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REAL ESTATE PHOTOGRAPHER

SUSSEX COUNTY

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
jill@rpmags.com

COASTAL REAL PRODUCERS 2025 Events Calendar

Preferred Partner Mastermind & Mingle

Wednesday, February 12
Time: TBD

Vista Rooftop — 13801 Coastal Hwy,
Ocean City, MD 21842

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

Toast to the Top 300

Thursday, March 20
Time: TBD

Location TBD

Let's toast to the best in the business! This event will celebrate the Top 300 class of 2025 - the most successful 300 realtors in the Coastal region.

Summer Kick Off

Wednesday, May 21
Time: TBD

Location: 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.

Fall Mastermind

Wednesday, September 10
Time: TBD

Location TBD

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

2nd Anniversary Party

Thursday, November 13
5:30 p.m. - 9 p.m.

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

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Joe STERNER

BY PAT RIPPEY · PHOTOS BY ATLANTIC EXPOSURE

Making Magic

Joe Sterner is always looking ahead to the next chapter of his life, but for now, he's in just the right place. He is a real estate agent, an innkeeper, active in local theater, and husband to his long-time partner, David. They own the Homestead Bed and Breakfast, a charming 150-year-old farmhouse in Rehoboth with four guest bedrooms, a carriage house, cottage, and pool on the premises. Innkeeping was something they'd dreamed of pursuing in their retirement years, but Joe is grateful they took this step when they did. "There's nothing 'retirement' about owning a B&B," Joe says. "It's a lot of work." They've run Homestead for 11 years, serving up "breakfasts to die for," according to a recent guest review. I ask Joe who does the cooking, and he says playfully, "Neither one of us is shy in the kitchen."

Originally from Spring Grove, PA, Joe grew up in a house backing up to a cornfield, swam backstroke on the high school swim team, and spent summer weekends in Ocean City, MD. His parents loved camping, and had a seasonal campsite at what is now the Sun Outdoors Frontier Town. After high school, Joe met David, and not long after they moved to Harrisburg and together ran an internet marketing company, with the focus of helping organizations reach LGBTQ customers. On their weekend drives to Ocean City, they'd comment on a cute farmhouse they'd see along the way. "It sounds so cliché," Joe admits, but they kept coming back

to the idea of owning a B&B. The cute farmhouse became the start of their next chapter.

For Joe and David, real estate was a natural fit. They found that many of

their B&B guests were interested in buying homes or vacation properties.

"We realized our guests were becoming our neighbors," Joe reflects, and decided that instead of referring people to



Joe and his partner, David

agents, he could become one. He went into it thinking he would primarily give referrals, but not long into his pre-licensing class, Joe decided they should jump in with both feet. "We had worked together and been there for one another for at least 20 years," Joe says. "It just made sense that we are able to rely on one another as partners in life and in business." He texted David: "We're signing you up."

David primarily manages the B&B and Joe concentrates on showing properties and making sales. According to Joe, it works really well; people come to stay at the inn and he's able to show them houses during the day. He especially likes the challenge of the negotiation process and the governance end of the transaction. He happily dives into the nitty gritty details to get it right (and he loves getting it right).

For now, Joe's biggest challenge is having enough time. In addition to running the B&B and being a full-time agent, he is Vice Chair of the Board of Directors of Clear Space Theater Company in Rehoboth. He discovered a love for theater in high school, and for a time he satisfied his desire to perform by taking part in performance art competitions. So when he found time to dedicate to a nonprofit, the theater was a natural choice. "I really do believe that being a part of your community and volunteering is something that we all should want to do," Joe says, adding that for him, it means being hands-on.

Joe and David think of themselves as caretakers of the inn and will eventually pass the torch, but for now everything has fallen into place. Even though he rarely has a weekend off, Joe loves the life they've built. "We love the area; we love the friends that we've made here," Joe effuses. The B&B also holds a special place in their hearts—they invited friends to celebrate Joe's 40th birthday and surprised their guests by turning it into their wedding ceremony. Joe still seems amazed that they pulled it off. He reflects, "Life gives you the opportunity to make the magic happen, but it's still upon us to do it."





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A LIFELONG COMMITMENT TO INSURANCE AND COMMUNITY

BY ABBY ISAACS · PHOTOS BY ATLANTIC EXPOSURE

With over 30 years of experience in the insurance industry, Greg Reddell, owner of Greg Reddell Insurance Agency Inc., has built a reputation for professionalism, expertise, and a passion for serving his clients and the Delmarva community. Contracted with State Farm Insurance, Greg holds an impressive array of professional designations (CLU, ChFC, LTCP, CASL, RICP, ChSNC, and LACP). However, it's his passion for helping families and his dedication to community service that defines his legacy.

"Nobody wants to come in and talk about their insurance, but we have a real passion for it because we care about helping people, protecting families and providing solutions that ensure our customers—and our friends—can secure their dreams," said Greg.

Greg's journey with State Farm began in 1987, following his graduation from Kansas University. His initial role involved handling auto litigation defense claims, giving him insight into the complexities of the industry. Over the years, he transitioned to agency management, moving six times before eventually becoming an agency field executive overseeing operations in Baltimore, Harford, and Cecil counties. In 2010, he returned to agency



“There’s almost literally nothing a customer could have in their financial life that we don’t have a state-of-the-industry solution for.”

ownership, establishing offices in Salisbury and Harrington, Delaware.

"I've seen my business from a significantly wider variety of perspectives than most agents ever get an opportunity to do," Greg said. "Less than 1,000 out of 20,000 State Farm agents in the country have been given an opportunity to manage more than one location, and that's a reflection of what we've accomplished at this level."

His comprehensive experience enables his agency to approach insurance differently, ensuring clients receive tailored coverage that addresses potential financial catastrophes without unnecessary costs. "We're not in this to generate as much premium as we can per policy," he said. Instead, his philosophy revolves around delivering efficient, customer-centric solutions.

The Greg Reddell Insurance Agency offers a broad spectrum of services beyond the typical homeowner and auto insurance policies. As the number one writer of auto, fire and life insurance policies in the country, State Farm's resources allow Greg's agency to provide unmatched solutions. From financial

services and commercial insurance to pet insurance brokered through Trupanion, the agency is a one-stop shop for clients' financial needs.

"There's almost literally nothing a customer could have in their financial life that we don't have a state-of-the-industry solution for," Greg said. His team of 12 manages approximately 10,000 policies across the two offices, a testament to the agency's efficiency and client trust.

Greg's influence extends beyond his clients to his own family. Both of his children, Trevor and Ally, have followed in his footsteps to become State Farm agents. "I encouraged them to look at other things but they both gravitated back. You don't truly understand how important this business is to protecting people and families until you experience it firsthand."

After living in Maryland for the last 25 years, his roots in the community run deep. He is the immediate past chair of the Salisbury Chamber of Commerce and the president of the Wicomico Rotary Club. His agency has supported numerous local initiatives, including scholarships for Wor-wick students, book donations through the United

Way's Imagination Library, and ramp builds for those in need. "I represent State Farm everywhere I go."

Greg lives in Ocean Pines with his wife of 39 years, Tracy, a realtor who spends much of her time caring for their four senior dogs with unique medical needs. Through his wife's work, Greg understands the challenges faced by real estate agents and strives to ease their burden by ensuring a seamless insurance process for their clients.

"We can take away the challenge of fitting insurance into the process," Greg said. "If your customer forgets to handle their insurance and they're going to closing the next day, we'll have a binder ready that same day. There won't be delays or problems, and we'll make sure it's done immediately to make your job easier."

Blending high-tech efficiency with personalized, high-touch service, the Greg Reddell Insurance Agency Inc. exemplifies the values of State Farm. With Greg's wealth of experience, commitment to professionalism, and connection to his community, he continues to set the standard for what an insurance agency can achieve.



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MATT *Lunden*

A Pro's Swing into Real Estate

BY LAUREN STEVENS
PHOTOS BY ATLANTIC EXPOSURE

Originally from New Jersey, Matt spent several years living in North Carolina working as a golf pro – his childhood dream – but he was unhappy, and unfulfilled. He was working “crazy hours” and felt like he was missing out on time with his family. Until Tyson Mayers, a REALTOR® who stayed at the resort where Matt was working, made a suggestion that changed his life. “He called me a couple of weeks [after his visit] and asked ‘What’s going on? You seem miserable.’” Tyson suggested Matt get into real estate. After chatting it through with his fiancé, Ashleigh, Matt decided to take a leap of faith and switch careers in 2019. Tyson and Matt work together to this day, and Matt credits Tyson with kicking off his growth trajectory and sharing his knowledge of the industry. “Without him, I wouldn’t be where I am.”

“

WE TRY TO MAKE IT A PEOPLE-FIRST BUSINESS.

Ultimately, it's about helping other people reach their goals. And if you help enough other people reach their goals, then you'll end up reaching your own goals.”



After working in North Carolina for a while, Matt moved back to Delaware and settled in Lewes. Today, Matt and his team serve the coastal Delaware region. And, since Matt spent his childhood visiting his grandparents in the area, he's able to leverage his vast knowledge of and love for the region to help people find the right fit for their needs. This is especially important because Lunden Group specializes in relocation, so many of their clients are coming from other states and rely heavily on the team and the resources they offer to guide them in finding the right home. The team leverages their social media platforms to share the unique areas of Delaware and what each has to offer. They have the number one real estate page on YouTube in the state, and a strong presence on Instagram and Facebook as well. “We're always trying to make sure that we highlight the area in the best way possible...[We] just really continue to help put coastal Delaware on the map, [showcase] how special the area is.”

Every member of Lunden Group, from Matt and Tyson to Executive Assistant & Transaction Coordinator Gabby and Marketing guru Marco, is focused on the client – and helping them find the perfect match for their needs. “We try to make it a people-first business. Ultimately, it's about helping other people reach their goals. And if you help enough other people reach their goals, then you'll end up reaching your own goals... People are at the forefront of everything that we do... We're just helping them achieve their goals while putting coastal Delaware in the spotlight and making sure that people understand how rad this place is.” Their small, but high-producing team is truly invested in understanding each client's story and needs, personalizing each experience so that every person who engages with Lunden Group feels heard and understood.

Matt says one key to his success has been staying focused and true to himself. “It's easy to get shiny object syndrome because there's so much noise in this business from marketers and everything else that are trying to get you to spend money with them. Focus on building your personal brand, and it



will take you way further than buying leads...Ignore the noise and ignore what the masses are doing and follow what makes sense for you.”

When Matt's not working, he still loves to golf. But his favorite way to spend the day is with Ashleigh and their 8-year-old daughter, McKenna. In fact, he now takes McKenna fishing in the same spot his grandfather took him when he was a kid. As his business continues to grow, Matt is grateful to be able to spend more and more time with his family, enjoying the local beaches and traveling.

Like everyone in the industry, Matt's seen his fair share of obstacles and changes over the past six years – right from the start, COVID hit in his first full year in the business – but he says his approach to hardship is vital to his success. “I'm a big believer that you can

either use [a challenge] as the excuse as to why you don't reach your goals, or you can use it as the reason as to why you take the market share from those people that don't reach their goals. So I prefer to look at it like, ‘Hey, we have a huge opportunity here, let's look at the glass half full.’ It's just a matter of how you look at it and what you do with it.” This philosophy has meant that he's been thriving, even in tough market conditions. “The last few years, which have been ‘down markets,’ production levels have been down for just about everybody. We've had our best years ever, and we continue to grow. My business has doubled just about every single year since I got in the business.” Looking ahead, Matt and his team are focused on growth – growing the team, growing the brand, and growing awareness of all Delaware has to offer.




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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	325	\$266,077,366
2	MICHAEL KENNEDY	Compass	123.5	\$87,550,228
3	Dustin Oldfather	Compass	120	\$50,856,050
4	PAUL TOWNSEND	Jack Lingo - Lewes	116.5	\$114,551,825
5	Pamela Price	RE/MAX Advantage Realty	115.5	\$38,292,198
6	Jaime Hurlock	Long & Foster Real Estate, Inc.	106.5	\$51,433,895
7	Mary SCHROCK	Northrop Realty	104.5	\$56,742,554
8	Suzie Parker	Compass	88	\$39,984,453
9	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	86	\$42,221,847
10	Debbie Reed	RE/MAX Realty Group Rehoboth	84	\$52,330,699
11	Erin S. Lee	Keller Williams Realty	80.5	\$19,240,146
12	Russell G Griffin	Keller Williams Realty	79.5	\$29,912,388
13	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
14	Bethany A. Drew	Hileman Real Estate-Berlin	71	\$26,573,602
15	LESLIE KOPP	Long & Foster Real Estate, Inc.	64.5	\$107,012,950
16	Suzanah PenFed Realty Ocean Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	60	\$18,946,945
17	Darron Whitehead	Whitehead Real Estate Exec.	53	\$18,591,290
18	Nicole P. Callender	Keller Williams Realty Delmarva	52.5	\$27,826,764
19	LINDA BOVA	SEA BOVA ASSOCIATES INC.	52	\$7,450,148
20	Julie Gritton	Coldwell Banker Premier - Lewes	52	\$24,811,881
21	Grant K Fritschle	Keller Williams Realty Delmarva	51	\$27,199,270
22	SUZANNE MACNAB	RE/MAX Coastal	51	\$33,883,714
23	Joseph Wilson	Coastal Life Realty Group LLC	49	\$23,868,374
24	JAMES LATTANZI	Northrop Realty	49	\$26,253,700
25	CARRIE LINGO	Jack Lingo - Lewes	48	\$56,134,170
26	Ryan Haley	Atlantic Shores Sotheby's International Realty	47	\$27,373,825
27	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	46	\$31,690,259
28	Meme ELLIS	Keller Williams Realty	45	\$17,319,589
29	Kimberly Lear Hamer	Monument Sotheby's International Realty	44	\$51,758,548
30	DANIEL R LUSK	McWilliams/Ballard, Inc.	42.5	\$34,219,369
31	Jaime Cortes	Coldwell Banker Realty	41.5	\$11,068,121
32	Gary Michael Desch	Northrop Realty	40	\$27,210,024
33	PAUL MALTAGHATI	Monument Sotheby's International Realty	40	\$37,239,998
34	David M Willman	Coldwell Banker Realty	40	\$12,638,072

RANK	NAME	OFFICE	SALES	TOTAL
35	Kevin E Decker	Coastal Life Realty Group LLC	40	\$23,602,150
36	William P Brown	Keller Williams Realty	39	\$12,780,100
37	CHRISTINE MCCOY	Coldwell Banker Realty	39	\$24,948,440
38	Aubrey Campbell	Keller Williams Realty Delmarva	38.5	\$6,720,728
39	Richard S. Barr	EXP Realty, LLC	38	\$10,763,250
40	Brian K Barrows	Monument Sotheby's International Realty	38	\$29,695,589
41	Kristen Gebhart	Northrop Realty	38	\$18,897,025
42	Larry Linaweaver	Iron Valley Real Estate at The Beach	37	\$14,724,538
43	Matthew Lunden	Keller Williams Realty	36.5	\$22,874,943
44	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	36.5	\$5,205,948
45	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	36	\$13,851,680
46	Frances Sterling	ERA Martin Associates	36	\$12,310,425
47	Robert Payne	RE/MAX Advantage Realty	35.5	\$11,665,802
48	Tracy L. Zell	Long & Foster Real Estate, Inc.	35	\$19,891,998
49	CHRISTINE TINGLE	Keller Williams Realty	35	\$31,139,031
50	DANIEL TAGLIENTI	Keller Williams Realty	35	\$18,807,000

Disclaimer: Statistics are derived from closed sales data. Data pulled on January 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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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Melanie Shoff	Coastal Life Realty Group LLC	34	\$15,589,150
52	Dustin Parker	The Parker Group	34	\$11,186,103
53	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	34	\$16,033,310
54	FRANCIS ESPARZA	Linda Vista Real Estate	34	\$10,179,899
55	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	33.5	\$11,077,900
56	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	33	\$14,053,000
57	Ann Buxbaum	Northrop Realty	33	\$18,218,790
58	Nancy Reither	Coldwell Banker Realty	33	\$27,174,050
59	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	33	\$16,439,468
60	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	33	\$14,875,400
61	Dale King	Vision Realty Group of Salisbury	32	\$8,652,712
62	DIANE LAFFERTY	BAYWOOD HOMES LLC	32	\$8,705,400
63	Nitan Soni	Northrop Realty	31.5	\$17,178,626
64	Krystal Casey	Keller Williams Realty	31.5	\$14,743,958
65	Andrew Staton	Monument Sotheby's International Realty	31.5	\$19,013,139
66	Shawn Kotwica	Coldwell Banker Realty	31	\$14,505,690

RANK	NAME	OFFICE	SALES	TOTAL
67	Deeley Chester	Coastal Life Realty Group LLC	31	\$13,613,900
68	Ryan James McCoy	Coldwell Banker Realty	31	\$13,346,699
69	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	31	\$22,235,483
70	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	30.5	\$14,533,750
71	Andy Whitescarver	RE/MAX Realty Group Rehoboth	30	\$12,373,880
72	BILL CULLIN	Long & Foster Real Estate, Inc.	30	\$25,461,390
73	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	30	\$17,446,813
74	AMY J KELLENBERGER	Active Adults Realty	30	\$17,026,232
75	COURTNEY V BOULOUCON	Coldwell Banker Realty	29.5	\$24,570,869
76	Jamie Caine	Coldwell Banker Realty	29.5	\$18,505,577
77	William Bjorkland	Coldwell Banker Realty	29	\$12,041,255
78	Lauren W. Bunting	Keller Williams Realty Delmarva	29	\$14,102,909
79	Chris Jett	RE/MAX Advantage Realty	28.5	\$21,324,650
80	Marti Hoster	ERA Martin Associates	28.5	\$6,944,175
81	Debora Hileman	Hileman Real Estate-Berlin	28	\$17,660,665
82	Holly B. Worthington	Worthington Realty Group, LLC	28	\$10,809,692
83	STACI WALLS	NextHome Tomorrow Realty	28	\$10,734,000
84	Clinton Bickford	Keller Williams Realty Delmarva	28	\$9,146,090
85	JAY SCHULMAN	Coldwell Banker Realty	28	\$8,080,170
86	Tom Ruch	Northrop Realty	28	\$19,388,950
87	Demarcus L. Rush	Compass	27.5	\$12,219,870
88	Lisa Mathena	The Lisa Mathena Group, Inc.	27.5	\$10,415,857
89	ROBIN PALUMBO THOMPSON	Northrop Realty	27	\$10,212,100
90	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	27	\$15,263,870
91	Erin Marie Baker	Keller Williams Realty	27	\$7,401,000
92	Amanda Ellen Tingle	Coldwell Banker Realty	27	\$8,217,845
93	David L Whittington Jr.	Coastal Life Realty Group LLC	27	\$15,700,797
94	Dustin Oldfather	Compass	27	\$12,601,500
95	Paul A. Sicari	Compass	26.5	\$16,510,980
96	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	26.5	\$17,247,625
97	Michael David Steinberg	Patterson-Schwartz-Rehoboth	26	\$13,175,748
98	Tommy Burdett IV	Keller Williams Realty	26	\$7,005,500
99	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	26	\$8,716,520
100	Clark M Edouard	Long & Foster Real Estate, Inc.	26	\$6,816,990

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	325	\$266,077,366
2	PAUL TOWNSEND	Jack Lingo - Lewes	116.5	\$114,551,825
3	LESLIE KOPP	Long & Foster Real Estate, Inc.	64.5	\$107,012,950
4	MICHAEL KENNEDY	Compass	123.5	\$87,550,228
5	SHAUN TULL	Jack Lingo - Rehoboth	24	\$58,272,373
6	Mary SCHROCK	Northrop Realty	104.5	\$56,742,554
7	CARRIE LINGO	Jack Lingo - Lewes	48	\$56,134,170
8	Debbie Reed	RE/MAX Realty Group Rehoboth	84	\$52,330,699
9	Kimberly Lear Hamer	Monument Sotheby's International Realty	44	\$51,758,548
10	Jaime Hurlock	Long & Foster Real Estate, Inc.	106.5	\$51,433,895
11	Dustin Oldfather	Compass	120	\$50,856,050
12	BRYCE LINGO	Jack Lingo - Rehoboth	20.5	\$45,934,678
13	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	86	\$42,221,847
14	Suzie Parker	Compass	88	\$39,984,453
15	Pamela Price	RE/MAX Advantage Realty	115.5	\$38,292,198
16	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	13	\$37,537,060

RANK	NAME	OFFICE	SALES	TOTAL
17	PAUL MALTAGHATI	Monument Sotheby's International Realty	40	\$37,239,998
18	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	15	\$35,315,000
19	DANIEL R LUSK	McWilliams/Ballard, Inc.	42.5	\$34,219,369
20	SUZANNE MACNAB	RE/MAX Coastal	51	\$33,883,714
21	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	46	\$31,690,259
22	KIKI HARGROVE	Long & Foster Real Estate, Inc.	22.5	\$31,527,495
23	CHRISTINE TINGLE	Keller Williams Realty	35	\$31,139,031
24	Russell G Griffin	Keller Williams Realty	79.5	\$29,912,388
25	Brian K Barrows	Monument Sotheby's International Realty	38	\$29,695,589
26	HENRY A JAFFE	Monument Sotheby's International Realty	18	\$29,031,672
27	Nicole P. Callender	Keller Williams Realty Delmarva	52.5	\$27,826,764
28	Ryan Haley	Atlantic Shores Sotheby's International Realty	47	\$27,373,825
29	Gary Michael Desch	Northrop Realty	40	\$27,210,024
30	Grant K Fritschle	Keller Williams Realty Delmarva	51	\$27,199,270
31	Nancy Reither	Coldwell Banker Realty	33	\$27,174,050
32	Bethany A. Drew	Hileman Real Estate-Berlin	71	\$26,573,602
33	Jacqueline Kay Martini	Coldwell Banker Realty	24	\$26,313,700
34	JAMES LATTANZI	Northrop Realty	49	\$26,253,700
35	BILL CULLIN	Long & Foster Real Estate, Inc.	30	\$25,461,390
36	CHRISTINE MCCOY	Coldwell Banker Realty	39	\$24,948,440
37	Julie Gritton	Coldwell Banker Premier - Lewes	52	\$24,811,881
38	COURTNEY V BOULOUCON	Coldwell Banker Realty	29.5	\$24,570,869
39	Joseph Wilson	Coastal Life Realty Group LLC	49	\$23,868,374
40	Kevin E Decker	Coastal Life Realty Group LLC	40	\$23,602,150
41	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
42	Matthew Lunden	Keller Williams Realty	36.5	\$22,874,943
43	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	31	\$22,235,483
44	RANDY MASON	Jack Lingo - Rehoboth	15	\$22,205,980
45	Nicholas Bobenko	Coastal Life Realty Group LLC	25	\$21,626,500
46	JENNIFER BARROWS	Monument Sotheby's International Realty	21.5	\$21,505,685
47	Chris Jett	RE/MAX Advantage Realty	28.5	\$21,324,650
48	Tracy L. Zell	Long & Foster Real Estate, Inc.	35	\$19,891,998
49	Tom Ruch	Northrop Realty	28	\$19,388,950
50	Erin S. Lee	Keller Williams Realty	80.5	\$19,240,146

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Andrew Staton	Monument Sotheby's International Realty	31.5	\$19,013,139
52	Suzannah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	60	\$18,946,945
53	Kristen Gebhart	Northrop Realty	38	\$18,897,025
54	DANIEL TAGLIENTI	Keller Williams Realty	35	\$18,807,000
55	KIM S HOOK	RE/MAX Coastal	23.5	\$18,625,850
56	Darron Whitehead	Whitehead Real Estate Exec.	53	\$18,591,290
57	Jamie Caine	Coldwell Banker Realty	29.5	\$18,505,577
58	Ann Buxbaum	Northrop Realty	33	\$18,218,790
59	Debora Hileman	Hileman Real Estate-Berlin	28	\$17,660,665
60	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	30	\$17,446,813
61	Meme ELLIS	Keller Williams Realty	45	\$17,319,589
62	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	26.5	\$17,247,625
63	Nitan Soni	Northrop Realty	31.5	\$17,178,626
64	Gail Mitkoff	Keller Williams Realty	12	\$17,092,032
65	AMY J KELLENBERGER	Active Adults Realty	30	\$17,026,232
66	ALLEN JARMON	NextHome Tomorrow Realty	14	\$16,636,180
67	Paul A. Sicari	Compass	26.5	\$16,510,980
68	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	33	\$16,439,468
69	Joe Loughran	Long & Foster Real Estate, Inc.	25	\$16,392,500
70	John E Redefer IV	Rehoboth Bay Realty, Co.	15.5	\$16,282,800
71	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	22.5	\$16,071,950
72	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	34	\$16,033,310
73	David L Whittington Jr.	Coastal Life Realty Group LLC	27	\$15,700,797
74	Melanie Shoff	Coastal Life Realty Group LLC	34	\$15,589,150
75	Jennifer A A Smith	Keller Williams Realty	20	\$15,537,400
76	Shannon L Smith Hunt	Northrop Realty	22	\$15,379,630
77	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	27	\$15,263,870
78	Cory Mayo	Compass	19	\$15,214,316
79	Jonathan M Barker	Keller Williams Realty Delmarva	22	\$14,940,823
80	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	33	\$14,875,400
81	Krystal Casey	Keller Williams Realty	31.5	\$14,743,958
82	Larry Linaweaver	Iron Valley Real Estate at The Beach	37	\$14,724,538
83	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	30.5	\$14,533,750
84	Shawn Kotwica	Coldwell Banker Realty	31	\$14,505,690

RANK	NAME	OFFICE	SALES	TOTAL
85	COLLEEN WINDROW	Keller Williams Realty	19	\$14,465,500
86	TJARK BATEMAN	Jack Lingo - Rehoboth	11.5	\$14,411,490
87	R. Erik Windrow	Keller Williams Realty	22	\$14,265,000
88	ELIZABETH MYERS BARNHART	Monument Sotheby's International Realty	8	\$14,220,554
89	Phillip W Knight	Northrop Realty	21	\$14,173,496
90	Lauren W. Bunting	Keller Williams Realty Delmarva	29	\$14,102,909
91	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	33	\$14,053,000
92	Walter Stucki	RE/MAX Realty Group Rehoboth	15	\$14,030,900
93	Bradley Smith	Coldwell Banker Realty	25.5	\$13,914,067
94	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	36	\$13,851,680
95	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	23	\$13,835,600
96	Melissa Rudy	Keller Williams Realty	19	\$13,804,352
97	Brigit R Taylor	Keller Williams Realty	22	\$13,775,513
98	Deeley Chester	Coastal Life Realty Group LLC	31	\$13,613,900
99	LINDA MILLIKIN	Monument Sotheby's International Realty	17	\$13,520,396
100	WAYNE LYONS	Long & Foster Real Estate, Inc.	7.5	\$13,421,500

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