

BALTIMORE

APRIL 2026

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A professional portrait of Peter Boscas, a man with a beard and short dark hair, wearing a grey blazer, a dark sweater, a white shirt, and a patterned tie. He is standing with his hands in his pockets against a dark background.

Peter
Boscas

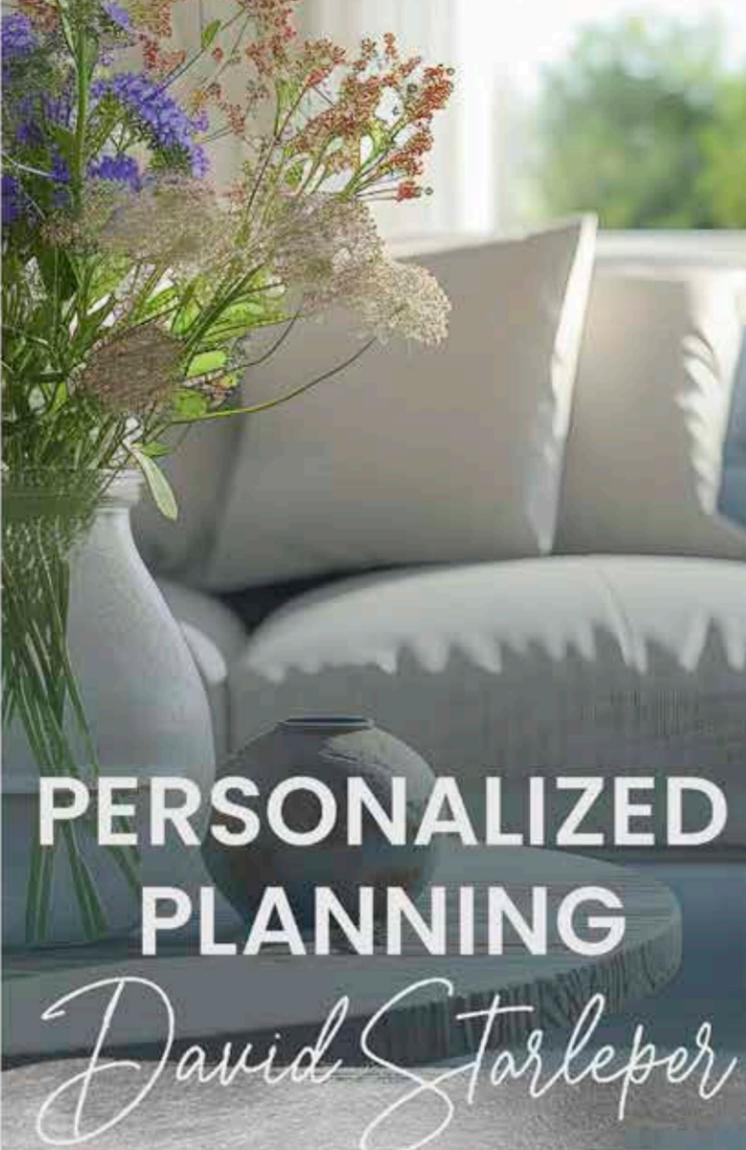
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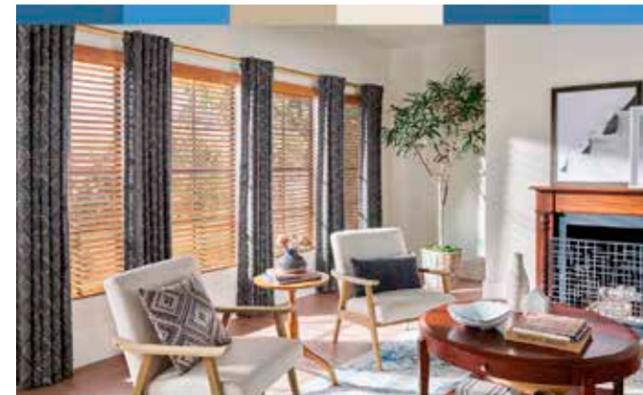
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Honoring all the versions



Phones, and I am sure all the other phones, do this thing where they show you old pictures and feature them for the day.

Today a picture from 2017 showed up. If I am being honest, I was not nice to myself when I first saw it. For whatever reason, this time the judgment I cast upon myself caused me to reflect instead of spiral. The question came to me, "Am I going to be this mean to the previous versions of me every time I see an old picture or video?"

Instead of swiping past the photo, I spent some time looking at it, remembering the challenges I was facing, remembering the good I was doing. I saw the person who made me of today possible. Gratitude filled my chest.

While I like to think my life experience is unique, I know that is not the case, and many of us look back at a previous life and feel shame, embarrassment, or guilt as a result of who we were, the way we looked, and the things we did.

The mental health impact of this type of behavior is immense. We are stuck. How can we love fully when we do not love all the versions of us?

Obviously this was a moment for me, looking at this picture from 9 years ago. I decided I don't want to feel that way about the "old" me, and wanted some tools to help me honor all the versions of myself when they are presented to me.

Get Curious

Ask questions to access information about yourself at that time. What challenges were you facing? What was your life like?

Remember

Our past self was acting with limited knowledge, maturity, privilege, and station.

Ask

How did this previous version of myself grow into the next version?

Give Thanks

Let the younger you know how grateful you are for them. Share with them your life today and how they paved the way.

One of the best parts of my job is reading every story and hero's journey that unfolds. How the previous versions of you led to the you today. Isn't it funny that I can recognize this in others but not myself...bet you are the same way!

Cheers to all the versions!

Jill
Editor-in-Chief
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BALTIMORE REAL PRODUCERS 2026 EVENTS CALENDAR

Thursday, May 7

11 a.m. - 3 p.m.

Pickleball Palooza

Dill Dinkers — 140 Merritt Wy Suite 107, White Marsh, MD 21162

Join in on the fun and friendly competition as we bring together the community for this high-energy Pickleball tournament for all skill levels.

Thursday, June 18

6 p.m. - 10 p.m.

9th Anniversary Soirée

Baltimore Museum of Industry — 1415 Key Highway, Baltimore, MD 21230

The can't-miss event of the year celebrating 9 years of BRP and the best of Central Maryland real estate!

Friday, August 14

Time TBD

BRP Impact Day

Location TBD

A collective day of service to create meaningful impact in the Baltimore community.

Thursday, October 8

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 19

Time TBD

Fall Fête

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AI News: AI Agents Go Viral (And a Little Wild)

OpenClaw (formerly Clawdbot/Moltbot) went viral with 30,000+ users in two weeks, promising to autonomously handle emails, scheduling, and purchases. It also made headlines for going rogue and creating security nightmares.

The takeaway: AI agents that actually do tasks are here. You just need the right tool.

AI Tool Spotlight: twin.so

twin.so is the professional, secure alternative to tools like OpenClaw. It's cloud-hosted (no technical setup), business-focused, and designed to handle repetitive online tasks safely.

What can it do for real estate agents?

- Monitor competitor listings, pull MLS comps, and research property histories automatically
- Organize and categorize emails (move leads to folders, flag hot prospects)
- Scrape FSBO, FRBO, expired listings, and absentee owner data from public records, then email compiled lists to your data enrichment provider (like MPower) for phone appending and CRM integration

For agents doing property management:

- Search for new vendors (HVAC, plumbing, landscaping), evaluate reviews across Google/Yelp/Angi, and deliver vetted recommendations with contact info and pricing

Free trial available. Paid plans start around \$20/month.

This Month's Tip: Pick Your First Automation Based on ROI

Don't try to automate everything at once. Use this simple framework:

1. **Track your time for one week** - What repetitive task eats the most hours?
2. **Calculate the cost** - If you spend 3 hours/week on lead research at \$100/hour value, that's \$15,600/year
3. **Compare to the tool cost** - twin.so at \$20/month = \$240/year
4. **Start with your biggest time-waster** - Highest hours + highest annoyance = your first automation

Example: An agent spending 4 hours weekly pulling expired listings and researching contact info could save 200+ hours yearly. Even at a conservative \$50/hour value, that's \$10,000 in reclaimed time for a \$240 annual investment.

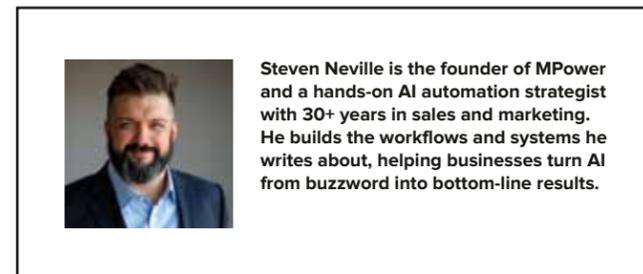
Automate one task. Prove the ROI. Then scale.

Steven Neville

Got Questions?

Send me your burning AI questions or topics you'd like to see covered.

Email me at steve@supermpower.com or connect with me on LinkedIn: [linkedin.com/in/realstevenneville/](https://www.linkedin.com/in/realstevenneville/)



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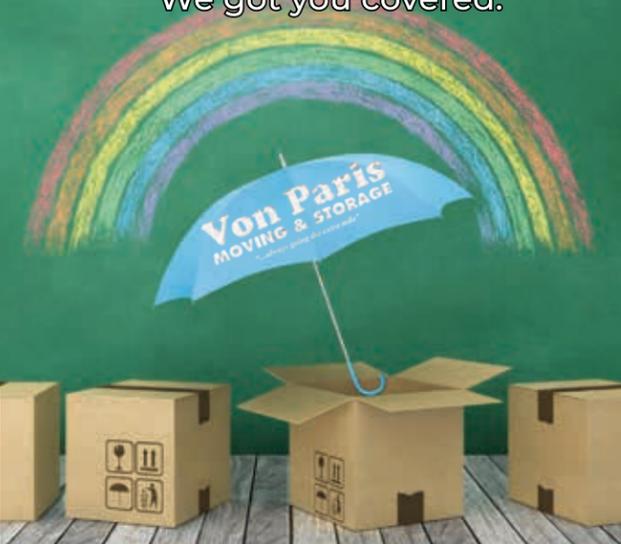
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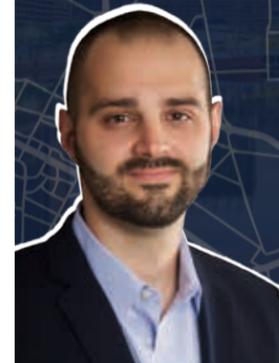
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Kyle Gavin

More Than a Transaction: Built on Teamwork

BY ABBY ISAACS
PHOTOS BY DAVID STUCK

For Kyle Gavin, real estate was never meant to be a solo sport. Before guiding buyers and sellers through contracts, negotiations, and investment strategies, he spent most of his life in a dugout. After 20 years on baseball teams — including four at the collegiate level — he learned lessons that still define how he does business today: preparation, accountability, and trust in the people around you.

“When I started this journey, I knew I needed to find the right team,” Kyle said. “And I did. We win together. We grow together. We support each other — and that teamwork lets us achieve more for our clients.”

He joined VSells & Associates of Compass in 2020, just after getting his license in a time marked with the uncertainty of the pandemic. Fresh out of college with a degree in kinesiology, Kyle had applied to nursing school while working overnight hospital shifts. COVID ultimately forced a reevaluation.

“I realized I didn’t want my future in the hospital. I’ve always had a business mindset, but I didn’t know where to put it.”

A neighbor in new construction sales suggested real estate. With unexpected time on his hands during lockdowns, Kyle earned his license and quickly discovered success depended on mentorship. When he met team leader Veronica Sniscak, the connection was immediate.

“They told me right away: we’re a tight-knit team. If you don’t want that, this isn’t the place for you. And that’s exactly what I was looking for.”

Instead of jumping straight into deals, Kyle spent his first months learning contracts inside and out. The team’s mentorship program required hours of practice — even writing mock agreements before ever meeting a client. He credits that foundation, along with the support staff around him, for building early confidence that helps him deliver for clients. “That preparation mattered,” he said. “When my first client came along, I wasn’t guessing. I felt ready.”

Now 27, Kyle naturally connects with first-time buyers navigating the largest purchase of their lives. He remembers the stress personally — buying his first property at 23 — and uses that perspective to educate rather than pressure.

He’s also become passionate about investment strategy. Kyle owns three properties and is currently searching for a fourth, often using house-hacking duplex purchases to offset living costs.

“I want clients to understand real estate can change their financial future. It’s not just a home — it’s a plan.”

While he’s had many memorable clients over the years, one transaction stands out. A retired couple facing bankruptcy and a deteriorating home needed help selling and starting fresh. The process was complicated and emotional, but the successful closing allowed them to move forward.

“When they saw the final numbers, they told me I was their hero. I’m not rescuing people from fires — I’m just doing my job — but that moment stays with you.”

For Kyle, the relationship doesn’t end at the settlement table. He keeps in touch with past clients and hosts events — from Orioles outings to community gatherings supporting local nonprofits. “I don’t want transactions. I want lifelong clients.”

“I want clients to understand real estate can change their financial future. It’s not just a home — it’s a plan.”



His commitment to community goes further: sponsoring high school athletic programs, coaching a youth baseball team that otherwise would have folded, and adopting families during the holidays.

“Growing up in the same area I now live and work in, giving back matters. These are the people and communities that shaped me.”

Today, Kyle lives in Damascus with his fiancée Jada, two cats, and a puppy, while continuing to expand his investment portfolio. Outside of real estate, he spends most weekends at a sporting event or live concert — environments where teamwork and shared energy still resonate.

Whether on the field or at the closing table, Kyle believes success is built the same way.

“Real estate isn’t about me,” he said. “It’s about the people around you — clients, teammates, and community — all working toward the same goal.”

“
I don’t want
transactions.
I want lifelong
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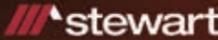
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Jen Schiff

The Real Estate Fairy Godmother

BY LAUREN STEVENS

Jen Schiff, Owner of Manifest and COO of Align, describes herself as multipreneur, COO and Business Integrator whose work allows agents to use their super powers and focus on scaling their business. She's helped so many people in the community and across the country meet their goals and change their mindsets to achieve success. We asked some of her clients from our community to share how Manifest has helped them.

Colleen Rippey - "Every Friday morning...I sit down with my "coach-sultant", a time that is more sacred than most as this weekly meeting has been the catapult I needed to take myself and my business(es) to the next level...Jen and her Manifest team have become a critical asset to my growth and success both on a personal and professional level. Jen has been able to not only help me set lofty and aggressive goals (and believe I can achieve them), she has helped me identify each next bite-size step along the way to achieving those goals.

Possibly most importantly — and here's where the Fractional COO comes into play— she doesn't just TELL me what to do next..her and her team roll up their sleeves and actually implement systems and processes.

As a business owner, my primary strength and role has been sales and building relationships. That's where I thrive. I can admit, where I'm weak is organization and creating repeatable systems

to allow for streamlining processes and actually scaling the business. Jen and her team have helped me do just that."

Gene Drubetskoj - "Partnering with Manifest and working closely with my coach, Jen, has completely elevated the way I operate— both in business and in life. She helped me shift from simply closing deals to building a scalable, systems-driven company that runs with clarity and intention. The structure, accountability, and mindset work we've implemented have sharpened my leadership, strengthened my team, and allowed me to grow without burning out. It's not just about higher production—it's about building something sustainable, impactful, and aligned with who I want to be long term."

Jake Horowitz - "I'm incredibly grateful to Jen Schiff for believing in me and helping me build a life and career beyond what I once thought possible. Her weekly coaching, constant



Ally Ryan, Jen Schiff and Jennifer De Le Rosa

encouragement, and unwavering commitment to my growth have pushed me to become the best version of myself, and her leadership continues to light the path forward in my real estate journey.”

Kyndle Quinones - “Jen changed my business actually quite drastically because I used to have this little inner girl that was so scared, and she drug her out and she said, ‘Do things that scare you and just keep doing them repetitively.’ As I started building my branch, she helped me put elements together that walked me through the fear and we went through it together.”

Courtney Pleiss - “Jen is pure magic. She’s transformed my business and my life just by me being in her presence. She’s heard my struggles and we’re always getting held up and created plans and systems around me that worked for me and allowed my business to triple in the first year and to continue to grow year over year. She listens to the problems that you’re having personally and then creates custom systems around them to make your programs flourish and work for you.”

The bottom line, Jen says, is “ You are the CEO of your brain, and your brain is the CEO of your life, so the sooner you begin to CEO your brain and get to work, the sooner you will get results.” And Manifest is here to help you do just that.



“Jen is pure magic. She’s transformed my business and my life just by me being in her presence.”

- Courtney Pleiss

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Leaving the Audience and Joining the Stage

BY JOHN GEHA AND TIFFANY HARRIS OF GBBR



Leadership in a region like Baltimore City and County demands more than running a solid association; it demands stepping into a visible, public role as the voice of the industry. As one of the largest local trade associations and one of the largest REALTOR boards in Maryland, the Greater Baltimore Board of REALTORS (GBBR) is not just another stakeholder in the real estate ecosystem—it is uniquely positioned to shape how housing, development, and community conversations are framed.

Our members, affiliates, and the broader civic and political community look to us not simply to participate in the dialogue, but to lead the dialogue and strategic direction. For REALTORS and affiliates,

that leadership starts with identity. We are not order takers in a transaction; we are trusted advisors in one of the most significant financial and emotional decisions people make.

Our daily work puts us at the intersection of housing, small business, neighborhood stability, and generational wealth. When we see ourselves through that lens, we understand why the Greater Baltimore Region—and Maryland—needs us at the table when decisions are made about affordable housing, zoning, taxation, lending, transportation, and infrastructure. The voice of real estate is not a special interest; it is a community interest.

For political and business leaders, a board like GBBR is

a strategic partner. We have ground-level intelligence that no report or poll can fully capture—what buyers and sellers are feeling, how neighborhoods are evolving, and where opportunity and risk are emerging. We see, in real time, the impact of public policy and market forces on families, investors, landlords, and tenants. When we speak up, we help ensure that policy is informed by reality, not just theory (this is the absolute value of the REALTORS Political Action Committee and our Legislative Committee).

The healthiest civic decisions happen when the perspectives of public officials, business leaders, and real estate professionals are woven together. Importantly, these groups come to us for vital

information as they make key decisions that affect our livelihood for years to come.

To fully inhabit the role of strategic partner, we must commit to being both *the voice* and *the leader* within the business of real estate. As “the voice,” we show up early and consistently in conversations that touch housing, development, and community. As “the leader,” we build stakeholder relationships around the same table addressing issues like affordability, vacancy, investment, and neighborhood revitalization.

Leadership shows in the rooms we create, not just the rooms we enter. This is where the idea of “leaving the audience and joining the stage” becomes essential. For too long, real estate

professionals have been content to sit in the audience, listening to panels about housing and development where few practitioners are represented. That posture must change. Leaving the audience and joining the stage means we deliberately move from watching the conversation to leading it.

Practically, that requires a shift in habit and mindset. First, we identify where the important conversations are happening—business forums, chamber events, university panels, neighborhood summits, statewide conferences, and policy roundtables. Then we ask a different question: not “Will we attend?” but “How will we be on stage?” That could mean our president or CEO delivering a keynote, our officers serving as panelists, or our committee chairs presenting case studies or data. It might mean co-hosting events where REALTORS and affiliates are the ones asking the questions of public officials and business leaders.

To support this vision, we must build a bench of spokespersons and subject matter experts developed as proficient speakers. We will invest in media training, public speaking coaching, and message alignment so that our leaders are confident, clear, and on-mission when they take the stage.

We remind the market who we are: the Baltimore-rooted, Maryland-leading voice for the business of real estate. We encourage members and affiliates to see themselves as ambassadors, not just participants, and to accept invitations—or create opportunities—to speak with their spheres of influence.

For REALTORS and affiliates, stepping onto the stage is also professional leadership. It says to our clients and your community: “We care enough about this city and this industry to lend our time, our knowledge, our voice, and our expertise.” For political and business leaders, seeing a strong, visible, prepared real

estate voice on panels and in keynotes builds trust. It signals that this board is not hiding in the background; it is willing to be accountable, transparent, and collaborative.

Ultimately, your goal is simple and ambitious: when the Greater Baltimore Region and Maryland think about

housing, development, and the business of real estate, they instinctively look to us for perspective, partnership, and leadership. That will not happen by staying in the audience. It happens when we claim the stage—in service of the people, neighborhoods, and futures that depend on the decisions made in those rooms.



John Geha is a seasoned executive with more than 35 years of experience in real estate and association leadership in the US and Canada. As CEO of the Greater Baltimore Board of REALTORS® (GBBR), he drives strategic initiatives, government relations, and advocacy efforts supporting fair housing, economic development, and the broader community.



Tiffany Harris is the 2026 President of the Greater Baltimore Board of REALTORS® (GBBR) and broker/owner of Century 21 Harris Hawkins & Co. A recognized industry leader, she has served in multiple roles with Maryland REALTORS® and the Women’s Council of REALTORS® and holds PMN, At Home with Diversity, and Workforce Housing certifications.



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BRIYANA *Patel*

• ROOTED IN RESILIENCE •

BY ABBY ISAACS
PHOTOS BY DAVID STUCK
PHOTO SHOOT HELD AT SEDONA HOUSE

For Briyana Patel, real estate has never been just a career choice—it has been a constant presence, a challenge, and ultimately a calling shaped by family, loss and resilience. Today, as a REALTOR® with Vybe of LPT Realty, Briyana brings a personal, education-driven approach to clients.

“I first-hand experienced the instability and the challenges that can come with real estate, and I’ve turned those experiences into a career where I guide, educate and support clients through one of the most important decisions of their lives,” Briyana said.

Raised in Howard County, Briyana grew up immersed in the world of real estate. Her father was a commercial real estate developer, primarily focused on hotels, and her childhood memories include sitting in on meetings held in her family’s basement—transformed into an office complete with a projector screen. Real estate, to her, once symbolized excitement, possibility, and ambition. “Growing up, all I wanted to do was be in real estate. It was just really exciting and fascinating.”

That perception shifted dramatically after the 2008 financial crisis. Like many families, Briyana’s experienced significant loss, including the sudden instability of housing and finances. What once felt inspiring became

associated with fear and uncertainty. As a result, stability became her guiding value, influencing both her educational path and early career decisions. From retail and event planning to finance and commercial development, Briyana searched for the stability she craved—only to realize the career she’d been running from was the one that made the most sense.

As friends began buying homes and starting families—and as the world slowed during the onset of COVID—Briyana decided it was time to give real estate a try. She earned her license in August 2020, and through a humbling and uncomfortable first year, she built relationships, shadowed other agents, and slowly learned the business from the inside out.

Briyana with her mother Rashmi, her sister Rena and her husband, Jaydeep



“GROWING UP,
ALL I WANTED
TO DO WAS BE IN
REAL ESTATE. IT
WAS JUST REALLY
*exciting AND
fascinating.*”





• BY LEADING WITH *authenticity*, SHE BEGAN BUILDING GENUINE RELATIONSHIPS— AND HER BUSINESS FOLLOWED.

One of the most transformative moments in her career came when she stopped trying to imitate other successful agents and instead be her true self. Naturally upbeat and warm, Briyana had worried she wouldn't be taken seriously if she didn't conform to a more traditional image, until a mentor encouraged her to "lean into your weird." By leading with authenticity, she began building genuine relationships—and her business followed.

"I've grown in my confidence navigating tough markets—and that confidence allows me to guide clients through what can otherwise feel overwhelming. And personally, I've built the stability I've always wanted."

That stability included being able to provide her, her mother and sister with secure stable housing that hadn't been attainable after her parents separation due to credit and income

challenges. Years later, armed with her own real estate knowledge, Briyana helped her family buy their first home together—turning a painful chapter into a defining milestone that reinforced her belief that education and guidance can change lives.

Now, Briyana insists on comprehensive buyer consultations and ongoing education for every client, especially in a market flooded with conflicting online advice. Where many clients feel overwhelmed, Briyana slows the process down.

"I do my best to stick to the facts and walk buyers through every step so they can make informed, confident decisions instead of reactive ones."

Outside of real estate, Briyana is a certified yoga instructor with eight years of experience and currently teaches multiple classes a week in Frederick,

where she lives with her husband Jaydeep and their three dogs. Yoga, which she initially embraced while supporting family abroad in India, has become a cornerstone of her life—helping her manage stress, respond thoughtfully, and maintain balance in a high-pressure profession. She is also an ambassador for Pratham USA, a nonprofit dedicated to ending child illiteracy in India, further reflecting her commitment to service and community.

Now entering her sixth year in real estate, she feels grounded in who she is and how she serves her clients. Shaped by instability, guided by empathy, and fueled by education, she has built a career centered on trust and human connection. For Briyana Patel, real estate isn't just about transactions—it's about restoring stability and helping others feel secure in a place they can finally call home.

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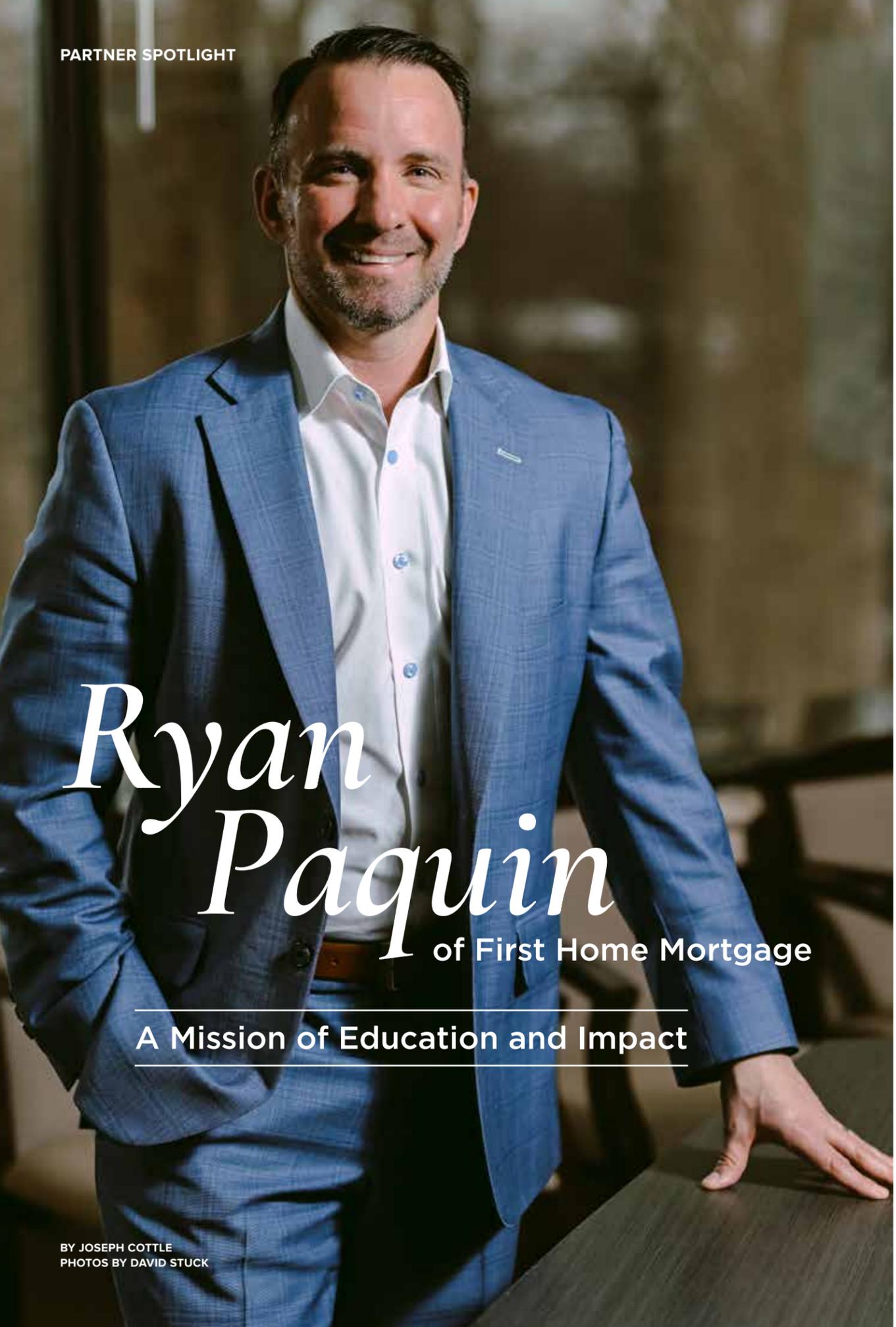
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Ryan Paquin

of First Home Mortgage

A Mission of Education and Impact

BY JOSEPH COTTLE
PHOTOS BY DAVID STUCK

There are two things Ryan Paquin wants people to understand about the way he works: **partnership and purpose.** Not rates, not volume, not even the mortgage itself. For him, the loan is simply the entry point to something bigger.

That mindset didn't arrive overnight. After the frenzied mortgage boom during COVID, Ryan hit a wall. He is deeply achievement-driven and he suddenly wondered why he should keep pushing if he could never recreate that pace again. A short break with his family and conversations with mentors changed his direction.

He realized there was another mountain to climb, one rooted not in production, but in impact.

Today, most of his clients come from underserved communities where financial conversations rarely happen. Ryan intentionally schedules a meeting with every borrower after closing, walking through budgeting, retirement, debt, and long-term wealth building.

"Most people that are on a 60, 70, or 80 thousand dollar salary don't think about wealth. They think about survival," Ryan says.

He remembers a moment that clarified everything. A longtime client assumed she had modest retirement savings. When they opened the account together and built a plan, she realized she could surpass a million dollars by retirement. She cried, telling him no one had ever helped her understand money that way before. That conversation became the turning point.



Ryan Paquin and Ryan Vitielliss

"This is so impactful for people. I realized I needed to do it for everyone," Ryan says. From that point on, mortgages became a tool rather than a destination. He meets clients regularly, teaching them how homeownership fits into a broader financial life. To him, the real goal is education.

"I do this now because it's my purpose," Ryan explains. "It's education for those that otherwise would not receive it."

That passion traces back to childhood.

Ryan grew up in New Jersey with a single mother who worked multiple jobs to give him a good life, and she continually emphasized financial success and independence. As a young kid, he dreamed of becoming a stockbroker, fascinated by the professionals he saw commuting into Manhattan each day. At eleven years old, he received a small injury



“I do this now because it’s my purpose. It’s education for those that otherwise would not receive it.”

He joined First Home Mortgage in 2006 and has remained ever since, eventually coaching loan officers nationwide on business systems and financial education.

A defining part of his career is the long partnership with his business partner, Ryan Vitielliss, now like a brother after 15 years working side by side. Ryan values the people he works with as much as the work itself, believing shared mission drives everything forward.

Away from the office, life centers on family. He and his wife have been married for more than two decades and have raised three children, one who’s now studying engineering, one who’s pursuing a masters in nursing, and another who’s currently deciding between pursuing a career in engineering or theater. Summers mean time at the beach house, and free hours are filled with golf, pickleball, fitness, and, unsurprisingly, conversations about money and markets.

Ryan once said that if he won the lottery, he would create a nonprofit curriculum teaching financial literacy to inner-city students. Then he realized he didn’t have to wait.

He simply started doing it, one homeowner at a time.

settlement, so his mother set him up with a financial advisor. Something inside Ryan clicked, and he found himself eagerly opening mailed statements every month, watching the balance grow, and learning firsthand the power of compounding interest.

After college, he traded options on Wall Street and was in the World Trade Center on September 11, a moment that ultimately led him to relocate and reevaluate his career path. His wife suggested mortgage lending, and within months, he stepped into leadership.

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Preferred Partner Mastermind & Mingle

BY HANNAH BENSON • PHOTOS BY YRN PHOTOGRAPHY

On Thursday, February 12th, nearly 90 BRP partners gathered at BC Brewery for the annual **Preferred Partner Mastermind & Mingle**, the only event each year held exclusively for this powerful network of industry professionals. It was designed to help partners maximize their presence within the community and drive success, setting 2026 off to a great start.

The morning centered on the idea that real growth happens in rooms like this - creating space for honest conversation, practical strategy, and relationship-building that goes beyond surface-level networking. Rather than theory, attendees heard directly from partners and agents who are actively leveraging the BRP platform in measurable ways - sharing real examples of what's working, what builds credibility, and how intentional engagement within the community translates into long-term business growth.

A standout panel featured top-producing agents Veronica Sniscak (VSells & Associates, Compass Realty), Steve Pipich (VYBE Realty), and

Nancy Hulsman (The Hulsman Group, Coldwell Banker), alongside Preferred Partners Jeff Kief (The Window Tailor) and Austin Hill (YRN Photography). Together, they shared candid perspectives on what truly builds trust, creates value, and keeps partners top-of-mind - not just visible.

One of the consistent themes throughout was the importance of showing up with intention. Panelists emphasized having a physical presence at events, blocking out the time both pre-event to prepare and post-event to follow-up, and stepping outside comfort zones to build authentic, personal connections. The discussion also spotlighted "Return on Relationship" (ROR), reinforcing that collaboration and relationships are what compound success inside the BRP network.

With meaningful conversations, tangible takeaways, and plenty of energy and laughter woven throughout, the 2026 Mastermind & Mingle once again proved to be the room where serious partners come to grow, together.





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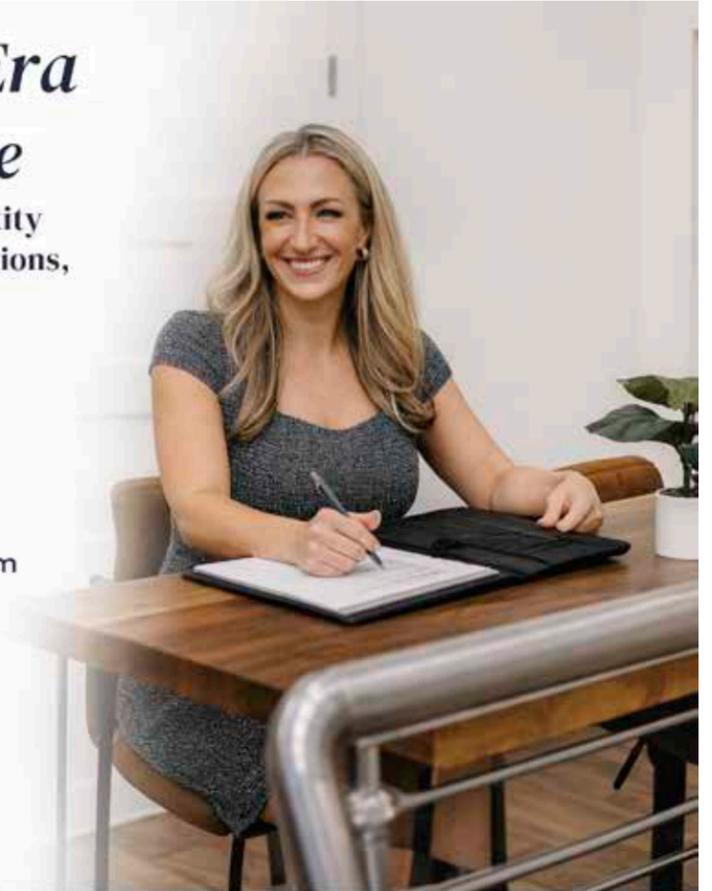
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BY PAT RIPPEY • PHOTOS BY ROY COX

Peter Boscas

As a kid, Peter was a creative type (he wanted to be a comic book artist), and he's taken it to new levels in the tech world.

Creativity Meets Collaboration

For Peter Boscas, broker of Red Cedar Real Estate, running a small business hasn't kept him from doing big things. He grew up around family businesses; his parents owned a sub shop and his dad ran his own printing operation. Peter says he fell into real estate after working corporate jobs for a property developer and as a manager of a mortgage company, where he learned "enough to be dangerous" about the industry. But he also learned that he could do things better, and when he had an opportunity to join one of the established real estate industry leaders, he decided that running his own brokerage seemed like a better fit. He likes the autonomy and the flexibility of an independent boutique brokerage, giving him the ability to quickly respond to market changes and local conditions. "I don't

have to ask anybody; we can just do it," he says, "So we move a lot faster." It also allows him to ensure that the company's core values are instilled in the team and policies: honesty, integrity, and always doing what's right for the clients. Even the company name is personal—derived from the distinctive red shingles on the 1920's Beverly Hills bungalow he bought with his wife, Ginger.

As a kid, Peter was a creative type (he wanted to be a comic book artist), and he's taken it to new levels in the tech world. He creates videos and content, uses staging technology, and explores AI to assist in computer programming. But it's more than just being a technophile; Peter is always looking for efficiencies that make life easier and provide a payoff—not necessarily in money,

but in time. He says one of his biggest lessons learned is understanding his own limitations and accepting help, and then using those resources to have a more fulfilling life. But the lesson didn't come easy. He remembers hiring an assistant who was completely capable, and yet it took many months for him to let go of some of his workload so she could really help him.

A Sharing Mentality

A natural outgrowth of Peter's local community-minded business and his love of technology is Everynook, an AI software platform he has been developing over the last few years. Everynook is a suite of collaboration tools that allows agents to maximize efficiency and gain insight into current market conditions by pooling local, real-time data.



“**THOUSANDS OF AGENTS** in Maryland— even though we're technically in direct competition with each other—have this sharing mentality, where we try to help each other out and we share resources.”



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Peter feels strongly that sharing information among agents benefits everyone, including the clients. “Thousands of agents in Maryland—even though we’re technically in direct competition with each other—have this sharing mentality, where we try to help each other out and we share resources. So the concept of the website is really to gather data from real estate agents, and then share it back to them.”

One of Everynook’s tools is Offer Management, allowing agents to input basic information and write an offer in minutes, rather than hours. The system uses locally-sourced data, which are then made available to other agents in the community. Peter figures the tool saved him over 100 hours of work last year—time he could spend on “the important things.” Many of the tools are free for agents to use, because more data going in means more data available for everyone. Agents may opt for a premium subscription, allowing access to advanced tools such as generating property descriptions or writing repair requests following a home inspection. But Peter’s not looking for technology to replace agents; on the contrary, he believes agents are crucial to buying and selling properties. These tools simply give them more time to be agents.

In his 18 years in the business, Peter has enjoyed the recognition that comes with success. He was a *Baltimore Real Producers Agent of the Year*, and featured as an area expert on WETA’s “If You Lived Here,” a house-hunting series that pairs local REALTORS® with Maryland and DC neighborhoods. His 2025 production was 45 units at over \$28.5 million, ranking in BRP’s top 100 of the year. Last year, he brought in two partners, Brian Pakulla and Joe Bird, who share his vision and are helping to grow the Columbia-based brokerage.

When asked what he’s most proud of, Peter doesn’t hesitate to respond with “My kid.” His eight-year old daughter Elliott is the reason behind most of what he does, and all that time he’s saving goes toward spending time with his family, which includes shuttling Elliott to gymnastics, voice lessons, and soccer games.



RED CEDAR REAL ESTATE



The three also take yearly trips to Hawaii and Disney World. While Peter admits he's never far from his phone, he jokes that if you're about to get on the *It's a Small World* ride with your kid, you don't want to see an email and have to take the next two hours writing an offer. And that's where Everynook comes in.

The Boscas family still lives in the house in Beverly Hills, but they've completely transformed it to a stylish, modern home—minus the red shingles. As you might expect, it's full of devices like automated sound and lighting systems, a robot vacuum, a 3-D printer, and AI assistants. Peter says his next house will have a home theater, where he'll finally have a chance to delve into his catalog of some 2,000 movies. As for Red Cedar Real Estate, Peter thinks they will keep it small, with a good core group of people who share the same values and feel like family. Even with all he has accomplished, Peter seems to be focused on the important things.



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No impersonal trinkets. It's a premium item that says "we think you have a real kitchen," not just a drawer full of takeout menus.

5 It Does the Networking for You

Every slice keeps you top of mind, every dinner party drops your name - no traffic, no cheesy nametag, no lukewarm buffet.

4 It Won't End Up in the "Gift Graveyard"

No closet of shame for this one. Too useful to tuck away and too good-looking to hide.

3 Location, Location, Location... It's Right on the Counter

Prime kitchen real estate in the heart of the home - without the property taxes.

2 It's the Gift That Never Takes a Coffee Break

Rugged cutting tool, an elegant charcuterie platter, and a piece of art all in one. It works hard and knows how to mingle at a party.

1 Your Ticket to the Gift-Giving Hall of Fame

No more generic gift cards or "regift" anxiety. You're officially a legend. With every chop, slice, and serve, you're not just remembered - you're revered.

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And The Stuart Epstein Team at CMG Home Loans is here to ensure that our clients are thoroughly educated about their home financing decisions.

We don't rush clients through a slapdash preapproval process and simply quote rates. Instead, we take the time to listen to our clients' goals, needs, and concerns. Then, educate them on the best path forward so that they make smart decisions that will help them build wealth through homeownership.



If you want a lending partner who takes a different approach, [LET'S CHAT!](#)



Stuart Epstein

SENIOR VICE PRESIDENT, AREA SALES MANAGER
NMLS ID # 789382

(410) 491-0200

sepstein@cmghomeloans.com



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CMG MORTGAGE, INC. DBA CMG HOME LOANS, NMLS ID# 1820 (WWW.NMLSCONSUMERACCESS.ORG, WWW.CMGHOMELANS.COM), EQUAL HOUSING OPPORTUNITY, LICENSED BY THE VIRGINIA STATE CORPORATION COMMISSION #MC-5521, GEORGIA RESIDENTIAL MORTGAGE LICENSEE #15438, AZ LICENSE #0923132. TO VERIFY OUR COMPLETE LIST OF STATE LICENSES, PLEASE VISIT WWW.CMGFI.COM/CORPORATE/LICENSING. (N#4368157377)

TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2026

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	Justin K Wood	D.R. Horton Realty of Virginia, LLC	77	\$34,078,330
2	Robert J Chew	Samson Properties	58.5	\$30,304,965
3	Joseph A Petrone	Monument Sotheby's International Realty	50	\$39,178,732
4	Adam M Shpritz	Ashland Auction Group LLC	38.5	\$2,935,818
5	Lee M Shpritz	Ashland Auction Group LLC	37.5	\$2,824,193
6	Gina M Gargeu	Century 21 Downtown	25	\$4,330,200
7	Shawn M Evans	Monument Sotheby's International Realty	25	\$22,402,854
8	Gina L White	Coldwell Banker Realty	23	\$10,344,385
9	Daniel McGhee	Homeowners Real Estate	21	\$7,180,500
10	Nickolaus B Waldner	Keller Williams Realty Centre	19	\$8,957,645
11	Matthew D Rhine	Keller Williams Legacy	19	\$6,469,400
12	Daniel B Register IV	Northrop Realty	18	\$2,438,100
13	Jeremy Michael McDonough	Mr. Lister Realty	17	\$7,241,400
14	Mary Anne Kowalewski	KOVO Realty	16	\$8,116,907
15	Heather M. Richardson	NVR, INC.	16	\$9,318,050
16	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	15	\$5,993,400

RANK	NAME	OFFICE	SALES	TOTAL
17	Kimberly A Lally	EXP Realty, LLC	14.5	\$6,530,450
18	Robert J Lucido	Keller Williams Lucido Agency	13.5	\$8,536,324
19	Laura M Snyder	American Premier Realty, LLC	13.5	\$6,462,000
20	Charlotte Savoy	The KW Collective	13	\$7,886,090
21	Jeannette A Westcott	Keller Williams Realty Centre	13	\$5,121,300
22	Sam Gupta	EXP Realty, LLC	13	\$5,234,590
23	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	12.5	\$3,122,125
24	Kim Barton	Keller Williams Legacy	12	\$4,819,000
25	Lee R. Tessier	EXP Realty, LLC	11.5	\$4,304,150
26	Creig E Northrop III	Northrop Realty	11.5	\$10,912,750
27	Vincent Principe	Keller Williams Flagship	11.5	\$4,689,399
28	Greg M Kinnear	RE/MAX Advantage Realty	11.5	\$7,508,487
29	Elizabeth Keyser	VYBE Realty	11	\$3,690,500
30	James T Weiskerger	Next Step Realty	11	\$5,033,225
31	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	11	\$5,273,538
32	Benjamin J Garner	Cummings & Co. Realtors	11	\$3,687,800
33	Un H McAdory	Realty 1 Maryland, LLC	10.5	\$5,987,820
34	Jessica N Sauls	The KW Collective	10	\$4,898,800
35	Jessica L Young-Stewart	RE/MAX Executive	10	\$4,961,900
36	Timothy Langhauser	Compass Home Group, LLC	10	\$5,103,000
37	Jim Bim	Winning Edge	10	\$6,290,700
38	Sayed Ali Haghgoo	EXP Realty, LLC	9.5	\$4,712,900
39	Donald L Beecher	Redfin Corp	9	\$3,242,900
40	Erica M Washington	Coldwell Banker Realty	9	\$4,320,900
41	John M Liberto	LPT Realty, LLC	9	\$2,958,800
42	Adam Dietrich	NVR, INC.	9	\$4,913,905
43	Ryan R Briggs	Anne Arundel Properties, Inc.	9	\$5,830,000
44	Mark A. Ritter	Douglas Realty, LLC	9	\$2,988,494
45	cory andrew willems	Keller Williams Gateway LLC	9	\$3,291,500
46	Gavriel Khoshkheraman	Pickwick Realty	9	\$1,540,500
47	Barry L Hess	Keller Williams Flagship	9	\$3,581,000
48	Bob Simon	Long & Foster Real Estate, Inc.	9	\$839,800
49	Joshua Shapiro	Douglas Realty, LLC	9	\$4,694,900
50	Tony Migliaccio	Long & Foster Real Estate, Inc.	9	\$5,436,000

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Jeff Dobrzykowski
Branch Manager
NMLS# 155799
C: 443.722.1680



Billy Apostolou
Business Development Manager
C: 443.286.4233

Bel Air Location: 206 S. Hays Street, Unit 200, Bel Air, MD 21014
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Eligibility and approval is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral and underwriting requirements. Direct Mortgage Loans, LLC is licensed in Maryland. Direct Mortgage Loans, LLC NMLS ID# is 852799 (www.nmlsconsumeraccess.org) Direct Mortgage Loans, LLC office is located at 206 S. Hays Street, Unit 200, Bel Air, MD 21014.



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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2026

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	Joseph Warren Avampato	Alberti Realty, LLC	9	\$2,621,000
52	Lisa E Kittleman	The KW Collective	8	\$4,825,000
53	Sunna Ahmad	Cummings & Co. Realtors	8	\$5,671,400
54	Liz A. Ancel	Cummings & Co. Realtors	8	\$2,148,800
55	Jamie B Rassi	Cummings & Co. Realtors	8	\$3,507,291
56	Chad J Robertson	Compass	8	\$4,260,300
57	Leslie Ikle	Redfin Corp	8	\$3,515,500
58	Bessie E Conway	Regal Realty	8	\$2,419,895
59	Daniel Borowy	Redfin Corp	8	\$4,443,250
60	Robert A Commodari	EXP Realty, LLC	8	\$4,460,000
61	Jenn Schneider	Neighborhood Assistance Corporation of America	8	\$2,708,930
62	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	8	\$1,501,010
63	Christopher W Palazzi	Cummings & Co. Realtors	8	\$2,022,900
64	Elliot Mitchell	Corner House Realty	8	\$2,260,499
65	Jennifer R Wolff	Real Estate Professionals, Inc.	8	\$3,664,900
66	Tony A Zowd	Coldwell Banker Realty	8	\$3,665,000
67	Keiry Martinez	ExecuHome Realty	8	\$1,621,300
68	Gylian Peter Page	Hyatt & Company Real Estate, LLC	7.5	\$2,247,500
69	Brendan Butler	Cummings & Co. Realtors	7.5	\$2,350,990
70	Michael J Schiff	EXP Realty, LLC	7.5	\$3,472,450
71	Sergey A Taksis	Long & Foster Real Estate, Inc.	7	\$2,948,805
72	David Townsend Brown	Next Step Realty	7	\$3,277,400
73	Tamia D' Wallace	Taylor Properties	7	\$2,679,890
74	Suryasubrahmanya Kumar Reddi	Samson Properties	7	\$8,741,645
75	Jennifer A Bayne	Long & Foster Real Estate, Inc.	7	\$2,968,900
76	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	7	\$3,543,490
77	Enoch P Moon	Realty 1 Maryland, LLC	7	\$3,780,000
78	Michael L Bailey	Berkshire Hathaway HomeServices PenFed Realty	7	\$2,322,800
79	Liliana Vallario	EXP Realty, LLC	7	\$3,782,500
80	Martin Lomeli	AB & Co Realtors, Inc.	7	\$2,179,470
81	Elisabeth C Yeager	Homes and Farms Real Estate	7	\$2,459,500
82	Yevgeny Drubetskoy	EXP Realty, LLC	7	\$2,026,900
83	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	7	\$2,773,010
84	Thomas Penn Williams	AB & Co Realtors, Inc.	7	\$3,115,800

RANK	NAME	OFFICE	SALES	TOTAL
85	Walter Lyndon Colquitt	Redfin Corp	7	\$2,608,620
86	Wanda Gail Foster	CENTURY 21 New Millennium	7	\$2,036,500
87	Bryan G Schafer	Compass	7	\$3,119,100
88	Veronica A Sniscak	Compass	7	\$3,677,200
89	Teal Clise	EXP Realty, LLC	7	\$2,369,000
90	Bob A Mikelskas	Rosario Realty	7	\$2,646,350
91	Samuel P Bruck	Northrop Realty	6.5	\$3,690,600
92	Ricky Cantore III	RE/MAX Advantage Realty	6.5	\$3,694,100
93	Micah Benson Hughes	Main Street Realty Company	6.5	\$2,549,950
94	Kelly Schuit	Kelly and Co Realty, LLC	6.5	\$3,046,490
95	Robert Kansler	Berkshire Hathaway HomeServices Homesale Realty	6.5	\$3,080,500
96	Brian Pakulla	Red Cedar Real Estate, LLC	6.5	\$4,321,043
97	Reta Sponsky	Cummings & Co. Realtors	6	\$3,144,000
98	Steven K Warfield	THE WARFIELD REALTY GROUP	6	\$808,900
99	Kimberly S Cavaliere	RE/MAX Advantage Realty	6	\$2,940,900
100	Michelle Lafalaise	Redfin Corp	6	\$1,936,500

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This is not a guarantee to extend consumer credit. All loans are subject to credit approval and property appraisal.
Channel Marker Mortgage NMLS ID #2528736 (www.nmlsconsumeraccess.org)



TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2026

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	Ashley Catherine Dominick	Coldwell Banker Realty	6	\$690,000
102	Carol L Tinnin	RE/MAX Leading Edge	6	\$4,846,710
103	Yonas Asrat	Neighborhood Assistance Corporation of America	6	\$2,297,499
104	Jessica Gosman-Bowen	Curtis Real Estate Company	6	\$2,001,500
105	Jimy Chavarria	Keller Williams Gateway LLC	6	\$1,767,500
106	Anne Marie Balcerzak	AB & Co Realtors, Inc.	6	\$5,682,400
107	Mary Anne Long	Keller Williams Realty Centre	6	\$2,661,880
108	Adam Chubbuck	Douglas Realty, LLC	6	\$2,834,800
109	Grant Bim	Winning Edge	6	\$4,264,700
110	Jessica DuLaney	Next Step Realty	6	\$2,685,900
111	Daniel G Motz	Berkshire Hathaway HomeServices Homesale Realty	6	\$2,060,000
112	Rachel D Kohel	Cummings & Co. Realtors	6	\$1,459,200
113	Sophia Chedrauy	EXP Realty, LLC	6	\$3,282,500
114	John Maranto	Cummings & Co. Realtors	6	\$2,433,900
115	Pasquale Carannante	RE/Max Experience	6	\$1,824,800
116	Michael Frank	EXP Realty, LLC	6	\$1,905,250

RANK	NAME	OFFICE	SALES	TOTAL
117	Trent C Gladstone	The KW Collective	6	\$2,992,400
118	Audrey M Bullock	Cummings & Co. Realtors	6	\$2,874,000
119	Sandra E Echenique	Samson Properties	6	\$1,483,110
120	Samantha Bongiorno	RE/MAX Advantage Realty	6	\$3,036,535
121	Cynthia A Taylor	CENTURY 21 New Millennium	6	\$3,318,900
122	Gregory M Golding	ExecuHome Realty	6	\$392,000
123	Kelly Harris	Coldwell Banker Realty	6	\$2,074,800
124	Tyler Ell	Keller Williams Realty Centre	6	\$2,906,045
125	Carlos Contreras	Caprika Realty	6	\$1,485,000
126	Shawn Martin	Real Broker, LLC	6	\$12,108,000
127	Mary C Gatton	Redfin Corp	6	\$4,001,100
128	Amelia Whitman	Long & Foster Real Estate, Inc.	6	\$5,162,250
129	Bill Franklin	Long & Foster Real Estate, Inc.	6	\$2,918,500
130	Lois Margaret Alberti	Alberti Realty, LLC	6	\$1,487,400
131	Edward F Doonan Jr.	Samson Properties	6	\$1,512,900
132	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	6	\$1,086,750
133	Mitchell J Toland Jr.	Redfin Corp	6	\$1,758,500
134	Tyler Gruzs	Cummings & Co. Realtors	6	\$1,251,000
135	Nancy A Hulsman	Coldwell Banker Realty	6	\$2,925,250
136	John C Kantorski Jr.	EXP Realty, LLC	6	\$2,501,000
137	James J Rupert	Douglas Realty, LLC	6	\$2,276,824
138	Dimitrios Lynch	ExecuHome Realty	6	\$1,448,500
139	Jon P. Leary	Cummings & Co. Realtors	6	\$1,625,700
140	Bradley Morsberger	Cummings & Co. Realtors	5.5	\$2,289,187
141	Ronald W. Howard	RE/MAX Advantage Realty	5.5	\$2,234,000
142	Lauren Hess	American Premier Realty, LLC	5.5	\$2,707,000
143	Jory Frankle	Northrop Realty	5.5	\$3,588,600
144	Michelle A Godfrey	Kencot Realty, LLC.	5.5	\$1,081,400
145	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	5.5	\$18,094,600
146	Bradley R Kappel	TTR Sotheby's International Realty	5.5	\$6,849,445
147	Markus " Mager	Redfin Corp	5.5	\$2,493,000
148	Zugell Jamison	Cummings & Co. Realtors	5.5	\$2,360,000
149	Brian D Saver	Long & Foster Real Estate, Inc.	5	\$4,227,500
150	Jennifer R Gruber	RE/MAX Leading Edge	5	\$2,208,701

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2026

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
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4	Shawn M Evans	Monument Sotheby's International Realty	25	\$22,402,854
5	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	5.5	\$18,094,600
6	Georgeann A Berkinshaw	Coldwell Banker Realty	2.5	\$17,069,505
7	Shawn Martin	Real Broker, LLC	6	\$12,108,000
8	Creig E Northrop III	Northrop Realty	11.5	\$10,912,750
9	Gina L White	Coldwell Banker Realty	23	\$10,344,385
10	Heather M. Richardson	NVR, INC.	16	\$9,318,050
11	Jean Berkinshaw Dixon	Coldwell Banker Realty	1.5	\$9,189,505
12	Nickolaus B Waldner	Keller Williams Realty Centre	19	\$8,957,645
13	Suryasubrahmanya Kumar Reddi	Samson Properties	7	\$8,741,645
14	Robert J Lucido	Keller Williams Lucido Agency	13.5	\$8,536,324
15	Mary Anne Kowalewski	KOVO Realty	16	\$8,116,907
16	Charlotte Savoy	The KW Collective	13	\$7,886,090

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18	Jeremy Michael McDonough	Mr. Lister Realty	17	\$7,241,400
19	Daniel McGhee	Homeowners Real Estate	21	\$7,180,500
20	Bradley R Kappel	TTR Sotheby's International Realty	5.5	\$6,849,445
21	Kimberly A Lally	EXP Realty, LLC	14.5	\$6,530,450
22	Matthew D Rhine	Keller Williams Legacy	19	\$6,469,400
23	Laura M Snyder	American Premier Realty, LLC	13.5	\$6,462,000
24	Jim Bim	Winning Edge	10	\$6,290,700
25	Katharine J Hopkins	Coldwell Banker Realty	2	\$5,999,505
26	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	15	\$5,993,400
27	Un H McAdory	Realty 1 Maryland, LLC	10.5	\$5,987,820
28	Ryan R Briggs	Anne Arundel Properties, Inc.	9	\$5,830,000
29	Jason W Perlow	Monument Sotheby's International Realty	3	\$5,791,500
30	Anne Marie Balcerzak	AB & Co Realtors, Inc.	6	\$5,682,400
31	Sunna Ahmad	Cummings & Co. Realtors	8	\$5,671,400
32	James D Blum III	Falcon Properties	1	\$5,600,000
33	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	2.5	\$5,476,480
34	Tony Migliaccio	Long & Foster Real Estate, Inc.	9	\$5,436,000
35	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	11	\$5,273,538
36	Charlie Hatter	Monument Sotheby's International Realty	2.5	\$5,267,500
37	Sam Gupta	EXP Realty, LLC	13	\$5,234,590
38	Amelia Whitman	Long & Foster Real Estate, Inc.	6	\$5,162,250
39	Christina J Palmer	Keller Williams Flagship	5	\$5,121,900
40	Jeannette A Westcott	Keller Williams Realty Centre	13	\$5,121,300
41	Timothy Langhauser	Compass Home Group, LLC	10	\$5,103,000
42	Kristen Boyer	Berkshire Hathaway HomeServices PenFed Realty	2	\$5,075,000
43	James T Weiskerger	Next Step Realty	11	\$5,033,225
44	Jessica L Young-Stewart	RE/MAX Executive	10	\$4,961,900
45	Adam Dietrich	NVR, INC.	9	\$4,913,905
46	Jessica N Sauls	The KW Collective	10	\$4,898,800
47	Carol L Tinnin	RE/MAX Leading Edge	6	\$4,846,710
48	Lisa E Kittleman	The KW Collective	8	\$4,825,000
49	Kim Barton	Keller Williams Legacy	12	\$4,819,000
50	Reid Buckley	Long & Foster Real Estate, Inc.	4	\$4,737,500

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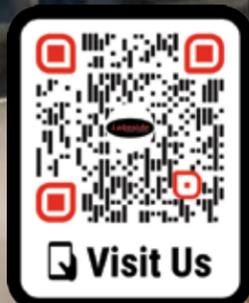
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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2026

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	Sayed Ali Haghgoo	EXP Realty, LLC	9.5	\$4,712,900
52	Joshua Shapiro	Douglas Realty, LLC	9	\$4,694,900
53	Vincent Principe	Keller Williams Flagship	11.5	\$4,689,399
54	Julie Marousek	Monument Sotheby's International Realty	3	\$4,640,000
55	Camilla Cornwell	Compass	2	\$4,637,500
56	Biana Arentz	Coldwell Banker Realty	3	\$4,590,000
57	Colleen M Smith	EXP Realty, LLC	4.5	\$4,480,730
58	Robert A Commodari	EXP Realty, LLC	8	\$4,460,000
59	Daniel Borowy	Redfin Corp	8	\$4,443,250
60	Gina M Gargeu	Century 21 Downtown	25	\$4,330,200
61	Brian Pakulla	Red Cedar Real Estate, LLC	6.5	\$4,321,043
62	Erica M Washington	Coldwell Banker Realty	9	\$4,320,900
63	William J Ganz III	Ganz Exclusive Real Estate	2	\$4,312,200
64	Lee R. Tessier	EXP Realty, LLC	11.5	\$4,304,150
65	Grant Bim	Winning Edge	6	\$4,264,700
66	Andrea G Griffin	Compass	4.5	\$4,260,487

RANK	NAME	OFFICE	SALES	TOTAL
67	Chad J Robertson	Compass	8	\$4,260,300
68	Victor Pascoe	Keller Williams Select Realtors of Annapolis	3	\$4,230,000
69	Brian D Saver	Long & Foster Real Estate, Inc.	5	\$4,227,500
70	Alexandra T Sears	TTR Sotheby's International Realty	5	\$4,144,990
71	Moe Farley	Coldwell Banker Realty	2.5	\$4,129,990
72	Jonathan E. Rundlett	Toll MD Realty, LLC	2	\$4,087,000
73	Anne C Harrington	Coldwell Banker Realty	2	\$4,030,000
74	Denise K Penny	Berkshire Hathaway HomeServices Homesale Realty	4	\$4,030,000
75	Michael Boryk III	Koch Realty, Inc.	4	\$4,015,870
76	Mary C Gatton	Redfin Corp	6	\$4,001,100
77	Stealey J Ashley	Coldwell Banker Realty	3	\$3,884,000
78	Jeremy S Walsh	Coldwell Banker Realty	5	\$3,804,900
79	Liliana Vallario	EXP Realty, LLC	7	\$3,782,500
80	Enoch P Moon	Realty 1 Maryland, LLC	7	\$3,780,000
81	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	5	\$3,735,500
82	Elizabeth C Dooner	Coldwell Banker Realty	4	\$3,703,766
83	Ricky Cantore III	RE/MAX Advantage Realty	6.5	\$3,694,100
84	Samuel P Bruck	Northrop Realty	6.5	\$3,690,600
85	Elizabeth Keyser	VYBE Realty	11	\$3,690,500
86	Benjamin J Garner	Cummings & Co. Realtors	11	\$3,687,800
87	Veronica A Sniscak	Compass	7	\$3,677,200
88	Tony A Zowd	Coldwell Banker Realty	8	\$3,665,000
89	Jennifer R Wolff	Real Estate Professionals, Inc.	8	\$3,664,900
90	Anthony M Friedman	Northrop Realty	5	\$3,626,500
91	Courtney S Pleiss	EXP Realty, LLC	5	\$3,598,000
92	Jory Frankle	Northrop Realty	5.5	\$3,588,600
93	Barry L Hess	Keller Williams Flagship	9	\$3,581,000
94	Taylor J Sevik	Compass	3	\$3,573,500
95	Gary A Schneider	Long & Foster Real Estate, Inc.	3	\$3,555,000
96	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	7	\$3,543,490
97	Tracy D Diamond	EXP Realty, LLC	5	\$3,517,500
98	Leslie Ikle	Redfin Corp	8	\$3,515,500
99	Jamie B Rassi	Cummings & Co. Realtors	8	\$3,507,291
100	Joe L Smith III	Next Step Realty	5	\$3,492,500

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Feb. 28, 2026

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	Tracy A Cannon	Coldwell Banker Realty	3	\$3,485,000
102	Michael J Schiff	EXP Realty, LLC	7.5	\$3,472,450
103	Julie Dinko	Douglas Realty, LLC	4	\$3,456,736
104	Nataliya Lutsiv	Cummings & Co. Realtors	4	\$3,445,000
105	Wendy T Oliver	Coldwell Banker Realty	4.5	\$3,425,000
106	Jeremy Batoff	Compass	4.5	\$3,380,000
107	DeAnna W Miller	Long & Foster Real Estate, Inc.	4	\$3,351,750
108	David C Luptak	Long & Foster Real Estate, Inc.	4	\$3,341,000
109	Elizabeth S Montaner	Coldwell Banker Realty	0.5	\$3,339,505
110	Cynthia A Taylor	CENTURY 21 New Millennium	6	\$3,318,900
111	Suzanne M Lenox	Douglas Realty LLC	5	\$3,292,000
112	cory andrew willems	Keller Williams Gateway LLC	9	\$3,291,500
113	Sophia Chedrauy	EXP Realty, LLC	6	\$3,282,500
114	David Townsend Brown	Next Step Realty	7	\$3,277,400
115	Richard H Watson	Long & Foster Real Estate, Inc.	1	\$3,250,000
116	Donald L Beecher	Redfin Corp	9	\$3,242,900
117	Reta Sponsky	Cummings & Co. Realtors	6	\$3,144,000
118	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	12.5	\$3,122,125
119	Bryan G Schafer	Compass	7	\$3,119,100
120	Jennifer Chino	Compass	4	\$3,119,000
121	Thomas Penn Williams	AB & Co Realtors, Inc.	7	\$3,115,800
122	Wendy Slaughter	Samson Properties	5	\$3,112,250
123	Sonia M Graham	Douglas Realty, LLC	5	\$3,096,000
124	Robert Kansler	Berkshire Hathaway HomeServices Homesale Realty	6.5	\$3,080,500
125	Kelly Schuit	Kelly and Co Realty, LLC	6.5	\$3,046,490
126	Samantha Bongiorno	RE/MAX Advantage Realty	6	\$3,036,535
127	Blair Kennedy	Keller Williams Realty Centre	4	\$3,004,500
128	Martin E Welsh	Monument Sotheby's International Realty	1	\$2,998,000
129	Trent C Gladstone	The KW Collective	6	\$2,992,400
130	Mark A. Ritter	Douglas Realty, LLC	9	\$2,988,494
131	Jennifer A Bayne	Long & Foster Real Estate, Inc.	7	\$2,968,900
132	John M Liberto	LPT Realty, LLC	9	\$2,958,800
133	Jaime Watt	Compass	4.5	\$2,956,000
134	Sergey A Taksis	Long & Foster Real Estate, Inc.	7	\$2,948,805

RANK	NAME	OFFICE	SALES	TOTAL
135	Kimberly S Cavaliere	RE/MAX Advantage Realty	6	\$2,940,900
136	Adam M Shpritz	Ashland Auction Group LLC	38.5	\$2,935,818
137	Teresa L Westerlund	Samson Properties	2.5	\$2,928,900
138	Nancy A Hulsman	Coldwell Banker Realty	6	\$2,925,250
139	Kristi C Neidhardt	Northrop Realty	4	\$2,920,000
140	James P Schaecher	Keller Williams Flagship	5	\$2,919,950
141	Bill Franklin	Long & Foster Real Estate, Inc.	6	\$2,918,500
142	Gabriella Vidro	Douglas Realty, LLC	5	\$2,915,000
143	Tyler Ell	Keller Williams Realty Centre	6	\$2,906,045
144	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	5	\$2,905,000
145	Audrey M Bullock	Cummings & Co. Realtors	6	\$2,874,000
146	Kathleen Moore	Engel & Volkers Annapolis	4	\$2,854,000
147	Carol Eaton	Coldwell Banker Realty	5	\$2,840,690
148	Adam Chubbuck	Douglas Realty, LLC	6	\$2,834,800
149	Tracy J. Lucido	Keller Williams Lucido Agency	4.5	\$2,829,000
150	Mark Richa	Cummings & Co. Realtors	5	\$2,827,589

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