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Kim Heaney



Partner Spotlight:
Jason Cook of
Embrace Home Loans

Top 100 Standings



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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 almost 70 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
Editor-in-Chief
jill@rpmags.com



Coastal Real Producers 2025 Events Calendar

Wednesday, May 21

4 p.m. - 7 p.m.

Summer Kick Off Party

**Location: Fager’s Island - 201 60th St,
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Wednesday, September 10

Time: TBD

Fall Mastermind

Location TBD

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producers on a deeper level.

Thursday, November 13

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

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Vista Rooftop - 13801 Coastal Hwy,
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Kim Heaney



From Martial Arts to Real Estate

BY MOLLY LAURYSENS • PHOTOS BY ATLANTIC EXPOSURE

Growing up in Arbutus, Maryland, Kim Heaney learned that family was the most important thing. As one of five children, her mom—a single mother—taught her a lot. “My mom was my best friend, and she instilled the importance of family, love, and helping others.” Though her mom passed away four years ago, she and her siblings remain close, and that message and those lessons have stayed with Kim, shaping her life in countless ways.

As a child, Kim dreamed of becoming an airline stewardess. Instead, she and her husband, Jim, pursued a passion for Taekwondo, owning their own private dojang (Korean training hall) in Perry Hall, where they taught and competed for many years. While Kim no longer competes, the martial arts remain a passion. Their dedication to the sport led them to expand, opening a second practice in Ocean City. After years of managing both locations, they ultimately sold the Perry Hall location and relocated to Ocean City. Jim, a natural entrepreneur, also runs several other businesses, including renting out campers on Assateague Island.

Speaking of entrepreneurs, their 37-year-old daughter, Melissa, has inherited the same business mindset and drive. Not only is she a traveling nurse, but she also works for an accountant and manages all of Kim’s marketing. In addition, she is an internationally recognized and world-renowned pet sitter. Who knew that was even a job? Melissa and her fiancé have been featured in magazines for their work and are well-known in the pet-sitting community. One of the coolest perks for Kim is that she often gets to travel while they’re on pet-sitting assignments, most recently visiting both London and Paris. The family’s next big trip will be a destination wedding in Spain for the happy couple.

Kim says that Melissa is her best friend, biggest cheerleader, and a constant source of inspiration. With 40 years of martial arts experience, it remains a major part of her life. There was even a time when her entire family—Jim, Melissa, and Kim—competed together. What was that like? “It was amazing! It was national championships, and there were hundreds of people there. The three of us competed in our divisions at the same event, and it was really fun!”

Kim credits the martial arts training for preparing her for real estate. In 2011, she was working with a builder when she decided to get licensed. The draw was simple—she loved houses, had an eye for detail, and, most of all, loved helping people. Ultimately, it was real estate that pulled her away from teaching Taekwondo. “Several years ago, when real estate got crazy, I had to step back from teaching because I just couldn’t do both at the same time.”

Within a few years, she obtained her Delaware license, and when the opportunity to join Berkshire Hathaway came up, she took it. She has been working happily with the brokerage ever since. In 2024, she closed 35 transactions, totaling just over \$16 million in sales.

Kim admits to having a Type-A personality. “I spend a lot of time working, but I like to make sure that everything is done right for my clients.” She takes pride in going above and beyond, with a strong attention to detail. To help her balance this passion, she loves working out.

One saying that has stuck with her through the years is, “Rising tides lift all boats.” Whether that means helping colleagues or mentoring new agents, she’s happy to do it. “The real estate world is a community, and someone once told us that the more



“
Truly successful people give back more and more, which in turn benefits everyone.”

you give back to the community, the better the community will be. Truly successful people give back more and more, which in turn benefits everyone.”

That said, she acknowledges that giving is easier for her than receiving, and she’s not one to pat herself on the back. However, looking back, she recognizes how much she has grown in the industry and is proud of all the progress she made. “I always had a passion for real estate, and now that I’ve been doing it, I enjoy it even more! It’s nice to see how much I’ve grown over the years.” She has received numerous awards for her sales throughout her career and hopes that selling trend continues.

Recently, Kim has become more involved with the Coastal Association of Realtors and more active with the meal train at her church, Coastal Community Church. For fun, she loves relaxing at the beach and scrapbooking, even making it a priority to attend scrapbooking conventions. And while success in business is important, for Kim, the greatest reward is the relationships she builds along the way. Whether she’s closing a deal, supporting a colleague, or spending time with family, she approaches life with passion, determination, and an unwavering belief in the power of hard work and service.



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Jason Cook

of Embrace Home Loans

BY LAUREN STEVENS
PHOTOS BY ATLANTIC EXPOSURE



People First

Jason Cook and his team at Embrace Home Loans serve Maryland and Delaware with high-quality, relationship-based lending from their offices in Ocean City, Rehoboth Beach, Wilmington, and Delmar. For this group, mortgage lending is about more than just numbers and transactions—it’s about people, relationships, and trust. As Jason puts it, “[We] look at individual scenarios and plot a good path forward with future needs in mind, not just to get the transaction done.”

From Sales Managers Tripper Heckscher and Lou Centrella to Senior Loan Officers Chrysta MacBlain, Wendy Smith, Theresa Miglino, and Tatiana Camper, every member of Jason’s crew shares the vision of providing compassionate, client-centric mortgage lending. “We want to make sure we execute on what we say we’re going to do and how we’re going to do it... That’s number one: to be completely transparent, completely ethical, and completely caring.” That means caring for both the homebuyers seeking financing, and the real estate professionals who choose to connect those buyers with Embrace Home Loans. “[It’s] not just a transaction—REALTORS® are trusting us with their clients, and that’s their income source. It’s personal... There are always things that pop up—it’s life—but through that close relationship with our partners on the real estate side of things, we can help overcome those.”

Jason and his team work closely with their partners and clients to understand challenges, lessen obstacles, and get home buyers what they need. “[Our team is] going to advise openly. We’re going to advise truthfully. At the end of the day we’re tasked to do whatever the customer wants to do...but we’ll

“In this industry, as in life, it’s not if something’s going to go sideways, but when, and how we respond to that really says a lot.”

advise as to where they are and how that impacts them, and just try to help...people understand what their options are, and guide them in the right direction to get home.”

The Embrace Home Loans team doesn’t operate on a traditional 9-to-5 schedule; instead, they make sure they’re available when it works best for their clients. “It is a relationship, family-style, environment...and that resonates through to when you’re trying to help somebody purchase a home or finance a home. You care, you’re invested, you understand the scenario, and you try to get them in the best possible direction as efficiently as possible.”

This personal, relationship-based approach is so effective in fostering connections that many of the professional relationships have evolved into friendships over the years – something Jason says he loves about this business. “I warn my customers [that I] become friends with a lot of people I work with... We have some deep relationships, especially within the real estate community and within the [Embrace Home Loans team] itself.”

Another example of the Embrace Home Loans crew’s client-first approach is their commitment to education. Jason teaches a condo class for the Coastal Association of REALTORS® (CAR), helping agents stay informed about the complexities of condo financing. “The more everybody knows the easier it is to work together... In this industry, as in life, it’s not if something’s going to go sideways, but when, and how we respond to that really says a lot. So, if we can be knowledgeable and respond with plans and actions, that ultimately reduces the anxiety of everybody involved.”



Jason says that the team’s success wouldn’t be possible without the supportive families who understand the demands of the industry. Jason expressed his personal gratitude for his wife, Dawn, and their two children, Wyatt and Landon. “I couldn’t do it without them...It sounds cliché, but it’s truthful, because if I didn’t have support or flexibility... I wouldn’t be as present for my team and clients as I am.” Jason’s experienced team, many of whom have been working together for nearly a

decade, operates with a clear set of values: transparency, ethics, care, and consistency. “I’d say the overall number one value is to understand... the emotional component from the buyer. [We] understand the economic component from the REALTOR®... It’s not transactional; it’s not ones and zeros in guidelines. This is somebody’s goals, dreams, home. This is [the REALTOR®’s] income source, and we want to make sure that that is taken care of.”



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EVENT RECAP

Toast to the Top 300

BY HANNAH BENSON
PHOTOS BY ATLANTIC EXPOSURE



CRP's first-ever Toast to the Top 300 event, held on March 20th, was an unforgettable celebration of coastal real estate excellence!



Nearly 150 realtors and industry partners gathered to honor the region's top 300 agents – 10% of all realtors 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 at Iron Hill Brewery fueled the celebratory mood and provided the perfect backdrop for meaningful conversations, new relationships, and reconnecting with familiar faces.

We're incredibly 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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Joanie HYNES

**A CAREER
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PASSION**

BY MOLLY LAURYSENS

PHOTOS BY SVETLANA LEAHY OF REFINED CAPTURE

Joanie Hynes has always been a thriving solo agent, despite countless suggestions to start a team. For years, others in the industry advised her to grow, but she resisted—until one day, a longtime client of hers decided to take the plunge. Joanie loved the idea of mentoring her, plus this client was organized, proficient, and loved houses too. Joanie thought it could be a win for them both. What could go wrong?

Then one afternoon, that rookie agent walked into the office in tears. Joanie, consoling and curious, asked what had happened. Joanie said she'd never forget the rookie's response. "She goes, 'Oh my God! You never told me how hard this was!'"

Joanie was perplexed. "So, I'm just looking at her, and I'm like, what? What is so hard?" Her protégé, utterly defeated, continued, "People are hard!"

Joanie was still dumbfounded. "I truly didn't understand! I was like, what do you mean?" To her, real estate is not

just a job or even a career, it's a passion. "Every one of my clients is someone I know or has been referred to me by friends, family, and other Realtors."

Growing up in Catonsville, Joanie didn't always know that real estate was a passion. She began her professional career in Personnel/Human Resources with the National Security Agency. While she loved the work, she knew she ultimately wanted to be self-employed. So, when her brother-in-law and his wife brought Merry Maids franchising to the East Coast, she decided to purchase a franchise.

Her first home sale came early and was memorable indeed. At the time, she and her husband, David—whom she has known since she was 13 years old—were just starting out. They purchased a condo in Clary's Forest Columbia months before their wedding. Then they decided they wanted to start a family, so when a condo in their development advertised an open house, Joanie saw an opportunity to attract her own buyers.

When a prospective buyer walked in and told Joanie that she had a Realtor, Joanie mentioned that she was selling her place as a for sale by owner. She was convinced she'd never see that buyer again and confessed that, even though she didn't know what she was doing, she had an attorney who would help work it out for her. Turns out, that same prospective buyer returned and told Joanie she wanted to buy her condo. That was Joanie's first taste and she knew she wanted more.

Still, real estate would have to wait. Running the Merry Maids franchise took up most of her time. "You do it all when you own a business." But finally in 2003, when things were stable in the cleaning business, she got her real estate license. She would hold onto the franchise for 21 years before selling it in 2013. Since then, she's been fully committed to real estate. Licensed in both Maryland and Delaware, she closed 30 transactions totaling over \$17 million in sales in 2024.



Redefining Service

In 2019 Joanie was preparing as President Elect for Carroll County Realtors for her upcoming term as President. She planned to launch a newsletter and hold various fundraisers keeping the goal of “creating value” for the association members. The implementation of her plans were unfolding until March 2020 when the pandemic changed everything.

As she pivoted, that question kept her focused: How do I create value for our Realtor and affiliate members? She paid close attention to the National Association of Realtors and the availability of grants and loans for Brokers and Realtors. Her initiative changed and she knew she had to personally reach out as the voice of the association.

Listening was crucial during those uncertain times. “It was truly eye-opening. It really meant a lot to me because it meant a lot to the small brokers.” One broker, in particular, stood out to her. “He was sobbing and said, ‘I’m going to lose everything.’”

Joanie walked him through the process of applying for grants and loans.

Service to others has always been important to her. These days, she focuses her efforts on cancer-related causes and addiction recovery efforts.

Work-Life Balance

Joanie admits her work-life balance is a challenge. When asked how she manages it all, she jokes, “There is no balance.” But she’s on a mission to change that. In January 2024, her sister-in-law, Kara was diagnosed with pancreatic cancer. Joanie pledged to spend as much time with her as possible, and it was one of the best decisions she says she has ever made. When Kara was facing her final days, she asked Joanie to make her a promise and Joanie agreed.

That promise? Joanie vowed she would not work so much, slow down and enjoy life. She has taken these words to heart. She is constantly reflecting and making alterations to honor Kara’s final wishes.

Joanie tries to focus more on her greatest accomplishment—her family.

She and David have three kids and three grandchildren. These days, they live on the water in Grasonville, and her favorite thing to do is spend time with her grandbabies. Every Wednesday and Thursday, “Mimi” helps take care of them. During summer, they stay at the beach with her and attend Camp Horizon—the same summer camp her own kids once enjoyed.

In addition, she enjoys the ‘fruits of her labor’ as she spends time on the water with David on her 18-foot Key West center console, KNOTT AT WORK. She is determined to learn how to successfully dock her boat. She also loves deep sea fishing and has twice been on the winning team at the Poor Girls Open in Ocean City with Yvonne Deardorff, owner of Lakeside Title.

Slowing down isn’t always easy for Joanie, but she’s trying. She’s learning that it’s the moments that matter. Whether she’s casting a line or chasing her grandkids at the beach, she’s making the most of every second and finding her perfect balance. She knows it’s worth it.

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	58.5	\$42,663,306
2	Jaime Hurlock	Long & Foster Real Estate, Inc.	40	\$17,017,934
3	Dustin Oldfather	Compass	36	\$15,998,895
4	Pamela Price	RE/MAX Advantage Realty	35	\$11,241,251
5	PAUL TOWNSEND	Jack Lingo - Lewes	21.5	\$22,451,690
6	Kimberly Lear Hamer	Monument Sotheby's International Realty	21	\$26,942,390
7	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	21	\$7,066,440
8	Debbie Reed	RE/MAX Realty Group Rehoboth	18.5	\$16,434,481
9	Russell G Griffin	Keller Williams Realty	17	\$6,241,950
10	Mary SCHROCK	Northrop Realty	16.5	\$8,564,475
11	Ryan Haley	Atlantic Shores Sotheby's International Realty	15	\$8,494,050
12	Darron Whitehead	Whitehead Real Estate Exec.	14	\$4,624,075
13	MICHAEL KENNEDY	Compass	14	\$9,239,922
14	Dustin Parker	The Parker Group	13.5	\$5,569,925
15	Kevin E Decker	Coastal Life Realty Group LLC	13.5	\$8,004,350
16	Julie Gritton	Coldwell Banker Premier - Lewes	13	\$4,526,885
17	Erin S. Lee	Keller Williams Realty	13	\$7,785,749
18	William P Brown	Keller Williams Realty	13	\$4,499,335
19	PAUL MALTAGHATI	Monument Sotheby's International Realty	12	\$10,833,746
20	Grant K Fritschle	Keller Williams Realty Delmarva	11.5	\$16,432,950
21	DANIEL R LUSK	McWilliams/Ballard, Inc.	11	\$7,127,335
22	SHAUN TULL	Jack Lingo - Rehoboth	11	\$24,066,950
23	Kristen Gebhart	Northrop Realty	11	\$7,544,700
24	Erin Marie Baker	Keller Williams Realty	11	\$3,028,074
25	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	10	\$6,772,500
26	Leslie I. Smith	Sheppard Realty Inc	10	\$5,616,000
27	LINDA BOVA	SEA BOVA ASSOCIATES INC.	10	\$2,058,375
28	SUZANNE MACNAB	RE/MAX Coastal	10	\$5,637,900
29	Andrew Staton	Monument Sotheby's International Realty	10	\$10,250,088
30	Jorge Chavez	Iron Valley Real Estate at The Beach	10	\$3,386,500
31	CHRISTINE MCCOY	Coldwell Banker Realty	9.5	\$5,699,500
32	Bethany A. Drew	Hileman Real Estate-Berlin	9.5	\$6,284,900
33	CHRISTINE TINGLE	Keller Williams Realty	9	\$5,424,900
34	Jaime Cortes	Coldwell Banker Realty	9	\$2,093,800

RANK	NAME	OFFICE	SALES	TOTAL
35	CARRIE LINGO	Jack Lingo - Lewes	9	\$8,220,517
36	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	9	\$3,697,001
37	Meme ELLIS	Keller Williams Realty	9	\$3,411,630
38	Michael Dunn	Keller Williams Realty Delmarva	9	\$1,140,290
39	Ryan James McCoy	Coldwell Banker Realty	8.5	\$2,716,396
40	LUZ A. ESCOBAR	Berkshire Hathaway HomeServices PenFed Realty	8	\$2,244,625
41	DONNA KENNEDY	Baywood Homes LLC	8	\$3,471,251
42	Vincente Michael DiPietro	Northrop Realty	8	\$5,438,900
43	Harryson Domercant	Keller Williams Realty Delmarva	8	\$2,581,980
44	JAMES LATTANZI	Northrop Realty	8	\$3,030,000
45	Nicole P. Callender	Keller Williams Realty Delmarva	8	\$4,777,990
46	Joseph Sterner	McWilliams/Ballard, Inc.	8	\$3,017,123
47	David M Willman	Coldwell Banker Realty	8	\$2,353,375
48	C.D. Hall	Hall Realty	8	\$1,544,900
49	Lauren W. Bunting	Keller Williams Realty Delmarva	8	\$3,083,925
50	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	7.5	\$4,066,250

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 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	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	7.5	\$4,068,490
52	LESLIE KOPP	Long & Foster Real Estate, Inc.	7.5	\$9,446,250
53	Taryn Walterhoefer	Berkshire Hathaway HomeServices PenFed Realty - OP	7	\$2,913,200
54	Shannon L Smith Hunt	Northrop Realty	7	\$6,083,900
55	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	7	\$4,364,750
56	Phillip Anderson	Keller Williams Realty	7	\$2,420,500
57	Sheri E Smith	Keller Williams Realty Delmarva	7	\$2,966,500
58	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	7	\$3,877,787
59	Clinton Bickford	Keller Williams Realty Delmarva	7	\$2,824,000
60	Kara Leigh Hawkins	Engel & Volkers Ocean City	7	\$1,982,990
61	STACI WALLS	NextHome Tomorrow Realty	7	\$3,077,000
62	David L Whittington Jr.	Coastal Life Realty Group LLC	7	\$4,507,500
63	Sally Todd Stout	Berkshire Hathaway HomeServices PenFed Realty - OP	7	\$2,346,500
64	Holly B. Worthington	Worthington Realty Group, LLC	7	\$2,432,900
65	Mia McCarthy	Keller Williams Realty Delmarva	7	\$3,021,140
66	Mitchell G. David	Sheppard Realty Inc	7	\$3,972,400

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RANK	NAME	OFFICE	SALES	TOTAL
67	Demarcus L. Rush	Compass	7	\$3,491,872
68	Phillip W Knight	Northrop Realty	7	\$2,474,900
69	Tyler L Nicholls	The Parker Group	7	\$2,266,800
70	DANIEL TAGLIENTI	Keller Williams Realty	7	\$4,707,500
71	Tara Miller	Northrop Realty	7	\$3,312,490
72	Jessica White Harrison	RE/MAX Realty Group Rehoboth	6.5	\$4,103,788
73	Chris Ouellet	RE/MAX One	6.5	\$2,096,015
74	Paul A. Sicari	Compass	6.5	\$4,618,100
75	BILL CULLIN	Long & Foster Real Estate, Inc.	6.5	\$8,697,400
76	Cindy D Souza	Long & Foster Real Estate, Inc.	6	\$3,975,000
77	Jessica Lynch	Coldwell Banker Realty	6	\$2,756,900
78	Dianne B Cohen	Keller Williams Realty	6	\$1,938,950
79	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	6	\$2,428,000
80	William Rash	Northrop Realty	6	\$2,491,084
81	KIM BOWDEN	Patterson-Schwartz-OceanView	6	\$2,254,990
82	Chris Jett	RE/MAX Advantage Realty	6	\$4,092,700
83	Molly Bayard Brittingham	Jack Lingo - Rehoboth	6	\$4,529,900
84	Tommy Burdett IV	Keller Williams Realty	6	\$2,099,000
85	Adam U Monico	Coldwell Banker Realty	6	\$1,772,750
86	Elizabeth R Grace	Northrop Realty	6	\$2,602,792
87	Trenace Josiah	Coldwell Banker Realty	6	\$1,234,200
88	Ann Buxbaum	Northrop Realty	6	\$2,768,000
89	David Litz Jr.	Century 21 Emerald	6	\$2,371,655
90	Andy Whitescarver	RE/MAX Realty Group Rehoboth	6	\$2,898,300
91	Tracy L. Zell	Long & Foster Real Estate, Inc.	6	\$3,774,102
92	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	6	\$1,601,900
93	Dustin Oldfather	Compass	6	\$2,729,000
94	Cheryle Christine Choudhary	The Parker Group	6	\$2,371,500
95	RANDY L HILL	The Real Estate Market	6	\$2,124,900
96	LISA M JACKSON	Engel & Volkers Ocean City	6	\$2,189,990
97	Rachel Cooper	Berkshire Hathaway HomeServices PenFed Realty	6	\$2,249,900
98	Shawn Kotwica	Coldwell Banker Realty	6	\$2,679,990
99	Melanie Shoff	Coastal Life Realty Group LLC	6	\$2,779,000
100	Chelsea Rose Bristow	Jack Lingo - Lewes	6	\$3,478,000

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TOP 100 STANDINGS • BY VOLUME

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

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7	Grant K Fritschle	Keller Williams Realty Delmarva	11.5	\$16,432,950
8	Dustin Oldfather	Compass	36	\$15,998,895
9	BRYCE LINGO	Jack Lingo - Rehoboth	5	\$12,799,750
10	Pamela Price	RE/MAX Advantage Realty	35	\$11,241,251
11	PAUL MALTAGHATI	Monument Sotheby's International Realty	12	\$10,833,746
12	Andrew Staton	Monument Sotheby's International Realty	10	\$10,250,088
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14	MICHAEL KENNEDY	Compass	14	\$9,239,922
15	ROB BURTON	RE/MAX Realty Group Rehoboth	4	\$8,825,000
16	BILL CULLIN	Long & Foster Real Estate, Inc.	6.5	\$8,697,400

RANK	NAME	OFFICE	SALES	TOTAL
17	Mary SCHROCK	Northrop Realty	16.5	\$8,564,475
18	Ryan Haley	Atlantic Shores Sotheby's International Realty	15	\$8,494,050
19	CARRIE LINGO	Jack Lingo - Lewes	9	\$8,220,517
20	Kevin E Decker	Coastal Life Realty Group LLC	13.5	\$8,004,350
21	Erin S. Lee	Keller Williams Realty	13	\$7,785,749
22	Kristen Gebhart	Northrop Realty	11	\$7,544,700
23	DANIEL R LUSK	McWilliams/Ballard, Inc.	11	\$7,127,335
24	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	21	\$7,066,440
25	RANDY MASON	Jack Lingo - Rehoboth	4	\$7,052,510
26	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	10	\$6,772,500
27	KIKI HARGROVE	Long & Foster Real Estate, Inc.	3.5	\$6,760,000
28	JEANMARIE CLAVIER	Jack Lingo - Rehoboth	2	\$6,300,000
29	Bethany A. Drew	Hileman Real Estate-Berlin	9.5	\$6,284,900
30	Russell G Griffin	Keller Williams Realty	17	\$6,241,950
31	Shannon L Smith Hunt	Northrop Realty	7	\$6,083,900
32	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	2	\$5,882,500
33	TRACY J. KELLEY	Jack Lingo - Rehoboth	3	\$5,849,500
34	SHIRLEY E. KALVINSKY	Jack Lingo - Rehoboth	4	\$5,820,000
35	HENRY A JAFFE	Monument Sotheby's International Realty	6	\$5,737,250
36	CHRISTINE MCCOY	Coldwell Banker Realty	9.5	\$5,699,500
37	SUZANNE MACNAB	RE/MAX Coastal	10	\$5,637,900
38	Leslie I. Smith	Sheppard Realty Inc	10	\$5,616,000
39	Dustin Parker	The Parker Group	13.5	\$5,569,925
40	TJARK BATEMAN	Jack Lingo - Rehoboth	2	\$5,444,000
41	Vincente Michael DiPietro	Northrop Realty	8	\$5,438,900
42	CHRISTINE TINGLE	Keller Williams Realty	9	\$5,424,900
43	Michael Reamy Jr	Monument Sotheby's International Realty	2	\$5,017,500
44	AMANDA RYAN	Jack Lingo - Rehoboth	5.5	\$4,798,150
45	Nicole P. Callender	Keller Williams Realty Delmarva	8	\$4,777,990
46	DANIEL TAGLIENTI	Keller Williams Realty	7	\$4,707,500
47	Darron Whitehead	Whitehead Real Estate Exec.	14	\$4,624,075
48	Paul A. Sicari	Compass	6.5	\$4,618,100
49	Molly Bayard Brittingham	Jack Lingo - Rehoboth	6	\$4,529,900
50	Julie Gritton	Coldwell Banker Premier - Lewes	13	\$4,526,885

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	David L Whittington Jr.	Coastal Life Realty Group LLC	7	\$4,507,500
52	William P Brown	Keller Williams Realty	13	\$4,499,335
53	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	7	\$4,364,750
54	AVA SEANEY CANNON	Jack Lingo - Rehoboth	2.5	\$4,229,500
55	Jessica White Harrison	RE/MAX Realty Group Rehoboth	6.5	\$4,103,788
56	Chris Jett	RE/MAX Advantage Realty	6	\$4,092,700
57	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	7.5	\$4,068,490
58	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	7.5	\$4,066,250
59	Cindy D Souza	Long & Foster Real Estate, Inc.	6	\$3,975,000
60	Mitchell G. David	Sheppard Realty Inc	7	\$3,972,400
61	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	7	\$3,877,787
62	Tamar S Nazarian	Coastal Life Realty Group LLC	4	\$3,790,000
63	Betsy Perry	Keller Williams Realty	4	\$3,786,000
64	Tracy L. Zell	Long & Foster Real Estate, Inc.	6	\$3,774,102
65	ELIZABETH M COOCH	Jack Lingo - Lewes	3	\$3,755,000
66	Matthew Lunden	Keller Williams Realty	4	\$3,750,961
67	Shawn McDonnell	Jack Lingo - Lewes	5.5	\$3,711,900
68	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	9	\$3,697,001
69	James B Coulter Jr.	Long & Foster Real Estate, Inc.	3	\$3,580,000
70	Gary Michael Desch	Northrop Realty	4	\$3,569,802
71	SHELBY SMITH	Long & Foster Real Estate, Inc.	4	\$3,565,000
72	Brian K Barrows	Monument Sotheby's International Realty	5.5	\$3,559,917
73	Jennifer A Smith	Keller Williams Realty	3	\$3,515,000
74	Demarcus L. Rush	Compass	7	\$3,491,872
75	Chelsea Rose Bristow	Jack Lingo - Lewes	6	\$3,478,000
76	DONNA KENNEDY	Baywood Homes LLC	8	\$3,471,251
77	Meme ELLIS	Keller Williams Realty	9	\$3,411,630
78	Jorge Chavez	Iron Valley Real Estate at The Beach	10	\$3,386,500
79	Kim Hitchens	Dave McCarthy & Associates, Inc.	5.5	\$3,370,750
80	Robert Taylor	Keller Williams Realty	5	\$3,351,550
81	Tara Miller	Northrop Realty	7	\$3,312,490
82	Cindy J Sakowski	Keller Williams Realty	3.5	\$3,278,500
83	Kimberly A Dyer	Monument Sotheby's International Realty	4.5	\$3,257,540
84	TERESA MARSULA	Long & Foster Real Estate, Inc.	5.5	\$3,219,000

RANK	NAME	OFFICE	SALES	TOTAL
85	Jennifer Elizabeth Ciorrocco	Coastal Life Realty Group LLC	5	\$3,214,400
86	Tom Ruch	Northrop Realty	5	\$3,193,000
87	Joan Buchanan	Holiday Real Estate	3	\$3,178,000
88	Spike Sands	Berkshire Hathaway HomeServices PenFed Realty - OP	5	\$3,146,000
89	Terence A. Riley	RE/MAX Advantage Realty	3	\$3,127,700
90	Lauren W. Bunting	Keller Williams Realty Delmarva	8	\$3,083,925
91	STACI WALLS	NextHome Tomorrow Realty	7	\$3,077,000
92	Jennifer Jones	Compass	3	\$3,049,200
93	JAMES LATTANZI	Northrop Realty	8	\$3,030,000
94	Erin Marie Baker	Keller Williams Realty	11	\$3,028,074
95	Mia McCarthy	Keller Williams Realty Delmarva	7	\$3,021,140
96	Joseph Sterner	McWilliams/Ballard, Inc.	8	\$3,017,123
97	KIM S HOOK	RE/MAX Coastal	4	\$3,005,700
98	Lily Hsu Gosnear	Jack Lingo - Rehoboth	3	\$3,000,000
99	Sheri E Smith	Keller Williams Realty Delmarva	7	\$2,966,500
100	Taryn Walterhoefer	Berkshire Hathaway HomeServices PenFed Realty - OP	7	\$2,913,200

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