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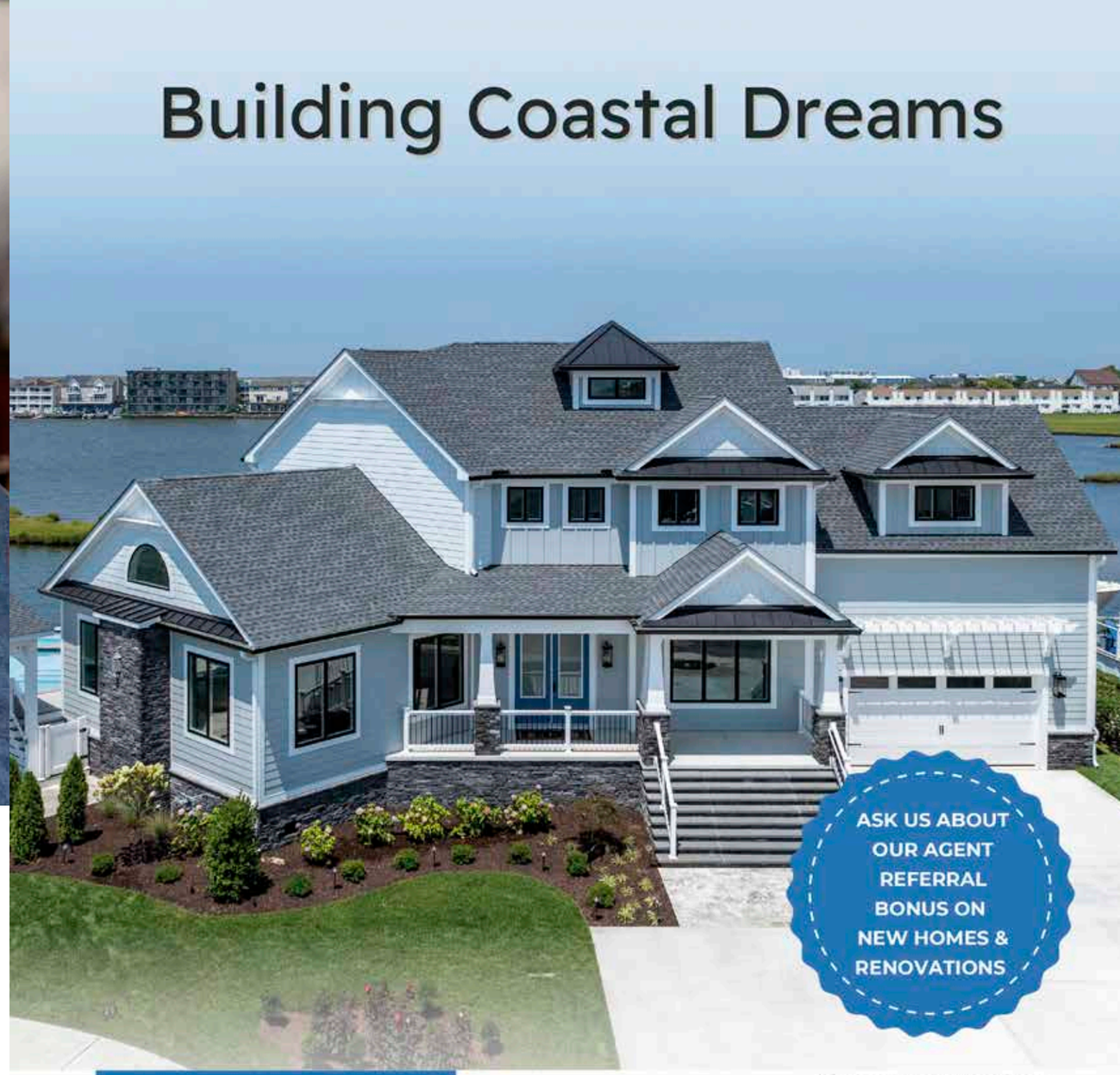
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The Other Side of Vulnerability

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.

Always,



Jill Franquelli
Editor-in-Chief
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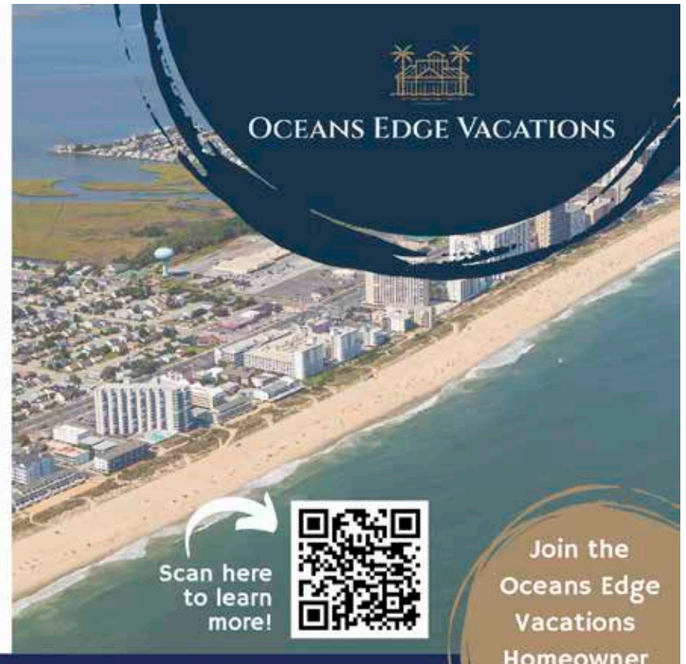
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Tamar Nazarian



Finding Her Way Home

BY JILL FRANQUELLI, PHOTOS BY TARA CALABRESE

For years, Tamar Nazarian moved through life at what she describes as “400 miles an hour.” Building businesses, closing real estate deals, and chasing opportunities became second nature. But after years of working tirelessly to create a successful career, Tamar has discovered something equally valuable: the beauty of slowing down and enjoying the life she’s built.

It’s a lesson that has also shaped how she approaches real estate.

Growing up in Potomac, Maryland, Tamar was surrounded by entrepreneurship. Her Armenian immigrant parents owned an ice cream shop, where she eagerly worked alongside her mother. She even remembers wanting to skip a middle school dance to work the Friday night register.

Her father, an engineer and developer, introduced her to another world. From water parks and nursing homes to residential communities, Tamar watched him turn blueprints into buildings.

“I always saw that, and I thought it was the coolest thing in the world,” she recalls.

But Tamar’s childhood was also marked by profound loss. Beginning in middle school, she lost her three brothers and her father. Those experiences forced her to develop resilience and problem-solving skills long before she entered the professional world.

“Every time you get knocked down, you feel like, how are you going to get back up?”

Her answer was to keep moving forward.

After earning her real estate license around 2015, Tamar began her career in Potomac MD before eventually making Ocean City her permanent home.

The move was especially meaningful. Her family had spent summers at their condominium on 35th Street, creating memories that remain among her most treasured. Returning to Ocean City offered both a fresh start and a connection to the people and experiences she loved most.

“This is what Ocean City is to me. It is the best memories of my life growing up.”

Tamar quickly recognized an opportunity in the coastal real estate market. Many buyers wanted vacation properties they could enjoy while also generating rental income. She immersed herself in that world, learning the intricacies of investment properties and vacation rentals.

Today, she’s co-owner of Beach House Vacations, managing more than 100 properties, and also operates JC Rentals, a beach equipment rental business.

Her residential real estate career has flourished alongside those ventures. One of her proudest accomplishments was achieving nearly $10 million in sales during her pregnancy, with business generated organically through relationships, referrals, and connections within the rental industry.

Yet for Tamar, success looks different today than it did a few years ago.

Now married and raising her young son, Johnny, she’s learning to balance her entrepreneurial ambitions with the quieter moments that bring her the greatest happiness.

“My son is my whole world,” she shares. “At this stage in my life, being present for him and giving him the time and attention he deserves is my greatest priority.”

When she’s not working, Tamar enjoys cooking, experimenting with new recipes, spending time on the water with her family, and creating warm, welcoming spaces where friends can gather.



That appreciation for home extends directly into her real estate philosophy.

Tamar doesn’t want clients to settle for a property simply to complete a transaction. She wants them to experience the same comfort, security, and peace she feels in her own home.

For her, finding the right home is about much more than square footage or closing dates. It’s about finding a place where life can unfold.

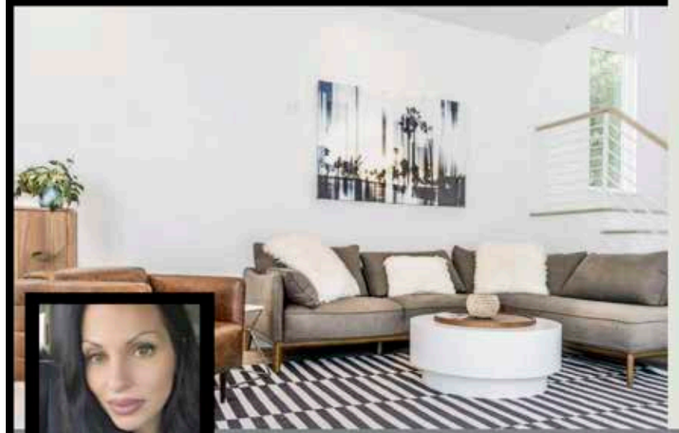
And while Tamar continues to grow her businesses, she’s increasingly focused on building a life that allows room for both professional fulfillment and personal happiness.

Looking back, she recognizes just how far she’s come.

“Our hardest chapters don’t have to define the rest of our story,” she says. “No matter what life throws your way, don’t give up. Keep fighting and find your systems. You might just surprise yourself with what you’re capable of.”

For Tamar, the greatest accomplishment isn’t simply everything she’s built. It’s finding her way to a life, a community, and a home where she truly belongs.

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Eka Suryadi Poling

of Coastal Maid Service

More Than a Clean Home

BY JILL FRANQUELLI, PHOTOS BY TARA CALABRESE



For Eka Suryadi Poling, the smallest details often say the most about how much someone cares. A perfectly made bed, neatly arranged pillows, or a freshly cleaned vacation rental ready to welcome its next guests might seem like simple things. But to Eka, they represent something much bigger: trust.

As the owner of Coastal Maid Service, Eka has spent more than a decade building a business rooted in hard work, honesty, and relationships. And while cleaning is the service she provides, taking care of people is what drives her.

"Coastal Maid Service is more than just a cleaning company," she explains. "It's a business built on hard work, honesty, dedication, and relationships."

Eka's determination began long before she became a business owner. Growing up in Indonesia, she learned to appreciate life's simple pleasures and never take opportunities for granted. When she immigrated to the United States, she brought those values with her, along with the belief that she could build something of her own.

The journey wasn't easy. Adapting to a different language, culture, and way of doing business presented challenges. There were setbacks, disappointments, and lessons learned through long days of hard work.

But Eka developed a philosophy that continues to guide her.

"You cannot control everything, but you can control how you respond to it," she says.

That mindset helped her build Coastal Maid Service and eventually expand her professional interests into real estate and property management.

Over the years, Eka has watched the cleaning industry evolve. Technology has changed how services are scheduled and managed, while vacation rental platforms have raised expectations for cleanliness and presentation.

For property owners, particularly those managing short-term rentals, every detail can influence a guest's experience and online review.

Eka understands those pressures firsthand as a vacation rental owner herself.

"I care about the property like it's my own," she says.

It's an approach that extends well beyond the cleaning itself. Eka and her business partner coordinate scheduling, communicate with clients, and oversee quality control. Eka frequently visits properties to prepare for cleanings or inspect completed work, checking everything from appliances to the arrangement of bedding and pillows.

She understands that each owner has preferences, and those preferences matter.

Equally important is the trust she's built with clients who may live hours away from their coastal properties.

Over the years, some have called asking her to check on their homes during the offseason. Rather than treating every request as another transaction, Eka has often been happy to help, sometimes asking only for gas money.

As the business has grown, she's developed systems and delegated responsibilities to ensure those same clients continue receiving dependable service.

"Everything is about relationships to me," she explains.

Building a reliable team has been one of her greatest challenges. Finding employees who share her commitment to quality, consistency, and customer service requires patience and strong leadership.

She also recognizes that growth means learning to trust others.

"I cannot be in all different places at the same time," she says.

For real estate professionals, that commitment translates into a dependable partner who understands the importance of preparing homes for listings, maintaining properties, and ensuring vacation rentals are ready for arriving guests.

Outside of work, Eka describes herself as a simple person who treasures time with her family. She and her husband have been together for more than a decade, and she is the mother of two sons.

Family dinners are especially important, with Sundays often reserved for spending time together. Whether sharing a meal, walking the boardwalk, or enjoying ice cream, Eka values the moments that bring everyone together.

She also enjoys traveling back to Indonesia, a place that will always remain part of who she is.

Despite her accomplishments, Eka is quick to acknowledge the sacrifices behind building a business.



Eka Suryadi Poling and Rutsamee Boom

"Sometimes people see the accomplishments, but don't see the struggles, sacrifices, and sleepless nights behind them," she shares.

Her hope is that her journey encourages other women and aspiring entrepreneurs to pursue their ambitions, even when the path ahead feels uncertain.

"You don't have to start with everything. You just have to start."

For Eka, success has never been about appearances or accolades. It's about showing up, keeping her word, caring for people, and continuing to move forward.

And after more than a decade in business, those values remain the foundation of everything she's building.









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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.

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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 posts:** Every Monday, rank last week's Instagram and Facebook posts and tell you why the top three worked and the bottom three died.
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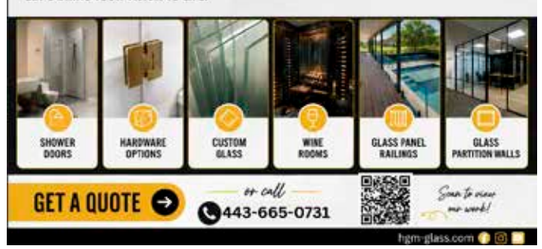
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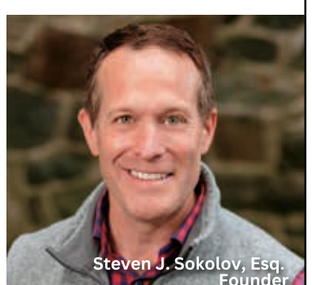
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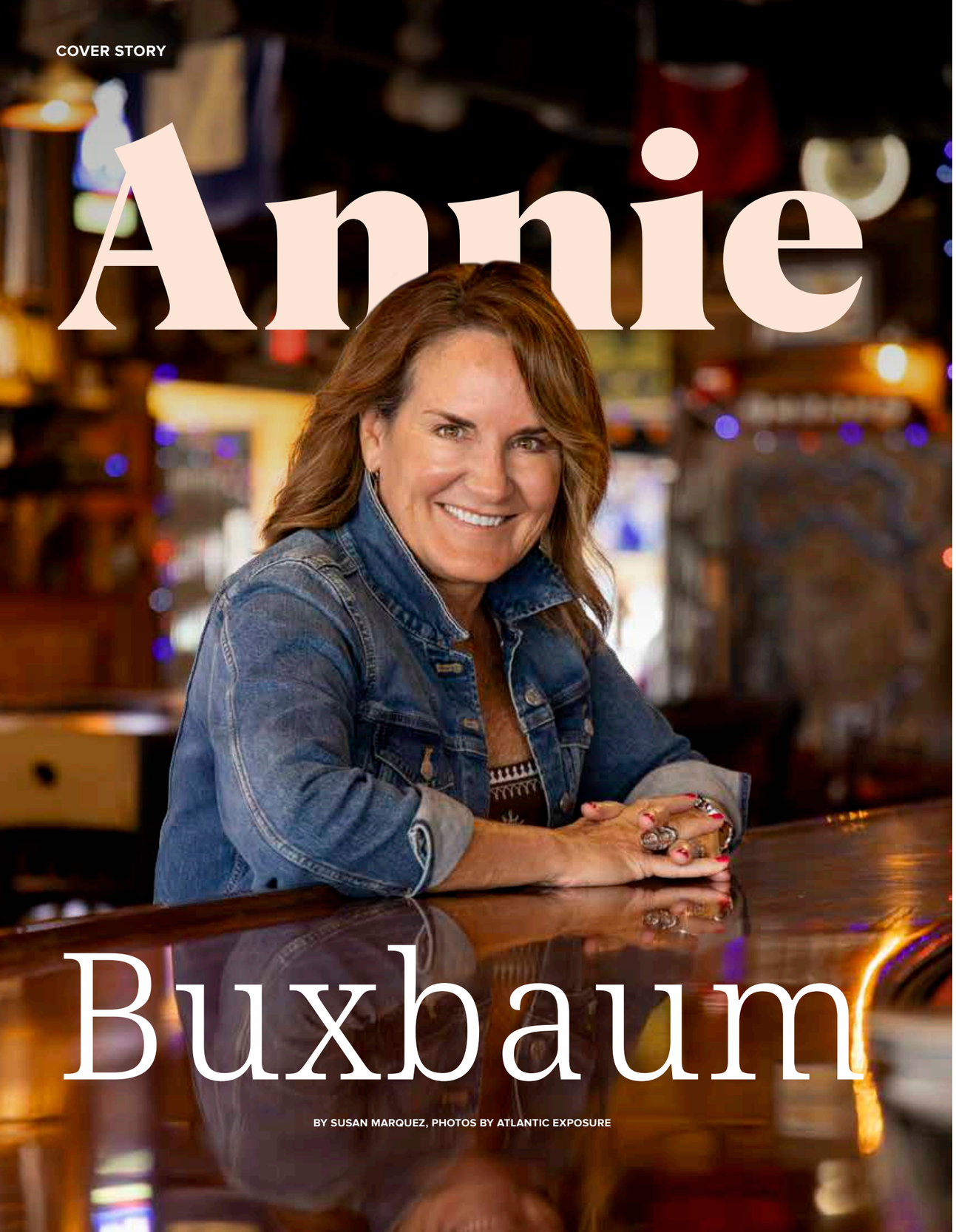
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Annie Buxbaum

BY SUSAN MARQUEZ, PHOTOS BY ATLANTIC EXPOSURE

Focusing on Her Clients

Growing up in Silver Springs, Maryland, Annie Buxbaum wanted to be a teacher. After graduating from high school, Annie majored in elementary education at Salisbury University, then earned her master's in reading education at Towson University.

"I was a reading specialist for elementary students in Sussex County for seven years," says Annie. "After my second child was born, I realized that wasn't sustainable." In 2004, Annie felt it was time to change careers.

She didn't have to look far. Her husband, Doug Buxbaum ("Buxy"), owns Salty Dog Saloon in Ocean City, the restaurant he opened in 1999. Annie worked at the restaurant from 2004 to 2007 while they raised their two children. "I thought it would be so much fun to work with my husband," she laughs. "Boy, was I wrong! I realized that wasn't my calling."

"Annie and Buxy bought several rental properties near the restaurant. Afterwards, Annie began managing the properties and handling the tenants. This sparked a new interest in real estate, and she decided to get her license so she could handle any future sales or purchases as their REALTOR®. After getting her license, a few friends asked for help with their real estate transactions, and she soon began to enjoy the process and decided to expand her network to help a larger pool of buyers and sellers."

She got her license in 2007, just before the real estate market crashed. "I walked into my first office filled with excitement and was quickly met with the reality of the looming crash and an overall pessimistic outlook. I did not have the experience of the 'boom,' only the experience of the 'bust.'" In hindsight, it was a valuable experience, as she focused on creating a business model and reaching out to her network of friends, family, and restaurant customers to see how she could help. "During the years of the real estate crash, 2007 to 2010, I did what I could to navigate a difficult market."

Annie had four sales her first year. She doubled that in her second year. She then thought about her sphere of influence and realized she had a gold mine at the Salty Dog. "I had flyers posted everywhere in the restaurant, passed out business cards, and talked with customers about the market and their real estate needs. Slowly, people began to call to hire me as their REALTOR®."

Annie worked in the restaurant from 2007 to 2010. Three years into her real estate career, Annie says things started picking up. "When I began making more money than I did while teaching, I really got busy. After the first four or five years, Annie says she realized there is no limit to her income. "The more I work, the more income I'll make." She has proven that – Annie has done better each year than the year before.

A real turning point in her career came in 2013 when a friend of a friend who was affiliated with Zillow called Annie. "He asked if he could refer leads to me. Somehow he had access to pre-foreclosure listings. People began contacting me to see the properties. Many of the houses were in terrible shape, but I never say no to whatever is sent my way. If people want to see a property, I take them to see it."

Because of that, many of those clients became repeat clients. "They wanted more homes to fix up and sell, then they would buy another one. They came back to me, and by helping them, they helped my business grow."

As a matter of fact, most of Annie's business comes from word-of-mouth and repeat business." She puts her focus on her clients. "I try to be in the corner of the person I'm representing, whether it's a buyer or a seller. If they tell me what they want, I'll do it. I want them to always feel that I am on their side."

One of her biggest challenges is due to her market area. "We are at the beach, and we have to deal with

> "I never say no to whatever is sent my way. If people want to see a property, I take them to see it."

people's wants, not their needs. They move here for a lifestyle, not because of a job transfer or other reason. So, we have to sell that lifestyle. Still, it can be a very emotional purchase for some buyers."

That attitude has helped Annie reach Top 20 every year she has been at Northrop Realty.

"Annie and Buxy have four children, ages 12–25. Their children have all worked in the family restaurant starting at a young age. When they are not in school or playing sports, they pick up shifts at the Salty Dog. "When the family wants to get away, they head to their place in Cambridge, Maryland. "We are on the water, and it's our piece of paradise. It's the place we go for holidays and to get away for a while." The house is in Dorchester County, and Annie says she is starting to dabble in that market as well.

When the restaurant shuts down for the season, the Buxbaums love to head to Florida or someplace tropical to escape the snow. But her mind is never far from real estate. "I love this industry."

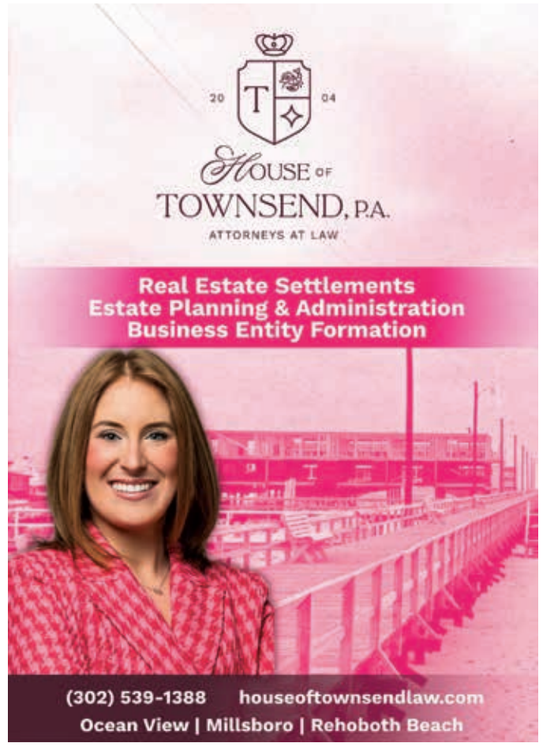


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2	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	105.5	$41,671,543
3	Dustin Oldfather	Compass	84.5	$39,934,817
4	Ryan Haley	Atlantic Shores Sotheby's International Realty	71	$36,286,100
5	Gordon Andrew Basht	Potnets Homes LLC	70.5	$15,174,070
6	Russell G Griffin	Keller Williams Realty	66	$27,793,787
7	MICHAEL KENNEDY	Compass	64	$42,481,775
8	Bethany A. Drew	Hileman Real Estate-Berlin	61	$25,630,795
9	LESLIE KOPP	Long & Foster Real Estate, Inc.	56	$80,838,749
10	Erin S. Lee	Keller Williams Realty	54	$11,936,702
11	Debbie Reed	RE/MAX Realty Group Rehoboth	52.5	$48,118,731
12	Julie Gritton	Coldwell Banker Premier - Lewes	52.5	$27,906,663
13	Matthew Lunden	Keller Williams Realty	51	$41,875,497
14	LINDA BOVA	SEA BOVA ASSOCIATES INC.	48.5	$9,036,820
15	Rachel Lynn Tarbutton	Potnets Homes LLC	46.5	$9,637,770
16	Dustin Parker	The Parker Group	45.5	$15,397,750
17	Darron Whitehead	Whitehead Real Estate Exec.	44	$16,898,100
18	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	42	$24,927,240
19	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	42	$19,169,326
20	Mary SCHROCK	Northrop Realty	41.5	$21,856,194
21	Nancy Reither	Coldwell Banker Realty	41	$33,130,894
22	Nicole P. Callender	Keller Williams Realty Delmarva	40	$21,949,794
23	Grant K Fritschle	Keller Williams Realty Delmarva	39	$27,220,353
24	SUZANNE MACNAB	RE/MAX Coastal	39	$25,004,399
25	Kevin E Decker	Coastal Life Realty Group LLC	38.5	$26,334,750
26	Marti Hoster	ERA Martin Associates	37.5	$14,015,620
27	Heather Ann Brummell	Keller Williams Realty	36.5	$11,360,949
28	Jaime Hurlock	Long & Foster Real Estate, Inc.	36	$17,479,285
29	Donna Harrington	Coldwell Banker Realty	35.5	$12,167,340
30	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	34.5	$18,882,498
31	Kimberly Lear Hamer	Monument Sotheby's International Realty	33.5	$49,622,659
32	Nicholas Bobenko	Coastal Life Realty Group LLC	33	$18,373,499
33	SHAUN TULL	Jack Lingo - Rehoboth	32.5	$60,757,247
34	Paul A. Sicari	Compass	32.5	$31,172,480
35	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	32	$18,129,081
36	Sharon Y Daugherty	Keller Williams Realty Delmarva	31.5	$16,017,240
37	Joseph Wilson	Coastal Life Realty Group LLC	31	$23,048,000
38	CHRISTINE MCCOY	Coldwell Banker Realty	31	$22,121,336
39	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	31	$14,697,900
40	Meme ELLIS	Keller Williams Realty	31	$12,300,179
41	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	30.5	$22,301,446
42	Holly B. Worthington	Worthington Realty Group, LLC	30	$13,353,540
43	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	30	$10,625,150
44	PAUL MALTAGHATI	Monument Sotheby's International Realty	29	$21,929,726
45	JAMES LATTANZI	Northrop Realty	29	$20,091,397
46	Adam U Monico	Coldwell Banker Realty	29	$10,634,190
47	Valerie P Brown	Coldwell Banker Realty	29	$9,258,100
48	Jaasiel C Nunez	Keller Williams Realty	29	$8,712,999
49	Cecilia M. Leone	Century 21 Emerald	29	$4,786,280
50	Brian K Barrows	Monument Sotheby's International Realty	28.5	$25,588,232

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52	Krystal Casey	Keller Williams Realty	28	$14,713,412
53	Phillip W Knight	Northrop Realty	28	$14,690,889
54	AMY HAMER CZYZIA	Iron Valley Real Estate Premier	28	$12,719,899
55	Jamie Caine	Coldwell Banker Realty	27.5	$22,636,300
56	Brigit R Taylor	Keller Williams Realty	27.5	$18,268,891
57	Ryan James McCoy	Coldwell Banker Realty	27.5	$13,949,700
58	Nicole Rose	Keller Williams Realty Delmarva	27	$10,270,799
59	Robert Payne	RE/MAX Advantage Realty	27	$8,369,201
60	AMANDA RYAN	Jack Lingo - Rehoboth	26.5	$32,027,207
61	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	26	$13,567,390
62	Lisa Mathena	The Lisa Mathena Group, Inc.	26	$11,150,190
63	ROBIN PALUMBO THOMPSON	Northrop Realty	26	$10,155,300
64	Debora H Hileman	Hileman Real Estate-Berlin	25.5	$13,419,688
65	ANTHONY SACCO	RE/MAX Associates	25.5	$10,358,035
66	Austin Whitehead	Whitehead Real Estate Exec.	25.5	$8,765,850
67	Tim Arnett	ERA Martin Associates	25.5	$7,849,240
68	JAY SCHULMAN	Coldwell Banker Realty	25	$16,662,735
69	Charlene L. Reaser	EXP Realty, LLC	25	$8,512,549
70	Shannon L Smith Hunt	Northrop Realty	24.5	$19,098,708
71	Justin Damadio	Iron Valley Real Estate Ocean City	24.5	$8,435,210
72	DANIEL TAGLIENTI	Keller Williams Realty	24	$16,736,705
73	Georgie Penny	Cape Realty	24	$14,987,430
74	STACI WALLS	NextHome Tomorrow Realty	24	$10,214,289
75	Frances Sterling	ERA Martin Associates	24	$9,835,000
76	Clinton Bickford	Keller Williams Realty Delmarva	24	$7,927,799
77	chris jett	RE/MAX Advantage Realty	23.5	$15,407,800
78	ADAM KSEBE	Long & Foster Real Estate, Inc.	23.5	$13,332,016
79	Dianna P Harris	Atlantic Shores Sotheby's International Realty	23.5	$12,470,930
80	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	23.5	$11,728,800
81	Bogi Szabo	Keller Williams Realty	23.5	$11,282,825
82	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	23.5	$3,904,525
83	R. Erik Windrow	Keller Williams Realty	23	$15,267,030
84	Vincente Michael DiPietro	Northrop Realty	23	$10,710,899
85	Anna Spann	Coldwell Banker Realty	23	$9,518,299
86	Jorge Chavez	Iron Valley Real Estate at The Beach	23	$6,969,480
87	William Bjorkland	Coldwell Banker Realty	22.5	$10,204,210
88	TONY FAVATA	Elevated Real Estate Solutions	22.5	$7,952,400
89	PAUL TOWNSEND	Jack Lingo - Lewes	22	$24,652,472
90	Ann Buxbaum	Northrop Realty	22	$15,297,620
91	Melanie Shoff	Coastal Life Realty Group LLC	22	$9,927,499
92	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	22	$8,172,935
93	William P Brown	Keller Williams Realty	22	$7,945,474
94	Patricia Bree Erickson	Patterson-Schwartz-Rehoboth	22	$7,837,400
95	Rebecca Lewis	Century 21 Harbor Realty	22	$5,076,977
96	Phillip Anderson III	Keller Williams Realty	22	$4,792,300
97	Jonathan M Barker	Keller Williams Realty Delmarva	21	$18,069,500
98	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	21	$12,107,500
99	LISA M JACKSON	Engel & Volkers Ocean City	21	$9,522,200
100	Michelle Faith Spicer	MASTEN REALTY LLC	21	$9,204,150

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13	Paul A. Sicari	Compass	32.5	$31,172,480
14	Frank T. Serio	Monument Sotheby's International Realty	16.5	$30,820,642
15	KIKI HARGROVE	Long & Foster Real Estate, Inc.	20	$30,491,719
16	Audrey P Serio	Monument Sotheby's International Realty	15.5	$30,371,642
17	BRYCE LINGO	Jack Lingo - Rehoboth	11	$28,615,950
18	Julie Gritton	Coldwell Banker Premier - Lewes	52.5	$27,906,663
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28	Justin Noble	Monument Sotheby's International Realty	10	$24,560,400
29	CARRIE LINGO	Jack Lingo - Lewes	18.5	$23,161,500
30	Joseph Wilson	Coastal Life Realty Group LLC	31	$23,048,000
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38	Jennifer A Smith	Keller Williams Realty	17	$20,825,400
39	JENNIFER BARROWS	Monument Sotheby's International Realty	19.5	$20,398,725
40	HENRY A JAFFE	Monument Sotheby's International Realty	11.5	$20,237,750
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48	Jonathan M Barker	Keller Williams Realty Delmarva	21	$18,069,500
49	Jennifer Jones	Compass	20	$17,785,810
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55	Katherine Cole Snowden	EXP Realty, LLC	11	$16,424,925
56	Terence A. Riley	RE/MAX Advantage Realty	18.5	$16,300,000
57	Sharon Y Daugherty	Keller Williams Realty Delmarva	31.5	$16,017,240
58	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	19	$15,732,419
59	Chelsea Bristow	Monument Sotheby's International Realty	18	$15,585,400
60	John Christopher Housman	Long & Foster Real Estate, Inc.	12.5	$15,577,056
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68	Georgie Penny	Cape Realty	24	$14,987,430
69	RANDY MASON	Jack Lingo - Rehoboth	9	$14,970,000
70	GAIL PHELAN	Long & Foster Real Estate, Inc.	16	$14,805,975
71	Krystal Casey	Keller Williams Realty	28	$14,713,412
72	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	31	$14,697,900
73	Phillip W Knight	Northrop Realty	28	$14,690,889
74	Tracy L. Zell	Long & Foster Real Estate, Inc.	19	$14,232,139
75	ANN RASKAUSKAS	BETHANY AREA REALTY LLC	6	$14,210,000
76	Marti Hoster	ERA Martin Associates	37.5	$14,015,620
77	Ryan James McCoy	Coldwell Banker Realty	27.5	$13,949,700
78	Colby Roy Hook	RE/MAX Coastal	12	$13,632,700
79	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	26	$13,567,390
80	Debora H Hileman	Hileman Real Estate-Berlin	25.5	$13,419,688
81	Mary McCracken	Mary McCracken Realty, Inc	12	$13,361,900
82	Holly B. Worthington	Worthington Realty Group, LLC	30	$13,353,540
83	ADAM KSEBE	Long & Foster Real Estate, Inc.	23.5	$13,332,016
84	Molly Bayard Brittingham	Jack Lingo - Rehoboth	19.5	$13,247,200
85	BILL CULLIN	Long & Foster Real Estate, Inc.	19	$12,972,540
86	AMY HAMER CZYZIA	Iron Valley Real Estate Premier	28	$12,719,899
87	Dianna P Harris	Atlantic Shores Sotheby's International Realty	23.5	$12,470,930
88	Whitney Jarvis	Coldwell Banker Realty	20	$12,354,799
89	Vittorio Pasko	Berkshire Hathaway HomeServices PenFed Realty	17	$12,351,735
90	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	17	$12,351,300
91	Meme ELLIS	Keller Williams Realty	31	$12,300,179
92	Marsha White	Crowley Associates Realty	9.5	$12,212,990
93	Shawn Kotwica	Coldwell Banker Realty	18	$12,191,000
94	LINDA MILLIKIN	Monument Sotheby's International Realty	13.5	$12,187,850
95	Donna Harrington	Coldwell Banker Realty	35.5	$12,167,340
96	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	21	$12,107,500
97	Betsy Perry	Keller Williams Realty	14.5	$11,971,993
98	Erin S. Lee	Keller Williams Realty	54	$11,936,702
99	CHRISTINE TINGLE	Keller Williams Realty	17	$11,847,400
100	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	16.5	$11,788,000

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 Delaware by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Coastal Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.



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