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Jess Bauer



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CONGRATS TOP 500

WELCOME TO BALTIMORE REAL PRODUCERS!

BY JILLEIEN FRANQUELLI

As I write this, 8 years ago today, on January 25, 2017, we submitted our very first deadline for *Baltimore Real Producers*. In the previous six months, Colleen pitched and sold the vision to individuals and businesses. These first Preferred Partners believed that building a community of the best was a cause worth investing in.

We hosted our launch party in May, and the nerves we felt were next level. While we had thrown some client appreciation parties before when we sold Cutco, we had never hosted one on this scale before. Every other day, we were talking each other off the ledge. Would anyone come? Could we create an environment where agents across brokerages and businesses would come together in the spirit of collaboration over competition?

Over the last 8 years, we have shared over 400 of your stories and countless articles that you have submitted, sharing your wealth of knowledge and expertise. It takes courage to be vulnerable and share your life with people you know, but to share openly

about your challenges, wins, losses, adventures, and other moments in your life with the industry you are part of, that is next level.

When asked what is my favorite part, it is your stories. I have laughed, cried, and cheered as I have read each one. I look forward to the next 400 and then the next, and next, and next...you get it.

Here we are for the 9th time announcing the Top 500 agents in the Baltimore Metro Area. The nerves and excitement of this announcement only grow each year. We are just as excited as you are when you make it, and our hearts are heavy when you come up a little short to make this list. However, once you are here, you are always a part of the family!

Welcome, class of 2025! We're happy you are here.

The website at BaltimoreRealProducers.com/agents provides valuable resources to help you make the most of this community. You can find the following -

- A welcome video
- Your 2025 Badge
- The 2025 Event Calendar with links to get tickets
- A form to update your contact information
- Links to nominate agents and refer vendors
- FAQs about being part of the BRP community
- A list of the BRP Preferred Partners

Speaking of Preferred Partners...This magazine and platform is FREE for the top 500 agents only because of them. We have been a special witness to how much these businesses believe in YOU and the COMMUNITY. Go ahead and check out our Preferred Partner index in this edition, on the website, and pinned to the top of our Facebook group to familiarize yourself with these businesses.

Each of them has been heavily recommended to us by YOU, the top agents in the community. They are the best of the best, and we look forward to our top agents and partners continuing to build strong relationships over the years to come!

For every Partner who said yes first and has continued to say yes to this amazing community, Thank You!



Congratulations to all and welcome!

Cheers,
Jill

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Congratulations on this badge of honor! Now it's time to show it off.



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Baltimore Real Producers 2025 Events Calendar

Wednesday, March 12

12 p.m. - 3 p.m.

Toast to the Top 500
Gunther & Co. —
3650 Toone Street,
Baltimore, MD 21224

Let's toast to the best in the business! This lunch will celebrate the BRP Top 500 class of 2025.

Wednesday, May 7

Time TBD

Pickleball Tournament
Location TBD

Join in on the fun and friendly competition as we bring together the community for BRP's first-ever Pickleball Tournament.

Thursday, June 12

6 p.m. - 10 p.m.

8th Anniversary Soirée
Baltimore Museum of Industry — 1415 Key Highway, Baltimore, MD 21230

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

Thursday, August 21

2 pm - 5 pm

Making a Difference with BRP
Location TBD

Bringing the community together for a service project. In partnership with Love & Lunches, we'll be assembling hygiene kits to support those in need.

Thursday, October 9

10 a.m. - 2 p.m.

Fall Mastermind
Location TBD

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

Thursday, November 20

5:30 p.m. - 9 p.m.

Fall Fête
Location TBD

Our final party of the year!

Visit BaltimoreRealProducers.com/agents to get your tickets and stay updated on all upcoming events!

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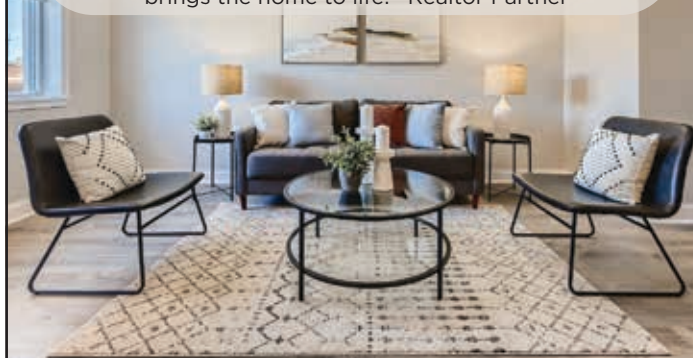
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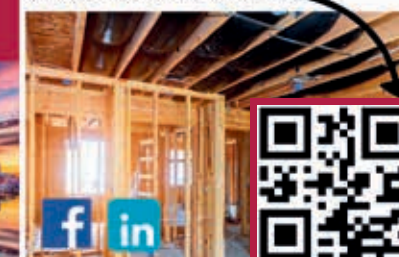


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Jessica Scott

OF ADVANTAGE TITLE COMPANY



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BY PAT RIPPEY
PHOTOS BY MELANIE HASSLER

What's it like to be 33 years old and not afraid of anything? Jessica Scott of Advantage Title Company may shed some light on that. Effusive and bubbly, Jessica doesn't give the impression that she's been through difficult times. She loves her job, claiming that her favorite part of the day is talking to people. In fact, she believes her chattiness is what moved her from her initial receptionist job to a marketing position where she "could talk all day." She is currently Director of Business Relations; most of her day is spent networking and prospecting for new business, along with meeting processors and clients to make sure everything is on track. "I love my agents," Jessica says. "They are inspiring and charity-driven. We have a really good industry in Maryland; we're very fortunate." Jessica says a good day is when she gets to talk to the buyers and sellers, and sees the emotions behind the transactions. She adds, laughing, "I spend a lot of time explaining what title is."

Admittedly, Jessica isn't where she thought she'd be after earning a degree in criminal justice and forensic chemistry from Towson University. She pursued working in a crime lab, envisioning herself as "the chick in the white coat with the big nerdy glasses." She also had definitive goals; giving herself a year to buy her first home. When a lab job didn't pan out, Jessica accepted two jobs on the same day—a waitressing gig and the receptionist position at Advantage Title. She ponders the path her life took. "It's not where I thought the trajectory of my life would go, but it made sense, and I enjoyed it, so I stayed."

Jessica met her goal of buying a home, and within a short time had flipped it and bought the Westminster horse farm where she currently lives. "It's what I always knew I wanted," she says, adding that she's been riding since she was 5. The farm comprises just under 4 acres and she has usage rights to an adjacent





“Nothing scares me anymore. I’ve done harder things.”

30 acres. She began giving riding lessons—at one point she taught 30-40 students per week. Everything had fallen into place; Jessica was married and had a 10-month-old son—when tragedy struck. Her husband died unexpectedly.

“Nothing scares me anymore.” Despite her grief, Jessica knew she had to be logical about her future. Her first priority was her son Landon, and she desperately wanted to keep the house and the farm. She loved her job at the title company, and her riding students. But she knew something had to go. Jessica says she laid out all the cards, added up all of her income and her bills, and decided she had to give up the riding lessons. She remembers a particularly low point, her baby strapped to her as she trudged out in the cold to feed the horses. “I knew it wouldn’t be like that forever,” she remembers telling herself during those hard times. Those trials only made her stronger. “Nothing scares me anymore,” she says. “I’ve done harder things.”

Four years later, she’s in a much better place. Jessica and her fiancé, James, live on the farm together and are planning a June 2025 wedding. Jessica describes 5-year-old Landon as “the happiest person I’ve ever met.” She has chickens, a horse, and a donkey, and boards an additional 3 horses. She is also giving riding lessons again. Jessica is an avid reader, and says her reads change according to the seasons—the same with the music she listens to and the way she decorates the house. She enjoys wakeboarding in the summer and snowboarding in the winter—she likes her feet planted on one surface. Her 5-year goal is to own a second home in Deep Creek, and there’s no doubt it will happen. For now, she’s firmly planted in the place she loves, and has no regrets. She’s weathered the worst of the seasons, and reflects on where her journey led her. “At the end of the day, where you’re meant to be, you will get there—and if you don’t, the universe does a good job of steering you.”

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Jess BAUER

FROM
CORPORATE
SUCCESS
TO REAL
ESTATE
EXCELLENCE

BY ABBY ISAACS • PHOTOS BY DAVID STUCK



Maryland native Jess Bauer transitioned from an impressive 14-year corporate career at Under Armour to a thriving role in the Baltimore area real estate scene. Following her heart to prioritize her family and community connections, she has never looked back, taking pride in her new role.

“It’s incredible to be part of someone’s journey to finding their dream home. It’s a huge responsibility, handling someone’s sanctuary. I don’t take it lightly,” Jess said.

Raised in Parkton, where she now raises her own family, Jess attended Notre Dame Prep in Towson before majoring in marketing at Clemson University. “I took a sports marketing class and really enjoyed it. I knew I wanted to come back and work for Under Armour,” Jess said.

True to her goal, Jess climbed the ranks at Under Armour, eventually leading the Collegiate Sports Marketing division. Yet, as her career flourished, she struggled to find balance. “I’m really dedicated to my work. I’m also very dedicated to my friends and family, so finding ways to marry those two and remind myself what I know and feel is most important has been a constant goal. I set a very high bar for myself.”

It was a connection through UA that would set her on the course to real estate. When she was ready to sell her Upper Fells Point home in 2015, a co-worker recommended her realtor friend, Christina Elliott.

“It was a really great experience. Christina brought me along for the whole process, and I felt like I was understanding everything differently. She was strategic, smart, and did things the right way while still aiming to win.”

In late 2019, Jess began pursuing her real estate license. However, the COVID-19 pandemic and the arrival of her second child delayed her plans. Balancing

motherhood with a demanding career eventually led her to step away from Under Armour in May 2022.

“Leaving was very hard because I loved the company and all the experiences it gave me. But balancing two kids and



Jess and her dog, Moose

frequent travel made me realize it was time for a change.”

After taking the summer to focus on her family, Jess joined Christina’s One Roof Team in Howard County. The team’s relationship-focused approach resonated with her values. “At Under Armour, my work was client and relationship-based, which I loved. At One Roof Team, relationships are front

and center, allowing me to connect with people and build meaningful relationships. That’s what fills my cup.”

The team’s reputation for going above and beyond ensures clients receive expert service, no matter the location. “Whether it’s Howard County, Baltimore City, or Montgomery County, we do our research and make ourselves experts in the areas our clients care about.”

“The biggest obstacle was the unknown and leaving my comfort zone. At Under Armour, I knew the people, the processes, and felt confident. But I reminded myself that hard work and doing my best would lead to success,” she said. Now, mentoring newer team members has given her confidence and fulfillment.

Jess draws strength from the driving force behind the career move: her family. She and her husband, Doug, have two children, Cailin (6) and Smith (4), as well as their beloved golden retriever, Moose. “It’s chaotic at all times, but I wouldn’t change it for the world.”

Maintaining a work-life balance remains a priority for Jess, and morning workouts are a crucial part of her routine. “Taking care of myself helps me show up as my best self for my family. We worked hard to build this family, and I’m intentional about owning my schedule so I can be present for them.”

“
IT’S CHAOTIC
AT ALL TIMES,
BUT I WOULDN’T
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In addition to their passion for traveling, the family is deeply involved in supporting the Alzheimer’s Association, a cause close to their hearts after losing her mother-in-law to the disease in 2022. In addition to their family hosting an annual golf tournament and participating in the Greater Maryland Walk in Hunt Valley, One Roof Team has also gotten involved and has contributed portions of transactions to the organization.

With her passion for relationships, commitment to growth, and focus on family, Jess Bauer is excelling in her new chapter. Her story inspires others to pursue balance and fulfillment in both personal and professional life.



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Rob & Michelle HOPKIN

of ProTec Inspection Services

BY LAUREN STEVENS • PHOTOS BY MELANIE HASSLER

Since 1986, ProTec Inspection Services has completed over 80,000 inspections in Washington D.C., Maryland, Virginia, and parts of Pennsylvania and New Jersey. The company has grown from the one-man show ProTec's President & Founder, Rob Hopkin, started to a team of 18 inspectors. Rob and his wife Michelle, the company's CEO & Co-Owner, lead a one-stop-shop, offering a wide array of services, from home and commercial inspection to specialty testing and sewer examination. They take pride in their 24/7 scheduling model, and 48-hour availability guarantee. Their comprehensive, top-notch service, unparalleled availability, and efficiency advances their vision to be "industry leaders providing exceptional real estate solutions." It also aligns with one of the company's guiding principles. "One of our North Stars is to make REALTORS® look good and make their jobs easier...If they call us, they don't have to make 15 other calls. They don't have to meet five other people. We can take care of everything that they need...all in one phone call and, many times, all in the same visit, [saving them] hours of time and preventing things from falling through the cracks."

ProTec also guarantees consistency. Their training program ensures that clients get the same high-quality experience no matter which team member completes their services. According to Rob, "Everybody learns to do things exactly the same way. They do the inspection in the same order. They write the inspection the same way, using the same words...Everybody does things the way that we want them done. There's a lot of continuity between the inspectors. If you get one guy, you can pretty much be assured that you're going to have the same experience with the next guy and the guy after that, and even the guy after that...And that is critical in this business because REALTORS® are risking a lot depending on a home inspector...many times, many thousands of dollars worth of their commission."

This level of consistency goes beyond just process. Michelle and Rob focus heavily on instilling the company's mission and values into day-to-day operations and have established a company culture focused on getting all staff members to be as passionate about those principles as the Hopkins are themselves. Michelle shares, "We

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have amazing company culture ... We start out all of our meetings with our mission statement...our vision, and then we state our core values... to execute with excellence, have a servant's heart, we're team players, we continuously improve and we act with integrity...If we hire people that share our mission, our vision and our values...everybody's going to be rowing in the same direction."

Michelle and Rob also say that a learning mindset is critical to their success and is another guiding principle for their team. The pair uses a personal story to highlight how such a mindset can make a big difference. "We were at a seafood restaurant...and Michelle had ordered King crab legs...and [the



Back Row- Dave Kemp, Eric Parker, Roger Richardson
Middle Row- Rob McColley, Zac Dixon, Cody Hohn, Mark Richard
Front Row- Spencer Cullen, Lily Salako, Ashley Walcott, Michelle Hopkin, Rob Hopkin



Spencer Cullen, Rob Hopkin, Rob McColley, Ashley Walcott, Lily Salako and Michelle Hopkin

waitress asked], 'Do you want me to show you how to crack them?' And I [said] 'No, I know how to crack a crab leg, I've been eating crab legs my whole life,' and then I [thought]...If she's asking that, maybe she knows something that I don't know.'...And she had the most amazing way of cracking crab legs. [We use that video] in one of our training things because a lot of times, when you're training somebody they're like, 'Oh, I know how to do that.' [But we encourage people to] always be open to continued learning, even if you know how to do it. Maybe there are ways just a little different that could tweak your process." In addition to training staff, the pair is also invested in helping others expand their personal wealth and success, from their own employees to other current and aspiring home inspectors. They offer coaching to other business owners and are continuing to grow that service in 2025. As Rob summarizes, "By helping one or two people, we can help thousands."

As Michelle and Rob continue to grow their business, they remain true to the values that have made them a success—ensuring that each client's experience is as positive and thorough as possible. At ProTec, "It's not all about the inspection, it's about the experience."

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FAQs

Q. What is the purpose of this community?

A. Our mission is to connect, elevate and inspire the best in local real estate. We believe that as a community, we ALL win when we choose to collaborate and work together. We facilitate this by sharing stories in our monthly magazine, hosting regular gatherings to help connect the Top 500 real estate agents with our Preferred Partners.

Q. As a Top 500 agent, how much does a membership to Baltimore Real Producers cost?

A. Nothing! It's completely free to you as a top 500 agent. How? The *Baltimore Real Producers* community is fully supported and funded by our Preferred Partners. These are local businesses that have all been vetted and recommended by multiple top producing agents of this community. The Preferred Partners choose to advertise in *Baltimore Real Producers* magazine and sponsor our events, which removes all cost to you as a Top 500 agent.

Q. How can I engage with other agent members and preferred partners?

A. Face-to-Face: You're invited to all our exclusive *Baltimore Real Producers* events (see our event calendar at the beginning of this

issue and on our website, baltimorerealproducers.com/agents). In order to ensure you receive our invites (sent by both email and / or text), be sure your best contact info is updated with us on that website.

Online: You're invited to join our private community Facebook group (link to join is on our website, baltimorerealproducers.com/agents). Need a referral or service? Just ask, we are constantly connecting our community members with each other online.

Q. Who are the Preferred Partners?

A. The *BRP* Preferred Partners are the local businesses and service providers who support this community and their clients at the highest level. Mortgage lenders, title companies, home inspectors, stagers, movers, insurance agents, contractors, photographers, the list goes on. The businesses on our list have all been vetted and referred to us by the Top 500 agents, so you know you are in good hands. Visit baltimorerealproducers.com/agents and click "Meet our Preferred Partners" to view and download the current list (updated monthly).

Q. How are the Top 500 agents determined?

A. At the beginning of each new calendar year, we have a third party create a report of the previous year's closed transactions and volume in the MLS. Visit our website and scroll down to this exact question in the FAQ section for a link to a helpful video that explains how the data is calculated and what criteria is used to generate the report.

Q. How can I refer a local business to join BRP as a Preferred Partner?

A. If you know & want to recommend a local business that would like to work with more top real estate agents, please email us at ops@rpmags.com and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

Q. How are the monthly magazine featured stories chosen?

A. Agents must first be *nominated* to be considered to be featured in the magazine. Once nominated, there are a few subsequent steps to determine if and when their story can be shared on our pages. The individuals we feature do NOT pay for the article; this is not a "pay-to-play" magazine. To nominate an agent (or yourself!), visit baltimorerealproducers.com, scroll down and click the "nominate an agent" button and fill out the short form.

Q. Are there any other opportunities to participate in the magazine?

A. Of course! We invite you to contribute content by writing articles to add value to our readership. Our writing team can help with ideas, structure, flow and proofreading. If you're interested in writing content, email us ops@rpmags.com and we can talk it through and get you published!

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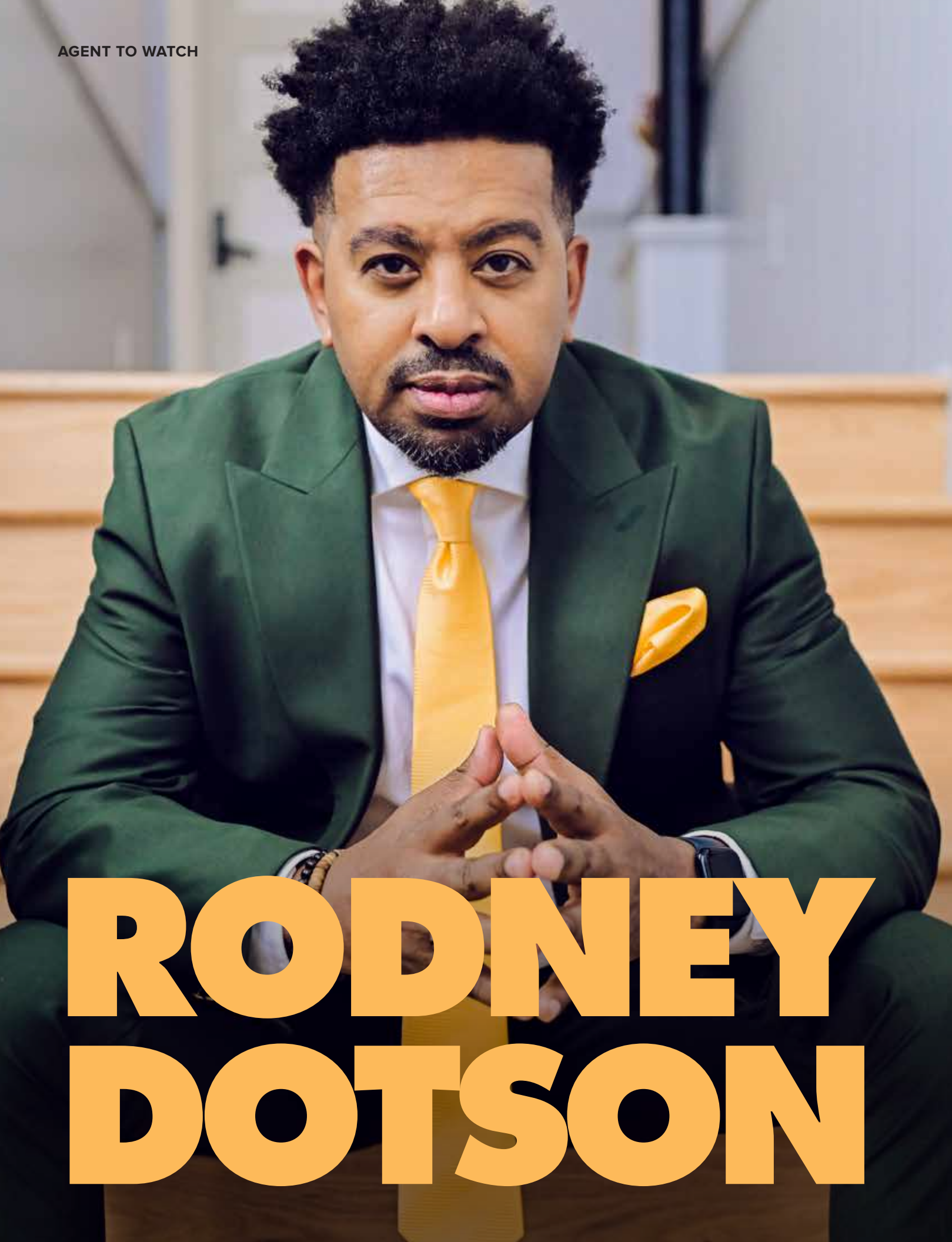
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RODNEY DOTSON

TRANSFORMING LIVES THROUGH REAL ESTATE & MENTORSHIP

BY ABBY ISAACS • PHOTOS BY DAVID STUCK • PHOTOGRAPHED AT THE JUSTICE THURGOOD MARSHALL AMENITY CENTER

Standing in the recently renovated Justice Thurgood Marshall Amenity Center, Rodney Dotson reflects on the legacy of equality and justice it represents. For the realtor, the historic school is not only a symbol of progress but a reminder of his commitment to transforming communities through mentorship and real estate. From his beginnings in West Baltimore to his music career and eventual rise in the real estate world, Rodney's journey in real estate is a testament to resilience, versatility, and a relentless drive to make a difference.



“At the end of the day, I just want to be a good representation of my family and my community. That’s what drives me,” Rodney said.

Rodney is now raising his family in a community just blocks from where he grew up. Walbrook Junction, on Baltimore’s far west side, was a neighborhood shaped by the economic struggles of the 1980s. Yet, Rodney’s upbringing was steeped in strong family values, thanks to his mother and grandmother, who instilled in him a sense of discipline and purpose.

“I grew up with solid standards,” Rodney said. “Choose who you hang with wisely, build a strong foundation.” Those principles propelled him academically, leading him to the prestigious Baltimore Polytechnic Institute (Poly). Commuting to Poly exposed Rodney to the stark economic contrast between the city’s zip codes, sparking his early curiosity about real estate. “Riding the bus blocks away from the mansions of Roland Park, then going back to my inner-city home, I started to become curious about real estate at a very young age.”

After high school, Rodney attended Morgan State University. But his path took a detour after the devastating loss of both parents in the same year. Seeking solace, Rodney pursued a music career with the boy band Nuance. The group found success, landing a record deal and touring with artists like Busta Rhymes in the early 2000s. “I loved the harmony and creativity of music, but after the tour, the group lost steam, and I knew it was time for a new chapter.”

That chapter began with Rodney returning to Morgan State, earning his degree in 2011. A real estate class reignited his passion for the industry, opening his eyes to its potential for uplifting communities.

Rodney launched his real estate career in 2014, working with several brokerages before finding Sotheby's International Realty in 2019. "Sotheby's was the right fit for my brand. Charlie Hatter, Shawn Evans, Kim Kepnes, and Eddy Ross do an awesome job leading the brokerage. They have high standards and provide incredible support, especially in marketing and diversity initiatives."

Today, Rodney represents clients across Baltimore and Baltimore County, showcasing the city's rich housing opportunities, from Reservoir Hill's historic brownstones to some of Baltimore County's finest properties. "Every neighborhood has something unique to offer."

Rodney's approach to real estate is grounded in empathy and education. He takes pride in helping clients understand the unique aspects of Baltimore's housing market, from ground rent to the history of row homes. One memorable transaction involved helping a woman relocate to a safer neighborhood. "It wasn't a big sale, but it changed her life. That's what real estate is about—making a tangible difference."

Beyond his work with clients, Rodney is an advocate for equality in housing. Over the past four years, he has co-authored a groundbreaking bill to remove buyers' names from contracts during the negotiation process to prevent discrimination. "If passed, it will be the first of its kind in the nation."

Rodney also dedicates time to mentoring young people, sharing his story to inspire others to overcome adversity. "I want to be a vessel. If I can help someone see their potential, I've done my job."

At the core of his endeavors is his family. Rodney and his wife, Shaquanna—a mental health professional—have been married for 14 years and have three children: Stephen (16), Ella (11), and Connor (9), who keep them on their toes.

In his free time, Rodney enjoys gaming, playing pool, attending concerts, and supporting the nonprofit For My Kidz, which is run by Jerel Wilson, his friend and fellow mentor. The organization

offers after-school programs and housing support for Baltimore's youth. "Giving back is a no-brainer," he said. "It's about creating opportunities for the next generation."

Whether he's guiding clients through the home-buying process, advocating for equity in real estate, or mentoring young people, Rodney embodies the spirit of Baltimore—resilient, resourceful, and ready to make a difference.



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EMPOWERING LEGACIES

Tim Eichhorn of Endeavor Title

30 YEARS STRONG
& STILL GROWING

BY LAUREN STEVENS • PHOTOS BY MELANIE HASSLER



2025 marks two milestones for Tim Eichhorn: his 30th year in the title industry and the 19th year of Endeavor Title. Three decades in and he's still going strong. "I still have juice in the tank. I still care about what I do, and I'm very passionate about it." His years of experience have taught him that success is about building relationships, solving problems, and having a positive impact. As he looks ahead, he plans to continue to focus on developing relationships and showing people what he has to offer. As he puts it, "People don't care how much you know until they know how much you care. I do care... I love fixing problems. I love solving things."

Tim Eichhorn is a born-and-bred Baltimorean who grew up in the Southwest part of the city. He now lives in Elkridge, but Baltimore is still his heart. He started his journey in the title industry in 1995, working as an abstracter. He progressed through roles as a title examiner, settlement agent, and operations manager. Eleven years in, he decided to give it a go on his own. He says it was "tougher than expected," and he credits Rich Rosario, Sr. for giving him his start in the title business and being his mentor in the beginning of his career.

Eventually, Endeavor Title was born, a feat he said wouldn't have been possible without his business partner, Jason Kahalas. "I could not have done anything without having him as my sounding board...Early on, we just really clicked." They decided to focus on a few, simple core values: "Don't lie, don't cheat, don't steal, it's that easy...everything else will click." The pair realize that you can (and should) spend time developing relationships, but if you don't operate with honesty and integrity, it can all come crashing down in a heartbeat.

But, as Tim acknowledges, it's not enough for just him and Jason to feel this way – it's important that everyone at Endeavor share these values – and they do. He specifically celebrated Stephen Seward, Operations Manager, and Renee Osbourn, Processing Manager, calling them his "left and right hands" and saying the company wouldn't have evolved to where it is today without them.

Tim also says he wouldn't be where he is now without his wife, Maribeth. "Without her, I would just be laying



in a ditch somewhere. She has been my rock...She left the corporate world to take care of the kids and she runs my house, and she frees me up to go make a living." Tim and Maribeth's children, Zak (22) and Zoe (18) are now making their own way in the world.

Tim's passion for helping people drives him. While he values all of his clients, he says "I love working with first-time homebuyers.... They're so excited, they're so happy, they don't want to do anything wrong." But he knows from experience that not every title transaction is motivated by happiness. He's helped many clients through difficulties, from death to divorce. He's even handled some of these transactions for free, like in 2022 when he handled a life estate deed for someone who was about to pass to mitigate the burden on their family. These transactions sparked something for him: the desire to leave behind a positive impact through philanthropic work. He's working to start a nonprofit to help people with their title issues when circumstances make that challenging. He plans to donate his knowledge and time to help these people – and he wants to enlist other professionals, like attorneys looking to provide pro bono work, to support.

Tim is also a passionate hiker, and the photos in this feature are from his favorite Maryland trail. He's planning to hike in Zion National Park this year and one day aspires to do the Camino de Santiago. He's also a long-time Dungeons and Dragons player – a bandwagon he was on long before it became part of popular culture.

If there's one thing that's clear, it's that Tim Eichhorn isn't just a title professional—he's a passionate, driven individual who still loves what he does. And with 30 years under his belt, it's safe to say he's just getting started.

“

I love working with first-time homebuyers.... They're so excited, they're so happy, they don't want to do anything wrong."



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LAURA

Snyder



Small but *Mighty*

BY PAT RIPPEY • PHOTOS BY ROY COX

For Laura Snyder (Laura Snyder Home Group of American Premier Realty), things have only gotten better since she was first featured on the cover of *Baltimore Real Producers* 8 years ago. She's been recognized numerous times (in *Wall Street Journal's* "The Thousand"- #1 in Maryland, voted Harford County's Best Real Estate Agent by the *Baltimore Sun's Harford Magazine*, and the top listing agent in Harford County in 2024). She and her team have produced impressive numbers; collectively they did \$83 million in 2024—\$52 million of which was attributed to Laura. Her team, which includes "amazing" agents Amy Shertzer and Tracy Csontos, is small but mighty—and that's the way Laura likes it.

Laura says about 88% of their clients are referrals, and the team's commitment to their clients is the reason. "I think it's because we take good care of our people," she maintains. "We have client appreciation events throughout the year. I think it shows that we really do care about them personally and we want to make sure to maintain a relationship well after the transaction's over. We don't ever want someone to feel like they are just a number or just a transaction." The popular client events include New York City bus trips and local gatherings to make cocktails or

charcuterie boards—and always include fundraising for a cause.

Providing Peace of Mind

In addition to maintaining relationships, Laura found that certain clients require special care. She noticed that, like her parents, people of retirement age have specific needs that include downsizing and making decisions about things they have accumulated over a lifetime. "People don't like change," Laura points out, adding that "Change is even harder as you get older." Armed with this knowledge, Laura was determined to make these transitions easier for people. She has connected with valuable resources and services, such as companies who run estate sales or buy things from the home. She has organizations that will pick up items designated for donation. If the client needs to get rid of a piano, she has a piano person. "I have created relationships with all these ancillary services so that I can provide extra value

to my clients and take the weight off of them for getting through this process," Laura says. She cites reviews from past clients who've gone through the process and will attest that they are better off after making the move. Laura gets satisfaction knowing she is providing value and at the same time giving her clients peace of mind.

Laura may be just as driven as ever, but a lot has changed in her personal life since 2017. She endured a custody battle that gave her full custody of her two children, and has had health issues that put an additional burden on her already stressful life. But she seems to take it all in stride. "Hurdles are my specialty," she says—although she's talking about *actual* hurdles. In addition to everything else she does, she continues to coach high school track and secure sponsorships for the Booster Club even though her kids are now in college. Her oldest, Josh, is a sophomore at Salisbury University, and daughter



Laura and her children, Josh and Ava



Ava is a freshman at University of Maryland College Park. Laura looks back on raising her kids with no regrets. “I didn’t miss anything,” she says, remembering the sporting events and awards she was able to attend because of her flexible schedule. Of all her awards and accomplishments, “raising two good human beings” is what she’s most proud of.

According to Laura, finding balance has made a difference in her life. She is able to take more time for herself, and enjoys bikram yoga, meditation, and Wednesday night bowling with friends. She even finds time to enjoy her place at the beach. Laura is also dedicated to several charitable organizations; two of which are especially close to her heart: the Bailey Bullock Heart and Soul Foundation and the John Henry Miller III Foundation. The organizations commemorate two of her son’s friends who tragically lost their lives at a young age.

Building Her Team

Laura’s current challenge is finding the right people to build what she calls her “small but productive” team, and she’s specific about what she’s looking for. “I want quality people who are hungry,” she explains. “We have fun together too, but I want you to be serious about making money, and if that’s your goal, we’re going to get there together.” Laura says her team has put systems in place that help maintain relationships with clients and deliver a higher level of service, but some lost leads convinced her she needed another buyer’s agent and admin. “I don’t like wasting leads,” Laura says. “That’s someone else’s future we could support.” She is taking her time finding a self-starter who fits her team and work ethic, and she would love to mastermind with another like-minded team leader going through this process. She plans to build and run an Airbnb in the future, in addition to the rentals she currently has—but she insists she’s never too busy to answer questions from clients. No matter what hurdles life throws at her, Laura will continue to live by what has sustained her in the past: “Focus on what you can control, and stay positive.”

“ I don't like wasting leads. That's someone else's future we could support.”

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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. | 40 | \$17,010,915 |
| 2 | Adam M Shpritz | Ashland Auction Group LLC | 25.5 | \$1,578,105 |
| 3 | Lee M Shpritz | Ashland Auction Group LLC | 24.5 | \$1,506,605 |
| 4 | Robert J Chew | Berkshire Hathaway HomeServices PenFed Realty | 23.5 | \$11,886,102 |
| 5 | Joseph A Petrone | Monument Sotheby's International Realty | 20 | \$15,459,069 |
| 6 | Lois Margaret Alberti | Alberti Realty, LLC | 19 | \$6,286,600 |
| 7 | Tineshia R. Johnson | NVR Services, Inc. | 19 | \$9,228,155 |
| 8 | Shawn M Evans | Monument Sotheby's International Realty | 13 | \$15,058,345 |
| 9 | Daniel McGhee | Homeowners Real Estate | 11 | \$3,794,000 |
| 10 | Robert J Lucido | Keller Williams Lucido Agency | 11 | \$7,765,728 |
| 11 | Tracy M Jennings | DRH Realty Capital, LLC. | 10 | \$6,864,881 |
| 12 | Larry E Cooper | Alex Cooper Auctioneers, Inc. | 10 | \$2,533,400 |
| 13 | Daniel B Register IV | Northrop Realty | 9 | \$2,735,500 |
| 14 | Gina L White | Lofgren-Sargent Real Estate | 8 | \$3,186,045 |
| 15 | Robert J Breeden | Berkshire Hathaway HomeServices Homesale Realty | 7.5 | \$2,655,000 |
| 16 | Ryan R Briggs | Anne Arundel Properties, Inc. | 7.5 | \$4,763,574 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|-------------------------------|---|-------|-------------|
| 17 | Nickolaus B Waldner | Keller Williams Realty Centre | 7 | \$3,517,395 |
| 18 | Lee R. Tessier | EXP Realty, LLC | 7 | \$2,402,250 |
| 19 | Jeremy Michael McDonough | Mr. Lister Realty | 7 | \$2,428,000 |
| 20 | Ira Klein | Pickwick Realty | 6 | \$751,000 |
| 21 | Robert D Kaetzel | Real Estate Professionals, Inc. | 6 | \$1,502,150 |
| 22 | Daniel Borowy | Redfin Corp | 6 | \$4,004,900 |
| 23 | Pamela A Terry | EXP Realty, LLC | 6 | \$746,477 |
| 24 | Bryan G Schafer | Compass | 6 | \$2,782,500 |
| 25 | Luis H Arrazola | A.J. Billig & Company | 6 | \$825,675 |
| 26 | Brian I Leibowitz | Maryland Realty Company | 6 | \$2,099,900 |
| 27 | Sandra E Echenique | Keller Williams Gateway LLC | 6 | \$1,465,000 |
| 28 | CINTIA M VALLADARES HERNANDEZ | EXP Realty, LLC | 6 | \$1,552,100 |
| 29 | Reta Sponsky | Cummings & Co. Realtors | 6 | \$3,059,900 |
| 30 | James Scott Travers Jr. | Next Step Realty | 6 | \$2,589,000 |
| 31 | Diana Pham | EXP Realty, LLC | 5.5 | \$2,484,677 |
| 32 | James T Weiskerger | Next Step Realty | 5.5 | \$2,930,500 |
| 33 | Jessica Dailey | Compass | 5 | \$1,976,000 |
| 34 | Rebecca M Ravera | Real Broker, LLC - Keswick | 5 | \$672,900 |
| 35 | cory andrew willems | Keller Williams Gateway LLC | 5 | \$1,705,000 |
| 36 | Veronica A Sniscak | Compass | 5 | \$1,883,750 |
| 37 | David Orso | Berkshire Hathaway HomeServices PenFed Realty | 5 | \$5,258,000 |
| 38 | Bob A Mikelskas | Rosario Realty | 5 | \$1,750,000 |
| 39 | Daniel Drechsler | Douglas Realty, LLC | 5 | \$1,460,000 |
| 40 | Yevgeny Drubetskoy | EXP Realty, LLC | 5 | \$1,281,000 |
| 41 | Bradley Morsberger | Coldwell Banker Realty | 5 | \$4,058,000 |
| 42 | Gregory M Golding | ExecuHome Realty | 5 | \$536,900 |
| 43 | Enoch P Moon | Realty 1 Maryland, LLC | 5 | \$2,065,000 |
| 44 | Daniel G Motz | Berkshire Hathaway HomeServices Homesale Realty | 5 | \$1,423,500 |
| 45 | willy anderson guerra | Douglas Realty, LLC | 5 | \$1,659,000 |
| 46 | Mitchell J Toland Jr. | Redfin Corp | 5 | \$2,162,800 |
| 47 | Charlotte Savoy | The KW Collective | 5 | \$1,959,000 |
| 48 | Jeremy Batoff | Compass | 5 | \$3,150,900 |
| 49 | Bob Simon | Long & Foster Real Estate, Inc. | 4.5 | \$722,500 |
| 50 | Jessica DuLaney (Nonn) | Next Step Realty | 4.5 | \$2,345,000 |

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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 | Vincent M Caropreso | Keller Williams Flagship | 4.5 | \$2,703,000 |
| 52 | Bill Franklin | Long & Foster Real Estate, Inc. | 4.5 | \$2,442,950 |
| 53 | Julie Singer | Northrop Realty | 4.5 | \$2,465,000 |
| 54 | Elisheva Ashman | Pickwick Realty | 4.5 | \$1,931,000 |
| 55 | Bradley R Kappel | TTR Sotheby's International Realty | 4.5 | \$13,567,500 |
| 56 | Peter J Klebenow | RE/MAX Advantage Realty | 4.5 | \$1,151,500 |
| 57 | Montaz Maurice McCray | Keller Williams Realty Centre | 4 | \$929,500 |
| 58 | Kim Barton | Keller Williams Legacy | 4 | \$1,568,484 |
| 59 | Heidi S Krauss | Krauss Real Property Brokerage | 4 | \$4,410,000 |
| 60 | Daniel M Billig | A.J. Billig & Company | 4 | \$1,017,350 |
| 61 | Joseph L Driver | Century 21 Downtown | 4 | \$1,068,500 |
| 62 | edward zebeck Jr. | Douglas Realty, LLC | 4 | \$1,067,000 |
| 63 | Matthew J Zielinski | Cummings & Co. Realtors | 4 | \$2,660,000 |
| 64 | Jason P Donovan | RE/MAX Leading Edge | 4 | \$2,015,000 |
| 65 | Sudarshan Paudel | Ghimire Homes | 4 | \$1,132,000 |
| 66 | Kerry McElhenny O'Hara | Engel & Volkers Annapolis | 4 | \$2,024,000 |
| 67 | Donald L Beecher | Redfin Corp | 4 | \$2,034,300 |
| 68 | David E Jimenez | RE/MAX Distinctive Real Estate, Inc. | 4 | \$1,405,000 |
| 69 | Amy Sheinin | Monument Sotheby's International Realty | 4 | \$1,630,000 |
| 70 | Robert J Christian | CENTURY 21 New Millennium | 4 | \$1,505,100 |
| 71 | Juwan Lee Richardson | Keller Williams Legacy | 4 | \$1,140,000 |
| 72 | Allen J Stanton | RE/MAX Executive | 4 | \$1,638,343 |
| 73 | Sara Lee Ann Wells O'Malley | AB & Co Realtors, Inc. | 4 | \$2,046,391 |
| 74 | Michael Lopez | RE/MAX Distinctive Real Estate, Inc. | 4 | \$1,075,900 |
| 75 | TARA K MARTIN | Samson Properties | 4 | \$1,140,000 |
| 76 | Jolene A Smith | JS Realty LLC | 4 | \$1,907,000 |
| 77 | Asha Goel | Long & Foster Real Estate, Inc. | 4 | \$2,889,500 |
| 78 | Robert A Commodari | EXP Realty, LLC | 4 | \$1,533,000 |
| 79 | Harold A Kelly | ExecuHome Realty | 4 | \$760,000 |
| 80 | Thomas Nwachukwu | Century 21 Downtown | 4 | \$510,000 |
| 81 | AMELIA E SMITH | Redfin Corp | 4 | \$4,331,920 |
| 82 | Mark M Novak | Cummings & Co. Realtors | 4 | \$1,475,500 |
| 83 | Tony Migliaccio | Long & Foster Real Estate, Inc. | 4 | \$1,435,000 |
| 84 | Laura Nicole Livengood | AB & Co Realtors, Inc. | 4 | \$1,479,900 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|---------------------|---|-------|-------------|
| 85 | Jason W Perlow | Monument Sotheby's International Realty | 3.5 | \$4,444,900 |
| 86 | Alyson Anderson I | Allfirst Realty, Inc. | 3.5 | \$1,230,750 |
| 87 | Charlie Hatter | Monument Sotheby's International Realty | 3.5 | \$3,615,000 |
| 88 | Eric A Clash | VYBE Realty | 3.5 | \$643,750 |
| 89 | Tina C Beliveau | EXP Realty, LLC | 3.5 | \$1,173,000 |
| 90 | Joseph S Bird | Red Cedar Real Estate, LLC | 3.5 | \$2,722,500 |
| 91 | Donnell Spivey Sr. | EXIT Spivey Professional Realty Co. | 3.5 | \$1,764,500 |
| 92 | Jared T Block | Alex Cooper Auctioneers, Inc. | 3.5 | \$626,950 |
| 93 | Chance Hazelton | Northrop Realty | 3.5 | \$1,256,693 |
| 94 | Cristina Lopez | Douglas Realty, LLC | 3.5 | \$882,500 |
| 95 | Andrew Udem | Berkshire Hathaway HomeServices Homesale Realty | 3.5 | \$1,547,000 |
| 96 | Michael J Schiff | EXP Realty, LLC | 3.5 | \$1,806,950 |
| 97 | William W Magruder | Long & Foster Real Estate, Inc. | 3.5 | \$1,553,900 |
| 98 | Kathy A Banaszewski | Real Estate Professionals, Inc. | 3.5 | \$1,325,000 |
| 99 | Linda K Fredeking | Monument Sotheby's International Realty | 3.5 | \$1,390,000 |
| 100 | Nicholas Cintron | APEX Realty, LLC | 3 | \$1,825,813 |

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 2025

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| RANK | NAME | OFFICE | SALES | TOTAL |
|------|--------------------|---|-------|-------------|
| 101 | Raj Singh Sidhu | Your Realty Inc. | 3 | \$1,440,000 |
| 102 | Jeremey Weiss | Keller Williams Flagship | 3 | \$1,155,850 |
| 103 | Laura M Snyder | American Premier Realty, LLC | 3 | \$993,500 |
| 104 | Sarah V Liska | Freedom Realty LLC | 3 | \$1,045,000 |
| 105 | Robert P. Frey | Hyatt & Company Real Estate, LLC | 3 | \$760,900 |
| 106 | John E Rawlings | Samson Properties | 3 | \$803,000 |
| 107 | David J Webber Sr. | RE/MAX Leading Edge | 3 | \$1,675,000 |
| 108 | Amber R Valenzuela | Berkshire Hathaway HomeServices Homesale Realty | 3 | \$1,394,000 |
| 109 | Kenita E Tang | EXP Realty, LLC | 3 | \$1,490,000 |
| 110 | Michael J Kane | RE/MAX Distinctive Real Estate, Inc. | 3 | \$1,191,500 |
| 111 | Laura M. Ball | Cummings & Co. Realtors | 3 | \$1,835,000 |
| 112 | Peter Boscas | Red Cedar Real Estate, LLC | 3 | \$2,212,000 |
| 113 | James P Leyh | MJL Realty LLC | 3 | \$1,165,000 |
| 114 | Arianit Musliu | Redfin Corp | 3 | \$1,685,000 |
| 115 | Maria Weaver | RE/MAX Advantage Realty | 3 | \$1,851,900 |
| 116 | Jennifer A Klarman | Long & Foster Real Estate, Inc. | 3 | \$2,225,000 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|-----------------------------|---|-------|-------------|
| 117 | Ali Raza | Taylor Properties | 3 | \$1,445,000 |
| 118 | James H Stephens | EXP Realty, LLC | 3 | \$1,345,500 |
| 119 | Eric J Figurelle | Cummings & Co. Realtors | 3 | \$1,166,000 |
| 120 | Jeremy R Snyder | Cummings & Co. Realtors | 3 | \$763,800 |
| 121 | Matthew D Rhine | Keller Williams Legacy | 3 | \$1,699,000 |
| 122 | Aimee C O'Neill | O'Neill Enterprises Realty | 3 | \$2,006,800 |
| 123 | Lynn A Peaper | Next Step Realty | 3 | \$1,497,750 |
| 124 | Deepak Nathani | EXP Realty, LLC | 3 | \$1,196,000 |
| 125 | Michael C Mondy | Keller Williams Realty Centre | 3 | \$1,023,000 |
| 126 | Melissa A Chick | Engel & Volkers Annapolis | 3 | \$2,239,500 |
| 127 | Ana I Gabrea | EXP Realty, LLC | 3 | \$1,170,000 |
| 128 | Juliana Weaver | AB & Co Realtors, Inc. | 3 | \$1,045,500 |
| 129 | Jennifer A Bayne | Long & Foster Real Estate, Inc. | 3 | \$737,500 |
| 130 | Denise Kenney | Cummings & Co. Realtors | 3 | \$1,500,000 |
| 131 | Craig Powell Jr. | Brick and Quill Realty | 3 | \$977,000 |
| 132 | John M Boring | Century 21 Don Gurney | 3 | \$1,233,900 |
| 133 | Justin W Guest | ExecuHome Realty | 3 | \$910,900 |
| 134 | Dale L Watkins | EXP Realty, LLC | 3 | \$1,402,800 |
| 135 | Gina M Gargeu | Century 21 Downtown | 3 | \$333,500 |
| 136 | Jordan Prochazka | VYBE Realty | 3 | \$465,000 |
| 137 | Melissa Lonsbury | AB & Co Realtors, Inc. | 3 | \$1,200,900 |
| 138 | Marta Lopushanska | Berkshire Hathaway HomeServices Homesale Realty | 3 | \$1,135,000 |
| 139 | Steve R Kuzma | Weichert, Realtors - Diana Realty | 3 | \$931,900 |
| 140 | Kirk Steffes | Cummings & Co. Realtors | 3 | \$1,900,000 |
| 141 | Katelyn Elizabeth Schmittle | Keller Williams Realty Centre | 3 | \$1,239,000 |
| 142 | Olga Kogan | Allfirst Realty, Inc. | 3 | \$810,000 |
| 143 | Aaron Gartrell III | Keller Williams Realty Centre | 3 | \$710,000 |
| 144 | Mary Anne Kowalewski | KOVO Realty | 3 | \$2,044,700 |
| 145 | Jeannette A Westcott | Keller Williams Realty Centre | 3 | \$979,900 |
| 146 | Samantha Allen | Rise Real Estate, LLC | 3 | \$896,000 |
| 147 | Colin Dean Hartlieb | VYBE Realty | 3 | \$638,000 |
| 148 | Dionne Wainwright Powell | EXP Realty, LLC | 3 | \$1,904,000 |
| 149 | Shannon Scagnelli | Krauss Real Property Brokerage | 3 | \$1,450,000 |
| 150 | Victoria Kaminski | EXP Realty, LLC | 3 | \$1,605,000 |

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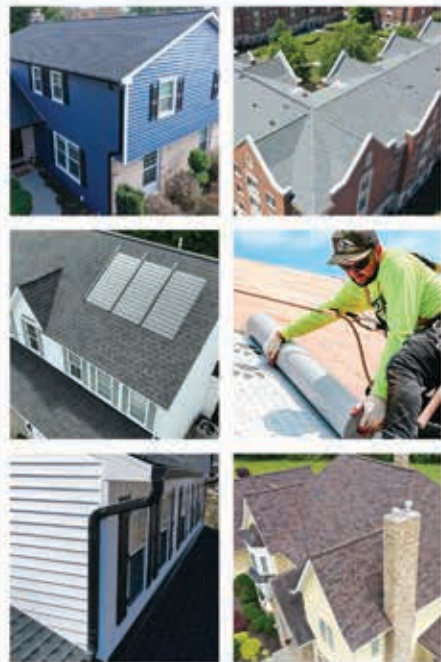
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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 2025

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

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| 6 | Georgeann A Berkinshaw | Coldwell Banker Realty | 2.5 | \$9,602,510 |
| 7 | Tineshia R. Johnson | NVR Services, Inc. | 19 | \$9,228,155 |
| 8 | Helen Regina Miller | Long & Foster Real Estate, Inc. | 2 | \$7,945,000 |
| 9 | Robert J Lucido | Keller Williams Lucido Agency | 11 | \$7,765,728 |
| 10 | Tracy M Jennings | DRH Realty Capital, LLC. | 10 | \$6,864,881 |
| 11 | Ricky Cantore III | RE/MAX Advantage Realty | 2.5 | \$6,347,500 |
| 12 | Lois Margaret Alberti | Alberti Realty, LLC | 19 | \$6,286,600 |
| 13 | Karen Hubble Bisbee | Hubble Bisbee Christie's International Real Estate | 1.5 | \$6,075,000 |
| 14 | David Orso | Berkshire Hathaway HomeServices PenFed Realty | 5 | \$5,258,000 |
| 15 | Diane M Donohue | Monument Sotheby's International Realty | 1 | \$5,250,000 |
| 16 | Alexandra T Sears | TTR Sotheby's International Realty | 2 | \$4,800,000 |
| 17 | Ryan R Briggs | Anne Arundel Properties, Inc. | 7.5 | \$4,763,574 |
| 18 | Jason W Perlow | Monument Sotheby's International Realty | 3.5 | \$4,444,900 |
| 19 | Heidi S Krauss | Krauss Real Property Brokerage | 4 | \$4,410,000 |
| 20 | David A Sherbow | VYBE Realty | 1 | \$4,400,000 |
| 21 | Creig E Northrop III | Northrop Realty | 1 | \$4,400,000 |
| 22 | AMELIA E SMITH | Redfin Corp | 4 | \$4,331,920 |
| 23 | Reid Buckley | Long & Foster Real Estate, Inc. | 2.5 | \$4,296,000 |
| 24 | Jessica Guevara-Knopp | EXP Realty, LLC | 1 | \$4,250,000 |
| 25 | Beth Viscarra | Cummings & Co. Realtors | 2 | \$4,135,000 |
| 26 | Bradley Morsberger | Coldwell Banker Realty | 5 | \$4,058,000 |
| 27 | Daniel Borowy | Redfin Corp | 6 | \$4,004,900 |
| 28 | Daniel McGhee | Homeowners Real Estate | 11 | \$3,794,000 |
| 29 | Day W Weitzman | Coldwell Banker Realty | 0.5 | \$3,700,000 |
| 30 | Robert Weitzman | Coldwell Banker Realty | 0.5 | \$3,700,000 |
| 31 | Charlie Hatter | Monument Sotheby's International Realty | 3.5 | \$3,615,000 |
| 32 | Sandra M Lofgren-Sargent | Lofgren-Sargent Real Estate | 1.5 | \$3,600,000 |
| 33 | Brent J Allen | Long & Foster Real Estate, Inc. | 1 | \$3,575,000 |
| 34 | Nickolaus B Waldner | Keller Williams Realty Centre | 7 | \$3,517,395 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|----------------------|---|-------|-------------|
| 35 | Gina L White | Lofgren-Sargent Real Estate | 8 | \$3,186,045 |
| 36 | Jeremy Batoff | Compass | 5 | \$3,150,900 |
| 37 | Reta Sponsky | Cummings & Co. Realtors | 6 | \$3,059,900 |
| 38 | Julie C Knott | Lofgren-Sargent Real Estate | 1.5 | \$3,005,000 |
| 39 | James T Weiskerger | Next Step Realty | 5.5 | \$2,930,500 |
| 40 | Ani Gonzalez-Brunet | Coldwell Banker Realty | 3 | \$2,896,500 |
| 41 | Asha Goel | Long & Foster Real Estate, Inc. | 4 | \$2,889,500 |
| 42 | Bryan G Schafer | Compass | 6 | \$2,782,500 |
| 43 | Daniel B Register IV | Northrop Realty | 9 | \$2,735,500 |
| 44 | Joseph S Bird | Red Cedar Real Estate, LLC | 3.5 | \$2,722,500 |
| 45 | Vincent M Caropreso | Keller Williams Flagship | 4.5 | \$2,703,000 |
| 46 | Joanna M Dalton | Coldwell Banker Realty | 2 | \$2,685,000 |
| 47 | Amanda B Mitchell | Monument Sotheby's International Realty | 2 | \$2,682,500 |
| 48 | Sarah Greenlee Morse | TTR Sotheby's International Realty | 2 | \$2,665,000 |
| 49 | Matthew J Zielinski | Cummings & Co. Realtors | 4 | \$2,660,000 |
| 50 | Robert J Breeden | Berkshire Hathaway HomeServices Homesale Realty | 7.5 | \$2,655,000 |

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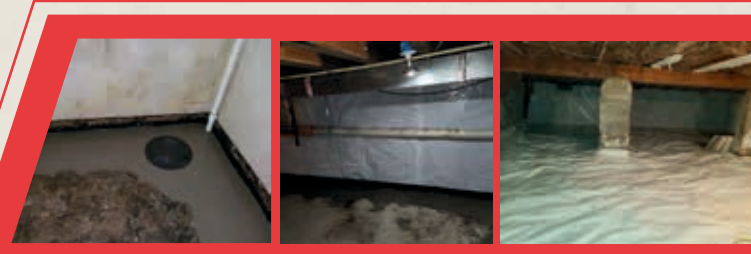


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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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 | Olivia Docal | EXP Realty, LLC | 1 | \$2,600,000 |
| 52 | James Scott Travers Jr. | Next Step Realty | 6 | \$2,589,000 |
| 53 | Larry E Cooper | Alex Cooper Auctioneers, Inc. | 10 | \$2,533,400 |
| 54 | Alan Klatsky | Monument Sotheby's International Realty | 0.5 | \$2,495,000 |
| 55 | Brian D Saver | Long & Foster Real Estate, Inc. | 2 | \$2,490,000 |
| 56 | Diana Pham | EXP Realty, LLC | 5.5 | \$2,484,677 |
| 57 | JOHN R. CLARK | Taylor Properties | 1 | \$2,467,500 |
| 58 | Julie Singer | Northrop Realty | 4.5 | \$2,465,000 |
| 59 | Bill Franklin | Long & Foster Real Estate, Inc. | 4.5 | \$2,442,950 |
| 60 | Jeremy Michael McDonough | Mr. Lister Realty | 7 | \$2,428,000 |
| 61 | Lee R. Tessier | EXP Realty, LLC | 7 | \$2,402,250 |
| 62 | Dee Dee R McCracken | Coldwell Banker Realty | 1 | \$2,350,000 |
| 63 | Michael Sutton | Berkshire Hathaway HomeServices Homesale Realty | 1 | \$2,350,000 |
| 64 | P. Sean O'Conor | O'Conor, Mooney & Fitzgerald | 1 | \$2,350,000 |
| 65 | Jessica DuLaney (Nonn) | Next Step Realty | 4.5 | \$2,345,000 |
| 66 | Melissa A Chick | Engel & Volkers Annapolis | 3 | \$2,239,500 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|-----------------------------|---|-------|-------------|
| 67 | Jennifer A Klarman | Long & Foster Real Estate, Inc. | 3 | \$2,225,000 |
| 68 | Peter Boscas | Red Cedar Real Estate, LLC | 3 | \$2,212,000 |
| 69 | MAAHEEN ASIF | Real Estate Professionals, Inc. | 2 | \$2,205,000 |
| 70 | Gilbert E Poudrier Jr. | TTR Sotheby's International Realty | 3 | \$2,180,000 |
| 71 | Mitchell J Toland Jr. | Redfin Corp | 5 | \$2,162,800 |
| 72 | Scott M. Schuetter | Berkshire Hathaway HomeServices PenFed Realty | 3 | \$2,162,500 |
| 73 | Gary A Schneider | Long & Foster Real Estate, Inc. | 2 | \$2,151,500 |
| 74 | Brian I Leibowitz | Maryland Realty Company | 6 | \$2,099,900 |
| 75 | Enoch P Moon | Realty 1 Maryland, LLC | 5 | \$2,065,000 |
| 76 | Christine Bernadette King | Coldwell Banker Realty | 1 | \$2,050,000 |
| 77 | Sara Lee Ann Wells O'Malley | AB & Co Realtors, Inc. | 4 | \$2,046,391 |
| 78 | Carol L Tinnin | RE/MAX Leading Edge | 3 | \$2,044,800 |
| 79 | Mary Anne Kowalewski | KOVO Realty | 3 | \$2,044,700 |
| 80 | Donald L Beecher | Redfin Corp | 4 | \$2,034,300 |
| 81 | Kerry McElhenny O'Hara | Engel & Volkers Annapolis | 4 | \$2,024,000 |
| 82 | Jason P Donovan | RE/MAX Leading Edge | 4 | \$2,015,000 |
| 83 | Aimee C O'Neill | O'Neill Enterprises Realty | 3 | \$2,006,800 |
| 84 | Jonathan E. Rundlett | Toll MD Realty, LLC | 1 | \$2,000,230 |
| 85 | Jessica Dailey | Compass | 5 | \$1,976,000 |
| 86 | Debbie Kaye | Berkshire Hathaway HomeServices PenFed Realty | 0.5 | \$1,975,000 |
| 87 | Charlotte Savoy | The KW Collective | 5 | \$1,959,000 |
| 88 | Thomas J Mooney IV | O'Conor, Mooney & Fitzgerald | 2 | \$1,957,500 |
| 89 | Karriem Hopwood | Corner House Realty | 2 | \$1,955,000 |
| 90 | Elisheva Ashman | Pickwick Realty | 4.5 | \$1,931,000 |
| 91 | Un H McAdory | Realty 1 Maryland, LLC | 3 | \$1,929,990 |
| 92 | Jolene A Smith | JS Realty LLC | 4 | \$1,907,000 |
| 93 | Michelle D Jonasson-Jones | Redfin Corp | 3 | \$1,904,900 |
| 94 | Dionne Wainwright Powell | EXP Realty, LLC | 3 | \$1,904,000 |
| 95 | Kirk Steffes | Cummings & Co. Realtors | 3 | \$1,900,000 |
| 96 | Veronica A Sniscak | Compass | 5 | \$1,883,750 |
| 97 | Peggy H Fancher | ExecuHome Realty | 2 | \$1,875,000 |
| 98 | Nadine Vassell | Taylor Properties | 2 | \$1,855,000 |
| 99 | Maria Weaver | RE/MAX Advantage Realty | 3 | \$1,851,900 |
| 100 | Laura M. Ball | Cummings & Co. Realtors | 3 | \$1,835,000 |

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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 | Nicholas Cintron | APEX Realty, LLC | 3 | \$1,825,813 |
| 102 | Charles D Hoyt | Keller Williams Select Realtors | 2 | \$1,814,900 |
| 103 | Michael J Schiff | EXP Realty, LLC | 3.5 | \$1,806,950 |
| 104 | Lisa E Kittleman | The KW Collective | 2.5 | \$1,805,000 |
| 105 | Kelly Laye | Lofgren-Sargent Real Estate | 1 | \$1,805,000 |
| 106 | Ross Tobin | RE/MAX Aspire | 3 | \$1,790,000 |
| 107 | Denise R Patrick | Long & Foster Real Estate, Inc. | 1.5 | \$1,767,500 |
| 108 | Donnell Spivey Sr. | EXIT Spivey Professional Realty Co. | 3.5 | \$1,764,500 |
| 109 | Mark Richa | Cummings & Co. Realtors | 3 | \$1,761,000 |
| 110 | Samuel P Bruck | Northrop Realty | 3 | \$1,755,000 |
| 111 | Bob A Mikelskas | Rosario Realty | 5 | \$1,750,000 |
| 112 | Jeffrey A Gaines | Berkshire Hathaway HomeServices Homesale Realty | 2.5 | \$1,716,000 |
| 113 | Jagdeep Ghotra | Northrop Realty | 2 | \$1,710,000 |
| 114 | cory andrew willems | Keller Williams Gateway LLC | 5 | \$1,705,000 |
| 115 | Matthew D Rhine | Keller Williams Legacy | 3 | \$1,699,000 |
| 116 | Arianit Musliu | Redfin Corp | 3 | \$1,685,000 |
| 117 | David J Webber Sr. | RE/MAX Leading Edge | 3 | \$1,675,000 |
| 118 | Michelle Pennington | CENTURY 21 New Millennium | 3 | \$1,672,900 |
| 119 | Maria D Stucky DeJuan | Berkshire Hathaway HomeServices Homesale Realty | 2 | \$1,670,000 |
| 120 | Luke Zerwitz | Compass | 3 | \$1,660,000 |
| 121 | willy anderson guerra | Douglas Realty, LLC | 5 | \$1,659,000 |
| 122 | Markus " Mager | Redfin Corp | 3 | \$1,651,999 |
| 123 | David G Yungmann | The KW Collective | 2 | \$1,650,000 |
| 124 | Noah T Mumaw | Monument Sotheby's International Realty | 1 | \$1,650,000 |
| 125 | Allen J Stanton | RE/MAX Executive | 4 | \$1,638,343 |
| 126 | Amy Sheinin | Monument Sotheby's International Realty | 4 | \$1,630,000 |
| 127 | Trent C Gladstone | The KW Collective | 3 | \$1,621,500 |
| 128 | Victoria Kaminski | EXP Realty, LLC | 3 | \$1,605,000 |
| 129 | Tammy Brill | RE/MAX Executive | 2 | \$1,600,000 |
| 130 | Betty P Batty | Compass | 2 | \$1,595,000 |
| 131 | Elizabeth Arentz | Coldwell Banker Realty | 2.5 | \$1,585,924 |
| 132 | Adam M Shpritz | Ashland Auction Group LLC | 25.5 | \$1,578,105 |
| 133 | Daniel V Iampieri | RE/MAX Aspire | 2 | \$1,575,000 |
| 134 | Arabella K Brockett | Samson Properties | 1 | \$1,570,000 |

| RANK | NAME | OFFICE | SALES | TOTAL |
|------|-------------------------------|---|-------|-------------|
| 135 | Kim Barton | Keller Williams Legacy | 4 | \$1,568,484 |
| 136 | Carlos Contreras | Caprika Realty | 2 | \$1,555,000 |
| 137 | William W Magruder | Long & Foster Real Estate, Inc. | 3.5 | \$1,553,900 |
| 138 | CINTIA M VALLADARES HERNANDEZ | EXP Realty, LLC | 6 | \$1,552,100 |
| 139 | Andrew Udem | Berkshire Hathaway HomeServices Homesale Realty | 3.5 | \$1,547,000 |
| 140 | Leslie Ikle | Redfin Corp | 2 | \$1,545,000 |
| 141 | Robert A Commodari | EXP Realty, LLC | 4 | \$1,533,000 |
| 142 | Janelle Harwood | Compass | 2 | \$1,514,000 |
| 143 | Lee M Shpritz | Ashland Auction Group LLC | 24.5 | \$1,506,605 |
| 144 | Robert J Christian | CENTURY 21 New Millennium | 4 | \$1,505,100 |
| 145 | Stella Kocharyan | Real Broker, LLC - Keswick | 2 | \$1,505,000 |
| 146 | William C Martin III | Northrop Realty | 2.5 | \$1,502,499 |
| 147 | Robert D Kaetzel | Real Estate Professionals, Inc. | 6 | \$1,502,150 |
| 148 | Denise Kenney | Cummings & Co. Realtors | 3 | \$1,500,000 |
| 149 | Lynn A Peaper | Next Step Realty | 3 | \$1,497,750 |
| 150 | Sarah M. Mulford-Martin | EXP Realty, LLC | 2 | \$1,492,763 |

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