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Agent to Watch:
Rebecca Turner



Partner Spotlight:

Jason Lambertson of
Gateway Builders

Top 100 Standings

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If you are a **Top 300 agent** member in *Coastal Real Producers* this year, you can use your badge in your marketing efforts—signage, social media, email signatures, web listings—nothing's off limits! Download your badge at CoastalRealProducers.com/hello-agents.

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CONGRATS TOP 300

WELCOME TO COASTAL REAL PRODUCERS!

BY JILLEEN FRANQUELLI

Welcome *Coastal Real Producers*! On behalf of Colleen and the entire *Coastal Real Producers* team, congratulations on being in the top 10% of realtors in Sussex, Wicomico and Worcester counties.

Our mission is to Connect, Elevate, and Inspire the best in local real estate. We do this 3 ways:

1. The monthly magazine where we feature the stories from the community.
2. Events where we bring people together to network and learn from each other.
3. Online in our private Facebook group and social pages.

The following core values serve as our compass - guiding our decisions, stories, and events.

- We fight to do what's right.
- We are unwavering in our commitment to representation and inclusion.
- We believe everyone has a remarkable life worth sharing.
- We thrive on building, growing, and celebrating together.
- We champion collaboration, creative problem-solving, and positive competition.
- We harness our power to change lives.
- We believe in being kind above all else.

What does it mean to be a part of the *Coastal Real Producers* community? Quite simply, you are the best.

Quick Facts about Coastal Real Producers Magazine Distribution:

The monthly magazine is sent to the Top 300 agents (Top 10%) in Sussex, Wicomico, and Worcester counties.

Cost:

This monthly publication and platform is being provided free of charge to you as a top producing agent. Our advertising preferred partners make all of this possible.

Speaking of Preferred Partners... 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 (coastalrealproducers.com/agents), 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 for years to come!

Events:

In addition to the magazine, we host various events to bring the community together. These events include social gatherings, community service projects and masterminds. Visit our website at coastalrealproducers.com/agents for our event calendar and ticket links.

Contribution:

We love to feature articles in the magazine written by you. Are you a subject matter expert in a particular area of real estate? Do you have a passion for writing think pieces? Please reach out to me at jill@rpmags.com, we would love to get you published!

Nominations:

The first step in being featured in the magazine is a written nomination. To nominate someone, visit CoastalRealProducers.com and click on "NOMINATE AN AGENT."

Website:

As a member of the *Coastal Real Producers* community, check out our website at CoastalRealProducers.com/agents where you'll find the following...

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

Congratulations to all and welcome!



Always,
Jill
Editor-in-Chief
jill@rpmags.com

Coastal Real Producers 2025 Events Calendar

Thursday, March 20

12 p.m. - 3 p.m.

Toast to the Top 300
Location: Iron Hill Brewery & Restaurant - 19815 Coastal Hwy, Rehoboth Beach, DE 19971

Let's toast to the best in the business! This event will celebrate the Top 300 class of 2025 - the most successful 300 realtors in the Coastal region.

Wednesday, May 21

4 p.m. - 7 p.m.

Summer Kick Off Party
Location: Fager's Island - 201 60th St, Ocean City, MD 21842

Summer's here and we're ready to party! Come usher in the heat with the best in Coastal real estate.

Wednesday, September 10

Time: TBD

Fall Mastermind
Location TBD

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

Thursday, November 13

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

2nd Anniversary Party
Vista Rooftop - 13801 Coastal Hwy, Ocean City, MD 21842

Join fellow local top-producing agents and CRP preferred partners for a magical evening to celebrate YOU and our SECOND anniversary as a community.
#CheersToTwoYears

Visit CoastalRealProducers.com/agents to register for the next event and for the most updated event information.



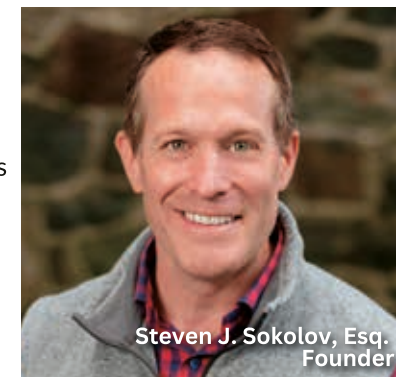
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REBECCA TURNER

FOCUSED & HORSING AROUND

BY JOYA FIELDS • PHOTOS BY ATLANTIC EXPOSURE

Rebecca with her horse, Gavrielle

Rebecca Turner's zest for life is contagious. Whether it's baking wedding cakes for friends, riding one of her horses along the beach, or helping a client find a house that best fits their needs, she's ready for action.

Rebecca lives in Selbyville and is part of Northrop Realty on Fenwick Island. She's been a licensed REALTOR® for five years and works in Maryland, Delaware, and Virginia, serving buyers and sellers in Sussex and Kent Counties; Worcester, Wicomico, Somerset, and Dorchester Counties; and Accomack County.

She recently received her Accredited Buyer's Representative (ABR) and Pricing Strategy Advisor (PSA) designations. She grew up in Selbyville and lives only two miles from the house where she grew up and knows the area well.

One of her favorite aspects of being a REALTOR® is seeing people happy. "To witness people's smiles, to see them happy when they've sold or bought a house brings me happiness," she said.

Being a part of Northrop Realty helps Rebecca serve her clients better because her training allows her to adapt to the ups and downs of real estate. "Any time there's a change, there's uncertainty. Northrop values training and education so I'm able to push through these changes," she said.

Her upbringing and values play a significant role in client interactions. "I treat people the way I would want to be treated," she said. "I grew up in a tight-knit family and I love having the same type of work family at Northrop Realty," she added.

Rebecca's work ethic helped her get noticed as a new REALTOR®. Creig encouraged her to join the brokerage. Others have supported her along the way, too. Her mentor, Theresa Graham,

helped her take off as an independent agent. "She was super helpful and answered late-night calls about contracts when I was new," she said.

Rebecca's family also influenced her career path. Her father, Steven Turner, has been a land surveyor for almost forty years. He often took Rebecca to his jobs, sparking her interest in real estate. "My dad pushed me forward and helped me get started," she said.

She and her dad work out together every morning either at the gym or they go for a run. Her mom, Cynthia Turner, offers constant encouragement and often tells Rebecca to "just do it." She's also encouraged Rebecca to understand that things tend to work out with determination.

In addition to her parents, Rebecca has the support of her ten siblings. She's the oldest of eleven. "Having so many siblings has taught me how to focus while there are a lot of distractions," she said. The patience, flexibility, and understanding she's gained have proven invaluable in the world of real estate.

Rebecca also gained a lot of life experience through mission trips to Haiti, Mexico, and the Philippines. She was involved in the School-to-School program in the Philippines with the Bob Tebow Evangelistic Association.

"Once you've been to a third-world country, there's not much that can throw you," she said. The mission experiences provided a great base for her work ethic.

These personality traits have helped her grow her business every year for the past five years. "It's not a job if you love what you're doing," she said. Her numbers prove this as her sales numbers hit \$5,383,899 in 2023 and \$7,064,395 in 2024. She even made it into her company's "Top 20" for 2024.

Currently, she specializes in dealing with first-time homebuyers, the land side of property ownership, listings, and beach properties.



Even her breaks from work are strenuous activities. She is a senior member of Civil Air Patrol Civilian Air Force Program. For fun, she paddleboards with her dog, Walter, a yellow labrador. She's passionate about horses, too, and owns three: Gavrielle, Margarita (Margie), and Adeline.

One of her favorite pastimes is riding Margie along the shore, accompanied by her sisters on their horses. Rebecca has been spotted on Assateague Island's drive-on beach grilling donuts with whipped cream and chocolate.

The horses reside at Rebecca's parents' house for now, but she plans to purchase a new home with more land and move her horses to her own arena soon.

With her caring nature, determination and organizational skills, it's no wonder Rebecca's business is growing. Her goal to increase her business is a selfless one; she hopes to help sponsor a mission team.

She likes to host fun events for her clients and community, too. During the holidays, she hosted a wreathmaking event at her uncle's greenhouse, and, of course, provided baked goods for everyone to enjoy.

"My focus is on caring for the people I'm working with," she said. "I've had a lot of people give to me, and I love giving back." The feedback she receives from clients motivates her, too. "It's always nice to hear I've done a good job," she said.

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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 Coastal 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 and hosting regular gatherings to help connect the Top 300 real estate agents with our Preferred Partners.

Q. As a Top 300 agent, how much does a membership to Coastal Real Producers cost?

A. Nothing! It's completely free to you as a top 300 agent. How? The Coastal 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 Coastal Real Producers magazine and sponsor our events, which removes all cost to you as a Top 300 agent.

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

A. Face-to-Face: You're invited to all our exclusive Coastal Real Producers events (see our event calendar in this issue and at

CoastalRealProducers.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 the website.

Online: You're invited to join our private community Facebook group (link to join is on CoastalRealProducers.com/agents), and use this page to find and connect with our Preferred Partners. 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 Coastal Real Producer 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 300 agents along with other members of this community, so you know you are in good hands. Visit CoastalRealProducers.com/agents and click "Meet our Preferred Partners" to view and download the current list (updated monthly).

Q. How are the Top 300 agents determined?

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

Q. How can I refer a local business to join CRP 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 features chosen?

A. Individual agents who have been nominated by the local real estate community are considered to be featured in our monthly publication of Coastal Real Producers. Once nominated, there are a few subsequent steps to determine if and when their story can be featured on our pages. The individuals and groups of agents we feature do NOT pay for the article; this is NOT a "pay-to-play" magazine. To nominate an agent (or yourself!), visit coastalrealproducers.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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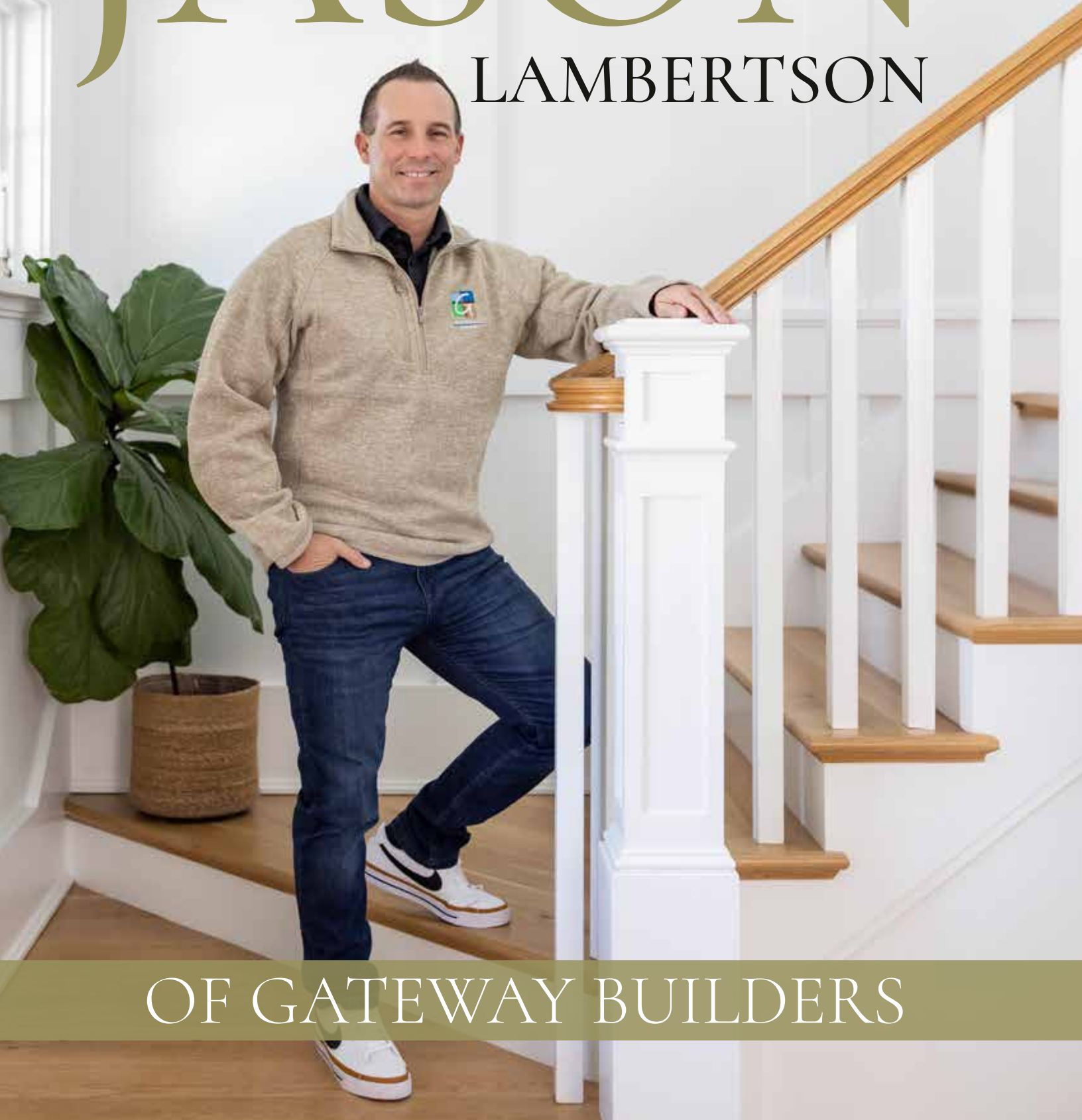
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JASON LAMBERTSON



OF GATEWAY BUILDERS

Where Vision Meets Reality

BY LAUREN STEVENS • PHOTOS BY ATLANTIC EXPOSURE

Jason Lambertson, President of Gateway Builders, founded his company in 2002 on the principles of providing skilled service with integrity. Over 22 years, he has grown the company from building modest, country-setting homes to water-adjacent luxury design-builds. As he celebrates his 23rd year in the industry, he shares more about Gateway and his vision for the future.

He started out in the business in the Pocomoke area, and over the years shifted focus to serve the Delmarva Peninsula—from Lewes, Delaware to Ocean City, Maryland, to Cape Charles, Virginia. This shift was in tandem with the evolution of his business, growing from their original model to working in higher-end developments and eventually focusing on custom luxury homes and large-scale, high-end renovations. “Every year we looked to challenge ourselves to elevate what we could do. We wanted to strive each year to get better, to have better people working for us, better organization and better communication with our clients, so as that all went up, we felt like the quality of the build went up... Over the last 10 years, we really stepped into the realm of true design-build custom homes.”

Gateway is unique in its “the world is your oyster” approach to realizing their client’s dreams. They specialize in being open to a client’s concept and finding a way to make it happen. In fact, that’s Jason’s favorite part of the job. He loves both math and architecture, and he has a passion for creativity. So, he loves finding a way to take a client’s vision from concept to plan to reality. “I love looking at the conceptual plan and then creating that physically in front of me. I love...seeing our clients from day one and providing them with their dream home that they get to walk [into].”

Over the years, Jason has cultivated a robust group of in-house craftsmen and a network of top-tier professionals committed to excellence. The company is also heavily invested in efficiency. Operations Manager, Jamie Hammond is critical in achieving this vision. “Jamie is very insightful and keeps the well-oiled machine moving...it’s Jamie’s job to implement the right team and the right materials to make [the vision] happen.” In fact, Gateway is so good at what they do that they’re the go-to for many of Delmarva’s successful professionals, including other builders and developers who want their luxury custom home built.

As Jason looks ahead, he wants to expand his network of strong partnerships with REALTORS®. He recognizes that the top-notch

professionals of Real Producers are deeply invested in their clients’ happiness, just like Jason and the Gateway team. By developing partnerships with REALTORS®, Jason wants to create an avenue for clients who are looking to build their dream home on the property they’re purchasing. “We’re looking to partner with the best of the best REALTORS® because we’re building the best of the best houses.” To ensure that these partnerships are mutually beneficial and long-term, Gateway offers REALTORS® a referral program when their clients choose to work with Jason’s team. “It’s about working together to provide clients with the best possible experience and helping them realize their dream home,” he adds.

Jason was born and raised on his family farm in Pocomoke, Maryland. While he grew up on a farm and still lives in Pocomoke, he says he’s much more of a coastal resident than an “Eastern Shore country boy,” and that his roots often surprise people. When he’s not working, Jason loves spending time outside, especially at the beach surfing or playing beach volleyball. He also loves spending time with his family – wife Kim, and their three adult children, Logan, Makenzie, and Tristen. The crew especially enjoys visiting their cottage in Chincoteague or traveling to enjoy destinations with warmer beaches, like the Bahamas.

For Jason, building custom homes is more than just a business—it’s a passion that takes his clients’ dreams from imagination to reality. As he looks to the future, Jason is excited to form new partnerships with Real Producers, and continue to build on Gateway Builders’ success.



“I ALWAYS WANT TO PUSH THE LIMITS OF WHAT WE’VE DONE BEFORE...TO CONTINUE TO REACH MORE PEOPLE.”



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BUILDING DREAMS

BY ABBY ISAACS • PHOTOS BY ATLANTIC EXPOSURE

Suzannah Cain has spent a quarter of a century making her clients' real estate dreams a reality. As a REALTOR® and associate broker with Berkshire Hathaway HomeServices | PenFed Realty, she has led a small but mighty team to nearly \$30 million in sales the past few years. From her humble beginnings to her enduring success, Suzannah's career has been defined by hard work, optimism, and a deep passion for helping others.

"There's so much satisfaction in helping someone achieve what they thought was impossible," Suzannah said. "My first-time homebuyers are often overwhelmed, and seeing their joy when they finally own a home is indescribable."

Suzannah was born in Vermont and moved to Montgomery County with her family when she was five years old. College brought her to Richmond, Virginia, where she met her first husband and later had two children. But her journey in real estate didn't start until 1999, when she moved to Ocean City. Facing the challenges of a marriage that was ending and raising two young children in her early 20s, she needed a career that would allow her to support her family.

"At that age, in Ocean City, your options are pretty limited to being a waitress or bartender," Suzannah said. "A family member who was influential in my life introduced me to real estate, and it just clicked. It was the best thing I could have done to be both a parent and be able to work and support myself."

Since then, Suzannah has carved out a name for herself in the competitive world of real estate. This year marks her 26th year in the business, a milestone that represents hundreds of families helped and thousands of miles traveled.

"There's no recipe for success. It's all about hard work, self-discipline, and staying optimistic. I always have strong goals, and I believe in manifesting my own success through a positive outlook and determination."

The real estate industry is notoriously volatile, and Suzannah has weathered her share of storms. From the recession that forced her to reinvent her career to personal health challenges, she has faced each obstacle head-on.

"When I started, we didn't even have an MLS system—just books and a little real estate magazine. The recession was a major turning point. My husband and I had to pivot to survive. He went into management and I took a role running title companies. Those years taught me so much and ultimately made me a better realtor because I was able to better educate my clients down the road."

In her early career, Suzannah also endured a life-altering back surgery due to scoliosis, a condition she had battled since childhood. "It was a 10-hour

surgery with a recovery that took nearly a year, but I'm not someone who gives up. When doctors said I couldn't run anymore, I trained for and completed two marathons. Don't tell me I can't do something, because I'll prove you wrong."

She has never let traditional real estate norms limit her either. Instead of specializing in a certain type of home, area or clientele, she excels at it all. "If my clients need me, I'll go anywhere across Maryland or Delaware." From first-time homebuyers to investors, she and her team make the process seamless.

"I believe that everyone you know deserves a home and we put the same amount of effort and heart into each sale. I'm just as excited to help that \$100,000 person find their very first home as I am to find a second home for a million-dollar budget."

Led by Suzannah and her husband of 23 years, Stephen, the Cain Team includes Realtor Rachael Shapiro and two assistants, newly-licensed Abby Yesko and Alanna Sherkey, who is working toward licensure. Together, they completed 75 units totaling over \$25 million in sales last year, with a goal of reaching 100 units and \$30 million in the near future.



Rachael Shapiro, Margo Sarbanes, Suzannah Cain, Stephen Cain, Abby Yesko and Barbara Derrickson



Suzanah and her husband, Stephen

“We’re not a traditional team. It’s not rigid or overly structured. We’re just supportive of each other and focused on providing the best service to our clients,” said Suzanah. “I’m also fortunate to have the support of two great ladies, Margo Sarbanes and Barbara Derrickson. Margo is licensed in MD and DE and Barbara is licensed in MD and VA, which allows us to serve the eastern shore of Virginia.”

Through her successful real estate business, Suzanah has been able to contribute to the growth of a city she holds dear. In addition to their Ocean Pines location, she recently opened a satellite office and a retail store in downtown Salisbury.

“Salisbury is a gem that’s still somewhat undiscovered. There’s so much potential

for growth, beautiful homes, and affordability. I believe in its future.”

Outside of work, Suzanah and Stephen are passionate travelers with a love for architecture and history. “Traveling is my way to unwind. I love walking through cities, exploring neighborhoods, and admiring the homes and buildings.”

“Don’t tell me I can’t do something, because I’ll prove you wrong.”

Closer to home, the couple are devoted animal lovers. Now that her three children have flown the nest, they share their Salisbury home with seven cats and two dogs. “It’s a zoo, but it’s our zoo. Rescuing animals is therapeutic. They love you unconditionally, and they bring so much joy to our lives.”

As she looks forward to three decades in the business, Suzanah’s advice for budding realtors is to focus on connections and put in those extra hours. It’s worth it.

“I spend most of my day meeting people, interacting with clients, and staying on top of my inventory. I’m constantly educating myself. If there are 24 hours in a day, 14 of them should be spent connecting with people. That’s how you succeed.”

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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	22.5	\$12,415,230
2	Pamela Price	RE/MAX Advantage Realty	12	\$3,487,300
3	Dustin Oldfather	Compass	10	\$3,886,245
4	Darron Whitehead	Whitehead Real Estate Exec.	8	\$2,678,800
5	Debbie Reed	RE/MAX Realty Group Rehoboth	7.5	\$9,688,506
6	Mary SCHROCK	Northrop Realty	6	\$2,429,000
7	SHAUN TULL	Jack Lingo - Rehoboth	5.5	\$13,487,000
8	PAUL TOWNSEND	Jack Lingo - Lewes	5.5	\$5,872,688
9	Kimberly Lear Hamer	Monument Sotheby's International Realty	5	\$6,749,800
10	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	5	\$1,608,150
11	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	5	\$3,902,500
12	Kristen Gebhart	Northrop Realty	5	\$5,129,400
13	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	4.5	\$2,924,000
14	Russell G Griffin	Keller Williams Realty	4.5	\$1,633,000
15	Ryan James McCoy	Coldwell Banker Realty	4.5	\$1,084,396
16	Erin S. Lee	Keller Williams Realty	4	\$1,929,900
17	Nicole P. Callender	Keller Williams Realty Delmarva	4	\$2,897,990
18	Darren T. McShane	BAY COAST REALTY	4	\$1,948,000
19	Michael Dunn	Keller Williams Realty Delmarva	4	\$569,000
20	David Litz Jr.	Century 21 Emerald	4	\$740,000
21	Kevin E Decker	Coastal Life Realty Group LLC	4	\$2,392,400
22	Clinton Bickford	Keller Williams Realty Delmarva	4	\$1,564,000
23	David L Whittington Jr.	Coastal Life Realty Group LLC	4	\$3,487,500
24	Jorge Chavez	Iron Valley Real Estate at The Beach	4	\$1,335,000
25	Jaime Hurlock	Long & Foster Real Estate, Inc.	4	\$1,606,280
26	Grant K Fritschle	Keller Williams Realty Delmarva	4	\$3,685,750
27	Shawn Kotwica	Coldwell Banker Realty	4	\$2,123,000
28	Erin Marie Baker	Keller Williams Realty	4	\$865,500
29	Jay Phillips	Holiday Real Estate	4	\$2,550,000
30	Joseph Cusato	Samson Properties of DE, LLC	4	\$2,738,980
31	Ryan Haley	Atlantic Shores Sotheby's International Realty	4	\$2,316,450
32	CHRISTINE MCCOY	Coldwell Banker Realty	3.5	\$2,417,500
33	Leslie I. Smith	Sheppard Realty Inc	3	\$2,340,000
34	Robert Taylor	Keller Williams Realty	3	\$1,526,500

RANK	NAME	OFFICE	SALES	TOTAL
35	Sherwood Sharp Jr.	Keller Williams Realty Delmarva	3	\$922,965
36	BILL CULLIN	Long & Foster Real Estate, Inc.	3	\$2,380,000
37	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	3	\$1,250,000
38	Rachel Cooper	Berkshire Hathaway HomeServices PenFed Realty	3	\$929,900
39	Virginia Malone	Coldwell Banker Realty	3	\$1,260,001
40	Elizabeth Kilroy	Coldwell Banker Realty	3	\$1,551,400
41	Ruby K Schaeffer	Long & Foster Real Estate, Inc.	3	\$1,993,900
42	Deeley Chester	Coastal Life Realty Group LLC	3	\$1,280,000
43	Chris Jett	RE/MAX Advantage Realty	3	\$2,014,000
44	Holly B. Worthington	Worthington Realty Group, LLC	3	\$1,178,900
45	Dale King	Vision Realty Group of Salisbury	3	\$964,000
46	Jose Quinones	Linda Vista Real Estate	3	\$379,000
47	Jennifer Elizabeth Ciorrocco	Coastal Life Realty Group LLC	3	\$2,049,900
48	Chantal Apple	Engel & Volkers Ocean City	3	\$1,067,500
49	William P Brown	Keller Williams Realty	3	\$805,000
50	C.D. Hall	Hall Realty	3	\$710,900

Disclaimer: Statistics are derived from closed sales data. Data pulled on February 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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TOP 100 STANDINGS • BY UNITS

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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	Kim Hitchens	Dave McCarthy & Associates, Inc.	3	\$2,078,750
52	Harryson Domercant	Keller Williams Realty Delmarva	3	\$856,980
53	Phillip Anderson	Keller Williams Realty	3	\$1,088,500
54	Jaime Cortes	Coldwell Banker Realty	3	\$674,900
55	Cecilia M. Leone	Century 21 Emerald	3	\$282,900
56	Mickey Lobb	Berkshire Hathaway HomeServices PenFed Realty - OP	3	\$1,756,361
57	LISA M JACKSON	Engel & Volkers Ocean City	3	\$990,000
58	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	3	\$2,181,250
59	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	3	\$1,433,000
60	Steven Parsons	Coldwell Banker Realty	3	\$725,000
61	LINDA BOVA	SEA BOVA ASSOCIATES INC.	3	\$827,500
62	David M Willman	Coldwell Banker Realty	3	\$765,575
63	Shannon L Smith Hunt	Northrop Realty	3	\$1,814,900
64	Zackary Keenan	Keller Williams Realty	3	\$1,022,500
65	Trenace Josiah	Coldwell Banker Realty	3	\$682,300
66	DANIEL R LUSK	McWilliams/Ballard, Inc.	3	\$1,232,279

RANK	NAME	OFFICE	SALES	TOTAL
67	Kara Leigh Hawkins	Engel & Volkers Ocean City	3	\$780,000
68	Mia McCarthy	Keller Williams Realty Delmarva	3	\$1,041,140
69	BRYCE LINGO	Jack Lingo - Rehoboth	2.5	\$6,062,250
70	Dustin Oldfather	Compass	2.5	\$1,051,000
71	CARRIE LINGO	Jack Lingo - Lewes	2.5	\$2,401,067
72	Julie Gritton	Coldwell Banker Premier - Lewes	2.5	\$1,177,500
73	Kimberly A Dyer	Monument Sotheby's International Realty	2.5	\$2,152,500
74	Angela K Ward	Classic Realty	2.5	\$546,500
75	AUDREY HAMMOND	Active Adults Realty	2.5	\$678,800
76	TREY HARDESTY	RE/MAX Advantage Realty	2.5	\$908,500
77	Charlene Spence	The Spence Realty Group	2.5	\$838,750
78	Joe Loughran	Long & Foster Real Estate, Inc.	2	\$1,115,000
79	Nicolas Ganley	Iron Valley Real Estate at The Beach	2	\$782,000
80	Cheryle Christine Choudhary	The Parker Group	2	\$690,000
81	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	2	\$1,045,000
82	Beth Miller	Berkshire Hathaway HomeServices PenFed Realty - OP	2	\$1,135,000
83	Sherrri Hearn	Coldwell Banker Realty	2	\$1,535,000
84	DONNA KENNEDY	BAYWOOD HOMES LLC	2	\$790,000
85	Hoffy Hoffman	Berkshire Hathaway HomeServices PenFed Realty - OP	2	\$924,000
86	NATALIE MELSON WARFEL	The Watson Realty Group, LLC	2	\$625,000
87	Lauren W. Bunting	Keller Williams Realty Delmarva	2	\$1,045,000
88	James B Coulter Jr.	Long & Foster Real Estate, Inc.	2	\$2,380,000
89	Cory Mayo	Compass	2	\$1,141,831
90	Matthew Lunden	Keller Williams Realty	2	\$1,542,700
91	KIM BOWDEN	Patterson-Schwartz-OceanView	2	\$695,000
92	Tamar S Nazarian	Coastal Life Realty Group LLC	2	\$2,997,500
93	Kristy Lynn Whitaker	Bryan Realty Group	2	\$655,000
94	SHELBY SMITH	Long & Foster Real Estate, Inc.	2	\$2,385,000
95	Angelo M DiPietro	Keller Williams Realty Delmarva	2	\$1,145,000
96	BRIAN LINDQUIST	1ST CHOICE PROPERTIES LLC	2	\$796,000
97	Nicole Holland	Compass	2	\$941,000
98	Joseph Wilson	Coastal Life Realty Group LLC	2	\$627,400
99	Bethany A. Drew	Hileman Real Estate-Berlin	2	\$3,255,000
100	JAMES LATTANZI	Northrop Realty	2	\$1,050,000

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	SHAUN TULL	Jack Lingo - Rehoboth	5.5	\$13,487,000
2	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	22.5	\$12,415,230
3	Debbie Reed	RE/MAX Realty Group Rehoboth	7.5	\$9,688,506
4	Kimberly Lear Hamer	Monument Sotheby's International Realty	5	\$6,749,800
5	BRYCE LINGO	Jack Lingo - Rehoboth	2.5	\$6,062,250
6	PAUL TOWNSEND	Jack Lingo - Lewes	5.5	\$5,872,688
7	TJARK BATEMAN	Jack Lingo - Rehoboth	2	\$5,444,000
8	Kristen Gebhart	Northrop Realty	5	\$5,129,400
9	Michael Reamy Jr	Monument Sotheby's International Realty	2	\$5,017,500
10	RANDY MASON	Jack Lingo - Rehoboth	2	\$4,974,000
11	TRACY J. KELLEY	Jack Lingo - Rehoboth	1	\$4,700,000
12	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	5	\$3,902,500
13	Dustin Oldfather	Compass	10	\$3,886,245
14	Grant K Fritschle	Keller Williams Realty Delmarva	4	\$3,685,750
15	SHIRLEY E. KALVINSKY	Jack Lingo - Rehoboth	2	\$3,680,000
16	David L Whittington Jr.	Coastal Life Realty Group LLC	4	\$3,487,500

RANK	NAME	OFFICE	SALES	TOTAL
17	Pamela Price	RE/MAX Advantage Realty	12	\$3,487,300
18	Bethany A. Drew	Hileman Real Estate-Berlin	2	\$3,255,000
19	Tamar S Nazarian	Coastal Life Realty Group LLC	2	\$2,997,500
20	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	4.5	\$2,924,000
21	Nicole P. Callender	Keller Williams Realty Delmarva	4	\$2,897,990
22	JEANMARIE CLAVIER	Jack Lingo - Rehoboth	1	\$2,800,000
23	SANDY LEIGH EIGENBRODE	Century 21 Home Team Realty	1	\$2,800,000
24	Joseph Cusato	Samson Properties of DE, LLC	4	\$2,738,980
25	Teresa Bradford	Hileman Real Estate-Berlin	1	\$2,700,000
26	Darron Whitehead	Whitehead Real Estate Exec.	8	\$2,678,800
27	George W. Brookhart	RE/MAX Advantage Realty	1	\$2,617,000
28	Jay Phillips	Holiday Real Estate	4	\$2,550,000
29	Mary SCHROCK	Northrop Realty	6	\$2,429,000
30	Terence A. Riley	RE/MAX Advantage Realty	2	\$2,419,000
31	CHRISTINE MCCOY	Coldwell Banker Realty	3.5	\$2,417,500
32	CARRIE LINGO	Jack Lingo - Lewes	2.5	\$2,401,067
33	Kevin E Decker	Coastal Life Realty Group LLC	4	\$2,392,400
34	SHELBY SMITH	Long & Foster Real Estate, Inc.	2	\$2,385,000
35	BILL CULLIN	Long & Foster Real Estate, Inc.	3	\$2,380,000
36	James B Coulter Jr.	Long & Foster Real Estate, Inc.	2	\$2,380,000
37	Leslie I. Smith	Sheppard Realty Inc	3	\$2,340,000
38	Ryan Haley	Atlantic Shores Sotheby's International Realty	4	\$2,316,450
39	Jennifer A Smith	Keller Williams Realty	2	\$2,315,000
40	MARILYNN KUEBLER	Monument Sotheby's International Realty	1	\$2,275,000
41	Jeanmarie Clavier	Jack Lingo Inc. Realtor	1	\$2,275,000
42	LESLIE KOPP	Long & Foster Real Estate, Inc.	1.5	\$2,266,250
43	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	3	\$2,181,250
44	Kimberly A Dyer	Monument Sotheby's International Realty	2.5	\$2,152,500
45	Shawn Kotwica	Coldwell Banker Realty	4	\$2,123,000
46	Kim Hitchens	Dave McCarthy & Associates, Inc.	3	\$2,078,750
47	Jennifer Elizabeth Ciorrocco	Coastal Life Realty Group LLC	3	\$2,049,900
48	Chris Jett	RE/MAX Advantage Realty	3	\$2,014,000
49	DAWN HUDSON	Northrop Realty	1	\$2,000,000
50	Ruby K Schaeffer	Long & Foster Real Estate, Inc.	3	\$1,993,900

Disclaimer: Statistics are derived from closed sales data. Data pulled on February 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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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	WAYNE LYONS	Long & Foster Real Estate, Inc.	1	\$1,948,750
52	Darren T. McShane	BAY COAST REALTY	4	\$1,948,000
53	Erin S. Lee	Keller Williams Realty	4	\$1,929,900
54	JOHN RISHKO	Patterson-Schwartz-Rehoboth	1	\$1,885,000
55	Marsha White	Crowley Associates Realty	1	\$1,885,000
56	Brett DePrince	Coldwell Banker Realty	2	\$1,854,000
57	Shannon L Smith Hunt	Northrop Realty	3	\$1,814,900
58	Shawn McDonnell	Jack Lingo - Lewes	2	\$1,810,000
59	Jessica White Harrison	RE/MAX Realty Group Rehoboth	1.5	\$1,787,500
60	Mickey Lobb	Berkshire Hathaway HomeServices PenFed Realty - OP	3	\$1,756,361
61	VALERIE ELLENBERGER	Compass	1	\$1,745,000
62	Pamela Wadler	ERA Martin Associates, Shamrock Division	1	\$1,745,000
63	Russell G Griffin	Keller Williams Realty	4.5	\$1,633,000
64	Suzannah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	5	\$1,608,150
65	Jaime Hurlock	Long & Foster Real Estate, Inc.	4	\$1,606,280
66	JENNIFER DIESTE	Coldwell Banker Realty	1	\$1,600,000
67	Clinton Bickford	Keller Williams Realty Delmarva	4	\$1,564,000
68	Elizabeth Kilroy	Coldwell Banker Realty	3	\$1,551,400
69	Matthew Lunden	Keller Williams Realty	2	\$1,542,700
70	Sherri Hearn	Coldwell Banker Realty	2	\$1,535,000
71	Robert Taylor	Keller Williams Realty	3	\$1,526,500
72	KARA BRASURE	Patterson-Schwartz-Rehoboth	2	\$1,506,410
73	ELIZABETH M COOCH	Jack Lingo - Lewes	0.5	\$1,500,000
74	Jay D Doaty	Coastal Resort Sales and Rent	2	\$1,487,900
75	Melanie Shoff	Coastal Life Realty Group LLC	2	\$1,455,000
76	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	3	\$1,433,000
77	Madeleine Forrester	Coldwell Banker Realty	2	\$1,430,000
78	Jennifer Lamson	Monument Sotheby's International Realty	1	\$1,424,000
79	Matthew Bogdan	Century 21 New Horizon	1	\$1,400,000
80	Tom Ruch	Northrop Realty	2	\$1,375,000
81	Jorge Chavez	Iron Valley Real Estate at The Beach	4	\$1,335,000
82	CHRISTINA HAAG	Jack Lingo - Rehoboth	2	\$1,320,000
83	Deeley Chester	Coastal Life Realty Group LLC	3	\$1,280,000
84	Virginia Malone	Coldwell Banker Realty	3	\$1,260,001

RANK	NAME	OFFICE	SALES	TOTAL
85	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	3	\$1,250,000
86	AMANDA RYAN	Jack Lingo - Rehoboth	1	\$1,240,750
87	HENRY A JAFFE	Monument Sotheby's International Realty	1.5	\$1,236,500
88	DANIEL R LUSK	McWilliams/Ballard, Inc.	3	\$1,232,279
89	SCOTT WAGNER	Keller Williams Realty	2	\$1,221,000
90	JAY SCHULMAN	Coldwell Banker Realty	2	\$1,214,000
91	Mitchell G. David	Sheppard Realty Inc	1	\$1,210,000
92	David Haley	Coldwell Banker Bud Church Realty, Inc.	1	\$1,200,000
93	SUSANNAH GRIFFIN	Long & Foster Real Estate, Inc.	2	\$1,195,000
94	Adam Ask	Northrop Realty	1	\$1,185,000
95	Kelly A Johnston	Long & Foster Real Estate, Inc.	2	\$1,180,000
96	Holly B. Worthington	Worthington Realty Group, LLC	3	\$1,178,900
97	Julie Gritton	Coldwell Banker Premier - Lewes	2.5	\$1,177,500
98	Brian K Barrows	Monument Sotheby's International Realty	2	\$1,172,417
99	Angelo M DiPietro	Keller Williams Realty Delmarva	2	\$1,145,000
100	Cory Mayo	Compass	2	\$1,141,831

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