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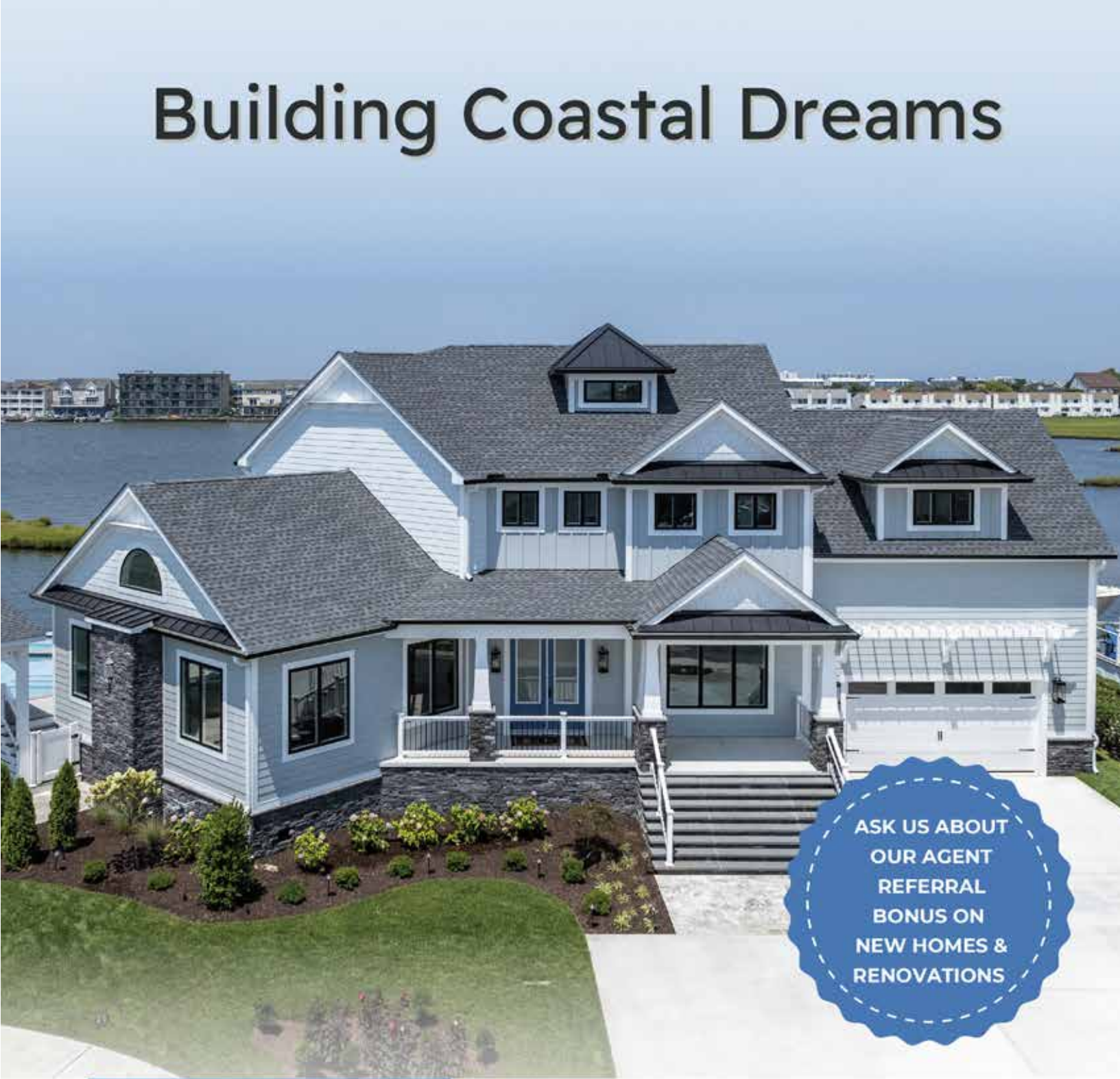


Barbara Lawrence



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Telling Your Story

BY JILLEIEN FRANQUELLI

I have a deeply rooted belief that every person's story should be told. What may seem like a mundane life to the storyteller is quite an adventure to the reader - clues to the moments that made you who you are.

The telling of someone's life story has always been reserved for political figures, movie stars, and other famous types. As a result, most of us haven't had the opportunity to piece together the moments of our lives and present them as a hero's journey.

This belief drives the passion behind storytelling at *Coastal Real Producers*, where we look at every story as a part of our community's tapestry and seek to preserve them.

It's not lost on us what we're asking of every person featured in the magazine. We're asking you to be vulnerable in front of your peers. Even with the shift in business culture toward being more vulnerable and real, it can still be scary.

Despite how daunting telling your story may seem, it can also be a cathartic experience that allows you to share your experiences and connect with others.

Here are a few tips on how to tell your story in a way that's both authentic and vulnerable:

1. Be honest with yourself.
Before you start telling your story, take the time to reflect on your experiences and emotions and be willing to open up about them. It's okay if you don't want to share everything, but you should be willing to share enough to create a compelling narrative.
2. Know your purpose.
What is the purpose of telling your story? Are you trying to raise awareness about a particular issue or share your experiences with others? Knowing your purpose can help you focus your story and make it more impactful.

3. Practice vulnerability.
One of the most important parts of telling your story is practicing vulnerability. This means sharing your emotions and experiences, even if it's uncomfortable. Remember that vulnerability is not weakness, but rather a sign of strength and courage. By sharing your story, you're allowing yourself to be seen and heard, which is incredibly powerful.

4. Don't worry about being perfect.
When telling your story, remember that you don't have to be perfect. Imperfections and flaws can make your story more relatable and authentic. Don't worry about getting every detail right or sounding polished. Just focus on being honest and true to yourself.

5. Use concrete details.
To make your story more compelling, use concrete details. This means describing the sights, sounds, and smells of your experiences in detail. It also means including specific events and conversations that help to paint a picture of your story.

By being honest, vulnerable, and authentic, you can create a compelling narrative that connects with others. This is the entire purpose of *Coastal Real Producers* - to connect the best of the best! If you want to hear someone's story in particular, nominate them at coastalrealproducers.com by clicking the nominate button.

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BRENDAN RICHARDSON

OF CR3 AMERICAN EXTERIORS

BY LAUREN STEVENS • PHOTOS BY KAYLEN JOHNSON • ATLANTIC EXPOSURE

The CR3 American Exteriors Ocean City team has a straightforward business model: exceptional workmanship, transparent communication, and top-notch customer care. But what really sets Brendan Richardson and his team apart is their local knowledge. Brendan grew up in Salisbury and now lives in Ocean City, and the rest of his team are also Eastern Shore born-and-bred. That local connection isn't just a footnote—it's central to how they operate. "We're a locally based and driven company with a really good attention to detail because of that. My staff grew up around here. We all know the products and materials that are best for this area."

Whether a client needs specialty siding that will withstand the blustery salt air, or a roofing solution that will keep their house dry in a summer downpour, Brendan and his team are ready to find the right solution. A team Brendan says he's really proud to work alongside. "My team's the best around, and I know everybody says that. But I truly wake up every morning and feel very lucky to have my team around me. I want to highlight my General Manager, Ben Sperry. He's very good at problem solving, he's very good at customer service, and I think that that is a part of what creates us as a unique player in this market. It's construction. At the end of the day. Things aren't always going to go 100% perfect. But what separates the good from the great is how you respond to it."

In addition to their local expertise, Brendan says something else makes his team unique: their age. "We're a younger group of guys, and I think that honestly plays in our favor. I always like to say, we put a modern spin on a timeless trade. Just because this trade's



**"I'M REALLY JUST
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AND HOW WE'RE
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OF SUSTAIN
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been around forever doesn't mean we have to still do it the same way. We bring a really modern spin to it with some of the technology that we use and the overall experience that we provide." And while sometimes potential clients question his experience because of his age (Brendan's in his mid-twenties), he says it's taught him how to earn people's trust and respect through hard work, open communication, and conviction. "My age is always something I have to talk about...[But I have a] supreme level of confidence in what we offer and what we do."

Brendan's knowledge of roofing actually began in his first career: solar. "I was originally in the solar industry, and to do solar, you got to have a good roof. So, I ended up partnering up a lot with the company that did my roofs for me." Eventually his passion for solar waned, and he became a sales rep at that same roofing company. He rose through the ranks there, eventually purchasing the franchise in the territory he had been running. For the past six years, he has grown the CR3 American Exteriors Ocean City business into a top-notch

home exteriors company. "I'm very passionate about what we do and how we're growing this company. I think getting Ben into a General Manager role [at the beginning of the year] was a really good decision, and it's kind of acted as a catalyst to allow us to grow a little bit more. So I'm really just excited and passionate about how we're growing and how we're able to kind of sustain what we've done already."

With CR3 American Exteriors in Ocean City, clients are truly the purpose. "[We love] making a difference...and being able to come in and offer a really efficient and economic solution for whatever their issue is, and being able to do it quickly, too. We're not the type of guys that you're going to have to chase down for your estimate. We like to come in with a really clear-cut plan and be able to execute on it quickly. So, I think just being able to provide some of the value we do to people that normally kind of consider dealing with contractors like pulling teeth and twisting arms. We try to make it quick and painless and put them in a good spot once we're done."



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Barbara Lawrence

From Hustle to Harmony: A Journey to Living Fully

BY MOLLY LAURYSSENS • PHOTOS BY KRISTA VALLIANT - ATLANTIC EXPOSURE

Barbara Lawrence often shares this maxim: Today is a gift, live in the present. Having lost family members to cancer, these words are a part of a poem and remind her just how fragile life is and how precious our time is. But it would take a health scare of her own to fully embody that belief.

A couple of years ago, Barbara began experiencing severe fatigue. Working 60 to 80 hours a week, managing five regional offices for REMAX Advantage while working as a solo agent, she attributed the tiredness to her demanding schedule. When her blood pressure spiked, she dismissed it, confident in her commitment to having regular health checkups. But the symptoms kept coming. Her hair began falling out and she lost pigmentation in her skin.

Then, in late 2023, Barbara faced a terrifying episode. Her heart was pounding so intensely she feared she was having a stroke. “It felt like my heart was going to come out of my chest. I thought it was the end of my life. It was so scary!” she recalled. Soon after, she was able to get an official diagnosis. She had Hashimoto’s Disease, an autoimmune thyroid disorder. Medication helped her recover, but these issues forced her to reassess her priorities.

Now, she urges the real estate agents she mentors to adopt a new mindset: “Number one has to be you. Number two is your family. Three is your business,” she explains, taking the time to share her systems and processes with others. “Let’s put our business on autopilot so we can share more time with our families.”

Barbara also realized she needed to be more open with agents about her own journey. For years, she hesitated to share her achievements, not wanting to seem competitive. She recognizes now that her transparency could help others grow. These days, she opens up more about her successes.

Barbara grew up in Buffalo, New York, where she studied human services and psychology at Daemen University. She was planning on becoming a school counselor and began working in restaurants at 16. Then in 1981 she got married and within two days, the newlyweds moved to Maryland because her husband took a job at the Naval Surface Warfare Command Center.

While raising three children, Barbara remained in the restaurant industry until a neighbor suggested they take the real estate class together. That neighbor wouldn’t make it to day three, but Barbara stayed the course. That was 33 years ago, and now she couldn’t imagine doing anything else but real estate! Barbara is all about connection and has been written into some of her client’s wills. As a solo agent in 2024, she sold 29 units for \$13.5 million.

For a while, she taught continuing education classes after she discovered her passion for teaching. But when her husband passed away, leaving her with three kids in college, she decided

to transition into management for some more stability. In 2010, she became the managing broker for her company, eventually overseeing 10 offices, 350 agents, and 75 employees. When the company sold in 2015, she stepped down.

That same year, she moved to Delaware and remarried—her husband, Joe, was actually one of her clients! She jokes, “After selling a dozen or so homes to him and his family, I told him it was cheaper if he just married me.” Between them, they have five children who grew up together and now share 9 grandchildren, ranging in ages from 1 to 11 years old.

Barbara and Joe enjoy family time, traveling, and entertaining. They love to hike and also live on a golf course and play when they can. Barbara loves the game and tries not to take it too seriously, “I don’t worry about the bad shots—probably a sign of a not-so-good golfer!” She laughs.

Looking back, Barbara is grateful for her health scare. It was the wake-up call she needed, reinforcing what she always preaches: each day is a gift. She strives to live by that mantra, fully embracing the present moment.

“

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Number two is your family.
Three is your business.”**





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David & Rhonda Marciniak

of Benchmark Property Services



David and Rhonda
with their dogs,
Lucy and Norma

Creating a Higher Standard Along the Ocean City Coast

BY JOSEPH COTTLE • PHOTOS BY KAYLEN JOHNSON - ATLANTIC EXPOSURE

Rhonda and David Marciniak love the beach; it's the one thing everyone knows about them, without a doubt.

Back in 2015, David found himself at a crossroads with his longstanding career in banking. He felt like the industry was moving away from its previous emphasis on customer service and moving in a direction that didn't align with his values. With Rhonda's encouragement, he left the bank and they decided to turn their experience renting their own condo into a scalable business.

David quickly noticed a need for improvements in the rental process—particularly the long lines of people waiting for keys and check-in details. A light clicked on for the Marciniaks. “Dave recognized things in the industry hadn't changed for years,” Rhonda remembers, “and he identified what needed to change to make the guest experience better. It seemed nobody was considering the guest experience at that time.”

David adds, “That's when we came up with the name Benchmark Property Services. We chose Benchmark because we feel that we're setting a higher standard.”

While guest experience is their first priority, a property management and vacation rental company has to mean something to the property owners as well, which the Marciniaks knew, given that they were property owners themselves. “We realized that by opening up our own vacation rental company we could help owners of these properties be successful,” David says.

Like any well-meaning pair of entrepreneurs, the Marciniaks dove in headfirst. David capitalized on his sales experience, selling the Benchmark vision, which landed their first six properties. It was a modest beginning, making the 2-hour-plus commute every Saturday from Harford County

where they lived at the time. The couple handled check-outs, cleaned units, looked at maintenance issues, and then processed check-ins across all seven properties in their client portfolio. If guests were checking in on Sunday and the couple couldn't find a motel outside of town, they would do it all again.

Their hard work paid off. Benchmark grew substantially through word of mouth from happy property owners and vacationers while developing relationships with local realtors who refer business. David leverages the goodwill realtors have already created with their clients and he provides continued exceptional care when getting new property owners set up for renting their property. The couple's personal touch makes all the difference, creating demand for more of their higher benchmark. It's earned them the award for Best Property / Rental Management Company in 2024.

“Even though we've grown to over 100 properties, we consider ourselves a boutique firm,” David explains. “We treat our guests and our owners the same way that we would want to be

treated because we remember our humble beginnings, being involved in every aspect of the business.”

The couple agrees—they don't need to be the biggest, they just want to be the best.

They figured out how to scale by outsourcing cleaning, handling check-in and check-out remotely, and developing relationships with local tradesmen for maintenance issues. Although, David still loves to handle fix-its whenever he can.

The business is still demanding, but they've found a sweet spot, and they wouldn't have it any other way.

Rhonda is clear about why she loves this business so much—“It's kind of thrilling to drive up and down Coastal Highway and see the places that we stayed, memories that we made. It's an honor to play that big of a role in someone else's memories, you know? Twenty or thirty years from now, people are going to remember that they stayed at one of our properties. We don't take that lightly. It's a big deal, and it's worth the sacrifice of giving up our whole summer.”



“Even though we've grown to over 100 properties, we consider ourselves a boutique firm.”



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Laneysha Echevarria, Esq
Managing Attorney



Bill & Megan

Making Lifelong Connections

BY PAT RIPPEY • PHOTOS BY KAYLEN JOHNSON - ATLANTIC EXPOSURE

Rash

If you believe the client reviews, working with Bill and Megan Rash of Full Sales Team of Northrop Realty is like working with your friendly neighbors who also happen to be responsive, well-informed agents and skilled negotiators. When you meet them, you'll be convinced it's all true. They bring a lot to the table—Megan is most definitely a people person and a hugger, with an infectious chattiness and (some might say) a bit of verbal audacity. Bill claims to be a straight shooter but is also affable and laughs easily. Megan's tagline is "You'll be a friend for life," and she means it. No sooner does she meet someone new than she's mentally searching her vast network for people to introduce them to. But this husband-and-wife power pair offers more than congeniality; they each have the invaluable experience of running their own company before venturing into real estate.

Bill, a Delaware native, has parents who are both REALTORS®, and his mom Carolyn urged him to follow suit. (Spoiler alert: her role in their lives will be a recurring theme.) Bill was running a successful computer company in 2002 when he decided to take mom's advice and get his real estate license. Megan had gone to school for culinary arts in New Jersey and had considered a career in politics. Instead, this self-described tomboy lucked into a job working in fashion design for Chanel on 5th Avenue, launching her career in the clothing industry. Megan later started a company that provided sales consultations for growing businesses. After moving to Delaware, she met Carolyn in a Lewes restaurant on Second Street, and Carolyn immediately wanted to introduce Megan to her son Bill (and we know how that turned out). Carolyn eventually

convinced Megan to join the family business, and Megan got her license right before the pandemic hit—which was fortuitous timing as all the clothing factories would soon shut down.

The Rashes are grateful for their move to Northrop Realty in 2022, and credit the brokerage for the impressive growth of their business. The services and support Northrop provides allows them to put more time and effort into their clients. Their associate, agent Deb Griffin, made the move with them from their former brokerage. Megan and Bill were honored to have this highly respected agent join them; Megan described the team dynamic as "rock solid."

Our conversation was peppered with Megan's "fun facts"—one being how much she and Bill truly work as a

team. She praised his business acumen, trustworthiness, and experience; he noted she has a knack for remembering names and is good with people. They have found their groove in terms of who is best suited to certain tasks, likening it to a highway that works in both directions. "I wouldn't want to do it without her," Bill acknowledged. Other fun facts: they both drink their coffee black—and all day long. Megan has plans to run a 10K this year, and Bill is taking up watercolors. And once in a while, they sneak away for the weekend and don't tell anyone where they're going.

A Full-Service Team

What stands out about this team are the lengths they go to for their clients, and the fact that the relationship truly doesn't end with the sale. Megan recalled getting a call from someone



she'd sold a house to months earlier; the client was at the department store and wanted Megan's opinion on which appliances to buy. She routinely fields questions on where to get the best cheeseburger in town, or a recommended company for cleaning out dryer vents. Bill managed to take it one step further—he was the officiant at his clients' wedding, which took place in the condo he'd sold them. "People stick with us for life," Megan laughed. "The connection created with our clients brings such joy to our lives. We pride ourselves as a one-stop shop that continues past the settlement table."

Bill and Megan make an effort to engage with their past and present clients, whether it's social events or pie day, the realtor tradition of offering pies to clients to express appreciation. For the Rashes, it's become pie *week*; they personally deliver pies to homes across two counties the week before Thanksgiving. They find it's a great way to stay in touch with people. As Bill says, "It doesn't matter how good of a job you do, if they don't remember you did it." But don't bother asking where they get the pies; it's a closely-guarded secret.

For the Birds

Megan gets extremely creative with her marketing ideas. She came up with "Home Tweet Home," a campaign to build and deliver hundreds of birdhouses to people during the pandemic. She made it a contest, and asked people to follow her business page to be entered in a prize drawing. Megan found new clientele and brought joy to those stuck inside (not to mention the benefits to the birds).

Megan and Bill haven't strayed far from Second Street where it all began for them. They live in Lewes with their 12-year-old son Chase, and as busy as they are, they enjoy their family time. Their circle is constantly widening through the networking and friendships they've cultivated over the years. "We're not going anywhere," Megan likes to tell their clients.

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Bill, Megan and their son Chase

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TOP 100 STANDINGS • BY UNITS

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

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	76.5	\$57,134,456
2	Pamela Price	RE/MAX Advantage Realty	48.5	\$16,163,450
3	Dustin Oldfather	Compass	47	\$20,464,194
4	Jaime Hurlock	Long & Foster Real Estate, Inc.	42	\$17,867,924
5	PAUL TOWNSEND	Jack Lingo - Lewes	36.5	\$39,842,292
6	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	29	\$9,247,540
7	Russell G Griffin	Keller Williams Realty	26	\$9,312,250
8	MICHAEL KENNEDY	Compass	26	\$16,075,509
9	Debbie Reed	RE/MAX Realty Group Rehoboth	22	\$18,991,962
10	Kimberly Lear Hamer	Monument Sotheby's International Realty	22	\$27,622,390
11	Erin S. Lee	Keller Williams Realty	22	\$10,869,408
12	Dustin Parker	The Parker Group	20.5	\$8,382,525
13	Julie Gritton	Coldwell Banker Premier - Lewes	20.5	\$8,529,235
14	Cory Mayo	Compass	20	\$17,167,071
15	Ryan Haley	Atlantic Shores Sotheby's International Realty	19	\$10,618,500
16	Mary SCHROCK	Northrop Realty	18.5	\$9,349,465
17	Grant K Fritschle	Keller Williams Realty Delmarva	17.5	\$19,904,950
18	LINDA BOVA	SEA BOVA ASSOCIATES INC.	17	\$3,328,775
19	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	16	\$7,578,451
20	Andrew Staton	Monument Sotheby's International Realty	15	\$12,851,588
21	Darron Whitehead	Whitehead Real Estate Exec.	15	\$4,944,675
22	Meme ELLIS	RE/MAX Advantage Realty	15	\$5,183,520
23	PAUL MALTAGHATI	Monument Sotheby's International Realty	15	\$12,837,248
24	Bethany A. Drew	Hileman Real Estate-Berlin	14.5	\$8,145,800
25	CHRISTINE MCCOY	Coldwell Banker Realty	14.5	\$8,830,900
26	Jorge Chavez	Iron Valley Real Estate at The Beach	14	\$4,762,500
27	CHRISTINE TINGLE	Keller Williams Realty	14	\$8,820,800
28	William P Brown	Keller Williams Realty	14	\$4,969,335
29	DANIEL R LUSK	McWilliams/Ballard, Inc.	14	\$9,430,677
30	SHAUN TULL	Jack Lingo - Rehoboth	14	\$27,937,075
31	LESLIE KOPP	Long & Foster Real Estate, Inc.	13.5	\$20,039,750
32	Kevin E Decker	Coastal Life Realty Group LLC	13.5	\$8,004,350
33	David L Whittington Jr.	Coastal Life Realty Group LLC	13	\$6,882,000
34	Debora Hileman	Hileman Real Estate-Berlin	13	\$5,720,588

RANK	NAME	OFFICE	SALES	TOTAL
35	Demarcus L. Rush	Compass	13	\$6,608,180
36	Kristen Gebhart	Northrop Realty	13	\$8,229,700
37	Leslie I. Smith	Sheppard Realty Inc	12	\$6,376,000
38	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	12	\$8,102,490
39	Sally Todd Stout	Berkshire Hathaway HomeServices PenFed Realty - OP	12	\$4,718,900
40	Jaime Cortes	Coldwell Banker Realty	11.5	\$3,217,800
41	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	11.5	\$6,064,987
42	DONNA KENNEDY	Baywood Homes LLC	11	\$4,838,129
43	Nicole P. Callender	Keller Williams Realty Delmarva	11	\$5,777,990
44	Erin Marie Baker	Keller Williams Realty	11	\$3,028,074
45	CARRIE LINGO	Jack Lingo - Lewes	11	\$12,628,517
46	Lauren W. Bunting	Keller Williams Realty Delmarva	11	\$4,788,825
47	JAMES LATTANZI	Northrop Realty	11	\$4,494,000
48	SUZANNE MACNAB	RE/MAX Coastal	11	\$6,557,900
49	Ryan James McCoy	Coldwell Banker Realty	10.5	\$3,441,396
50	Frances Sterling	ERA Martin Associates	10.5	\$3,827,999

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 Delaware by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Coastal Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Chris Jett	RE/MAX Advantage Realty	10	\$5,287,600
52	LUZ A. ESCOBAR	Berkshire Hathaway HomeServices PenFed Realty	10	\$2,804,625
53	Jessica Lynch	Coldwell Banker Realty	10	\$4,753,400
54	HENRY A JAFFE	Monument Sotheby's International Realty	10	\$12,552,390
55	Joseph Wilson	Coastal Life Realty Group LLC	10	\$4,261,300
56	Vincente Michael DiPietro	Northrop Realty	10	\$6,235,900
57	Joseph Sterner	McWilliams/Ballard, Inc.	10	\$3,794,123
58	Harryson Domercant	Keller Williams Realty Delmarva	10	\$3,065,470
59	STACI WALLS	NextHome Tomorrow Realty	10	\$4,937,000
60	Paul A. Sicari	Compass	9.5	\$6,218,100
61	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	9.5	\$4,893,250
62	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	9.5	\$4,453,490
63	Mitchell G. David	Sheppard Realty Inc	9	\$4,892,400
64	Trenace Josiah	Coldwell Banker Realty	9	\$2,257,200
65	Melanie Shoff	Coastal Life Realty Group LLC	9	\$3,450,000
66	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	9	\$1,463,750

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RANK	NAME	OFFICE	SALES	TOTAL
67	DANIEL TAGLIENTI	Keller Williams Realty	9	\$6,815,000
68	Ann Buxbaum	Northrop Realty	9	\$5,409,000
69	Karen Oass	Long & Foster Real Estate, Inc.	9	\$3,568,001
70	Michael Dunn	Keller Williams Realty Delmarva	9	\$1,140,290
71	Taryn Walterhoefer	Berkshire Hathaway HomeServices PenFed Realty - OP	9	\$3,453,200
72	Andy Whitescarver	RE/MAX Realty Group Rehoboth	9	\$4,343,200
73	Jessica White Harrison	Patterson-Schwartz-Rehoboth	9	\$4,855,288
74	Tom Ruch	Northrop Realty	9	\$5,190,500
75	Brigit R Taylor	Keller Williams Realty	9	\$5,626,480
76	David M Willman	Coldwell Banker Realty	9	\$2,656,275
77	Dustin Oldfather	Compass	9	\$4,104,750
78	Shannon L Smith Hunt	Northrop Realty	9	\$7,043,900
79	Molly Bayard Brittingham	Jack Lingo - Rehoboth	9	\$5,626,800
80	Chris Ouellet	RE/MAX One	8.5	\$3,033,515
81	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	8.5	\$5,074,650
82	David Litz Jr.	Century 21 Emerald	8	\$3,473,793
83	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	8	\$3,108,000
84	Clinton Bickford	Keller Williams Realty Delmarva	8	\$3,216,500
85	C.D. Hall	Hall Realty	8	\$1,544,900
86	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	8	\$3,382,400
87	Tyler L Nicholls	The Parker Group	8	\$2,611,800
88	AMANDA RYAN	Jack Lingo - Rehoboth	8	\$6,073,275
89	William Rash	Northrop Realty	8	\$3,235,584
90	Elizabeth R Grace	Northrop Realty	8	\$3,480,292
91	Chelsea Rose Bristow	Jack Lingo - Lewes	8	\$4,644,357
92	Cheri Chenoweth	Berkshire Hathaway HomeServices PenFed Realty - OP	8	\$2,883,500
93	Gina Cockerille	Patterson-Schwartz-Rehoboth	8	\$3,419,999
94	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	8	\$4,521,900
95	Phillip Anderson	Keller Williams Realty	8	\$2,795,500
96	Phillip W Knight	Northrop Realty	8	\$2,934,900
97	KIM BOWDEN	Patterson-Schwartz-OceanView	8	\$3,546,490
98	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	8	\$2,726,900
99	Holly B. Worthington	Worthington Realty Group, LLC	8	\$3,221,900
100	Lisa Mathena	The Lisa Mathena Group, Inc.	7.5	\$2,633,000

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TOP 100 STANDINGS • BY VOLUME

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

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	76.5	\$57,134,456
2	PAUL TOWNSEND	Jack Lingo - Lewes	36.5	\$39,842,292
3	SHAUN TULL	Jack Lingo - Rehoboth	14	\$27,937,075
4	Kimberly Lear Hamer	Monument Sotheby's International Realty	22	\$27,622,390
5	Dustin Oldfather	Compass	47	\$20,464,194
6	LESLIE KOPP	Long & Foster Real Estate, Inc.	13.5	\$20,039,750
7	Grant K Fritschle	Keller Williams Realty Delmarva	17.5	\$19,904,950
8	Debbie Reed	RE/MAX Realty Group Rehoboth	22	\$18,991,962
9	Jaime Hurlock	Long & Foster Real Estate, Inc.	42	\$17,867,924
10	Cory Mayo	Compass	20	\$17,167,071
11	Pamela Price	RE/MAX Advantage Realty	48.5	\$16,163,450
12	MICHAEL KENNEDY	Compass	26	\$16,075,509
13	BRYCE LINGO	Jack Lingo - Rehoboth	5.5	\$13,194,750
14	Andrew Staton	Monument Sotheby's International Realty	15	\$12,851,588
15	PAUL MALTAGHATI	Monument Sotheby's International Realty	15	\$12,837,248
16	CARRIE LINGO	Jack Lingo - Lewes	11	\$12,628,517

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RANK	NAME	OFFICE	SALES	TOTAL
17	HENRY A JAFFE	Monument Sotheby's International Realty	10	\$12,552,390
18	KIKI HARGROVE	Long & Foster Real Estate, Inc.	7.5	\$12,508,000
19	Michael Reamy Jr	Monument Sotheby's International Realty	4	\$10,892,500
20	Erin S. Lee	Keller Williams Realty	22	\$10,869,408
21	Ryan Haley	Atlantic Shores Sotheby's International Realty	19	\$10,618,500
22	TJARK BATEMAN	Jack Lingo - Rehoboth	4	\$10,269,000
23	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	4	\$10,182,500
24	DANIEL R LUSK	McWilliams/Ballard, Inc.	14	\$9,430,677
25	Mary SCHROCK	Northrop Realty	18.5	\$9,349,465
26	Russell G Griffin	Keller Williams Realty	26	\$9,312,250
27	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	29	\$9,247,540
28	CHRISTINE MCCOY	Coldwell Banker Realty	14.5	\$8,830,900
29	ROB BURTON	RE/MAX Realty Group Rehoboth	4	\$8,825,000
30	CHRISTINE TINGLE	Keller Williams Realty	14	\$8,820,800
31	BILL CULLIN	Long & Foster Real Estate, Inc.	6.5	\$8,697,400
32	Julie Gritton	Coldwell Banker Premier - Lewes	20.5	\$8,529,235
33	RANDY MASON	Jack Lingo - Rehoboth	4.5	\$8,502,510
34	Dustin Parker	The Parker Group	20.5	\$8,382,525
35	Kristen Gebhart	Northrop Realty	13	\$8,229,700
36	Bethany A. Drew	Hileman Real Estate-Berlin	14.5	\$8,145,800
37	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	12	\$8,102,490
38	Kevin E Decker	Coastal Life Realty Group LLC	13.5	\$8,004,350
39	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	16	\$7,578,451
40	ELIZABETH M COOCH	Jack Lingo - Lewes	4	\$7,455,000
41	JOHN RISHKO	Patterson-Schwartz-Rehoboth	6	\$7,112,001
42	Shannon L Smith Hunt	Northrop Realty	9	\$7,043,900
43	David L Whittington Jr.	Coastal Life Realty Group LLC	13	\$6,882,000
44	DANIEL TAGLIENTI	Keller Williams Realty	9	\$6,815,000
45	Demarcus L. Rush	Compass	13	\$6,608,180
46	SUZANNE MACNAB	RE/MAX Coastal	11	\$6,557,900
47	JORDAN GARCIA	Long & Foster Real Estate, Inc.	7	\$6,538,990
48	Leslie I. Smith	Sheppard Realty Inc	12	\$6,376,000
49	Betsy Perry	Keller Williams Realty	7	\$6,360,900
50	JEANMARIE CLAVIER	Jack Lingo - Rehoboth	2	\$6,300,000



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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Vincente Michael DiPietro	Northrop Realty	10	\$6,235,900
52	Paul A. Sicari	Compass	9.5	\$6,218,100
53	Kimberly A Dyer	Monument Sotheby's International Realty	5.5	\$6,207,540
54	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	6	\$6,144,500
55	AMANDA RYAN	Jack Lingo - Rehoboth	8	\$6,073,275
56	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	11.5	\$6,064,987
57	TRACY J. KELLEY	Jack Lingo - Rehoboth	3	\$5,849,500
58	SHIRLEY E. KALVINSKY	Jack Lingo - Rehoboth	4	\$5,820,000
59	SHELBY SMITH	Long & Foster Real Estate, Inc.	7	\$5,803,000
60	Nicole P. Callender	Keller Williams Realty Delmarva	11	\$5,777,990
61	Debora Hileman	Hileman Real Estate-Berlin	13	\$5,720,588
62	Gary Michael Desch	Northrop Realty	7	\$5,696,219
63	Molly Bayard Brittingham	Jack Lingo - Rehoboth	9	\$5,626,800
64	Brigit R Taylor	Keller Williams Realty	9	\$5,626,480
65	Ann Buxbaum	Northrop Realty	9	\$5,409,000
66	Chris Jett	RE/MAX Advantage Realty	10	\$5,287,600
67	Marsha White	Crowley Associates Realty	3	\$5,215,000
68	Tom Ruch	Northrop Realty	9	\$5,190,500
69	Meme ELLIS	RE/MAX Advantage Realty	15	\$5,183,520
70	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	8.5	\$5,074,650
71	KIM S HOOK	RE/MAX Coastal	6.5	\$5,070,700
72	William P Brown	Keller Williams Realty	14	\$4,969,335
73	Darron Whitehead	Whitehead Real Estate Exec.	15	\$4,944,675
74	STACI WALLS	NextHome Tomorrow Realty	10	\$4,937,000
75	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	9.5	\$4,893,250
76	Mitchell G. David	Sheppard Realty Inc	9	\$4,892,400
77	Jessica White Harrison	Patterson-Schwartz-Rehoboth	9	\$4,855,288
78	DONNA KENNEDY	Baywood Homes LLC	11	\$4,838,129
79	Lauren W. Bunting	Keller Williams Realty Delmarva	11	\$4,788,825
80	Jorge Chavez	Iron Valley Real Estate at The Beach	14	\$4,762,500
81	Jessica Lynch	Coldwell Banker Realty	10	\$4,753,400
82	Sally Todd Stout	Berkshire Hathaway HomeServices PenFed Realty - OP	12	\$4,718,900
83	Chelsea Rose Bristow	Jack Lingo - Lewes	8	\$4,644,357
84	Cindy D Souza	Long & Foster Real Estate, Inc.	7	\$4,530,000

RANK	NAME	OFFICE	SALES	TOTAL
85	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	8	\$4,521,900
86	JAMES LATTANZI	Northrop Realty	11	\$4,494,000
87	Terence A. Riley	RE/MAX Advantage Realty	4	\$4,477,700
88	Jonathan M Barker	Keller Williams Realty Delmarva	6.5	\$4,462,500
89	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	9.5	\$4,453,490
90	KATHY GOODMAN	RE/MAX Coastal	7	\$4,429,000
91	Tamar S Nazarian	Coastal Life Realty Group LLC	6	\$4,406,000
92	Zane Daniel Jones	Jack Lingo - Rehoboth	3.5	\$4,384,500
93	Andy Whitescarver	RE/MAX Realty Group Rehoboth	9	\$4,343,200
94	Joseph Wilson	Coastal Life Realty Group LLC	10	\$4,261,300
95	LINDA MILLIKIN	Monument Sotheby's International Realty	5	\$4,235,000
96	AVA SEANEY CANNON	Jack Lingo - Rehoboth	2.5	\$4,229,500
97	DAVID T. KING	Berkshire Hathaway HomeServices PenFed Realty	3	\$4,210,000
98	SUSANNAH GRIFFIN	Long & Foster Real Estate, Inc.	5	\$4,203,888
99	Brian K Barrows	Monument Sotheby's International Realty	7	\$4,195,917
100	James B Coulter Jr.	Long & Foster Real Estate, Inc.	4	\$4,171,000

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