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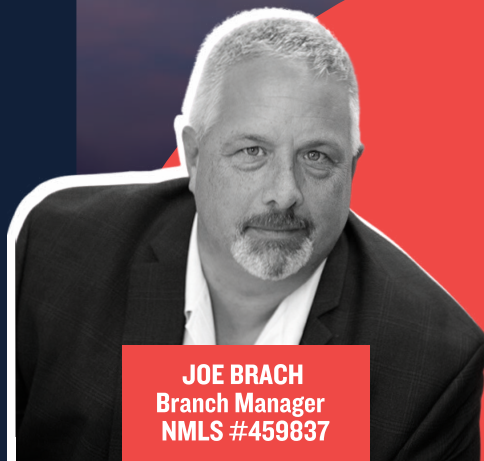
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Reflect & CELEBRATE!

BY JILLEIEN FRANQUELLI

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.

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!
Jill
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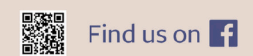


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Chelsea Bristow

Growing Community, One Home at a Time

BY ABBY ISAACS • PHOTOS BY ATLANTIC EXPOSURE



For Chelsea Bristow, an agent with Jack Lingo, REALTOR®, the idea of home goes far beyond four walls and a roof. It's about roots, relationships, and reinvesting in the community that shaped her. A proud native of Sussex County, Chelsea's journey has come full circle—now a rising star real estate agent focused on the Delaware coast where she grew up. "This is the village that raised me," Chelsea said. "I grew up here, and now I want to grow the community. Real estate lets me bring people into this incredible place while helping them create their own memories." Chelsea's first job was scooping ice cream at a shop famous for its quirky flavors like corn and pizza. It wasn't just a summer job; it was her first taste of the vibrant, hardworking spirit of the area. After high school, Chelsea played Division I lacrosse at

Towson University before transferring to the University of Delaware, where she completed her degree. Her professional journey began in the fast-paced world of fashion in New York City. Chelsea later worked as a buyer for South Moon Under in Annapolis, where she honed her skills in marketing, pricing strategy, and inventory management. "I loved my time in fashion, but I always knew I wanted to move back home to raise a family and give back to the community that gave so much to me." When Chelsea decided to transition to real estate, she was drawn to Jack Lingo, the largest family-owned real estate company in Delaware. "Jack Lingo is more than a company; it's a cornerstone of the community. They sponsor local events, support charitable foundations, and embody the values I hold dear."

Chelsea shadowed Carrie Lingo to ensure her skills would translate to real estate. "Real estate is analytics meets marketing," she said. "That's what I excel at. Working with Carrie and the team showed me how my background could help clients achieve their goals." Chelsea joined the team in 2020, quickly proving her talent with over \$10 million in sales during her first full year. "I don't think I would be even close to where I am today if it weren't for the amazing people she's brought together. We're a small but mighty team of 10. Everyone has different knowledge and we truly work as a team."

Now living in Lewes with her husband, Conway, their two young children, Rose and Ronnie, and their Golden Retriever, Luda (named after rapper Ludacris), Chelsea juggles the demands of motherhood and real estate with grace. "Most of the last four years, I've been pregnant or postpartum," she laughed. "But I've also grown my business every year, aiming to surpass my previous sales while staying deeply involved in the community."

For Chelsea, real estate is personal. She thrives on introducing clients to the charm of Sussex County, from the Sea Witch Festival to local coffee shops and the iconic Funland rides, a cherished birthday tradition. "I love showing clients the hidden gems that make this place special. It's about more than selling a house—it's about helping them become part of a community."

Her husband's expertise as a landscape architect is a bonus. "Conway helps clients envision the potential of their properties. It's great to have him as a resource." Despite challenges like rising interest rates, Chelsea remains optimistic. "Real estate has slowed, but it's about adapting. My dad always said to be ever-changing and dynamic. Finding creative solutions for clients keeps me energized." Chelsea's competitive nature, cultivated as a former athlete, drives her success. However, she finds balance by volunteering as a lacrosse coach and organizing charitable events like Trees of Cheer, where local families decorate Christmas trees for those in need. "Giving back is vital to me, whether it's through volunteering or helping families find their dream beach house." As she continues building

"REAL ESTATE LETS ME BRING PEOPLE INTO THIS INCREDIBLE PLACE WHILE HELPING THEM CREATE THEIR OWN MEMORIES."

her career, Chelsea focuses on what matters most: her family, her clients, and the community she loves. "This community grew me, and now I'm helping grow it. That's the foundation of who I am and what I want to be." Whether coaching lacrosse, walking the beaches with her family, or helping clients achieve their dreams, Chelsea Bristow is a true ambassador for all that Sussex County has to offer.



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The Fun Dynamic Duo of Home Loans

Meeting Eric Parsons and Joe Gensoli of Capital Bank Home Loans feels like a lively take on Yin and Yang. With 21 years of home loan experience, Eric is a dedicated family man with a wife and three sons. Joe, who has been in the business for 4 ½ years, enjoys golfing, traveling the world, and socializing at his local watering hole.

They both thrive on fun and seek creative ways to finance loans for their clients, making them a standout team. Their energy and unique ideas complement each other perfectly. “If you’re not enjoying what you’re doing, it’s a long day at the office,” Joe said.

Eric is the Branch Manager at their Rehoboth Beach, DE location, while Joe serves as a loan originator. Their office is a tight-knit group of professionals. “We’re a small office, and we all help each other out,” Eric said. He and Joe give much praise to Carol Miller, who wears many hats in the office—acting as the marketing department, loan officer assistant, and work mom. Rich Trostle, another loan officer assistant, is described by Eric as “the engine room that keeps the business going.”

Every Wednesday, the staff enjoys lunch together. “We’re a tight-knit group,” Eric said. Joe adds, “It’s easy to come into work. If one of us is doing well, everyone cheers them on, and we support each other through the tough days.”

Their teamwork is likely part of the reason for their success. Their loan volume goal for 2024 was 75 million and they are on target to exceed that. “The ‘great recession’ in 2007-2008 changed our industry. There were radical changes in guidelines and

people hated it,” Eric said. Suddenly, guidelines required verification of everything about buyers. “It turned the industry on its head,” Eric said. The loan business became purchase-focused and not about refinancing.

Conversely, when Joe obtained his mortgage lending license, rates were jumping and he needed to cultivate business. He built strong bonds with referral partners and focused on purchases, not refinancing. “Joe was forced to sharpen his skills quicker, and he made lots of connections,” Eric said.

Their mutual respect is obvious, as they deal with creative ways to find deals for clients, industry requirements, and an ever-changing market. “No two days are the same. Variety is the spice of life. We get to help people make one of the most important purchases they’ll ever make. It’s very rewarding,” Eric said.

One of the reasons they work so well together is that their values are similar. Transparency and consumer knowledge are key to their business. “If I can help a client understand the choice they are making, we will both be happy with the outcome,” Eric said. Educating and informing is his approach.

They excel at finding solutions for buyers, and are connected with Delaware State Housing Authority, Maryland Mortgage Program and the Federal Home Loan Bank. “We can help folks that want to buy a million-dollar second house and also help people just out of college afford their first house,” Joe said. They have access to grants and federal funding to help alleviate

financial strain. Additionally, they can use primary rates for second home purchases and save their clients tens of thousands of dollars.

“We hold all of the second home loans on our books. We don’t sell these loans on the secondary market,” Eric said. “We’re committed to the vacation buyer,” he adds. They have the ability to hold other types of loans as well. “We can get creative and finance property types and scenarios that can’t usually be financed,” Eric said.

Eric and his wife, Laura live in Lewes with their three boys: Rex, age 11; Levi, age 9, and Teddy, age 5. The kids’ sports schedules keep Eric and Laura busy evenings and weekends, and the family has traveled extensively together to places like Mexico, France, the Caribbean, and more. He’s a Delaware native and a graduate of University of South Carolina.

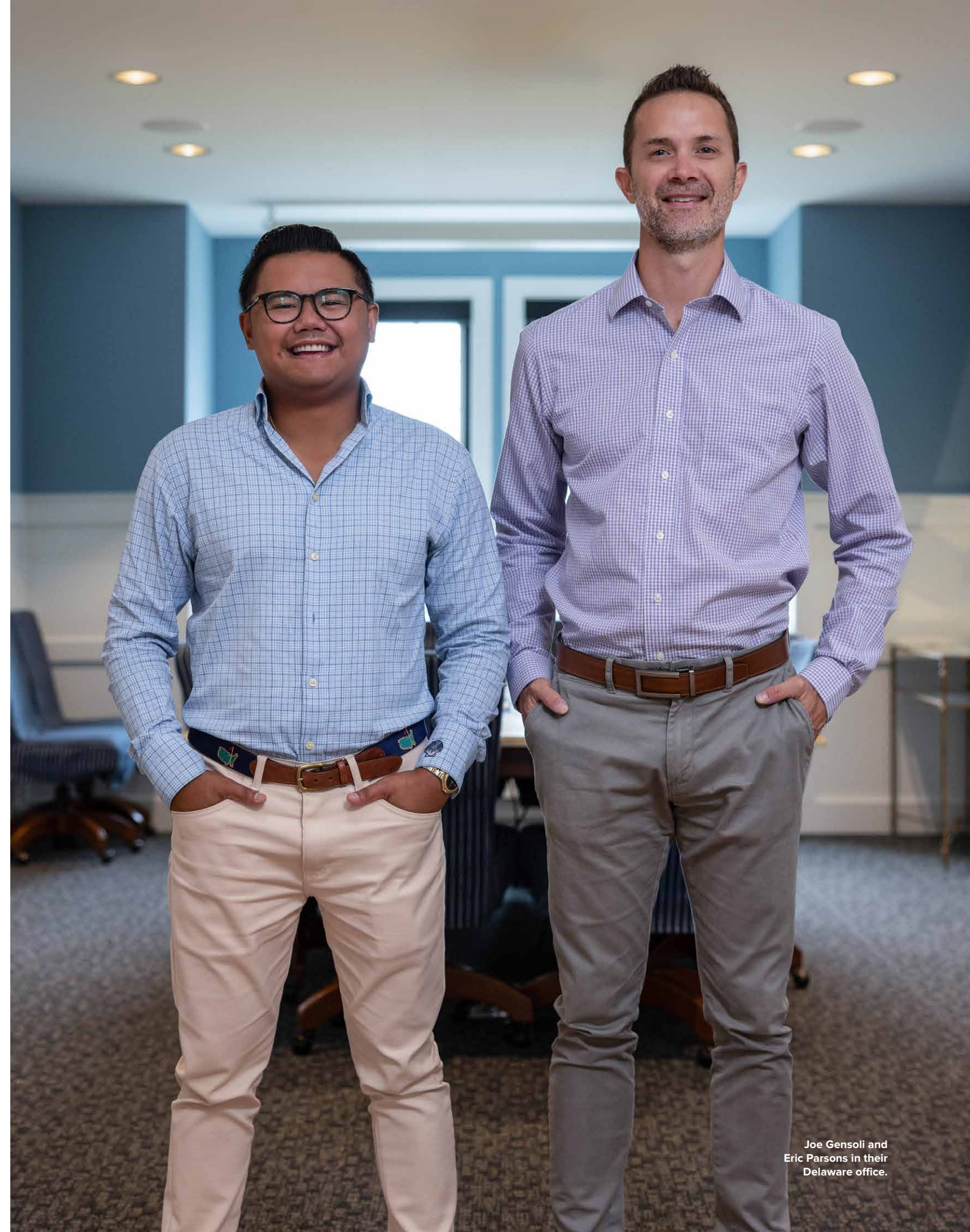
Joe lives in Rehoboth with his wife Nicole and is a “Funcle” to nieces Layla and Kellen. He loves being around friends and family and travels to places like Italy and Spain. He’s from Pennsylvania, went to Penn State and became a golf pro after college. He still networks often on the golf course.

As much as Eric and Joe come from different angles—one from knowledge of experience, one with the enthusiasm for new ideas—they are the same when it comes to business practices and core values. They focus on building relationships and helping people find the loan that’s best for them.

“

We get to help people make one of the most important purchases they’ll ever make.”

—ERIC PARSONS



Joe Gensoli and Eric Parsons in their Delaware office.

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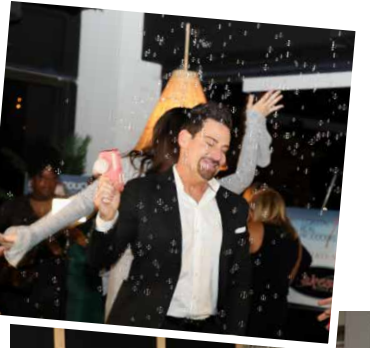
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EVENT RECAP

1st Anniversary Party

BY HANNAH BENSON
PHOTOS BY ATLANTIC EXPOSURE



CHEERS TO ONE YEAR!

We celebrated our 1st Anniversary Party at Vista Rooftop on November 14th, and it was nothing short of incredible. With 250 of the Coastal region's top agents and industry partners in attendance, it was our biggest Coastal Real Producers event yet—and it did not disappoint!

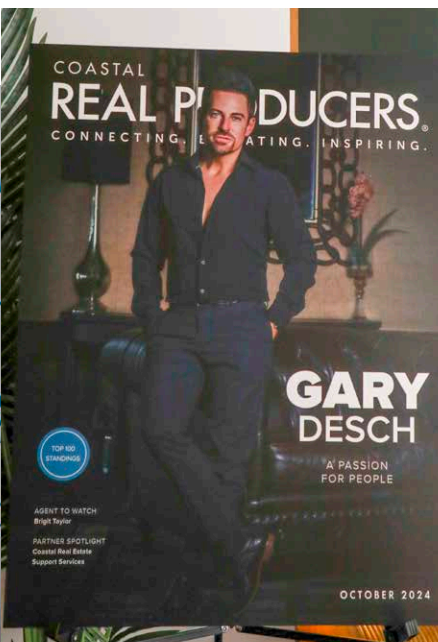
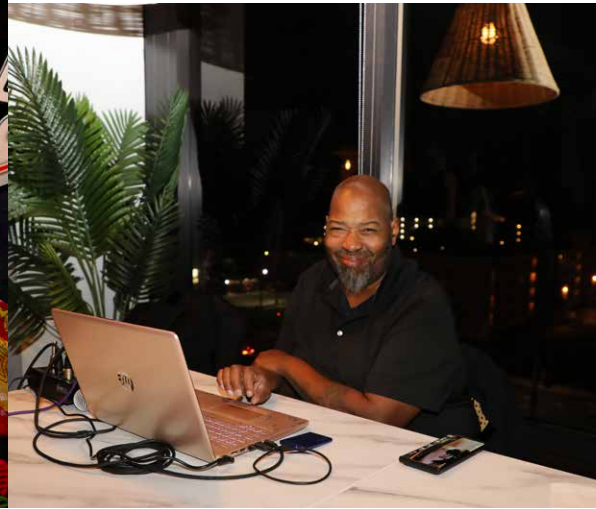
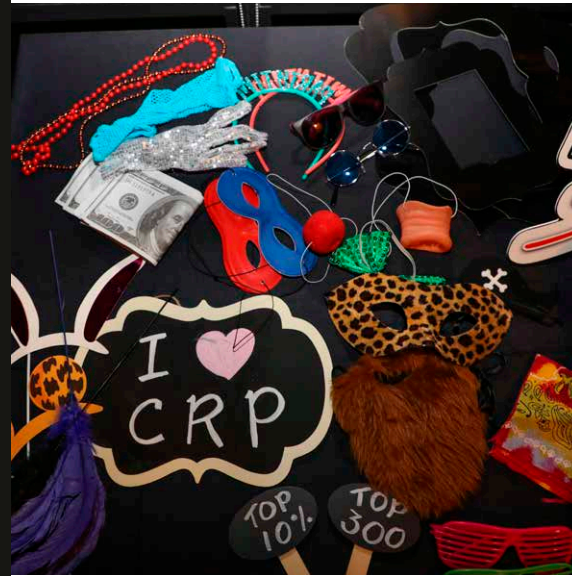
There was delicious food, signature cocktails and networking galore. The room was alive with conversation as people reconnected, shared successes, and celebrated a year of growth and collaboration.

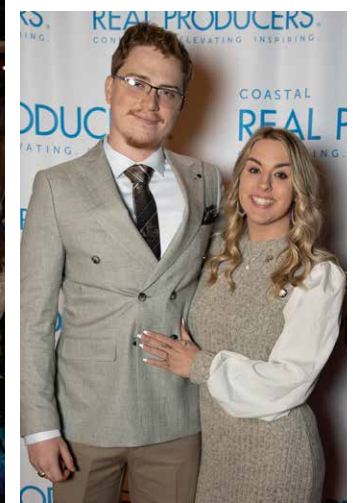
We brought in the 360 video booth again, always a crowd favorite, to capture all the laughter and fun. And if you stayed until the end, you may have seen the full-on dance party that broke out in the back, proving once again that you all know how to celebrate in style!

This was more than just the party though—it was a celebration of *you*, the amazing agents and partners who have made the *Coastal Real Producers* community what it is over the last year.

As we toast to this milestone, we look ahead with excitement for all that's to come. This event was a testament to the incredible connections that have been built so far...imagine what will happen 5 years down the line? We're just getting started!

A huge thank you to our sponsors, all of whom are CRP preferred partners, for helping to make this evening possible. We would not be able to do this without your support!







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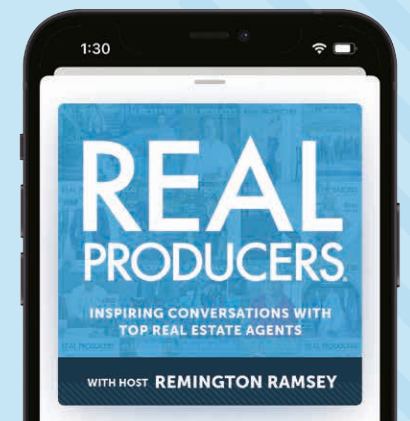
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Liz Kapp

Hitting it Out of the Park

Celebrating 25 years in real estate, Liz Kapp reflects on building a successful career, overcoming challenges, and finding the perfect balance between work, family, and community.

BY LAUREN STEVENS • PHOTOS BY ATLANTIC EXPOSURE

2025 is Liz Kapp's 25th year in real estate.

So, what is her biggest takeaway from this quarter century? That work-life balance is possible in this industry. "I think I've got it pretty well down now, but there were times that I didn't. Where I worked many, many hours, missed out on things with family. I've realized now that [that time is] more important... I am passionate about my family...My family is my why."

Incidentally, her family is also why she got into real estate. Liz Kapp grew up north of Atlanta in Cartersville, Georgia. She started her real estate career there in 2000 after she had her first child. "I was in a corporate job and I had a young son at home...I was doing a lot of traveling, and it was difficult to be away all the time. So I thought [I'd look for something with] a little bit more of a flexible schedule." She started out in residential and then transitioned into commercial.

In 2012, Liz decided to move up to Delaware to be with her now husband, Dan Kapp. She settled in Dagsboro and got licensed in Maryland and Delaware. Liz says that relocating was one of the biggest challenges she's ever faced. "I [moved] to a new area where I didn't know anybody. Not sure I'd recommend it, but...[I got through it] day by day. [I decided] to continue real estate...I decided commercial was probably not an option for me here, just because there's not enough of it...and I was fine with doing residential again."

One of the toughest parts of the move was changing markets mid-career. "It was very difficult to start over in a new market. That was difficult, and I think it almost was more difficult than...when I just started out fresh. Because when you start out fresh you're not used to anything, you don't know. When you had a successful business in one area, and then you move to a new area and you're starting over completely, it's a little more difficult." Even the agencies were different than in Georgia, so she set about researching options. "[I noticed] Long and Foster

was all over the place. And so I went and met [with them], and fell in love with the office, and fell in love with everything that they had to offer." Liz remains with Long and Foster today – now almost 10 years later.

Starting fresh also meant finding new clients and partners – something she never struggled with in Georgia. "That was my hometown, so everybody knew me. [When you go somewhere new] nobody even knows you. You didn't go to school there. You didn't grow up there." So, she set about her next big task: building her business from the ground up. "I just went out and started doing open houses. I went and introduced myself to every attorney in town. I tried to become a member of the community so that I could start relationships. And that's kind of how it just progressed from there."

Through all of this effort, Liz gained something more than just the foundation for a successful career here: a community she loves. She remains dedicated to improving the greater Bethany Beach area and, if she's not on the clock, you can probably find her helping out with the Lower Sussex Little League. She originally got involved with the organization because her sons played there, and it has developed into a personal passion for her and her family. "My husband sits on the board...I sponsor teams, I've been a team mom. It's an important thing for our community, too. I spend a lot of time there. It's a great organization in our community."

Liz had already faced her fair share of obstacles by the time 2020 rolled around and she, just like everyone else in real estate (and the world) had to learn a new normal, and a new way of doing business. But – just like the other mountains she'd already moved – Liz persevered and found a silver lining. "You know what, it really helped me in going back to the balance of work and life. It really showed me how important having that family time is, because we did have it. We were forced to have it."

“
I think I've got it pretty well down now, but there were times that I didn't. Where I worked many, many hours, missed out on things with family. I've realized now that [that time is] more important... I am passionate about my family...My family is my why.”





“

“You know what, it really helped me in going back to the balance of work and life. It really showed me how important having that family time is, because we did have it. We were forced to have it.”



Liz is a proud mom of three. Her eldest, Mitchell Bolton (27), a licensed contractor, is currently working on his real estate license and will soon be working alongside Liz. Her second son, Ricky Wiggins (17) is a junior at Indian River High School where – thanks to his time in Little League – he is a catcher on the baseball team. Her youngest son, Hoyt Kapp (11), is in sixth grade at Selbyville Middle. Liz also boasts one grandson (and future little leaguer) Brooks, Mitchell and his wife Alissa’s child who will celebrate his second birthday this March. Liz loves to travel – especially with her family – and

they have visited a wide array of destinations, from Alaska to Hawaii. She even regularly hits the road with the travel baseball crew.

Liz Kapp is a “full-time, full-service agent” who prides herself on communication and availability. Her story is one of bravery, perseverance, and hard work. But what she’s learned – and what she hopes her story will highlight for others – is that working hard doesn’t mean only working. It means finding your “why” and prioritizing your passions. Because in her experience, balance doesn’t inhibit success, it fuels it.



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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	299.5	\$245,232,994
2	PAUL TOWNSEND	Jack Lingo - Lewes	109.5	\$108,613,944
3	MICHAEL KENNEDY	Compass	105.5	\$74,583,923
4	Dustin Oldfather	Compass	101	\$43,113,518
5	Pamela Price	RE/MAX Advantage Realty	100.5	\$32,412,398
6	Mary SCHROCK	Northrop Realty	94.5	\$50,934,564
7	Suzie Parker	Compass	86	\$39,129,463
8	Jaime Hurlock	Long & Foster Real Estate, Inc.	84.5	\$41,102,398
9	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	78.5	\$38,144,447
10	Debbie Reed	RE/MAX Realty Group Rehoboth	76.5	\$48,414,879
11	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
12	Russell G Griffin	Keller Williams Realty	76	\$28,624,938
13	Erin S. Lee	Keller Williams Realty	72.5	\$15,616,515
14	Bethany A. Drew	Hileman Real Estate-Berlin	62	\$23,787,702
15	LESLIE KOPP	Long & Foster Real Estate, Inc.	61	\$103,548,950
16	Suzannah PenFed Realty Ocean Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	54.5	\$17,659,505
17	Darron Whitehead	Whitehead Real Estate Exec.	49	\$17,431,290
18	Joseph Wilson	Coastal Life Realty Group LLC	49	\$23,868,374
19	Nicole P. Callender	Keller Williams Realty Delmarva	48.5	\$25,864,264
20	Grant K Fritschle	Keller Williams Realty Delmarva	47.5	\$26,249,370
21	LINDA BOVA	SEA BOVA ASSOCIATES INC.	46	\$6,640,998
22	SUZANNE MACNAB	RE/MAX Coastal	46	\$31,196,714
23	Julie Gritton	Coldwell Banker Premier - Lewes	46	\$19,746,881
24	CARRIE LINGO	Jack Lingo - Lewes	45.5	\$52,221,670
25	JAMES LATTANZI	Northrop Realty	44	\$23,568,700
26	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	43	\$29,889,859
27	Ryan Haley	Atlantic Shores Sotheby's International Realty	42.5	\$24,911,425
28	Meme ELLIS	Keller Williams Realty	42	\$16,439,589
29	Kimberly Lear Hamer	Monument Sotheby's International Realty	40	\$46,228,548
30	Jaime Cortes	Coldwell Banker Realty	38.5	\$10,149,624
31	Richard S. Barr	EXP Realty, LLC	38	\$10,763,250
32	CHRISTINE MCCOY	Coldwell Banker Realty	37	\$24,061,450
33	Kevin E Decker	Coastal Life Realty Group LLC	37	\$22,436,150
34	Aubrey Campbell	Keller Williams Realty Delmarva	37	\$6,405,828

RANK	NAME	OFFICE	SALES	TOTAL
35	David M Willman	Coldwell Banker Realty	37	\$11,704,172
36	DANIEL R LUSK	McWilliams/Ballard, Inc.	36.5	\$30,682,035
37	Larry Linaweaver	Iron Valley Real Estate at The Beach	35	\$12,951,858
38	Brian K Barrows	Monument Sotheby's International Realty	35	\$28,003,869
39	PAUL MALTAGHATI	Monument Sotheby's International Realty	35	\$32,703,619
40	Matthew Lunden	Keller Williams Realty	34.5	\$21,979,735
41	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	34	\$12,762,680
42	Robert Payne	RE/MAX Advantage Realty	33.5	\$11,069,222
43	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	33.5	\$4,713,698
44	Frances Sterling	ERA Martin Associates	33	\$11,390,425
45	Kristen Gebhart	Northrop Realty	33	\$16,737,520
46	Craig R. Lynch	Atlantic Shores Sotheby's International Realty	32.5	\$10,733,900
47	CHRISTINE TINGLE	Keller Williams Realty	31	\$27,899,131
48	William P Brown	Keller Williams Realty	31	\$9,306,800
49	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	30	\$14,389,468
50	Melanie Shoff	Coastal Life Realty Group LLC	30	\$13,504,150

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Ann Buxbaum	Northrop Realty	30	\$16,697,990
52	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	30	\$14,508,750
53	FRANCIS ESPARZA	Linda Vista Real Estate	30	\$8,809,999
54	Dale King	Vision Realty Group of Salisbury	30	\$8,182,712
55	Nancy Reither	Coldwell Banker Realty	30	\$25,359,150
56	Dustin Parker	The Parker Group	29.5	\$9,458,603
57	Andrew Staton	Monument Sotheby's International Realty	29.5	\$18,028,139
58	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$13,914,310
59	Shawn Kotwica	Coldwell Banker Realty	29	\$13,060,690
60	Gary Michael Desch	Northrop Realty	29	\$19,405,545
61	Krystal Casey	Keller Williams Realty	28.5	\$13,598,959
62	AMY J KELLENBERGER	Active Adults Realty	28	\$15,934,867
63	Andy Whitescarver	RE/MAX Realty Group Rehoboth	28	\$11,470,880
64	DANIEL TAGLIENTI	Keller Williams Realty	28	\$15,350,000
65	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	28	\$12,019,100
66	COURTNEY V BOULOUCON	Coldwell Banker Realty	27.5	\$21,350,869

RANK	NAME	OFFICE	SALES	TOTAL
67	Demarcus L. Rush	Compass	27	\$11,999,620
68	Debora Hileman	Hileman Real Estate-Berlin	27	\$17,338,665
69	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	27	\$15,993,813
70	William Bjorkland	Coldwell Banker Realty	27	\$11,036,255
71	David L Whittington Jr.	Coastal Life Realty Group LLC	27	\$15,700,797
72	Tom Ruch	Northrop Realty	27	\$18,901,500
73	Jamie Caine	Coldwell Banker Realty	27	\$13,970,577
74	Deeley Chester	Coastal Life Realty Group LLC	27	\$12,433,900
75	JAY SCHULMAN	Coldwell Banker Realty	27	\$7,730,170
76	Chris Jett	RE/MAX Advantage Realty	27	\$19,114,650
77	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	26	\$11,651,500
78	Lauren W. Bunting	Keller Williams Realty Delmarva	26	\$12,622,910
79	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	26	\$14,893,870
80	Clinton Bickford	Keller Williams Realty Delmarva	26	\$8,776,090
81	Ryan James McCoy	Coldwell Banker Realty	26	\$10,888,699
82	Holly B. Worthington	Worthington Realty Group, LLC	26	\$9,538,192
83	STACI WALLS	NextHome Tomorrow Realty	26	\$9,924,000
84	ROBIN PALUMBO THOMPSON	Northrop Realty	26	\$9,692,100
85	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	25.5	\$16,147,625
86	Tracy L. Zell	Long & Foster Real Estate, Inc.	25.5	\$14,196,461
87	Lisa Mathena	The Lisa Mathena Group, Inc.	25.5	\$9,549,957
88	Amanda Ellen Tingle	Coldwell Banker Realty	25.5	\$7,702,845
89	Nitan Soni	Northrop Realty	25.5	\$14,068,626
90	Bradley Smith	Coldwell Banker Realty	25.5	\$13,914,067
91	Erin Marie Baker	Keller Williams Realty	25	\$6,581,000
92	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	25	\$17,525,598
93	Donna Harrington	Coldwell Banker Realty	25	\$8,490,839
94	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	25	\$8,376,620
95	JAMIE COLEMAN	Patterson-Schwartz-Rehoboth	25	\$11,451,620
96	Anna Spann	Coldwell Banker Realty	24.5	\$7,096,240
97	Harryson Domercant	Keller Williams Realty Delmarva	24	\$6,411,490
98	DONNA KENNEDY	BAYWOOD HOMES LLC	24	\$9,746,594
99	Anthony Matrona	Resort Real Estate	24	\$6,475,200
100	Austin Whitehead	Whitehead Real Estate Exec.	24	\$5,641,700

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	299.5	\$245,232,994
2	PAUL TOWNSEND	Jack Lingo - Lewes	109.5	\$108,613,944
3	LESLIE KOPP	Long & Foster Real Estate, Inc.	61	\$103,548,950
4	MICHAEL KENNEDY	Compass	105.5	\$74,583,923
5	SHAUN TULL	Jack Lingo - Rehoboth	23.5	\$56,747,373
6	CARRIE LINGO	Jack Lingo - Lewes	45.5	\$52,221,670
7	Mary SCHROCK	Northrop Realty	94.5	\$50,934,564
8	Debbie Reed	RE/MAX Realty Group Rehoboth	76.5	\$48,414,879
9	Kimberly Lear Hamer	Monument Sotheby's International Realty	40	\$46,228,548
10	BRYCE LINGO	Jack Lingo - Rehoboth	19.5	\$44,192,178
11	Dustin Oldfather	Compass	101	\$43,113,518
12	Jaime Hurlock	Long & Foster Real Estate, Inc.	84.5	\$41,102,398
13	Suzie Parker	Compass	86	\$39,129,463
14	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	78.5	\$38,144,447
15	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	13	\$37,537,060
16	JOHN KLEINSTUBER	JOHN KLEINSTUBER AND ASSOC INC	15	\$35,315,000

RANK	NAME	OFFICE	SALES	TOTAL
17	PAUL MALTAGHATI	Monument Sotheby's International Realty	35	\$32,703,619
18	Pamela Price	RE/MAX Advantage Realty	100.5	\$32,412,398
19	SUZANNE MACNAB	RE/MAX Coastal	46	\$31,196,714
20	DANIEL R LUSK	McWilliams/Ballard, Inc.	36.5	\$30,682,035
21	ASHLEY BROSONAHAN	Long & Foster Real Estate, Inc.	43	\$29,889,859
22	KIKI HARGROVE	Long & Foster Real Estate, Inc.	20.5	\$29,872,495
23	HENRY A JAFFE	Monument Sotheby's International Realty	18	\$29,031,672
24	Russell G Griffin	Keller Williams Realty	76	\$28,624,938
25	Brian K Barrows	Monument Sotheby's International Realty	35	\$28,003,869
26	CHRISTINE TINGLE	Keller Williams Realty	31	\$27,899,131
27	Grant K Fritschle	Keller Williams Realty Delmarva	47.5	\$26,249,370
28	Nicole P. Callender	Keller Williams Realty Delmarva	48.5	\$25,864,264
29	Nancy Reither	Coldwell Banker Realty	30	\$25,359,150
30	Ryan Haley	Atlantic Shores Sotheby's International Realty	42.5	\$24,911,425
31	Jacqueline Kay Martini	Coldwell Banker Realty	22	\$24,448,800
32	CHRISTINE MCCOY	Coldwell Banker Realty	37	\$24,061,450
33	Joseph Wilson	Coastal Life Realty Group LLC	49	\$23,868,374
34	Bethany A. Drew	Hileman Real Estate-Berlin	62	\$23,787,702
35	JAMES LATTANZI	Northrop Realty	44	\$23,568,700
36	Brandon C Brittingham	EXP Realty, LLC	76	\$23,382,510
37	Kevin E Decker	Coastal Life Realty Group LLC	37	\$22,436,150
38	Matthew Lunden	Keller Williams Realty	34.5	\$21,979,735
39	RANDY MASON	Jack Lingo - Rehoboth	14	\$21,630,980
40	COURTNEY V BOULOUCON	Coldwell Banker Realty	27.5	\$21,350,869
41	Nicholas Bobenko	Coastal Life Realty Group LLC	23	\$20,541,500
42	BILL CULLIN	Long & Foster Real Estate, Inc.	23	\$20,154,390
43	Julie Gritton	Coldwell Banker Premier - Lewes	46	\$19,746,881
44	JENNIFER BARROWS	Monument Sotheby's International Realty	18.5	\$19,479,180
45	Gary Michael Desch	Northrop Realty	29	\$19,405,545
46	Chris Jett	RE/MAX Advantage Realty	27	\$19,114,650
47	Tom Ruch	Northrop Realty	27	\$18,901,500
48	KIM S HOOK	RE/MAX Coastal	22.5	\$18,332,850
49	Andrew Staton	Monument Sotheby's International Realty	29.5	\$18,028,139
50	Suzanah PenFed Realty Ocean Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	54.5	\$17,659,505

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 2024

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

RANK	NAME	OFFICE	SALES	TOTAL
51	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	25	\$17,525,598
52	Darron Whitehead	Whitehead Real Estate Exec.	49	\$17,431,290
53	Debora Hileman	Hileman Real Estate-Berlin	27	\$17,338,665
54	Kristen Gebhart	Northrop Realty	33	\$16,737,520
55	Ann Buxbaum	Northrop Realty	30	\$16,697,990
56	ALLEN JARMON	NextHome Tomorrow Realty	14	\$16,636,180
57	Meme ELLIS	Keller Williams Realty	42	\$16,439,589
58	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	25.5	\$16,147,625
59	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	22	\$16,037,500
60	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	27	\$15,993,813
61	AMY J KELLENBERGER	Active Adults Realty	28	\$15,934,867
62	David L Whittington Jr.	Coastal Life Realty Group LLC	27	\$15,700,797
63	Erin S. Lee	Keller Williams Realty	72.5	\$15,616,515
64	John E Redefer IV	Rehoboth Bay Realty, Co.	14.5	\$15,507,800
65	DANIEL TAGLIENTI	Keller Williams Realty	28	\$15,350,000
66	Cory Mayo	Compass	19	\$15,214,316
67	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	26	\$14,893,870
68	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	30	\$14,508,750
69	COLLEEN WINDROW	Keller Williams Realty	19	\$14,465,500
70	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	30	\$14,389,468
71	Tracy L. Zell	Long & Foster Real Estate, Inc.	25.5	\$14,196,461
72	Nitan Soni	Northrop Realty	25.5	\$14,068,626
73	Joe Loughran	Long & Foster Real Estate, Inc.	21	\$13,982,500
74	Jamie Caine	Coldwell Banker Realty	27	\$13,970,577
75	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	29	\$13,914,310
76	Bradley Smith	Coldwell Banker Realty	25.5	\$13,914,067
77	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	23	\$13,835,600
78	Krystal Casey	Keller Williams Realty	28.5	\$13,598,959
79	Melanie Shoff	Coastal Life Realty Group LLC	30	\$13,504,150
80	WAYNE LYONS	Long & Foster Real Estate, Inc.	7.5	\$13,421,500
81	Paul A. Sicari	Compass	21	\$13,181,980
82	Brigit R Taylor	Keller Williams Realty	20	\$13,115,513
83	Shawn Kotwica	Coldwell Banker Realty	29	\$13,060,690
84	Gail Mitkoff	Keller Williams Realty	10	\$12,992,032

RANK	NAME	OFFICE	SALES	TOTAL
85	Larry Linaweaver	Iron Valley Real Estate at The Beach	35	\$12,951,858
86	Jonathan M Barker	Keller Williams Realty Delmarva	18	\$12,948,483
87	Melissa Rudy	Keller Williams Realty	18	\$12,784,352
88	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	34	\$12,762,680
89	MICHAEL RODRIGUEZ	Jack Lingo - Rehoboth	6.5	\$12,695,000
90	Jennifer A A Smith	Keller Williams Realty	17	\$12,677,400
91	ELIZABETH MYERS BARNHART	Monument Sotheby's International Realty	7	\$12,670,554
92	Lauren W. Bunting	Keller Williams Realty Delmarva	26	\$12,622,910
93	Deeley Chester	Coastal Life Realty Group LLC	27	\$12,433,900
94	Terence A. Riley	Shore 4U Real Estate	15.5	\$12,371,964
95	VALERIE ELLENBERGER	Compass	17	\$12,315,459
96	R. Erik Windrow	Keller Williams Realty	19	\$12,215,000
97	Daniel Clayland	Coldwell Banker Realty	11	\$12,208,850
98	T. EDWARD ROHE	Keller Williams Realty	18	\$12,127,880
99	EMILY WILLIAMS	Keller Williams Realty	18.5	\$12,062,229
100	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	28	\$12,019,100

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