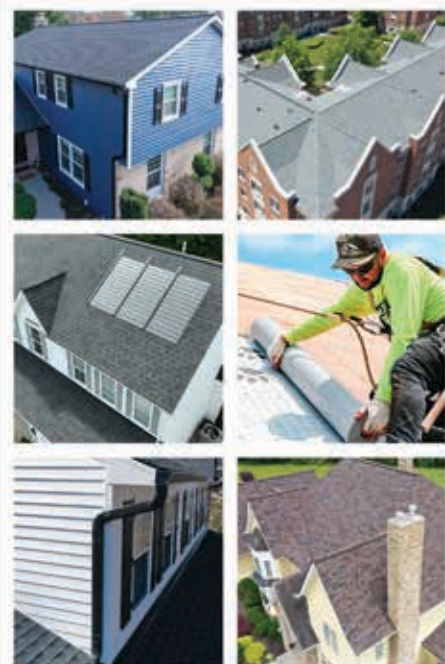
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TOP 150 STANDINGS • BY VOLUME

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24	Colleen M Smith	EXP Realty, LLC	54	\$50,041,940
25	James T Weiskerger	Next Step Realty	94	\$49,929,712
26	Sunna Ahmad	Cummings & Co. Realtors	68	\$49,781,353
27	Georgeann A Berkinshaw	Coldwell Banker Realty	21.5	\$48,139,200
28	Jeannette A Westcott	Keller Williams Realty Centre	80	\$44,077,497
29	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	114	\$43,884,882
30	Anthony M Friedman	Northrop Realty	51	\$42,957,216
31	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	38.5	\$40,012,360
32	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	52	\$38,700,406
33	Mary Anne Kowalewski	KOVO Realty	51	\$36,056,667
34	Adam M Shpritz	Ashland Auction Group LLC	665	\$35,647,466

RANK	NAME	OFFICE	SALES	TOTAL
35	Daniel Borowy	Redfin Corp	54	\$35,184,800
36	Enoch P Moon	Realty 1 Maryland, LLC	59.5	\$33,947,380
37	Wendy Slaughter	VYBE Realty	52.5	\$33,772,450
38	Leslie Ikle	Redfin Corp	56	\$33,755,560
39	Carol Snyder	Monument Sotheby's International Realty	34	\$33,646,778
40	Brian M Pakulla	Red Cedar Real Estate, LLC	51.5	\$33,520,186
41	Jeremy S Walsh	Coldwell Banker Realty	64	\$32,690,325
42	Deepak Nathani	EXP Realty, LLC	59	\$31,916,726
43	Jonathan Scheffenacker	Redfin Corp	69	\$31,844,418
44	Timothy Langhauser	Compass Home Group, LLC	70	\$31,773,180
45	Missy A Aldave	Northrop Realty	56.5	\$31,652,750
46	Ricky Cantore III	RE/MAX Advantage Realty	39	\$31,341,000
47	Daniel B Register IV	Northrop Realty	117	\$31,002,850
48	Charlie Hatter	Monument Sotheby's International Realty	23.5	\$30,872,500
49	Bryan G Schafer	Compass	59	\$30,549,068
50	Kelly Schuit	Next Step Realty	61	\$30,467,795

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
51	Elizabeth C Dooner	Coldwell Banker Realty	30	\$30,242,375
52	Kimberly A Lally	EXP Realty, LLC	68.5	\$30,060,845
53	Veronica A Sniscak	Compass	63	\$29,720,701
54	Francis R Mudd III	Schwartz Realty, Inc.	56	\$29,281,804
55	Julie Singer	Northrop Realty	41	\$29,174,590
56	Jennifer Schaub	EXP Realty, LLC	40	\$29,168,000
57	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	73	\$28,873,230
58	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	33	\$28,595,736
59	Shun Lu	Keller Williams Realty Centre	30	\$28,549,160
60	Jennifer Holden	Compass	38	\$28,541,934
61	Tyler Ell	Keller Williams Realty Centre	57.5	\$28,496,569
62	Michael J Schiff	EXP Realty, LLC	67	\$28,460,085
63	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	49.5	\$28,415,036
64	Gina M Gargeu	Century 21 Downtown	164.5	\$28,266,210
65	Yevgeny Drubetsky	EXP Realty, LLC	77	\$28,244,110
66	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	50.5	\$27,660,745

RANK	NAME	OFFICE	SALES	TOTAL
67	Mary C Gatton	Redfin Corp	51	\$26,894,500
68	Mitchell J Toland Jr.	Redfin Corp	66	\$26,765,350
69	Tom Atwood	Keller Williams Legacy	61.5	\$26,764,041
70	Matthew P Wyble	Next Step Realty	41	\$26,759,797
71	Travis O Gray	Engel & Volkers Annapolis	15.5	\$26,281,113
72	Sarah E Garza	Compass	43.5	\$26,171,590
73	Michael Soper	Next Step Realty	68.5	\$26,051,950
74	Sarah Greenlee Morse	TTR Sotheby's International Realty	23	\$25,873,750
75	Kristi C Neidhardt	Northrop Realty	32.5	\$25,837,275
76	Robert A Kinnear	RE/MAX Advantage Realty	30	\$25,527,898
77	June M Steinweg	Long & Foster Real Estate, Inc.	26	\$25,455,999
78	Brendan Butler	Cummings & Co. Realtors	57	\$25,281,020
79	Kim Barton	Keller Williams Legacy	56.5	\$25,184,000
80	Sarah E Kanne	Gibson Island Real Estate INC	7	\$25,082,500
81	Louis Chirgott	Core Maryland Real Estate LLC	50	\$24,857,782
82	Jonathan E. Rundlett	Toll MD Realty, LLC	12	\$24,635,740
83	Bill Franklin	Long & Foster Real Estate, Inc.	50	\$24,291,888
84	Sharon Y Daugherty	Keller Williams Select Realtors	44	\$24,200,425
85	Phillippe Gerdes	Real Broker, LLC - Annapolis	50	\$24,175,170
86	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	31.5	\$24,168,135
87	Vincent M Caropreso	Keller Williams Flagship of Maryland	52.5	\$24,153,078
88	Jessica DuLaney (Nonn)	Next Step Realty	51.5	\$24,129,498
89	Reid Buckley	Long & Foster Real Estate, Inc.	20	\$24,093,100
90	Adam Chubbuck	Douglas Realty, LLC	56.5	\$24,030,825
91	Wendy T Oliver	Coldwell Banker Realty	32	\$23,863,749
92	Trent C Gladstone	The KW Collective	42	\$23,818,545
93	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	54	\$23,781,800
94	Nancy A Hulsman	Coldwell Banker Realty	49	\$23,765,410
95	Betty P Batty	Compass	22.5	\$23,679,365
96	Marina Yousefian	Long & Foster Real Estate, Inc.	41.5	\$23,499,253
97	Robert A Commodari	EXP Realty, LLC	63.5	\$23,028,968
98	Nancy Gowan	Real Broker, LLC - Annapolis	41	\$22,878,680
99	Lisa E Kittleman	The KW Collective	35	\$22,798,992
100	Tony Migliaccio	Long & Foster Real Estate, Inc.	51	\$22,767,302

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TOP 150 STANDINGS • BY VOLUME

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
101	Bob A Mikelskas	Rosario Realty	53.5	\$22,720,195
102	Erica K Baker	TTR Sotheby's International Realty	35	\$22,657,500
103	Biana Arentz	Coldwell Banker Realty	21.5	\$22,615,098
104	Jessica L Young-Stewart	RE/MAX Executive	49.5	\$22,585,190
105	Gary R Ahrens	Keller Williams Realty Centre	38.5	\$22,376,371
106	Jason W Perlow	Monument Sotheby's International Realty	35.5	\$22,248,660
107	Arian Sargent Lucas	Lofgren-Sargent Real Estate	26	\$21,833,587
108	Jason P Donovan	RE/MAX Leading Edge	33	\$21,688,140
109	James M. Baldwin	Compass	33	\$21,379,520
110	Nicholas Cintron	APEX Realty, LLC	29	\$21,364,243
111	STEPHEN PIPICH Jr.	VYBE Realty	76.5	\$21,342,300
112	Nicki Palermo	RE/MAX One	35	\$21,255,530
113	Ryan R Briggs	Anne Arundel Properties, Inc.	33	\$21,157,966
114	Arianit Musliu	Redfin Corp	35	\$21,085,000
115	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	74	\$21,078,275
116	Donald L Beecher	Redfin Corp	51	\$21,058,660
117	Christopher B Carroll	RE/MAX Advantage Realty	40.5	\$21,015,801
118	Steve Allnutt	RE/MAX Advantage Realty	31	\$20,970,400
119	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	33.5	\$20,947,778
120	Kyriacos P. Papaleonti	Academy Realty Inc.	41	\$20,832,046
121	Peter Boscas	Red Cedar Real Estate, LLC	33	\$20,724,300
122	Din A Khaled	Tennant Commercial Advisors, LLC	34	\$20,652,600
123	David Marc Niedzialkowski	Redfin Corp	46.5	\$20,530,891
124	Allen J Stanton	RE/MAX Executive	45.5	\$20,524,850
125	Tonia M Falkowski	Engel & Volkers Annapolis	12.5	\$20,510,500
126	Zugell Jamison	Cummings & Co. Realtors	31.5	\$20,112,250
127	Sergey A taksis	Long & Foster Real Estate, Inc.	42.5	\$20,102,450
128	Liz A. Ancel	Cummings & Co. Realtors	53	\$20,033,535
129	VENKATESWARA RAO GURRAM	Samson Properties	33	\$19,958,360
130	Caroline Paper	AB & Co Realtors, Inc.	34	\$19,886,670
131	Mark D Simone	Keller Williams Legacy	47	\$19,864,220
132	DeAnna W Miller	Long & Foster Real Estate, Inc.	33	\$19,844,525
133	Kevin W Stodd	EXP Realty, LLC	19.5	\$19,804,250
134	Nataliya Lutsiv	RE/MAX Executive	31	\$19,799,520

RANK	NAME	OFFICE	SALES	TOTAL
135	Jessica N Sauls	VYBE Realty	43.5	\$19,778,560
136	Gregory A Cullison Jr.	EXP Realty, LLC	61	\$19,731,552
137	Ashley B Richardson	Monument Sotheby's International Realty	32	\$19,683,101
138	Ashton L Drummond	Cummings & Co. Realtors	39	\$19,633,397
139	John J Collins	Long & Foster Real Estate, Inc.	26	\$19,617,563
140	Julia H. Neal	Next Step Realty	49	\$19,575,100
141	Jessica Dailey	Compass	44.5	\$19,574,765
142	Joanna M Dalton	Coldwell Banker Realty	23.5	\$19,488,410
143	Jennifer K Chino	Monument Sotheby's International Realty	20.5	\$19,393,000
144	Pamela A Tierney	Coldwell Banker Realty	14	\$19,347,000
145	Catherine Barthelme Miller	AB & Co Realtors, Inc.	27	\$19,260,400
146	Matthew Mindel	Next Step Realty	37	\$19,214,500
147	Jim W Bim	Winning Edge	47.5	\$19,202,325
148	F. Aidan Surlis Jr.	RE/MAX Leading Edge	34.5	\$19,163,750
149	Krissy Doherty	Northrop Realty	46	\$19,055,340
150	Greg M Kinnear	RE/MAX Advantage Realty	35	\$19,047,812

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