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2020 | 2021

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Contents



Founding Partners **22** COVER STORY

PROFILES



52 Moyer & Sons Moving & Storage



58 SM Mechanical



40 HD Bros.



46 GranitePro

IN THIS ISSUE

- 6 Preferred Partner Index
- 12 Meet the Team
- 14 2025 Events Calendar
- 18 Celebrating 100 Issues
- 22 Cover Story: Founding Partners
- 28 Catching Up: Reflections from the BRP Community
- 40 Partner Spotlight: HD Bros.
- 46 Partner Spotlight: GranitePro
- 52 Partner Spotlight: Moyer & Sons Moving & Storage
- 58 Partner Spotlight: SM Mechanical
- 64 Standings: Top 150 by Units
- 76 Standings: Top 150 by Volume



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The can't-miss event of the year celebrating the best of Central Maryland real estate!

Thursday, November 20
5:30 p.m. - 9 p.m.
Fall Fête
Porsche Hunt Valley - 10260 York Rd, Cockeysville, MD 21030
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Thursday, August 21
2 pm - 5 pm
Making a Difference with BRP
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Thursday, October 9
10 a.m. - 2 p.m.
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In the end, all the credit goes to our Preferred Partners; they say yes year after year to supporting the best. Thank you for being part of this legacy.

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Founding Partners

Celebrating 100 Issues

It's 2016 and "Cutco" Colleen is sitting across from Mark Gheiler from Micasa Title sharing about her new business venture, a magazine. "It's incredibly hard to pitch an idea that has zero social proof," shared Colleen. "I was blown away when Mark said yes after I fumbled through the presentation." That was the start of Baltimore Real Producers. Ryan Paquin from First Home Mortgage was next and he said "yes." Eight years later Ryan is BRP's longest running partner. Ryan, Mark and 10 other partners signed on in 2017 and helped create the community and culture that is the #1 Real Producers in the nation, Baltimore Real Producers.

Thank You

Aaron LeKarz
Brooks Grasso
Dan Radebaugh
Justin Sapp
Jason Nader
Jeff Dobrzykowski

Kyndle Quinones
Mark Gheiler
Melissa Hargreaves
Rachel Oslund
Randy Cottrell
Ryan Paquin

Colleen shared "while we get a lot of credit for building BRP, but really the OG Partners get the credit. Not only did they say yes, but they helped shape BRP in the early days. They were our early advisors and confidants. Most importantly our cheerleaders. Thank you isn't a big enough word for the gratitude we feel for them."

As *Baltimore Real Producers* celebrates its 100th issue, we take a moment to reflect on the remarkable journey and evolution of our Original Preferred Partners. Over the past eight years, these businesses have not only contributed to our vibrant real estate community but have also witnessed firsthand the impact of collaboration, representation, and community spirit that define *Baltimore Real Producers*.

How has your partnership with Baltimore Real Producers evolved over the past eight years?

Jason Nader: The evolution of partnership inside or outside this industry has become more important and collaboration has never been more important in the real estate and mortgage/lending world.

Justin Sapp: Evolved: a funny word. Our team has grown, from 2 to now 10; our revenue has grown, our territory has grown. But I don't think we've evolved at all. Our focus is still on our team and families first, followed by striving to offer boring old great service.

Rachel Oslund: Over the past eight years I've gone from focusing on getting to know more people a little to deepening one on one connections with the community.

Randy Cottrell: It's come a long way. What started out as just getting our name out there turned into real friendships and a solid community. We've grown alongside BRP—more people know us now, but more importantly, they trust us.

In what ways do you believe your business embodies the values of Baltimore Real Producers, particularly regarding collaboration and community?

Jason Nader: Our company believes in building strong relationships with our agent, clients, and preferred partners. We understand the importance of sharing knowledge, supporting each other, problem solving as a team, and building trust and reputation in the industry, and in our local community.

Justin Sapp: In business, we rely on our partners. If you're a great business, you aren't our competitor, you're an ally that can help us service our customers and solve problems.

Rachel Oslund: My business embodies the foundational values of *Baltimore Real Producers*.

Randy Cottrell: We're all about relationships. Whether it's agents, clients, or other vendors, we believe in showing up, helping out, and doing the right thing. That fits right in with what BRP is all about—building something bigger together.

Can you share a story of how your collaboration with realtors through Baltimore Real Producers has positively impacted your clients or community?

Jason Nader: A First-time homebuyer, feeling overwhelmed by the complexities of financing, came to me with little

knowledge of the lending process. Through collaboration with a trusted realtor in the BRP community, we were able to streamline the home-buying process and provide personalized support.

Randy Cottrell: There was an agent I met through BRP who was helping a first-time buyer. The home needed a little extra attention, so we stayed involved even after the inspection. We helped connect them with a few folks to fix things up, and the agent told me later it made a huge difference for that buyer. That’s what it’s all about.

How has your business grown alongside Baltimore Real Producers, and what milestones or achievements are you particularly proud of?

Jason Nader: As I tell everyone, the volume is vanity, your reputation is religion, and people must know, like, and trust you! Forget about the numbers! This is what will help your business grow.

Rachel Oslund 1. I started my own home inspection company and expanded the services we offer to include termite, chimney, and sewer scopes. That makes it easier for agents and it allows our inspectors the opportunity for greater compensation based on how much training and development they complete. 2. I am the Vice President of the Real Estate Brokers of Baltimore (the Baltimore area chapter of NAREB) and HCAR Cares - both of which are really important to me and not.

Randy Cottrell: When we first started with BRP, it was just Blue Crab—no pest company, no big team, just a small crew trying to do good work. Since then, we’ve grown like crazy. We launched Black Tie, added a bunch of new services, brought on more awesome team members, and recently passed 2,200 Google reviews, which is wild to think about. BRP definitely helped put us in front of the right people, but more than anything, we just kept showing up, doing the work, and building real relationships.

Kyndle Quinones: It’s increased my presence in the field. Listing agents on the other side of the deals often comment about how they met me at one of the events and are excited to work together! They are more likely to accept the contract over other offers because of my known reputation. Just masterminding with like minded people and connecting with others on the same intellectual plane and being able to brainstorm with experience.

Ryan Paquin: Partnering with *Baltimore Real Producers* has been a powerful accelerator for our growth. Being featured alongside the region’s top agents has elevated our brand visibility and helped build authentic relationships with professionals who are committed to excellence—just like we are. Since joining the Real Producers community, we’ve seen a notable increase in high-quality referral partnerships. But more than that, we’ve gained trust. Our business has grown not just in volume, but in impact—helping more families achieve homeownership with tailored mortgage solutions, and supporting agents in delivering a seamless homebuying experience. I am proud of the relationships we have built and the clients we have helped, but my my proudest moment or milestone I would say is that I partnered with 2 BRP agents on my 4000th career loan.

Melissa Hargreaves: When Peace of Mind Property Management partnered with BRP in 2017, we were managing around 30 properties. We are now managing over 300. While those numbers are awesome, what I’m most proud of is how much we are able to give back. BRP has given us the opportunity to work with Love and Lunches many many times over the years. More recently, we became the management company for Bridges to Housing Stability in Howard County. We manage their portfolio of 60 rental homes and in the first quarter of 2025, we have been able to help 7 families move from unstable situations to a stable home. The partnerships we have formed through BRP have helped make these things possible for us.

What advice would you give to new businesses looking to partner with Baltimore Real Producers and engage with top realtors in the region?

Jason Nader: GO ALL IN!

Rachel Oslund: Be intentional. *Baltimore Real Producers* creates a valuable background of relatedness with agents - it doesn’t mean you’ll get to sit back and just watch your coffers fill up. It’s still up to YOU to create the value you want and expect from the community. It’s not paying for leads. It’s an invitation only way to have the opportunity to get to know people and connect and then prove yourself.

Randy Cottrell: Be real. Don’t show up just to sell something—show up to connect, to help, to learn. Relationships take time, but if you’re consistent and genuine, the business will come.

Kyndle Quinones: Engage, engage, engage. Just paying for a spot to the events is not going to bring you business! You must work at it like any relationship. You get out of it what you put into it!

What role do you believe BRP plays in the local real estate community?

Jason Nader: It’s a safe space for people to discuss their successes and also their failures....to learn from each other, and to create new and innovative ideas.

Justin Sapp: BRP, I think, has had a positive impact on the real estate community. I think the various events have helped bring people together to recognize we are all on the same team, even if we wear different logos on our chest. It’s been a good thing.

Rachel Oslund: It’s a leader in community creation. Many of the agents in Maryland are embedded in their own associations and don’t get to know agents from other areas of the state in a meaningful way. BRP created a community that created collaboration no matter what association you were part of. I love it because I am a member of GBBR, HCAR, AACAR, and CCAR, and know lots of people in each association very well - so at events I get to see folks from all over the state. Connections and collaboration without borders.

Randy Cottrell: It brings people together. It’s easy to get stuck in your own little bubble, and BRP makes it easier to connect, collaborate, and support one another.

Aaron LeKarz: As an investment minded person always, when I think of BRP I constantly think of ROI as the most critical metric that matters. However, most people interpret this as “return on investment” which is a negligible short-term metric... The real meaning that has been obvious to me over the past years is the true meaning of ROI is the “RELATIONSHIPS of Investment”. Unfortunately, many people constantly miss the boat on great opportunities because they are too busy obsessing over analyzing the rear-view mirror of “performance” as opposed to looking at the vision and direction of where the vehicle of their investment is taking them.

What has been one of the biggest changes you have witnessed in the community since the start of BRP?

Jason Nader: BRP has become more focused over the years on learning from their community, and sharing, teaching, and mentoring Loan Officers and Realtors together because we depend on each other, and they see the importance in that!

Rachel Oslund: Early on in BRP, there was a sense of inequity about determination of who the top 500 actually were. Because an agent in one area might be in the top 500 for selling 5 houses in their geographical area and another agent might have sold 30 houses in a different area and still not gross as

much as the other agent. BRP created an advisory group in which we were able to talk about, address, and deal with the challenges that that disparity created in acknowledging folks for their achievements. That was really powerful.

Randy Cottrell: Abundance mindset. People are more collaborative and focused on how we can all do well together. It feels more like a community now, not just a bunch of people doing their own thing.

Why do you think a community like BRP is important during the challenging times?

Jason Nader: It still allows you to keep connections in the industry, and when you talk to someone in real life you can be truthful about your challenges and how to overcome them. It is a community that breeds honesty out of people, by way of sharing how to get through the tougher moments.

Rachel Oslund: In challenging times, it’s easy to slide into a scarcity mindset. Having a community of leaders and innovative thinkers with whom to collaborate can make all the difference.

Randy Cottrell: Tough times hit everyone differently, but BRP gives us a way to stay connected, share ideas, and lean on each other a bit. It’s not just about business—it’s about having the right people around you that’s in it with you.

Dan Radebaugh: Regardless of market conditions, the BRP community is important because it allows all community members to network together and share ideas. The Facebook page also has proven to be a great resource for agents to find solutions and obtain referral recommendations. During challenging times, in addition to these resources and opportunities, I have also seen the community become a source of support for its members. There is an overwhelming sentiment that the best will find a way to thrive, and that is communicated among the members regularly.

Melissa Hargreaves: We have faced quite a few challenging times since partnering with BRP in 2017! Whenever a new challenge presents itself, everyone in the BRP Community is very quick to share their thoughts and ideas. The Facebook group lights up with activity and everyone is asking questions and sharing their answers. I really love the in person Masterminds that BRP hosts. These are great opportunities to take some time and hear what others are doing in their businesses and get new ideas.



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Reflections from the BRP Community

Over the course of the last 8 years we have shared almost 500 stories. For the 100th issue we checked back in with the features. They shared their thoughts on their experiences being featured, what they have accomplished since then and what they see in the future.

Not all answers appear and many answers have been edited for space. You can find the full Q&A on the Baltimore Real Producers social media during the months of June and July.

Facebook: @BaltimoreRealProducers; Instagram: @Baltimore.Real.Producers

How did it feel to be featured in BRP the first time, and what impact did it have on your career or projects, if any?

“It was very surreal. I couldn’t believe it. I was beyond grateful and it still hangs up in my house years later.” **Alan Upshur**

“I felt honored, humbled and surprised, but being featured let me know that I arrived.” **Ben Garner**

“For me, it was a humbling moment to be honored at such a young age and just a few years into the business. I used to look up to agents featured in the magazine and now that I am one, it really is an honor.” **Chris Carhart**

“It was definitely on my vision board! I knew I had the ability and hustle to be recognized. The feature opened many new doors for opportunities with new clients, coaching and strengthened my mindset for success.” **Chris Mabe**

“Being featured in *Baltimore Real Producers* for the first time was an incredible honor—one of those moments that makes you pause and appreciate the journey. I’ve always been focused on the work itself, so to have my efforts recognized in this way was both humbling and motivating. The impact

went beyond business. Sure, it opened doors, expanded my network, and led to new opportunities, but more than that, it reminded me how grateful I am for the people who support me—clients, mentors, colleagues, and friends. None of this happens in a vacuum, and I’m just thankful to be surrounded by so many great people in this industry.”

Evan Weissman

“Being featured on the cover of BRP was a proud moment. It elevated my brand, expanded my network, and gave clients even more confidence in working with me and my team.” **Gene Dru**

“It was an honor to be featured in BRP magazine. I found it very helpful when consulting with clients. The article gave them insight on who I am.” **Gina White**

“It felt special to be acknowledged by peers and be able to share that with friends and family.” **Jess Bauer**

“It was honestly a little overwhelming at first, and I had some impostor syndrome. It definitely forced me out of my comfort zone, and I’m so glad that I shared. I’ve had so many other agents reach out to me to tell me how I helped them, and for that I am so grateful.” **Jess Sauls**

“Being featured in BRP was exhilarating. The impact of being able to say you were featured in a top producer magazine not only boosted confidence with myself but won me more opportunities with clients.” **Karen Harms**

“Being featured as the first solo woman of color on the cover especially during such a pivotal time—was a powerful moment of reflection. Many didn’t know my story. The interviewer captured my journey as the broker of The Agency Maryland, developer, and real estate educator. It felt amazing and still resonates.” **Lee Taylor**

“A feeling of sincere gratitude was had by us to be nominated as well included

in the power couples segment of your magazine amongst some really great agent couples.” **Luke Reeder**

“It was amazing! My husband and I had a real estate team together and we were nominated as a power couple. It was incredible to share this honor together since we worked so hard over the years to grow our business and our brand. We definitely saw an uptick in business and were recognized by people I had not spoken with for years due to the social media content. Additionally, it increased my confidence and belief in myself and what I am able to provide to my clients to be recognized in such a public way.” **Melissa Murray**

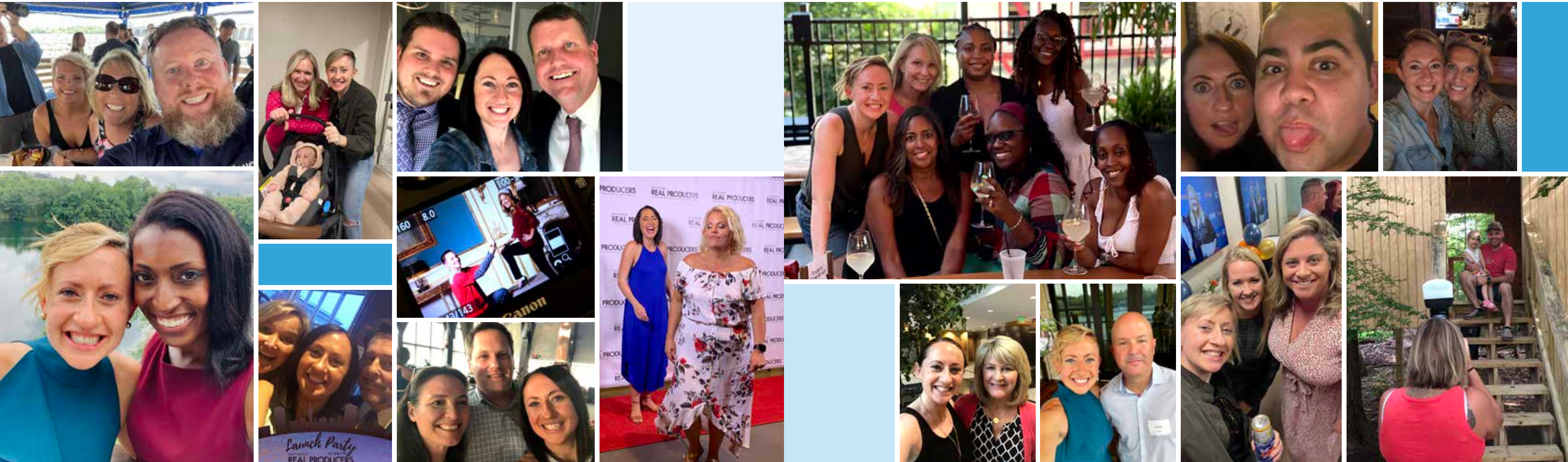
“I was honored - it gave people and consumers the ability to know Michelle Triolo, the person, and not just a Realtor.” **Michelle Triolo**

“It was monumental for me at the time. I was 27 years old and just getting started

in the business. This was a huge source of pride, confidence, and gave me something great to earn respect with my sphere.” **Ricky Cantore**

“It was very cool to be mentioned alongside my peers and industry leaders. It was fodder for my marketing cannon and now that it’s been several years, I enjoy looking back on the time that’s passed.” **Robin Hess**

“Being featured in BRP during its early days was an honor—and honestly, a bit of a surprise. At the time, I just had my head down grinding, so to have BRP recognize our work and want to share it felt like a huge moment. It gave our brand and style of customer service visibility, especially among peers and industry professionals I really respect. Seeing how far BRP has come since then makes me even more proud to have been a part of it from the beginning.” **Ron Howard**



“It was a true honor to be featured in *Baltimore Real Producers*. The article was used to further my business as an anchor in the Baltimore Real Estate Market. My peers come to me for advice on how to make it seem so easy, and for advice in their own business. To be recognized among so many great agents in Baltimore was truly a humbling experience.” **Scott Stulich**

“The first time I was featured in BRP was literally on the day of my 43rd birthday. I remember being so honored for being featured for one of my life’s GREATEST achievements - being a MOM! The way my colleagues celebrated and rallied around me for the occasion was simply mind-blowing. It really showed me how much support I had in my real estate community. This is so memorable because it was literally the day before we were officially in a global pandemic!” **Tasha Greene Coleman**

“I was SO excited to be featured! It was such an honor and so fun to tell my story. Especially as an agent on a large team.” **Veronica Sniscak**

What has been your proudest achievement since you were featured in BRP?
 “I am very blessed in my life. One of my proudest achievements in real estate would be sharing my love of real estate with my daughter Elizabeth. She is doing great and loves it as much as I do. I never thought that at 67 I would be working this hard, loving it and sharing it with my daughter.” **Biana Arentz**

“I had my best year ever in real estate the first year I was featured. This helped me excel my career and show people that I take my work seriously and work for 5 star service in return when hired.” **Chris Carhart**

“When I was part of the first 30 under 30 that really helped my real estate career get a head start.” **Dan Cohen**

“Winning Real Producer of the Year.” **David Orso**

“My daughter was going through a very difficult time and I was as well with my health and loss of my dad! The magazine brought my daughter and myself to a better relationship and growth! She read the article and we connected on so many levels...how nothing was easy and that you have to work hard and smart and keep going but stay humble. Life is hard and you must persevere and keep pushing through. She was beyond proud and truly learned who I was and where I truly came from! That article filled my heart in so many ways - more clients, production and money but, the change I saw in my daughter and

our relationship was the biggest and proudest achievement.” **Judy Klein**

“My best achievement was the ability to grow my team.” **Karen Harms**

“My proudest achievement since being featured last year is having my most successful year in my career all while being present for each and every important moment in all of my kids’ lives. I love the fact that this business affords me that opportunity to be flexible and make all the important moments in their lives”. **Lois Alberti**

“Got my Virginia Real Estate License so now officially licensed in the DMV!” **Michelle Triolo**

“Being able to help transform the lives of my clients. Since the feature I’ve sold Belisimos and Erdman Ave around

\$6MM of commercial real estate just in 2 transactions” **Russ Dukan**

“Finding balance between work and family! I have so many amazing top agents to look up to that are now colleagues and trusted friends. I have a whole community I can lean on and it’s really special.” **Shannon Smith**

“Being second in our office!” **Tonya Keener**

“After several years of keeping my team purposely petite, we are expanding and I am so excited for where we are headed. Nurturing agents with my mentorship, and helping them nurture their databases with my systems and marketing, has always been a passion and I’m paving a new path for this in the team compared to any previous iterations that’s really exciting and rewarding for all.” **Tina Beliveau**

“Starting my own team!” **Veronica Sniscak**

What advice would you give to someone striving to be in a similar position as you were when you were featured?

“Listen and learn from others, surround yourself with the right people, continue to develop your relationships with your peers - not only Realtors- but with lenders, inspectors, photographers - all the partners. The opportunities for developing these relationships that are offered by BRP are invaluable. Also, make calls and talk to them, don’t just text. Use your voice!” **Biana Arentz**

“Systems and processes only work if you work them. Invest in yourself and your business and create systems that work for you and that you’ll actually use! The free CRM could be what’s holding you back from reaching



and exceeding your goals. Invest in yourself!” **Courtney Pleiss**

“It can be a challenging yet rewarding industry. Don’t get too high and don’t get too low. Stay consistent with the activities and if you are slacking just know the revenue will slack too.” **Dan Cohen**

“Work hard and stay steadfast. Stay educated as Real Estate changes daily.” **Gina White**

“Put your head down and do the work. It’s the small things that make this possible, but it’s doing the small things consistently.” **Jacob Horowitz**

“Networking with fellow like minded realtors provides you a cutting edge over others when trying to win offers.” **Karen Harms**

“To keep chasing your dreams. If someone asked me 13 plus years ago if I would be featured in a magazine, let

alone on a magazine cover I would have laughed. I started from the ground up and have worked each and every single day as hard as I possibly can to get to where I am today. Never give up! Even as the owner of multiple companies, I still work just as hard as I did in the beginning and try to always remember what got me to this point in my career and life.” **Lois Alberti**

“If you wish to be seen through the eyes of your peers as a success and soar to levels in Real Estate of the cream of the crop, you need to invest in yourself. Attend the BRP educational events, continue to train with the best of best, set goals, put together a plan and commit to it!” **Megan Graybeal**

“Have the confidence in yourself and the services you provide to stand up for yourself and advocate for your worth. It is such a competitive business I think we have a tendency to doubt ourselves and think everyone else is

doing it better. At the end of the day, this is a very collaborative business. We need to adopt a culture of working with each other, not against each other.” **Melissa Murray**

“Enjoy it, don’t turn down the champagne and toast with those who are present at the moment!” **Robin Hess**

“Just be human, we all make great strides to be perfect, but we all make mistakes...JUST BE HUMAN!!” **Scott Stulich**

“My advice would be to put people first and develop a routine and a business that maximizes your energy and effort. Decide specifically how you want to create value for others and go all in on that.” **Shaq McCray**

“There are a lot of things that matter in real estate - but relationships are top of the list. Nurturing relationships with every Realtor you come into contact

with pays dividends for the rest of your career - opportunities come your way, the goodwill you create pays off when putting deals together for your clients, and perhaps your peers will even recognize you someday for how you’ve raised the bar in the industry. It’s 100% possible to be a great advocate for your clients while having friendly, collegial relations with other agents.” **Tina Beliveau**

How do you envision the future of your field or industry in the next five to ten years?

“My bet? Those who educate, empower, and humanize the process? They’ll own the next decade.” **Altavia Little**

“I think there will be many attempts to bring AI into the industry, but we are still in a service industry at our core.” **Ben Garner**

“There will be two types of agents in the next five years: the first will chase

shiny objects like AI and the second will focus on relationships and thrive.” **David Orso**

“More technology based than ever before.” **Jess Bauer**

“Challenging but strong in movement. Everyday someone needs to buy or sell. Whether moving up, down or out of town. Along with family dynamics of the aging family members.” **Luke Reeder**

“I imagine bigger teams and less companies. Ultimately the consumer will win which is a great thing!” **Shaq McCray**

“In the next 5 to 10 years, I think real estate is going to be all about collaboration—through teams and brokerages that look and operate like teams. And AI is going to play a massive role. Go all in now, because five years from now, it’s going to be a whole new game.” **Stephen Pipich**

“My hope is that the industry levels up professionalism and is less tolerant to some of the behaviors we see from some industry folks. I hope that the next 5-10 years opens up the inventory we need especially in our area so that we can return to a more balanced market. Things have been very unbalanced for years now and it will be good to see this change.” **Veronica Sniscak**

Why do you think a community like BRP is important?

“It offers exposure for the real estate professional that the world may overlook, like I once was. Although people knew who Goliath was. There is a larger fan base for David, the underdog.” **Alan Upshur**

“BRP isn’t just a platform—it’s a tribe. Real growth happens when hustlers collide: shared war stories, raw feedback, and ‘I’ve been there’ solidarity.” **Altavia Little**



“Your network is your net worth. Access to the best professionals in our industry is invaluable.” **Ben Garner**

“It is more than important, it is necessary. BRP offers Realtors and our partners a platform for networking, for education, they help us foster new connections and relationships and promotes our industry.” **Biana Arentz**

“This community has been nothing shy of excellence in every way. We all bounce ideas of each other and help each other sell more houses. The events are so much fun and it’s awesome to celebrate our wins together.” **Chris Carhart**

“It’s a way to celebrate the success of so many hard working people who want to genuinely help each other reach big goals. We have a tight community of people who have like minded spirits and want more than just the average agent.” **Chris Mabe**

“BRP is such an important pillar of our Real Estate community because you bring together the best of the best. You have built a community of forward thinking, like-minded individuals, and given us a space to come together and learn from one another, have fun together and grow. Your events are unique and not to be missed. FOMO is real.” **Courtney Pleiss**

“It creates partnerships and bonds. It’s almost like its own special brokerage that anyone has the capabilities of being a part of. It’s always nice working with someone that I know is part of the BRP community.” **Dan Cohen**

“Being a part of BRP is like being a part of a fast running group. you go further and faster than you ever dreamed by collaborating.” **David Orso**

“A community like *Baltimore Real Producers* is crucial because it fosters an environment of collaboration, growth, and mutual support. In an industry

that can sometimes feel competitive or isolating, having a platform where like-minded professionals can connect, share experiences, and learn from one another is invaluable.” **Evan Weissman**

“BRP creates connections in a competitive industry. It brings top producers together to share, support, and celebrate one another. That kind of community builds trust, raises the bar, and reminds us we’re all part of something bigger than just our individual businesses.” **Gene Dru**

“BRP is so important to our community. Networking and developing long term business relationships.” **Gina White**

“I think in a constantly evolving and dynamic industry, it’s important to have trusted individuals who can openly and respectfully discuss, ask questions, share resources, etc to continue to make each other - and the industry - better serving the

community and worthy of a high regard of public respect.” **Jess Bauer**

“It reminds us that we’re all doing the best we can. It’s not about the Broker we’re with, it’s about the people we get to work with every day, the relationships we create and how we show up for each other.” **Jess Sauls**

“The connections, support and networking in this industry is critical and that’s what BRP provides. The sense of togetherness and achievements with events along the way is invaluable for our industry!” **Judy Klein**

“BRP creates a space where real estate professionals, regardless of brokerage, can recognize and celebrate one another. We know what this work demands—balance, creativity, and grit. Whether you’re featured or inspired by someone who is, BRP reminds us we’re part of something bigger than ourselves.” **Lee Taylor**

“This Community of BRP is important because our industry relies on one another. I would never be able to do what I do without my preferred vendors - Photographers, Stagers, Contractors, Lenders, Agents. All of you make what I do so much easier. Its great to be in a group of like minded individuals all with the same goals.” **Lois Alberti**

“Collaboration of ideas, relationships and respect of each other as professionals.” **Luke Reeder**

“Huge go-to resource for a community of people who are all in the same boat. We know we can on rely someone who’s invested their time to join our group, they’re serious, like minded individuals, who bring their talents, services and business to the table to provide top tier service to one another!” **Megan Graybeal**

It is an incredible forum for us all to come together. It is such a tough industry and it really wears you down. When we

collaborate together and share ideas and strategies that is when we excel as an industry.” **Melissa Murray**

“BRP connects us, give us a community where we can reach out, get help, ask questions, and celebrate milestones. We need cheerleaders in life, let alone real estate. BRP has given us education opportunities as well as moments to manifest.” **Michele Langhauser**

“It creates a collaborative, not competitive, community amongst real estate industry professionals.” **Michelle Triolo**

“This business is harsh and lonely; the community reminds you that you’re not alone.” **Ricky Cantore**

“It’s vital to stay connected. Since joining BRP, I am more widely recognized and also recognize others. It expands our reach and creates relatability.” **Robin Hess**

“A community like BRP matters because it highlights real stories from real people. It gives space to authenticity, growth, and connection in a world where so much is surface-level. BRP creates a platform where people can share, inspire, and learn from each other without the filters. That kind of community keeps us grounded and reminds us we’re not in this alone.” **Ron Howard**

“It’s the exposure among all agents that sets you apart from others.” **Scott Stulich**

“Having access to the top agents in the area is invaluable. There is such a wealth of knowledge we get to tap into!” **Shannon Smith**

“BRP provides a platform for agents and other business owners to connect and better serve the community through sharing of ideas and growing together.” **Shaq McCray**

“The BRP community matters because it’s full of people who’ve been through what you’re going through—or what you’re about to face. It’s powerful to get insights from folks who’ve been there, done that, and came out stronger on the other side.” **Stephen Pipich**

“There is nothing like community!” **Tasha Greene Coleman**



“This community is essential. I’m amazed how often I tap into the group for resources, ideas, and information. This network is priceless!” **Tina Beliveau**

“It brings people together and showcases our industry.” **Tonya Keener**

“The BRP community (in my opinion) really changed our industry in such

a big way. Creating relationships with other top agents and partners has only helped my business and clients over the years. Before BRP there was not much cross brokerage communication so this community creates a brilliant way for all of us to know each other and in turn work together better for our clients! Game Changer!” **Veronica Sniscak**

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HD BROS.

RISE, FALL, AND REBIRTH: A STORY OF GROWTH, CRISIS, AND COMEBACK

PHOTOS BY DAVID STUCK

In 2020, while much of the world came to a standstill, HD Bros. was surging forward at an unprecedented pace. What had once been a modest real estate photography company suddenly hit new levels of growth. Demand was at an all-time high, and the company was thriving. But as quickly as it rose, the cracks began to show.

Within a few years, momentum started to slow. Customer service suffered, internal systems strained under the weight of new volume, and leadership was stretched thin. What followed was a pivotal moment—a choice between letting the business plateau or rebuilding from the ground up to come back stronger.

The Boom: From Hustle to Hypergrowth

Before 2020, HD Bros. had built a strong reputation in real estate media, but the

pandemic changed the game. The need for virtual content exploded, and the team was ready.

“We went from a small, scrappy team to a company everyone was calling. It felt like we were on top of the world.”
—Chris Smith, Co-Founder & Head of Marketing

To meet demand, the company scaled fast—hiring photographers, managers, and launching new systems. Growth was strong, but the speed of it masked some growing pains.

The Breaking Point

By 2022, it became clear that the systems that once served a lean team were no longer enough. Layers of middle management added complexity, not clarity. Customer issues increased, and internal communication slowed.

“We thought adding people would solve our problems. Instead, we added layers between us and our clients.”
—Rob Malan, Co-Owner & President

At the same time, the personal lives of the five owners—Chris, Nick Kime, Dan Clifton, Rob, and Kyle Haynes—were

evolving. Within a year or two, each became a parent, often twice over. Balancing growth at home and at work brought a new level of pressure.

“We were all in the same phase of life—building a business and raising families. The pressure to provide was real.”
—Nick Kime, Co-Founder & Head of Content

Kyle, who had taken on the role of president, found himself at the helm during one of the most challenging periods in the company’s history. The business had grown fast, but the systems and structures hadn’t kept pace—putting him in a tough position from day one.

“Kyle stepping down was a huge shift, but even then, we knew his story with HD Bros. wasn’t necessarily over.”
—Dan Clifton, Co-Founder & Head of Customer Support

When Kyle ultimately stepped down in 2023, it wasn’t a result of any fractured relationships or disagreements. In fact, the team continues to hold deep respect for how he handled the role, and how much he gave during a nearly impossible season.



“There’s nothing but appreciation for what Kyle did. No burned bridges—just a hard chapter, handled with integrity.”
—Rob Malan, Co-Owner & President

As the business regained its footing, the team made it a shared goal to bring Kyle back in 2026—this time in a role that better aligns with the company’s new systems and structure. Kyle is fully on board, and the door remains open.

The Turnaround

Rob stepped into the role of president, and the team got focused. Responsibilities were realigned, and decision-making was streamlined.

Dan overhauled customer support, bringing in automation and smarter systems.

Chris restructured marketing for clarity and impact.

Nick centralized photographer training in Richmond, improving consistency.

“It was the first time in years we felt truly aligned. Everything started to click again.”
—Rob Malan, Co-Owner & President

Customer service improved dramatically. Flexibility returned. Clients noticed the difference.

“We stopped saying no. Instead, we figured out how to make it work for the client.”
—John Schwartz, Sales Director

Back on Top

By late 2024, HD Bros. was back on solid footing—with growth returning and client relationships stronger than ever. Even early 2025 is showing signs of momentum.

“We used to chase business. Now, clients are coming to us because they’ve heard how we show up.”
—Chris Smith, Co-Founder & Head of Marketing

More importantly, the team was operating with more efficiency than

ever. Fewer people. Smarter systems. Better service.

What’s Next

With a renewed leadership structure, unified direction, and a culture of accountability, HD Bros. is poised for another wave of growth. And if the past few years have taught this team anything, it’s that reinvention is part of the journey.

“We’ve been through this cycle before. If we grow again, we’ll have to rebuild again. But this time, we know how.”
—Rob Malan, Co-Owner & President

The company’s future is focused, flexible, and full of opportunity. After everything they’ve been through, one thing is certain: HD Bros. knows how to adapt—and how to win.

“We stopped saying no. Instead, we figured out how to make it work for the client.”



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GRANITEPRO

Ease You Can't Believe

BY LAUREN STEVENS
PHOTOS BY DAVID STUCK AND ALEX KREBS

Dean Brady and business partner, Ron Chiu, co-founded GranitePro Remodeling in 2013. Based out of Eldersburg, over the past 12 years, they've grown their company from a small operation where everything was hand cut and polished, to a state-of-the-art fabrication facility that leverages cutting-edge technology for both design and installation. With the opening of their new Columbia showroom in June 2024, they've expanded even more, while staying true to their roots: offering clients a top-quality, cost-effective way to make their house feel like home.

Over the years, the GranitePro team has developed a culture founded on honesty, integrity, and a customer-first mentality – a culture Dean says has spread seamlessly to the new location. “When I was creating the new showroom...[I wanted to make] sure our company's brand and our customer experience is exuded the same way as it is in our



original location. I'm just happy to report that it's exactly the same, and I've been extremely impressed on how my team has in Eldersburg has been able to exude that positivity, that reliability, and teach them our ways, and the people in Columbia have picked it right up, second nature. I just feel like we have all the right people in the right places, and we're very fortunate to have all those people." People like Mike McGuire, a long-time countertop professional, who now leads the Columbia showroom – and is a living example of another stand-out aspect of the GranitePro team: experience. "We have an extremely experienced team as well, which means anytime a customer has a question about anything the team's going to have seen it all already."

GranitePro truly strives to understand their customers and their experienced staff is adept at taking a client from initial idea to realized dream. "[It's all about] helping people bring their vision to life, even though sometimes when they first come in the door, they don't know what that is. A lot of times,



somebody will come in and they'll say, 'Okay, I want white cabinets and black countertops.'...We ask, 'What got you there? Why is that?'...We're very careful not to sell our vision. We're not trying

to make every kitchen a cookie cutter; we do a lot of very unique projects. But I a lot of times people stick in this very safe lane...[We strive to understand their] train of thought, and that way we can better assist them to really get to what they're looking for."

The expansion to Columbia was a natural next step in growing their existing dedication to their clients. The company already serves a lot of people in the area, and this new location not only makes a visit to the showroom more convenient, but also allows them to further leverage technology to realize a client's dream. Along with further highlighting their cabinetry options for both residential and business-to-business clients, the

showroom also allows customers to see their selections in augmented reality – an offering that very few other Maryland companies offer.

From demo to final polish, GranitePro offers a true one-stop shop: countertops, cabinetry, plumbing hookup, backsplash, and more—all completed with professionalism and care. Many of their projects are done in a single day, and their customer-centric approach has earned them over 300 five-star reviews. But there's one piece of feedback Dean takes extra pride in. "The number one thing we love to hear and we hear commonly is, 'I can't believe how easy that was.'"

The launch of the Columbia showroom boils down to one core mission at GranitePro: being the best in the business. "We're in a never-ending pursuit for perfection. We're constantly reevaluating every single process in our company, every single aspect of how the customer experience is going to be throughout. What we're doing, what technology we're using, what we're implementing, whether it's through the fabrication, the installation side the sales aspect everything...We do that to make sure our customer has an incredible experience through and through."

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Moyer & Sons

Moving & Storage

In Trusted Hands

BY ABBY ISAACS • PHOTOS BY DAVID STUCK

In a landmark recognition of excellence, Moyer & Sons Moving & Storage has been named the 2025 American Trucking Associations Independent Mover of the Year—a prestigious honor akin to the “Oscars of the moving industry.” Out of nearly 25,000 independent moving companies nationwide, Moyer & Sons was selected as the best, a testament to their dedication to customer satisfaction, embrace of technology and commitment to best practices in safety, service and sustainability. For Dan Cumberland, Jr., the company’s Marketing Director, it’s a moment of pride—but not the reason they do what they do.

“We didn’t do the things we’ve done to win an award,” Dan said. “We did them because it’s how we believe a company should be run. It’s a very huge honor to say your peers chose you not based upon how much business you do or how much money you make, but on how you actually run your company.”

Founded over 56 years ago, Moyer & Sons has grown from a local mover into a trusted name for local, long-distance, and international relocations. Under the third generation of leadership by John Moyer, Jr., Jason Moyer, and Deirdre Moyer Burke, the company has evolved in both scale and soul. The business has expanded its reach, deepened its service offerings, and developed a human-centered approach while raising the bar with cutting edge tech.

From text-based communication platforms to GPS-tracked fleets and a cloud-based moving platform, Moyer & Sons leverages tech not for flash, but to bring clarity and ease to the often-stressful moving process and enhance the overall client experience.

“When our clients can know where their truck is across the country or can walk through their move with us virtually, it eases anxiety,” Dan said. “Technology helps us give them peace of mind.”

Moyer & Sons doesn’t stop at getting belongings from point A to point B. The company has diversified into a suite of services that pinpoint challenges clients face. From Senior Move Management, Staging & Design, junk removal and the newly launched Home Wellness program, the company is redefining what it means to “move.”

“We walk with our clients through every part of the process. We’ll help them downsize, organize, remove junk, pack, move, unpack, hang TVs, make beds, check filters, redo locks, as well as home maintenance —whatever it takes to make their new house feel like home from the moment they walk in.”

Even amid economic challenges, Moyer & Sons remains committed to its community. The company regularly provides pro bono moving services, and delivers weekly groceries to a local high school to support 45 families.

“When people are in crisis, we show up,” Dan said. “It’s not about headlines; it’s about heart.”

With up to 120 employees during peak season, Moyer & Sons is proud of its high employee retention rate—some movers have been with the company for

Travis Moyer, Jason Moyer, Dan Cumberland Jr., Don Hott and John Moyer Jr.



“That’s the moment we live for—when a client breathes easier; knowing they’re in trusted hands.”

decades. Dan credits this to a company-wide respect for both clients and team members.

“Our movers do hard, physical work every day. And they do it with a smile because they love what they do. When people meet them, they say, ‘Your guys are so nice. So professional.’ That’s not by accident.”

In a field that often suffers from a poor reputation—lost belongings, damaged goods, shady dealings—Moyer & Sons is proving there’s a better way. “We hate that stereotype so we run our business the opposite way. Transparent, trustworthy, and totally client-focused.”

Moyer & Sons has ambitious plans. They’re aiming for 65% paperlessness by mid-2025, continuing to

refine their services, and preparing to meet any challenge with creativity and compassion.

“This year is about perfecting what we’ve built. We’re asking, ‘What more can we do? How can we be better for each client?’”

At Moyer & Sons, every move is treated like the most important one. Whether handling priceless artwork or a child’s beloved teddy bear, their team approaches each day with care, professionalism, and pride.

“You see that big, familiar blue truck pull up, and just like that, everything feels lighter. That’s the moment we live for—when a client breathes easier; knowing they’re in trusted hands.”



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SEAN MALLONEE OF SM MECHANICAL

DOING WHAT'S RIGHT

BY LAUREN STEVENS
PHOTOS BY DAVID STUCK

Sean Mallonee founded SM Mechanical in 2009 as a one-man operation. Over the past 16 years, he's grown his company to 22 employees. But his vision has remained constant: to provide top-notch customer experiences through responsive, honest, high-quality service. Sean says the key to staying true to this goal is the commitment of every single team member. "It's not about hiring people. It's about hiring the right people. With that in mind, [we look for people that aren't] just here to work. They're here to take an opportunity and grow."

SM Mechanical is a one-stop shop, offering a full range of HVAC, plumbing, electrical, and home performance services. They've also expanded to full renovation and remodeling. Sean and his team have extensive experience working with REALTORS®, so they understand the stakes on both the buyer and seller side of a transaction – and they are ready to support their clients' best interest. "REALTORS® always look for somebody to take care of their customers, and we've always looked for is the best way to

take care of the agents, whether they're representing the buyer or the seller. So if they're representing the buyer, then we're always going to recommend they take the credit because a lot of times what ends up happening is, if you allow the sellers to repair things on their own... they could end up doing a poor job just to save money. ...When they're representing the seller, then we can take care of it. We're a very competitively priced company, so they can be sure that they're going to pay a fair price."

Sean is living proof of one of the guiding principles at SM Mechanical: that there is no substitute for knowledge and experience. Sean grew up in Essex with his grandparents, and credits his grandfather for his work ethic and for giving him the guidance that got him started in the industry. "My grandfather taught me at an early age [that you have to] work to be successful...I worked [in HVAC] through high school and after college I stayed in it. I've never flipped a burger in my life - this is the only type of work that I've ever known."

Today, Sean lives in Joppa with his wife, Courtney, and their twin seven-year-olds, Rowan and Teagan. They recently purchased a five-acre property in Fallston. When he's not hard at work, Sean has a passion for travel (especially out West), snowboarding, and golf.

Courtney also plays a vital role in managing operations at SM Mechanical, allowing Sean to focus on leading the team and providing excellent quality service that is focused on the needs of



Bob Lupton, Sean Mallonee and Brad Foxwell

the client. “We want to be the best. And we want to give our customers the best experience from the first phone call that they receive to the estimator that comes out to guys who install whatever it is... From top to bottom, we want customers to feel that they matter, that we care about them, and that we’re trying to take the best care possible for them, no different than if it was a friend or family member.” He says every member of the team is vital to making this goal a reality, but especially office team members Emily and Kate and Performance & HVAC team leads Brad and Bob.

“WE TREAT YOUR HOME LIKE IT’S OUR OWN. WE WANT TO TAKE CARE OF PEOPLE, WE DON’T WANT TO JUST SELL THEM. WE WANT TO GIVE THEM RECOMMENDATIONS AND SUGGESTIONS BASED ON WHAT WE WOULD DO IF WE WERE IN THEIR SITUATION.”

Sean’s work has also extended beyond homes and into advocacy. As President of the Heating & Air Conditioning Contractors of Maryland, he represents over 200 contractors, acting as liaison between them, the Public Service Commission, and utility companies to navigate energy goals. He also spends a lot of time working with legislators in Annapolis to protect consumers and promote best practices. His recent legislation, HB-1162, which bans the sale of HVAC equipment to unlicensed contractors in Maryland, recently passed the House and Senate and was signed into law by Governor Wes Moore on May 6, 2025.

SM Mechanical’s operations boil down to one simple philosophy: doing what’s right for their clients. “We treat your home like it’s our own. We want to take care of people, we don’t want to just sell them. We want to give them recommendations and suggestions based on what we would do if we were in their situation.”

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2025

RANK	NAME	OFFICE	SALES	TOTAL
1	Kathleen Cassidy	DRH Realty Capital, LLC.	232	\$121,023,412
2	Tineshia R. Johnson	NVR Services, Inc.	174.5	\$95,524,431
3	Joseph A Petrone	Monument Sotheby's International Realty	113	\$84,301,390
4	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	105	\$50,517,150
5	Adam M Shpritz	Ashland Auction Group LLC	92	\$5,532,738
6	Lee M Shpritz	Ashland Auction Group LLC	91	\$5,461,238
7	Robert J Lucido	Keller Williams Lucido Agency	82.5	\$66,440,254
8	Tracy M Jennings	DRH Realty Capital, LLC.	75	\$38,164,951
9	Lois Margaret Alberti	Alberti Realty, LLC	59	\$19,748,597
10	Shawn M Evans	Monument Sotheby's International Realty	57	\$59,381,994
11	Nickolaus B Waldner	Keller Williams Realty Centre	51.5	\$24,913,359
12	Jeremy Michael McDonough	Mr. Lister Realty	41	\$16,529,700
13	Daniel McGhee	Homeowners Real Estate	40	\$17,875,500
14	Gina M Gargeu	Century 21 DOWNTOWN	38.5	\$6,681,225
15	Gina L White	Lofgren-Sargent Real Estate	37.5	\$16,653,069
16	Gregory M Golding	ExecuHome Realty	34.5	\$3,798,600

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RANK	NAME	OFFICE	SALES	TOTAL
17	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	33	\$7,186,820
18	Lee R. Tessier	EXP Realty, LLC	32.5	\$13,061,460
19	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	31.5	\$13,803,049
20	Nancy A Hulsman	Coldwell Banker Realty	29.5	\$14,301,600
21	Daniel B Register IV	Northrop Realty	29	\$8,176,706
22	Charlotte Savoy	The KW Collective	27.5	\$12,986,600
23	Bradley R Kappel	TTR Sotheby's International Realty	27	\$55,466,028
24	Un H McAdory	Realty 1 Maryland, LLC	27	\$16,587,195
25	Kim Barton	Keller Williams Legacy	26.5	\$12,066,874
26	Mary Anne Long	Keller Williams Realty Centre	26	\$10,891,870
27	Jeannette A Westcott	Keller Williams Realty Centre	26	\$11,113,200
28	Bill Franklin	Long & Foster Real Estate, Inc.	25.5	\$13,803,131
29	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	24.5	\$12,420,045
30	Laura M Snyder	American Premier Realty, LLC	24.5	\$10,335,670
31	Bob Simon	Long & Foster Real Estate, Inc.	24.5	\$3,544,150
32	Bryan G Schafer	Compass	24	\$11,551,000
33	Barry L Hess	Keller Williams Flagship	23	\$8,029,500
34	Matthew D Rhine	Keller Williams Legacy	23	\$12,632,300
35	Larry E Cooper	Alex Cooper Auctioneers, Inc.	22.5	\$4,730,113
36	Gregory A Cullison Jr.	EXP Realty, LLC	22.5	\$6,608,520
37	Benjamin J Garner	Cummings & Co. Realtors	22	\$7,437,000
38	Kimberly A Lally	EXP Realty, LLC	21.5	\$9,995,015
39	Enoch P Moon	Realty 1 Maryland, LLC	21.5	\$10,580,750
40	Kelly Schuit	Next Step Realty	20.5	\$10,655,819
41	David Orso	Berkshire Hathaway HomeServices PenFed Realty	20.5	\$18,254,150
42	Jessica Dailey	Compass	20	\$7,324,500
43	cory andrew willems	Keller Williams Gateway LLC	20	\$6,248,400
44	James T Weiskerger	Next Step Realty	20	\$11,269,328
45	Sergey A Taksis	Long & Foster Real Estate, Inc.	19	\$8,445,245
46	Veronica A Sniscak	Compass	19	\$7,591,668
47	Michael Soper	Next Step Realty	19	\$7,329,000
48	Robert A Commodari	EXP Realty, LLC	19	\$6,376,501
49	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	18.5	\$3,584,757
50	Mitchell J Toland Jr.	Redfin Corp	18.5	\$6,282,300



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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2025

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	Wendy Slaughter	VYBE Realty	18.5	\$10,677,650
52	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	18	\$7,352,650
53	Gavriel Khoshkheraman	Pickwick Realty	18	\$3,159,000
54	Yevgeny Drubetskoy	EXP Realty, LLC	17.5	\$5,122,500
55	STEPHEN PIPICH Jr.	VYBE Realty	17	\$3,937,400
56	Tony Migliaccio	Long & Foster Real Estate, Inc.	17	\$7,157,750
57	Ira Klein	Pickwick Realty	17	\$2,244,395
58	Mark Richa	Cummings & Co. Realtors	17	\$8,332,900
59	Megan Manzari	Cummings & Co. Realtors	17	\$7,152,000
60	Ryan R Briggs	Anne Arundel Properties, Inc.	16.5	\$9,833,574
61	Tyler Ell	Keller Williams Realty Centre	16.5	\$8,126,904
62	Robert D Kaetzel	Real Estate Professionals, Inc.	16.5	\$4,013,943
63	Jason W Perlow	Monument Sotheby's International Realty	16	\$11,718,800
64	Donald L Beecher	Redfin Corp	16	\$5,810,600
65	Ashton L Drummond	Cummings & Co. Realtors	16	\$6,928,000
66	Michael J Schiff	EXP Realty, LLC	15.5	\$5,908,232
67	Jessica DuLaney (Nonn)	Next Step Realty	15.5	\$7,915,000
68	Creig E Northrop III	Northrop Realty	15.5	\$23,018,900
69	Karen L Harms	Cummings & Co. Realtors	15.5	\$5,496,090
70	Leslie Ikle	Redfin Corp	15	\$8,679,800
71	Dassi Lazar	Lazar Real Estate	15	\$3,982,200
72	Brian D Saver	Long & Foster Real Estate, Inc.	15	\$15,994,564
73	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	15	\$3,515,500
74	Jeremy Batoff	Compass	15	\$14,204,900
75	David Marc Niedzialkowski	Redfin Corp	15	\$5,459,900
76	Mary Anne Kowalewski	KOVO Realty	15	\$10,123,600
77	Jeremy S Walsh	Coldwell Banker Realty	15	\$7,137,000
78	Joseph S Bird	Red Cedar Real Estate, LLC	15	\$9,704,400
79	James M. Baldwin	Compass	14.5	\$6,226,875
80	Jory Frankie	Northrop Realty	14.5	\$7,971,010
81	Jeff D Washo	Compass	14.5	\$7,369,400
82	Eric A Clash	VYBE Realty	14.5	\$3,291,500
83	Liz A. Ancel	Cummings & Co. Realtors	14	\$5,544,000
84	Bob A Mikelskas	Rosario Realty	14	\$7,354,800

RANK	NAME	OFFICE	SALES	TOTAL
85	Samuel P Bruck	Northrop Realty	14	\$7,431,910
86	Timothy Lee Joseph Dominick	Coldwell Banker Realty	14	\$3,579,650
87	Jim W Bim	Winning Edge	13.5	\$10,010,400
88	Juwan Lee Richardson	Keller Williams Legacy	13.5	\$3,971,900
89	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	13.5	\$4,128,594
90	Lisa E Kittleman	The KW Collective	13.5	\$8,467,000
91	Antoin Maurice Jackson	Neighborhood Assistance Corporation of America	13.5	\$4,769,400
92	Luis H Arrazola	A.J. Billig & Company	13	\$2,045,460
93	Pamela A Terry	EXP Realty, LLC	13	\$2,308,877
94	Robert A Kinnear	RE/MAX Advantage Realty	13	\$10,049,235
95	Harold A Kelly	ExecuHome Realty	13	\$3,059,900
96	Zachary M. Pencarski	Redfin Corp	13	\$4,499,900
97	Robert J Christian	CENTURY 21 New Millennium	13	\$4,030,825
98	Derek Blazer	Cummings & Co. Realtors	13	\$5,243,000
99	Michael Myslinski	Next Step Realty	13	\$6,225,000
100	Sandra E Echenique	Keller Williams Gateway LLC	13	\$3,097,000

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TOP 150 STANDINGS • BY UNITS

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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
101	Bethanie M Fincato	Cummings & Co. Realtors	13	\$5,187,900
102	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	13	\$5,925,570
103	Aldo M Figueroa	RE/MAX Components	13	\$1,940,861
104	Carol L Tinnin	RE/MAX Leading Edge	13	\$6,616,800
105	Rebecca M Ravera	Real Broker, LLC	13	\$2,527,200
106	Yonas Asrat	Neighborhood Assistance Corporation of America	13	\$5,485,520
107	Andrew Johns III	Keller Williams Gateway LLC	13	\$5,060,500
108	Krissy Doherty	Northrop Realty	13	\$6,762,700
109	Montaz Maurice McCray	Keller Williams Realty Centre	12.5	\$3,822,405
110	Kevin Brown	Long & Foster Real Estate, Inc.	12.5	\$5,364,400
111	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	12.5	\$6,131,500
112	John C Kantorski Jr.	EXP Realty, LLC	12	\$4,121,000
113	Francis R Mudd III	Schwartz Realty, Inc.	12	\$5,877,900
114	Kevin Bobrow	The Cornerstone Agency, LLC	12	\$4,901,000
115	Alexandra T Sears	TTR Sotheby's International Realty	12	\$18,090,800
116	Gigi Causey	Cummings & Co. Realtors	12	\$3,426,400

Disclaimer: Statistics are derived from closed sales data. Data pulled on May 6th 2025, 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.

RANK	NAME	OFFICE	SALES	TOTAL
117	Carla H Viviano	Viviano Realty	12	\$6,649,100
118	Trent C Gladstone	The KW Collective	12	\$5,814,300
119	Reta Sponsky	Cummings & Co. Realtors	12	\$5,335,900
120	Steven K Warfield	THE WARFIELD REALTY GROUP	12	\$994,400
121	Elisheva Ashman	Pickwick Realty	12	\$4,562,900
122	Sunna Ahmad	Cummings & Co. Realtors	12	\$8,006,250
123	Elliot Mitchell	Corner House Realty	12	\$3,267,300
124	Shalini Gidwani	Northrop Realty	12	\$5,448,000
125	Mark M Novak	Cummings & Co. Realtors	12	\$4,620,400
126	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	12	\$5,051,500
127	Daniel Borowy	Redfin Corp	12	\$7,784,900
128	Song M. Hong	Turn Key Homes Litmitted Libability	12	\$3,681,000
129	Santiago Carrera	Hyatt & Company Real Estate, LLC	12	\$4,403,000
130	Deepak Nathani	EXP Realty, LLC	12	\$6,990,130
131	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	12	\$2,255,000
132	Persia Swift	Compass	12	\$3,655,050
133	Allen J Stanton	RE/MAX Executive	12	\$4,121,743
134	Kyriacos P. Papaleonti	Academy Realty Inc.	12	\$6,931,800
135	Sonia M Graham	JPAR Maryland Living	12	\$6,173,250
136	Jonathan Scheffenacker	Redfin Corp	12	\$5,114,500
137	Tiffany Hayes	VYBE Realty	11.5	\$2,958,000
138	Christopher W Palazzi	Cummings & Co. Realtors	11.5	\$2,597,097
139	Jessica L Young-Stewart	RE/MAX Executive	11.5	\$4,760,740
140	Austin J Carroll	Keller Williams Legacy	11.5	\$3,424,620
141	Peter J Klebenow	RE/MAX Advantage Realty	11.5	\$3,068,000
142	Patrick T Komiske II	Northrop Realty	11.5	\$5,548,800
143	Kimberly S Cavaliere	RE/MAX Advantage Realty	11.5	\$5,378,960
144	Tiffany S Domneys	ExecuHome Realty	11.5	\$3,816,700
145	Shawn Martin	Real Broker, LLC - Annapolis	11.5	\$5,354,500
146	James H Stephens	EXP Realty, LLC	11.5	\$4,908,500
147	Jackie B Daley	Northrop Realty	11	\$4,441,400
148	Maria D Stucky DeJuan	Berkshire Hathaway HomeServices Homesale Realty	11	\$6,189,960
149	Simon P Tenezaca Huerta I	Keller Williams Gateway LLC	11	\$2,487,150
150	Barry J Nabozny	RE/MAX Premier Associates	11	\$4,300,918



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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2025

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.	232	\$121,023,412
2	Tineshia R. Johnson	NVR Services, Inc.	174.5	\$95,524,431
3	Joseph A Petrone	Monument Sotheby's International Realty	113	\$84,301,390
4	Robert J Lucido	Keller Williams Lucido Agency	82.5	\$66,440,254
5	Shawn M Evans	Monument Sotheby's International Realty	57	\$59,381,994
6	Bradley R Kappel	TTR Sotheby's International Realty	27	\$55,466,028
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	105	\$50,517,150
8	Tracy M Jennings	DRH Realty Capital, LLC.	75	\$38,164,951
9	Nickolaus B Waldner	Keller Williams Realty Centre	51.5	\$24,913,359
10	Creig E Northrop III	Northrop Realty	15.5	\$23,018,900
11	Lois Margaret Alberti	Alberti Realty, LLC	59	\$19,748,597
12	David Orso	Berkshire Hathaway HomeServices PenFed Realty	20.5	\$18,254,150
13	Alexandra T Sears	TTR Sotheby's International Realty	12	\$18,090,800
14	Daniel McGhee	Homeowners Real Estate	40	\$17,875,500
15	Georgeann A Berkinshaw	Coldwell Banker Realty	7	\$17,510,020
16	Gina L White	Lofgren-Sargent Real Estate	37.5	\$16,653,069
17	Un H McAdory	Realty 1 Maryland, LLC	27	\$16,587,195
18	Jeremy Michael McDonough	Mr. Lister Realty	41	\$16,529,700
19	Brian D Saver	Long & Foster Real Estate, Inc.	15	\$15,994,564
20	Nancy A Hulsman	Coldwell Banker Realty	29.5	\$14,301,600
21	Jeremy Batoff	Compass	15	\$14,204,900
22	Bill Franklin	Long & Foster Real Estate, Inc.	25.5	\$13,803,131
23	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	31.5	\$13,803,049
24	Heidi S Krauss	Krauss Real Property Brokerage	11	\$13,747,500
25	Lee R. Tessier	EXP Realty, LLC	32.5	\$13,061,460
26	Charlotte Savoy	The KW Collective	27.5	\$12,986,600
27	Matthew D Rhine	Keller Williams Legacy	23	\$12,632,300
28	Charlie Hatter	Monument Sotheby's International Realty	9.5	\$12,470,000
29	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	24.5	\$12,420,045
30	Kim Barton	Keller Williams Legacy	26.5	\$12,066,874
31	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	6.5	\$11,905,150
32	Sarah Greenlee Morse	TTR Sotheby's International Realty	9	\$11,881,000
33	Jason W Perlow	Monument Sotheby's International Realty	16	\$11,718,800
34	Bryan G Schafer	Compass	24	\$11,551,000

RANK	NAME	OFFICE	SALES	TOTAL
35	Teresa M Dennison	Long & Foster Real Estate, Inc.	11	\$11,536,000
36	James T Weiskerger	Next Step Realty	20	\$11,269,328
37	Ricky Cantore III	RE/MAX Advantage Realty	9.5	\$11,237,150
38	Jeannette A Westcott	Keller Williams Realty Centre	26	\$11,113,200
39	Mary Anne Long	Keller Williams Realty Centre	26	\$10,891,870
40	Reid Buckley	Long & Foster Real Estate, Inc.	9	\$10,861,000
41	Wendy Slaughter	VYBE Realty	18.5	\$10,677,650
42	Kelly Schuit	Next Step Realty	20.5	\$10,655,819
43	Enoch P Moon	Realty 1 Maryland, LLC	21.5	\$10,580,750
44	Brent J Allen	Long & Foster Real Estate, Inc.	4	\$10,538,000
45	Laura M Snyder	American Premier Realty, LLC	24.5	\$10,335,670
46	Mary Anne Kowalewski	KOVO Realty	15	\$10,123,600
47	Robert A Kinnear	RE/MAX Advantage Realty	13	\$10,049,235
48	Jim W Bim	Winning Edge	13.5	\$10,010,400
49	Kimberly A Lally	EXP Realty, LLC	21.5	\$9,995,015
50	Ryan R Briggs	Anne Arundel Properties, Inc.	16.5	\$9,833,574

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2025

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	Joseph S Bird	Red Cedar Real Estate, LLC	15	\$9,704,400
52	Elizabeth C Dooner	Coldwell Banker Realty	7	\$9,666,490
53	Joanna M Dalton	Coldwell Banker Realty	10	\$9,472,000
54	Beth Viscarra	Cummings & Co. Realtors	7	\$9,275,000
55	Jennifer Holden	Compass	6.5	\$9,251,000
56	Leslie Ikle	Redfin Corp	15	\$8,679,800
57	Lisa E Kittleman	The KW Collective	13.5	\$8,467,000
58	Sergey A Taksis	Long & Foster Real Estate, Inc.	19	\$8,445,245
59	Mark Richa	Cummings & Co. Realtors	17	\$8,332,900
60	Colleen M Smith	EXP Realty, LLC	9	\$8,180,000
61	Daniel B Register IV	Northrop Realty	29	\$8,176,706
62	Tyler Ell	Keller Williams Realty Centre	16.5	\$8,126,904
63	Anne C Harrington	Coldwell Banker Realty	7	\$8,065,000
64	Barry L Hess	Keller Williams Flagship	23	\$8,029,500
65	Sunna Ahmad	Cummings & Co. Realtors	12	\$8,006,250
66	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	10	\$7,994,400

RANK	NAME	OFFICE	SALES	TOTAL
67	Jory Frankle	Northrop Realty	14.5	\$7,971,010
68	Helen Regina Miller	Long & Foster Real Estate, Inc.	2	\$7,945,000
69	Jessica DuLaney (Nonn)	Next Step Realty	15.5	\$7,915,000
70	Suzanne Elizabeth Haversack	Cummings & Co. Realtors	11	\$7,853,690
71	Daniel Borowy	Redfin Corp	12	\$7,784,900
72	Brian E Schilling	EXP Realty, LLC	10	\$7,722,000
73	Veronica A Sniscak	Compass	19	\$7,591,668
74	Nicholas Cintron	APEX Realty, LLC	10	\$7,523,856
75	Benjamin J Garner	Cummings & Co. Realtors	22	\$7,437,000
76	Samuel P Bruck	Northrop Realty	14	\$7,431,910
77	Jeff D Washo	Compass	14.5	\$7,369,400
78	Bob A Mikelskas	Rosario Realty	14	\$7,354,800
79	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	18	\$7,352,650
80	Michael Soper	Next Step Realty	19	\$7,329,000
81	Jessica Dailey	Compass	20	\$7,324,500
82	AMELIA E SMITH	Redfin Corp	10	\$7,313,419
83	Greg M Kinnear	RE/MAX Advantage Realty	11	\$7,208,250
84	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	33	\$7,186,820
85	James Weston Bimstefer	Winning Edge	8	\$7,183,150
86	Tony Migliaccio	Long & Foster Real Estate, Inc.	17	\$7,157,750
87	Anthony M Friedman	Northrop Realty	11	\$7,155,400
88	Megan Manzari	Cummings & Co. Realtors	17	\$7,152,000
89	Jeremy S Walsh	Coldwell Banker Realty	15	\$7,137,000
90	Jennifer Schaub	EXP Realty, LLC	8	\$6,993,400
91	Deepak Nathani	EXP Realty, LLC	12	\$6,990,130
92	Ashley B Richardson	Monument Sotheby's International Realty	10	\$6,933,400
93	Kyriacos P. Papaleonti	Academy Realty Inc.	12	\$6,931,800
94	Ashton L Drummond	Cummings & Co. Realtors	16	\$6,928,000
95	Holly D Winfield	Monument Sotheby's International Realty	8	\$6,917,900
96	Mary Beth B Paganelli	Long & Foster Real Estate, Inc.	8	\$6,838,100
97	Patricia Spigel	Compass	9	\$6,817,000
98	William P Beam	Beam Realty Group, Inc.	10	\$6,803,900
99	Day W Weitzman	Coldwell Banker Realty	4.5	\$6,782,000
100	Krissy Doherty	Northrop Realty	13	\$6,762,700

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2025

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	Asha Goel	Long & Foster Real Estate, Inc.	9	\$6,738,530
102	Gina M Gargeu	Century 21 Downtown	38.5	\$6,681,225
103	Carla H Viviano	Viviano Realty	12	\$6,649,100
104	Carol L Tinnin	RE/MAX Leading Edge	13	\$6,616,800
105	Gregory A Cullison Jr.	EXP Realty, LLC	22.5	\$6,608,520
106	Mary C Gatton	Redfin Corp	11	\$6,502,890
107	Robert A Commodari	EXP Realty, LLC	19	\$6,376,501
108	Laura E Gayvert	Compass	10	\$6,336,000
109	Arian Sargent Lucas	Lofgren-Sargent Real Estate	8.5	\$6,300,500
110	Mitchell J Toland Jr.	Redfin Corp	18.5	\$6,282,300
111	Jennifer A Klarman	Long & Foster Real Estate, Inc.	11	\$6,251,999
112	cory andrew willems	Keller Williams Gateway LLC	20	\$6,248,400
113	James M. Baldwin	Compass	14.5	\$6,226,875
114	Michael Myslinski	Next Step Realty	13	\$6,225,000
115	Maria D Stucky DeJuan	Berkshire Hathaway HomeServices Homesale Realty	11	\$6,189,960
116	Jay J Fischetti	Keller Williams Realty Centre	10	\$6,183,500
117	Sonia M Graham	JPAR Maryland Living	12	\$6,173,250
118	Markus " Mager	Redfin Corp	11	\$6,156,999
119	David A Sherbow	VYBE Realty	4	\$6,141,000
120	Elizabeth A Osborn	Coldwell Banker Realty	6	\$6,134,900
121	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	12.5	\$6,131,500
122	Dee Dee R McCracken	Coldwell Banker Realty	7	\$6,124,000
123	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	6	\$6,050,250
124	Blair Kennedy	Keller Williams Realty Centre	8	\$6,029,000
125	Bradley Morsberger	Coldwell Banker Realty	10	\$6,024,000
126	Melissa L Murray	Compass	8	\$6,009,900
127	Jessica Guevara-Knopp	EXP Realty, LLC	4	\$5,989,900
128	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	13	\$5,925,570
129	Michael J Schiff	EXP Realty, LLC	15.5	\$5,908,232
130	Zugell Jamison	Cummings & Co. Realtors	10	\$5,883,351
131	Francis R Mudd III	Schwartz Realty, Inc.	12	\$5,877,900
132	Shurnell Cathey	RE/MAX Advantage Realty	8	\$5,869,900
133	Trent C Gladstone	The KW Collective	12	\$5,814,300
134	Donald L Beecher	Redfin Corp	16	\$5,810,600

RANK	NAME	OFFICE	SALES	TOTAL
135	Rachel Gontkovic	EXP Realty, LLC	9	\$5,795,500
136	Alex M Clark	TTR Sotheby's International Realty	5.5	\$5,763,528
137	Laura Nicole Livengood	AB & Co Realtors, Inc.	11	\$5,704,900
138	Sam Toner	Keller Williams Realty Centre	9	\$5,675,750
139	Peter Boscas	Red Cedar Real Estate, LLC	10	\$5,624,900
140	Karriem Hopwood	Corner House Realty	9	\$5,611,000
141	Patrick T Komiske II	Northrop Realty	11.5	\$5,548,800
142	Liz A. Ancel	Cummings & Co. Realtors	14	\$5,544,000
143	Melissa K Hamet	Cummings & Co. Realtors	8	\$5,543,000
144	Adam M Shpritz	Ashland Auction Group LLC	92	\$5,532,738
145	Henry Olaya	Northrop Realty	3	\$5,515,000
146	Ibby P Fazzini	Berkshire Hathaway HomeServices Homesale Realty	10	\$5,512,985
147	Martha S Janney	Coldwell Banker Realty	4	\$5,511,150
148	Kamhran Zangna	Samson Properties	9	\$5,507,250
149	Karen L Harms	Cummings & Co. Realtors	15.5	\$5,496,090
150	Yonas Asrat	Neighborhood Assistance Corporation of America	13	\$5,485,520

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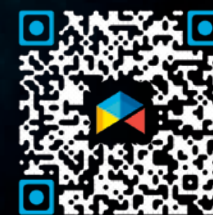
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about our **CASH ADVANTAGE
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**Scan to get
started!**

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CASH BUYER + ON DECK

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Contact me today to learn more about getting the HMA Edge!

This is not a commitment to lend or an extension of credit nor shall it be construed as lending advice. Loans are subject to borrower qualifications, including income, assets, property evaluation, sufficient equity in the home to meet the value required and final credit approval. Approvals are subject to underwriting guidelines. All program terms and conditions are subject to change without notice. Market conditions may not be available in all states. Consult with your Loan Officer for more details. All loans are subject to credit approval.

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