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Spotlight
**JESSICA
ZEIGLER**

Partner
Spotlight
**MOVEMENT
MORTGAGE**

**TOP 100
STANDINGS**



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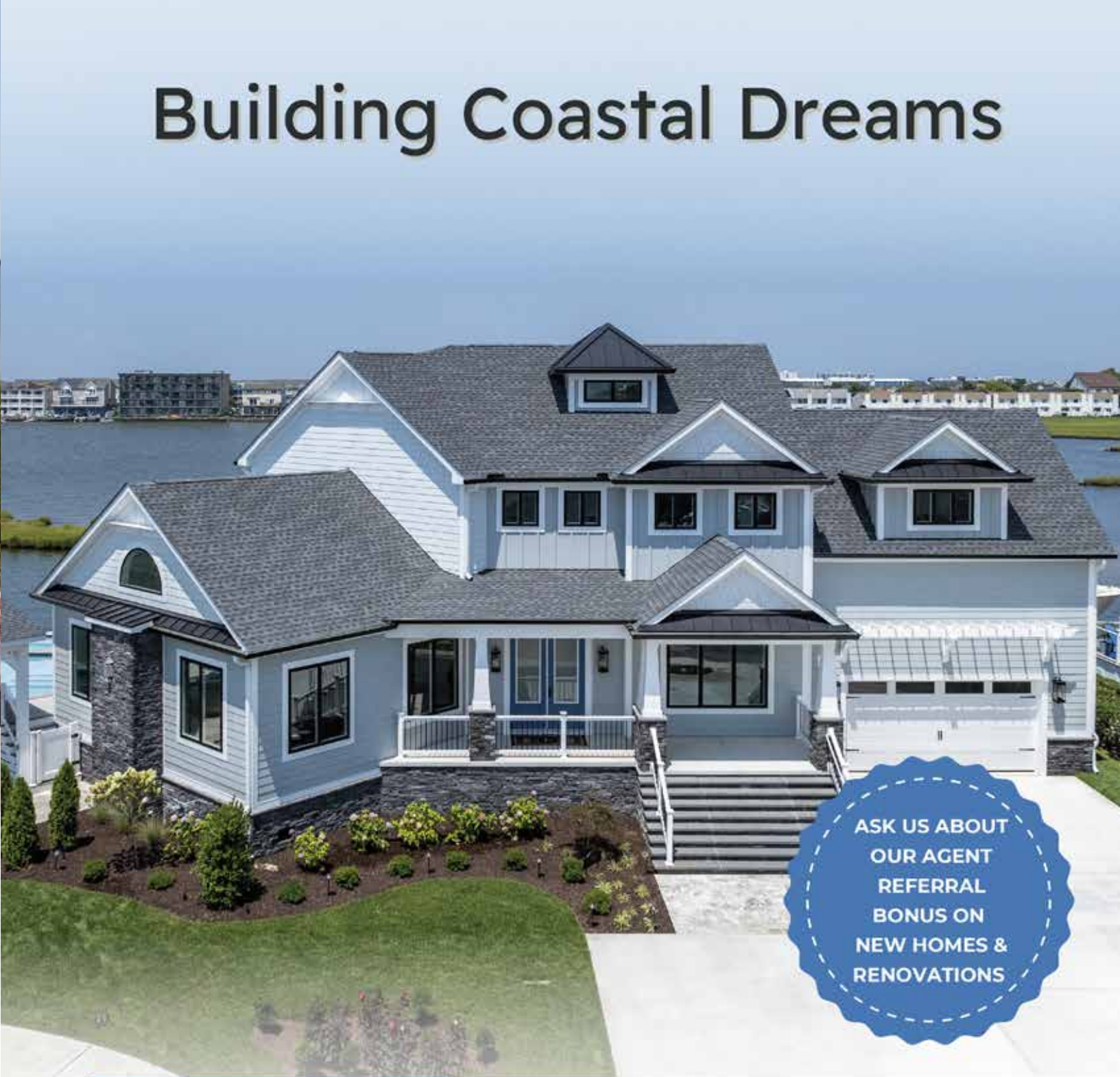
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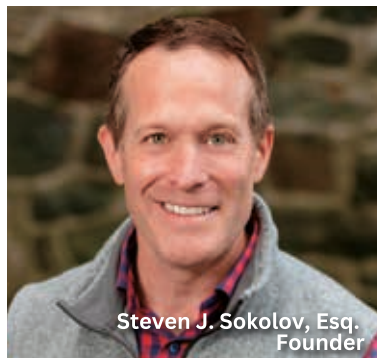


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Not another message on positive self talk

It was said with the sweetest voice and the best intention, the comment caught my attention and caused action. I opened my email and drafted a note to my therapist.

“Hey! A friend just told me that they are tired of how casually cruel I am to myself. Can we talk about this next session?”

I would describe myself as a pretty positive person. I get excited for my wins. I can acknowledge some great things about myself, but I also have things that

I “hate” and often mention those as part of the things that I love about myself, as pointed out by my therapist.

There is a part of my brain that holds the meanest words about myself. It’s the part that is easy to hide when you are an attention loving Leo. I can convince you that I am confident, that I don’t have insecurities, that everything is great. It’s an odd alignment of presentation and inner belief.

One of the biggest ways that I am cruel to myself is

talking about my weight and physical appearance. When I am around those that are the closest to me, those mean things are said out loud. That comment not only impacts me but also those around me. My thoughts about myself are hurting the people I love, and that’s the last thing I ever want to do.

When our family hears us criticize ourselves, when our team hears us, when our friends hear us they start to believe that is normal.

Maybe your voice sounds different than mine. Maybe yours says “I should be doing more.” “I’m behind.” “I’m not where everyone else is.” “I’m not as smart as everyone else.” This voice is demanding, critical and impatient. It holds us to standards that others do not expect from us or do we expect that from others.

What would you say to a friend who came to you after losing a listing, missing your goal, having a rough month, or even year? To compare, can you recall what you said to yourself the last time you missed a goal, or forgot your credit card someplace? I would bet a lot of money, it was not kind, nice, or loving.

Our voice is a great source of motivation. That is why we recite affirmations, we pump ourselves up in a mirror. There are countless accounts of humans accomplishing insurmountable feats

because their inner voice told them they could keep going. Maybe the voice that motivates, does not have to be the voice to tear us down.

Because this is happening real time in my life, I have zero answers or steps on what we can do to silence the bully within us. However I did learn something that has helped me. Until I believe on my own, I can hear the voices of those around me. I can embody the loving thoughts and feelings they have about me.

Maybe that’s where healing starts, not believing every good thing about ourselves overnight, but borrowing the belief from the people who already do.

Always,



Jill Franquelli
Editor-in-Chief
Jill@rpmags.com

Ps... I think you are a very cool human with a beautiful soul...yes I am talking to you!

COASTAL REAL PRODUCERS 2026 EVENTS CALENDAR

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Time TBD

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Time TBD

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BY JOSEPH COTTLE
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Jessica Zeigler will tell you that supporting agents is what she truly loves to do. But spend a few minutes with her and it becomes clear why that's not just a leadership talking point—it's something she came to the hard way.

"I genuinely know what it's like to need support," she says. "Helping agents build their confidence and succeed—that's what gets me so excited. That's my purpose in all of this."

Jessica is the Coastal branch leader for PenFed Realty, overseeing four offices across Ocean Pines, Ocean City, West Ocean City, and Laurel, Delaware. She has 11 years in real estate behind her and a career trajectory that took a few unexpected turns before she landed there.

She started in high-end retail jewelry at 18, eventually managing stores in Bethesda, Maryland. It suited her, but the hours and demands of retail management weren't going to work once she had children. So she pivoted. She co-owned a construction company for over two decades, and somewhere in that overlap of knowing how to build things and knowing how to sell them, real estate started to make a lot of sense.

"I grabbed the bull by the horns and went after it," she says. "It's never been something I looked back on."

Her three sons were the driving force. All boys—now 22, 20, and 18—they needed a mom who could be present, and real estate gave her that flexibility. One is training to become a personal trainer. Another is finishing a welding program in July. The youngest is a competitive skateboarder whose trainer, Matt Dove, once beat Tony Hawk at the X Games. Jessica watched all of it happen.

"My driving force for getting into real estate was my three children," she says. "It is, and still is."

Eight years ago, after vacationing in Ocean City for years and buying a rental property that performed well quickly, Jessica made the move to the Delmarva coast for good. What she found was a real estate community unlike anything she'd worked in before—cooperative rather than cutthroat, genuinely supportive across company lines.

That cooperative culture is part of what she's trying to build within her own offices. Her philosophy is simple:

visibility, consistency, and staying plugged into a community of people who will show up for you. She does weekly training sessions, and she measures their success one phone call at a time.

One story she comes back to involves an agent with over 20 years of experience who stopped into a training session expecting, probably, not to hear much new. The agent left early. An hour later, Jessica's phone rang—the tools she'd shared had worked, that same day.

"That, to me, is all worth it," she says. "That's what it's about."

She has thought about the next 10 years and can't picture herself anywhere else. She laughs a little at the question—admits there are moments that make her scratch her head—but the joy she gets from watching agents grow is something she hasn't found a ceiling on yet.

"Leadership to me is showing up for people consistently, honestly, and with

the kind of support that helps them believe in themselves again," she says.

Outside of work, Jessica gravitates toward the things that restore her—gardening, the beach, and hosting gatherings where she can, as she puts it, just love on people. She spent years singing with worship artists Jeremiah Coyne and Brooke Coyne, and even recording music in the studio. She's rebuilding and rediscovering, and she's doing it with the same tenacity her youngest inherited.

He got on a skateboard at three and never stopped. He would sleep with the skateboard and wake up ready to practice each day with it. You can't tell him no—because that would only make him want it more.

"There were plenty of moments when others doubted me, questioned my path, or measured my progress against a timeline that wasn't mine," Jessica says. "But through it all, I kept going. Today, I can stand here with confidence and say, 'I made it.'"



More than Paperwork

The Value of a Local Transaction Coordinator

BY LISA O'CONNOR OF KEY CONNECTIONS

In real estate, the spotlight often shines on contracts, negotiations, and closing days, but behind every smooth transaction is a system of communication, organization, problem-solving, and people working together to make it happen.

Transaction coordination extends far beyond managing paperwork. It's about creating structure in an industry that is often fast-paced and unpredictable. It's about helping agents stay focused on their clients while knowing the details behind the scenes are being handled with care, consistency, and professionalism.

My journey into transaction coordination began long before I officially stepped into the role. Prior to this, I worked at a real estate law firm

for six and a half years. That experience gave me a unique perspective on the transaction process and a deeper understanding of how every piece of a deal connects.

Working closely with contracts, title work, attorneys, lenders, and closing timelines taught me how critical preparation and communication truly are. It also provided insight into challenges that can arise behind the scenes and how proactive coordination can often prevent unnecessary stress and delays before they escalate.

A broader understanding of the legal process is a huge plus. It allows coordinators to view transactions from multiple perspectives, not just from the agent's side, but from the closing and legal side as well. This can help

anticipate potential issues, improve communication among all parties, and guide agents through the process with clarity and confidence.

One of the most important aspects of transaction coordination is trust. Delegating portions of the transaction process can be difficult, especially for agents who have built their business from the ground up. Effective coordination should feel like an extension of an agent's business, supporting established systems, protecting brand reputation, and creating a seamless experience for clients while allowing agents to focus on growth and relationships.

Transaction coordination is also not a one-size-fits-all service. Every agent operates differently, and support should reflect that. Some agents prefer to remain highly involved in every detail, while others benefit from stronger operational support behind the scenes. The most effective coordination adapts to each agent's workflow, communication style, and business goals.

At its core, the role is also about understanding people. Every transaction involves individuals with different priorities, stress levels, and

communication styles. Some clients need reassurance and guidance throughout the process, while others prefer concise updates and efficiency. Some agents want constant collaboration, while others operate more independently. Learning how to adapt while maintaining professionalism and consistency is one of the most valuable skills in the role.

One of the greatest lessons within transaction coordination is that no two people work the same way. Understanding personalities, expectations, and communication styles is just as important as understanding contracts and deadlines.

Some of the most rewarding moments in this work come when a transaction feels challenging, deadlines are tight, pressure is high, and obstacles arise, yet through communication, teamwork, and experience, everything comes together successfully. Those moments are a powerful reminder of the value strong coordination brings to the process.

Let's be honest, nothing captures an agent's attention faster than the possibility of a delay in compensation. Every brokerage has compliance requirements that must be completed

accurately before commissions can be released, and maintaining organized, complete files is a critical part of transaction coordination.

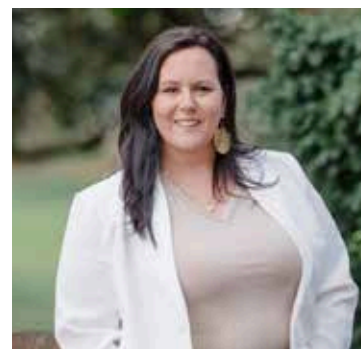
While compliance may not be the most glamorous part of the process, it is one of the most important. Ensuring every detail is handled correctly, deadlines are met, and nothing is overlooked contributes to smoother closings and timely commission payouts.

Local market knowledge also plays a major role in supporting agents and clients effectively. Understanding the market, timelines, vendors, attorneys, inspectors, and the overall pace of real estate within a community allows transaction professionals to anticipate challenges and navigate transactions more efficiently. There is significant value in working with those who understand not only the industry, but also the relationships and dynamics that drive a local market.

At the heart of it all, transaction coordination is about service. It's about being dependable, proactive, adaptable, and genuinely invested in helping others succeed. Strong coordination supports agents as they grow their business with confidence while creating

smoother experiences for the clients and communities they serve.

Because behind every successful closing is more than paperwork; it's trust, relationships, and a team working together to make it happen.



Lisa O'Connor is the owner of Key Connections, a Delaware-based real estate transaction coordinator who specializes in delivering seamless, detail-driven contract-to-close experiences for real estate professionals, and when she's not working she can be found spending time with her family, traveling, enjoying the beach and live music, or with her 10-pound pup, Zeke, who proudly holds his unofficial title as king of the house.

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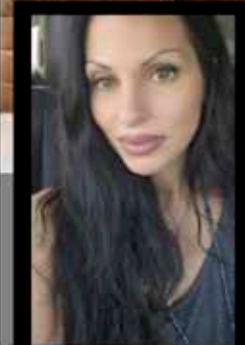
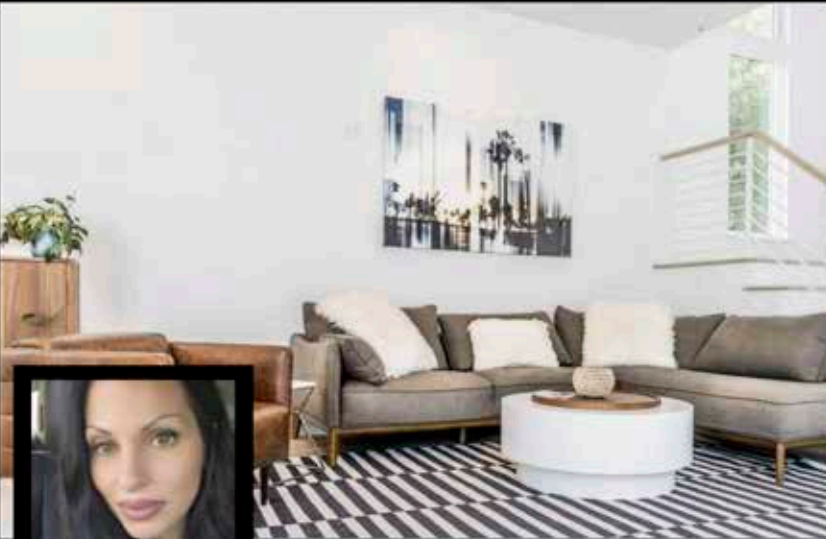
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PAM ROCCO

OF MOVEMENT MORTGAGE

Pam Rocco found her calling while working in Ocean City as a bartender. Fresh out of college, she was job hunting for something in marketing or finance. “I wanted to be a financial planner, helping people achieve financial wealth.” She was lying on the beach, and a “regular” customer from the bar where she worked called her. “He told me to call a guy he knew who needed a mortgage lender. I dug in my bag and found a lip liner to scribble down the number.”

While growing up in Pittsburgh, Pam wanted to be a nurse. “I studied nursing for two years, only to realize that nursing was not for me!” She transferred to Shippensburg University, where she majored in finance and marketing. Pam spent summers bartending in Ocean City. “After I graduated, I wanted to spend one more summer in Ocean City, and I ended up staying and working at BJ’s North during the winter months and BJ’s South in the summer.”

She landed the job with the mortgage company, worked there eight years, then had her first daughter, Kayla, in 2006. She then worked for PNC Mortgage for 14 years, and after having

her second child, Morgan, in 2017, Pam moved to Movement Mortgage in 2018, where she is currently a Mortgage Loan Officer. She earned a spot in the President’s Club three times.

“I love working here because no two days are the same,” says Pam. “It feels good to be able to help people, especially first-time home buyers. It’s so satisfying to see them achieve their dreams of homeownership.” She serves people looking to purchase a primary, second, or investment property, and those wanting to refinance.

Pam enjoys the corporate culture at Movement Mortgage, a national company founded in 2008, which promotes a servant leadership culture. “We focus on impact lending, and we use a large portion of the company’s profits to invest in communities around the world. From funding charter schools in rural areas, to handing out backpacks with supplies to school children in Mexico, to helping build churches and community centers, the Movement Foundation is truly making an impact around the world.”

There have been many changes in mortgage lending since Pam first started in the early 2000s. “One of the main things is the paperwork. At one time, we had to maintain a paper file on each loan, and the file was stacked in a certain order so it could be underwritten. Now everything is electronic – that has really streamlined things.” Another big change is the way she does business. “My assistant, Holly

Bonsal, lives three and a half hours from me. We worked together for almost two years before we actually met in person, but she is someone I talk with on the phone several times a day, and it is seamless.”

But new technology can’t change the shrinking inventory of homes in the market. “Our business is impacted by that. One of the biggest challenges is the second-home market. When the market goes soft, people don’t purchase second homes. But it’s all cyclical. So many things impact our industry, and we just have to ride it out. I feel confident that things will swing the other way eventually.”

Not quite five feet tall, Pam has been called a “bulldog” due to her tenacious nature. “I will fight for my clients ‘til the end,” she says. She is a natural leader and serves as the president of her homeowners’ association. “I want to make sure things get done.”

Pam is a single mother to two daughters, Kayla, who studies pre-law at the University of Maryland, and Morgan, who is involved in competitive cheerleading. Their golden doodle, Zuna, adds a lot of fun to the family. Pam was drawn to the area because of the beach, and she still loves it. “When I have free time, you will find me on the beach, riding my bike on the boards, or on my pontoon boat, pulled up to Assateague.”

“I still bartend for fun,” she says. “I do it once a week, and it helps me keep my thumb on the pulse of what’s going on in town.”

“I love working here because no two days are the same.

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BY SUSAN MARQUEZ
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APRIL LOVE

Raimond

BY PAT RIPPEY
PHOTOS BY ATLANTIC EXPOSURE

At this point in her real estate career, April Love Raimond has seen it all. She obtained her license 35 years ago and has adapted to market changes, technology advances, and a fresh start in the coastal market. April comes by it honestly; her parents were renowned real estate team Bob and Gloria Raimond, former owners of Best Properties, and she’s grateful to them for giving her the tools to thrive in this business. Her father passed on her 36th birthday, and while some would call the timing tragic, April sees it differently. She considers it an honor, reflecting poignantly that “It’s a date that we share.” She dedicates this article to him.

At a young age, April (named for the Pat Boone song, *April Love*) could be found in the family’s office, or tap dancing in the dance studio above. “Everything at the dinner table was real estate, real estate, real estate,” she recalls, and she never planned to go into the business. She saw how hard her parents worked, and witnessed tough times when they worked out of the family’s basement home office. Instead, she mused about becoming a mortician—that is, if her dream of being a soap opera star didn’t pan out. But April is a go-getter, or as her dad liked to say jokingly, “Watch out for April. She takes no prisoners.”

While in college at UMBC, April got her sales license, and by 1993 she had her associate broker license—the youngest in Maryland to have done so. At that time, April says, “no one my age was touching real estate.” She went to work with her parents, devising an innovative commission-based structure for

agents that offered 100% with a \$275/month fee. The business quickly attracted 200 agents. By 2002, April had moved to Canton, and one day her parents met her for lunch and broke the news that they were ready to retire. April considered her next move, and set her sights on opening her own office. They walked out of the restaurant, saw a “For Rent” sign on the Canton Square, and “Boom! I’m opening up a real estate company,” she recalls. She put the same commission structure in place—one of the first in Baltimore—and soon grew her company, Raimondi Realtors, to 50 agents.

April had accomplished a lot, and was still in her thirties. She spent time in Dewey Beach, staying in summer rental properties with a tribe of beach-goers and music-lovers (she likens it to the reality show *Summer House*, billed as “young professionals in a summer playground”). Between her active social life, world travels, and thriving business, life was good.

Eyes on the Prize

Seizing Opportunities

The 2007 market crash hit hard, and April made the difficult decision to close the Canton office. Though it felt like failure at the time, April now sees it as the only logical move—one that would push her to reinvent herself. She found her footing with Redfin in 2017 after doing a few hard years of REOs, and when she saw agent openings in Ocean City in 2021, April jumped at the chance. Though the job was in Maryland, her mindset was “We’ll see when I get there,” and she set out to get her Delaware associate broker license. She knew Delaware was hot (and she’d be proven right), and soon business took off. Unlike many seasonal friendships, her summer crew had stayed in touch and some had bought properties. She rejoined her community, still enjoying the beach life and live music. “It’s kind of funny, I’m living like a 25-year-old, but I love it,” she gushes.

Given her entrepreneurial spirit and love of technology, April found eXp Realty to be a good fit. She is thriving as a solo agent and mentor under her Coastal Love brand, and also does contract work in real estate-related AI. The list of technology and tools on her web site is long and complex, and she has found her niche in training

AI models relating to real estate for some major West Coast tech companies.

“I don’t know how to do this without caring”

April’s done at least 1,200 transactions and reviewed thousands more over her career. Still, she admits her biggest obstacle is negative self talk, and she works hard at getting out of her own way and staying positive. Her advice is “Don’t think too deeply. Keep moving, and focus on the end game.” And above all, put the client first. “Nobody can make it in this business long-term if you don’t care about the client. I don’t know how to do this without caring.”

April enjoys quiet time in her Rehoboth condo, surrounded by the serenity of six fish tanks (she’s into aquascaping), and her rescue pup, Lulu. Perhaps not surprisingly, she is a fan of Wonder Woman—but says her real hero is her mom. April’s long-term plan is to join her in Florida for part of the year, and once again she’ll be stretching her wings in a new market. “What gets me excited is knowing that I made it here, and made a life for myself,” she says. Her dad would no doubt be proud of what she’s accomplished: seizing opportunities, living the life she’d dreamed of, and taking no prisoners. ➡

“I don’t know how to do this without caring.”

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RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	150.5	\$115,924,759
2	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	64.5	\$25,119,300
3	Dustin Oldfather	Compass	50	\$24,638,370
4	Ryan Haley	Atlantic Shores Sotheby's International Realty	43.5	\$21,326,250
5	Gordon A a Basht	Potnets Homes LLC	37.5	\$8,867,719
6	MICHAEL KENNEDY	Compass	36	\$23,220,137
7	Bethany A. Drew	Hileman Real Estate-Berlin	35.5	\$14,244,593
8	Erin S. Lee	Keller Williams Realty	35.5	\$8,400,363
9	Russell G Griffin	Keller Williams Realty	34.5	\$13,971,637
10	Matthew Lunden	Keller Williams Realty	33	\$26,823,245
11	Debbie Reed	RE/MAX Realty Group Rehoboth	31	\$27,274,241
12	LESLIE KOPP	Long & Foster Real Estate, Inc.	29	\$39,109,299
13	LINDA BOVA	SEA BOVA ASSOCIATES INC.	28.5	\$5,110,875
14	Jaime Hurlock	Long & Foster Real Estate, Inc.	27	\$13,422,285
15	Mary SCHROCK	Northrop Realty	26	\$13,834,710
16	Darron Whitehead	Whitehead Real Estate Exec.	25	\$9,078,710
17	CHRISTINE MCCOY	Coldwell Banker Realty	23.5	\$17,727,836
18	Dustin Parker	The Parker Group	23.5	\$7,545,250
19	Rachel Lynn Tarbutton	Potnets Homes LLC	23.5	\$5,155,162
20	Nicholas Bobenko	Coastal Life Realty Group LLC	23	\$11,904,500
21	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	22	\$13,074,000
22	Nicole P. Callender	Keller Williams Realty Delmarva	22	\$10,296,004
23	Marti Hoster	ERA Martin Associates	22	\$8,736,440
24	Grant K Fritschle	Keller Williams Realty Delmarva	21.5	\$14,016,353
25	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	21.5	\$11,822,500
26	Debora H Hileman	Hileman Real Estate-Berlin	20.5	\$10,472,688
27	Julie Gritton	Coldwell Banker Premier - Lewes	20.5	\$9,863,815
28	Kimberly Lear Hamer	Monument Sotheby's International Realty	20	\$22,150,869
29	Joseph Wilson	Coastal Life Realty Group LLC	20	\$16,110,000
30	PAUL MALTAGHATI	Monument Sotheby's International Realty	20	\$15,099,318
31	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	20	\$7,213,900
32	Donna Harrington	Coldwell Banker Realty	20	\$7,120,496
33	SHAUN TULL	Jack Lingo - Rehoboth	19.5	\$33,050,497
34	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	19.5	\$13,436,250

RANK	NAME	OFFICE	SALES	TOTAL
35	Nancy Reither	Coldwell Banker Realty	19	\$14,264,394
36	SUZANNE MACNAB	RE/MAX Coastal	19	\$13,452,499
37	Heather Ann Brummell	Keller Williams Realty	19	\$6,264,799
38	Jaasiel C Nunez	Keller Williams Realty	19	\$5,613,999
39	Shannon L Smith Hunt	Northrop Realty	18.5	\$13,251,200
40	Ryan James McCoy	Coldwell Banker Realty	18.5	\$9,208,700
41	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	18	\$10,303,989
42	Lisa Mathena	The Lisa Mathena Group, Inc.	18	\$7,479,790
43	Meme ELLIS	Keller Williams Realty	18	\$6,762,180
44	Adam U Monico	Coldwell Banker Realty	18	\$6,591,790
45	Brian K Barrows	Monument Sotheby's International Realty	17.5	\$15,108,982
46	Tim Arnett	ERA Martin Associates	17.5	\$5,521,830
47	Brigit R Taylor	Keller Williams Realty	17	\$11,369,087
48	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	17	\$9,782,490
49	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	17	\$7,913,000
50	Krystal Casey	Keller Williams Realty	17	\$7,415,425

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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Phillip W Knight	Northrop Realty	17	\$7,353,899
52	Frances Sterling	ERA Martin Associates	17	\$7,143,500
53	Nicole Rose	Keller Williams Realty Delmarva	17	\$6,954,800
54	William P Brown	Keller Williams Realty	17	\$6,161,474
55	Charlene L. Reaser	EXP Realty, LLC	17	\$5,859,980
56	Kevin E Decker	Coastal Life Realty Group LLC	16.5	\$12,881,850
57	Valerie P Brown	Coldwell Banker Realty	16.5	\$5,116,500
58	JAMES LATTANZI	Northrop Realty	16	\$12,966,143
59	Chris Jett	RE/MAX Advantage Realty	16	\$9,859,450
60	Ann Buxbaum	Northrop Realty	16	\$9,548,620
61	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	16	\$8,889,400
62	ROBIN PALUMBO THOMPSON	Northrop Realty	16	\$6,261,400
63	Patricia Bree Erickson	Patterson-Schwartz-Rehoboth	16	\$5,651,900
64	AMANDA RYAN	Jack Lingo - Rehoboth	15.5	\$15,252,707
65	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	15.5	\$2,787,375
66	Sharon Y Daugherty	Keller Williams Realty Delmarva	15	\$8,758,300

RANK	NAME	OFFICE	SALES	TOTAL
67	Melanie Shoff	Coastal Life Realty Group LLC	15	\$6,767,500
68	Makayla B Johnson	Northrop Realty	15	\$5,423,900
69	Robert Payne	RE/MAX Advantage Realty	15	\$4,899,900
70	Taylor M Tallarico	Keller Williams Realty	15	\$4,775,700
71	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	15	\$4,589,389
72	Paul A. Sicari	Compass	14.5	\$10,720,080
73	TONY FAVATA	Elevated Real Estate Solutions	14.5	\$4,805,550
74	Terence A. Riley	RE/MAX Advantage Realty	14	\$11,081,550
75	Chelsea Bristow	Jack Lingo - Lewes	14	\$10,506,400
76	R. Erik Windrow	Keller Williams Realty	14	\$8,354,035
77	Jimbo Weismiller	Keller Williams Realty Delmarva	14	\$8,236,300
78	INESE DONOFRIO	Coldwell Banker Realty	14	\$7,189,400
79	STACI WALLS	NextHome Tomorrow Realty	14	\$6,458,790
80	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	14	\$5,728,035
81	Nicole Schreiberstein Abbott	Northrop Realty	14	\$5,025,500
82	FRANCIS ESPARZA	Northrop Realty	14	\$4,909,500
83	Clinton Bickford	Keller Williams Realty Delmarva	14	\$4,486,800
84	Amy L Coy	Berkshire Hathaway HomeServices PenFed Realty - OP	14	\$4,381,600
85	Anthony Matrona	Resort Real Estate	14	\$3,273,000
86	Bogi Szabo	Keller Williams Realty	13.5	\$5,188,925
87	Trenace Swaringer	Coldwell Banker Realty	13.5	\$4,695,190
88	Justin Damadio	Iron Valley Real Estate Ocean City	13.5	\$4,677,910
89	DANIEL TAGLIENTI	Keller Williams Realty	13	\$7,857,400
90	BILL CULLIN	Long & Foster Real Estate, Inc.	13	\$6,995,290
91	LISA M JACKSON	Engel & Volkers Ocean City	13	\$6,750,000
92	Amy Lynn Betts	Coldwell Banker Realty	13	\$5,945,000
93	ADAM KSEBE	Long & Foster Real Estate, Inc.	13	\$5,778,016
94	Bertrand R Ferguson	Compass	13	\$4,978,900
95	JAY SCHULMAN	Coldwell Banker Realty	13	\$4,265,200
96	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	13	\$3,868,300
97	Erin Marie Baker	Keller Williams Realty	13	\$3,289,900
98	Phillip Anderson III	Keller Williams Realty	13	\$2,751,400
99	Elizabeth Kilroy	Coldwell Banker Realty	12.5	\$9,030,202
100	Austin Whitehead	Whitehead Real Estate Exec.	12.5	\$4,091,150

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to June 30, 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	150.5	\$115,924,759
2	LESLIE KOPP	Long & Foster Real Estate, Inc.	29	\$39,109,299
3	SHAUN TULL	Jack Lingo - Rehoboth	19.5	\$33,050,497
4	Debbie Reed	RE/MAX Realty Group Rehoboth	31	\$27,274,241
5	Matthew Lunden	Keller Williams Realty	33	\$26,823,245
6	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	64.5	\$25,119,300
7	Dustin Oldfather	Compass	50	\$24,638,370
8	MICHAEL KENNEDY	Compass	36	\$23,220,137
9	Kimberly Lear Hamer	Monument Sotheby's International Realty	20	\$22,150,869
10	Ryan Haley	Atlantic Shores Sotheby's International Realty	43.5	\$21,326,250
11	Franklin T. Serio	Monument Sotheby's International Realty	11	\$19,552,004
12	Audrey P Serio	Monument Sotheby's International Realty	10	\$19,103,004
13	BRYCE LINGO	Jack Lingo - Rehoboth	8	\$18,222,200
14	CHRISTINE MCCOY	Coldwell Banker Realty	23.5	\$17,727,836
15	Joseph Wilson	Coastal Life Realty Group LLC	20	\$16,110,000
16	KIKI HARGROVE	Long & Foster Real Estate, Inc.	11	\$15,481,219

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RANK	NAME	OFFICE	SALES	TOTAL
17	AMANDA RYAN	Jack Lingo - Rehoboth	15.5	\$15,252,707
18	Brian K Barrows	Monument Sotheby's International Realty	17.5	\$15,108,982
19	PAUL MALTAGHATI	Monument Sotheby's International Realty	20	\$15,099,318
20	Nancy Reither	Coldwell Banker Realty	19	\$14,264,394
21	Bethany A. Drew	Hileman Real Estate-Berlin	35.5	\$14,244,593
22	CARRIE LINGO	Jack Lingo - Lewes	9	\$14,150,000
23	Grant K Fritschle	Keller Williams Realty Delmarva	21.5	\$14,016,353
24	Russell G Griffin	Keller Williams Realty	34.5	\$13,971,637
25	PAUL TOWNSEND	Jack Lingo - Lewes	12	\$13,840,923
26	Mary SCHROCK	Northrop Realty	26	\$13,834,710
27	SUZANNE MACNAB	RE/MAX Coastal	19	\$13,452,499
28	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	19.5	\$13,436,250
29	Jaime Hurlock	Long & Foster Real Estate, Inc.	27	\$13,422,285
30	Shannon L Smith Hunt	Northrop Realty	18.5	\$13,251,200
31	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	22	\$13,074,000
32	JAMES LATTANZI	Northrop Realty	16	\$12,966,143
33	Kevin E Decker	Coastal Life Realty Group LLC	16.5	\$12,881,850
34	HENRY A JAFFE	Monument Sotheby's International Realty	5.5	\$12,496,250
35	Nicholas Bobenko	Coastal Life Realty Group LLC	23	\$11,904,500
36	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	21.5	\$11,822,500
37	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	5.5	\$11,787,300
38	Jennifer A Smith	Keller Williams Realty	9	\$11,706,500
39	Brigit R Taylor	Keller Williams Realty	17	\$11,369,087
40	Terence A. Riley	RE/MAX Advantage Realty	14	\$11,081,550
41	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	12	\$11,049,619
42	Paul A. Sicari	Compass	14.5	\$10,720,080
43	Chelsea Bristow	Jack Lingo - Lewes	14	\$10,506,400
44	Debora H Hileman	Hileman Real Estate-Berlin	20.5	\$10,472,688
45	Justin Noble	Monument Sotheby's International Realty	5	\$10,324,900
46	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	18	\$10,303,989
47	Nicole P. Callender	Keller Williams Realty Delmarva	22	\$10,296,004
48	Julie Gritton	Coldwell Banker Premier - Lewes	20.5	\$9,863,815
49	Chris Jett	RE/MAX Advantage Realty	16	\$9,859,450
50	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	17	\$9,782,490

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	KIM S HOOK	RE/MAX Coastal	10.5	\$9,581,850
52	TJARK BATEMAN	Jack Lingo - Rehoboth	6	\$9,549,999
53	Ann Buxbaum	Northrop Realty	16	\$9,548,620
54	JENNIFER BARROWS	Monument Sotheby's International Realty	9.5	\$9,342,225
55	Ryan James McCoy	Coldwell Banker Realty	18.5	\$9,208,700
56	Darron Whitehead	Whitehead Real Estate Exec.	25	\$9,078,710
57	Elizabeth Kilroy	Coldwell Banker Realty	12.5	\$9,030,202
58	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	16	\$8,889,400
59	Gordon A a Basht	Potnets Homes LLC	37.5	\$8,867,719
60	Molly Bayard Brittingham	Jack Lingo - Rehoboth	8.5	\$8,803,300
61	Sharon Y Daugherty	Keller Williams Realty Delmarva	15	\$8,758,300
62	Marti Hoster	ERA Martin Associates	22	\$8,736,440
63	Carol J Materniak	Long & Foster Real Estate, Inc.	8	\$8,670,000
64	Erin S. Lee	Keller Williams Realty	35.5	\$8,400,363
65	R. Erik Windrow	Keller Williams Realty	14	\$8,354,035
66	Tracy L. Zell	Long & Foster Real Estate, Inc.	10	\$8,299,691
67	Jimbo Weismiller	Keller Williams Realty Delmarva	14	\$8,236,300
68	Jonathan M Barker	Keller Williams Realty Delmarva	11.5	\$8,130,500
69	Vittorio Pasko	Berkshire Hathaway HomeServices PenFed Realty	11	\$7,978,369
70	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	17	\$7,913,000
71	DANIEL TAGLIENTI	Keller Williams Realty	13	\$7,857,400
72	SHELBY SMITH	Long & Foster Real Estate, Inc.	11.5	\$7,761,090
73	GAIL PHELAN	Long & Foster Real Estate, Inc.	9	\$7,760,025
74	David Litz Jr.	Century 21 Emerald	12	\$7,683,758
75	Dustin Parker	The Parker Group	23.5	\$7,545,250
76	Lisa Mathena	The Lisa Mathena Group, Inc.	18	\$7,479,790
77	Krystal Casey	Keller Williams Realty	17	\$7,415,425
78	Phillip W Knight	Northrop Realty	17	\$7,353,899
79	Mikaela L Brosnahan	Long & Foster Real Estate, Inc.	9	\$7,284,400
80	Colby Roy Hook	RE/MAX Coastal	6.5	\$7,237,450
81	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	20	\$7,213,900
82	INESE DONOFRIO	Coldwell Banker Realty	14	\$7,189,400
83	Frances Sterling	ERA Martin Associates	17	\$7,143,500
84	CHRISTINE TINGLE	Keller Williams Realty	10	\$7,127,400

RANK	NAME	OFFICE	SALES	TOTAL
85	Donna Harrington	Coldwell Banker Realty	20	\$7,120,496
86	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	11.5	\$7,115,400
87	Joseph Sterner	McWilliams/Ballard, Inc.	7	\$7,081,800
88	ANN RASKAUSKAS	BETHANY AREA REALTY LLC	4	\$7,040,000
89	BILL CULLIN	Long & Foster Real Estate, Inc.	13	\$6,995,290
90	Nicole Rose	Keller Williams Realty Delmarva	17	\$6,954,800
91	Jennifer Jones	Compass	10	\$6,933,225
92	Katherine Cole Snowden	EXP Realty, LLC	8	\$6,889,925
93	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	9	\$6,846,100
94	Melanie Shoff	Coastal Life Realty Group LLC	15	\$6,767,500
95	Meme ELLIS	Keller Williams Realty	18	\$6,762,180
96	LISA M JACKSON	Engel & Volkers Ocean City	13	\$6,750,000
97	COLLEEN WINDROW	Keller Williams Realty	11	\$6,672,940
98	RHONDA FRICK	Long & Foster Real Estate, Inc.	6	\$6,651,896
99	AMY PIETLOCK	Monument Sotheby's International Realty	11	\$6,613,900
100	Adam U Monico	Coldwell Banker Realty	18	\$6,591,790

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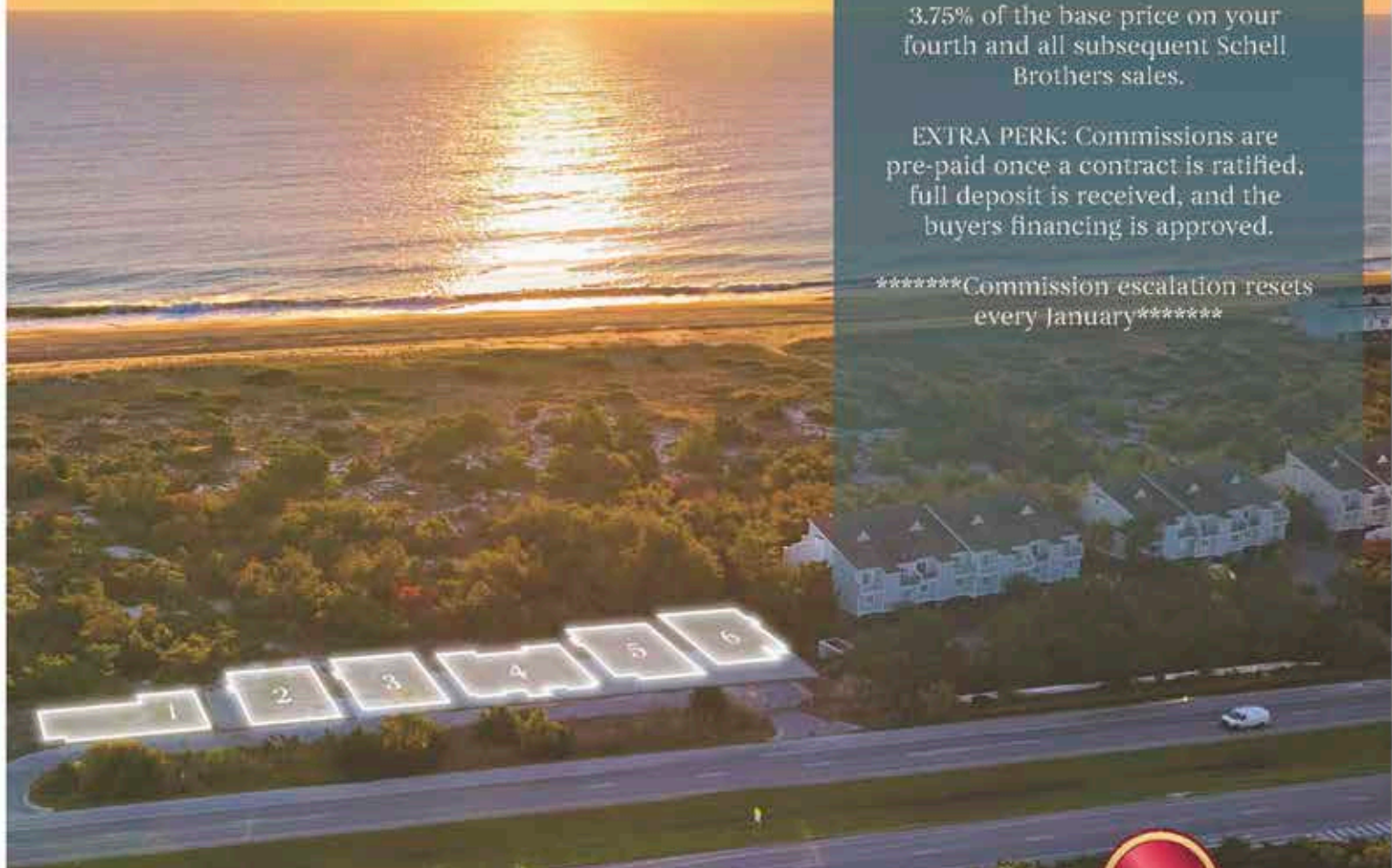
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