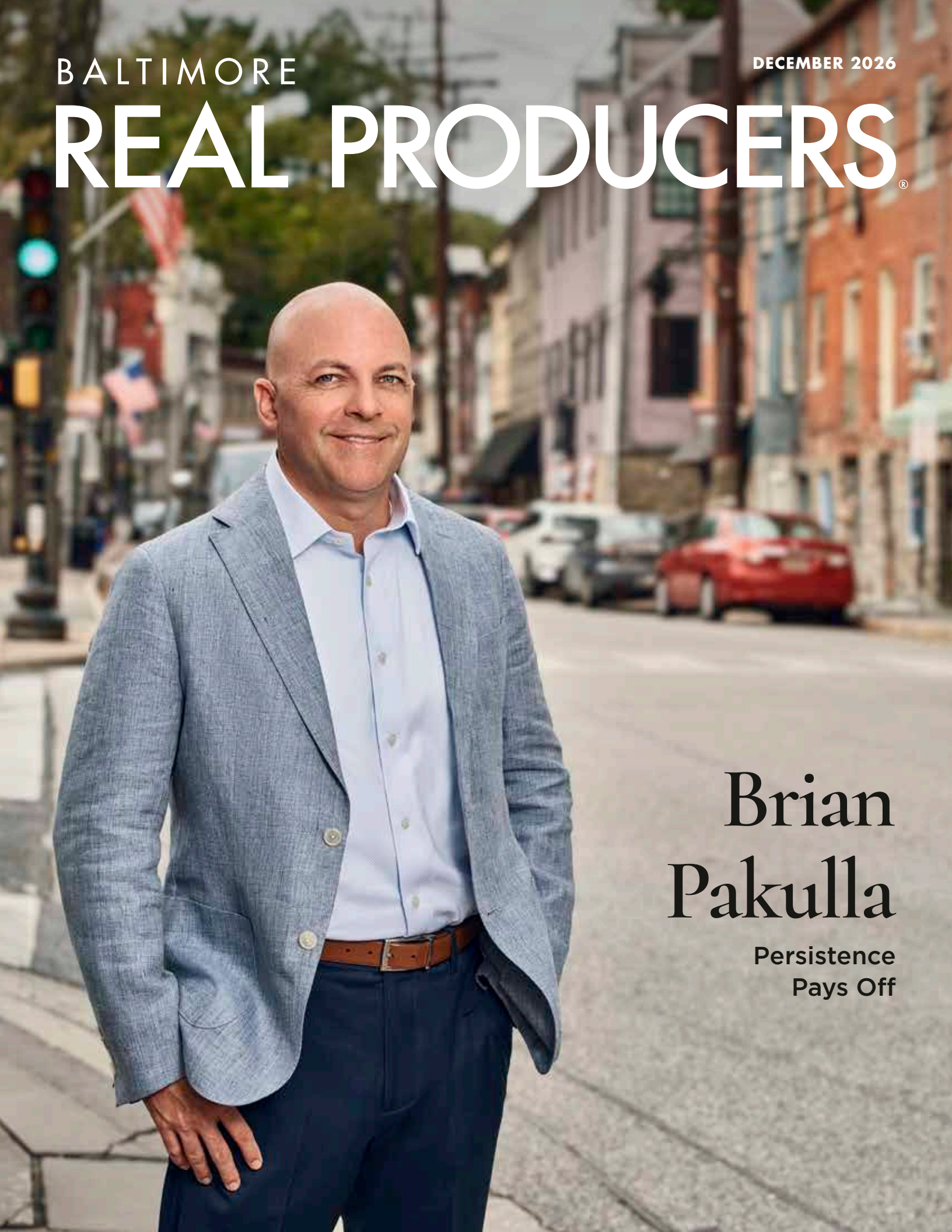
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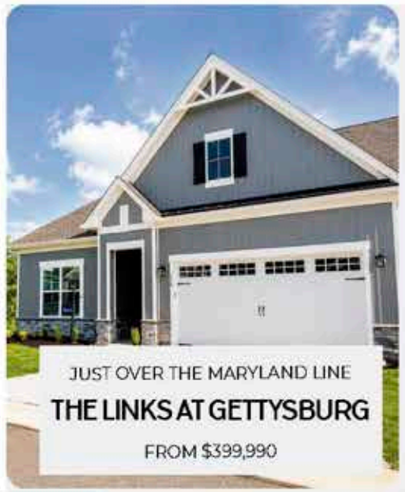


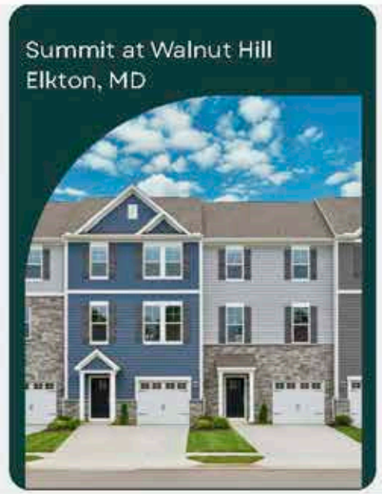
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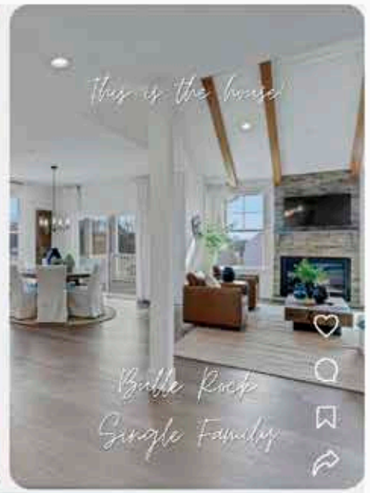
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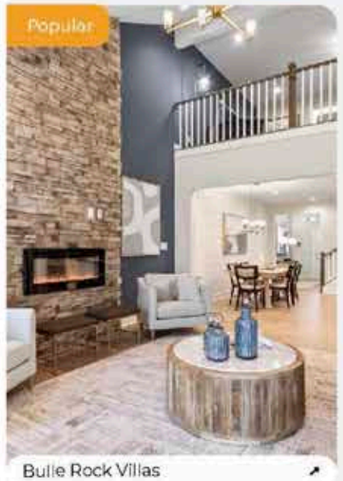
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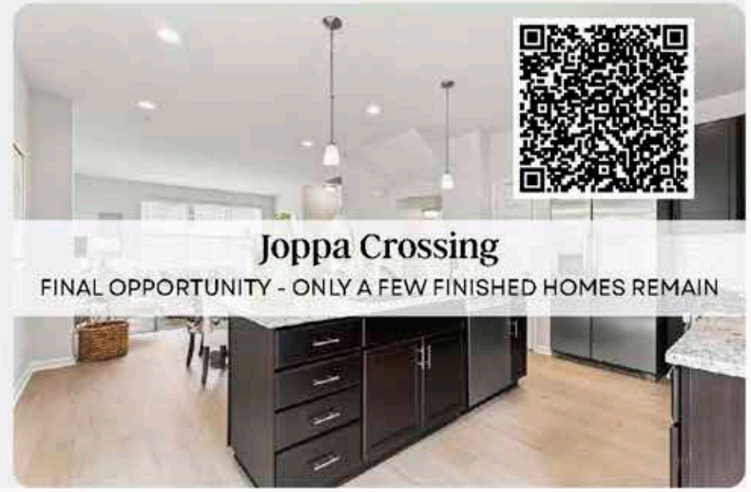












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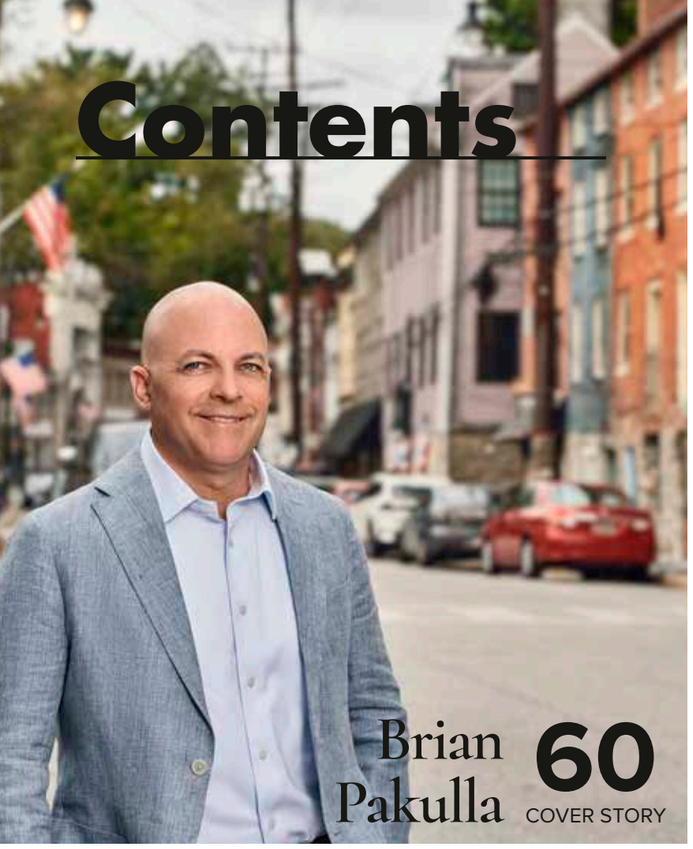


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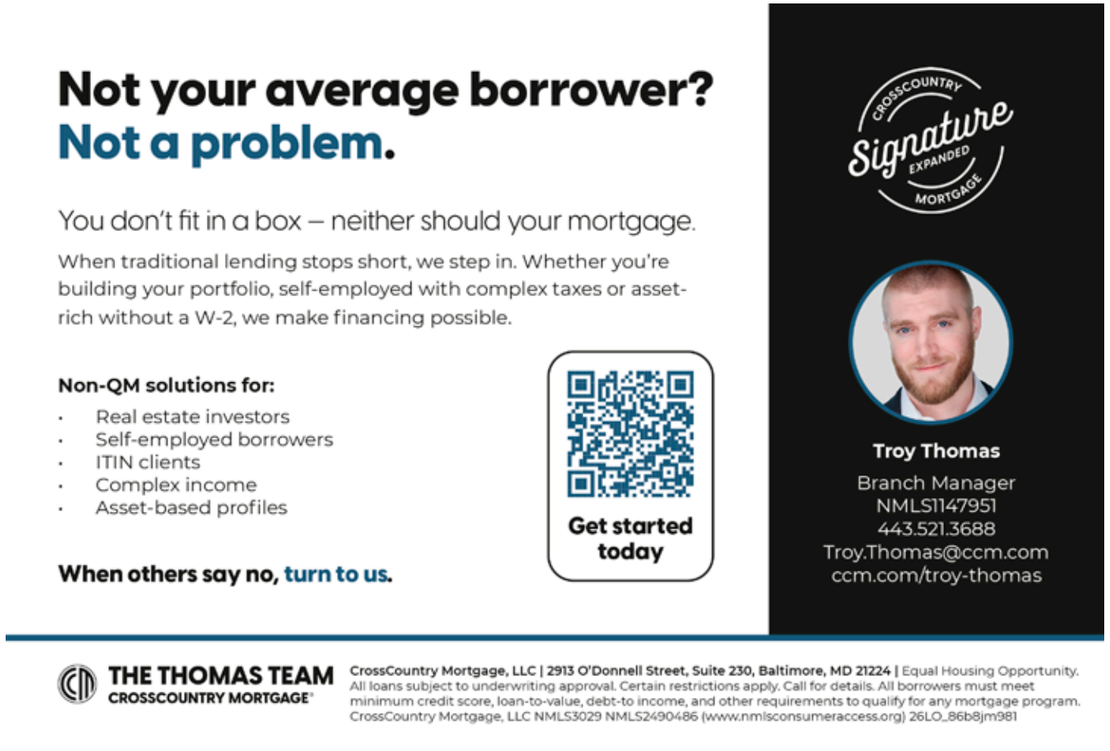
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The Other Side of Vulnerability

Everyone talks about the power of vulnerability. How it builds relationships, deepens connections, and creates a sense of belonging. We celebrate the people who are brave enough to share their struggles, admit their fears, and show up as their authentic selves.

But we don't talk nearly enough about how terrifying vulnerability can be.

Because vulnerability requires us to do something that goes against our natural instinct to protect ourselves. It asks us to lower our defenses, expose the parts of ourselves we're not entirely comfortable with, and trust that the people on the other side will handle those pieces with care.

And that's a pretty big ask.

What if we're judged? What if we're misunderstood? What if someone uses what we've shared against us? What if we open ourselves up and the connection we're hoping for never comes?

Sometimes, the fear of those possibilities feels safer than taking the risk.

But here's what I've been thinking about lately: We can't experience the full beauty of connection while simultaneously protecting ourselves from every possibility of being hurt.

At some point, we have to decide that the potential for something meaningful is worth the discomfort of being seen.

And maybe overcoming the fear of vulnerability doesn't mean becoming fearless. Maybe it means getting comfortable with being uncomfortable. Starting small. Sharing something we would normally keep to ourselves. Asking for help when we'd rather figure it out alone. Admitting we're struggling instead of insisting everything is fine.

Because something remarkable happens when we do.

We give other people permission to do the same.

One person's vulnerability becomes another person's courage. Someone shares a struggle, and suddenly another person realizes they're not alone. Walls come down. Conversations become more honest. Relationships grow deeper.

And somewhere along the way, those individual moments of courage become something bigger.

They become community.

The beautiful irony is that vulnerability creates the very thing that makes being vulnerable a little less frightening. We surround ourselves with people who remind us that imperfection is human, struggle is universal, and being seen doesn't have to mean being judged.

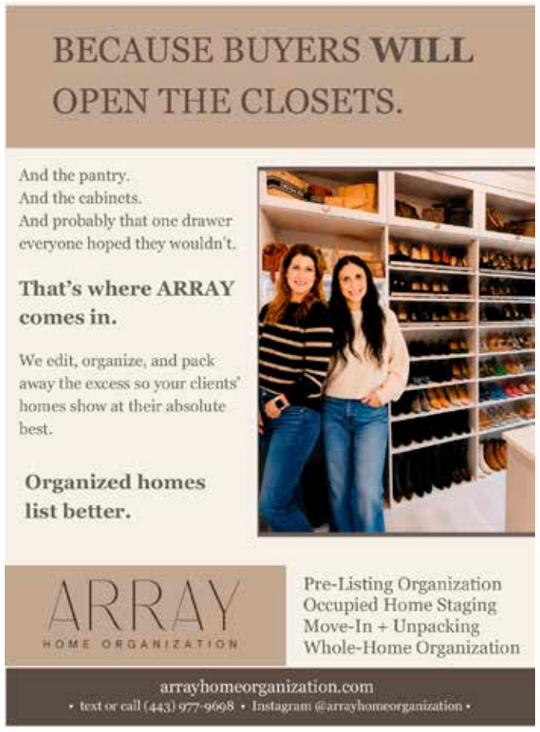
Of course, not everyone deserves access to our most vulnerable selves. Trust matters. Boundaries matter. But so does giving people the opportunity to show us they're worthy of both.

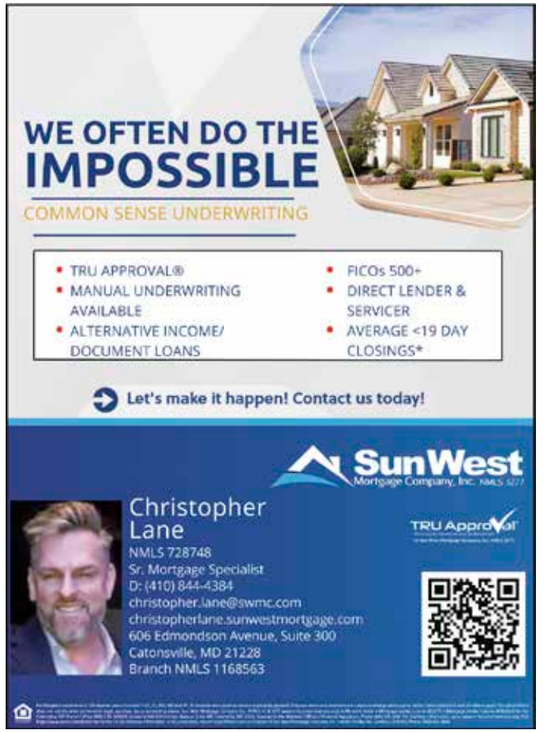
Maybe the greatest reward of vulnerability isn't simply being understood by others. It's discovering that we can be fully ourselves and still belong.

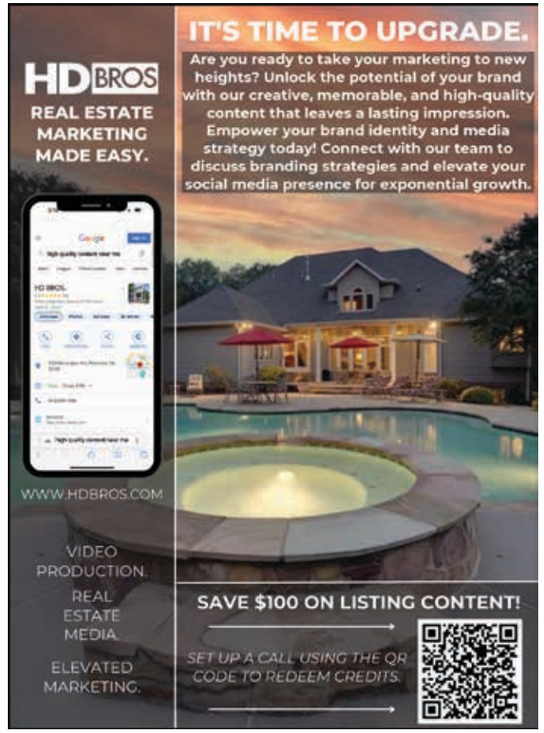
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THRIVING IN *Beauty*

BY MEGAN DUFFY
PHOTOS BY DAVID STUCK

ASHLEY CALLAWAY BEAUTY

To Ashley Callaway, her work is about more than just doing makeup. It's about emphasizing natural beauty, providing meaningful experience, and building deep connections. With nearly two decades of professional makeup artistry under her belt, and numerous accolades for her work, Ashley is dedicated to providing a supportive and meaningful experience for each client sitting in her chair.



"Some clients say they feel like it's therapy when they come to me, when they come to my studio," Ashley says. "Of course you come out with a beautiful face, but it gives you a safe place where if you want to vent, you can." Ashley cites her relationships with her clients as being her favorite aspect of her job. "That's become the best thing, knowing that I have clients that trust me."

Ashley's 18 year journey in makeup artistry is one of confidence and perseverance. She was self-taught in her youth, and got her start in professional makeup at age 24 as a "MAC girl", getting quickly promoted to their "Dream Team" of skilled artists, opening a lot of doors for her. She has worked on BET, VH1, MSNBC, CNN, FOX 45, and other local stations. She has a wide roster of famous faces she's helped to beautify, such as Ashanti, Oprah, and notable Maryland figures such as Governor Wes Moore and First Lady Dawn Moore. Her work has even won her accolades such as "Best of Baltimore" from Baltimore Magazine, and Makeup Artist of the Year at the Baltimore Crown Awards.

Ashley's artistry includes work on photoshoots, weddings, and other special occasions. Being a client of Ashley's will guarantee a beautifully crafted, professional look with a deft hand, but the goal of these looks is not perfection. "I want you to know that your features are gorgeous," Ashley emphasizes. "You are perfectly imperfect."

Headquarters for Ashley's business have been a studio in Pikesville since 2021, and the warm and welcoming environment it's cultivated has become a second home. Her vanity mirror is covered in affirmations. The space is decorated with colorful, glittery artwork. The comfortable, professional-



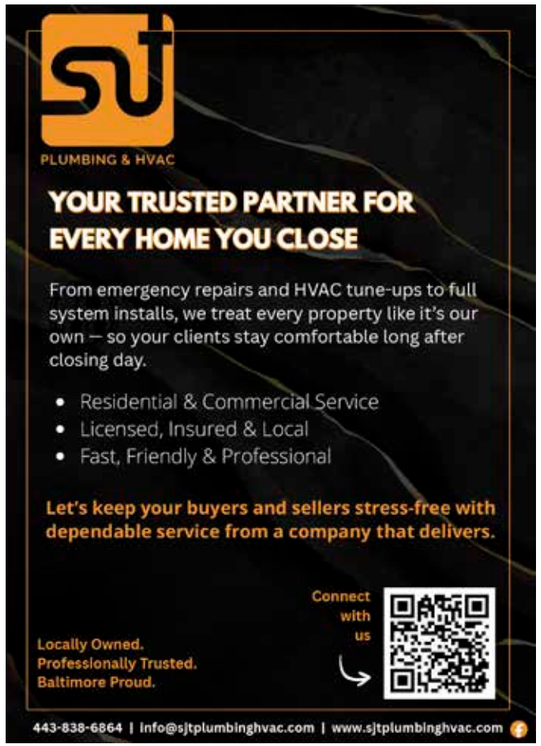
looking chair has sat so many kinds of people, all who receive the same level of attention to detail and glamorous treatment. "Everybody should feel like a movie star. Like it's your moment," Ashley promises.

Within her ever-evolving success, there are still personal challenges Ashley bravely faces. Her diagnosis of multiple sclerosis has been a difficult battle, but one she has fought with a positive attitude. "Despite the illness, I just keep rising and keep thriving through it. I know they say 'MS survivors', I say 'MS thriver' and 'MS conqueror', because I tend to not let it stop me."

Recently, Ashley has taken a mindfulness approach in her personal and professional life, attempting a healthy work-life balance. She balances her work with being a mother to her three daughters, and taking care of herself. "I've learned to include self-care time, self-care days in my schedule, and that works for me now. That's the work-life balance." Especially in the wake of her diagnosis, having time to look after herself and utilize methods of therapy have been beneficial to keeping her the glowing star that she is.

Ashley's work has allowed her to make an impact on her community. She has partnered with the I Believe In Me Girls to teach makeup classes to aspiring cosmetologists and entrepreneurs. Her own inspiration when she was young was her aunt, a Mary Kay consultant and makeup artist for Bobby Brown. "I always admired her, and she inspired me to become a makeup artist, too." Ashley is becoming that same encouraging figure for other young girls and women. She's also part of a support group for other MS thrivers, her positive spirit an inspiration to other people who live with the disorder. "Keep going-you're not alone," she says. Marching ahead, Ashley is looking forward to furthering her education by taking makeup classes, being able to teach makeup classes herself, and working towards becoming an author, starting with a memoir. "I hope to do more," she says. Her future is as bright as her muti-colored hair, and her journey forward is clearly on an exceptional rise.








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Cassandra M. Dorsey

Building More Than a Business

PHOTOS BY DAVID STUCK

What advice would you give to your younger self when you were just starting out in real estate?
I would tell younger Cassie, "Girl, trust yourself. You are going to be just fine."

When I started in real estate, I was trying to learn everything, do everything right, and figure out how I was going to make this work full time. I would tell myself that you do not have to have all the answers. Ask questions. Find your people. Keep learning. Make mistakes and learn from those too.

I would also tell myself to stop looking around so much. Someone will always sell more houses, get an award, or reach a goal before you do. Clap for them and keep going. What God has for you is still yours.

Most importantly, I would tell myself to pray, trust the process, and enjoy the journey. Some of the things you are worried about today will not even matter a year from now. Keep showing up, take care of your clients, build real relationships, and do not change who you are just to fit into this business.

You started this journey hoping you could build a successful real estate career. What you do not know yet is that real estate is going to introduce you to a version of Cassie you have not even met. A leader, an advocate, a mentor, and a woman who finally understands that she belonged in the room all along.

How do you incorporate community involvement or philanthropy into your real estate business?
Service has always been a part of who I am. Long before I became a REALTOR®, I believed that when you are blessed with opportunities, you have a responsibility to reach back and help someone else. Real estate did not create my commitment to service. It simply gave me another way to live it.

As my business has grown, I have become even more intentional about giving back to the communities that have supported me. Through my REALTOR® involvement, my sorority, nonprofit and community organizations, I have had opportunities to support scholarships, families in need, veterans, youth, and other community initiatives that are important to me.

I also try to connect my clients and professional network to opportunities to serve. Sometimes giving back means writing a check, but often it means showing up, volunteering, making a connection, sharing a resource, or using my platform to bring attention to a need.

I spend my career helping people find a place to call home, so being invested in the communities surrounding those homes feels personal to me. I do not want people to know me only as the REALTOR® who sold a house in their neighborhood. I want them to know that Cassie showed up, cared, served, and left something positive behind.

What aspirations do you have for the future of your business and the real estate industry as a whole?
When I stepped into real estate full time, I honestly did not know how much this career would change me or how big I would eventually allow myself to dream. I was focused on building my business, taking care of my clients, and creating



a life on my own terms. Along the way, real estate has opened doors for me to lead, serve, mentor, and discover what I am capable of. Now, my vision is much bigger than simply being a successful agent.

My next chapter includes earning my broker's license and eventually building a brokerage where agents feel supported, educated, and equipped to build sustainable businesses of their own. I want to create an environment where agents can grow professionally while understanding the importance of integrity, relationships, service, and community.

For the real estate industry, I hope we continue moving toward greater professionalism, education, collaboration, and accessibility to homeownership. Our industry will continue to evolve, but we cannot lose the human side of what we do.

Ultimately, I want my legacy in real estate to be bigger than the number of homes I sold. I want it to be reflected in the people I helped, the professionals I poured into, and the communities that were stronger because I chose to serve them.















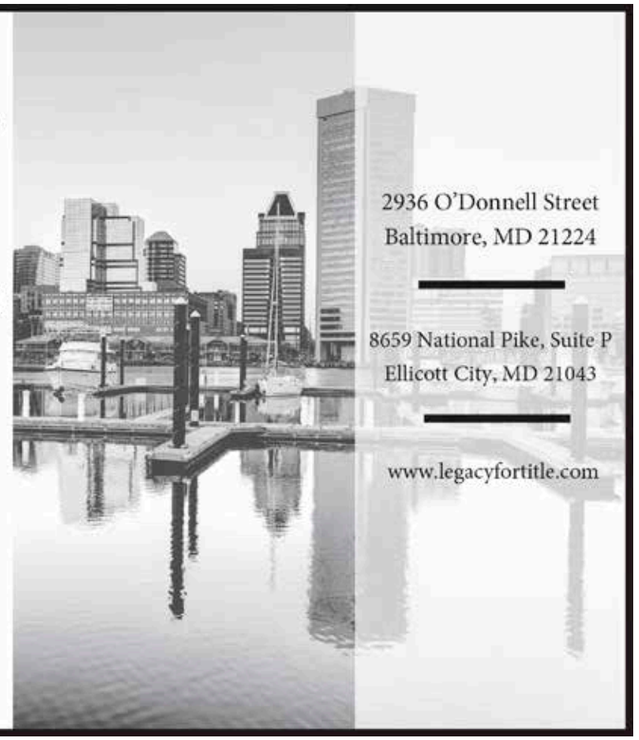


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JOSEPH BRANDLI

OF PILLAR TO POST HOME INSPECTORS

I DON'T GIVE UP. **I REINVENT.**

BY JILL FRANQUELLI
PHOTOS BY DAVID STUCK

Joseph Brandli knows a thing or two about starting over. From leaving a successful career in architecture to navigating personal challenges, rebuilding his business, and surviving a life-threatening health crisis, reinvention has become a defining theme of his life.

"I don't give up, I reinvent," says Joseph, owner of the Pillar to Post franchise, The Performance Team. And at 62, he has no intention of slowing down.

When Joseph was first featured in *Baltimore Real Producers* in 2018, he was growing his home inspection franchise and preparing to expand his team. What followed was anything but a straight path.

After a successful stretch during the pandemic, the real estate market shifted dramatically in 2023, and Joseph watched his business decline by half. Staffing challenges compounded the difficulties, forcing him to reconsider how he approached leadership and growth.

But Joseph recognized that rebuilding his business required something more personal: understanding himself.

Through significant life changes, including coming out, divorce, and difficult relationships, Joseph developed a deeper appreciation for his own worth. That self-awareness transformed his approach to business.

"I am a visionary person. I'm a big picture thinker," he explains.

It's a quality he inherited from his father, an entrepreneur who could recognize opportunity where others couldn't. Joseph credits that same perspective with helping him become a stronger leader and build a business around people who share his values.

Today, his business has experienced annual growth of 20% or more since its 2023 decline. Alongside administrator Christie, Joseph has developed sophisticated marketing and communication systems, while assembling what he believes is his strongest team yet.

With experienced inspector Patrick and three additional team members at various stages of training, including Henry, an architect Joseph has known for 30 years, the Performance Team is preparing for its next chapter.

Technology has also transformed the client experience. Tools like Pillar to Post's PTP360 virtual tours and measured floor plans help Realtors

"I AM A VISIONARY PERSON. I'M A BIG PICTURE THINKER."

better understand inspection findings, communicate with buyers, and navigate transactions efficiently.

Yet Joseph believes his greatest value remains his ability to see the bigger picture.

“I’m not there to kill their dream,” he says of homebuyers. “We’re there to just give them unbiased information so they can negotiate the best deal.”

While his business was undergoing its latest transformation, Joseph faced a far more personal challenge.

Following his sister’s serious heart condition, Joseph underwent testing that revealed a hereditary bicuspid heart valve and an aortic aneurysm. Despite being a two-time Ironman athlete with no symptoms, he needed open-heart surgery.

On February 11, he underwent a six-and-a-half-hour operation. Five days later, he was home.

The experience profoundly changed his perspective.

“Every moment of every day is a gift, and I’m just so full of joy,” he shares.

That gratitude has reinforced his determination to embrace life fully. He’s returned to running and weightlifting, enjoys time with his miniature schnauzer, Circuit, and remains active at Brown Memorial Church, where he sings in the choir and serves as a trustee.

He’s also looking forward to returning to Ride for the Feast, benefiting Moveable Feast, after volunteering during his recovery.

For Joseph, reinvention isn’t simply about overcoming adversity. It’s about discovering new possibilities, building meaningful relationships, and refusing to let circumstances dictate what’s next.

He’s approaching the future with renewed confidence, ambitious plans, and a deeper appreciation for the life he’s building.

“Tenacious” is the word Joseph uses to describe himself. After everything he’s experienced, it’s fitting.

Eight years after his first feature, Joseph’s story is still one of transformation. Only now, he’s not simply rebuilding a business. He’s creating a life that reflects exactly who he is—and he’s just getting started.









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Randy Lusk

Redefining Success

PHOTOS BY DAVID STUCK



Can you share a pivotal moment in your life that significantly influenced your decision to pursue a career in real estate?
Absolutely! We were buying our first house in Catonsville, and I was working with a friend and early mentor, Matt Zielinski, who's part of the BRP community. Before moving to Maryland, I worked in the prop tech world doing appraisal management for mortgage companies and banks, and my clients were appraisers and REALTORs doing these reports. As we looked at properties, Matt turned to me and said, "Dude, you know this stuff. Have you thought about getting your real estate license here in Maryland?" I honestly hadn't, but that comment got the ball rolling, and I haven't looked back since.

How do you define success, both personally and professionally, and how has that definition evolved over time?
I started off wanting the "flashy" things, but now that I'm in my mid-40s with two young kids, success looks a lot different. It's about quality of life, making memories, time with friends and family, the moments and experiences really matter. It's not about the number of houses I've sold, it's the people I've been able to help along the way. That shift has been one of the more grounding parts of getting older in this business.

What skills do you believe are essential for success in the real estate profession today?
We need to analyze home values and market trends, and bring that to client conversations, especially in a market like this one. But interpersonal communication and asking great questions is just as important with clients and our peers. As a sales and conversation coach, this is a big focus for me. It isn't about handling objections or convincing anyone to buy or sell. Our ability to communicate is what actually gets things done. It's about asking the right questions and saying things in the right way, so that when the time is

right, people know that we're the agent for them.

In what ways do you approach negotiation differently now compared to when you first started?
It's our job to get clients the best possible outcome no matter what... But real negotiation is collaborative, not purely competitive. We're looking out for our clients, but working together beats digging in. It's more about a philosophy for the whole process, and it's driven a lot of my success since. Coaching has reinforced it for me: the right questions do more than pressure ever will.

How do you maintain work-life balance in a demanding industry like real estate?
I set clear expectations with clients up front: the phone goes on do-not-disturb around 8 or 8:30 every night for the kids' bedtime routines. Clients can still call, text, or email anytime, they just might not hear back until morning. A lot of us get into real estate to be our own bosses but that can mean that we're always working or on call. We have to protect our personal battery. Go hard five or six days when things are busy, but I'm not out showing properties seven days a week. I might work on my business on my "off days" but it could be in my pajamas before the sun is up too!

If you could give one piece of advice to someone just starting their journey in real estate, what would it be?
I moved to Maryland from Northern California in 2009 with no network, no old friends or classmates I grew up with. A business can be built anywhere, but we have to be willing to get into communities and build relationships. It's about putting ourselves out there and not being shy about talking about and asking for business when the time is right.

What advice would you give to your younger self when you were just starting out in real estate?
Treat your business more like a business from day one. Set up systems, reinventing the process every time is not sustainable. I wish I'd taken budgeting more seriously early on: know your numbers, build a pipeline so you can see what the business looks like 60-90 days out. And mindset is huge... surround ourselves with successful, positive people. It'll change your life.



> "A business can be built anywhere, but we have to be willing to get into communities and **build relationships.**

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MOYER

Building on a Legacy, Moving Into the Future

BY JILL FRANQUELLI
PHOTOS BY DAVID STUCK

For 57 years, Moyer has been a trusted name in moving and storage. Built on family values, hard work and a commitment to taking care of people, the Maryland-based company has earned a reputation extending far beyond its hometown. But for the third generation of the Moyer family, honoring that legacy means continuing to evolve.

Under the leadership of John Moyer, Jason Moyer and Deirdre "Dee" Burke, the company is entering a new chapter. The grandchildren of founder Tiny Moyer are transforming the family business into a comprehensive resource for homeowners, offering services extending well beyond moving day.

The evolution is reflected in the company's new identity. Formerly Moyer & Sons Moving & Storage, the business is reintroducing itself simply as Moyer—a name representing everything the company has become.

"We care about our clients. We care about our employees. We care about the guy down the street," shared Dan, Moyer's director of marketing. "We care about people. We care about the communities."

A Legacy of Excellence

Moyer's evolution begins with an extraordinary foundation. In 2025, the family-owned business ranked No. 1 among approximately 26,000 independent moving companies nationwide.

Unlike a franchise, Moyer remains independently owned and operated. Its fleet of approximately 60 vehicles supports moves across the country and internationally, while maintaining the personal service that has defined the company for generations.



John Moyer Jr., Jason Moyer, Travis Moyer and Dan Cumberland Jr.

> We were so renowned for moving that we had to let people know we did more."

While continuing to lead in moving and storage, John, Jason and Dee recognized an opportunity to simplify the entire transition from one home to another.

Today, Moyer offers five interconnected services designed to support homeowners and the real estate professionals guiding them.

Four Services, One Trusted Partner

Moving & Storage: The foundation of Moyer's reputation remains its award-winning moving and storage services. From local relocations to international moves, its experienced, background-checked team delivers the professionalism and reliability clients expect. Complementing these services, Moyer offers flexible storage solutions for clients navigating life's transitions, whether they need temporary storage between homes or a place to hold newly purchased furnishings.

Move Management: Originally developed to assist seniors transitioning into smaller homes or retirement communities, move management now serves anyone needing additional support. Trained professionals help homeowners sort decades of belongings, coordinate donations, auctions and disposal, organize packing and prepare for their next chapter. The service addresses both the physical and emotional challenges of moving.

Interior Design: Moyer's interior design professionals help homeowners maximize their existing spaces, whether preparing a property for sale or planning a new home. Services include furniture placement, floor plans and complete design solutions. Clients can even purchase new furnishings, store them with Moyer and have everything delivered and arranged when they're ready.

Home Wellness: One of the company's newest offerings provides professional



organization and home improvement services. Licensed contractor Travis Moyer, with 20 years of experience, helps homeowners tackle everything from painting and repairs to kitchen and bathroom renovations. Services can prepare a property for listing, address inspection items or transform a new home before move-in.

Together, these services create an experience extending far beyond transporting belongings.

Imagine walking into a new home with furniture positioned, artwork hung, televisions mounted, internet connected and beds made. Every detail has been handled, allowing homeowners to begin enjoying their new space immediately.

A Stronger Partner for Realtors

For real estate professionals, Moyer's expanded services offer an advantage: one trusted relationship that can address multiple client needs throughout the buying and selling process.

Rather than navigating separate providers for moving, organization, design and home improvements, Realtors can connect clients with Moyer for personalized solutions tailored to their needs and budgets.

A Baltimore Real Producers partner for approximately eight years, Moyer understands that meaningful partnerships extend beyond referrals.

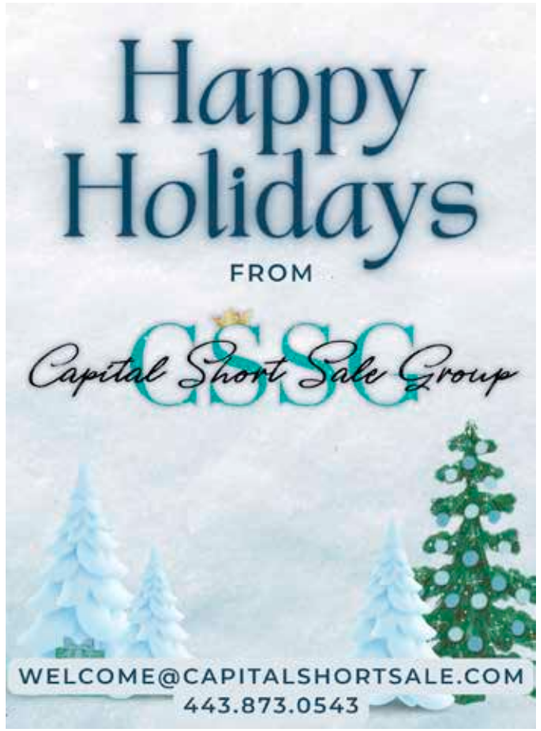
"The Baltimore Real Producers for us means opportunity. It means relationships," Dan shared. "We're here to help these Realtors even if they don't use us for moving."

For John, Jason and Dee, the future of Moyer isn't about leaving the past behind. It's about building upon 57 years of excellence while creating new ways to serve the communities that helped the family business thrive.

Moyer may have a new name and expanded services, but its greatest commitment remains unchanged: taking care of people, every step of the way.









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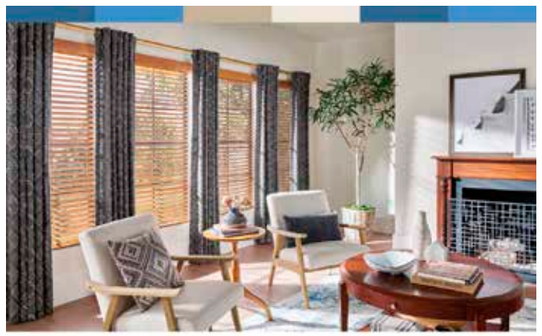
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Your AI Advantage

BY STEVEN PAUL NEVILLE OF MPOWER



Your Sphere Lives on Facebook & Instagram. Meta Just Gave You an Assistant That Lives There Too.

Every AI tool is locked out of Facebook and Instagram. Meta just changed that. On September 8 it released Muse, its own AI assistant, and a business version followed September 29. It connects to your Facebook, Instagram and Threads accounts automatically. It reads your friends' posts (including Reels!), groups, events, Instagram messages, Page stats and ad account. Nothing posts, sends or spends until you tap approve and it's free for most uses.

Your sphere does not live in your CRM. It lives on Facebook and Instagram.

This Month's Tip: Let It Work Your Sphere Every Morning

Give it one standing job. Every morning, list the friends and followers with a birthday today and anyone who posted a new job, a baby, an engagement or a move. Draft a short personal note to each in your voice that mentions the post. Read them over coffee, approve the good ones, and they go out through Messenger or Instagram. Ten minutes. Your people hear from you on the days that matter. Add last year's closings and you have a home-anniversary program too.

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- **Your groups:** Watch your local groups for anyone asking for an agent, a neighborhood opinion or a moving date, and draft your reply.
- **Your competitors:** Read local agents' pages, pull the questions their followers ask in the comments, and hand you a month of post ideas nobody answered, plus a look at their ads in the Ad Library.
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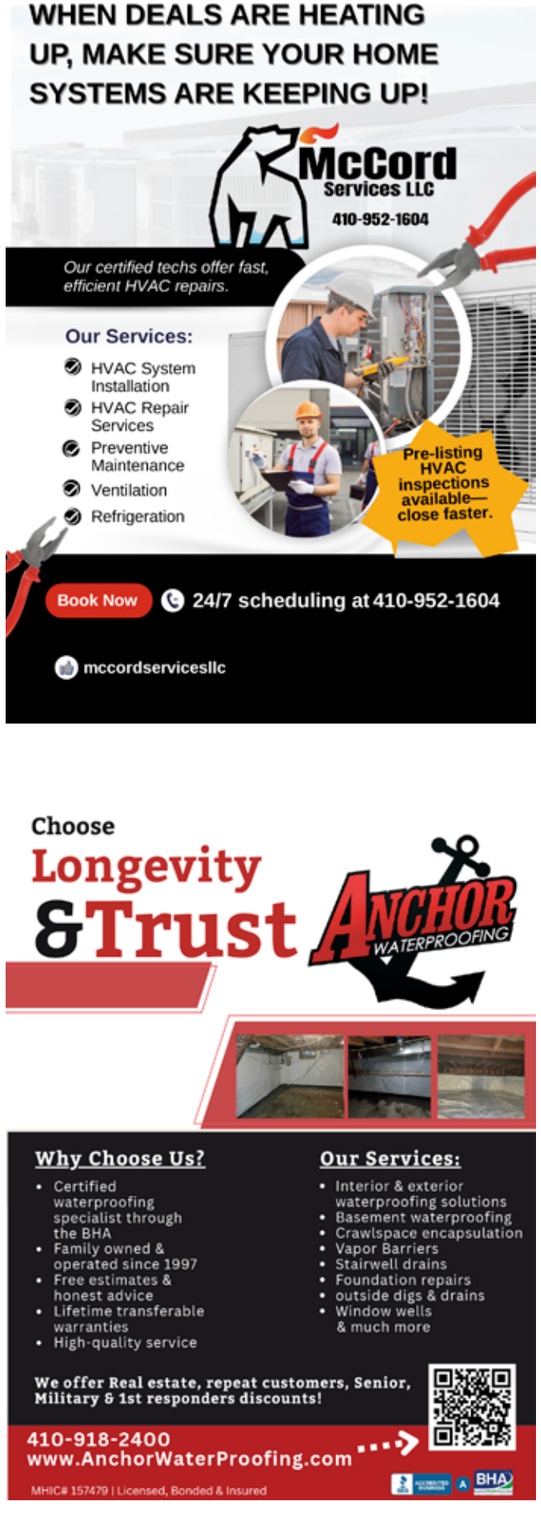
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Steven Paul Neville



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





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ONE HANDSHAKE, ENDLESS POSSIBILITIES

BY JOSEPH COTTLE, PHOTOS BY DAVID STUCK

SEAN MALLONEE OF SM MECHANICAL

Sean Mallonee walked up to Lee Tessier at a Real Producers event and mentioned they had a mutual friend. That was three years ago. Since then, Lee has hired Sean's company, SM Mechanical, put him on the Lee Tessier Team's vendor list, and sold Sean the land for his forever home.

SM Mechanical handles plumbing, HVAC, electrical, and home performance work. Lee leads the real estate team that has ranked number one in Harford County since 2011, selling about 400 homes a year across Harford, Baltimore, and the surrounding areas. Sean has been a Real Producers partner for about three years, and he wants business owners to understand that Real Producers makes a real difference to his bottom line.

Lee didn't hand out his trust on the first handshake. He owns a number of rental properties, so he tried Sean's company on his own first. "That's what I always do before I refer to any client," Lee says. After a few jobs, SM Mechanical joined the team's vendor list and now takes care of clients and of the properties managed by Lee's property management company.

The relationship runs both directions. When Sean decided to build a new home, he called Lee when he found a prime piece of property he wanted and was able to secure the deal with help from having a good relationship with the selling agent. The house is nearly finished now, and Sean calls it his forever home.

Finding a meaningful relationship has been key for Sean—"It's a lot easier to be

your friend when you're good at your job," Sean says. "It's one of those hand-in-hand things."

Lee has met Sean's wife and kids, and Sean knows Lee's wife and daughter. They share a love of golf and travel, trading recommendations on places to go. Lee recently hosted his charity foundation golf tournament, and Sean was among those who joined. Their schedules haven't lined up for a longer trip yet, but the invitation is standing.

Both men have a reputation to protect, and each sees the other's as part of his own. SM Mechanical has been named Baltimore's Best three years in a row, and Sean just learned that the company had won Harford's Best again for the third time. "When you have two top businesses working together in their respective fields, it's going to be a recipe for success," he says.

Lee puts the draw more simply. "It's exploring more in life with more like-minded people."

They also have a message for anyone who attends a Real Producers event. Lee, who has been around long enough to watch newer agents or partners move from person to person, says to slow down. "I don't need to meet 50 people there. I just need to meet a couple and have good relationships."

He adds, "Be comfortable being uncomfortable."

That advice matters more with where the economy is headed. "You're definitely feeling the slowing," Lee notes. "If you didn't prepare for it, now is the time to get moving. When's the best time to plant a tree? Twenty years ago. When's the next best? Today."

Sean has seen both sides of this in his own trade as well, where the phones ring nonstop for every company during the busy air conditioning season, but can go quiet in the shoulder seasons. Finding ways to stay busy when others are slow begs the question of "Where do you get all your work from?" that comes from his competitors. Sean emphasizes two not-so-simple answers: "You fall to your highest level of preparation and it comes from years of relationships, built one at a time."

It also doesn't hurt for two successful business owners to collaborate to share the ideas and formula that got them there.



Sean Mallonee and Lee Tessier

"YOU FALL TO YOUR HIGHEST LEVEL OF PREPARATION AND IT COMES FROM YEARS OF RELATIONSHIPS, BUILT ONE AT A TIME."










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BRP MASTERMIND:
Become the Obvious Choice

BY HANNAH BENSON, PHOTOS BY YRN PHOTOGRAPHY



"Sell Yourself" Challenge Winners - Team Water Dogs







Over 100 of Central MD's top agents and Preferred Partners joined us on October 7th at Ten Oaks Ballroom for our latest *Baltimore Real Producers* Mastermind, *Become the Obvious Choice*, led by brand strategist and storytelling expert Krista Demcher.

The focus of the day was simple: in a world where AI has made it easier than ever to create content, the businesses that stand out aren't necessarily the ones with the loudest marketing - they're the ones people trust. And trust starts with being able to clearly communicate who you are, what you do, and why you do it.

This wasn't your typical sit-and-listen presentation. Krista had everyone participating through group discussions, exercises, and activities that helped attendees identify what makes them different and put language around the value they bring to clients. The goal was to leave with practical messaging they could use in listing appointments, networking conversations, presentations, social media, and beyond.

The final exercise of the day was the "Sell Yourself" challenge. Everyone broke into small groups, chose one person to represent their team, and worked together to help that person tell their story using the frameworks Krista had shared.

What stood out during this challenge was the vulnerability in the room. Sharing your story isn't always easy, but people leaned in - stepping outside their comfort zones, opening up and encouraging each other along the way. It also gave everyone a chance to get to know each other on a much deeper level than they typically do, which made the experience that much more meaningful.

We're grateful for the courage people brought to the process. And huge congratulations to team **Water Dogs** for the win!

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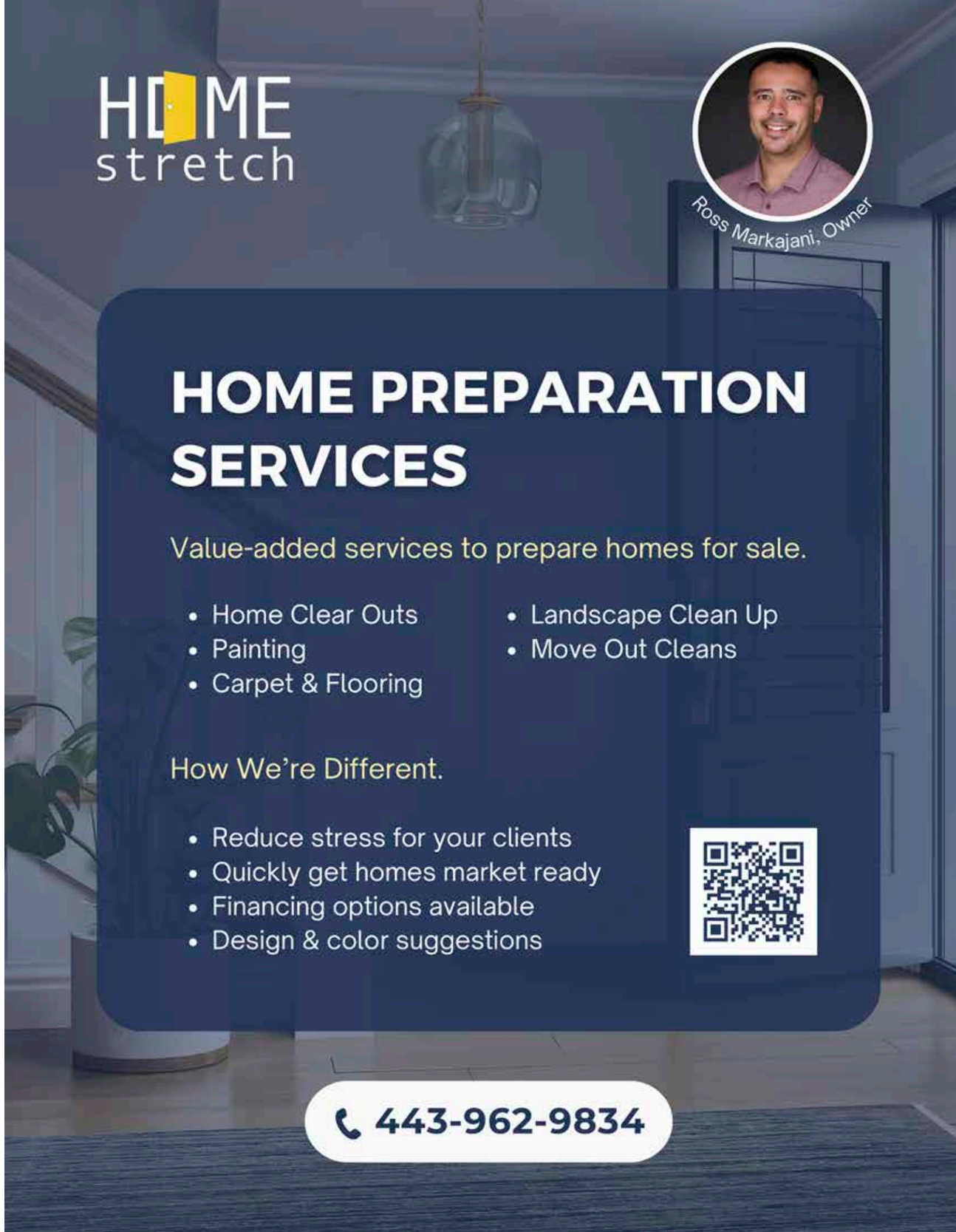
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Brian Pakulla

BY PAT RIPPEY • PHOTOS BY ROY COX

Persistence Pays Off

For Brian Pakulla of Red Cedar Real Estate, all signs pointed to a career as an agent and top producer. Both parents were in the business; dad was an agent and franchise owner, mom was an office manager, and together they owned a real estate company in Columbia in the 70's. After his older brother Eric became an agent, Brian—21 years old and fresh out of the University of Maryland with a degree in Marketing—soon followed suit. Two of his sisters would also go into real estate. Now 27 years in, Brian has worked over 3,000 transactions and puts his sales volume over $1.15 billion ("but who's counting?" he adds glibly). Not surprisingly, he's ranked in the top 1% of Realtors nationally.

Finding the Balance

Brian credits his strong, independent mom, Sue Pakulla, for raising him and his three siblings, providing a foundation that included a solid work ethic and commitment to family. Keenly aware of how hard his father worked, Brian was determined to find a balance that allowed consistent quality time with his loved ones. Now with a family of his own (wife Shannon, 20-year-old son Chase, and 17-year-old daughters Reagan and Katie), he feels he's made good on that commitment. They travel together 1-2 months out of the year, enjoying ski trips and extended vacations (this past year included France and Spain). Though the trips aren't entirely work-free, Brian finds a way to blend business with pleasure. "It can be done," he insists, adding that your work balance should reflect who you are as a person. "I'm a real estate agent, and I'm a father, and I'm a husband."

While in college, Brian learned the basics of sales working for Student Painters with Eric. The job provided all the essential building blocks: how to talk to people, be organized, and manage a business. When he went to work at his father Gary's real estate franchise, Brian says it wasn't like it is today—there was no team concept or training program; you were treated like any other agent. Brian recalls, "It was more like 'watch us, learn from us, and go do it. Good luck.'"

Brian says working with his dad taught him how to work hard, put the client first, and always be honest. The key to his ultimate success may be in his favorite word: persistence. He takes to heart the quote on the subject by President Calvin Coolidge: *Nothing in this world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent.*

> "If you want to be successful, you have to work hard at it. **It's as simple as that."**

Brian talks openly about his move from the real estate franchise model to co-ownership with Red Cedar after 26 years. "I did it, number one, for financial reasons," he says. "I work hard. So why not make more money for myself?" He was reluctant to go with an independent company, but says it quickly paid off in terms of lowering his overhead, joking that the only thing he left behind was the logo. He admits he couldn't have done it without his loyal

team who made the move with him; in fact, two of his assistants have been with him over 20 years. He also praises the other co-owners, Peter Boscas and Joe Bird, who he says are tech savvy and forward thinking. They are interested in recruiting like-minded agents who care for their clients and fellow realtors. According to Brian, Red Cedar is a no-nonsense work environment offering low fees, superior technology, and strong producing leaders.

Two Steps Ahead

Brian says that ups and downs in the real estate business are minimal compared to the curve balls life has thrown his way, and work has always provided him stability during periods of family tragedy and hardship. "Stability is kind of like my shtick," he reflects, adding that the constancy of hard work has allowed him to push through in difficult times. And as much as he's all in for technology, he believes that the real estate agent is here to stay, because people need representation and advocacy. "At the end of the day, the same core principles apply," he maintains. "The customer wants you to guide them through it. They want somebody they can trust and care for them and advocate for them." He tells his clients, "I'm your agent. That's what the name is. I represent you. I'm you." His stellar client reviews reflect his commitment, including positive remarks about his innovative strategies, responsiveness, and market knowledge; one glowing review noted that Brian is always "two steps ahead."

He may have little down time, but Brian's Sundays are dedicated to football. He has nine TVs in the basement and watches multiple games in support of his fantasy football obsession. He's been in some high stakes leagues and has even been a guest on radio shows, admitting to being "a little nuts about it." It seems that whatever he puts his mind to, he's in one hundred percent.

Brian has good advice for young agents. His dad told him to put away 10% of his income for the future, and Brian says he'd be even more conservative. He also invests separately or adjacent to real estate, financially moving horizontally instead of just vertically. He also advocates embracing technology, and using it to your advantage. But ultimately, success comes down to hard work. "If you want to be successful, you have to work hard at it," Brian says. "It's as simple as that."



Peter Boscas, Kristin Ostlie, Joe Bird, Leah Mason, Hollie Pakulla, Brian Pakulla, Gayle Soriano, Ryan Douglas, Stephanie Ridgely, Jen Scicchitano, and Lauren Teal

Peter Boscas, Brian Pakulla, and Joe Bird


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Individual MLS ID **Closed date from Jan. 1 to Oct 31, 2026**

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
1	Justin K Wood	D.R. Horton Realty of Virginia, LLC	533	$245,644,607
2	Robert J Chew	Samson Properties	435	$251,183,304
3	Joseph A Petrone	Monument Sotheby's International Realty	340	$243,678,012
4	Robert J Lucido	Keller Williams Lucido Agency	224	$176,593,334
5	Adam M Shpritz	Ashland Auction Group LLC	212.5	$13,742,223
6	Shawn M Evans	Monument Sotheby's International Realty	205	$189,081,174
7	Lee M Shpritz	Ashland Auction Group LLC	197	$12,095,888
8	Heather M. Richardson	NVR, INC.	188	$88,233,532
9	Gina L White	Coldwell Banker Realty	155.5	$74,190,213
10	Nickolaus B Waldner	Keller Williams Realty Centre	145.5	$77,418,504
11	Gina M Gargeu	Century 21 Downtown	130	$21,205,703
12	Lee R. Tessier	EXP Realty, LLC	123.5	$53,311,838
13	Daniel B Register IV	Northrop Realty	113	$17,540,058
14	Charlotte Savoy	The KW Collective	107	$58,634,445
15	Mary Anne Kowalewski	KOVO Realty	100	$49,727,232
16	Jeremy Michael McDonough	Mr. Lister Realty	94.5	$44,428,097
17	Laura M Snyder	American Premier Realty, LLC	93.5	$47,548,126
18	Bradley R Kappel	TTR Sotheby's International Realty	92.5	$169,304,233
19	Creig E Northrop III	Northrop Realty	91	$98,623,229
20	Matthew D Rhine	Keller Williams Legacy	90.5	$42,133,069
21	Jeannette A Westcott	Keller Williams Realty Centre	90	$52,345,600
22	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	86.5	$34,370,465
23	Kimberly A Lally	EXP Realty, LLC	85	$41,698,905
24	David Orso	Berkshire Hathaway HomeServices PenFed Realty	84.5	$96,130,663
25	Daniel McGhee	Homeowners Real Estate	84.5	$33,373,726
26	Sunna Ahmad	Cummings & Co. Realtors	80	$64,955,395
27	Un H McAdory	Realty 1 Maryland, LLC	78.5	$52,160,175
28	Nancy A Hulsman	Coldwell Banker Realty	72.5	$37,070,090
29	Anthony M Friedman	Northrop Realty	70.5	$63,576,940
30	Veronica A Sniscak	Compass	67.5	$43,122,900
31	Kim Barton	Keller Williams Legacy	65.5	$25,777,375
32	Tracy J. Lucido	Keller Williams Lucido Agency	65	$62,250,401
33	Timothy Langhauser	Compass Home Group, LLC	65	$33,991,267
34	Brendan Butler	Cummings & Co. Realtors	65	$27,584,104
35	Kelly Schuit	Kelly and Co Realty, LLC	64	$35,560,250
36	Sam Gupta	FAB Realty LLC	64	$33,339,090
37	Robert A Commodari	EXP Realty, LLC	63	$27,362,183
38	Tony Migliaccio	Long & Foster Real Estate, Inc.	62	$32,182,567
39	James T Weiskerger	Next Step Realty	61.5	$43,926,797
40	Benjamin J Garner	Cummings & Co. Realtors	58.5	$20,542,981
41	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	56	$22,882,107
42	Wendy Slaughter	Samson Properties	55	$35,700,794
43	Bryan G Schafer	Compass	54	$26,316,498
44	Jessica L Young-Stewart	RE/MAX Executive	54	$25,094,580
45	Brian D Saver	Long & Foster Real Estate, Inc.	53.5	$57,687,000
46	Joseph S Bird	Red Cedar Real Estate, LLC	53.5	$27,122,273
47	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	53	$47,096,025
48	Barry Hess	Keller Williams Flagship	53	$21,903,205
49	Keiry Martinez	ExecuHome Realty	53	$13,418,240
50	Donald L Beecher	Redfin Corp	52	$18,789,199

Disclaimer: Statistics are derived from closed sales data. Data pulled on November 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 UNITS

Individual MLS ID **Closed date from Jan. 1 to Oct 31, 2026**

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
51	Bob Simon	Long & Foster Real Estate, Inc.	52	$8,819,850
52	Jim Bim	Winning Edge	51	$25,138,578
53	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	51	$14,637,930
54	Jessica Sauls	The KW Collective	50.5	$24,986,300
55	Ryan Briggs	Anne Arundel Properties, Inc.	50	$28,776,700
56	Mark Richa	Cummings & Co. Realtors	50	$27,740,813
57	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	49.5	$24,353,297
58	Adam Chubbuck	Douglas Realty, LLC	49	$22,280,488
59	Joshua Shapiro	Douglas Realty, LLC	48.5	$26,951,549
60	Mark C Ruby	RE/MAX Advantage Realty	48	$25,642,109
61	Joe L Smith III	Next Step Realty	47.5	$34,405,200
62	Sergey A Taksis	Samson Properties	47.5	$22,438,805
63	Gylian Peter Page	Hyatt & Company Real Estate, LLC	47.5	$16,306,350
64	Adam Dietrich	NVR, INC.	47	$20,402,875
65	Yevgeny Drubetskoy	EXP Realty, LLC	47	$17,476,350
66	Michael J Schiff	EXP Realty, LLC	46.5	$21,055,550
67	Bob A Mikelskas	Rosario Realty	46	$21,466,250
68	Gavriel Khoshkheraman	Pickwick Realty	46	$10,718,500
69	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	46	$10,079,152
70	Lisa E Kittleman	The KW Collective	45.5	$33,364,738
71	Tyler Ell	Keller Williams Realty Centre	45	$23,375,404
72	Bethanie M Fincato	Cummings & Co. Realtors	45	$19,944,190
73	Mark A. Ritter	Douglas Realty, LLC	45	$16,319,644
74	Trent C Gladstone	The KW Collective	44.5	$28,252,390
75	Michael Myslinski	Kelly and Co Realty, LLC	44.5	$22,109,750
76	Peter Boscas	Red Cedar Real Estate, LLC	44	$27,412,995
77	Blair Kennedy	Berkshire Hathaway HomeServices PenFed Realty	43.5	$34,622,243
78	Ricky Cantore III	RE/MAX Advantage Realty	43	$31,175,510
79	cory andrew willems	Keller Williams Gateway LLC	43	$13,960,400
80	Anne Marie Balcerzak	AB & Co Realtors, Inc.	42.5	$31,768,500
81	Francis R Mudd III	Schwartz Realty, Inc.	42	$22,961,635
82	Colleen M Smith	EXP Realty, LLC	41.5	$49,161,417
83	James H Stephens	EXP Realty, LLC	41.5	$16,002,650
84	Jon P. Leary	Cummings & Co. Realtors	41.5	$9,194,801
85	Daniel Borowy	Redfin Corp	41	$22,280,904
86	Bill Franklin	Long & Foster Real Estate, Inc.	41	$20,880,000
87	Liz A. Ancel	Cummings & Co. Realtors	41	$16,612,700
88	Elliot Mitchell	Corner House Realty	41	$14,566,899
89	Peter J Klebenow	RE/MAX Advantage Realty	41	$10,355,440
90	Pamela A Terry	EXP Realty, LLC	41	$7,114,000
91	Greg M Kinnear	RE/MAX Advantage Realty	40.5	$30,215,895
92	Jeremy S Walsh	Coldwell Banker Realty	40.5	$28,782,575
93	Sayed Ali Haghgoo	EXP Realty, LLC	40.5	$17,860,200
94	Ellie Mcintire	The KW Collective	40	$21,885,800
95	Jessica DuLaney	Next Step Realty	40	$21,758,300
96	Teal Clise	EXP Realty, LLC	40	$18,883,654
97	Melissa Karcewski	D.R. Horton Realty of Pennsylvania	40	$16,968,219
98	John C Kantorski Jr.	Cummings & Co. Realtors	40	$16,951,424
99	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	39	$23,675,576
100	Steven C Paxton	Keller Williams Gateway LLC	39	$15,625,250

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID **Closed date from Jan. 1 to Oct 31, 2026**

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
101	Christine M Leonard	Redfin Corp	38.5	$21,842,625
102	Allen J Stanton	RE/MAX Executive	38.5	$19,367,099
103	Nicholas W Bogardus	Compass	38.5	$16,799,200
104	Michael Frank	EXP Realty, LLC	38.5	$14,273,461
105	Karen L Harms	Cummings & Co. Realtors	38.5	$14,104,190
106	Robert M Carter Jr.	Douglas Realty, LLC	38	$23,730,340
107	Missy A Aldave	Northrop Realty	37.5	$18,714,829
108	Heidi S Krauss	Krauss Real Property Brokerage	37	$49,581,325
109	Brian Pakulla	Red Cedar Real Estate, LLC	37	$24,682,943
110	Samuel P Bruck	Northrop Realty	37	$20,118,475
111	Jessica H Dailey	Compass	37	$18,262,284
112	Robert P. Frey	Hyatt & Company Real Estate LLC	37	$16,398,000
113	Chelsea Rae Johnston	D.R. Horton Realty of Pennsylvania	37	$14,082,669
114	Jennifer A Bayne	Long & Foster Real Estate, Inc.	36.5	$16,400,900
115	Vincent Principe	Keller Williams Flagship	36.5	$15,771,998
116	Robert A Kinnear	RE/MAX Advantage Realty	36	$26,289,307
117	Zugell Jamison	Cummings & Co. Realtors	36	$19,609,100
118	Donna L Reichert	Keller Williams Flagship	36	$18,673,190
119	Amy Shertzer	American Premier Realty, LLC	36	$18,444,024
120	Krissy Doherty	Northrop Realty	36	$16,172,279
121	Mitchell J Toland Jr.	Redfin Corp	36	$14,682,755
122	Zachary M. Pencarski	Redfin Corp	36	$14,139,798
123	Elisheva Ashman	Pickwick Realty	35.5	$20,224,500
124	Nicki Palermo	RE/MAX One	35.5	$18,784,238
125	Derek Blazer	Cummings & Co. Realtors	35.5	$16,139,800
126	Eric J Figurelle	Cummings & Co. Realtors	35.5	$15,725,730
127	William W Magruder	Long & Foster Real Estate, Inc.	35.5	$14,147,618
128	Tony Zowd	Coldwell Banker Realty	35	$17,268,937
129	Kimberly R Letschin	Long & Foster Real Estate, Inc.	35	$15,946,593
130	Sandra E Echenique	Samson Properties	35	$8,667,110
131	Marni B Sacks	Northrop Realty	34.5	$21,364,250
132	James J Rupert	Douglas Realty, LLC	34.5	$17,489,151
133	Heather A Schafer Adkins	Long & Foster Real Estate, Inc.	34.5	$17,261,499
134	Grant Bim	Winning Edge	34.5	$16,709,604
135	Robert D Kaetzel	Real Estate Professionals, Inc.	34.5	$9,396,075
136	Jory Frankle	Northrop Realty	34	$20,847,820
137	John Maranto	Cummings & Co. Realtors	34	$16,099,810
138	Andrew D Schweigman	Douglas Realty, LLC	34	$15,110,440
139	Stephanie A Myers	Long & Foster Real Estate, Inc.	34	$14,621,900
140	Gabriel M Dutton	Keller Williams Gateway LLC	34	$12,596,390
141	Shannon Smith	Cummings & Co. Realtors	33.5	$16,633,500
142	Louis Chirgott	Core Maryland Real Estate LLC	33.5	$13,900,109
143	Nancy Gowan	Real Broker, LLC	33	$20,313,613
144	Megan Manzari	Cummings & Co. Realtors	33	$14,159,000
145	Jenn Schneider	Neighborhood Assistance Corporation of America	33	$12,086,930
146	Erica K Baker	TTR Sotheby's International Realty	32.5	$22,348,000
147	F. Aidan Surlis	RE/MAX Leading Edge	32.5	$22,039,160
148	Corey N Campbell	EXP Realty, LLC	32.5	$13,490,650
149	Jason W Perlow	Monument Sotheby's International Realty	32	$34,700,500
150	Carlos A Espinoza	Jason Mitchell Group	32	$15,704,950

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID **Closed date from Jan. 1 to Oct 31, 2026**

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
1	Robert J Chew	Samson Properties	435	$251,183,304
2	Justin K Wood	D.R. Horton Realty of Virginia, LLC	533	$245,644,607
3	Joseph A Petrone	Monument Sotheby's International Realty	340	$243,678,012
4	Shawn M Evans	Monument Sotheby's International Realty	205	$189,081,174
5	Robert J Lucido	Keller Williams Lucido Agency	224	$176,593,334
6	Bradley R Kappel	TTR Sotheby's International Realty	92.5	$169,304,233
7	Creig E Northrop III	Northrop Realty	91	$98,623,229
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	84.5	$96,130,663
9	Heather M. Richardson	NVR, INC.	188	$88,233,532
10	Nickolaus B Waldner	Keller Williams Realty Centre	145.5	$77,418,504
11	Gina L White	Coldwell Banker Realty	155.5	$74,190,213
12	Sunna Ahmad	Cummings & Co. Realtors	80	$64,955,395
13	Anthony M Friedman	Northrop Realty	70.5	$63,576,940
14	Tracy J. Lucido	Keller Williams Lucido Agency	65	$62,250,401
15	Charlotte Savoy	The KW Collective	107	$58,634,445
16	Brian D Saver	Long & Foster Real Estate, Inc.	53.5	$57,687,000
17	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	28	$57,040,488
18	Lee R. Tessier	EXP Realty, LLC	123.5	$53,311,838
19	Jeannette A Westcott	Keller Williams Realty Centre	90	$52,345,600
20	Un H McAdory	Realty 1 Maryland, LLC	78.5	$52,160,175
21	Mary Anne Kowalewski	KOVO Realty	100	$49,727,232
22	Heidi S Krauss	Krauss Real Property Brokerage	37	$49,581,325
23	Colleen M Smith	EXP Realty, LLC	41.5	$49,161,417
24	Joseph Bray	TTR Sotheby's International Realty	20	$48,737,238
25	Laura M Snyder	American Premier Realty, LLC	93.5	$47,548,126
26	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	53	$47,096,025
27	Georgeann A Berkinshaw	Coldwell Banker Realty	21	$45,906,755
28	Jeremy Michael McDonough	Mr. Lister Realty	94.5	$44,428,097
29	James T Weiskerger	Next Step Realty	61.5	$43,926,797
30	Elizabeth C Dooner	Coldwell Banker Realty	29	$43,891,016
31	Veronica A Sniscak	Compass	67.5	$43,122,900
32	Matthew D Rhine	Keller Williams Legacy	90.5	$42,133,069
33	Kimberly A Lally	EXP Realty, LLC	85	$41,698,905
34	Nancy A Hulsman	Coldwell Banker Realty	72.5	$37,070,090
35	Reid Buckley	Long & Foster Real Estate, Inc.	23	$35,954,500
36	Wendy Slaughter	Samson Properties	55	$35,700,794
37	Kelly Schuit	Kelly and Co Realty, LLC	64	$35,560,250
38	Jason W Perlow	Monument Sotheby's International Realty	32	$34,700,500
39	Blair Kennedy	Berkshire Hathaway HomeServices PenFed Realty	43.5	$34,622,243
40	Joe L Smith III	Next Step Realty	47.5	$34,405,200
41	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	86.5	$34,370,465
42	Timothy Langhauser	Compass Home Group, LLC	65	$33,991,267
43	Daniel McGhee	Homeowners Real Estate	84.5	$33,373,726
44	Lisa E Kittleman	The KW Collective	45.5	$33,364,738
45	Sam Gupta	FAB Realty LLC	64	$33,339,090
46	Tony Migliaccio	Long & Foster Real Estate, Inc.	62	$32,182,567
47	Anne Marie Balcerzak	AB & Co Realtors, Inc.	42.5	$31,768,500
48	Ricky Cantore III	RE/MAX Advantage Realty	43	$31,175,510
49	Sarah E Kanne	Gibson Island Real Estate INC	9	$30,575,000
50	Greg M Kinnear	RE/MAX Advantage Realty	40.5	$30,215,895

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID **Closed date from Jan. 1 to Oct 31, 2026**

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RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
51	Jeremy S Walsh	Coldwell Banker Realty	40.5	$28,782,575
52	Ryan Briggs	Anne Arundel Properties, Inc.	50	$28,776,700
53	Trent C Gladstone	The KW Collective	44.5	$28,252,390
54	Mark Richa	Cummings & Co. Realtors	50	$27,740,813
55	Brendan Butler	Cummings & Co. Realtors	65	$27,584,104
56	Peter Boscas	Red Cedar Real Estate, LLC	44	$27,412,995
57	Robert A Commodari	EXP Realty, LLC	63	$27,362,183
58	Dee Dee R McCracken	Coldwell Banker Realty	27	$27,305,280
59	Joseph S Bird	Red Cedar Real Estate, LLC	53.5	$27,122,273
60	Joshua Shapiro	Douglas Realty, LLC	48.5	$26,951,549
61	Bryan G Schafer	Compass	54	$26,316,498
62	Robert A Kinnear	RE/MAX Advantage Realty	36	$26,289,307
63	Kim Barton	Keller Williams Legacy	65.5	$25,777,375
64	Mark C Ruby	RE/MAX Advantage Realty	48	$25,642,109
65	Joanna M Dalton	Coldwell Banker Realty	23	$25,588,000
66	Jim Bim	Winning Edge	51	$25,138,578
67	Jessica L Young-Stewart	RE/MAX Executive	54	$25,094,580
68	Jessica Sauls	The KW Collective	50.5	$24,986,300
69	Bryan K Bartlett	Compass	25.5	$24,795,879
70	Brian Pakulla	Red Cedar Real Estate, LLC	37	$24,682,943
71	Shawn Martin	Real Broker, LLC	29	$24,448,455
72	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	49.5	$24,353,297
73	Kristi C Neidhardt	Northrop Realty	28	$24,247,000
74	Jody E Buck	Cummings & Co. Realtors	31	$24,053,150
75	Robert M Carter Jr.	Douglas Realty, LLC	38	$23,730,340
76	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	39	$23,675,576
77	Tyler Ell	Keller Williams Realty Centre	45	$23,375,404
78	Michele Deckman	TTR Sotheby's International Realty	17.5	$23,070,002
79	Francis R Mudd III	Schwartz Realty, Inc.	42	$22,961,635
80	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	56	$22,882,107
81	Steve Allnutt	RE/MAX Advantage Realty	25.5	$22,661,671
82	Sergey A Taksis	Samson Properties	47.5	$22,438,805
83	Erica K Baker	TTR Sotheby's International Realty	32.5	$22,348,000
84	Daniel Borowy	Redfin Corp	41	$22,280,904
85	Adam Chubbuck	Douglas Realty, LLC	49	$22,280,488
86	Michael Myslinski	Kelly and Co Realty, LLC	44.5	$22,109,750
87	Jennifer Schaub	EXP Realty, LLC	25	$22,104,000
88	F. Aidan Surlis	RE/MAX Leading Edge	32.5	$22,039,160
89	Barry Hess	Keller Williams Flagship	53	$21,903,205
90	Ellie Mcintire	The KW Collective	40	$21,885,800
91	Christine M Leonard	Redfin Corp	38.5	$21,842,625
92	Jessica DuLaney	Next Step Realty	40	$21,758,300
93	Julie Singer	Northrop Realty	30.5	$21,702,000
94	Jeremy Batoff	Compass	21	$21,565,008
95	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	21	$21,564,628
96	Bob A Mikelskas	Rosario Realty	46	$21,466,250
97	Marni B Sacks	Northrop Realty	34.5	$21,364,250
98	Gina M Gargeu	Century 21 Downtown	130	$21,205,703
99	sandra K. Libby	Long & Foster Real Estate, Inc.	21.5	$21,186,302
100	Wendy T Oliver	Coldwell Banker Realty	25.5	$21,128,400

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID **Closed date from Jan. 1 to Oct 31, 2026**

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
101	Michael J Schiff	EXP Realty, LLC	46.5	$21,055,550
102	Bill Franklin	Long & Foster Real Estate, Inc.	41	$20,880,000
103	Jory Frankle	Northrop Realty	34	$20,847,820
104	Benjamin J Garner	Cummings & Co. Realtors	58.5	$20,542,981
105	Adam Dietrich	NVR, INC.	47	$20,402,875
106	Nancy Gowan	Real Broker, LLC	33	$20,313,613
107	Elisheva Ashman	Pickwick Realty	35.5	$20,224,500
108	Laura M. Ball	Cummings & Co. Realtors	30	$20,194,700
109	Samuel P Bruck	Northrop Realty	37	$20,118,475
110	Paul A Sudano	Monument Sotheby's International Realty	16.5	$20,003,750
111	Bethanie M Fincato	Cummings & Co. Realtors	45	$19,944,190
112	Zugell Jamison	Cummings & Co. Realtors	36	$19,609,100
113	John J Collins	Long & Foster Real Estate, Inc.	24	$19,578,890
114	Biana J Arentz	Coldwell Banker Realty	17.5	$19,575,750
115	Allen J Stanton	RE/MAX Executive	38.5	$19,367,099
116	Katelyn Moon	Realty 1 Maryland, LLC	28	$19,263,400
117	Suryasubrahmanya Kumar Reddi	Samson Properties	25	$19,210,180
118	Matthew P Wyble	Next Step Realty	28	$19,085,600
119	Christina J Palmer	Keller Williams Flagship	24	$19,062,547
120	Richard J Gloekler	RE/MAX Executive	27	$19,000,600
121	Melissa J Westerlund	Samson Properties	19.5	$18,998,900
122	Jennifer Holden	Compass	24.5	$18,908,799
123	Jason P Donovan	RE/MAX Leading Edge	27.5	$18,899,055
124	James M. Baldwin	Compass	28.5	$18,892,251
125	Teal Clise	EXP Realty, LLC	40	$18,883,654
126	Donald L Beecher	Redfin Corp	52	$18,789,199
127	Nicki Palermo	RE/MAX One	35.5	$18,784,238
128	Missy A Aldave	Northrop Realty	37.5	$18,714,829
129	Donna L Reichert	Keller Williams Flagship	36	$18,673,190
130	James P Schaecher	Keller Williams Flagship	28	$18,497,050
131	Amy Shertzer	American Premier Realty, LLC	36	$18,444,024
132	Cara S Kohler	Compass	25	$18,405,102
133	Jennifer C Reitz	Cummings & Co. Realtors	24.5	$18,279,000
134	Kathryn Liscinsky	Compass	22	$18,273,150
135	Jessica H Dailey	Compass	37	$18,262,284
136	Charlie Hatter	Monument Sotheby's International Realty	14	$18,204,000
137	Alex Clark	TTR Sotheby's International Realty	9.5	$18,201,519
138	Sarah E Garza	Compass	27	$18,051,800
139	Heather C Comstock	Cummings & Co. Realtors	31.5	$18,043,000
140	Nilou Jones	RE/MAX Leading Edge	28	$18,021,102
141	Shelly A German	Keller Williams Lucido Agency	21	$18,001,400
142	Sayed Ali Haghgoo	EXP Realty, LLC	40.5	$17,860,200
143	Gilbert E Poudrier Jr.	TTR Sotheby's International Realty	15	$17,628,500
144	Daniel B Register IV	Northrop Realty	113	$17,540,058
145	James J Rupert	Douglas Realty, LLC	34.5	$17,489,151
146	Yevgeny Drubetskoy	EXP Realty, LLC	47	$17,476,350
147	Caroline Paper	Next Step Realty	30	$17,386,327
148	Ryan Bandell	Keller Williams Realty Centre	30.5	$17,370,902
149	Stephanie M Maric	Long & Foster Real Estate, Inc.	26.5	$17,273,659
150	Tony Zowd	Coldwell Banker Realty	35	$17,268,937

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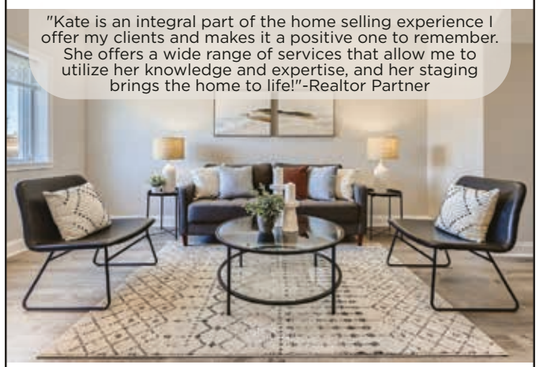
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