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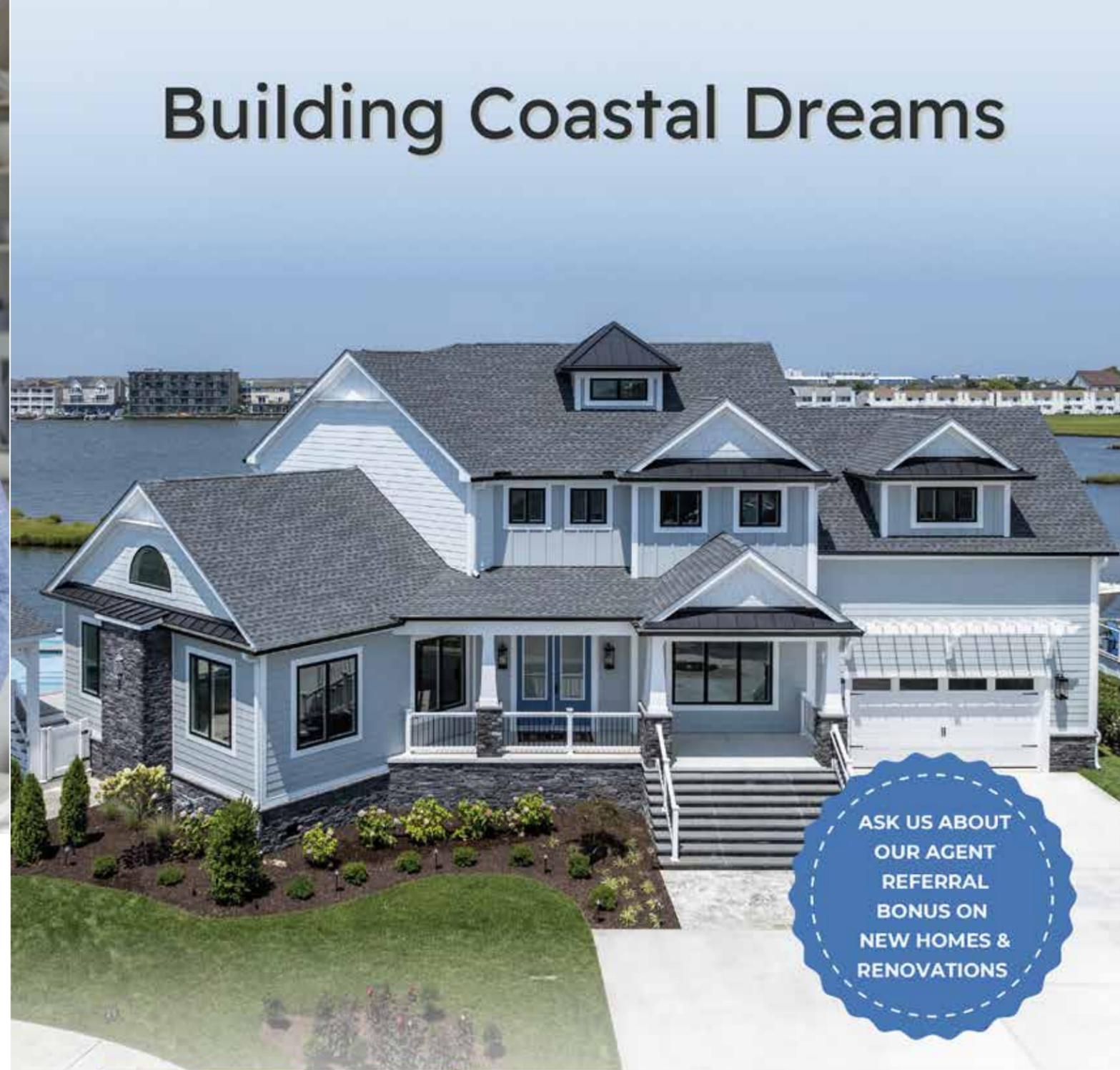
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If you are interested in nominating people for certain stories, please email us at: hannah@rpmags.com

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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 the 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  
Jill@rpmags.com



# Coastal Real Producers 2026 Events Calendar

Thursday, May 21

4 p.m. - 7 p.m

Summer Kick Off Party

Fager's Island

201 60th St, Ocean City, MD 21842

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

Tuesday, August 11

10 a.m. - 2 p.m

Mastermind

The Landing Bar and Grille

20301 Charlotte Boulevard,

Millsboro, DE 19966

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

Wednesday, September 23

Time TBD

Beach Bonfire

Location TBD

A first this year, we're bringing the CRP community together for a fun bonfire night - top agents, vendors, and good vibes all in one beachside spot.

Thursday, November 12

Time TBD

3rd Anniversary Party

Location TBD

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



Visit [CoastalRealProducers.com/](https://CoastalRealProducers.com/) agents to get your tickets and stay updated on all upcoming events!

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# LINDSEY COOKE

## TESTED & TRANSFORMED

BY PAT RIPPEY • PHOTOS BY ATLANTIC EXPOSURE

Some might say the universe has it in for Lindsey Cooke. But after everything she has not only survived but overcome, it's clear that nothing can take the fight out of her.

Lindsey has gone through more in her 37 years than most will in a lifetime. At 26, she was in a horrific car accident, resulting in a traumatic brain injury that left her unable to read, write, or communicate. Only through unrelenting persistence and therapy was she able to regain those skills. To further push herself, Lindsey enrolled in real estate and college classes, and within a 3-year period she earned her real estate license and 2 Associate's degrees. She was determined to be herself again, but the person who emerged was even stronger and more tenacious. It was one of several defining moments in Lindsey's life.

### "It's bigger than me"

The second defining moment was an unimaginable loss. After five years of fertility treatments, Lindsey lost the child she was carrying. The devastation was compounded by the fact that Lindsey had developed deadly pulmonary blood clots, and had to endure a dilation and evacuation procedure without anesthesia and without her wife Megan by her side, due to COVID restrictions. An even more resilient Lindsey arose from this tragedy as well—but the universe wasn't finished testing her. After she and Megan finally welcomed a son into the world, Lindsey's car was hit dead on with her 3-week-old newborn in the back seat. The baby was fine, but Lindsey ended up in a trauma center. At this point she thought, "I shouldn't be here anymore—but I am, and there's a reason. And I haven't always known the reason, but it's bigger than me."

Lindsey did some hard soul-searching to find her purpose. At 18, she said she'd never be a REALTOR®, because they seemed more interested in making money than taking care of people. Once she became an agent, she was determined to change the industry for the better. Her setbacks only strengthened her resolve. "I'm not going to let situations define me anymore," she professed. "I'm just going to grow into exactly what I'm meant to be. I don't know what that is yet, but the universe is going to point me in the right direction."

It wasn't the first time Lindsey asked the universe for something. She's a strong believer in unseen forces, at times consulting crystals and making moon water to harness cosmic energy. She has an affinity for dragonflies, partly for their toughness (they endure years





**"I'M NOT GOING TO LET SITUATIONS DEFINE ME ANYMORE."**

under water before emerging), and their presence following her grandfather's funeral seemed like an unmistakable message from beyond. At one of her lowest points, when her business was faltering and she was searching for direction, she went outside and asked the universe for a sign that everything would work out. She heard an incessant hum, and looked up to see thousands of dragonflies, filling the sky and dive-bombing the pool. It was all the reassurance she needed.

Some say we are defined by how we respond in our most difficult times. Lindsey's hardships have only made her stronger and more determined. She decided to continue working in a field that she believed needed more empathy. "I didn't want people to see REALTORS® as people that just wanted to show you a house and get a commission. I wanted them to see that we care, that we have a heart in this, too, and that we're invested in you and your life." She started by showing her team at Shore to Shore Real Estate how to have better conversations with their clients, which led her to start her own company, providing classes in empathy and "finding your why." She's also getting ready to launch a coaching business. As she puts it, she's ready to be a beacon of light for others.

Lindsey lives with her wife Megan, their son Shane, and daughter Alayna. "These four people in this household, that is all that matters," she says. She's most proud of not giving up, even when life dealt her some harsh hands. As it turns out, the universe might just be on her side.



**I'm the one you go to when you don't know where to go**



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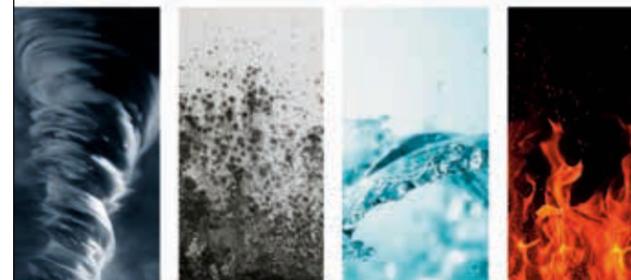
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**AI News: AI Agents Go Viral (And a Little Wild)**

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

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



Steven Neville is the founder of MPower and a hands-on AI automation strategist with 30+ years in sales and marketing. He builds the workflows and systems he writes about, helping businesses turn AI from buzzword into bottom-line results.



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# ANDREW DULEY

## of SEAGULL DISPOSAL



### THE PEOPLE'S TRASH COMPANY

**SEAGULL DISPOSAL** has never been interested in being just another waste company, and founder Andrew Duley intends to keep it that way.

“My goal was never to become the industry norm,” Andrew says. “We do not ask, ‘What is everyone else doing?’ We ask, ‘What is the best way to do this?’ Most of the time, that answer looks very different from the rest of the industry.”

That mindset has defined Seagull Disposal from day one and continues to fuel its growth today.

The idea for Seagull Disposal started long before the company itself. Growing up in West Ocean City, Andrew experienced firsthand the frustrations many homeowners quietly accept:

inconsistent service, poor communication, and a complete lack of accountability.

“I still remember dragging a full 95 gallon trash can up our inclined driveway because our provider did not service our street,” he recalls. “That was the moment it clicked. This did not have to be this way.”

At just 17 years old, Andrew began calling five-star family-run waste companies across the country, asking questions and learning from anyone willing to share. He took the best systems, values, and service models he found and shaped them into something uniquely local. In 2019, alongside his stepfather and business partner Chris Vasiliou, Seagull Disposal was officially launched.



Today, Seagull Disposal serves a loyal and growing customer base throughout the Eastern Shore, built almost entirely on trust and long-term relationships.

“I am proud that so many of our customers have been with us for years,” Andrew says. “That tells me we are doing something right.”

That relationship-driven approach is also why Seagull values its partnership with *Coastal Real Producers* and the region’s top real estate professionals. “If I get to choose my clients, I choose high performers,” Andrew explains. “People who hold themselves accountable, who value professionalism, and who care about the details. Those people did not get where they are by accident.”

Behind Seagull’s reputation is a dedicated team that shares ownership in the mission. From customer service to field operations, the company is built around clear communication, accountability, and pride in doing the job right. “We do not believe in layers of hierarchy,” Andrew says. “We believe in a team that communicates, takes responsibility, and does the job right.”

Seagull Disposal is unapologetically modern and intentional about how technology supports service. From GPS tracking to in-cab camera systems, every tool is designed to improve reliability, transparency, and accountability. “If a customer has a question, we can actually see what happened,” Andrew explains. “Those same systems also keep our drivers safer and held to a higher standard.”

Their fully online ordering system and flat rate pricing further separate Seagull from industry norms. “There are a

**“I am proud that so many of our customers have been with us for years. That tells me we are doing something right.”**

lot of tricks in this industry, hidden fees and sudden price jumps,” Andrew says. “If we tell you it is \$30 a month, it is \$30 a month. Period.”

Seagull Disposal’s commitment extends well beyond hauling trash. In partnership with fellow local resident Andy Blizzard, the team helped launch Restore the Shore, a nonprofit dedicated to litter prevention, cleanup, and education. What started as hands-on roadside cleanups has grown into school partnerships, awareness campaigns, and hand painted signage that have proven to significantly reduce litter in problem areas. Studies conducted by the organization showed a noticeable reduction in roadside litter after signage was installed.

Seagull proudly calls itself The People’s Trash Company, a reflection of its roots and its future. “We were not industry insiders,” Andrew says. “We were neighbors who saw a problem and decided to fix it.”

Whether you see their trucks on the road, at community events, or rolling through holiday parades across the Eastern Shore, the message remains the same: Seagull Disposal is local, accessible, and committed to doing things the right way.

“Come meet us,” the team invites. “We would love to show you what we are all about.”

# Home

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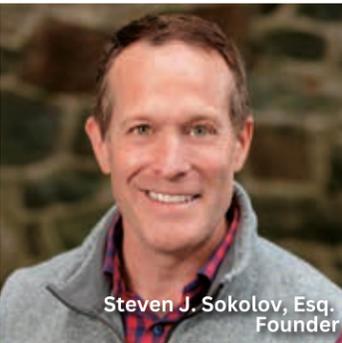


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EVENT RECAP



# Preferred Partner Mastermind & Mingle

BY HANNAH BENSON  
PHOTOS BY ATLANTIC EXPOSURE

On Thursday, February 5th, nearly 30 CRP partners gathered at Vista Rooftop 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 CRP 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 Cory Mayo (Compass Realty) and Sue Cain (BHHS PenFed Realty), alongside Preferred Partners Chris Mancini (Community Title Network) and Bilonna Dilling (Pro-spect Inspection Services). 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 CRP 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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# TOM RUCH

## THE POWER OF PERSISTENCE

BY JOSEPH  
COTTLE  
PHOTOS BY  
ATLANTIC  
EXPOSURE

**TOM RUCH'S** story comes down to one particular theme—persistence.

“I think it’s a story of overcoming what every agent has to deal with in the beginning,” he says. “It’s tough, it’s hard, but the persistence paid off.”

Those early months were brutal. While he started grinding through cold calls, his wife, Tara, became his teammate, handling the structure of the business so he could focus on connections.

His first deal was about \$50,000. The second was even smaller. After seven months of work, he had completed four transactions and made roughly \$3,000. It was the kind of start that quietly pushes many agents out of the business.

Instead, Tom doubled down.

A mentor challenged him to treat real estate as math instead of emotion. Calls led to conversations, conversations led to appointments, and appointments led to listings. He tracked everything: tally marks, daily call targets, calendars filled with thousands of contacts.

“The whole thing is a big math problem,” Tom says. “If you understand the numbers and just do it, you get better over time.”

The results came quickly. From four deals in half a year, he jumped to 23 transactions the next full year.

“That was the breaking point,” he says. “You start to see the effort pile on.”

He entered the business in 2015 in a stable market where homes sat for months. Then came the frenzy years. Tom responded by reshaping his business around listings instead of chasing buyers.

“I wanted more control over outcomes,” he says. “Helping sellers let me feed more opportunities to my team instead of running in circles.”

From the beginning, Tom wasn’t just building a career. He was building a team.

The idea wasn’t volume first; it was experience first. Early on, he sold large land parcels across the Delmarva Peninsula, touring properties with a UTV, flying drones, and helping buyers





“  
**FOCUS ON  
WHAT YOU’RE  
GOOD AT AND  
LET OTHER  
PEOPLE DO  
WHAT THEY’RE  
GOOD AT.”**

imagine how they would actually live on the land.

“It was about making it an experience,” he says. “There’s excitement around every deal.”

That mindset still drives how he leads today. He talks less about production and more about people, surrounding himself with driven agents, pouring into them, and learning to let go of doing everything himself.

“My team taught me not to do it all,” he says. “Focus on what you’re good at and let other people do what they’re good at.”

He’s especially proud of the people growing alongside him. One of those is James Littlefield, whose first full year in sales approached \$5 million.

“He’s known for being a really good negotiator,” Tom says. “He’s calm, tactful, and one of the strongest agents I’ve ever dealt with. I’m super proud of him.”

The culture he’s building is intentional. Tom looks for people who want to grow and hold each other accountable, agents who want to be surrounded by others putting in the work and winning together.

He credits his brokerage environment for reinforcing that approach, providing structure and mentorship while allowing him to grow.

“They’ve been there for me the entire time,” he says. “They pour into you.”

Tom even measures success internally through shared values rather than just numbers—discipline, positivity, presence,

trust, and being ready for opportunity. The team built those commitments together, and they guide how they work and how they treat clients.

“It’s about building strong relationships,” he says. “Get involved in your community, talk to as many people as possible, and see how you can help them.”

That mindset extends beyond sales. Tom is also working on two passion projects—building real estate technology platforms designed to help agents and clients understand properties more clearly and avoid surprises. He’s always thinking about how he can make a difference in his field.

But for all the drive, he’s quick to mention what matters most outside work. He spends his free time with his family, and if he’s not with them, he’s lifting or bow hunting, often outdoors, unplugged, and resetting.

After more than a decade in the business, the reason he stays in real estate isn’t complicated. “I really have a lot of fun doing this,” Tom says. “The relationships, the growth, the opportunities—there’s a lot to love.”

What carried it forward was consistency — thousands of conversations, repeated effort, and a refusal to quit when the results were small. That persistence turned into momentum, momentum into leadership, and leadership into a platform to serve clients and grow others.

For Tom, success isn’t a sudden breakthrough. It’s repetition.

“Just keep talking to people,” he says. “And don’t stop.”

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# TOP 100 STANDINGS • BY UNITS

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

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	45	\$39,124,080
2	Dustin Oldfather	Compass	14.5	\$6,953,320
3	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	14	\$5,450,600
4	LINDA BOVA	SEA BOVA ASSOCIATES INC.	13	\$2,123,400
5	Jaime Hurlock	Long & Foster Real Estate, Inc.	12	\$4,804,465
6	Ryan Haley	Atlantic Shores Sotheby's International Realty	10	\$4,940,150
7	Erin S. Lee	Keller Williams Realty	10	\$3,776,473
8	Terence A. Riley	RE/MAX Advantage Realty	8	\$5,589,550
9	Debbie Reed	RE/MAX Realty Group Rehoboth	8	\$7,466,945
10	Kevin E Decker	Coastal Life Realty Group LLC	8	\$3,560,000
11	MICHAEL KENNEDY	Compass	8	\$5,246,747
12	Bethany A. Drew	Hileman Real Estate-Berlin	8	\$3,076,000
13	Russell G Griffin	Keller Williams Realty	7.5	\$2,893,150
14	Nicholas Bobenko	Coastal Life Realty Group LLC	7	\$3,364,500
15	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	7	\$1,197,400
16	William P Brown	Keller Williams Realty	7	\$2,824,674
17	SHAUN TULL	Jack Lingo - Rehoboth	7	\$13,570,000
18	Chris Jett	RE/MAX Advantage Realty	7	\$5,111,050
19	STACI WALLS	NextHome Tomorrow Realty	7	\$5,334,000
20	ANTHONY SACCO	RE/MAX Associates	7	\$2,931,115
21	Marti Hoster	ERA Martin Associates	6.5	\$1,775,750
22	Shawn Kotwica	Coldwell Banker Realty	6	\$4,161,500
23	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	6	\$1,751,350
24	Chelsea Rose Bristow	Jack Lingo - Lewes	6	\$4,570,000
25	Whitney Ann Elliott	Coldwell Banker Realty	6	\$1,775,000
26	Lisa Mathena	The Lisa Mathena Group, Inc.	6	\$2,718,900
27	Taylor M Tallarico	Keller Williams Realty	6	\$1,526,900
28	Matthew Lunden	Keller Williams Realty	6	\$4,831,871
29	SUZANNE MACNAB	RE/MAX Coastal	6	\$3,505,000
30	LESLIE KOPP	Long & Foster Real Estate, Inc.	6	\$8,714,505
31	TERESA MARSULA	Long & Foster Real Estate, Inc.	6	\$2,802,500
32	Heather Ann Brummell	Keller Williams Realty	6	\$2,056,399
33	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	6	\$5,045,149
34	Gordon A a Basht	Potnets Homes LLC	6	\$1,046,923

RANK	NAME	OFFICE	SALES	TOTAL
35	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	6	\$3,616,000
36	Adam U Monico	Coldwell Banker Realty	6	\$1,474,900
37	Grant K Fritschle	Keller Williams Realty Delmarva	5.5	\$4,777,250
38	TONY FAVATA	Elevated Real Estate Solutions	5.5	\$1,306,700
39	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	5.5	\$2,309,290
40	Mary SCHROCK	Northrop Realty	5.5	\$2,898,859
41	PAUL MALTAGHATI	Monument Sotheby's International Realty	5	\$3,132,196
42	Tim Arnett	ERA Martin Associates	5	\$1,487,490
43	Darron Whitehead	Whitehead Real Estate Exec.	5	\$1,882,500
44	Makayla B Johnson	Northrop Realty	5	\$901,000
45	Anthony Matrona	Resort Real Estate	5	\$1,182,500
46	Brigit R Taylor	Keller Williams Realty	5	\$2,552,711
47	CARRIE LINGO	Jack Lingo - Lewes	5	\$4,615,000
48	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	5	\$3,523,500
49	Dallas Taylor Godman	Atlantic Shores Sotheby's International Realty	5	\$1,685,000
50	Robyn Alicia Kaspersky	Vision Realty Group of Salisbury	5	\$1,249,990

Disclaimer: Statistics are derived from closed sales data. Data pulled on March 6th 2026, 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	Sharon Y Daugherty	Keller Williams Realty Delmarva	5	\$3,629,900
52	C.D. Hall	Hall Realty	5	\$1,003,000
53	R. Erik Windrow	Keller Williams Realty	5	\$2,346,035
54	Shannon L Smith Hunt	Northrop Realty	5	\$5,387,000
55	DANIEL TAGLIENTI	Keller Williams Realty	5	\$2,425,000
56	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	5	\$3,832,900
57	Charlene Spence	The Spence Realty Group	5	\$1,100,400
58	Joseph Wilson	Coastal Life Realty Group LLC	5	\$4,050,000
59	Donna Harrington	Coldwell Banker Realty	4.5	\$1,124,600
60	Jaime Cortes	Coldwell Banker Realty	4.5	\$1,188,750
61	William Bjorkland	Coldwell Banker Realty	4.5	\$1,794,000
62	Julie Gritton	Coldwell Banker Premier - Lewes	4.5	\$1,823,500
63	Dustin Parker	The Parker Group	4.5	\$1,000,000
64	Melanie Shoff	Coastal Life Realty Group LLC	4	\$1,390,000
65	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	4	\$1,283,000
66	PAUL TOWNSEND	Jack Lingo - Lewes	4	\$4,530,708

RANK	NAME	OFFICE	SALES	TOTAL
67	Jaasiel C Nunez	Keller Williams Realty	4	\$1,892,500
68	Jennifer A Smith	Keller Williams Realty	4	\$6,001,500
69	Virginia Malone	Coldwell Banker Realty	4	\$1,765,000
70	Brian Donahue	Long & Foster Real Estate, Inc.	4	\$2,578,000
71	Ryan James McCoy	Coldwell Banker Realty	4	\$2,172,000
72	Renee Parker	Keller Williams Realty	4	\$1,220,890
73	CHRISTINE TINGLE	Keller Williams Realty	4	\$3,282,500
74	Brooks R Decker	Coastal Life Realty Group LLC	4	\$1,028,000
75	Harryson Domercant	Keller Williams Realty Delmarva	4	\$1,085,390
76	Phillip W Knight	Northrop Realty	4	\$2,016,899
77	BRIAN G SHANNON	The Real Estate Market	4	\$1,239,900
78	Kayla Walter	Keller Williams Realty	4	\$1,086,600
79	Daniel Clayland	Coldwell Banker Realty	4	\$2,819,900
80	Joanne M Ketler	Northrop Realty	4	\$2,075,300
81	LINDA D. FISHER	Coastal Real Estate Group, LLC	4	\$1,542,000
82	ADAM KSEBE	Long & Foster Real Estate, Inc.	4	\$1,441,000
83	Jorge Chavez	Iron Valley Real Estate at The Beach	4	\$1,140,000
84	Justin Michael Voorheis	BETHANY AREA REALTY LLC	4	\$1,686,999
85	Jennifer Demarest	The Parker Group	4	\$857,000
86	Judith Dourgarian	Northrop Realty	4	\$2,128,000
87	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	4	\$2,140,000
88	Rebecca Lewis	Century 21 Harbor Realty	4	\$711,987
89	Bogi Szabo	Keller Williams Realty	4	\$1,864,000
90	Temeka L Mumford	Coldwell Banker Realty	4	\$748,000
91	LISA M JACKSON	Engel & Volkers Ocean City	4	\$2,145,000
92	Frances Sterling	ERA Martin Associates	4	\$1,867,900
93	Rachel Lynn Tarbutton	Potnets Homes LLC	4	\$1,278,176
94	Ann E. Holtz	Coldwell Banker Realty	4	\$2,445,000
95	Timothy Dennis	Coldwell Banker Realty	4	\$1,390,000
96	Anna Spann	Coldwell Banker Realty	4	\$1,209,000
97	AMANDA RYAN	Jack Lingo - Rehoboth	3.5	\$5,822,250
98	BRYCE LINGO	Jack Lingo - Rehoboth	3.5	\$6,987,250
99	Jennifer Jones	Compass	3.5	\$2,735,475
100	Kevin J Hammersmith	Northrop Realty	3.5	\$1,983,618

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# TOP 100 STANDINGS • BY VOLUME

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

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	45	\$39,124,080
2	SHAUN TULL	Jack Lingo - Rehoboth	7	\$13,570,000
3	LESLIE KOPP	Long & Foster Real Estate, Inc.	6	\$8,714,505
4	TJARK BATEMAN	Jack Lingo - Rehoboth	3	\$7,730,000
5	Debbie Reed	RE/MAX Realty Group Rehoboth	8	\$7,466,945
6	BRYCE LINGO	Jack Lingo - Rehoboth	3.5	\$6,987,250
7	Dustin Oldfather	Compass	14.5	\$6,953,320
8	Jennifer A Smith	Keller Williams Realty	4	\$6,001,500
9	AMANDA RYAN	Jack Lingo - Rehoboth	3.5	\$5,822,250
10	Terence A. Riley	RE/MAX Advantage Realty	8	\$5,589,550
11	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	14	\$5,450,600
12	Shannon L Smith Hunt	Northrop Realty	5	\$5,387,000
13	STACI WALLS	NextHome Tomorrow Realty	7	\$5,334,000
14	MICHAEL KENNEDY	Compass	8	\$5,246,747
15	Chris Jett	RE/MAX Advantage Realty	7	\$5,111,050
16	Marsha White	Crowley Associates Realty	2	\$5,065,000

RANK	NAME	OFFICE	SALES	TOTAL
17	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	6	\$5,045,149
18	Justin Noble	Monument Sotheby's International Realty	2	\$5,025,000
19	Ryan Haley	Atlantic Shores Sotheby's International Realty	10	\$4,940,150
20	Matthew Lunden	Keller Williams Realty	6	\$4,831,871
21	Jaime Hurlock	Long & Foster Real Estate, Inc.	12	\$4,804,465
22	Grant K Fritschle	Keller Williams Realty Delmarva	5.5	\$4,777,250
23	CARRIE LINGO	Jack Lingo - Lewes	5	\$4,615,000
24	Chelsea Rose Bristow	Jack Lingo - Lewes	6	\$4,570,000
25	PAUL TOWNSEND	Jack Lingo - Lewes	4	\$4,530,708
26	Shawn Kotwica	Coldwell Banker Realty	6	\$4,161,500
27	Joseph Wilson	Coastal Life Realty Group LLC	5	\$4,050,000
28	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	5	\$3,832,900
29	Erin S. Lee	Keller Williams Realty	10	\$3,776,473
30	Sharon Y Daugherty	Keller Williams Realty Delmarva	5	\$3,629,900
31	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	6	\$3,616,000
32	Kevin E Decker	Coastal Life Realty Group LLC	8	\$3,560,000
33	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	5	\$3,523,500
34	SUZANNE MACNAB	RE/MAX Coastal	6	\$3,505,000
35	CANDY WILLIAMS	Long & Foster Real Estate, Inc.	2	\$3,485,125
36	Nicholas Bobenko	Coastal Life Realty Group LLC	7	\$3,364,500
37	CHRISTINE TINGLE	Keller Williams Realty	4	\$3,282,500
38	Andy Whitescarver	RE/MAX Realty Group Rehoboth	3	\$3,217,500
39	Gary R Thill	Coldwell Banker Realty	3	\$3,148,000
40	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	2.5	\$3,144,800
41	PAUL MALTAGHATI	Monument Sotheby's International Realty	5	\$3,132,196
42	Bethany A. Drew	Hileman Real Estate-Berlin	8	\$3,076,000
43	ANTHONY SACCO	RE/MAX Associates	7	\$2,931,115
44	Lucius Webb	Jack Lingo - Rehoboth	1	\$2,900,000
45	Mary SCHROCK	Northrop Realty	5.5	\$2,898,859
46	Russell G Griffin	Keller Williams Realty	7.5	\$2,893,150
47	ELIZABETH M COOCH	Jack Lingo - Lewes	2	\$2,875,000
48	William P Brown	Keller Williams Realty	7	\$2,824,674
49	Daniel Clayland	Coldwell Banker Realty	4	\$2,819,900
50	TERESA MARSULA	Long & Foster Real Estate, Inc.	6	\$2,802,500

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# TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	TIFFINI ANDERSON	Jack Lingo - Rehoboth	2	\$2,745,000
52	Jennifer Jones	Compass	3.5	\$2,735,475
53	Lisa Mathena	The Lisa Mathena Group, Inc.	6	\$2,718,900
54	Brian K Barrows	Monument Sotheby's International Realty	3	\$2,700,000
55	Brian Donahue	Long & Foster Real Estate, Inc.	4	\$2,578,000
56	Brigit R Taylor	Keller Williams Realty	5	\$2,552,711
57	DANIEL R LUSK	McWilliams/Ballard, Inc.	3	\$2,540,698
58	Ann E. Holtz	Coldwell Banker Realty	4	\$2,445,000
59	DANIEL TAGLIENTI	Keller Williams Realty	5	\$2,425,000
60	Kimberly Lear Hamer	Monument Sotheby's International Realty	1	\$2,400,000
61	Tim Velasco	ERA Martin Associates	1	\$2,400,000
62	R. Erik Windrow	Keller Williams Realty	5	\$2,346,035
63	NANCY DELLA VECCHIO	NextHome Tomorrow Realty	3	\$2,325,000
64	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	5.5	\$2,309,290
65	William Barry	Jack Lingo - Rehoboth	1	\$2,287,500
66	KRISTINA LINGO	Jack Lingo - Lewes	3	\$2,250,000
67	Nancy Reither	Coldwell Banker Realty	3	\$2,244,000
68	Sherrri Hearn	Coldwell Banker Realty	2	\$2,225,000
69	AMY WARICK	RE/MAX Realty Group Rehoboth	2	\$2,205,000
70	CONNIE FERRARA	Mann & Sons, Inc.	3	\$2,190,000
71	Grace Masten	Sea Grace @ North Beach Realtors	3	\$2,190,000
72	Ryan James McCoy	Coldwell Banker Realty	4	\$2,172,000
73	Katherine Dove Cole	EXP Realty, LLC	3	\$2,170,000
74	BLAIR CHERICO	Monument Sotheby's International Realty	3	\$2,159,000
75	JENNIFER BARROWS	Monument Sotheby's International Realty	2	\$2,152,500
76	Robert Taylor	Keller Williams Realty	3	\$2,149,000
77	LISA M JACKSON	Engel & Volkers Ocean City	4	\$2,145,000
78	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	4	\$2,140,000
79	Judith Dourgarian	Northrop Realty	4	\$2,128,000
80	LINDA BOVA	SEA BOVA ASSOCIATES INC.	13	\$2,123,400
81	Carol J. Materniak	Long & Foster Real Estate, Inc.	1	\$2,100,000
82	Cory Mayo	Compass	3	\$2,080,000
83	Joanne M Ketler	Northrop Realty	4	\$2,075,300
84	Heather Ann Brummell	Keller Williams Realty	6	\$2,056,399

RANK	NAME	OFFICE	SALES	TOTAL
85	Phillip W Knight	Northrop Realty	4	\$2,016,899
86	Kevin J Hammersmith	Northrop Realty	3.5	\$1,983,618
87	STEPHEN MORGAN	Keller Williams Realty	3	\$1,920,000
88	SANDY GREENE	Keller Williams Realty	1	\$1,900,000
89	Kathy Murphy	Keller Williams Realty	1	\$1,900,000
90	Jaasiel C Nunez	Keller Williams Realty	4	\$1,892,500
91	Darron Whitehead	Whitehead Real Estate Exec.	5	\$1,882,500
92	Heidi Thomas	Atlantic Shores Sotheby's International Realty	3	\$1,880,000
93	Frances Sterling	ERA Martin Associates	4	\$1,867,900
94	Bogi Szabo	Keller Williams Realty	4	\$1,864,000
95	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	2	\$1,862,000
96	WILLIAM MAKOWSKI	Berkshire Hathaway HomeServices PenFed Realty	3	\$1,834,900
97	Julie Gritton	Coldwell Banker Premier - Lewes	4.5	\$1,823,500
98	Julie Woulfe	ERA Martin Associates, Shamrock Division	3	\$1,805,000
99	William Bjorkland	Coldwell Banker Realty	4.5	\$1,794,000
100	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	3	\$1,788,000

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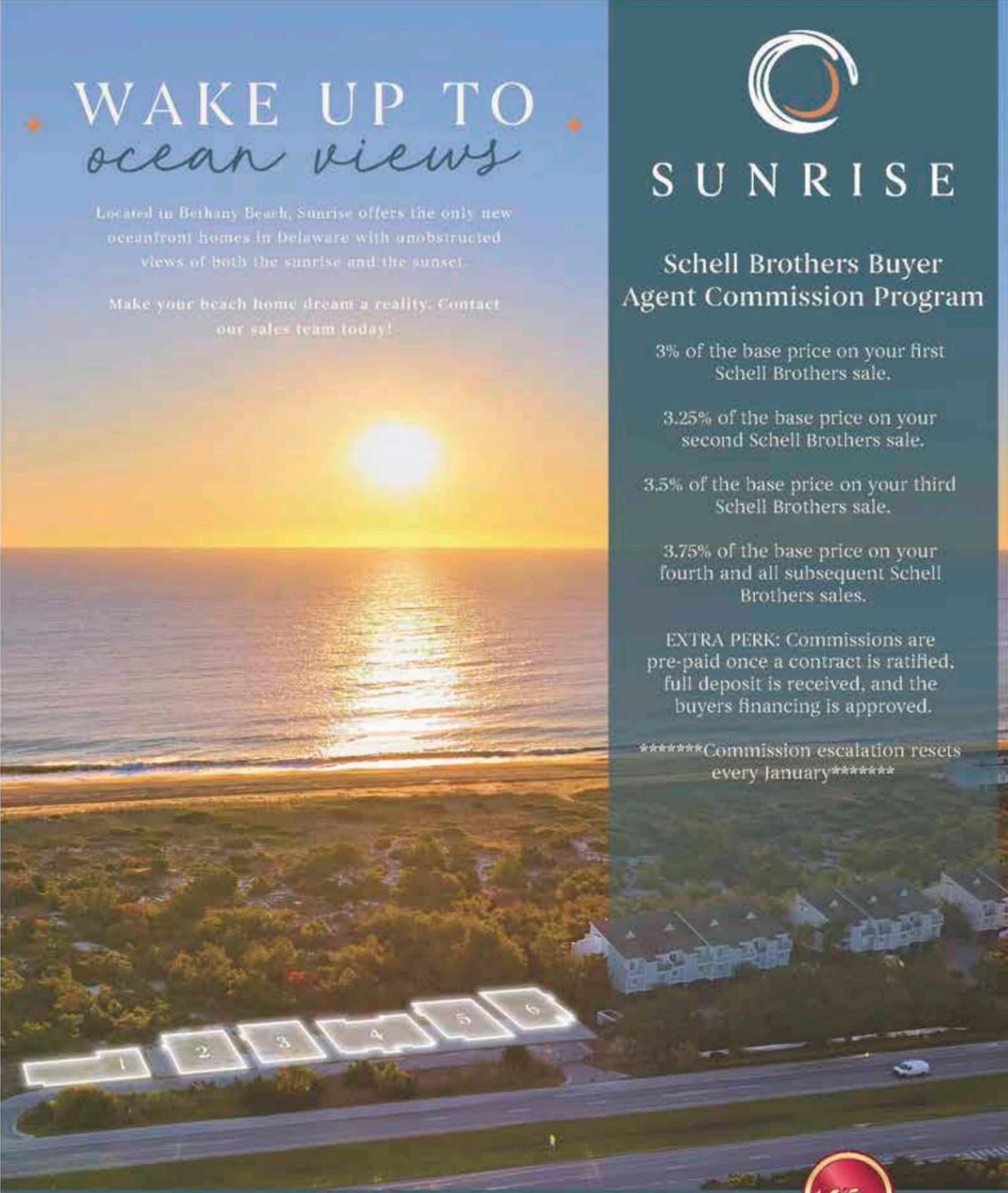
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