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Reflect & CELEBRATE!

BY JILLEIEN FRANQUELLI

I remember my parents telling me at 14 to stop wishing my life away as I lamented how long it was taking to turn sixteen so I could drive. My mom would say that when I got to be her age, days felt like minutes and years felt like months. I can confirm, now that I am the same age she was when she told me this, that this is indeed the case.

In the last week, I have had a handful of people share the same sentiment: "I can't believe the year is almost over!" I am writing this in November and share that feeling almost daily. This time of year also brings some slight panic when I begin to think about what I have not accomplished. When combined with the general stress of the holiday

season, the year-end does not receive the celebration it deserves. New Year's is focused on the year ahead, with sentiments of "New Year, New Me!"

Hustle culture has given us the idea of the last quarter. A quick Google search will tell you that starting in October, we should focus on...

- Goal assessment
- Prioritization
- Strategic Planning
- Performance Tracking
- Communication
- Customer engagement

There are two words I feel are often missing from our year-end checklists: Reflection and Celebration.

We have limited hours, and that to-do list isn't going to finish itself. As we check one box, we often start the very next item. As we close out one year, we have already begun the next, with zero reflection and zero celebration taking place. I have a hunch that this is one of the main reasons time flies by as we get older.

During this time of year, we must carve out a few moments to slow down and reflect on the wins and lessons of the year and celebrate them. In fact, I would argue that taking the time to reflect will positively impact every discussion on the bulleted items above.

How do we in the real estate industry carve out time to reflect and celebrate both our professional and personal lives? While I don't have the perfect answer, as I am still trying to balance it all, I would like to share a few things that I do to help with the reflection and celebration of the year.

Remember that this doesn't have to take a lot of time or be some grand production. It doesn't even have to happen before the new year.

As we venture into this new year, let's carry forward the lessons learned and the strength gained from our past experiences. We will use our accomplishments as a foundation to set new goals and aspirations. Let's embrace the challenges ahead with the confidence that we have already triumphed and will continue to triumph.

Cheers to your 2024, and bring on 2025!



Jill
Editor-in-Chief
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Use the tools you have to remember your year.

- 1 / Scroll through your Facebook and Instagram feeds to see what memories you have created.
- 2 / Go through your calendar and see what stands out.
- 3 / Ask a friend to share something about your year that stood out to them.
- 4 / Share with friends, family, and teammates something that stood out to you about their year.
- 5 / For teams, designate a time for everyone to share a presentation on their year—5 minutes tops, and everyone cheers to success at the end.
- 6 / Create a year time capsule. Utilize your phone's photo albums and take screenshots of the "Best of" moments for each year. Over time, you will have curated quite the journal of your life.



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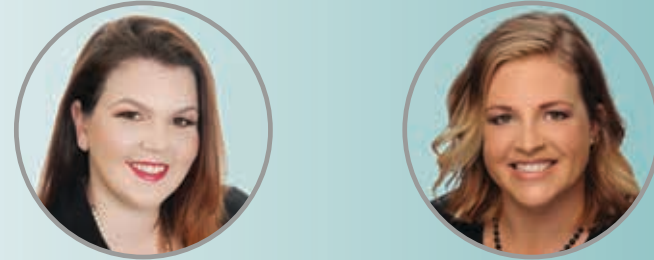


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MY TRANSACTION CO.'S

Anita Kestel

BRINGING
EVERYTHING
TO THE TABLE

BY JOYA FIELDS
PHOTOS BY MELANIE HASSLER

When Anita Kestel gets cooking—whether it’s taking over the paperwork for a busy realtor or fixing a pot of curry for friends—she uses her experience to create a personalized outcome that strives to leave everyone completely satisfied.

Kestel, who started My Transaction Co. in 2012, takes the hassle out of real estate paperwork. “We provide virtual administration for agents which encompasses doing their paperwork for listings, offers, contracts, scheduling, follow-up and coordination,” she said. Basically, they’re there to help during the listing period and from contract to close. “I like the industry and I’m very good at contract work,” she said.

Based on what tasks a realtor needs help with, Anita and her team provide contract review and compliance, follow up with the lender and title company, shuffle forms back and forth, order warranties, follow up on HOA information, schedule inspections, and more. “We help agents have the time to go out and sell. We handle the back end of things so agents can spend their time on their clients,” she said.

Anita started as a real estate agent in 2003, and then put her license into referral in 2011 when she started My Transaction Co. Her business services Maryland, DC, and Virginia and she is working towards expanding into Pennsylvania next.

My Transaction Co. was created to help realtors, whether they work individually, in small teams, in large teams managing overflow, or in large teams without a dedicated specialist. “Thirteen years ago, I saw a need, developed a unique business model, built a team, and created a marketing presence,” she said. The business was one of the first of its kind in the region.

Anita lives in Sykesville with her husband, Tim, a musician. Her daughter, Aryn, plays a significant role at My Transaction Co., having worked alongside Anita as a transaction coordinator since 2020. Although her son lives out of state, he offers valuable moral support for the business. Suz, the compliance specialist, is also an essential member of Anita’s team.

Cooking and performing transactions have a lot of similarities. “I’m a structured person, and once I know what I’m doing, I like to make adjustments,” she said. Most of the time while cooking, she starts with a recipe, and then wings it and puts her own spin on it. “Knowing how to have a lot of different dishes ready at the same time is similar to the deadline component of bringing people to the settlement table. It all has to be ready at once and be on time,” she said.

Similarly, her business requires the same sort of adaptability. There are rules, and Anita not only understands and adheres to them but also intuitively



“ I work with different cultures, different areas, and work with a variety of people. I get to put my skills to good use for them.”

adds extra support as needed for her clients. “I work with different cultures, different areas, and work with a variety of people. I get to put my skills to good use for them,” she said.

As much as she loves the creative side of her business, the thing Anita enjoys the most is the flexibility it offers. “I can work from anywhere,” she said. The flexibility allows her to visit her 84-year-old mom, spend time outside, or get together with a friend for a hike. “I like to eat well and exercise. Health is very important to me,” she said. Maybe that’s why vegetable curry is one of her favorite dishes to make. As a vegetarian, she and her family love animals and the family has two rescue cats. Being part of her local community is important, too, and Anita is the Chair of the Citizens Advisory Committee for Masonville Cove Environmental Center in southern Baltimore.

Anita also holds leadership positions in the industry. She has served four years on the Board of Directors at Howard County Association of Realtors, sits on numerous committees, and has chaired the Education and Preferred Partners committees. Additionally, she has served on the Maryland Realtors Forms Committee and graduated from the MD Realtors Leadership Academy in 2023.

“If I’m going to be involved, I want to be impactful.” Anita also created and teaches a Maryland Realtors approved CE Contracts course.

Realtors seeking to concentrate on the aspects of real estate they enjoy while minimizing paperwork can turn to My Transaction Co. Anita will expertly facilitate the way to the settlement table for agents and their clients with the finesse of an elite chef.



Anita and her daughter, Aryn

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What You Put In
IS WHAT YOU GET OUT

BY PAT RIPPEY · PHOTOS BY KEITH ROBINSON

Kedrick King



Kedrick King of the King Homes Group, Realty ONE Group Excellence has followed one playbook in his life: commitment, dedication, and determination. He is a man who lives by the motto “I’m not going to fail. I’m not going to quit.” This mentality was instilled in him while playing basketball for McDonogh High School, and carried over into his college years at the University of Maryland, where he earned a degree in Kinesiology. His time at UMD wasn’t easy for him, but Kedrick says it was then that he started learning self-reliance and becoming a man. He was driven by the goal to become a college graduate, and was determined to do whatever it took to achieve it.

After graduating, Kedrick spent a few years trying to figure out the next chapter of his life, but regardless of the job was always motivated to excel and advance. Working in retail, he was a fast learner and quickly became assistant manager. He followed this up with an entry level position in a corporate job, but soon felt he was ‘drinking the kool-aid’ of the company work culture. “I wasn’t getting any time to live,” he recalls. After completing a major project for his employer, Kedrick voiced concerns to management about feeling burnt out. To Kedrick’s surprise, he was let go the next day. From that day forward, he swore he’d never work a corporate job again. Tierra, his girlfriend at the time, suggested a career in real estate. It was the start of a new journey.

It took some time to get his real estate career into full swing; Kedrick says he waited 8 months for that first check. Before joining Realty ONE Group, he was a part of a small family brokerage which he felt was not the right fit. He credits his broker David Pridgen for giving him the support and motivation to be the best he can be. As of the end of October, Kedrick’s 2024 production was 23 units and \$5.55 million. He never gives less





“

I have to push myself every day, and I truly get something out of that. Whatever you put in it is what you get out.”

than 100 percent, even admitting to answering a few emails and working on contracts the day he married Tierra, and during their honeymoon.

His enthusiasm and drive carry over to those around him. He strives to build a team that works well together and helps each other succeed. “You can’t do it alone,” Kedrick insists. “You need people behind you.” About 85% of his clients are referrals, and that means a lot to Kedrick. He’s also never gotten a bad review. “I don’t care if you’re a buyer at \$50k or a buyer at \$2 million,

you’re going to get the same level of service from me no matter what, because I want you to call me again.” He values the relationships that are built during the home-buying process. “That’s where the relationship is nurtured and that’s where my clients will see who I am and just how much I care.”

Working hard for people sometimes means being the voice of reason during market fluctuations. “There are some down times,” he admits. “You’ve got to push yourself and stay committed during those down times, and just stay

positive.” Kedrick’s current challenges include one big change to his home life; he and Tierra are new parents of a 5-month-old son, Kashus. It added a new dimension to Kedrick’s already busy and fulfilling life, which aside from working includes going to the gym, listening to self-help podcasts, playing golf, traveling, and sports. But he always falls back on the things that have guided him his whole life: self-motivation and determination. “I have to push myself every day, and I truly get something out of that,” Kedrick says. “Whatever you put in it is what you get out.”

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FALL FÊTE

2024 Highlights

BY HANNAH BENSON
PHOTOS BY YRN PHOTOGRAPHY

Our Fall Fête this November was the perfect way to close out 2024, uniting nearly 300 of the region's top real estate agents and industry professionals.

Held for the first time at the Porsche Hunt Valley dealership, the event delivered a fresh, exciting vibe that attendees raved about.

Surrounded by luxury cars, the venue was the perfect backdrop for photo ops - it was also the most highly attended Fall Fête to date!

This evening wasn't just about celebration; it was about connection. You couldn't walk two feet without hearing laughter, meaningful conversations, introductions being made and stories being shared, all strengthening the bonds that make this community so special.

The delicious food and signature cocktails kept the energy buzzing and the 360 video booth was a crowd favorite, catching all the fun throughout the night.

A huge thank you to Porsche Hunt Valley for hosting us and to our incredible sponsors for their unwavering support in bringing this event to life. We could not do what we do without you!

Our community continues to grow stronger, and this event embodied the spirit of collaboration and excellence that defines Baltimore Real Producers.

Here's to another year of success, growth, and partnership in 2025!









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DAVID SHIFFLETT

of Anchor Waterproofing

BY MOLLY LAURYSSENS
PHOTOS BY MELANIE HASSLER

A Journey From Pain to Purpose

Isn't it wonderful to receive a handwritten note from a client thanking you for helping them? Now, imagine this: in that same note of gratitude said client tells you how much your (deceased) mom would be proud of you. That kind of sentiment hits different and it's what brought the co-owner of Anchor Waterproofing, Dave Shifflett, to tears.

Dave has been in the business for 26 years and admits, he gets "very personal" with his clients. This client came to him because other waterproofing companies were giving estimates that didn't include preserving a special mechanism her recently deceased father had built for her. Dave was the only contractor willing to save the cherished piece, even though it created more work for him. This client also confided in him when the job was done that she could finally take a full breath and couldn't do that before. Dave continued, "There was always this smell, like a [musty gym-type odor] and she said when her grandchildren would come over, they'd always hack and cough."

Dave is a stickler for air quality and is back in school to learn more. "Once I realized the importance [basement waterproofing is regarding] air quality, it ignited a new passion for me. I don't want to say that I can save lives, but I can help people live healthier lives." Dave is a certified Basement Waterproofing Specialist through the Basement Health Association and a certified Ozone and Hydroxyl Remediator (which means

he can use ozone to help with mold and odor issues).

Getting Personal

Dave shares his powerful and resilient story of growing up in Dundalk. His father became injured on the job and started receiving disability. As a result, his mom began working to supplement their income. While on the job, she suffered a tragic accident in July 1987. She was in the hospital till 1991 and in a coma for a couple of those years. "They didn't expect her to live 48 hours past the accident. But she fought and survived by the Grace of God." However, she never fully recovered from the accident. Her left side was permanently paralyzed, and her short term memory was lost. Meanwhile Dave's father was reeling, "My father couldn't handle mom's accident [and the guilt he felt], so he started drinking and became an alcoholic."

So, at the young age of ten, Dave along with his brother, took charge of his mom's care. "Here I am so young, having to bathe and care for my mom." It was a challenge, but Dave managed to get by until his father had

Dave, Sabrina and their three dogs: Biscuit, Waffles and Jaxon



“

There are some down times. You've got to push yourself and stay committed during those down times, and just stay positive.”

a massive heart attack and died. Dave couldn't bear it. "I got into drugs and I stayed into drugs for 12 years." Still, he helped care for his mom until she died in 2014.

During his addiction, Dave overdosed three

times and died. "I wanted to stop but I just couldn't." It wasn't until one of his friends overdosed that he saw life from a different perspective. "My friend was laying on the ground and I was [administering CPR]

trying to save him and his dad was crying and saying please save my son! That was the last day I used."

Even though Dave has been through a lot, he says he is grateful for all of it. "These experiences made me who I am!" And because of his struggles, he is laser-focused on how he treats people. "I don't want to take advantage of them. I want to help people because I've always felt like I wanted to be helped and deserved it, but I never had it."

Dave leads by example and is proud of his team and says they not only hire good employees, but they employ good people. He wears many hats too. Even though he gives the estimates, he says he doesn't put pressure on people to book a job. "I am not a salesman. I am an installer who just so happens to sell jobs." Another thing he refuses to do? Talk down his competition. "I do not believe that you have to beat someone else down, to lift yourself up."

Dave loves spending time with his family. He and his fiancé Cindy have a full house with six children between them: Sabrina (who also works in the office); Brandon; twins Ryleigh and Brennan; Kaelynn; and finally, Mimi who the couple adopted together. In addition, they have three dogs: Biscuit, Waffles and Jaxon. For fun, the couple loves to go to concerts, most recently seeing Jelly Roll and one cool thing they have on their bucket list: visit all 50 states.

Sabrina Lewis



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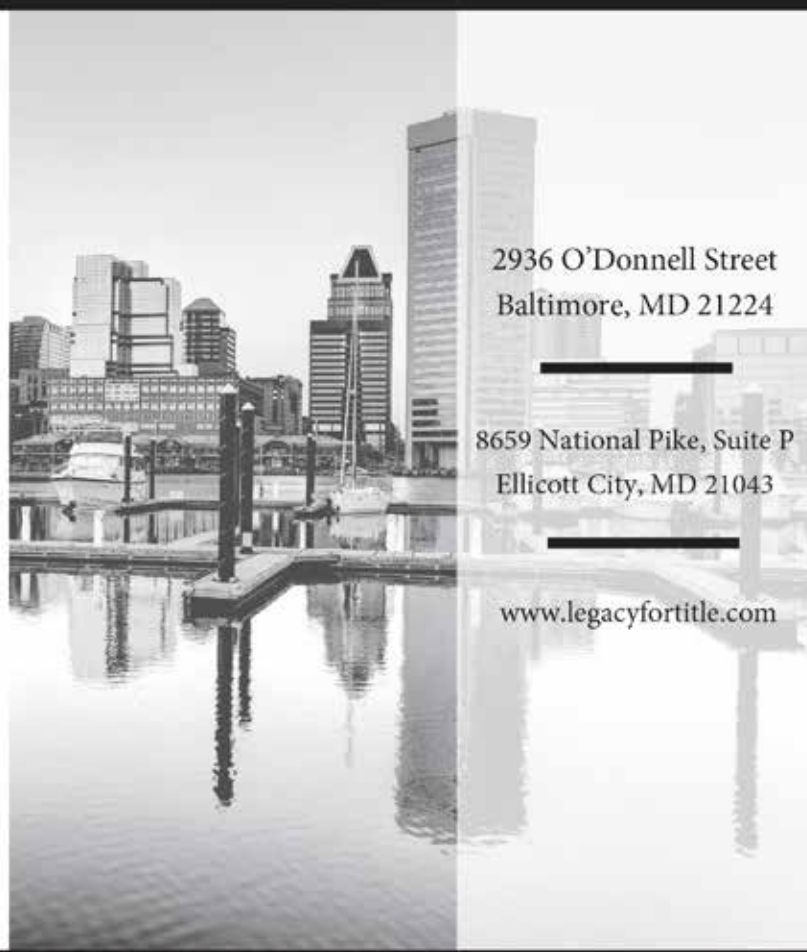


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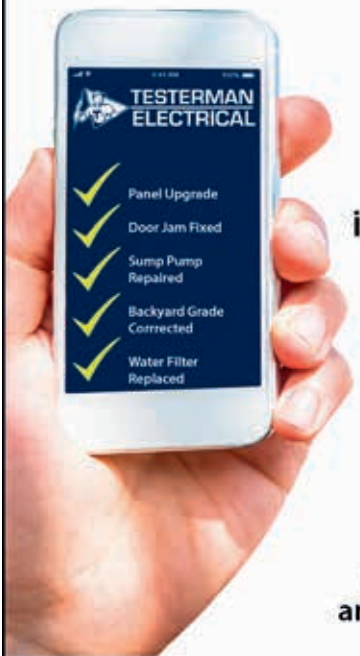
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agent to watch
**Michelle
Triolo**

Finding Balance, Creating Happiness

BY LAUREN STEVENS · PHOTOS BY MELANIE HASSLER

“
**I truly love
being able to
help people and
connect with
them and be a
part of their
journey.”**

This March, Michelle Triolo will celebrate 22 years in the real estate industry. Through ups and downs, she’s stayed focused and adaptable, which she says has been crucial to lasting in the industry. “Nothing comes easy. You have to have tenacity, grit, and drive in order to succeed not only in this career, but in anything in life. And you have to be able to be comfortable, failing, because that’s the only way that you learn.” She says organization, consistency, and integrity have all been important in her career, but the true keys to her success have been authenticity and building relationships. “[My favorite part of this business] is the people that I meet along the way. Each and every one of my clients become friends of mine...we stay in touch after and really become a part of each other’s lives...I truly love being able to help people and connect with them and be a part of their journey.”

Michelle is a Long Island native who grew up in Severna Park, Maryland after relocating during middle school. She pursued her love for dance at James Madison University and later spent six years in San Diego. Eventually, she decided it was time for a change and got licensed in real estate. “I just jumped into it, not really knowing what I was getting into. I was...a struggling artist,

and somebody on a whim just said, ‘You should look into real estate...’ And I thought ‘Well that I could do that.’” In 2004, she moved back to Maryland and experienced the highest ups – the 2005-2006 boom – and lowest downs – the market crash and fallout in 2008 and 2009 – of her career in rapid succession. What she learned was the importance of adaptability and self-reliance. In 2010, she gave birth to her son, Evan, and says she “shifted her mindset, [worked] on lead generation, and started a steady climb” - a climb she’s still on today.

In 2023, Michelle experienced a major change in her personal life which she says triggered another mindset shift. For REALTORS® hard work really does pay off, but Michelle says her recent experiences have shown her that striving for balance has an even greater payoff. “We’re responsible for creating our own happiness. No one else can do that for us. Doing those things that make you happy sometimes can come off as selfish. But if we’re in a good headspace, we’re better...I’m a better mom. I’m a better friend. I’m a better REALTOR® to my clients. I’m a better partner. So, that’s what I’m trying to do more. Take care of me so I can take care of others.”

Michelle’s renewed focus on self-care includes prioritizing physical



wellness (she says she loves yoga, weight training, and paddleboarding) and pursuing hobbies and interests. She loves going out to eat, spending time laughing and drinking wine with her neighbors, and she still loves to dance (though today it's more likely in her living room rather than on stage). She's traveling, and, in November, celebrated two firsts: her first solo trip and her first time in Europe, hitting London, Paris, and Rome. Next month, she's off to Nicaragua for a yoga retreat. She's even making long-term plans to relocate from Annapolis to Washington, D.C., and she's already licensed in the District. "I've fallen in love with the city...It's a dynamic city. I am a foodie at heart, so [I love] the culinary scene there...I love the history and the architecture that's there, the art. There's culture, there's diversity... It's lively, it's vibrant and I'm looking forward to being an empty nester there, and being able to just walk, grab my cappuccino, and go meet a client to show property."

Michelle truly cares about her clients, and this authenticity results in meaningful connections even after a deal is closed. As Michelle sets her sights on the future, she remains committed to forging relationships and continuing to emphasize the motto "Work to live, not live to work." Michelle understands that you can't pour from an empty cup, and that life – and business - is all about embracing the journey, building connections, and living life to the fullest.

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EMPOWERING LEGACIES

Blake Hyatt of DIRECT MORTGAGE LOANS

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BY LAUREN STEVENS
PHOTOS BY MELANIE HASSLER

Blake Hyatt, Branch Manager of the Hyatt Team at Direct Mortgage Loans, has been in the industry for 12 years. He started out cold calling for his Dad, Glen, during high school. He continued to build on his early experience and got licensed and registered during college. After graduating from Towson University with a degree in Business Management, he took over his first branch at 22 years old.

While Blake says he learned a lot over the years from his Dad, he didn't get into mortgages because it was the family business – he says his quick affinity for the craft motivated him. “I was learning a lot. I was becoming an expert in the craft quickly and grasping things, which wasn't the normal for me. I'm dyslexic, and schooling [didn't come naturally to me], it was something I became really good at because I outworked people. But there's something with mortgages that just clicked for me to where, when someone told me a guideline, I didn't forget it. Or when someone told me how to do something, I like withheld it... When you become really good at something you want to keep doing it.”

What he says has kept him successful boils down to an unwavering commitment to customer service. “I want the customers to know how much I care about them and I want to treat the customers the way that I would love to be treated...That's how I've created my loan process...I'm going to care for my customers like they're family, like they're friends.” And while Blake says he has a knack for making quick connections, he also says that he's refined his approach to customer service over the years – often in

LOANS

“I'M GOING TO CARE FOR MY

CUSTOMERS LIKE THEY'RE FAMILY,

LIKE THEY'RE FRIENDS.”



From left to right: Victoria Menne, Tyler Spencer, Donald McCord, Lucas Collender, Blake Hyatt, Jovan Turner, Andy Friske, Brennan Kimball and Savannah Rodgers

response to feedback from those closest to him. “I'll give you an example. My wife [Becky] and I were driving and she was hearing my pitch, she was hearing me talk to a customer for the first time. I thought I crushed it...And as soon as I hung up she gave me like 19 critiques. And at first I was like, ‘What the heck did you like!?’...But then [I realized] she was one-hundred-percent right...And I started really evolving my pitch... I want the feedback, because I want to make sure I can give my customers the best customer service.”

Aside from his commitment to his customers, Blake's says another way his people-first approach equates to a successful business is through his staff. “People don't work for me, they work with me, and I want people to want to be here.” His first hire in his career was a good friend of his and they found such success – and had so much fun doing it – that Blake found a passion for growing his team. “[I've learned that you] gain success with more people than just one person. And that's where I started saying, ‘you know what I want

to scale this out,' ...I find enjoyment bringing people into the industry and working with them.”

Because of Blake's approach to building his team, every member shares his core values – especially the customer commitment. “Every single [member of my team] has the same value proposition that they want to give customers five-star service. That's always our guarantee. We want to offer you five-star service throughout the process. If we're not giving that to you, we want you to tell us so we can



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YOU CAN BE SUCCESSFUL
IN ANY INDUSTRY."**

Blake and his wife, Rebecca

improve our process and procedures during the process, not after the process...And that's why I joined up with Direct Mortgage also because they shared that same value."

Today, Blake and Becky live in Timonium, just down the street from his office. "I can't even listen to a whole song on the way to the office every day." The pair just welcomed their first baby –

a little girl – in December. The pair loves hosting parties and traveling, though Blake expects some changes now that they're growing their family.

Above all, Blake says the true key to his success is that he loves what he does. "I've always felt like you can be successful in any industry. You just have to find the industry that you enjoy." And what he enjoys about his industry is the people.

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My goal with clients is simple: excellent customer service, clear communication, and an enjoyable experience.”

Sam Bruck

Redefining Success Through Relationships

BY ABBY ISAACS · PHOTOS BY ROY COX

REALTOR® Sam Bruck has built a career—and a reputation—on consistency and connection. Whether it's his favorite pair of shoes or a go-to meal, Sam doesn't stray from what works. That same unwavering commitment defines his approach to real estate, where he's established a 100% referral-based business over the past nine years by delivering a level of service that keeps clients returning and referring others.

“My goal with clients is simple: excellent customer service, clear communication, and an enjoyable experience,” Sam said. “Buying a home should be exciting and fun, not just business. I aim to be someone my clients trust and enjoy working with.”

Sam's dedication to his clients goes beyond transactions. Many have become lifelong friends, deepening the satisfaction he gets from his work. “It's incredible to see the full circle of their lives,” he said. “Years later, I'm helping them buy their next home, or working with their parents or siblings. I've introduced past clients to each other, and now they're close friends. This isn't just business; it's about building a community.”

One of 5 partners at The Group at Northrop Realty, Sam serves Baltimore, Howard, Carroll, as well as Baltimore City & the surrounding areas. “I like to tell people that if you draw a circle around Baltimore City, I specialize in all areas 50 miles out in every direction.”

Sam's road to success wasn't straightforward. After graduating from the University of Maryland, College Park, he worked at the University of Maryland Hospital—a role that wasn't aligned with his passions. Real estate was always in the back of his mind, influenced by family members in the industry. However, it wasn't until he had a disappointing experience while looking for a rental in Federal Hill that he felt a real pull toward real estate.

“The process was terrible. Communication was lacking, and they weren't on top of things. I thought, ‘Real estate should be fun, especially for first-time home buyers. We can do this better.’”

In 2015, Sam took a leap of faith, leaving his stable engineering job to join Keller Williams in Canton. His boss at the time doubted his decision, telling Sam, “Nobody succeeds in real estate. We'll keep your desk open for six months.” Those words lit a fire in him. “I knew my work ethic and my potential. That challenge pushed me even harder to prove him wrong.”

Proving him wrong, Sam sold an impressive 51 homes in his first year! After a few months at Keller Williams, Sam realized he needed mentorship to reach the next level. He joined a team led by Nick Waldner where he met his mentors Jory Frankle and Julie Singer, two experienced agents who taught him the nuances of the business. “They showed me everything—how to communicate, negotiate, and truly serve clients,” he said. “That's when my business really took off.”

In 2019, Sam transitioned to Northrop Realty, a move he calls a game-changer. “Nobody offers more for their clients than Northrop,” he said. “From marketing to advertising to the sheer resources available, it’s second to none. Joining Northrop allowed me to level up my business and provide even more value to my clients.”

Today, Sam helps lead a 12-member team, including his four partners Jory Frankle, Julie Singer, Marni Sacks and Eric Black. “The four of them are not only my best friends, but my mentors. They’re great Realtors,

but even better people. I love them dearly and wouldn’t be where I am without them. Together, they provide a seamless, high-touch experience for clients, whether they’re buying their first home, upgrading, or selling.

Looking forward, Sam’s goals remain ambitious. “I’d love to sell 100 homes in 2025,” he said. “I’ve gotten into the 80s before, but breaking into 100 would be amazing.” While the number is ambitious, it’s not just about hitting milestones—it’s about continuing to do what he loves. “Helping first-time buyers get the keys to their new home

or seeing a client tear up at the closing table—it’s moments like these that make it all worth it.”

With each milestone, he doesn’t lose sight of why he does what he does: his family. A Pikesville native, he now lives there with his wife, Risa, and their two daughters, Izzy and Dylan, and two dogs, Archie and Zoe. His day begins with coffee and quality time with his girls, helping them get ready for school. “This morning, we had a dance party before heading out to school,” he shared. “Seeing them happy is everything to me.”

Risa, a high school math teacher at Pikesville High School, inspires Sam with her work ethic. “She’s up at 5:30 every morning, giving her all to her students,” he said. “That pushes me to work just as hard. Everything I do is for my family.”

The Brucks’ weekends are packed with activities for Izzy and Dylan, from gymnastics to swimming and dance. Between practices, they’re spending time with friends and extended family. “My family lives in Owings Mills. We’re very close with my mom, dad and my sister and see them every week.” A die-hard Ravens fan, he hasn’t missed a home game in 15 years, attending every one with his father—a cherished tradition.

Beyond providing for his family, Sam credits real estate with transforming his personal growth and shaping him into the person he is today. “I was shy growing up, always overthinking things. In this business, you don’t have time to second-guess yourself. You have to trust your instincts and deliver answers for your clients. Real estate has taught me to be decisive and confident.”

Sam’s passion for real estate is rooted in his commitment to people. Whether mentoring new agents, creating lifelong friendships with clients, or building memories with his family, he approaches everything with heart and purpose. “This isn’t just a career for me—it’s about making a difference in people’s lives.”

In an industry that’s often transactional, Sam brings a rare warmth and personal touch. For his clients, colleagues, and family, that’s what makes him unforgettable.



“

I’d love to sell 100 homes in 2025,” he said. “I’ve gotten into the 80s before, but breaking into 100 would be amazing.”

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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	645.5	\$33,997,623
2	Kathleen Cassidy	DRH Realty Capital, LLC.	617	\$324,179,093
3	Tineshia R. Johnson	NVR Services, Inc.	480.5	\$254,431,336
4	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	334.5	\$166,597,436
5	Lee M Shpritz	Ashland Auction Group LLC	284	\$16,371,584
6	Joseph A Petrone	Monument Sotheby's International Realty	283	\$197,238,468
7	Robert J Lucido	Keller Williams Lucido Agency	223	\$167,012,891
8	Lois Margaret Alberti	Alberti Realty, LLC	176	\$53,943,480
9	Nickolaus B Waldner	Keller Williams Realty Centre	149.5	\$69,336,198
10	Shawn M Evans	Monument Sotheby's International Realty	144	\$113,066,940
11	Gina M Gargeu	Century 21 Downtown	142.5	\$24,250,852
12	Tracy M Jennings	DRH Realty Capital, LLC.	141	\$75,746,399
13	Daniel McGhee	Homeowners Real Estate	127	\$53,577,111
14	Jeremy Michael McDonough	Mr. Lister Realty	126	\$56,290,093
15	Lee R. Tessier	EXP Realty, LLC	124.5	\$55,197,728
16	Gina L White	Lofgren-Sargent Real Estate	110	\$51,472,320

RANK	NAME	OFFICE	SALES	TOTAL
17	Charlotte Savoy	The KW Collective	107.5	\$53,718,475
18	Daniel B Register IV	Northrop Realty	105	\$27,607,850
19	Matthew D Rhine	Keller Williams Legacy	104.5	\$46,273,033
20	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	101.5	\$39,501,632
21	Creig E Northrop III	Northrop Realty	98	\$90,554,089
22	Laura M Snyder	American Premier Realty, LLC	92.5	\$44,273,787
23	David Orso	Berkshire Hathaway HomeServices PenFed Realty	91	\$88,776,025
24	Bob Simon	Long & Foster Real Estate, Inc.	88	\$10,885,093
25	James T Weiskerger	Next Step Realty	86	\$46,553,712
26	Un H McAdory	Realty 1 Maryland, LLC	84	\$51,645,900
27	Gavriel Khoshkheraman	Pickwick Realty	74.5	\$15,937,180
28	Jeannette A Westcott	Keller Williams Realty Centre	74	\$41,283,897
29	Bradley R Kappel	TTR Sotheby's International Realty	71.5	\$163,904,381
30	Yevgeny Drubetskoy	EXP Realty, LLC	70	\$25,330,700
31	STEPHEN PIPICH Jr.	VYBE Realty	69.5	\$19,707,400
32	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	69	\$19,601,985
33	Michael Soper	Next Step Realty	66.5	\$25,516,700
34	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	66	\$25,988,330
35	Larry E Cooper	Alex Cooper Auctioneers, Inc.	65.5	\$11,676,395
36	Tracy J. Lucido	Keller Williams Lucido Agency	65.5	\$51,955,393
37	Kimberly A Lally	EXP Realty, LLC	63.5	\$27,303,415
38	Jonathan Scheffenacker	Redfin Corp	63	\$29,872,418
39	Michael J Schiff	EXP Realty, LLC	63	\$27,255,335
40	Timothy Langhauser	Compass Home Group, LLC	63	\$26,994,180
41	Sunna Ahmad	Cummings & Co. Realtors	61	\$45,146,863
42	Daniel M Billig	A.J. Billig & Company	60	\$12,478,448
43	Jeremy S Walsh	Coldwell Banker Realty	60	\$31,228,325
44	Mitchell J Toland Jr.	Redfin Corp	58	\$23,194,850
45	Robert A Commodari	EXP Realty, LLC	57.5	\$20,914,968
46	Tom Atwood	Keller Williams Legacy	57.5	\$24,644,041
47	Bryan G Schafer	Next Step Realty	57	\$29,759,068
48	Veronica A Sniscak	Compass	56.5	\$27,440,201
49	Kim Barton	Keller Williams Legacy	56	\$24,971,500
50	Gregory A Cullison Jr.	EXP Realty, LLC	54.5	\$17,870,052

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

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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	Adam Chubbuck	Douglas Realty, LLC	54	\$23,327,075
52	Missy A Aldave	Northrop Realty	54	\$30,842,750
53	Raj Singh Sidhu	Your Realty Inc.	54	\$15,597,444
54	Kelly Schuit	Next Step Realty	54	\$26,747,805
55	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	54	\$13,445,877
56	Charles N Billig	A.J. Billig & Company	53	\$10,997,338
57	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	52.5	\$8,278,005
58	Colleen M Smith	Long & Foster Real Estate, Inc.	52	\$46,306,260
59	Enoch P Moon	Realty 1 Maryland, LLC	51.5	\$29,479,380
60	Wendy Slaughter	VYBE Realty	51.5	\$33,306,950
61	Tiffany S Domneys	ExecuHome Realty	51	\$10,862,245
62	Brendan Butler	Cummings & Co. Realtors	51	\$21,926,650
63	Francis R Mudd III	Schwartz Realty, Inc.	51	\$25,661,904
64	cory andrew willems	Keller Williams Gateway LLC	51	\$15,486,290
65	Vincent M Caropreso	Keller Williams Flagship of Maryland	51	\$23,408,078
66	Sandra E Echenique	Keller Williams Gateway LLC	50	\$11,665,800
67	Tony Migliaccio	Long & Foster Real Estate, Inc.	50	\$22,312,302
68	Daniel Borowy	Redfin Corp	50	\$32,654,800
69	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	50	\$21,711,800
70	Deepak Nathani	EXP Realty, LLC	50	\$27,433,226
71	Bob A Mikelskas	Rosario Realty	49.5	\$20,429,195
72	Jessica DuLaney (Nonn)	Next Step Realty	49.5	\$23,374,498
73	Pamela A Terry	EXP Realty, LLC	49	\$6,844,718
74	Ira Klein	Pickwick Realty	49	\$6,455,400
75	Tyler Ell	Keller Williams Realty Centre	48.5	\$24,046,315
76	Anthony M Friedman	Northrop Realty	48.5	\$41,473,848
77	Brian M Pakulla	RE/MAX Advantage Realty	48.5	\$31,023,246
78	Nancy A Hulsman	Coldwell Banker Realty	48	\$22,325,410
79	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	48	\$35,030,406
80	Leslie Ikle	Redfin Corp	48	\$29,632,780
81	Jenn Schneider	Neighborhood Assistance Corporation of America	47	\$15,476,900
82	Susan Shterengarts	Long & Foster Real Estate, Inc.	47	\$12,827,700
83	Mary C Gatton	Redfin Corp	47	\$24,832,000
84	Bill Franklin	Long & Foster Real Estate, Inc.	46.5	\$22,090,488

RANK	NAME	OFFICE	SALES	TOTAL
85	Julia H. Neal	Next Step Realty	46	\$18,617,600
86	Phillippe Gerdes	Real Broker, LLC - Annapolis	46	\$22,622,670
87	Liz A. Ancel	Cummings & Co. Realtors	46	\$17,811,450
88	Mark D Simone	Keller Williams Legacy	46	\$19,444,320
89	Christopher W Palazzi	Cummings & Co. Realtors	45.5	\$9,770,834
90	Louis Chirgott	Core Maryland Real Estate LLC	45.5	\$23,004,932
91	Jessica L Young-Stewart	RE/MAX Executive	45.5	\$20,961,190
92	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	45.5	\$23,626,250
93	William C Featherstone	Featherstone & Co.,LLC.	45	\$11,839,400
94	Bob Kimball	Redfin Corp	45	\$17,123,849
95	Krissy Doherty	Northrop Realty	45	\$18,765,340
96	Brian D Saver	Long & Foster Real Estate, Inc.	45	\$52,444,030
97	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	45	\$16,105,767
98	Jim W Bim	Winning Edge	45	\$18,161,325
99	Donald L Beecher	Redfin Corp	45	\$19,117,660
100	Jennifer A Bayne	Long & Foster Real Estate, Inc.	44.5	\$16,964,097

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



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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Brian I Leibowitz	Maryland Realty Company	44	\$12,509,843
102	John C Kantorski Jr.	EXP Realty, LLC	44	\$16,824,999
103	Peter J Klebenow	RE/MAX Advantage Realty	44	\$7,095,681
104	James F Ferguson	EXIT Preferred Realty, LLC	44	\$15,516,225
105	David Marc Niedzialkowski	Redfin Corp	44	\$19,538,891
106	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	43.5	\$24,524,136
107	Sharon Y Daugherty	Keller Williams Select Realtors	43	\$23,380,425
108	Allen J Stanton	RE/MAX Executive	42.5	\$19,603,700
109	Shannon Smith	Next Step Realty	42	\$18,505,650
110	Robert D Kaetzel	Real Estate Professionals, Inc.	42	\$10,832,939
111	Terry A Berkeridge	Advance Realty Bel Air, Inc.	42	\$17,123,100
112	Vincent J. Steo	Your Home Sold Guaranteed Realty	42	\$14,986,090
113	Jessica Dailey	Compass	41.5	\$18,365,765
114	Mark Richa	Cummings & Co. Realtors	41.5	\$17,319,020
115	Jessica N Sauls	VYBE Realty	41.5	\$19,117,560
116	Keiry Martinez	ExecuHome Realty	41	\$10,516,740

RANK	NAME	OFFICE	SALES	TOTAL
117	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	41	\$14,046,600
118	Igor Maltsev	Keller Williams Legacy	41	\$13,927,180
119	Michael Frank	EXP Realty, LLC	41	\$15,295,931
120	Trent C Gladstone	The KW Collective	40.5	\$22,903,545
121	Sergey A taksis	Long & Foster Real Estate, Inc.	40.5	\$19,058,500
122	Andrew Johns III	Keller Williams Gateway LLC	40	\$16,291,970
123	Timothy Lee Joseph Dominick	Coldwell Banker Realty	39.5	\$10,290,036
124	Julie Singer	Northrop Realty	39.5	\$28,735,590
125	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	39	\$8,585,400
126	Megan Manzari	Cummings & Co. Realtors	39	\$13,726,240
127	Nicholas W Bogardus	Compass	39	\$15,716,250
128	Melissa Menning	Alberti Realty, LLC	39	\$8,211,000
129	Heidi S Krauss	Krauss Real Property Brokerage	39	\$56,376,885
130	Jared T Block	Alex Cooper Auctioneers, Inc.	39	\$10,170,435
131	Montaz Maurice McCray	Keller Williams Realty Centre	39	\$13,847,698
132	Byron K. Brooks	Thurston Wyatt Real Estate, LLC	39	\$5,806,249
133	Prabin Bhandari	Keller Williams Gateway LLC	39	\$16,706,800
134	Matthew P Wyble	Next Step Realty	38	\$25,379,897
135	Aimee C O'Neill	O'Neill Enterprises Realty	38	\$15,947,379
136	Nancy Gowan	Engel & Volkers Annapolis	38	\$21,231,680
137	Michael Green	Witz Realty, LLC	38	\$12,971,798
138	Christopher B Carroll	RE/MAX Advantage Realty	38	\$19,838,301
139	Sarah E Garza	Compass	37.5	\$21,567,690
140	Jay J Fischetti	Keller Williams Realty Centre	37.5	\$17,182,870
141	Ronald W. Howard	RE/MAX Advantage Realty	37.5	\$15,331,200
142	Dassi Lazar	Lazar Real Estate	37	\$12,852,600
143	Jennifer Schaub	EXP Realty, LLC	37	\$26,973,000
144	Diana Pham	EXP Realty, LLC	37	\$8,538,975
145	Santiago Carrera	Hyatt & Company Real Estate, LLC	37	\$12,453,874
146	Gabriel M Dutton	Keller Williams Gateway LLC	37	\$15,055,640
147	Barbara A Ayd	Cummings & Co. Realtors	37	\$7,502,600
148	Luis H Arrazola	A.J. Billig & Company	37	\$9,210,573
149	Eric J Figurelle	Cummings & Co. Realtors	36.5	\$13,311,415
150	James H Stephens	EXP Realty, LLC	36.5	\$13,285,900

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Kathleen Cassidy	DRH Realty Capital, LLC.	617	\$324,179,093
2	Tineshia R. Johnson	NVR Services, Inc.	480.5	\$254,431,336
3	Joseph A Petrone	Monument Sotheby's International Realty	283	\$197,238,468
4	Robert J Lucido	Keller Williams Lucido Agency	223	\$167,012,891
5	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	334.5	\$166,597,436
6	Bradley R Kappel	TTR Sotheby's International Realty	71.5	\$163,904,381
7	Shawn M Evans	Monument Sotheby's International Realty	144	\$113,066,940
8	Creig E Northrop III	Northrop Realty	98	\$90,554,089
9	David Orso	Berkshire Hathaway HomeServices PenFed Realty	91	\$88,776,025
10	Tracy M Jennings	DRH Realty Capital, LLC.	141	\$75,746,399
11	Nickolaus B Waldner	Keller Williams Realty Centre	149.5	\$69,336,198
12	Heidi S Krauss	Krauss Real Property Brokerage	39	\$56,376,885
13	Jeremy Michael McDonough	Mr. Lister Realty	126	\$56,290,093
14	Lee R. Tessier	EXP Realty, LLC	124.5	\$55,197,728
15	Lois Margaret Alberti	Alberti Realty, LLC	176	\$53,943,480
16	Charlotte Savoy	The KW Collective	107.5	\$53,718,475
17	Daniel McGhee	Homeowners Real Estate	127	\$53,577,111
18	Brian D Saver	Long & Foster Real Estate, Inc.	45	\$52,444,030
19	Tracy J. Lucido	Keller Williams Lucido Agency	65.5	\$51,955,393
20	Un H McAdory	Realty 1 Maryland, LLC	84	\$51,645,900
21	Gina L White	Lofgren-Sargent Real Estate	110	\$51,472,320
22	James T Weiskerger	Next Step Realty	86	\$46,553,712
23	Colleen M Smith	Long & Foster Real Estate, Inc.	52	\$46,306,260
24	Matthew D Rhine	Keller Williams Legacy	104.5	\$46,273,033
25	Georgeann A Berkinshaw	Coldwell Banker Realty	19.5	\$45,169,200
26	Sunna Ahmad	Cummings & Co. Realtors	61	\$45,146,863
27	Laura M Snyder	American Premier Realty, LLC	92.5	\$44,273,787
28	Anthony M Friedman	Northrop Realty	48.5	\$41,473,848
29	Jeannette A Westcott	Keller Williams Realty Centre	74	\$41,283,897
30	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	101.5	\$39,501,632
31	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	35	\$37,472,860
32	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	48	\$35,030,406
33	Adam M Shpritz	Ashland Auction Group LLC	645.5	\$33,997,623
34	Carol Snyder	Monument Sotheby's International Realty	34	\$33,646,778

RANK	NAME	OFFICE	SALES	TOTAL
35	Wendy Slaughter	VYBE Realty	51.5	\$33,306,950
36	Daniel Borowy	Redfin Corp	50	\$32,654,800
37	Jeremy S Walsh	Coldwell Banker Realty	60	\$31,228,325
38	Brian M Pakulla	RE/MAX Advantage Realty	48.5	\$31,023,246
39	Missy A Aldave	Northrop Realty	54	\$30,842,750
40	Charlie Hatter	Monument Sotheby's International Realty	22.5	\$30,272,500
41	Jonathan Scheffenacker	Redfin Corp	63	\$29,872,418
42	Bryan G Schafer	Next Step Realty	57	\$29,759,068
43	Leslie Ikle	Redfin Corp	48	\$29,632,780
44	Enoch P Moon	Realty 1 Maryland, LLC	51.5	\$29,479,380
45	Julie Singer	Northrop Realty	39.5	\$28,735,590
46	Anne Y Herrera-Franklin	Monument Sotheby's International Realty	33	\$28,595,736
47	Elizabeth C Dooner	Coldwell Banker Realty	27	\$28,192,375
48	Ricky Cantore III	RE/MAX Advantage Realty	35	\$28,142,250
49	Daniel B Register IV	Northrop Realty	105	\$27,607,850
50	Veronica A Sniscak	Compass	56.5	\$27,440,201

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Deepak Nathani	EXP Realty, LLC	50	\$27,433,226
52	Kimberly A Lally	EXP Realty, LLC	63.5	\$27,303,415
53	Michael J Schiff	EXP Realty, LLC	63	\$27,255,335
54	Timothy Langhauser	Compass Home Group, LLC	63	\$26,994,180
55	Jennifer Schaub	EXP Realty, LLC	37	\$26,973,000
56	Kelly Schuit	Next Step Realty	54	\$26,747,805
57	Jennifer Holden	Compass	34	\$26,417,830
58	Shun Lu	Keller Williams Realty Centre	27	\$26,234,160
59	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	66	\$25,988,330
60	Francis R Mudd III	Schwartz Realty, Inc.	51	\$25,661,904
61	Robert A Kinnear	RE/MAX Advantage Realty	30	\$25,527,898
62	Michael Soper	Next Step Realty	66.5	\$25,516,700
63	Matthew P Wyble	Next Step Realty	38	\$25,379,897
64	Yevgeny Drubetskoy	EXP Realty, LLC	70	\$25,330,700
65	Kristi C Neidhardt	Northrop Realty	30.5	\$25,231,275
66	Sarah Greenlee Morse	TTR Sotheby's International Realty	22	\$25,013,750

RANK	NAME	OFFICE	SALES	TOTAL
67	Kim Barton	Keller Williams Legacy	56	\$24,971,500
68	Mary C Gatton	Redfin Corp	47	\$24,832,000
69	Tom Atwood	Keller Williams Legacy	57.5	\$24,644,041
70	Jonathan E. Rundlett	Toll MD Realty, LLC	12	\$24,635,740
71	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	43.5	\$24,524,136
72	Gina M Gargeu	Century 21 Downtown	142.5	\$24,250,852
73	Tyler Ell	Keller Williams Realty Centre	48.5	\$24,046,315
74	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	45.5	\$23,626,250
75	Vincent M Caropreso	Keller Williams Flagship of Maryland	51	\$23,408,078
76	Sharon Y Daugherty	Keller Williams Select Realtors	43	\$23,380,425
77	Jessica DuLaney (Nonn)	Next Step Realty	49.5	\$23,374,498
78	Adam Chubbuck	Douglas Realty, LLC	54	\$23,327,075
79	Mitchell J Toland Jr.	Redfin Corp	58	\$23,194,850
80	Louis Chirgott	Core Maryland Real Estate LLC	45.5	\$23,004,932
81	Trent C Gladstone	The KW Collective	40.5	\$22,903,545
82	Phillippe Gerdes	Real Broker, LLC - Annapolis	46	\$22,622,670
83	Biana Arentz	Coldwell Banker Realty	21.5	\$22,615,098
84	Nancy A Hulsman	Coldwell Banker Realty	48	\$22,325,410
85	Tony Migliaccio	Long & Foster Real Estate, Inc.	50	\$22,312,302
86	Betty P Batty	Compass	20.5	\$22,239,365
87	Bill Franklin	Long & Foster Real Estate, Inc.	46.5	\$22,090,488
88	Brendan Butler	Cummings & Co. Realtors	51	\$21,926,650
89	Sarah E Kanne	Gibson Island Real Estate INC	6	\$21,782,500
90	Wendy T Oliver	Coldwell Banker Realty	29.5	\$21,748,749
91	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	50	\$21,711,800
92	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	26.5	\$21,578,135
93	Sarah E Garza	Compass	37.5	\$21,567,690
94	Arian Sargent Lucas	Lofgren-Sargent Real Estate	25	\$21,483,587
95	Nancy Gowan	Engel & Volkers Annapolis	38	\$21,231,680
96	Jessica L Young-Stewart	RE/MAX Executive	45.5	\$20,961,190
97	Robert A Commodari	EXP Realty, LLC	57.5	\$20,914,968
98	Gary R Ahrens	Keller Williams Realty Centre	35.5	\$20,861,371
99	Erica K Baker	TTR Sotheby's International Realty	32	\$20,657,500
100	Bob A Mikelskas	Rosario Realty	49.5	\$20,429,195

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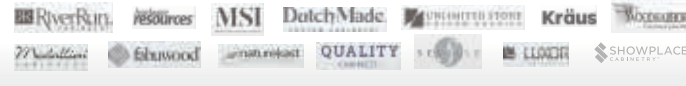
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Fulton Bank, N.A. Member FDIC. Subject to credit approval. ¹Medical Doctorate degree required. Restrictions apply. ²Financing is based on the lower of either the appraised value (fair market value) or contract sales price. Interest on the portion of the loan that exceeds the value of the dwelling is not tax deductible. Please consult your tax advisor. ³Closing costs may include an origination fee, title fee, credit report, flood determination, etc. which typically can cost around 2% to 6% of your loan amount. ⁴Monthly payment for a \$250,000 180 months term mortgage at 6.469% Annual Percentage Rate (APR) would be \$2,144. Monthly payment for a \$250,000 360 months term mortgage at 6.469% Annual Percentage Rate (APR) would be \$1,539. Payment does not include amounts for taxes and insurance and the actual payment will be greater. ⁵Adjustable rates are subject to increase after the initial fixed-rate period. Monthly payment for a \$250,000 5/6 adjustable rate mortgage (ARM) at 6.722% APR, initial interest rate of 6.5% and monthly payments of \$1,580 for the first 60 months, then a variable rate of 8.08% and monthly payments of \$1,848 for the remaining 300 months. Message and data rates may apply.



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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Nicki Palermo	RE/MAX One	33	\$20,215,530
102	Marina Yousefian	Long & Foster Real Estate, Inc.	35.5	\$20,132,753
103	Reid Buckley	Long & Foster Real Estate, Inc.	18	\$20,077,000
104	Lisa E Kittleman	The KW Collective	32	\$20,003,992
105	VENKATESWARA RAO GURRAM	Samson Properties	33	\$19,958,360
106	Christopher B Carroll	RE/MAX Advantage Realty	38	\$19,838,301
107	STEPHEN PIPICH Jr.	VYBE Realty	69.5	\$19,707,400
108	James M. Baldwin	Compass	30	\$19,659,520
109	Allen J Stanton	RE/MAX Executive	42.5	\$19,603,700
110	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	69	\$19,601,985
111	David Marc Niedzialkowski	Redfin Corp	44	\$19,538,891
112	Mark D Simone	Keller Williams Legacy	46	\$19,444,320
113	Jason P Donovan	RE/MAX Leading Edge	28	\$19,324,240
114	Jason W Perlow	Monument Sotheby's International Realty	31.5	\$19,258,660
115	Peter Boscas	Red Cedar Real Estate, LLC	30	\$19,178,300
116	Donald L Beecher	Redfin Corp	45	\$19,117,660
117	Jessica N Sauls	VYBE Realty	41.5	\$19,117,560
118	Sergey A taksis	Long & Foster Real Estate, Inc.	40.5	\$19,058,500
119	Steve Allnutt	RE/MAX Advantage Realty	27	\$18,785,750
120	Krissy Doherty	Northrop Realty	45	\$18,765,340
121	Arianit Musliu	Redfin Corp	31	\$18,690,000
122	Matthew Mindel	Next Step Realty	36	\$18,675,750
123	Din A Khaled	Tennant Commercial Advisors, LLC	31	\$18,667,600
124	Julia H. Neal	Next Step Realty	46	\$18,617,600
125	Shannon Smith	Next Step Realty	42	\$18,505,650
126	Kevin W Stodd	Long & Foster Real Estate, Inc.	18.5	\$18,464,250
127	June M Steinweg	Long & Foster Real Estate, Inc.	21	\$18,450,999
128	Kyriacos P. Papaleonti	Academy Realty Inc.	36	\$18,417,146
129	Jessica Dailey	Compass	41.5	\$18,365,765
130	Jennifer K Chino	Monument Sotheby's International Realty	18.5	\$18,268,000
131	Zugell Jamison	Cummings & Co. Realtors	28.5	\$18,200,000
132	Elisheva Ashman	Pickwick Realty	35	\$18,180,500
133	Jim W Bim	Winning Edge	45	\$18,161,325
134	Nicholas Cintron	APEX Realty, LLC	26	\$18,147,452

RANK	NAME	OFFICE	SALES	TOTAL
135	Catherine Barthelme Miller	AB & Co Realtors, Inc.	25	\$18,130,400
136	F. Aidan Surlis Jr.	RE/MAX Leading Edge	32.5	\$18,094,750
137	Travis O Gray	Engel & Volkers Annapolis	12.5	\$18,006,113
138	Edward S Treadwell	VYBE Realty	36	\$17,993,446
139	Gregory A Cullison Jr.	EXP Realty, LLC	54.5	\$17,870,052
140	Jennifer A Klarman	Long & Foster Real Estate, Inc.	27	\$17,861,693
141	Liz A. Ancel	Cummings & Co. Realtors	46	\$17,811,450
142	Ashton L Drummond	Cummings & Co. Realtors	36	\$17,780,897
143	Lauren Shapiro	Long & Foster Real Estate, Inc.	34	\$17,776,115
144	Greg M Kinnear	RE/MAX Advantage Realty	32	\$17,647,912
145	Ashley B Richardson	Monument Sotheby's International Realty	28	\$17,642,000
146	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	28.5	\$17,572,078
147	Moe Farley	Coldwell Banker Realty	23.5	\$17,572,000
148	Benjamin J Garner	Real Broker, LLC - Keswick	36	\$17,478,590
149	Anne L Henslee	Cummings & Co. Realtors	24	\$17,469,600
150	Mark Richa	Cummings & Co. Realtors	41.5	\$17,319,020

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



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