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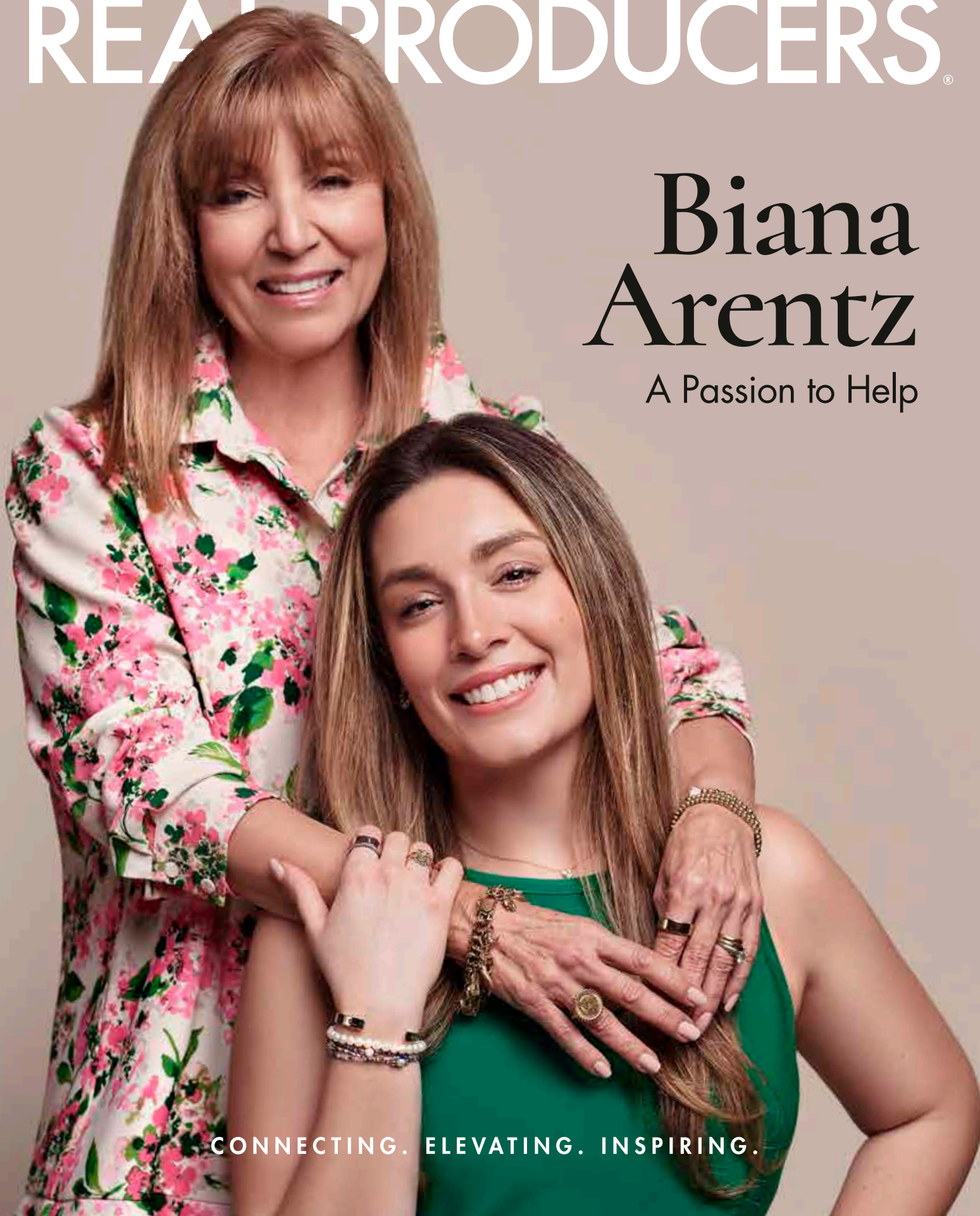
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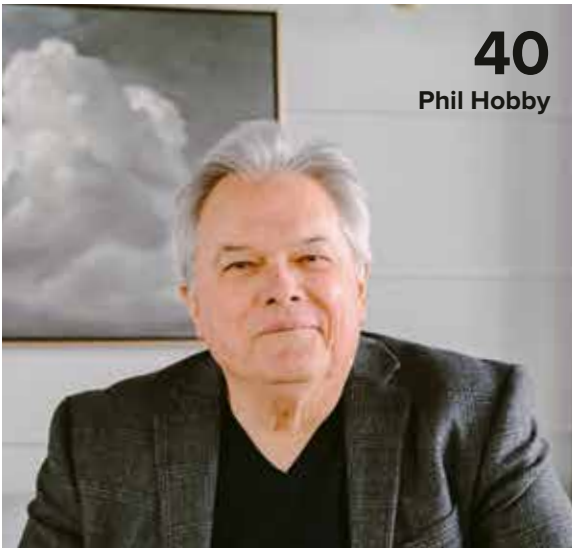


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Strike A Pose

BY JILLEIEN FRANQUELLI

It's not uncommon for me to hear the following from a feature during their photo shoot:

"Can you photoshop X?"
"I wish I weighed less."
"I wish I looked better in this outfit."
"I wish my hair was different."

I know the sentences above won't change the beauty standard or even help change your mind about your own beauty. But, maybe if I shared what I see when selecting your photos...

I meet this part of my job with reverence, patience and love, for I understand how important it is.

What do I see?

All the beauty that creates you. The unique style that breathes life into the photos and the world. The smiles that would make you detectable, if only by that. Each face, so detailed with the DNA of your ancestors. Bodies that have moved through life with grace and strength. Eyes full of passion and vibrant colors.

I have the privilege of seeing YOU.

Throughout my time attending your photo shoots I have created a list of best practices. I've gotten in the habit of making notes after each shoot, detailing exactly what it is that features do to make their experiences successful and seamless.

Take it seriously

I have a tendency to minimize an achievement when I am uncomfortable. This is a big deal. Your peers recognize

something so special in you that they want others to know about it. If you prepare and come to the photo shoot with the mindset of "I deserve this," the energy for the picture is there.

Be you

What did Dr. Seuss say? "There is no one alive who is YOUER than YOU."

I am very grateful for the over 400 features who have had the courage to be vulnerable and share themselves with the community. Each feature today is built off that courage and adds to it.

A little planning goes a long way

What do you want the vibe of your photo shoot to be? When people look at your pictures, what do you want them to think and feel?

We ask you these questions to help our creative team prepare for the photo shoot. During our pre-shoot planning phase, we send posing ideas that we think fit your vision. While we always try more traditional poses, we find that more creative poses take your shoot to the next level.

Wardrobe Selection

Choose something that makes you feel like the VIP that you are! Having a second outfit to change into allows you to show more of your personality.

When choosing your outfit(s), here are a few things to consider:

Does it match the vibe I want to achieve?

Do I feel good in it?

Do the outfit colors compliment the chosen location?

Hair, Makeup, and Male Grooming

While it's never a necessity to have a professional take care of your grooming and make up, it does alleviate some stress.

It's all about location

Once you have decided on your vibe, it's easy to pick a location. Want something edgy? Graffiti alley will be perfect. What something more intimate and warm? Your home will be perfect.

Stay Hydrated and Well-Rested

I realize that I am asking people in real estate to get some rest, but it makes a huge difference in your physical well-being for the shoot day. Really, all of you should be getting more rest (I say that with love).

Bring Props and Personal Touches

Got a hobby? Let's share it. Are you a beekeeper? Put your suit on, we're taking a pic! Play the guitar? That will be a cool photo.

When you share something you love, you're definitely in the position to hit a home run.

Relax and Enjoy the Experience

This is your moment! Soak it all in! We have an amazing editorial team who will guide you through the entire process.

While I can't guarantee there won't be any stress or anxiety around your photo shoot, I know these tips will chip away at it.

Always remember that you're not what you see or even tell yourself - you are far more magical than that.



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

LEWIS WOODWORK



Baltimore Real Producers 2025 EVENTS CALENDAR

Wednesday, May 7
12 p.m. - 4 p.m.
Pickleball Palooza
Dill Dinkers - 140 Merritt Way, Suite 107, White Marsh, MD 21162
Join in on the fun and friendly competition as we bring together the community for BRP's first-ever Pickleball event.

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.

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

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
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Our final party of the year!



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Taiye Singletary

A LITTLE LUCK, A LOT OF DETERMINATION

If Taiye Singletary has a lucky number, it must be two. As the principal agent and team lead of The Singletary Phillips Group of CENTURY 21® Harris Hawkins & Co., Taiye has held two jobs for most of her working life, which began when she was 16. A Baltimore native, Taiye alternated living with her parents, giving her an appreciation for both the east and west sides of the city. Only two of her family members owned homes at the time she became a homeowner. And she's a twin.

According to Taiye, she and her twin sister were given names meaning 'twins' in the Nigerian Yoruba Tribe—Taiyé meaning "first to see the world, first to taste the world," and Kehindé meaning "bringing up the rear end with endless joy"—even though Taiye actually followed her sister into the world 59 minutes later. Taiye says they are extremely close and often experience "twin moments." She appreciates where she came from, and more than anything wants her parents and 7-year-old daughter Ariya to be proud of what she's

accomplished. And she's accomplished a lot—she's an agent, entrepreneur, and recruiting manager. In 2024, she produced \$7.9 million in sales across 23 units.

While attending Lake Clifton High School, Taiye took a position with Walgreens and stayed 10 years, attaining management roles and honing her customer service skills. Taiye attended Cheyney University (the nation's first Historically Black College and University), and later Coppin State University, where she earned a degree—notably, the first in her family to do so—in Sports Management with a Business concentration. Taiye's positive experience with her own home purchase led her to think about a real estate career. She began as a dual-career agent, working in payroll positions (including Johns Hopkins University), but eventually made the leap to working real estate full time.

Taiye relishes the opportunity to help people and educate them about home ownership. "I'm forever committed to educating my clients and

BY PAT RIPPEY

PHOTOS BY DAVID STUCK
Photo shoot held at DRB
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I'm forever committed to educating my clients and empowering them with the knowledge they need to confidently navigate the home buying process and make informed decisions every step of the way.”





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My life and
work are built on
four core pillars:
faith, personal
relationships,
career growth,
and exceptional
customer service.”

empowering them with the knowledge they need to confidently navigate the home buying process and make informed decisions every step of the way,” Taiye says. She strives to be a valuable resource to those buying a home, but also those who consider it out of their reach. Relying on her business savvy, Taiye advises her clients to create a plan that includes restoring their credit and putting savings aside. Taiye’s web site (taiyesingletary.com) has

tools for calculating financial aspects of home ownership, like breakdowns of monthly payments, savings according to interest rates, and amortization schedules.

Though it may be ‘old school,’ Taiye prefers to meet with clients in person. She explains that it allows her to better read their body language to identify any hesitation or discomfort. She urges clients to bring their children to meetings or showings so they can

experience the process and to plant the seed that home ownership is within their reach. In this way, she is truly fostering the next generation of homeowners.

Being a dedicated member and co-chair in the Greater Baltimore Board of Realtors (GBBR) allows Taiye to actively contribute to GBBR’s efforts to advance the real estate industry, foster professional growth, and advocate for both real estate professionals and clients. “GBBR also gives me the ability to work on the state level with Maryland realtors, whether it’s staying updated on industry trends, participating in local events, or collaborating on initiatives to improve the real estate community. I view my involvement as a way to stay connected to the broader network and ensure that the clients I serve receive the highest level of expertise and service.”

Taiye lives with her husband Aaron and daughter in West Baltimore. She is an avid sports fan, dedicated to going to the gym every day at 5 am. She makes a highly sought-after sweet potato pie around the holidays and hopes to someday visit Nigeria. She remains steadfast to her values. “My life and work are built on four core pillars: faith, personal relationships, career growth, and exceptional customer service. These values drive me to create meaningful connections, elevate those around me, and deliver excellence in everything I do.”

Although her lucky number might be two, Taiye clearly is on her way to number one.

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Rich Rosario

Land Abstract & Escrow, LLC

BUILDING ON A FAMILY LEGACY

BY ABBY ISAACS · PHOTOS BY DAVID STUCK
Photo shoot held at DRB Homes - Locke Landing

At just 26 years old, Rich Rosario Jr. has taken the helm of Land Abstract & Escrow, LLC, continuing the legacy of legal expertise and client-first service instilled by his late father, Rich Rosario Sr. With over a decade of hands-on experience and a vision for modernizing the title industry while maintaining traditional values, Rich is poised to take the firm to new heights.

“We are the Mid-Atlantic experts, and that sets us apart from so many of our competitors because we serve such a big geographic area. And still, we are looking to continue growing and expanding, while offering the same high level of service and trust,” Rich said.

Growing up in Parkton with his parents and twin sister, Rich learned the value of hard work and dedication early on. By his junior year at Boys’ Latin School, he was already working for his father, starting with simple tasks like cleaning the office and scanning thousands of legal documents.

Rich Sr., a respected real estate attorney who entered the title industry in 1992, became a mentor, and later, a business partner to his son. “He trained me from the ground up,” Rich said. “He brought a desk into his office, and every summer for four years, I sat there learning everything I could.” This immersive education gave him a unique perspective on the industry, blending old-school practices like researching physical land records with modern legal processes.

After high school, Rich attended the University of North Carolina Wilmington, where he majored in economics and spent his free time surfing. When his father was diagnosed with stage four cancer, Rich transferred to the University of Maryland to finish law school while working full-time at the firm.

“I had to decide where I wanted to be, and that decision was easy. I knew I had to step up and continue what my father had built,” he said.

Upon passing the bar, Rich joined his father as his business partner, splitting

everything 50/50. “Neither of us would make a big decision without talking the other.” In 2020, the firm reorganized as Land Abstract & Escrow, LLC, reflecting a new chapter while maintaining their core team.

Barred in four states and licensed to insure titles in 15, Rich takes pride in how his firm differentiates itself in an industry where legal expertise is often undervalued. “A lot of companies prioritize revenue over knowledge and attention to detail,” he said. “We do things differently. We handle all our abstracts and examinations in-house, allowing us to offer faster turnaround times and better control over the process.”

This hands-on approach and dedication to precision have led the firm to close over 100,000 transactions. “I offer my clients direct access to me anytime. Whether it’s a Saturday night or during business hours, I’m available to provide guidance and ensure their needs are met.”

The firm serves a broad geographic area with operations based in Cockeysville and satellite locations from Salisbury to Western Maryland. In addition to handling residential and commercial transactions, Rich has expanded the firm’s legal services to include

“There are still moments where I wish I could call him for advice, but everything he taught me lives on through the work we do every day.”

agricultural business, representing two quasi-government lenders across multiple states.

Since taking over the business following his father’s passing in January, Rich has made several changes aimed at improving efficiency and fostering a dynamic company culture. “Our team

is excited about the fresh energy and new direction, but we remain rooted in the principles my father established – delivering exceptional service and unmatched expertise.”

Despite the pressures of leadership, Rich is committed to growing the business while maintaining the trust his father built over three decades. “There are still moments where I wish I could call him for advice, but everything he taught me lives on through the work we do every day.”

When he’s not overseeing the firm, Rich is an avid skier and a voracious reader with a passion for nonfiction. “Life is busy, but I always make time to recharge. Staying active and curious helps me bring my best self to the business.”

As Land Abstract & Escrow, LLC continues to evolve under Rich’s leadership, one thing remains constant: a commitment to providing clients with the highest level of service and expertise.



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A Look at Blind Settlements AND WHAT TO CONSIDER

BY DIANA KHAN OF DK LAW GROUP

A blind settlement, also known as a dry settlement or a round-robin settlement, is a real estate transaction where the buyer and seller do not physically attend the settlement meeting together. Instead, they sign the necessary documents and provide the required funds independently, without any direct interaction.

As a real estate agent in Maryland, it is essential to be aware of the concept of blind settlements and carefully consider whether to take on a client who requests this type of settlement. Here's a guide written by a lawyer:

1. Understanding Blind Settlements:

In a blind settlement, the buyer and seller handle the transaction through their respective settlement agents or attorneys. They exchange documents and funds without meeting in person.

While this process can be efficient and convenient for some parties, it also carries certain risks.

2. Risks and Concerns: Blind settlements can be more susceptible to fraudulent activities, such as wire fraud, miscommunication, and misunderstandings between the parties. Since the buyer and seller do not have direct interaction, there may be a lack of clarity or opportunity to address last-minute issues that could arise.

3. Compliance with Maryland Laws:

As a real estate agent in Maryland, you must ensure that any blind settlement conducted complies with the state's laws and regulations. Be familiar with Maryland's requirements for real estate transactions and settlements to protect your clients and yourself from potential legal issues.

4. Open Communication: Before agreeing to a blind settlement, ensure that both the buyer and seller are aware of the process and the potential risks involved. Encourage open communication between the parties and their respective settlement agents or attorneys.

5. Advise on Security Measures:

Educate your clients on the importance of secure communication and fund transfers to minimize the risk of wire fraud or other fraudulent activities. Encourage them to verify the authenticity of instructions received during the settlement process.

6. Limitations: Inform your clients

about the limitations of blind settlements, particularly in cases where face-to-face negotiations or discussions might be necessary to resolve issues effectively.

7. Provide Alternatives: If your client is considering a blind settlement,

provide them with alternative options, such as remote settlement services or video conferencing, to facilitate communication and reduce risks.

8. Obtain Legal Advice: As a real estate agent, you should not provide legal advice to your clients. Instead, recommend that they consult with an experienced real estate attorney to fully understand the implications of a blind settlement and the legal protections available to them.

In conclusion, blind settlements can offer convenience in certain situations, but they also come with inherent risks. As a real estate agent in Maryland, it is essential to inform your clients about the pros and cons of blind settlements and ensure compliance with state laws. Encourage open communication, advocate for secure practices, and recommend legal consultation to protect the interests of your clients and facilitate a smooth and secure real estate transaction.



Diana G. Khan is licensed to practice law in Maryland, and is the founder of the Diana Khan Group of Companies, encompassing 3 real estate brokerages, Premier Title, DK Law Group, and 5-Star Property Management. She also retains and holds a Real Estate Brokers License, is a licensed Title Producing Agent, a Masters in Public Administration and holds a JD from University of Baltimore School of Law.

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PHIL HOBBY

Leads Military Families Home

BY JOSEPH COTTLE • PHOTOS BY DAVID STUCK

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at DRB Homes -
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Phil Hobby didn't just start a real estate brokerage—he built a mission.

A few years ago, Phil saw a gap in the market: military families often struggle to find real estate professionals who truly understand their unique challenges. Between navigating VA loans and handling cross-country moves with little notice, military homebuyers face a different reality than the average citizen. Phil knows their reality all too well—his father flew F-4s in Vietnam, and his own son, a Naval Academy graduate, flew F-18s for 11 years.

“Veterans First Realty is not a real estate sales group—we are a veteran service organization,” Phil says. “That’s what we consider ourselves, and that’s what drives every decision we make.”

After a commendable career as a detective in the Maryland State Police (preceded by a stint in professional soccer), Phil opened a boutique brokerage in Annapolis. Surrounded by military families both moving in and moving away, the idea for Veteran’s First started to percolate.

“I started seeing how underserved this demographic was,” he says. “And if we’re going to underserve anyone, it shouldn’t be the people who give so much to this country.”

Veterans First Realty is built differently from a traditional brokerage in that every agent is either a veteran, a veteran’s spouse, or a veteran’s family member—people who have firsthand experience with the challenges of military life with a family.

“You could be a great agent, but if you haven’t walked this walk, we’re not going to hire you,” Phil says. “It’s one thing to know your business; it’s another

thing to have lived through PCS (Permanent Change of Station) moves, to have had to uproot your family overnight and feel the emotional toll of relocation. That shared experience means something to our clients.”

Today, Veterans First operates in Maryland, Virginia, D.C., and Delaware, with plans to expand to North Carolina, South Carolina, Georgia, and Florida by the end of 2025. Phil has also connected a national referral network of more than 200 veteran-focused agents to help military families have access to the same level of service no matter where they move.

“We wanted to create a network where, if someone is moving from Norfolk to Whidbey Island, we can connect them with an agent we know is as good as the one they’re leaving behind,” Phil says.

That duty to service and commitment now defines Veterans First Realty, and beyond just helping military families buy and sell homes, Phil has built a company culture that prioritizes work-life balance, mutual respect, and teamwork—something he believes is sorely lacking in traditional real estate.

“WE WANTED TO CREATE A NETWORK WHERE, IF SOMEONE IS MOVING FROM NORFOLK TO WHIDBEY ISLAND, WE CAN CONNECT THEM WITH AN AGENT WE KNOW IS AS GOOD AS THE ONE THEY’RE LEAVING BEHIND.”

“Everyone talks about work-life balance, but no one does anything about it,” Phil says. “At our brokerage, we actually make it happen.”

He achieves this flexibility by creating a culture of cooperation and coverage. “If I’m going to be gone for a week, I introduce my client to a partner realtor ahead of time,” Phil explains. “They know exactly who to call, and I don’t have to check my phone. Every agent here has that same freedom. It’s a community, not just a business.”

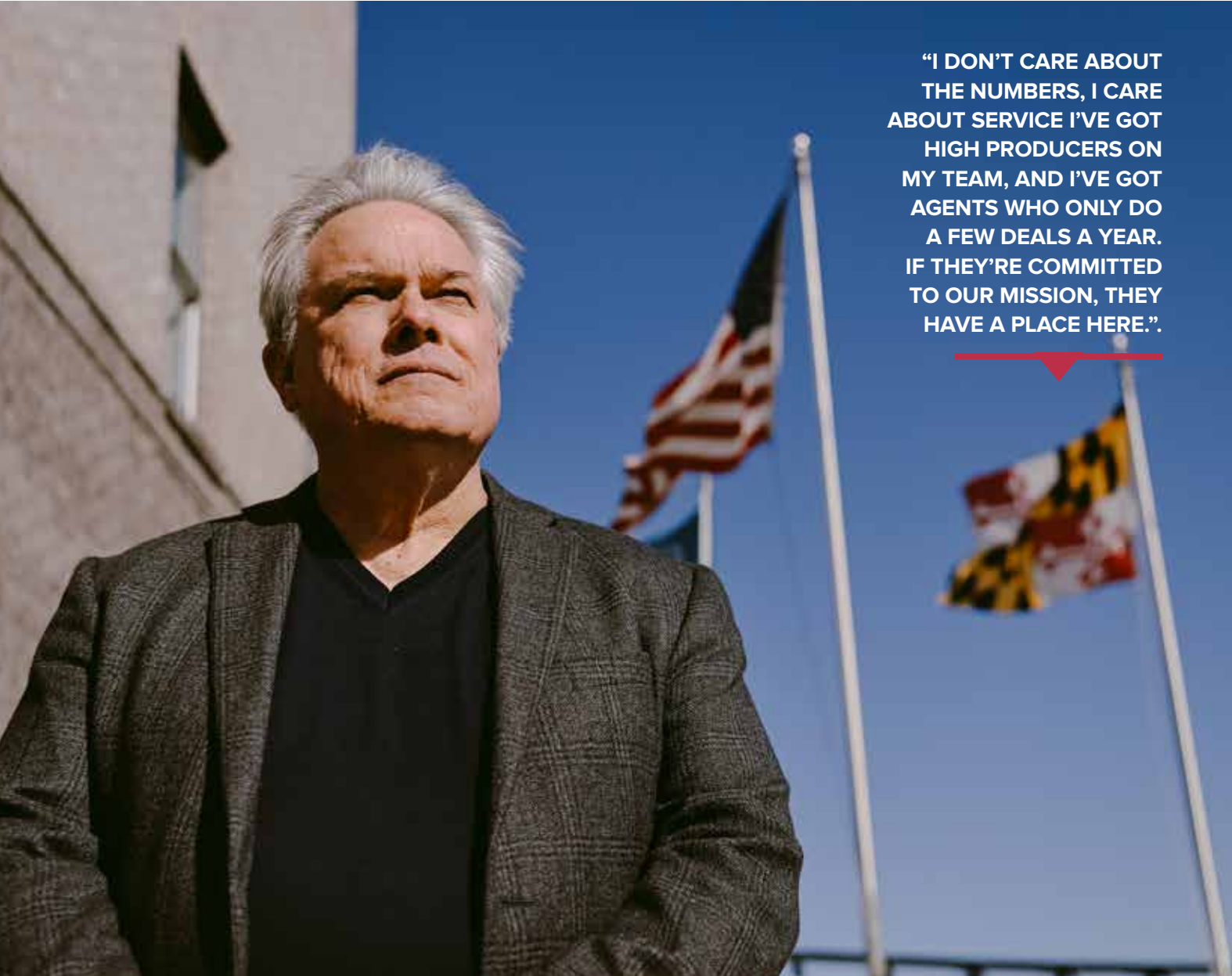
Phil is really serious about this coverage concept—Veterans First has no ‘Realtor of the Year’ awards, no sales leaderboards, and places no emphasis on dollar signs. “I don’t care about the numbers,” Phil says. “I care about service. I’ve got high producers on my team, and I’ve got agents who only do a few deals a year. If they’re committed to our mission, they have a place here.”

Because of the work Veteran’s First is doing, Phil wakes up every morning excited to get to the office. “I love building teams,”


he says. “When I stopped playing soccer, I started coaching. When I left law enforcement, I started mentoring. And now, I get to build something even bigger.”

Veterans First Realty isn’t just another brokerage—it’s a mission, one that Phil intends to accomplish far beyond the nation’s capital.

“We’re not just selling houses,” he says. “We’re making sure that the people who serve this country never feel underserved.”




“I DON’T CARE ABOUT THE NUMBERS, I CARE ABOUT SERVICE I’VE GOT HIGH PRODUCERS ON MY TEAM, AND I’VE GOT AGENTS WHO ONLY DO A FEW DEALS A YEAR. IF THEY’RE COMMITTED TO OUR MISSION, THEY HAVE A PLACE HERE.”.




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BY JOSEPH COTTLE
PHOTOS BY
DAVID STUCK

Mark Wittstadt has created the premier platform for remote notarization and digital signatures with market-leading, patent-pending digital security.

Before COVID-19 lockdowns, remotely notarizing or signing digital documents was a tenuous prospect. Several state governments were legislating guidance to create protections for personal data security and otherwise prevent fraud. Despite the federal E-Sign Act having been law since the year 2000, most officials didn't love the idea of signees and notaries not being in the same room. Mark Wittstadt, the creator of CYBERSYGN, has always felt differently.

Many readers may know of or have worked with Mark through his law firm and title company, LTX Companies, a

partner of *Baltimore Real Producers*. Mark is not just a lawyer, but an innovator and disruptor.

"I always knew that e-commerce would be changing," Mark says, "and you have to be ahead of the game. If you are trying to solve today's problems *today*, you've already lost. You need to be thinking and working on those things 6 months, 12 months, or 18 months in advance while knowing what your space is, what market you're in, and where that market's going."

In this specific and essential corner of the real estate market—notarization and closing—Mark knew the problem would not only be preventing fraud but also protecting personal data from hackers. "That loan application that I have in my possession and am required to hold in





“Other data security companies are offering a service for after the problem has happened; I’m offering a product that prevents it from happening in the first place.”

a real estate closing, it’s got your name, your date of birth, your Social Security number, every bank account that you have, and every credit card account you own. That thing is a treasure trove for hackers. That’s got more stuff on it than anything in the world,” Mark notes.

Looking into the future, Mark forged a solution.

The world’s wealthiest people store their prized possessions, deepest secrets, and family heirlooms inside ultra-secure vaults, often inside the world’s most exclusive and secure banks. We’ve taken glimpses in movies of how those vaults are accessed—multiple steps of validation and identification through layers of digital security inside several different physical vault layers finally lead to only the people that need to be inside a deeper vault, usually the vault owner and the bank president or some other very important person.

Mark has replicated this process in the digital world via CYBERSYGN—he’s created a digital vault (patent pending) that only verified signees, legal professionals, and notaries can enter. All activity inside the vault is recorded with special keys (similar to Bitcoin wallet keys) that affix that specific signing activity to that specific vault at that specific time with those specific people.

The entire signing and notarizing process is accomplished digitally and remotely, which saves time and money for everyone involved. To clients, it will look like a Zoom meeting, but CYBERSYGN is in the background, keeping everything ultra-secure.

“All the digital imprints of time, dates, and the document are delivered back to you in a separate, digitally secure personal vault,” Mark says. “Your documents are in there for you to download. But nobody can get back to the vault where the signing happened. It ceases to exist.”

CYBERSYGN’s layers of digital vaults make fraud virtually impossible while protecting the client’s personal data.

“That’s what differentiates CYBERSYGN from everybody else in this space,” Mark emphasizes. “We built the most secure environment out there where nothing travels outside of our SOC 2 Type 2 compliant walls. Once we 100% verify who you are, you become a verified VSENT member and issued a personal Electronic Digital Sygning Certificate (EDSC) that only you hold the key to. It is only accessible on the CYBERSYGN platform.”

Unmatched security means unmatched possibilities. CYBERSYGN has changed the game, and Mark is ready to take on the future as the market continues to change.

“Other data security companies are offering a service for after the problem has happened; I’m offering a product that prevents it from happening in the first place,” Mark says. “When you see our shield embedded on every page of a document, it signifies ‘Don’t just sign it—CYBERSYGN IT.’”

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Toast to the Top 500

BY HANNAH BENSON
PHOTOS BY YRN PHOTOGRAPHY



BRP's first-ever Toast to the Top 500 event on March 12th was an unforgettable celebration of Central Maryland's real estate excellence!

Over 225 gathered to honor the region's top 500 agents – 4% of all real estate agents responsible for an impressive 78% of transactions. The atmosphere was electric, buzzing with the energy of this vibrant and successful community.

Delicious food and drinks, expertly provided by Gunther & Co., fueled the celebratory mood and provided the perfect backdrop for meaningful conversations, new relationships, and reconnecting with familiar faces.

We're so grateful to each and every one of you who joined us!

As we look ahead, we're excited for the continued growth and success of our agents and partners, and the many more opportunities to come together and celebrate your wins. Thank you for being part of something truly special.





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A Passion to Help



BY LAUREN STEVENS
.....
PHOTOS BY ROY COX

Biana Arentz has been in the real estate industry for 22 years. Two years ago, her daughter, Elizabeth, became a REALTOR® and they often work together – something Biana takes great pride in. “If and when I retire, one of the things that I’m really comfortable knowing is that my clients and their families will be in good hands with Elizabeth. I think that’s part of my real estate legacy.” But Biana’s legacy is sure to extend beyond her daughter. Her decades of experience as a REALTOR® are remarkable enough, but her journey has given her a unique perspective she hopes will help other professionals as they pursue success.

Biana was born and raised in Puerto Rico. She moved to Washington, D.C. to attend Georgetown University and decided to stay in the area. Biana has had many roles in her life - Director for the Federal Reserve Bank of Richmond, restaurant owner, wife, and mother, to name a few. But it was while running her restaurant that she found her love for real estate.

While owning and operating her restaurant, Hemingway’s, Biana got her referral license to help connect clients with real estate agents. She quickly realized she wanted to help clients herself and eventually became a full-time REALTOR®. Her restaurant experience really helped put her new career in perspective. “REALTORS® say that being a real estate agent is difficult. I can tell you: compared to restaurants, it’s a piece of cake!” Over the years, she has worked with a couple of different brokerages before she found Coldwell Banker in 2017. Today, she loves her Church Circle office. But Biana’s experience isn’t just professional – it’s also personal. She’s moved 12 times in 28 years, so she understands the process from both sides and knows firsthand what her clients are going through.

The key to Biana’s success is hard work – and her competitive spirit. “My daughter will tell you: I’m very competitive...I work really hard at trying to be the best that I can be. One of the things that I believe strongly is that I am my own competition. My goal is always to do better than I did the year before, and it has served me well.” Biana evaluates each year’s successes and challenges, refining her approach to achieve even better results. She also strongly believes in the importance of surrounding yourself with the right people. “It has been said that you are the average of the five people you spend the most time with, so you want to make sure those five people are the right people.”

“
I never thought
I would be
working this hard
and loving it as
much as I do.
My number one
passion is trying to
help others...It is
really why I do what
I do every day.”

Biana’s favorite thing about being a REALTOR® is helping others, and she believes in building strong, lasting relationships. “People always ask, ‘What is your why?’ For me, family, friends, and my clients (who I see as my future friends) - they’re my why.” So, while Biana has seen so much change in the industry over the years, one thing has remained constant: the relationships.

Biana’s philosophy is to always work ethically and with integrity. She treats every client the same, regardless of their budget. She also emphasizes one invaluable—and often overlooked—skill for any REALTOR®: negotiation. “Being a good negotiator comes from

your ability to build trust and also communicate with people and understand the market. For a REALTOR®, one of the most important things to know is how to negotiate because the goal in real estate is to achieve successful outcomes that benefit both parties. It cannot only benefit your client.”

Biana is thrilled to be working so closely with her daughter and helping her build her own success. After studying

Biana and
her daughter,
Elizabeth



neurobiology at the University of Maryland, College Park, Elizabeth initially pursued a career in healthcare in San Francisco. When the COVID-19 pandemic struck, she moved back to Maryland. “The best thing that happened was, a couple of years ago...Elizabeth got her real estate license. She said, ‘Mom, I’m going to learn everything I can from you,’ and now I’m learning from her! Last year she did \$10 million in sales.”

Outside of work, Biana is focused on spending more time with her husband of 28 years, Steve – a Maryland State delegate. They are exceptionally proud of both Elizabeth and their son, Steven, who balances a full-time cybersecurity career with his studies at College Park. Biana and Steve are embracing their next chapter as empty nesters, working on reconnecting as a couple, and Biana hopes they’ll spend more time traveling in the years to come – although she says she may have to take up golf to get Steve on board. When she has free time, Biana enjoys walking while listening to high-energy Latin music (especially Pitbull and Enrique Iglesias) and taking Barre classes. She’s also a ‘stock market junkie,’

and spends an hour or two every day studying it and trading on her Robinhood account.

One of the most important things in Biana’s life is giving back to others. She is one of the founding members of Bosom Buddies Charities and was chair of their board for nine years. She’s also served on the boards of Luminus Health. In 2023, Biana, Elizabeth, and two other REALTORS®, Heather Giovingo, and Pam Batstone, founded *REELtors Hooked on Giving Back* with Fish for a Cure. To date, they’ve raised over \$50,000 and they’re excited for what 2025 will bring.

At 67, Biana isn’t slowing down. She did \$23 million in sales in 2024, and plans to continue to build on her decades of success in 2025. “I never thought I would be working this hard and loving it as much as I do.” Every day, she wakes up with enthusiasm for her work, her clients, and the relationships she builds. Whether it’s selling a luxury waterfront property or helping a first-time buyer find their dream home, she delivers the same level of dedication and love. “My number one passion is trying to help others...It is really why I do what I do every day.”



“

My daughter will tell you: I’m very competitive...I work really hard at trying to be the best that I can be. One of the things that I believe strongly is that I am my own competition.”

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Kathleen Cassidy	DRH Realty Capital, LLC.	187	\$94,554,728
2	Tineshia R. Johnson	NVR Services, Inc.	120.5	\$65,373,297
3	Joseph A Petrone	Monument Sotheby's International Realty	81	\$58,885,643
4	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	74	\$35,020,063
5	Adam M Shpritz	Ashland Auction Group LLC	70	\$4,420,288
6	Lee M Shpritz	Ashland Auction Group LLC	69	\$4,348,788
7	Tracy M Jennings	DRH Realty Capital, LLC.	62	\$32,493,941
8	Robert J Lucido	Keller Williams Lucido Agency	58.5	\$48,317,313
9	Lois Margaret Alberti	Alberti Realty, LLC	44	\$14,409,497
10	Shawn M Evans	Monument Sotheby's International Realty	43	\$44,288,581
11	Nickolaus B Waldner	Keller Williams Realty Centre	30	\$14,655,354
12	Gina M Gargeu	Century 21 Downtown	28	\$4,961,375
13	Daniel McGhee	Homeowners Real Estate	28	\$10,560,000
14	Jeremy Michael McDonough	Mr. Lister Realty	27	\$10,739,800
15	Gina L White	Lofgren-Sargent Real Estate	27	\$11,612,280
16	Lee R. Tessier	EXP Realty, LLC	25.5	\$10,218,475

Disclaimer: Statistics are derived from closed sales data. Data pulled on April 6th 2025, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

RANK	NAME	OFFICE	SALES	TOTAL
17	Gregory M Golding	ExecuHome Realty	25	\$2,767,600
18	Mary Anne Long	Keller Williams Realty Centre	23	\$9,675,180
19	Bill Franklin	Long & Foster Real Estate, Inc.	23	\$12,564,231
20	Daniel B Register IV	Northrop Realty	22	\$6,186,206
21	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	22	\$4,459,920
22	Bob Simon	Long & Foster Real Estate, Inc.	20.5	\$2,759,150
23	Nancy A Hulsman	Coldwell Banker Realty	20	\$9,800,100
24	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	19.5	\$7,958,549
25	Gregory A Cullison Jr.	EXP Realty, LLC	18.5	\$5,846,120
26	Larry E Cooper	Alex Cooper Auctioneers, Inc.	18	\$4,025,063
27	Jeannette A Westcott	Keller Williams Realty Centre	18	\$7,214,200
28	Un H McAdory	Realty 1 Maryland, LLC	18	\$9,352,255
29	Kim Barton	Keller Williams Legacy	17.5	\$7,705,874
30	Barry L Hess	Keller Williams Flagship	17	\$5,659,400
31	Bradley R Kappel	TTR Sotheby's International Realty	17	\$37,113,028
32	Matthew D Rhine	Keller Williams Legacy	16.5	\$9,860,800
33	Mitchell J Toland Jr.	Redfin Corp	16	\$5,137,300
34	Benjamin J Garner	Cummings & Co. Realtors	16	\$5,311,500
35	Bryan G Schafer	Compass	16	\$7,328,500
36	Charlotte Savoy	The KW Collective	15.5	\$6,631,000
37	cory andrew willems	Keller Williams Gateway LLC	15	\$4,903,400
38	Laura M Snyder	American Premier Realty, LLC	15	\$6,707,970
39	James T Weiskerger	Next Step Realty	15	\$8,033,328
40	Enoch P Moon	Realty 1 Maryland, LLC	14.5	\$7,087,750
41	David Orso	Berkshire Hathaway HomeServices PenFed Realty	14	\$13,957,000
42	Michael Soper	Next Step Realty	14	\$5,179,000
43	Jessica Dailey	Compass	14	\$4,848,500
44	Robert A Commodari	EXP Realty, LLC	14	\$4,956,400
45	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	13.5	\$5,998,900
46	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	13.5	\$2,294,950
47	Rebecca M Ravera	Real Broker, LLC - Keswick	13	\$2,527,200
48	Mark Richa	Cummings & Co. Realtors	13	\$6,698,000
49	Donald L Beecher	Redfin Corp	13	\$4,928,600
50	Kimberly A Lally	EXP Realty, LLC	12.5	\$5,642,515

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Sergey A Taksis	Long & Foster Real Estate, Inc.	12.5	\$5,160,345
52	Ryan R Briggs	Anne Arundel Properties, Inc.	12.5	\$7,119,574
53	Yevgeny Drubetskoy	EXP Realty, LLC	12.5	\$3,993,500
54	STEPHEN PIPICH Jr.	VYBE Realty	12	\$2,639,400
55	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	12	\$2,900,500
56	Mark M Novak	Cummings & Co. Realtors	12	\$4,620,400
57	Ashton L Drummond	Cummings & Co. Realtors	12	\$5,361,000
58	Robert D Kaetzel	Real Estate Professionals, Inc.	12	\$2,761,393
59	Gavriel Khoshkheraman	Pickwick Realty	12	\$1,755,000
60	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	11.5	\$5,125,570
61	Kelly Schuit	Next Step Realty	11.5	\$5,721,569
62	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	11.5	\$5,358,035
63	Jessica DuLaney (Nonn)	Next Step Realty	11.5	\$5,775,000
64	Michael J Schiff	EXP Realty, LLC	11.5	\$4,823,450
65	Derek Blazer	Cummings & Co. Realtors	11	\$4,363,500
66	Veronica A Sniscak	Compass	11	\$3,589,918
67	Zachary M. Pencarski	Redfin Corp	11	\$3,709,900
68	Leslie Ikle	Redfin Corp	11	\$6,504,800
69	Ira Klein	Pickwick Realty	11	\$1,313,000
70	Luis H Arrazola	A.J. Billig & Company	11	\$1,430,460
71	Brian I Leibowitz	Maryland Realty Company	11	\$2,922,474
72	Joseph S Bird	Red Cedar Real Estate, LLC	11	\$6,577,500
73	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	11	\$2,135,750
74	Kyriacos P. Papaleonti	Academy Realty Inc.	11	\$6,401,800
75	Karen L Harms	Cummings & Co. Realtors	10.5	\$3,565,100
76	Jeremy Batoff	Compass	10.5	\$9,187,400
77	Alyson Anderson I	Allfirst Realty, Inc.	10.5	\$3,220,550
78	Tiffany S Domneys	ExecuHome Realty	10.5	\$3,570,700
79	Eric A Clash	VYBE Realty	10.5	\$2,258,750
80	Aldo M Figueroa	RE/MAX Components	10.5	\$1,485,111
81	Christopher W Palazzi	Cummings & Co. Realtors	10	\$2,490,126
82	Bob A Mikelskas	Rosario Realty	10	\$4,694,900
83	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	10	\$4,311,500
84	Liz A. Ancel	Cummings & Co. Realtors	10	\$3,582,500

RANK	NAME	OFFICE	SALES	TOTAL
85	Montaz Maurice McCray	Keller Williams Realty Centre	10	\$2,995,905
86	Andrew Johns III	Keller Williams Gateway LLC	10	\$4,198,000
87	Brian D Saver	Long & Foster Real Estate, Inc.	10	\$10,309,564
88	Allen J Stanton	RE/MAX Executive	10	\$3,461,843
89	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	10	\$5,088,000
90	Pamela A Terry	EXP Realty, LLC	10	\$1,685,877
91	Megan Manzari	Cummings & Co. Realtors	10	\$4,050,000
92	Gigi Causey	Cummings & Co. Realtors	10	\$2,595,400
93	Daniel Borowy	Redfin Corp	10	\$6,394,900
94	Tony Migliaccio	Long & Foster Real Estate, Inc.	10	\$3,648,000
95	Krissy Doherty	Northrop Realty	10	\$5,687,500
96	Jim W Bim	Winning Edge	9.5	\$7,853,400
97	Jason W Perlow	Monument Sotheby's International Realty	9.5	\$8,189,300
98	Juwan Lee Richardson	Keller Williams Legacy	9.5	\$3,042,900
99	Antoin Maurice Jackson	Neighborhood Assistance Corporation of America	9.5	\$3,365,400
100	Jeff D Washo	Compass	9.5	\$4,264,400

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Jessica L Young-Stewart	RE/MAX Executive	9	\$3,985,740
102	Austin J Carroll	Keller Williams Legacy	9	\$3,200,370
103	James Scott Travers Jr.	Next Step Realty	9	\$3,659,000
104	Steven K Warfield	THE WARFIELD REALTY GROUP	9	\$819,400
105	Robert J Christian	CENTURY 21 New Millennium	9	\$2,711,825
106	Persia Swift	Compass	9	\$2,492,050
107	Carol L Tinnin	RE/MAX Leading Edge	9	\$4,597,300
108	Tyler Ell	Keller Williams Realty Centre	9	\$4,763,949
109	Tina C Beliveau	EXP Realty, LLC	9	\$3,773,000
110	Nathan Zachary Poole-McCullough	Corner House Realty	9	\$3,481,000
111	Gabriel M Dutton	Keller Williams Gateway LLC	9	\$2,797,000
112	Bethanie M Fincato	Cummings & Co. Realtors	9	\$3,402,000
113	Jeremy S Walsh	Coldwell Banker Realty	9	\$4,082,000
114	Simon P Tenezaca Huerta I	Keller Williams Gateway LLC	9	\$1,987,150
115	Sandra E Echenique	Keller Williams Gateway LLC	9	\$2,330,000
116	Jackie B Daley	Northrop Realty	9	\$3,161,400

Disclaimer: Statistics are derived from closed sales data. Data pulled on April 6th 2025, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

RANK	NAME	OFFICE	SALES	TOTAL
117	Michael Myslinski	Next Step Realty	9	\$4,605,000
118	Terence P Brennan	Long & Foster Real Estate, Inc.	9	\$3,255,723
119	Barry J Nabozny	RE/MAX Premier Associates	9	\$3,807,918
120	Raymond S Werking	CENTURY 21 New Millennium	9	\$3,518,900
121	Lisa E Kittleman	The KW Collective	9	\$5,470,000
122	Bradley Morsberger	Coldwell Banker Realty	9	\$5,624,000
123	Caroline Kuntz	Compass	9	\$4,857,000
124	Christopher B Carroll	RE/MAX Advantage Realty	9	\$4,324,999
125	Diana Pham	EXP Realty, LLC	8.5	\$3,871,677
126	Lauren Melissa DiMartino	EXP Realty, LLC	8.5	\$3,133,800
127	Michael Frank	EXP Realty, LLC	8.5	\$3,567,425
128	Jory Frankle	Northrop Realty	8.5	\$5,125,260
129	Jared T Block	Alex Cooper Auctioneers, Inc.	8.5	\$1,466,490
130	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	8.5	\$2,647,500
131	David Marc Niedzialkowski	Redfin Corp	8	\$2,958,900
132	William M Savage	Keller Williams Legacy	8	\$1,957,524
133	Theresa C Kemp	AB & Co Realtors, Inc.	8	\$2,996,000
134	Song M. Hong	Turn Key Homes Litmited Libability	8	\$2,299,000
135	Robert M Carter Jr.	Douglas Realty, LLC	8	\$3,690,906
136	Heather A Schafer Adkins	Long & Foster Real Estate, Inc.	8	\$3,044,400
137	Heidi S Krauss	Krauss Real Property Brokerage	8	\$9,035,000
138	Sudarshan Paudel	Ghimire Homes	8	\$2,620,100
139	Alexandra Ray Vincent	Next Step Realty	8	\$2,501,000
140	Heather Giovingo	Coldwell Banker Realty	8	\$4,460,048
141	Harold A Kelly	ExecuHome Realty	8	\$1,896,000
142	Mary C Gatton	Redfin Corp	8	\$4,783,390
143	Thomas Michael Harrison Jr.	VYBE Realty	8	\$1,863,400
144	Angela C Demattia	Berkshire Hathaway HomeServices PenFed Realty	8	\$4,275,934
145	SANTIAGO G GENTINI	EXP Realty, LLC	8	\$3,821,400
146	Reta Sponsky	Cummings & Co. Realtors	8	\$4,315,900
147	Anthony M Friedman	Northrop Realty	8	\$5,271,900
148	Timothy Lee Joseph Dominick	Coldwell Banker Realty	8	\$1,901,650
149	Santiago Carrera	Hyatt & Company Real Estate, LLC	8	\$2,873,000
150	Trent C Gladstone	The KW Collective	8	\$4,031,400



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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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.	187	\$94,554,728
2	Tineshia R. Johnson	NVR Services, Inc.	120.5	\$65,373,297
3	Joseph A Petrone	Monument Sotheby's International Realty	81	\$58,885,643
4	Robert J Lucido	Keller Williams Lucido Agency	58.5	\$48,317,313
5	Shawn M Evans	Monument Sotheby's International Realty	43	\$44,288,581
6	Bradley R Kappel	TTR Sotheby's International Realty	17	\$37,113,028
7	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	74	\$35,020,063
8	Tracy M Jennings	DRH Realty Capital, LLC.	62	\$32,493,941
9	Nickolaus B Waldner	Keller Williams Realty Centre	30	\$14,655,354
10	Lois Margaret Alberti	Alberti Realty, LLC	44	\$14,409,497
11	David Orso	Berkshire Hathaway HomeServices PenFed Realty	14	\$13,957,000
12	Bill Franklin	Long & Foster Real Estate, Inc.	23	\$12,564,231
13	Georgeann A Berkinshaw	Coldwell Banker Realty	4	\$12,060,020
14	Gina L White	Lofgren-Sargent Real Estate	27	\$11,612,280
15	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	6	\$11,510,250
16	Alexandra T Sears	TTR Sotheby's International Realty	8	\$11,265,900
17	Jeremy Michael McDonough	Mr. Lister Realty	27	\$10,739,800
18	Creig E Northrop III	Northrop Realty	7	\$10,715,000
19	Daniel McGhee	Homeowners Real Estate	28	\$10,560,000
20	Brian D Saver	Long & Foster Real Estate, Inc.	10	\$10,309,564
21	Lee R. Tessier	EXP Realty, LLC	25.5	\$10,218,475
22	Matthew D Rhine	Keller Williams Legacy	16.5	\$9,860,800
23	Nancy A Hulsman	Coldwell Banker Realty	20	\$9,800,100
24	Mary Anne Long	Keller Williams Realty Centre	23	\$9,675,180
25	Charlie Hatter	Monument Sotheby's International Realty	6.5	\$9,440,000
26	Un H McAdory	Realty 1 Maryland, LLC	18	\$9,352,255
27	Ricky Cantore III	RE/MAX Advantage Realty	6.5	\$9,209,750
28	Jeremy Batoff	Compass	10.5	\$9,187,400
29	Heidi S Krauss	Krauss Real Property Brokerage	8	\$9,035,000
30	Jason W Perlow	Monument Sotheby's International Realty	9.5	\$8,189,300
31	James T Weiskerger	Next Step Realty	15	\$8,033,328
32	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	19.5	\$7,958,549
33	Brent J Allen	Long & Foster Real Estate, Inc.	3	\$7,957,000
34	Helen Regina Miller	Long & Foster Real Estate, Inc.	2	\$7,945,000

RANK	NAME	OFFICE	SALES	TOTAL
35	Jim W Bim	Winning Edge	9.5	\$7,853,400
36	Kim Barton	Keller Williams Legacy	17.5	\$7,705,874
37	Bryan G Schafer	Compass	16	\$7,328,500
38	Joanna M Dalton	Coldwell Banker Realty	7	\$7,227,000
39	Jeannette A Westcott	Keller Williams Realty Centre	18	\$7,214,200
40	Ryan R Briggs	Anne Arundel Properties, Inc.	12.5	\$7,119,574
41	Enoch P Moon	Realty 1 Maryland, LLC	14.5	\$7,087,750
42	Beth Viscarra	Cummings & Co. Realtors	5	\$7,000,000
43	Laura M Snyder	American Premier Realty, LLC	15	\$6,707,970
44	Mark Richa	Cummings & Co. Realtors	13	\$6,698,000
45	Charlotte Savoy	The KW Collective	15.5	\$6,631,000
46	Jennifer Holden	Compass	4.5	\$6,625,500
47	Joseph S Bird	Red Cedar Real Estate, LLC	11	\$6,577,500
48	Teresa M Dennison	Long & Foster Real Estate, Inc.	7	\$6,565,000
49	Leslie Ikle	Redfin Corp	11	\$6,504,800
50	Kyriacos P. Papaleonti	Academy Realty Inc.	11	\$6,401,800

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Daniel Borowy	Redfin Corp	10	\$6,394,900
52	Reid Buckley	Long & Foster Real Estate, Inc.	4	\$6,198,500
53	Daniel B Register IV	Northrop Realty	22	\$6,186,206
54	David A Sherbow	VYBE Realty	4	\$6,141,000
55	AMELIA E SMITH	Redfin Corp	7	\$6,075,920
56	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	6	\$6,050,250
57	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	13.5	\$5,998,900
58	James Weston Bimstefer	Winning Edge	5.5	\$5,857,650
59	Asha Goel	Long & Foster Real Estate, Inc.	7	\$5,849,000
60	Gregory A Cullison Jr.	EXP Realty, LLC	18.5	\$5,846,120
61	Patricia Spigel	Compass	8	\$5,827,000
62	Jessica DuLaney (Nonn)	Next Step Realty	11.5	\$5,775,000
63	Kelly Schuit	Next Step Realty	11.5	\$5,721,569
64	Krissy Doherty	Northrop Realty	10	\$5,687,500
65	Barry L Hess	Keller Williams Flagship	17	\$5,659,400
66	Kimberly A Lally	EXP Realty, LLC	12.5	\$5,642,515

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RANK	NAME	OFFICE	SALES	TOTAL
67	Bradley Morsberger	Coldwell Banker Realty	9	\$5,624,000
68	Holly D Winfield	Monument Sotheby's International Realty	7	\$5,517,900
69	Dee Dee R McCracken	Coldwell Banker Realty	6	\$5,499,000
70	Elizabeth C Dooner	Coldwell Banker Realty	5	\$5,482,990
71	Lisa E Kittleman	The KW Collective	9	\$5,470,000
72	Jessica Guevara-Knopp	EXP Realty, LLC	2	\$5,430,000
73	Sarah Greenlee Morse	TTR Sotheby's International Realty	4	\$5,385,000
74	Ashton L Drummond	Cummings & Co. Realtors	12	\$5,361,000
75	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	11.5	\$5,358,035
76	Henry Olaya	Northrop Realty	2	\$5,335,000
77	Benjamin J Garner	Cummings & Co. Realtors	16	\$5,311,500
78	Anthony M Friedman	Northrop Realty	8	\$5,271,900
79	Diane M Donohue	Monument Sotheby's International Realty	1	\$5,250,000
80	Michael Soper	Next Step Realty	14	\$5,179,000
81	Sergey A Taksis	Long & Foster Real Estate, Inc.	12.5	\$5,160,345
82	Mitchell J Toland Jr.	Redfin Corp	16	\$5,137,300
83	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	11.5	\$5,125,570
84	Jory Frankle	Northrop Realty	8.5	\$5,125,260
85	William P Beam	Beam Realty Group, Inc.	7	\$5,106,900
86	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	10	\$5,088,000
87	Gina M Gargeu	Century 21 Downtown	28	\$4,961,375
88	Robert A Commodari	EXP Realty, LLC	14	\$4,956,400
89	Donald L Beecher	Redfin Corp	13	\$4,928,600
90	Day W Weitzman	Coldwell Banker Realty	2.5	\$4,913,000
91	cory andrew willems	Keller Williams Gateway LLC	15	\$4,903,400
92	Carla H Viviano	Viviano Realty	8	\$4,867,900
93	Caroline Kuntz	Compass	9	\$4,857,000
94	Jessica Dailey	Compass	14	\$4,848,500
95	Michael J Schiff	EXP Realty, LLC	11.5	\$4,823,450
96	Mary C Gatton	Redfin Corp	8	\$4,783,390
97	Tyler Ell	Keller Williams Realty Centre	9	\$4,763,949
98	William G. McClelland	Cummings & Co. Realtors	5	\$4,728,000
99	Bob A Mikelskas	Rosario Realty	10	\$4,694,900
100	Mark M Novak	Cummings & Co. Realtors	12	\$4,620,400

TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Michael Myslinski	Next Step Realty	9	\$4,605,000
102	Carol L Tinnin	RE/MAX Leading Edge	9	\$4,597,300
103	Samuel P Bruck	Northrop Realty	7	\$4,592,760
104	Laura E Gayvert	Compass	7.5	\$4,588,500
105	Mary Anne Kowalewski	KOVO Realty	7	\$4,574,400
106	Eileen Robbins	Long & Foster Real Estate, Inc.	7	\$4,563,290
107	Jennifer Schaub	EXP Realty, LLC	6	\$4,513,400
108	Melissa Lonsbury	AB & Co Realtors, Inc.	7	\$4,480,900
109	Heather Giovingo	Coldwell Banker Realty	8	\$4,460,048
110	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	22	\$4,459,920
111	Adam M Shpritz	Ashland Auction Group LLC	70	\$4,420,288
112	Robert A Kinnear	RE/MAX Advantage Realty	6	\$4,381,635
113	Derek Blazer	Cummings & Co. Realtors	11	\$4,363,500
114	Lee M Shpritz	Ashland Auction Group LLC	69	\$4,348,788
115	Julie Dinko	Douglas Realty, LLC	5	\$4,342,419
116	Christopher B Carroll	RE/MAX Advantage Realty	9	\$4,324,999
117	Reta Sponsky	Cummings & Co. Realtors	8	\$4,315,900
118	Amanda B Mitchell	Monument Sotheby's International Realty	4	\$4,312,000
119	Marta Lopushanska	Berkshire Hathaway HomeServices Homesale Realty	10	\$4,311,500
120	Colleen M Smith	EXP Realty, LLC	6	\$4,287,500
121	Brian E Schilling	EXP Realty, LLC	7	\$4,285,500
122	Angela C Demattia	Berkshire Hathaway HomeServices PenFed Realty	8	\$4,275,934
123	Sunna Ahmad	Cummings & Co. Realtors	6	\$4,275,000
124	Jeff D Washo	Compass	9.5	\$4,264,400
125	Sherri Hill	Coldwell Banker Realty	1	\$4,250,000
126	David J Webber Sr.	RE/MAX Leading Edge	8	\$4,239,500
127	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	6	\$4,238,135
128	Arian Sargent Lucas	Lofgren-Sargent Real Estate	5.5	\$4,229,000
129	Karriem Hopwood	Corner House Realty	7	\$4,225,000
130	Jatinder Singh	Invision Realty Inc.	7	\$4,208,450
131	Eugene Parker Jr.	Rosso Commercial Real Estate Services, LLC.	2	\$4,200,000
132	Andrew Johns III	Keller Williams Gateway LLC	10	\$4,198,000
133	Anne C Harrington	Coldwell Banker Realty	4	\$4,195,000
134	Robert Weitzman	Coldwell Banker Realty	1.5	\$4,161,000

RANK	NAME	OFFICE	SALES	TOTAL
135	Elizabeth A Osborn	Coldwell Banker Realty	3	\$4,160,000
136	Liz Warren	The Pinnacle Real Estate Co.	5	\$4,102,475
137	Jeremy S Walsh	Coldwell Banker Realty	9	\$4,082,000
138	Megan Manzari	Cummings & Co. Realtors	10	\$4,050,000
139	Trent C Gladstone	The KW Collective	8	\$4,031,400
140	Larry E Cooper	Alex Cooper Auctioneers, Inc.	18	\$4,025,063
141	Melissa K Hamet	Cummings & Co. Realtors	6	\$4,018,000
142	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	7	\$3,994,400
143	Yevgeny Drubetskoy	EXP Realty, LLC	12.5	\$3,993,500
144	Jessica L Young-Stewart	RE/MAX Executive	9	\$3,985,740
145	Wendy Slaughter	VYBE Realty	7.5	\$3,976,500
146	Nilou Jones	RE/MAX Leading Edge	5	\$3,975,000
147	Shurnell Cathey	RE/MAX Advantage Realty	5	\$3,964,900
148	Vincent M Caropreso	Keller Williams Flagship	7.5	\$3,959,000
149	Rachel Gontkovic	EXP Realty, LLC	6	\$3,939,500
150	Shun Lu	Keller Williams Realty Centre	3	\$3,930,000

Disclaimer: Statistics are derived from closed sales data. Data pulled on April 6th, 2025, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.



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