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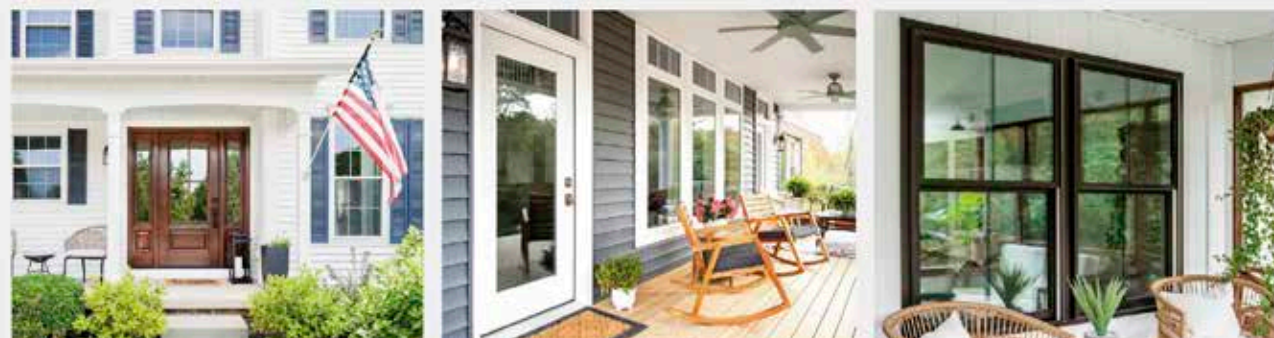
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Beyond Rise and Grind

There’s a version of hustle that many of us were taught to admire. The 2010s glorified exhaustion. Colleen and I were big fans of Gary V, and like many others, we watched entrepreneurs flood social media selling a brand built on sleepless nights, skipped dinners, constant urgency, and calendars packed so tightly they barely left room to breathe.

In real estate especially, effort has always been worn almost like a badge of honor. The first one in. The last one out. The agent answering emails from the sidelines of a soccer game or taking calls in the grocery store parking lot.

We even had an award for it: Rise and Grind. And for a long time, that worked. But lately, I’ve been thinking about how much the definition of success is changing.

In business circles, there’s a growing belief that success is built less on motivation or raw effort and more on systems. Not cold corporate systems, but personal ones. The routines, habits,

relationships, and structures that quietly carry us forward even when the market shifts beneath our feet.

At first glance, that can sound clinical. Mechanical, even. But I don’t think it is. Because the best systems are often deeply human.

It’s the agent who consistently checks in with past clients long after closing day. The lender who remembers their partners’ kids’ names. The person who shows up again and again because they understand relationships are built over time, not overnight. The professionals who create rhythms of trust so steady that even in uncertain markets, people know exactly who to call.

And if we’re honest, the real estate world has always understood this better than most.

Talent still matters. Hard work still matters. But what becomes even more valuable are the systems underneath them. The follow-up. The consistency. The care people can count on when

things are no longer easy. When motivation is gone, discipline and systems get you to the finish line.

Maybe modern hustle isn’t about running ourselves into the ground anymore. Maybe it’s about building something sustainable enough to keep showing up with excellence, year after year, not just in business, but for yourself, your health and your loved ones.

That feels like a version of success worth building.

Always,



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

Friday, August 14
2 p.m. - 5 p.m.
BRP Impact Day
The Social - 139 Ritchie Hwy A, Severna Park, MD 21146
A collective day of service to create meaningful impact in the Baltimore community.

Thursday, October 8
10 a.m. - 2 p.m.
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Thursday, November 19
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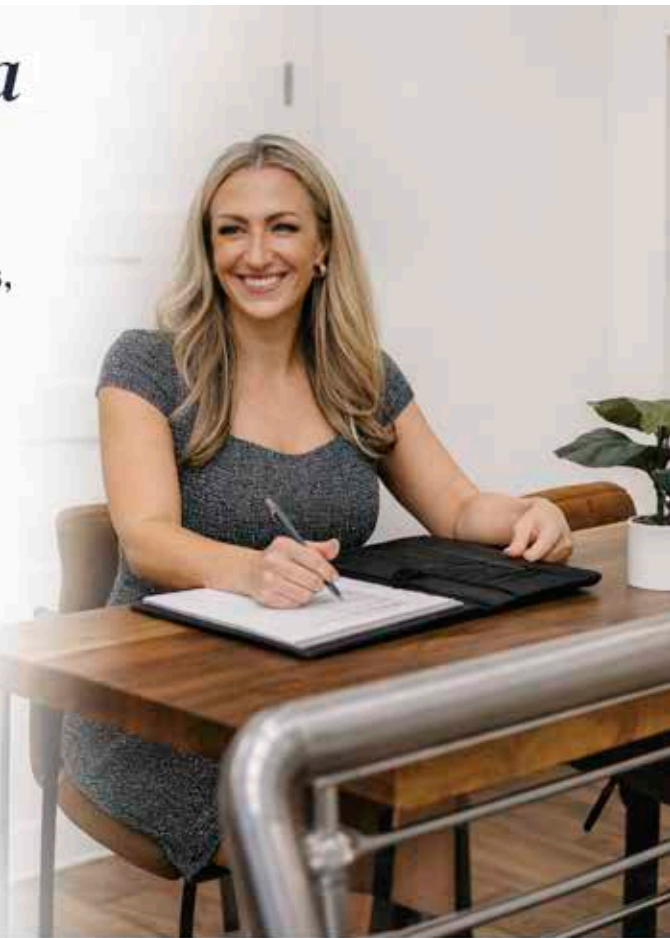
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MICHAEL Novotny

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What the wrong place taught me

BY MIKE NOVOTNY • PHOTOS BY DAVID STUCK

I'll start with the part I'm least proud of: for a stretch of my career, I grew my business the wrong way. Not unethically. Untruthfully may be a better word because I was untrue to the things that built the foundation in the first place.

My early success never came from being the biggest name in the room. It came from a boutique feel. Comfort through consistency. The unglamorous discipline of making a hundred small commitments and keeping every single one—returning the Sunday night call, sending the “no news is still an update” text, hitting the deadline nobody would have noticed if I'd missed it. Trust isn't built in grand gestures. It compounds in small deposits. For years, that was the business model, and it worked because it was true.

Then I did what a lot of us do when something is working: I tried to scale a promise like it was a product. I chased growth in places that had nothing to do with what made me good. I wrote checks to marketing that bought impressions but not relationships. I invested in partnerships that looked right on paper and felt wrong in the room, and I ignored the feeling because the paper was supposed to know better. I gave my best hours to rooms I didn't belong in and people who were never going to be my people.

Here's what nobody tells you about pouring time and energy into areas that don't promote growth: the damage doesn't stay in its lane. It splinters. It shows up as shorter patience at the dinner table. As the workout you skipped, then the habit you lost. As the strange experience of being busier than ever and prouder of less. Yes, my production stalled. Honestly, that was the least of it. The real cost was that the work stopped feeling like mine.

For a while, I thought the fix was the advice we've all been handed: separate the emotion from the work. Be objective.

Protect yourself. I tried. And I'm self-aware enough to tell you exactly how that experiment ended—I am not built that way, and I'm done apologizing for it. Emotion will always be part of my thinking. It took stalling out to realize it's also part of my value. The same wiring that makes a tough file feel heavy is what makes a nervous first-time buyer feel safe. You don't get one without the other. So I stopped trying to subtract the very thing doing the work.

That clarity changed how I choose. We deserve to be happy in this business. It is okay to take the time to find the partners and customers who genuinely fit. For me, the right relationships run on two things: sincerity and respect. When they're present, I'll run through a wall. When they're missing, no commission is big enough to produce the extra effort because the money was never producing it. The people were. It will always be the people.

“

The longer I do this, the more convinced I am that real estate is a microcosm for how the human mind handles big decisions.

And let me be clear: I want to win. Badly. But I want to win WITH my team; not over them. I just celebrated twenty years with my wife. I played on the same club soccer team for fifteen years. Funny enough, the trait that stalled me in the wrong rooms turned out to be my advantage in the right ones.

The longer I do this, the more convinced I am that real estate is a microcosm for how the human mind handles big decisions. A home is the largest financial decision most people will ever make. Nobody arrives at that table as a spreadsheet. They arrive as a whole person, which is why so many of us have evolved into wearing a hat that borders psychotherapist. We absorb the panic over an appraisal gap at 9 p.m. so it doesn't become a terminated contract at 9 a.m.

Do that long enough and you learn something that rearranges you: people are unbelievably complex. None of us are simple. We differ in countless ways, but that is exactly the thing that connects every one of us. Complexity is the common ground.

It's also why I've stopped worrying that technology will replace the human part of this job. We live in a tech-centric, AI-enthralled moment, and I use the tools like everybody else. But the most valuable thing I do on most days is simple: I listen. I stay human first. No algorithm can sit with someone's fear and make it lighter. I'd argue that skill has never been worth more.

And it means we owe each other more than we sometimes admit. Mental health isn't a side topic in our industry; it's the water we're all swimming in:

commission income, public rejection, no off switch. Right now there are colleagues fighting to break into our industry. They are building careers while carrying weight the rest of us can't see. We can't afford to lose good people—and the great professionals they're becoming. The remedies aren't complicated: humility, kindness, and the willingness to stand up for someone when the moment calls for it. This profession has always relied on the people in it to lift the ones coming up behind them. That's not charity. That's how the whole thing survives.

So here's where I've landed: more content and more motivated than I've been in years. In an industry that is

always evolving, my growth came from a category that wasn't on my radar: becoming okay with having been in the wrong place at the right time. The bad investments—in marketing, and yes, in people—carried harsh consequences. They also carried lessons, if you're honest enough to collect them. Growing the wrong way and then taking the steps back wasn't a retreat. It was the road back to the foundation: boutique feel, comfort through consistency, small commitments kept. The wrong place taught me what the right one was for.

If you read this far, hopefully you connected to something. If so, I do not feel bad asking you to do two things today.

Think about the people who shaped you. If someone impacted your life and you've never told them, go do it. It costs two minutes, and it might carry them for two months.

Then think about your friends, family members, and colleagues who are caregivers. In most cases they're caring for more than one person or generation, and they are battling in ways they'll never broadcast. Go tell them you see them. And if you have any way to give them a reprieve—an hour, a meal, or one thing taken off their plate—do it. They deserve it, and you will not regret it. 🍷



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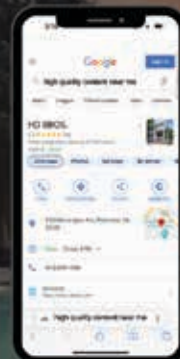
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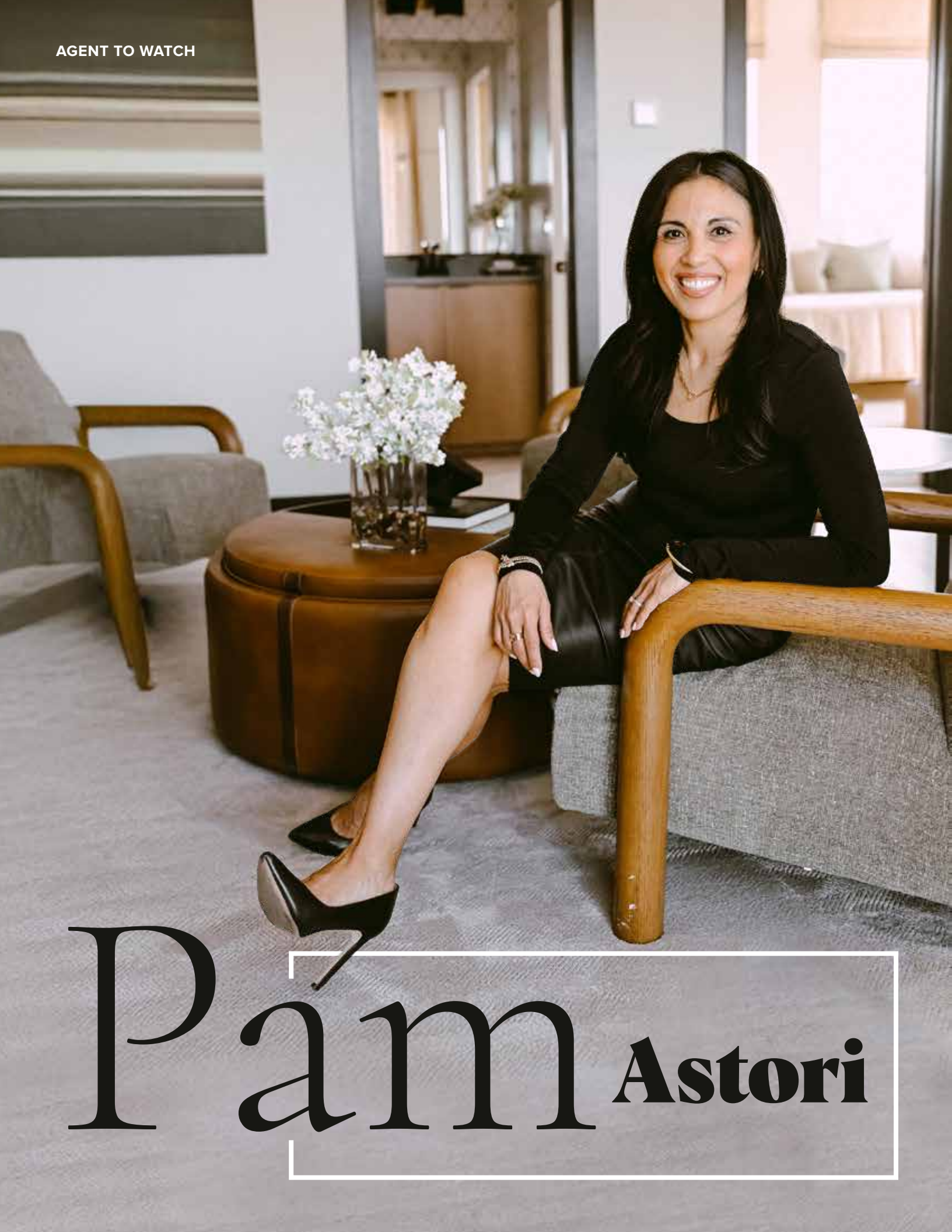
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Pam Astori

Building Relationships Beyond the Transaction

For Pam Astori, real estate has never been just about buying and selling homes. It was about creating a better experience for people navigating one of life's biggest decisions. A REALTOR® with Gene Dru Property Group, Pam brings personal experience, business expertise, and genuine compassion to every relationship.

BY ABBY ISAACS
PHOTOS BY
DAVID STUCK

Born and raised in New Jersey, Pam's life has been filled with adventure and reinvention. After marrying her husband, Giulio, the couple moved to Maryland, bought a home and owned a restaurant in Fallston while still in their early twenties. They later returned to New Jersey before making a bold decision to move to Italy, where Giulio's family is from. With their daughter Lexi just six years old, the family packed up their lives and relocated overseas.

"We basically sold everything and moved to Italy without a guarantee," Pam said. "We agreed that if my husband found a job and our daughter adjusted well, we'd stay. If not, we could always come back."

The plan worked beautifully. Giulio found employment within a week, their daughter flourished and their son was born. After a decade in Italy, the family returned to Maryland, where they now live in Lutherville, and she remains grateful for the perspective those years provided. Fluent in both Spanish and Italian, she enjoys connecting with people from diverse backgrounds and cultures.

Before real estate, Pam built a successful career in marketing with an insurance subrogation company. But after purchasing her first home at just 20

years old and experiencing multiple real estate transactions throughout her life—including managing the sale of a property in Italy—she realized she wanted to help others have a better experience than the ones she had encountered.

"I had been through the process so many times, but I never felt like I had that truly supportive experience," she said. "I thought maybe I could be the person who provides that for someone else."

After earning her real estate license in 2016, Pam immersed herself in the industry, building relationships and learning from experienced professionals. She began as a solo agent before joining a collaborative real estate group that expanded her knowledge of investment properties and development opportunities. It was there that she met Gene Dru.

After years of working together and maintaining a strong professional relationship, Pam officially joined Gene Dru Property Group in 2021. One of the things she values most about the team is the depth of knowledge and resources available to clients.

"Gene has such a strong background in lending, investments, and real estate strategy. Beyond that, we have an incredible network of professionals. If a client needs an electrician, a plumber, a contractor, or guidance on a specific situation, I know I can connect them with the right people quickly."

While Pam enjoys every aspect of real estate, she has a special passion



for helping first-time homebuyers. She has hosted seminars to educate buyers and make homeownership feel more attainable.

“I love educating people and helping them understand the process before they jump into it. Watching a buyer walk into the right home and seeing that moment when their eyes light up—that never gets old.”

Her client-first philosophy is what truly sets her apart, and has also shaped the way she works with fellow agents.

“I’ve never viewed real estate as a competitive industry. There’s enough business for everyone. Our goal is the same—to help clients achieve a successful outcome. I want to leave every transaction with happy clients and a positive relationship with the agent on the other side.”

Outside of work, Pam enjoys fitness and spending time with her family and their dog, Toby. It’s been an especially exciting year for the Astori family. Daughter Alexia recently passed the bar exam and is officially an attorney, while son Frankie graduated from high school and is preparing to begin his studies at UMBC this fall.

“Watching a buyer walk into the right home and seeing that moment when their eyes light up—**that never gets old.**”

Travel continues to be a major part of her life, with annual trips to Italy and regular visits to Peru, where her family heritage originates.

Whether she’s guiding a first-time buyer, helping a family through a life transition, or collaborating with fellow professionals, Pam approaches every interaction with kindness, honesty, and a genuine desire to help. 🍷



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HELEN DELLHEIM

HELPING BUSINESS OWNERS BUILD WEALTH

OF WIN COMMERCIAL GROUP

BY ABBY ISAACS
PHOTOS BY
DAVID STUCK

For Helen Lee Dellheim, commercial real estate is about far more than buildings, leases, and contracts. It's about helping business owners achieve the American dream.

As Managing Director of Win Commercial Group of Keller Williams Realty Centre, Helen has built a career guiding business owners through expansions, relocations and planning an eventual exit strategy.

Born in South Korea, Helen immigrated to New York City with her family when she was six years old. Her parents arrived with little more than five suitcases and a determination to build a better future. After settling in Queens, they purchased a small dry-cleaning business, introducing their children to entrepreneurship at an early age.

"My twin sister and I worked in the family business every Saturday and every summer growing up," Helen said. "I saw firsthand what it meant to own a small business and how much sacrifice and hard work went into it."

After earning her law degree and practicing trusts and estates law, Helen noticed a common thread among many clients: much of their wealth wasn't tied solely to their homes, but to investment properties, business locations, and commercial real estate holdings.

She entered residential real estate in 2001 while raising her two sons, appreciating the flexibility it offered. But after several years, she found herself craving more complexity.



Helen Dellheim and
Ronnie Gathers

**"I SAW
FIRSTHAND
WHAT IT
MEANT TO
OWN A SMALL
BUSINESS AND
HOW MUCH
SACRIFICE AND
HARD WORK
WENT INTO IT."**



"I joke that I got bored describing countertops and stainless-steel appliances," she said. "My legal background gave me experience with contracts, leases, title work, and complicated transactions. I wanted to use those skills to help business owners."

By 2010, Helen had fully transitioned into commercial real estate and joined Keller Williams Realty Centre's Columbia office, focusing exclusively on commercial transactions.

In 2016, she formally established Win Commercial Group. Today, the team includes Helen, commercial agent Ronnie Gathers, her sister Jayne, and a team of virtual assistants supporting clients throughout Maryland, Washington, D.C., Florida and soon Pennsylvania

Her work spans tenant representation, leasing, investment sales, and business transitions. While no two transactions are alike, her favorite part is helping clients grow. "The best call I can get is when a client says, 'We've outgrown our space and need a second or third location,'" she said.

Among those success stories is helping the restaurant group behind Facci expand into an additional Baltimore location and assisting Ziggy's Coffee in securing its first Maryland location. "There's never a dull moment," Helen said. "Every industry is different. Every business owner has different goals and challenges."

One of the most complex transactions of her career involved assembling multiple

parcels from 10 estates, a trade union entity, and an individual owner. The project required resolving title issues, navigating court proceedings, and coordinating with Anne Arundel County officials over nearly three years.

The effort paid off. "The property is being developed into community recreational facilities and fields. Knowing it will benefit future generations makes it incredibly rewarding."

As a former residential agent, she also sees tremendous untapped opportunity for colleagues through commercial referrals.

"Every person an agent interacts with could become a commercial

referral," Helen said. "Their dentist, hairstylist, HVAC technician, favorite restaurant owner. Simply asking how business is going can uncover opportunities to expand, relocate, sell, or purchase property."

Beyond her brokerage business, Helen has developed a growing niche in the car wash industry. After she and her husband, Carsten, purchased a car wash several years ago, the couple became immersed in helping operators improve their businesses and prepare for succession and have now opened Win Car Wash Advisors.

"We're seeing a silver wave of business owners approaching retirement. Many built successful companies over decades, and they need guidance on what comes next."

Outside of work, Helen can often be found planning her next underwater adventure. A certified diver since 1989, she enjoys snorkeling, kayaking, paddleboarding, and exploring some of the world's most spectacular marine environments.

Her most memorable destination so far? "Raja Ampat in Indonesia," she said. "The coral, the marine life, the macro: tiny seahorses and fishes, whale sharks, giant mantas and sea turtles—it's breathtaking."

Whether she's helping a family business expand, transition ownership, or secure its next location, Helen Dellheim remains driven by the same mission that inspired her from the beginning: helping business owners succeed. 🌊



Foreground: Carsten Mejlbo and Helen Dellheim;
Background: Benjamin DuGoff



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Gabe Khoshkheraman

PHOTOS BY DAVID STUCK

We sat down with Gabe Khoshkheraman to talk about the values that drive his business, the lessons he's learned throughout his real estate career, and the importance of staying connected to what matters most. Building trust with clients and finding balance through family time and moments by the water, Gabe shares the mindset that has helped shape both his professional success and personal fulfillment.

How do your personal values align with your professional decisions in real estate?

For me, it really comes down to honesty. Real estate is built on trust — clients are making one of the biggest decisions of their lives, often the biggest financial decision they'll ever make, and they need to know the person guiding them through it is telling them the truth, even when it's not what they want to hear. That value shows up in how I run my business every day. I won't oversell a property or talk a client into something that isn't right for them just to close a deal faster.

The other piece is going above and beyond. I don't see my job as ending once papers are signed. Whether that means showing up for a last-minute walkthrough, helping a client find a contractor after closing, or just being available when they have questions months later, I want people to know I'm

there to help them, not just to make a sale. At the end of the day, my goal is for every client to walk away feeling like someone genuinely had their back. That's the kind of business — and reputation — I want to build.

If you could give one piece of advice to someone just starting their journey in real estate, what would it be?

Keep pushing and don't give up. This business will test your patience, especially in the beginning when deals fall through or the phone isn't ringing the way you want it to. The agents who make it are the ones who stay consistent and organized, even when results aren't showing up right away. Build systems for yourself early, follow up, track your leads, stay on top of your calendar, because the work you put in when no one's watching is what pays off down the line.

The other thing I'd tell anyone starting out is that every person you meet is a potential client. Real estate isn't a business you only work during office hours; it's relationship-driven, and those relationships can come from anywhere, the gym, your kid's soccer game, a conversation at a coffee shop. Treat every interaction like it matters, because you genuinely never know where your next client is going to come from.



What hobbies or activities do you engage in outside of real estate that help you recharge?
Honestly, some of my favorite moments are the simplest ones. I love going on walks with my daughter, just the two of us, no phones, no schedule. There's something about that time together that resets me completely. I also find a lot of peace sitting by the water; just being near the dock, slowing down for a bit, helps me clear my head after a busy week.

And when I really need to recharge, big time, I'll get on a plane and head somewhere with a beach. There's nothing like trading the hustle of showings and negotiations for some sand and ocean air. It reminds me why I work hard in the first place: to build a life where I can enjoy those moments, with the people I care about most. ■





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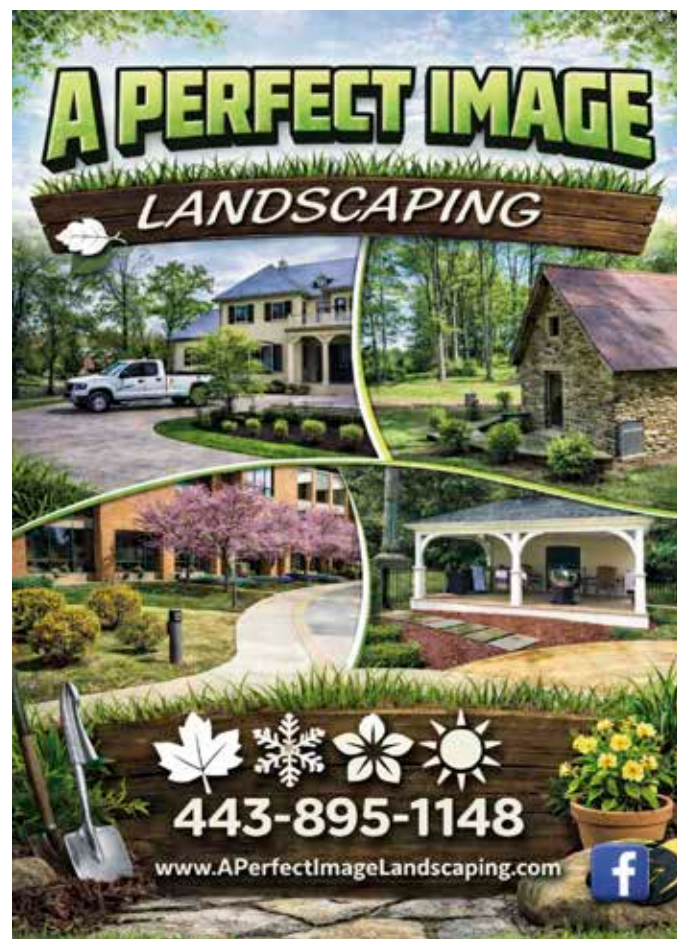
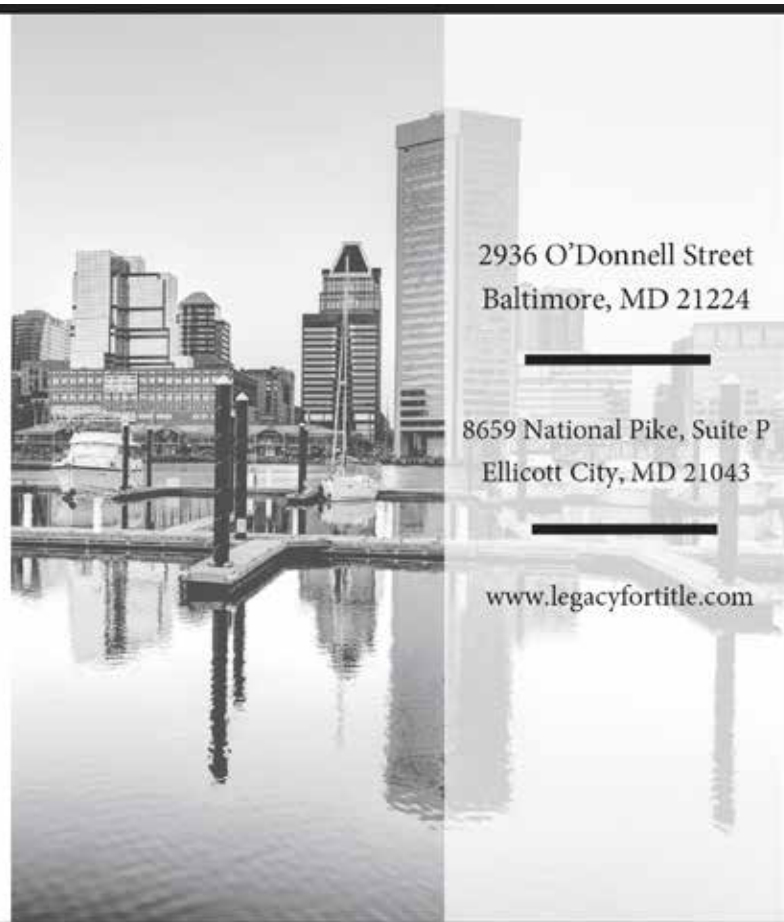


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JUSTIN Sapp

PHOTOS BY DAVID STUCK

of Certified
Property
Inspection

TEN YEARS STRONG (AND STILL HAVING FUN)

For the past decade, Justin Sapp has built more than a successful inspection company—he's built lasting relationships with the real estate community. As the founder of Certified Property Inspection and one of the original advertising partners of Baltimore Real Producers, Justin has been part of our journey since the very beginning. We sat down with him to reflect on Certified's 10-year milestone, the lessons he's learned as a business owner, and the family-first philosophy that continues to shape his company. From growing a business from the ground up to expanding into new services while staying true to his values, Justin shares what success looks like today.

Q. Can you tell me about the history of the company and how it was founded?
It's amazing to me, a poor kid from Baltimore who grew up on an alley street in a single parent home... I started Certified 10 years ago because I needed a fresh start... ALONE! LOL! Now we have 10 amazing employees, have provided service to over 20,000 families across much of Maryland, PA, and Delaware, and continue to chug along. I remember thinking as a kid how it seemed impossible to start a business. How can you just start a business?! But we did, and it's been a special 10 years to this point.

Q. How do you define success, both personally and professionally, and how has that definition evolved over time?
For sure this is something that has changed over time. Growing up, if we needed a new pair of sneakers, you'd better give mom a few months' notice because all she could save was about 5 bucks a week. This stuck with me and



Shawn Yoltan, Josh Wilson, Greg Chapman, Cindy Zak, Justin Sapp, April Kuciara, Jeff Roemer, Mark Tilton and Taylor Baxley



I was and have always been a penny pincher. But it also motivated me to really hustle because I knew it took a lot to get there... here, I guess. For many years, both prior to starting Certified and for sure the first several years into our journey, it was the full grind. 60, 80, 100 hour weeks; morning and night... you just give it everything to succeed, right? But now, I think success to me is more about spending time with my family, coaching their teams, and being around. Work is always there with us, but there's enough space for it and us. The first step was learning this for myself. The second step was to cement it into our culture so that everyone on our team feels that same space. We are and will remain a family first company, but that's not for me as the owner to enjoy. Everyone on our team knows without question that they and their families matter more to me and our success than squeezing in one more job.

Q. What do you believe sets your business apart from competitors?
We've got lots of great competitors that I respect and have a great relationships with. For me, it's only a competition with myself. And I don't mean that in the "they can't keep up" sorta way. The other day I was talking to my son about his club soccer season. They lost most games, and many weren't even close. I asked him if that bothered him and he said "Not really. I only care if I play good and I have fun." Talk about some hard-hitting life advice from a 9-year-old! I think my approach to business is the same: I don't worry at all about what other folks are doing. We focus on us, giving our best, getting better each day, and try to have fun in the process.

Q. Are there any services you offer that are unique in the market?
10 years ago, we were one of the first home inspection companies to go all in on the "one stop shop" approach. We

brought well and septic in house and over the years, everything from stucco and pools to WDI. Much of the industry has followed and many multi-inspector firms have guys licensed in the various specialties. However, I think we may be the first home inspector to become full-service on the septic side. 2 years ago, I had the opportunity to buy Robyn's Septic and the timing and the fit was perfect. We now call it Certified Septic and we provide full-stop septic from installing and repairing systems to regular pump outs and maintenance. I think this is a big win for us, our realtor partners, and our customers. We can inspect when they buy, fix it if it's broken, and take care of it for them down the road. I doubt my fellow home inspectors will be scurrying to follow my lead on this one! LOL! But for us, the jump into septic inspections turned out to be a really powerful component of our business and this was a logical next step. 📌

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9th Anniversary Soirée

BY HANNAH BENSON • PHOTOS BY YRN PHOTOGRAPHY

What happens when you put hundreds of the area’s top real estate professionals, industry partners, great food and drinks, all under one roof? A pretty incredible night.

This year’s 9th Anniversary Soirée at the Baltimore Museum of Industry brought together more than 400 agents and preferred partners to celebrate success, strengthen relationships, and recognize excellence.

Guests spent the evening enjoying cocktails, delicious food, live entertainment, and a few crowd-favorite experiences like the 360 video booth and photo booth.

The Soirée has become much more than an annual celebration. It’s a chance to bring together the people behind our industry - something that doesn’t happen nearly often enough. Whether there were familiar faces reconnecting, new introductions being made, or conversations picking

up right where they left off, there was something happening in every corner of the room.

Of course, the BRP Awards remained one of the biggest moments of the night. Each year, these awards recognize the professionals who continue to raise the standard, and this year’s finalists and winners were no exception. Seeing so many talented individuals celebrated by their peers was a reminder of just how much expertise, dedication,

and passion exists within our local real estate community. Not pictured here is the ‘World Changer’ award winner, Kristi Neidhardt - congrats!

Events like this would not be possible without the incredible support of our sponsors and partners. A huge thank you to them, and to everyone who attended and helped make our 9th Soirée such a success.

9 years down, and we’re just getting started!

The Award Finalists of 2026



Congrats to Our 2026 Award Winners!

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Catherine Miller



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Industry Icon
Bob Lucido (accepted by his team)



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Veronica Sniscak



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Joe Ayler (Tar Heel Construction Group)



Leader of the Year
Tiffany Harris



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36 YEARS OF
RELIABILITY AND TRUST

BY JOSEPH COTTLE

Don Testerman has spent 36 years building a business on a simple philosophy.

"We listen to our customers and try to educate them on updated codes and regulations," Don says. "We actually show up and do what we say we'll do—simple."

In an industry where communication, follow-through, and trust can make all the difference, those principles have become the foundation of a career that has served tens of thousands of customers in his 36 years in business.

Don didn't originally start out to become an electrician. He attended a vocational school planning to pursue a career in plumbing, but instead an opportunity emerged on a construction site. An electrical contractor noticed his work ethic, and a foreman advocated for him. The recommendation was straightforward: *this guy works harder than everyone else out here*. The electrical contractor gave him a chance.

What followed changed the course of his career. Don was exposed to aspects of the electrical trade that his vocational training never covered, and within 8 months, he was running his own jobs for that contractor in their company van. Over the next several years, he built a loyal customer base by taking on additional work during the evenings and weekends. Eventually, the numbers made sense, and in May 1990 he launched Testerman Electric.

"I figured, what's the worst that can happen—I'd have to get another job?" Don remembers.

More than three decades later, the company continues to thrive, serving homeowners, real estate professionals, and businesses throughout Baltimore and the surrounding counties.

Over that time, Don estimates he’s accumulated approximately 50,000 customers in his database. Electrical work remains the foundation of the business, but Don’s reputation for reliability led to an opportunity to solve a much larger problem.

Real estate agents frequently asked him the same question: *do you know a plumber? An HVAC contractor? A carpenter?* Don knew all of them. More importantly, he recognized that coordinating multiple contractors, managing schedules, monitoring progress and keeping the agents informed was one of the most difficult parts of preparing a property for sale. So he built a process around it. Today, real estate professionals can send Don a home inspection report and rely on him to coordinate the necessary licensed and insured tradespeople.

Don manages the process from start to finish. He obtains access information from the agent, coordinates the contractor’s schedules, oversees the work and provides organized



Caden Zapf and
Danny Herman

“We educate our customers, agents, buyers, and sellers on the latest codes while providing professional workmanship.”

before-and-after documentation upon completion. The result is a streamlined experience that saves agents valuable time, allowing them to focus on serving other clients and doing what they do best: selling houses.

Home inspection findings can sometimes create unnecessary anxiety for buyers and sellers. Don’s experience allows him to separate routine issues from legitimate concerns and explain them in practical terms.

He’s also good at talking people off the ledge.

A few years ago, a home inspection report stated a gas bond was wrong, presenting a potential hazard that could cause a fire. The buyer was ready to walk when Don showed both the buyer and their agent where the gas bond was, that it was right and that there was no hazard.

“We educate our customers, agents, buyers, and sellers on the latest

codes while providing professional workmanship.” That local knowledge combined with decades of professional relationships often proves invaluable.

When he’s not working, Don enjoys cooking and baking as a longtime enthusiast of cooking shows, wine, and experimenting in the kitchen. He’s spent years refining recipes and techniques. It took five attempts before he produced a brisket he was truly satisfied with, but his signature dish is filet mignon topped with sautéed mushrooms, onions, homemade compound butter, and a side of veggies.

“I like to spend quality time with family, friends, my daughters and grandkids,” he says.

At the end of the day, Don will listen to what you need. He’ll explain what he finds, and he’ll be there when he says he will.

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Jen Holden

BY JILL FRANQUELLI
PHOTOS BY ROY COX



No One *Succeeds* Alone

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a great teacher.

On a sailboat, there is only one person holding the wheel, but everyone aboard knows the truth: no captain wins a race alone. The crew trims sails. Someone watches the wind. Another monitors conditions. Every person has a role, and success depends on trust, communication, and the ability to work together when conditions change.

For Jen Holden of Compass, that lesson extends far beyond the water. It has become the foundation of her real estate career. “One of the principles at Compass comes from Robert Reffkin’s book *No One Succeeds Alone*,” Jen says. “And it’s just so true. It doesn’t matter who you see that’s massively successful. There’s an army of people behind them.”

That philosophy has guided Jen through nearly every chapter of her life—from

software engineering, to motherhood, to real estate, and even competitive sailing. Today, sixteen years into her real estate career, she has built a business rooted in collaboration, trust, and service. But her journey wasn’t one she expected to take.

Before real estate, Jen worked as a software engineer and computer systems consultant. After stepping away from the workforce to raise her children, Madison and Brady, she found herself at a crossroads.

Returning to technology would mean re-entering a rapidly changing field while balancing family life. Real estate offered something different.

“It ended up being this nice blend,” she says. “You get to be creative, you have to approach things with empathy, but you also have to be a numbers person and a data person.”

The transition wasn’t entirely unfamiliar. Years earlier, Jen and her husband had renovated and flipped homes in Baltimore City. While many people focus on the investment side of flipping houses, Jen remembers something else. “It was incredibly gratifying,” she says. “You felt like you were taking a house nobody was living in and turning it into a home.”

That sense of purpose eventually led her into real estate sales, encouraged by the person who continues to be one of her greatest supporters—her husband, Bryan.

“The most important person behind your success is your life partner,” Jen says. “If your life partner doesn’t support what you do, how is it going to bring you joy?” That support has never wavered.

Whether it’s taking on extra responsibilities at home, helping prepare listings, or simply being a sounding board, Jen’s husband embodies the very lesson she now shares with clients and teammates. No one succeeds alone. It’s a lesson reinforced every time she steps onto a sailboat.

Jen didn’t grow up boating. She and her husband learned to sail while living in Baltimore’s Fells Point neighborhood. What began as curiosity quickly became a passion. Over time, sailing evolved into competitive racing, where teamwork isn’t optional—it’s essential.

Recently, one of her sailing crews lost a member right before a race. “The hardest part,” she recalls, “is making sure you have everybody and you have the right people in the right places.” The parallels to real estate are impossible to ignore. Like a captain, a Realtor may be steering the process, but success depends on the people around them.

For Jen, those people are the four women who helped build her team. “They are my sounding boards. I trust their judgment,” Jen says. The team’s relationship mirrors the dynamic of a racing crew. “We strive to collaborate without ego. I set a course and we work together to adjust and stay on track.”

That trust becomes even more important when things don’t go according to plan. A listing may be priced incorrectly. A multiple-offer situation may not go your client’s way. A transaction may hit unexpected obstacles.

In sailing, you don’t abandon the race because conditions change. You adjust. Compass calls it “Bounce Back with Passion.” Jen calls it leadership. “You owe it to all the people on your boat with you to keep it together,” she says. “You have to focus on making the next right move.”

That mindset has become especially important as she’s learned to navigate the emotional side of real estate. “People can handle almost anything if they know what’s coming next,” she says. That perspective has shaped how she communicates with clients. Even when there is no news, Jen often reaches out with what she calls a “no-update update.” She wants clients to know she hasn’t forgotten them, that she’s actively working on their behalf, and that someone is guiding them through uncertainty.

She also understands that confidence isn’t universal. Some clients come from families where homeownership has always been expected. Others are navigating unfamiliar territory, carrying years of uncertainty or financial insecurity. Her job is not only to guide the process but to advocate for people who may not know how to advocate for themselves. That commitment to service is what keeps her motivated.

The most important person behind your success is your

life partner

If your life partner doesn’t support what you do, how is it going to bring you joy?”



One of her favorite success stories involved a family who felt embarrassed about the condition of their home after years of focusing their financial resources on medical challenges rather than renovations.

Together, they developed a plan. They connected with trusted vendors. Leveraged Compass programs. Made strategic improvements. The result exceeded everyone’s expectations. “They ended up getting more for their house than they ever thought possible,” Jen says. But the financial outcome wasn’t what mattered most. What

mattered was helping them move closer to family, regain confidence, and take the next step in their lives. “Sometimes it’s not the work you did,” she says. “It’s that you took a mental burden off somebody.”

The best captains trust their crews. The best Realtors support their clients. The most meaningful victories happen when people work together toward something bigger than themselves.

Jen is constantly reminded in real estate and on the water, no one succeeds alone. 🏠

Sometimes it’s not the work you did.
It’s that you took a
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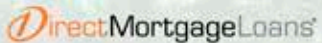
Individual MLS ID Closed date from Jan. 1 to June 30, 2026

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	340	\$154,960,641
2	Robert J Chew	Samson Properties	247.5	\$140,254,939
3	Joseph A Petrone	Monument Sotheby's International Realty	191	\$145,534,099
4	Adam M Shpritz	Ashland Auction Group LLC	130.5	\$8,665,673
5	Robert J Lucido	Keller Williams Lucido Agency	122	\$95,571,973
6	Lee M Shpritz	Ashland Auction Group LLC	115.5	\$7,060,588
7	Shawn M Evans	Monument Sotheby's International Realty	113	\$107,697,104
8	Heather M. Richardson	NVR, INC.	109	\$53,614,668
9	Gina L White	Coldwell Banker Realty	92.5	\$42,838,859
10	Nickolaus B Waldner	Keller Williams Realty Centre	81	\$42,897,325
11	Daniel B Register IV	Northrop Realty	72	\$11,965,057
12	Lee R. Tessier	EXP Realty, LLC	66.5	\$27,588,800
13	Mary Anne Kowalewski	KOVO Realty	64	\$30,238,572
14	Charlotte Savoy	The KW Collective	63	\$35,759,195
15	Gina M Gargeu	Century 21 Downtown	62.5	\$10,093,938
16	Jeremy Michael McDonough	Mr. Lister Realty	61	\$25,596,812

Disclaimer: Statistics are derived from closed sales data. Data pulled on July 6th, 2026, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

RANK	NAME	OFFICE	SALES	TOTAL
17	Daniel McGhee	Homeowners Real Estate	60	\$22,388,226
18	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	58.5	\$22,619,615
19	Matthew D Rhine	Keller Williams Legacy	56.5	\$23,583,659
20	Kimberly A Lally	EXP Realty, LLC	54	\$26,642,204
21	Laura M Snyder	American Premier Realty, LLC	53	\$25,677,899
22	Creig E Northrop III	Northrop Realty	52	\$59,956,117
23	Jeannette A Westcott	Keller Williams Realty Centre	52	\$30,983,000
24	Bradley R Kappel	TTR Sotheby's International Realty	51.5	\$106,944,820
25	David Orso	Berkshire Hathaway HomeServices PenFed Realty	48.5	\$54,455,575
26	Nancy A Hulsman	Coldwell Banker Realty	44	\$22,049,140
27	Sunna Ahmad	Cummings & Co. Realtors	43	\$35,410,875
28	Un H McAdory	Realty 1 Maryland, LLC	42	\$27,256,175
29	Anthony M Friedman	Northrop Realty	41.5	\$38,943,940
30	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	39.5	\$15,542,915
31	Benjamin J Garner	Cummings & Co. Realtors	39	\$14,249,981
32	Kim Barton	Keller Williams Legacy	38.5	\$15,928,725
33	Timothy Langhauser	Compass Home Group, LLC	38	\$21,020,500
34	Robert A Commodari	EXP Realty, LLC	37.5	\$15,605,683
35	James T Weiskerger	Next Step Realty	36.5	\$27,112,897
36	Wendy Slaughter	Samson Properties	36.5	\$24,069,346
37	Brendan Butler	Cummings & Co. Realtors	36	\$14,075,920
38	Tracy J. Lucido	Keller Williams Lucido Agency	35.5	\$33,135,250
39	Veronica A Sniscak	Compass	35.5	\$23,567,700
40	Bob Simon	Long & Foster Real Estate, Inc.	35	\$6,545,800
41	Jessica L Young-Stewart	RE/MAX Executive	34.5	\$16,813,880
42	Kelly Schuit	Kelly and Co Realty, LLC	34	\$19,201,450
43	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	34	\$16,952,968
44	Tony Migliaccio	Long & Foster Real Estate, Inc.	33	\$15,835,400
45	Ryan Briggs	Anne Arundel Properties, Inc.	32	\$18,634,900
46	Mark Richa	Cummings & Co. Realtors	32	\$16,734,926
47	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	31.5	\$9,696,690
48	Brian D Saver	Long & Foster Real Estate, Inc.	31	\$33,324,500
49	Sam Gupta	FAB Realty LLC	31	\$16,301,590
50	Joseph S Bird	Red Cedar Real Estate, LLC	31	\$15,906,373



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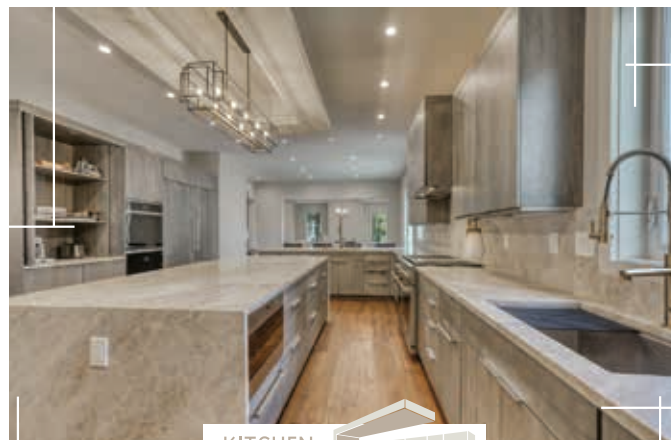
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Individual MLS ID Closed date from Jan. 1 to June 30, 2026

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	Lisa E Kittleman	The KW Collective	30.5	\$22,775,738
52	Joshua Shapiro	Douglas Realty, LLC	30.5	\$15,375,149
53	Allen J Stanton	RE/MAX Executive	30.5	\$15,229,099
54	Sergey A Taksis	Long & Foster Real Estate, Inc.	30	\$13,936,305
55	Adam Dietrich	NVR, INC.	30	\$13,831,215
56	Donald L Beecher	Redfin Corp	30	\$12,157,799
57	Liz A. Ancel	Cummings & Co. Realtors	30	\$10,706,200
58	Keiry Martinez	ExecuHome Realty	30	\$8,326,300
59	Jim Bim	Winning Edge	29.5	\$14,504,611
60	Michael Myslinski	Kelly and Co Realty, LLC	29.5	\$14,207,850
61	Jessica N Sauls	The KW Collective	29	\$14,711,300
62	Sayed Ali Haghgoo	EXP Realty, LLC	29	\$13,286,450
63	Barry Hess	Keller Williams Flagship	29	\$12,150,700
64	Colleen M Smith	EXP Realty, LLC	28.5	\$34,465,697
65	Blair Kennedy	Keller Williams Realty Centre	28.5	\$23,666,400
66	Bob A Mikelskas	Rosario Realty	28.5	\$12,486,750
67	Trent C Gladstone	The KW Collective	27	\$16,559,590
68	Mark C Ruby	RE/MAX Advantage Realty	27	\$14,686,409
69	Bryan G Schafer	Compass	27	\$12,999,698
70	Gavriel Khoshkheraman	Pickwick Realty	27	\$5,590,500
71	Greg M Kinnear	RE/MAX Advantage Realty	26.5	\$20,306,075
72	Ricky Cantore III	RE/MAX Advantage Realty	26.5	\$16,492,370
73	Mark A. Ritter	Douglas Realty, LLC	26.5	\$10,190,644
74	Adam Chubbuck	Douglas Realty, LLC	26	\$13,028,613
75	Francis R Mudd III	Schwartz Realty, Inc.	26	\$12,481,260
76	F. Aidan Surlis	RE/MAX Leading Edge	25.5	\$17,563,960
77	Michael J Schiff	EXP Realty, LLC	25.5	\$11,260,300
78	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	25	\$25,334,500
79	Zugell Jamison	Cummings & Co. Realtors	25	\$12,615,100
80	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	25	\$10,553,730
81	Gylian Peter Page	Hyatt & Company Real Estate, LLC	25	\$8,309,350
82	Brian Pakulla	Red Cedar Real Estate, LLC	24.5	\$17,993,043
83	Peter J Klebenow	RE/MAX Advantage Realty	24.5	\$5,618,650
84	Daniel Borowy	Redfin Corp	24	\$13,987,850

RANK	NAME	OFFICE	SALES	TOTAL
85	John Maranto	Cummings & Co. Realtors	24	\$12,229,800
86	Samuel P Bruck	Northrop Realty	24	\$12,169,250
87	Nicholas W Bogardus	Compass	24	\$9,740,000
88	William W Magruder	Long & Foster Real Estate, Inc.	24	\$9,592,868
89	John C Kantorski Jr.	EXP Realty, LLC	24	\$9,257,424
90	Elliot Mitchell	Corner House Realty	24	\$7,802,899
91	cory andrew willems	Keller Williams Gateway LLC	24	\$7,704,000
92	Joe L Smith III	Next Step Realty	23.5	\$16,911,450
93	Yevgeny Drubetskoy	EXP Realty, LLC	23.5	\$7,560,900
94	Jessica DuLaney	Next Step Realty	23	\$13,456,900
95	Donna L Reichert	Keller Williams Flagship	23	\$12,928,500
96	Ashton L Drummond	Cummings & Co. Realtors	23	\$12,568,790
97	Tyler Ell	Keller Williams Realty Centre	23	\$11,243,425
98	Jamie Rassi	Cummings & Co. Realtors	23	\$9,054,391
99	Wanda Gail Foster	CENTURY 21 New Millennium	23	\$8,591,890
100	Alexandra Ray Vincent	Next Step Realty	23	\$7,929,900

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Individual MLS ID Closed date from Jan. 1 to June 30, 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	Joseph Warren Avampato	Alberti Realty, LLC	23	\$6,218,499
102	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	23	\$5,733,728
103	Bill Franklin	Long & Foster Real Estate, Inc.	22	\$9,926,000
104	James H Stephens	EXP Realty, LLC	22	\$9,534,950
105	Stephanie A Myers	Long & Foster Real Estate, Inc.	22	\$9,359,500
106	Jeremy S Walsh	Coldwell Banker Realty	21.5	\$16,914,400
107	Vincent Principe	Keller Williams Flagship	21.5	\$9,599,548
108	Michael Frank	EXP Realty, LLC	21.5	\$7,500,600
109	Jon P. Leary	Cummings & Co. Realtors	21.5	\$5,432,000
110	Nancy Gowan	Real Broker, LLC	21	\$13,436,113
111	Peter Boscas	Red Cedar Real Estate, LLC	21	\$11,874,295
112	Leslie Ikle	Redfin Corp	21	\$11,800,425
113	Christine M Leonard	Redfin Corp	21	\$11,393,525
114	Heather C Comstock	Cummings & Co. Realtors	21	\$11,106,000
115	Azam M Khan	Long & Foster Real Estate, Inc.	21	\$10,223,468
116	Mary Anne Long	Keller Williams Realty Centre	21	\$10,075,720

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RANK	NAME	OFFICE	SALES	TOTAL
117	Jennifer A Bayne	Long & Foster Real Estate, Inc.	21	\$9,416,900
118	Louis Chirgott	Core Maryland Real Estate LLC	21	\$9,054,650
119	Alex B Fox	Allfirst Realty, Inc.	21	\$8,969,900
120	Steffan M May	Synergy Realty	21	\$8,587,400
121	Gabriel M Dutton	Keller Williams Gateway LLC	21	\$8,331,390
122	Karen L Harms	Cummings & Co. Realtors	21	\$7,993,640
123	Nicki Palermo	RE/MAX One	20.5	\$11,044,998
124	Shannon Smith	Cummings & Co. Realtors	20.5	\$10,459,000
125	Derek Blazer	Cummings & Co. Realtors	20.5	\$9,983,400
126	Darlene L Wise	Cummings & Co. Realtors	20.5	\$9,167,626
127	Andrew D Schweigman	Douglas Realty, LLC	20.5	\$8,874,500
128	Sonya Francis	RE/MAX Solutions	20.5	\$7,991,776
129	Suryasubrahmanya Kumar Reddi	Samson Properties	20	\$17,268,180
130	Anne Marie Balcerzak	AB & Co Realtors, Inc.	20	\$16,662,900
131	Marni B Sacks	Northrop Realty	20	\$12,716,750
132	Erica K Baker	TTR Sotheby's International Realty	20	\$12,479,650
133	Ellie Mcintire	The KW Collective	20	\$10,835,800
134	Bethanie M Fincato	Cummings & Co. Realtors	20	\$10,132,300
135	Joshua G Ducoulombier	ExecuHome Realty	20	\$9,722,000
136	Missy A Aldave	Northrop Realty	20	\$9,464,579
137	Tony A Zowd	Coldwell Banker Realty	20	\$9,235,490
138	Jessica Dailey	Compass	20	\$8,738,175
139	Andrew Johns III	Keller Williams Gateway LLC	20	\$8,224,038
140	Steven C Paxton	Keller Williams Gateway LLC	20	\$7,055,800
141	Harold A Kelly	Samson Properties	20	\$6,811,100
142	Daniel M Billig	A.J. Billig & Company	20	\$5,909,080
143	Dimitrios Lynch Jr.	ExecuHome Realty	20	\$5,907,000
144	Elisheva Ashman	Pickwick Realty	19.5	\$10,612,750
145	Jory Frankle	Northrop Realty	19.5	\$10,196,100
146	Teal Clise	EXP Realty, LLC	19.5	\$8,290,954
147	Steve R Kuzma	Weichert, Realtors - Diana Realty	19.5	\$7,353,768
148	Daniel Michael Toth	EXP Realty, LLC	19.5	\$6,385,400
149	Robert A Kinnear	RE/MAX Advantage Realty	19	\$14,936,857
150	Tracy Csontos	American Premier Realty, LLC	19	\$10,707,799

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to June 30, 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	340	\$154,960,641
2	Joseph A Petrone	Monument Sotheby's International Realty	191	\$145,534,099
3	Robert J Chew	Samson Properties	247.5	\$140,254,939
4	Shawn M Evans	Monument Sotheby's International Realty	113	\$107,697,104
5	Bradley R Kappel	TTR Sotheby's International Realty	51.5	\$106,944,820
6	Robert J Lucido	Keller Williams Lucido Agency	122	\$95,571,973
7	Creig E Northrop III	Northrop Realty	52	\$59,956,117
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	48.5	\$54,455,575
9	Heather M. Richardson	NVR, INC.	109	\$53,614,668
10	Nickolaus B Waldner	Keller Williams Realty Centre	81	\$42,897,325
11	Gina L White	Coldwell Banker Realty	92.5	\$42,838,859
12	Anthony M Friedman	Northrop Realty	41.5	\$38,943,940
13	Joseph Bray	TTR Sotheby's International Realty	15.5	\$37,518,275
14	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	15	\$36,488,488
15	Charlotte Savoy	The KW Collective	63	\$35,759,195
16	Sunna Ahmad	Cummings & Co. Realtors	43	\$35,410,875

RANK	NAME	OFFICE	SALES	TOTAL
17	Colleen M Smith	EXP Realty, LLC	28.5	\$34,465,697
18	Brian D Saver	Long & Foster Real Estate, Inc.	31	\$33,324,500
19	Tracy J. Lucido	Keller Williams Lucido Agency	35.5	\$33,135,250
20	Georgeann A Berkinshaw	Coldwell Banker Realty	13.5	\$31,068,005
21	Jeannette A Westcott	Keller Williams Realty Centre	52	\$30,983,000
22	Mary Anne Kowalewski	KOVO Realty	64	\$30,238,572
23	Lee R. Tessier	EXP Realty, LLC	66.5	\$27,588,800
24	Un H McAdory	Realty 1 Maryland, LLC	42	\$27,256,175
25	James T Weiskerger	Next Step Realty	36.5	\$27,112,897
26	Kimberly A Lally	EXP Realty, LLC	54	\$26,642,204
27	Laura M Snyder	American Premier Realty, LLC	53	\$25,677,899
28	Jeremy Michael McDonough	Mr. Lister Realty	61	\$25,596,812
29	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	25	\$25,334,500
30	Elizabeth C Dooner	Coldwell Banker Realty	15	\$24,605,016
31	Wendy Slaughter	Samson Properties	36.5	\$24,069,346
32	Blair Kennedy	Keller Williams Realty Centre	28.5	\$23,666,400
33	Matthew D Rhine	Keller Williams Legacy	56.5	\$23,583,659
34	Veronica A Sniscak	Compass	35.5	\$23,567,700
35	Lisa E Kittleman	The KW Collective	30.5	\$22,775,738
36	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	58.5	\$22,619,615
37	Daniel McGhee	Homeowners Real Estate	60	\$22,388,226
38	Heidi S Krauss	Krauss Real Property Brokerage	16	\$22,200,450
39	Nancy A Hulsman	Coldwell Banker Realty	44	\$22,049,140
40	Timothy Langhauser	Compass Home Group, LLC	38	\$21,020,500
41	Jason W Perlow	Monument Sotheby's International Realty	17	\$20,338,600
42	Greg M Kinnear	RE/MAX Advantage Realty	26.5	\$20,306,075
43	Kelly Schuit	Kelly and Co Realty, LLC	34	\$19,201,450
44	Ryan Briggs	Anne Arundel Properties, Inc.	32	\$18,634,900
45	Reid Buckley	Long & Foster Real Estate, Inc.	11.5	\$18,504,500
46	Shawn Martin	Real Broker, LLC	18.5	\$18,128,900
47	Brian Pakulla	Red Cedar Real Estate, LLC	24.5	\$17,993,043
48	Jeremy Batoff	Compass	17	\$17,776,008
49	F. Aidan Surlis	RE/MAX Leading Edge	25.5	\$17,563,960
50	Suryasubrahmanya Kumar Reddi	Samson Properties	20	\$17,268,180

Disclaimer: Statistics are derived from closed sales data. Data pulled on July 6th, 2026, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.



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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to June 30, 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	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	34	\$16,952,968
52	Jeremy S Walsh	Coldwell Banker Realty	21.5	\$16,914,400
53	Joe L Smith III	Next Step Realty	23.5	\$16,911,450
54	Jessica L Young-Stewart	RE/MAX Executive	34.5	\$16,813,880
55	Mark Richa	Cummings & Co. Realtors	32	\$16,734,926
56	Anne Marie Balcerzak	AB & Co Realtors, Inc.	20	\$16,662,900
57	Bryan K Bartlett	Compass	15.5	\$16,637,950
58	Trent C Gladstone	The KW Collective	27	\$16,559,590
59	Ricky Cantore III	RE/MAX Advantage Realty	26.5	\$16,492,370
60	Sam Gupta	FAB Realty LLC	31	\$16,301,590
61	Kristi C Neidhardt	Northrop Realty	18	\$16,262,000
62	Wendy T Oliver	Coldwell Banker Realty	18.5	\$16,060,050
63	Kim Barton	Keller Williams Legacy	38.5	\$15,928,725
64	Joseph S Bird	Red Cedar Real Estate, LLC	31	\$15,906,373
65	Tony Migliaccio	Long & Foster Real Estate, Inc.	33	\$15,835,400
66	Dee Dee R McCracken	Coldwell Banker Realty	14	\$15,754,280

RANK	NAME	OFFICE	SALES	TOTAL
67	Robert A Commodari	EXP Realty, LLC	37.5	\$15,605,683
68	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	39.5	\$15,542,915
69	Joshua Shapiro	Douglas Realty, LLC	30.5	\$15,375,149
70	Allen J Stanton	RE/MAX Executive	30.5	\$15,229,099
71	Robert A Kinnear	RE/MAX Advantage Realty	19	\$14,936,857
72	Jessica N Sauls	The KW Collective	29	\$14,711,300
73	Mark C Ruby	RE/MAX Advantage Realty	27	\$14,686,409
74	Jim Bim	Winning Edge	29.5	\$14,504,611
75	Cara S Kohler	Compass	18.5	\$14,458,400
76	Benjamin J Garner	Cummings & Co. Realtors	39	\$14,249,981
77	Michael Myslinski	Kelly and Co Realty, LLC	29.5	\$14,207,850
78	Brendan Butler	Cummings & Co. Realtors	36	\$14,075,920
79	Daniel Borowy	Redfin Corp	24	\$13,987,850
80	Sergey A Taksis	Long & Foster Real Estate, Inc.	30	\$13,936,305
81	Adam Dietrich	NVR, INC.	30	\$13,831,215
82	Michele Deckman	TTR Sotheby's International Realty	10.5	\$13,822,500
83	Melissa J Westerlund	Samson Properties	13.5	\$13,641,500
84	Charlie Hatter	Monument Sotheby's International Realty	10	\$13,636,500
85	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	12.5	\$13,459,728
86	Jessica DuLaney	Next Step Realty	23	\$13,456,900
87	Nancy Gowan	Real Broker, LLC	21	\$13,436,113
88	Sayed Ali Haghgoo	EXP Realty, LLC	29	\$13,286,450
89	Christina J Palmer	Keller Williams Flagship	18	\$13,280,547
90	Adam Chubbuck	Douglas Realty, LLC	26	\$13,028,613
91	Bryan G Schafer	Compass	27	\$12,999,698
92	Elizabeth S Winstead	Monument Sotheby's International Realty	11.5	\$12,939,000
93	Donna L Reichert	Keller Williams Flagship	23	\$12,928,500
94	Kathryn Liscinsky	Compass	14	\$12,820,150
95	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	17	\$12,796,136
96	Marni B Sacks	Northrop Realty	20	\$12,716,750
97	Biana Arentz	Coldwell Banker Realty	11	\$12,623,000
98	Zugell Jamison	Cummings & Co. Realtors	25	\$12,615,100
99	Ashton L Drummond	Cummings & Co. Realtors	23	\$12,568,790
100	Sarah E Kanne	Gibson Island Real Estate INC	4	\$12,495,000

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to June 30, 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	Bob A Mikelskas	Rosario Realty	28.5	\$12,486,750
102	Francis R Mudd III	Schwartz Realty, Inc.	26	\$12,481,260
103	Erica K Baker	TTR Sotheby's International Realty	20	\$12,479,650
104	John Maranto	Cummings & Co. Realtors	24	\$12,229,800
105	Nataliya Lutsiv	Cummings & Co. Realtors	15	\$12,191,630
106	Samuel P Bruck	Northrop Realty	24	\$12,169,250
107	Donald L Beecher	Redfin Corp	30	\$12,157,799
108	Barry Hess	Keller Williams Flagship	29	\$12,150,700
109	Trent R Waite	Cummings & Co. Realtors	17	\$11,988,548
110	Julie Singer	Northrop Realty	18	\$11,987,000
111	Daniel B Register IV	Northrop Realty	72	\$11,965,057
112	Peter Boscas	Red Cedar Real Estate, LLC	21	\$11,874,295
113	Jennifer Schaub	EXP Realty, LLC	14	\$11,861,500
114	Leslie Ikle	Redfin Corp	21	\$11,800,425
115	Steve Allnutt	RE/MAX Advantage Realty	14.5	\$11,653,171
116	James M. Baldwin	Compass	18.5	\$11,639,651
117	Teresa L Westerlund	Samson Properties	11	\$11,563,915
118	Jason P Donovan	RE/MAX Leading Edge	17.5	\$11,435,167
119	Richard J Gloekler	RE/MAX Executive	16	\$11,414,200
120	Christine M Leonard	Redfin Corp	21	\$11,393,525
121	Michael J Schiff	EXP Realty, LLC	25.5	\$11,260,300
122	Tyler Eli	Keller Williams Realty Centre	23	\$11,243,425
123	Kristin Luca	TTR Sotheby's International Realty	7.5	\$11,140,150
124	Dakota D Wendling	Compass	18	\$11,116,350
125	Heather C Comstock	Cummings & Co. Realtors	21	\$11,106,000
126	Nicki Palermo	RE/MAX One	20.5	\$11,044,998
127	Amelia Whitman	Long & Foster Real Estate, Inc.	16	\$11,014,750
128	John J Collins	Long & Foster Real Estate, Inc.	14	\$10,961,390
129	Ellie McIntire	The KW Collective	20	\$10,835,800
130	Shun Lu	Keller Williams Realty Centre	9	\$10,750,000
131	Caroline Paper	Next Step Realty	17	\$10,725,827
132	Tracy Csontos	American Premier Realty, LLC	19	\$10,707,799
133	Liz A. Ancel	Cummings & Co. Realtors	30	\$10,706,200
134	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	15.5	\$10,660,058

RANK	NAME	OFFICE	SALES	TOTAL
135	Elisheva Ashman	Pickwick Realty	19.5	\$10,612,750
136	Victoria Northrop	Northrop Realty	18.5	\$10,595,639
137	Paul A Sudano	Monument Sotheby's International Realty	8.5	\$10,562,250
138	June M Steinweg	Long & Foster Real Estate, Inc.	12	\$10,557,400
139	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	25	\$10,553,730
140	Rachel Best	RE/MAX Leading Edge	12	\$10,476,300
141	Shannon Smith	Cummings & Co. Realtors	20.5	\$10,459,000
142	Emily Sarah Turner	Compass	17.5	\$10,457,588
143	Shelly A German	Keller Williams Lucido Agency	12	\$10,288,250
144	Carol L Tinnin	RE/MAX Leading Edge	15	\$10,283,710
145	Azam M Khan	Long & Foster Real Estate, Inc.	21	\$10,223,468
146	Jory Frankle	Northrop Realty	19.5	\$10,196,100
147	Mark A. Ritter	Douglas Realty, LLC	26.5	\$10,190,644
148	Jennifer L Drennan	Taylor Properties	14	\$10,167,000
149	Bethanie M Fincato	Cummings & Co. Realtors	20	\$10,132,300
150	Sarah Greenlee Morse	TTR Sotheby's International Realty	8.5	\$10,127,500

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