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One moment you're minding your own business, and the next, a challenge is standing right in front of you. An unexpected text lands in the middle of an already overwhelming workday. A difficult conversation needs to happen now. There's no warm-up, no warning. Just impact.

Our brain reacts instantly. Fast. Emotional. Deeply rooted in survival. The internal dialogue begins: I can't do this. This is too much. I'm already behind. The thought feels convincing because it arrives fully formed loud, urgent, and absolute. But that first thought isn't wisdom. It's reflex.

Our brains are remarkably efficient at protecting us, though not always at telling the truth. When faced with a challenge, the mind scans for threat, not opportunity. It reaches into past experiences, grabs the closest memory that resembles discomfort or failure, and uses it as evidence. This is why the first thought is often catastrophic, exaggerated, or self-limiting. It isn't trying to help us grow; it's trying to keep us safe.

The problem is that safety and progress rarely live in the same place.

That initial reaction is powered by speed, not accuracy. Neuroscience shows

us that the brain's threat-detection system activates before the rational, analytical parts have time to weigh in. In other words, our emotions get a head start. By the time logic enters the room, the story has already been written, unless we pause long enough to challenge it.

And that pause is everything.

Believing the first thought means mistaking instinct for insight. It means allowing fear to masquerade as intuition. The truth is, our most reliable thoughts often come second or third, after the nervous system settles and curiosity replaces alarm. When we slow down, we create space for better questions: Is this actually impossible, or just unfamiliar? What evidence do I have that I can't handle this? What would I tell someone else in this position?

Challenges are not proof of inadequacy; they are invitations to expand capacity. But the brain doesn't announce growth with confidence—it announces it with resistance. Discomfort is often the signal that we are learning, not failing. When we treat that discomfort as a warning instead of a waypoint, we abandon ourselves too early.

This isn't about positive thinking or ignoring real obstacles. It's about

discernment. Not every thought deserves belief, especially the ones that arrive uninvited and unexamined. The work is learning to notice the first reaction without obeying it, to let it pass like weather rather than building a forecast around it.

Progress begins when we stop asking, Why am I feeling this way? and start asking, What is this feeling trying to protect me from and is that protection still necessary? Often, the answer is no.

The next time a challenge triggers that familiar internal alarm, remember: the first thought is not a verdict. It's a starting point. Real clarity comes after we breathe, reflect, and choose a response rooted not in fear, but in possibility.

Always,

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

Thursday, February 12

9:45 a.m. - 2 p.m.

Preferred Partner

Mastermind & Mingle

B.C. Brewery — 10950 Gilroy Rd., Suite E, Hunt Valley, MD 21031

This event is for our BRP preferred partners only. An opportunity to collaborate, connect and learn from fellow preferred partners.

Friday, March 20

12 p.m. - 3 p.m.

Toast to the Top

Gunther and Co. — 3650 Toone Street, Baltimore, MD 21224

Let's toast to the best in the business! This afternoon will celebrate the BRP Top 500 class of 2026.

Thursday, May 7

11 a.m. - 3 p.m.

Pickleball Palooza

Dill Dinkers — 140 Merritt Wy Suite 107, White Marsh, MD 21162

Join in on the fun and friendly competition as we bring together the community for this high-energy Pickleball tournament for all skill levels.

Thursday, June 18

6 p.m. - 10 p.m.

9th Anniversary Soirée

Baltimore Museum of Industry — 1415 Key Highway, Baltimore, MD 21230

The can't-miss event of the year celebrating 9 years of BRP and the best of Central Maryland real estate!

Friday, August 14

Time TBD

BRP Impact Day

Location TBD

A collective day of service to create meaningful impact in the Baltimore community.

Thursday, October 8

10 a.m. - 2 p.m.

Fall Mastermind

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Thursday, November 19

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BRIAN COLEMAN

OF MAIN STREET HOME LOANS

SUCCESS STARTS WITH OTHERS

PHOTO BY
DAVID STUCK

We sat down with Brian Coleman of Main Street Home Loans to talk about the pivotal moments that shaped his career, the values that drive his work, and the heartfelt motivations behind his commitment to serving clients. From an unexpected return to the mortgage industry to the lessons passed down through family and mentors, Brian shares an honest and inspiring look at what fuels his passion for helping others achieve their homeownership dreams.

Can you share a pivotal moment in your life that significantly influenced your decision to pursue your current career? Prior to being a loan officer, I was a realtor until 2012. I switched rolls into TV marketing for 2 years after leaving Real Estate. I pitched my current VP at Main Street marketing services not thinking it would lead me back. He said forget the marketing, bring your resume in and let's talk. The rest is history.

How do you define success, both personally and professionally, and how has that definition evolved over time?

I was taught by my parents that success only comes when you help someone else more than yourself, in any situation. I have lived and breathed by those teachings and my success is always driven by helping others first, which will always lead to success.

Can you recall a specific piece of advice from a mentor that you've carried with you throughout your career?

The best advice is probably that you must work even when you don't want to. The real estate market is fast paced and moves quickly, and picking up client calls on weekends, nights and on vacations is never ideal. But I always do and understand that while we are not doctors saving lives, our clients need us around the clock. When people depend on you, you need to show up.

In your experience, what are some common misconceptions about your specific industry that you would like to address?

All banks and mortgage companies are the same! Buying a home is the most expensive

thing we typically every do in our lives. I pride myself on listening to my client's goals and needs and not just trying to get another loan completed. By listening to my customers goals and providing valuable options and opportunities to them that match, it creates a unique relationship that will allow my clients to succeed. Looking at our client's overall financials, not just what's best for me, helps them more financially, all by simply using my ears.

What legacy do you hope to leave?

My biggest legacy is my children and helping them grow up with good values. I have 2 daughters and a son, and I want them to remember me for who I am, not what I do or how much money I made. The teachings I have learned from family heritage, flowing down is my WHY. Without my family, nothing else really matters. Not the size of your house, how fast your car is OR how much you have in the bank. At the end of the day, ALL of that is artificial, but the love of your family is never ending.



“
ENJOY THE LITTLE THINGS IN LIFE, FOR ONE
DAY YOU MAY LOOK BACK AND REALIZE THAT
THEY WERE THE BIG THINGS!”



Brian, his wife
Jen and their 3
children, Cruz,
Marina and Carys

How do you define happiness in your career, and how do you strive to achieve that? Happiness is sitting at the closing table watching my client's settle on their new homes. The true joy it brings to me is what keeps me motivated and takes all the pain from the sometimes-tough process and leaves it at the door.

How do you maintain work-life balance in a demanding industry like real estate? I am a husband and father first, and a loan officer second. But by setting the correct expectations upfront with my clients, on timing, when, where and how, it allows me to do both and alleviates stress from my clients.

One of Brian's Favorite Quotes "Enjoy the little things in life, for one day you may look back and realize that they were the big things!"

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BY ABBY ISAACS
PHOTOS BY DAVID STUCK

Jodi QUINN

Most real estate careers don't begin with a psychology degree, a 25-year corporate climb, two layoffs, and a dark horse run toward the Kentucky Derby. But then again, Jodi L. Quinn has never followed a conventional path.

Betting on the Dark Horse and Building a Life Through Real Estate

Today, Jodi is a REALTOR® with VYBE Realty, leader of the Pulse Home Group, and a trusted advisor to buyers, sellers, investors, and agents across Maryland, Pennsylvania, Delaware, and West Virginia. With just five years in real estate, she's quickly made her mark—driven by a deep commitment to people.

"Whether it's buying a bigger house, investing, or selling and moving on, there's no feeling like helping someone accomplish that goal," Jodi says.

After earning a psychology degree, the Maryland native took what was meant to be a temporary job at Cellular One—later AT&T. That role became a nearly 25-year corporate career, where she rose from data entry to senior leadership, building award-winning teams across sales, marketing, and national business development.

In 2017, shortly after buying a new home and while both her and her husband Chris's sons were in college, Jodi was laid off. "It was earth-shattering." She rebounded into leadership again the following year—until COVID shut retail down in 2020 and her entire team was laid off once more.

That disruption became a turning point. After helping grow her husband's landscaping and home improvement business, Jodi earned her real estate license—and never looked back. "It's scary, but real estate gave me freedom. Sometimes I imagine where I could be if I'd gotten laid off sooner."

She began her career on a team as a Listing Manager, shadowing the team leader on every appointment, tour, and conversation for nearly a year. By the end of her first year, she had built a foundation many agents never receive. Eventually, she found her professional home with Steve Pipich and what would become VYBE Realty. "I found my people," she says. "I'll never leave."

At the core of Jodi's business is relationships. "I wouldn't have a client buy a house I wouldn't buy myself. I tell them everything I see—everything I feel."

Her approach is honest and deeply personal. Clients become long-term connections—sometimes even family. She's spent New Year's with clients, attended birthdays and baby showers, and stayed connected for years before deals finally closed. "One of my mottos is follow up until they tell you not to," she says. "I just keep in touch."

Jodi's career has taken her across state lines, fueled in part by another passion: horses. She owns Dark Horse Racing, a thoroughbred racing partnership that has connected her with lots of trainers and jockeys.



**“Be scrappy.
Fill your time with real
estate activities until
momentum builds.”**

“If someone wants a farm in West Virginia or a home near a racetrack in Pennsylvania or Delaware, I want to be able to help.”

As her real estate career grew, so did her passion for leadership. In 2023, Jodi became a Productivity Coach for the SP Home Team and later for all of VYBE Realty,

mentoring 15–20 agents at a time. She later launched Pulse Home Group, now eight agents strong and on track to exceed \$24 million in sales, with Jodi personally producing more than \$12 million.

What motivates her most is watching others grow. “I provide guidance when needed,” she says, “but seeing them succeed is incredibly rewarding.”

Real estate also opened the door to investing. Jodi owns two properties in and around Ocean City and is a partner

in Beach Haus Vacations, a short-term rental management company overseeing 65 properties—a business that effectively helped to retire her husband who has been able to get licensed to help support the Pulse Home Group when needed.

Jodi and Chris live in Pasadena with their four dogs and are deeply committed to giving back, supporting Maryland and Anne Arundel County food banks since 2020.

As someone who has reinvented herself more than once, her message to new realtors is simple: treat real estate like a fulltime job. “Get up. Go to work. Schedule your day. Train. Host open houses. Be scrappy. Fill your time with real estate activities until momentum builds.”

Because if there’s one thing Jodi L. Quinn knows better than most—it’s that the dark horse is often the one worth betting on.

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OUR CLIENTS



Nick Grabner

of Baystate Insurance Group

In this Q&A, Nick shares how Baystate Insurance Group transformed into a top-producing agency by centering its work around relationship-building, client education, and a strong team culture. He highlights the industry trends shaping the future, the values that drive his leadership, and the mission that keeps his team focused on providing the best protection and experience for every client.

Q. Can you tell me about the history of the company and how it was founded?

A. Baystate Insurance Group (BIG) started as a small independent brokerage serving local families over 30 years ago. When I stepped into ownership, my vision was to elevate everything: our client experience, our communication, our training, and the way we show up as a team. We transformed a solid foundation into one of the top-producing Maryland agencies by focusing on people first. Every person who walks through our doors deserves the best experience, best coverage, and best cost we can deliver.

Q. What are the core values and mission of the business?

A. Our mission is simple: protect what matters most and treat every client with the level of care we'd give our own family. Our core values are integrity, responsiveness, collaboration, and education. We want clients to walk away feeling confident and supported, not confused or sold to!

Q. What products or services do you offer, and what makes them unique in the market?

A. We focus on personal lines such as home, auto, and umbrella, along with small Commercial. What makes us unique is our approach. We slow down, ask questions, and tailor coverage to each client's real-life needs. It's never about "the cheapest policy." It's about the best protection at the best possible cost. That client-first mentality sets us apart.

Q. What trends are shaping your industry, and how are you adapting?

A. Underwriting is tightening, premiums are rising, and technology is changing fast. We adapt by staying ahead of the information curve, leaning on automation for speed, and investing heavily in team training so the client experience remains exceptional no matter what the market does.

Q. What sets your business apart from competitors?

A. Our culture, our communication, and our commitment to excellence. We work as one team, not individual silos. Every client interaction matters. We treat every conversation like the start of a long-term relationship.

Q. What are your short-term and long-term goals?

A. Short-term, we're expanding our team and deepening training so every new hire delivers an elite client experience. Long-term, we're building a Maryland insurance powerhouse grounded in service, culture & leadership!

Q. How would you describe the company culture?

A. Supportive, accountable, and team-driven. We lift each other up, collaborate constantly, and make sure every client interaction reflects our shared values.

Q. What values guide you personally and professionally?

A. Integrity, humility, consistency, and education. My father played a major role in shaping those values. He works in health and group benefits and taught me early on that taking care of people is the most important part of this industry.

Q. How do you define success?

A. Success is helping people, growing a strong team, and knowing every client walked away with the best coverage at the best cost. Over time, my definition shifted from personal accomplishments to collective impact.

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CLIENTS STAY WHEN THEY FEEL TRULY CARED FOR!”

Natalie Forgrave, Nick Grabner, Stephen Jones and Lucas Collender



Q. Who have been your most significant mentors?
A. My father and several leaders in the insurance world. They pushed me to think bigger, stay curious, and always put people first.

Q. What were your biggest early challenges?
A. Speed without mastery. Once I slowed down and focused on accuracy, everything changed.

Q. How do your values align with your decisions?
A. Every decision must benefit the client and support the team. That's the standard.

Q. What trends will shape the future?
A. AI, analytics, and tighter underwriting. We are preparing through training, tech adoption, and constant improvement.

Q. How do you maintain work-life balance?
A. By prioritizing what matters, staying organized, and giving myself space to recharge.

Q. What hobbies help you recharge?
A. Golf, family time, and personal development!

Q. What skills are essential today?
A. Empathy, responsiveness, problem solving, and the ability to educate clients clearly.

Q. How do you cultivate strong client relationships?
A. By showing up consistently, communicating clearly, and delivering the best experience and outcomes we can. Clients stay when they feel truly cared for!



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LEGAL PITFALLS OF SOLAR PANEL TRANSACTIONS

BY DIANA KHAN OF DK LAW GROUP

When dealing with solar panels in a real estate transaction in Maryland, there are several legal considerations that real estate agents and homeowners should be mindful of to ensure a smooth transfer of ownership.

HERE ARE SOME KEY POINTS TO CONSIDER:

- 1. Ownership and Financing:** Determine whether the solar panels are owned outright by the homeowner or are subject to a financing agreement or lease with a third-party solar company. If under a financing agreement, ensure that the seller is aware of any remaining payments or obligations.
- 2. Review Contracts and Agreements:** Carefully review any contracts, agreements, or warranties related to the solar panels. Be aware of any terms and conditions that may impact the transfer of ownership or the continuation of warranties to the buyer.
- 3. Solar Panel Liens:** Check if there are any liens or encumbrances on the solar panels. Solar panel financing agreements may include liens on the property until the financing is fully paid off.
- 4. Transferability:** Verify whether the solar panels can be transferred to the buyer without any issues or additional costs. Some solar

panel financing agreements may require specific procedures or fees for transfer.

- 5. Assess Solar Panel Performance:** Request information about the solar panels' performance, including energy production data and maintenance records. This information can provide buyers with an understanding of the panels' efficiency and condition.
- 6. Property Value Impact:** Consider the potential impact of solar panels on the property's value. Solar panels can increase a property's attractiveness to environmentally conscious buyers, but it's essential to assess the value they add to the property.
- 7. Disclosures:** Both sellers and real estate agents have a duty to disclose the presence of solar panels and any relevant information about their ownership, financing, or performance to potential buyers.
- 8. Appraisal:** Solar panels may affect the property's appraisal

value. It's crucial to work with appraisers who are knowledgeable about solar panel systems to ensure an accurate valuation.

- 9. Permitting and Code Compliance:** Verify that the solar panels were installed with proper permitting and comply with local building codes. Ensure that any required inspections were completed.
- 10. Lease or PPA Considerations:** If the solar panels are under a lease or Power Purchase Agreement (PPA), the terms of the agreement should be considered in the sale. Buyers need to be aware of any ongoing obligations related to the solar system.

- 11. Solar Tax Incentives:** Inform buyers about any available solar tax incentives or credits that may be transferred to them upon purchasing the property.

Conclusion:
When dealing with solar panels in a real estate transaction in Maryland, it is essential to conduct due diligence, review contracts, and communicate openly with all parties involved. Real estate agents should educate buyers about the solar panel system, its ownership status, financing agreements, and potential benefits. By addressing these legal considerations, homeowners can smoothly transfer the solar panels' ownership while ensuring compliance with Maryland laws and regulations.



Diana G. Khan is licensed to practice law in Maryland, and is the founder of the Diana Khan Group of Companies, encompassing 3 real estate brokerages, Premier Title, DK Law Group, and 5-Star Property Management. She also retains and holds a Real Estate Brokers License, is a licensed Title Producing Agent, a Masters in Public Administration and holds a JD from University of Baltimore School of Law.



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LENING RIVERA

“I THOUGHT
I WAS THE
PROBLEM.”

The Sky's the Limit

When Lening Rivera talks about his career, he likes to say “I didn’t choose real estate, real estate chose me.” At an early age, he gained an understanding of the value of home ownership, working side by side with his dad cleaning rental properties. Lening learned first hand that a house’s value appreciates over time, and as “someone who loves math,” he was amazed that a property his dad bought in 1997 was valued at 15 times that amount in 2015. In fact, his dad always wanted him to go into real estate—but Lening had other ideas: he had always had a keen interest in space and aspired to be an aerospace engineer.

Faced with the decision about his future, Lening decided he could do both. He started pursuing an aerospace engineering degree at Capitol Technology University, while also showing rental properties. But everything changed after the first year of the

pandemic; Lening’s father passed away, the company Lening was working for went under, and he ultimately left school. “It brought things into sharp focus,” Lening remembers. He thought long and hard about his future, and what his father had wanted for him.

“I thought I was the problem.”

It took Lening just a month and a half to complete the real estate course, and he was eager to find success. Instead, he endured 7 months with no sales in a time when others were waiving inspections and closing over asking—in what he would later call his “year zero.” He was two days from his first closing when the buyer’s aunt nixed the deal. Lening did a lot of soul searching. “I thought I was the problem,” he admits.

Finally, he had two deals in motion—both of which dragged on for nearly 3 months and almost broke him. His buyers had ITINs (Individual Taxpayer Identification Numbers), issued by the IRS to those needing to file and pay U.S. income taxes but are ineligible to receive a social security number, such as persons working towards legal status. What Lening didn’t expect was that lenders would be reluctant to work with ITIN buyers, despite them having steady jobs and good incomes. One client was on the verge of becoming homeless, another situation escalated to the point of a lawsuit, and Lening found himself carrying the weight of both deals on his shoulders. He

“THE OPPORTUNITY HERE IS ENDLESS.”



was determined to get his clients to the finish line, but he decided he'd likely quit real estate after that. "I felt like I was in hell," he recalls.

Everything changed at the closings. Seeing the appreciation on his clients' faces, and hearing them say *'No other agent could have done it'* warmed his heart and gave him a new sense of purpose. "Let's try this again," he thought.

Now with Maryland Residential of Cumings and Co Realtors, Lening is among BRP's top 500 producers of 2024. He has completed over 100 deals at over \$19.7 million, and considers Ryan Serhant (author of *Sell it Like Serhant* and producer of a tv show of the same name) a coach and personal friend.

Having grown up in Baltimore, Lening finds fulfillment in helping people establish roots in the local communities. "It's a very great city," he says. "The opportunity here is endless."

He also believes that while buying a new home may be a joyous event, selling one may not be as celebratory. He sees Hispanic people selling their homes and moving out of the country, despite being here for decades and paying taxes, boosting the economy, and serving their communities—all because of fear. He estimates that as much as a third of his clients are selling because they feel targeted. This should be a concern for all of us, and is one reason Lening is committed to helping the community he feels is underserved and misrepresented.

Lening wants to start a space company someday, and keeps his interest alive by visiting dark sky parks and the Smithsonian National Air and Space Museum. A vibrant tattoo on his arm depicts a black hole, a spaceman, and the constellation Virgo. He was actually born during a lunar eclipse—perhaps a sign that, like space itself, his possibilities are endless.

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Maria Schulze

OF FRAME HOUSE



When Maryland real estate agents need a renovation partner they can trust, they call Maria Schulze. As the sales engine of Frame House—a full-service remodeling firm based in Annapolis—Maria has built her reputation on responsiveness, transparency, and a genuine commitment to people. She’s the bridge between homeowners, agents, and the skilled Frame House team, guiding clients through renovations that are seamless, strategic, and designed to deliver top-of-market results. Where some see outdated layouts or long inspection lists, the Frame House team sees opportunities—and solutions.

“Our niche is walking into a home and immediately understanding what works, what doesn’t, and how to make it shine,” Maria says. “We’re honest, we don’t cut corners, and our goal is always to make the process easy, profitable, and stress-free.”

What truly sets Frame House apart is its pioneering pre-listing preparation program—offering renovations with no payment due until closing. Seventeen years ago, they were the first local construction company to provide this option, and it continues to be a lifeline for sellers who want top dollar but lack the upfront cash for improvements.

“We saw a real need. People have equity but not always the liquidity to prepare their homes for sale. Our program allows them to update their property, sell faster, and walk away with a much higher return. Agents benefit, homeowners benefit—it’s a win for everyone.”

A Relationship-Driven

Powerhouse

BY ABBY ISAACS
PHOTOS BY DAVID STUCK

Along with full home renovations, Frame House also specializes in inspection report repairs and buyer-side consultations for clients considering properties that need vision. Their streamlined five-step system—consult & design, proposal, sign-off, renovate, enjoy or sell—keeps projects predictable and efficient.

A Career Built on Connection and Care

Maria’s career has always revolved around sales, starting in the food industry (and winning Rookie of the Year with two different companies) before moving to an aviation credit card company. When she and her husband realized that two travel-heavy jobs wouldn’t work with young children at home, she launched a successful advertising specialty business that allowed her to prioritize both family and entrepreneurship.

Then a friend connected her with Dudley Dixon, Frame House’s founder, who needed someone to help grow the company. “It clicked immediately. I loved the work, the purpose, and the impact. And I loved helping people transform something as important as a home.”

Today she is known for her responsiveness—often answering calls within minutes—and her commitment to transparency. Weekly updates, proactive communication, and onsite presence are the norm. “Clients shouldn’t have to chase answers,” she says. “We believe in clarity, ownership, and respect.”

A Trusted Partner to Real Estate Agents

Much of Maria’s work centers on the agent community. Many top producing teams rely heavily on her expertise—not just for renovations but for strategic preparation, pricing guidance, and timelines that protect a listing’s momentum.

Donna Weaver of The Wendy Slaughter Team, Vybe Realty, sums it up: “You’re my added value. Having one trusted contractor who can handle everything and allow sellers to defer payment is a gift. It makes my job easier and my clients’ experience better.”

“

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OR RESOURCES TO MANAGE
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team that
steps in

SO THEY CAN FOCUS ON
SERVING CLIENTS AND
SECURING LISTINGS.”

Maria's goal is to expand this network even further. “Not every agent has the time or resources to manage repairs or renovations. We're the team that steps in so they can focus on serving clients and securing listings.”

A Company That Still Feels Like Family

Frame House is a business built on generations of experience. Remodeling has been in Dudley's family for three decades, with builders, title professionals, and developers shaping a legacy that naturally evolved into a company obsessed with potential. While Frame House has grown significantly since Maria joined—adding project managers, customer support, business development, and a full design team capable of both cosmetic refreshes and custom transformations—the culture remains deeply personal.

“We work like a family,” Maria says. “And we treat our clients like family too.”

Her own roots reflect that same value. Maria lives in Elkridge with her husband, Mark—her best friend—and remains committed to giving back, from fundraising for local schools to supporting the Leukemia & Lymphoma Society, where she earned the title Woman of the Year.

But at the heart of everything is her love of seeing a home fulfilled to its potential. “Whether it's helping a family sell a house filled with decades of memories or helping buyers create the vision for their next chapter, I love knowing we made their lives easier and better.”

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Matt PECKER

The Long Game

It's possible to make a living playing poker, but the chances of it working long-term are extremely difficult. Matt Pecker dropped out of West Virginia University to try and make it as a poker player, but half a decade later, he found himself asking the same question every young adult faces sooner or later: What now?

"I grew up in Howard County, and I graduated from high school in 2005. The poker boom had just started, and we were all playing in our buddies' basements for fun," Matt says. "A couple of us started taking it more seriously." He and his closest friends stayed committed to the game—so committed, in fact, that one of his best friends won the largest tournament in the world, the World Series of Poker Main Event in 2012.

But while the game gave him a way to make a living, it didn't offer a clear map for the future. "At a certain point, I didn't want to be in my 30s without a college degree, staying in casinos all weekend by myself, gambling. It certainly had its ups and downs. I was able to travel all over the world and meet a lot of great people. I was able to experience things that not many 20-year-olds get to do, and I am grateful for it. But being in casinos for long periods of time can also be very depressing," Matt says. "I knew that road would eventually end." Real estate, on the other hand, had always intrigued him as he watched several friends in the business, so he decided to jump in. "I ended up getting my real estate license without any sales experience, knowing absolutely nothing about real estate," he remembers.



BY JOSEPH COTTLE
PHOTOS BY ROY COX

He got his real estate license in 2014 and joined Keller Williams, selling only three homes his first year while supplementing the slow times by grinding out hours at the poker tables at the local casinos.

“I remember being in the casino, and my phone would ring, I would immediately pick up my chips, and get out of there,” Matt remembers with a laugh. He stayed the course and by 2016 had partnered with fellow producer Andrew Udem at Berkshire Hathaway. It all clicked for Matt, and today, their team, Sure Group, includes more than a dozen agents and staff, a property management division, and ambitious goals: “Our goal for 2026 is to sell 500 homes and 200 million dollars worth of real estate.”

These days, the thrill of the business comes from something very different than the early hunger to close a single deal or staring down a big bluff on the river card. “When I first started, all I wanted to do was to sell a home or two, and it felt impossible,” Matt says. “Now, we are running a business and managing a sales team. I find a lot of joy in helping people grow their business and hit their goals. I am grateful for this opportunity.”

He clearly sees the parallels between poker and real estate. “You’ve got to wake up and go to work every single day. The industry is always changing. You don’t get paid unless you do your job and find solutions to problems.” And just like poker, every situation is different. “You meet new people every single day, and everyone has a different personality and story. Being genuine and building relationships is the most important thing you can do in this business.”

Matt is a big Ravens and Orioles fan. His real estate business is rooted in the city because that’s where his relationships and

“

You don’t get paid unless you do your job & find solutions to problems.”





“The industry is always
changing.”

reputation have thrived. “When you’ve been somewhere so long and have built a brand with the recognition and the consistency—whether it’s my personal name or the team’s name—it takes time. That’s a big part of what differentiates us.”

Outside of work, life is full. Matt and his wife, Amanda, are raising two young children: Madelyn, who recently turned four, and Cameron, who turned two in December. “From Thanksgiving to New Year’s, our Decembers now are pretty crazy,” he says.

His free time revolves around his family, traveling, sports, golf, and enjoying cars, a hobby he inherited from his father at an early age. “As a little kid, I always had a goal to buy a sports car for the weekends. I’m a big Porsche fan.”

Looking back, Matt thinks about advice he’d give his younger self. “Surround yourself with good people. Stay consistent. Become obsessed.” And perhaps most revealing of all: “You need to have unreasonable expectations for how good your life could be.”

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Individual MLS ID Closed date from Jan. 1 to Dec. 31, 2025

RANK	NAME	OFFICE	SALES	TOTAL
1	Joseph A Petrone	Monument Sotheby's International Realty	436.5	\$339,417,553
2	Robert J Chew	Samson Properties	349	\$177,799,519
3	Tineshia R. Johnson	NVR Services, Inc.	329.5	\$177,987,761
4	Justin K Wood	D.R. Horton Realty of Virginia, LLC	322	\$163,753,338
5	Shawn M Evans	Monument Sotheby's International Realty	282	\$283,079,384
6	Adam M Shpritz	Ashland Auction Group LLC	268	\$17,567,441
7	Lee M Shpritz	Ashland Auction Group LLC	262.5	\$17,017,966
8	Robert J Lucido	Keller Williams Lucido Agency	246	\$199,040,702
9	Nickolaus B Waldner	Keller Williams Realty Centre	179	\$90,073,963
10	Daniel McGhee	Homeowners Real Estate	153.5	\$65,390,505
11	Lois Margaret Alberti	Alberti Realty, LLC	138	\$44,110,272
12	Jeremy Michael McDonough	Mr. Lister Realty	134	\$60,864,358
13	Gina L White	Coldwell Banker Realty	127.5	\$58,733,754
14	Charlotte Savoy	The KW Collective	126	\$69,650,066
15	Gina M Gargeu	Century 21 Downtown	123	\$21,589,106
16	Lee R. Tessier	EXP Realty, LLC	118	\$55,513,202

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

RANK	NAME	OFFICE	SALES	TOTAL
17	Laura M Snyder	American Premier Realty, LLC	109	\$52,383,882
18	Matthew D Rhine	Keller Williams Legacy	99.5	\$53,930,488
19	James T Weiskerger	Next Step Realty	97	\$55,910,718
20	Jeannette A Westcott	Keller Williams Realty Centre	96	\$49,850,400
21	Nancy A Hulsman	Coldwell Banker Realty	95	\$52,677,200
22	Un H McAdory	Realty 1 Maryland, LLC	94.5	\$59,736,827
23	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	91	\$39,544,748
24	Creig E Northrop III	Northrop Realty	89.5	\$106,574,600
25	Daniel B Register IV	Northrop Realty	88	\$21,719,638
26	Bradley R Kappel	TTR Sotheby's International Realty	85	\$204,895,978
27	Yevgeny Drubetskoy	EXP Realty, LLC	82.5	\$26,816,145
28	David Orso	Berkshire Hathaway HomeServices PenFed Realty	81	\$91,168,350
29	Sunna Ahmad	Cummings & Co. Realtors	76	\$53,169,951
30	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	75.5	\$19,553,487
31	Kimberly A Lally	EXP Realty, LLC	75	\$34,690,655
32	Benjamin J Garner	Cummings & Co. Realtors	74	\$28,101,420
33	Veronica A Sniscak	Compass	74	\$38,574,816
34	Kelly Schuit	Kelly and Co Realty, LLC	71.5	\$39,435,609
35	Bill Franklin	Long & Foster Real Estate, Inc.	71	\$37,157,686
36	Heather M. Richardson	NVR, INC.	71	\$39,026,195
37	Gregory M Golding	ExecuHome Realty	70	\$7,895,150
38	Kim Barton	Keller Williams Legacy	69.5	\$33,413,199
39	Adam Dietrich	NVR, INC.	69	\$36,328,049
40	Bob Simon	Long & Foster Real Estate, Inc.	67	\$12,656,150
41	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	67	\$35,834,835
42	Barry L Hess	Keller Williams Flagship	66	\$24,172,294
43	Tony Migliaccio	Long & Foster Real Estate, Inc.	66	\$29,558,752
44	Bryan G Schafer	Compass	66	\$32,112,918
45	Wendy Slaughter	VYBE Realty	65.5	\$40,045,395
46	Mary Anne Long	Keller Williams Realty Centre	65	\$30,515,574
47	Missy A Aldave	Northrop Realty	64	\$34,531,434
48	STEPHEN PIPICH Jr.	VYBE Realty	63.5	\$23,159,600
49	Sam Gupta	EXP Realty, LLC	62	\$27,264,400
50	Jessica Dailey	Compass	62	\$27,373,000

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Dec. 31, 2025

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	61.5	\$13,073,307
52	Jeremy S Walsh	Coldwell Banker Realty	61	\$36,638,250
53	Heidi S Krauss	Krauss Real Property Brokerage	60	\$83,599,430
54	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	60	\$21,312,357
55	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	59.5	\$51,118,944
56	Leslie Ikle	Redfin Corp	59	\$35,136,900
57	Anthony M Friedman	Northrop Realty	58.5	\$42,888,972
58	Louis Chirgott	Core Maryland Real Estate LLC	58.5	\$26,493,937
59	Timothy Langhauser	Compass Home Group, LLC	58	\$26,432,880
60	Sergey A Taksis	Long & Foster Real Estate, Inc.	58	\$27,032,294
61	Donald L Beecher	Redfin Corp	56	\$23,261,500
62	Enoch P Moon	Realty 1 Maryland, LLC	56	\$28,051,747
63	Ronald W. Howard	RE/MAX Advantage Realty	55.5	\$20,319,724
64	cory andrew willems	Keller Williams Gateway LLC	55.5	\$17,040,300
65	Tyler Ell	Keller Williams Realty Centre	54.5	\$26,070,783
66	Adam Chubbuck	Douglas Realty, LLC	54.5	\$26,977,233
67	Dassi Lazar	Lazar Real Estate	54	\$19,386,250
68	Robert A Commodari	EXP Realty, LLC	52	\$17,817,600
69	Jonathan Scheffenacker	Redfin Corp	52	\$24,920,550
70	Robert D Kaetzel	Real Estate Professionals, Inc.	52	\$12,072,743
71	Krissy Doherty	Northrop Realty	51	\$23,569,041
72	Allen J Stanton	RE/MAX Executive	50.5	\$22,206,191
73	Tracy J. Lucido	Keller Williams Lucido Agency	50.5	\$40,641,161
74	Joseph S Bird	Red Cedar Real Estate, LLC	50.5	\$28,594,048
75	Brendan Butler	Cummings & Co. Realtors	50.5	\$20,968,315
76	Jim Bim	Winning Edge	50.5	\$27,519,035
77	Michael Soper	Next Step Realty	50	\$19,113,990
78	James H Stephens	EXP Realty, LLC	50	\$22,577,950
79	Gavriel Khoshkheraman	Pickwick Realty	50	\$10,191,600
80	Mark Richa	Cummings & Co. Realtors	50	\$24,238,815
81	Brian D Saver	Long & Foster Real Estate, Inc.	50	\$48,423,064
82	Daniel Borowy	Redfin Corp	49	\$29,160,711
83	Jessica L Young-Stewart	RE/MAX Executive	49	\$21,044,173
84	Michael J Schiff	EXP Realty, LLC	49	\$16,988,082

RANK	NAME	OFFICE	SALES	TOTAL
85	Greg M Kinnear	RE/MAX Advantage Realty	48	\$28,884,405
86	Christopher B Carroll	RE/MAX Advantage Realty	47.5	\$23,809,124
87	Bob A Mikelskas	Rosario Realty	47.5	\$23,344,690
88	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	47	\$22,611,470
89	Liz A. Ancel	Cummings & Co. Realtors	46.5	\$18,455,950
90	Ryan R Briggs	Anne Arundel Properties, Inc.	46.5	\$29,570,575
91	Mitchell J Toland Jr.	Redfin Corp	46.5	\$17,869,214
92	Jason W Perlow	Monument Sotheby's International Realty	46	\$33,706,200
93	Megan Manzari	Cummings & Co. Realtors	46	\$18,610,800
94	Pamela A Terry	EXP Realty, LLC	46	\$7,429,027
95	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	45.5	\$20,935,500
96	Larry E Cooper	Alex Cooper Auctioneers, Inc.	45.5	\$7,929,263
97	Peter Boscas	Red Cedar Real Estate, LLC	45	\$28,574,788
98	Aimee C O'Neill	O'Neill Enterprises Realty	45	\$20,814,300
99	Elliot Mitchell	Corner House Realty	45	\$15,912,900
100	CINTIA M VALLADARES HERNANDEZ	EXP Realty, LLC	45	\$10,383,649

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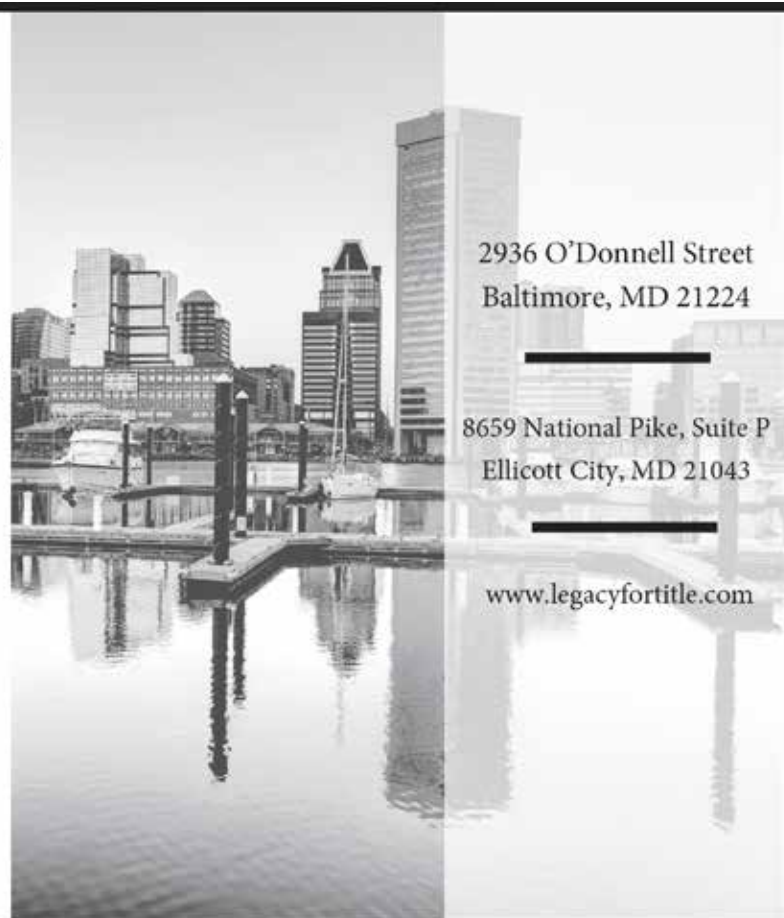


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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Dec. 31, 2025

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

RANK	NAME	OFFICE	SALES	TOTAL
101	Tony A Zowd	Coldwell Banker Realty	45	\$19,910,200
102	Lisa E Kittleman	The KW Collective	44.5	\$28,917,500
103	Colleen M Smith	EXP Realty, LLC	44.5	\$47,246,450
104	Trent C Gladstone	The KW Collective	44	\$25,523,254
105	Alexandra Ray Vincent	Next Step Realty	44	\$14,214,000
106	Mark C Ruby	RE/MAX Advantage Realty	44	\$22,600,400
107	Gylian Peter Page	Hyatt & Company Real Estate, LLC	44	\$15,372,800
108	Mary Anne Kowalewski	KOVO Realty	44	\$30,974,858
109	Joshua Shapiro	Douglas Realty, LLC	44	\$25,409,729
110	Bethanie M Fincato	Cummings & Co. Realtors	43.5	\$15,887,000
111	Daniel M Billig	A.J. Billig & Company	43	\$12,188,700
112	Nancy Gowan	Real Broker, LLC - Annapolis	43	\$26,169,150
113	Kathy A Banaszewski	Real Estate Professionals, Inc.	43	\$12,901,150
114	Zachary M. Pencarski	Redfin Corp	43	\$14,723,690
115	Francis R Mudd III	Schwartz Realty, Inc.	43	\$21,551,150
116	Steven C Paxton	Keller Williams Gateway LLC	43	\$16,252,889

RANK	NAME	OFFICE	SALES	TOTAL
117	Brian Pakulla	Red Cedar Real Estate, LLC	42.5	\$33,688,439
118	Matthew P Wyble	Next Step Realty	42	\$24,908,940
119	Carla H Viviano	Viviano Realty	42	\$26,684,980
120	Robert A Kinnear	RE/MAX Advantage Realty	42	\$30,733,925
121	Jennifer A Bayne	Long & Foster Real Estate, Inc.	42	\$14,997,000
122	Karen L Harms	Cummings & Co. Realtors	41.5	\$17,061,990
123	Michael Frank	EXP Realty, LLC	41.5	\$17,235,671
124	William M Savage	Keller Williams Legacy	41.5	\$9,318,574
125	Santiago Carrera	Samson Properties	41	\$13,932,650
126	Gregory A Cullison Jr.	EXP Realty, LLC	41	\$13,764,220
127	Ricky Cantore III	RE/MAX Advantage Realty	41	\$32,675,780
128	Elisheva Ashman	Pickwick Realty	40.5	\$19,128,800
129	Shannon Smith	Cummings & Co. Realtors	40.5	\$17,564,260
130	Zugell Jamison	Cummings & Co. Realtors	40.5	\$22,112,401
131	Marina Yousefian	Long & Foster Real Estate, Inc.	40	\$21,349,800
132	Jenn Schneider	Neighborhood Assistance Corporation of America	40	\$13,748,450
133	Jessica DuLaney (Nonn)	Next Step Realty	39.5	\$22,719,400
134	Jory Frankle	Northrop Realty	39.5	\$21,545,620
135	James M. Baldwin	Compass	39.5	\$22,757,625
136	Teal Clise	EXP Realty, LLC	39.5	\$14,986,283
137	Jay J Fischetti	Keller Williams Realty Centre	39.5	\$21,159,835
138	William C Featherstone	Featherstone & Co.,LLC.	39.5	\$9,178,300
139	Sayed Ali Haghgoo	EXP Realty, LLC	39.5	\$18,849,988
140	James F Ferguson	EXIT Preferred Realty, LLC	39.5	\$13,809,450
141	Robert M Carter Jr.	Douglas Realty, LLC	39.5	\$25,508,617
142	Gigi Causey	Cummings & Co. Realtors	39	\$13,596,200
143	Joanna M Dalton	Coldwell Banker Realty	39	\$29,603,400
144	Laura Nicole Livengood	AB & Co Realtors, Inc.	39	\$17,834,900
145	Luis H Arrazola	A.J. Billig & Company	39	\$5,391,580
146	Jason P Donovan	RE/MAX Leading Edge	39	\$25,294,200
147	Peter J Klebenow	RE/MAX Advantage Realty	38.5	\$8,169,050
148	F. Aidan Surlis Jr.	RE/MAX Leading Edge	38.5	\$23,947,365
149	Timothy Lee Joseph Dominick	Coldwell Banker Realty	38.5	\$9,029,050
150	Michael Myslinski	Kelly and Co Realty, LLC	38.5	\$17,557,000

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Dec. 31, 2025

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Joseph A Petrone	Monument Sotheby's International Realty	436.5	\$339,417,553
2	Shawn M Evans	Monument Sotheby's International Realty	282	\$283,079,384
3	Bradley R Kappel	TTR Sotheby's International Realty	85	\$204,895,978
4	Robert J Lucido	Keller Williams Lucido Agency	246	\$199,040,702
5	Tineshia R. Johnson	NVR Services, Inc.	329.5	\$177,987,761
6	Robert J Chew	Samson Properties	349	\$177,799,519
7	Justin K Wood	D.R. Horton Realty of Virginia, LLC	322	\$163,753,338
8	Creig E Northrop III	Northrop Realty	89.5	\$106,574,600
9	David Orso	Berkshire Hathaway HomeServices PenFed Realty	81	\$91,168,350
10	Nickolaus B Waldner	Keller Williams Realty Centre	179	\$90,073,963
11	Heidi S Krauss	Krauss Real Property Brokerage	60	\$83,599,430
12	Charlotte Savoy	The KW Collective	126	\$69,650,066
13	Daniel McGhee	Homeowners Real Estate	153.5	\$65,390,505
14	Georgeann A Berkinshaw	Coldwell Banker Realty	30	\$63,902,020
15	Jeremy Michael McDonough	Mr. Lister Realty	134	\$60,864,358
16	Un H McAdory	Realty 1 Maryland, LLC	94.5	\$59,736,827

RANK	NAME	OFFICE	SALES	TOTAL
17	Gina L White	Coldwell Banker Realty	127.5	\$58,733,754
18	James T Weiskerger	Next Step Realty	97	\$55,910,718
19	Lee R. Tessier	EXP Realty, LLC	118	\$55,513,202
20	Matthew D Rhine	Keller Williams Legacy	99.5	\$53,930,488
21	Sunna Ahmad	Cummings & Co. Realtors	76	\$53,169,951
22	Nancy A Hulsman	Coldwell Banker Realty	95	\$52,677,200
23	Laura M Snyder	American Premier Realty, LLC	109	\$52,383,882
24	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	59.5	\$51,118,944
25	Jeannette A Westcott	Keller Williams Realty Centre	96	\$49,850,400
26	Brian D Saver	Long & Foster Real Estate, Inc.	50	\$48,423,064
27	Colleen M Smith	EXP Realty, LLC	44.5	\$47,246,450
28	Alexandra T Sears	TTR Sotheby's International Realty	31.5	\$44,111,360
29	Lois Margaret Alberti	Alberti Realty, LLC	138	\$44,110,272
30	Alex M Clark	TTR Sotheby's International Realty	24	\$43,664,528
31	Anthony M Friedman	Northrop Realty	58.5	\$42,888,972
32	Tracy J. Lucido	Keller Williams Lucido Agency	50.5	\$40,641,161
33	Wendy Slaughter	VYBE Realty	65.5	\$40,045,395
34	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	91	\$39,544,748
35	Kelly Schuit	Kelly and Co Realty, LLC	71.5	\$39,435,609
36	Heather M. Richardson	NVR, INC.	71	\$39,026,195
37	Veronica A Sniscak	Compass	74	\$38,574,816
38	Charlie Hatter	Monument Sotheby's International Realty	28.5	\$38,032,388
39	Bill Franklin	Long & Foster Real Estate, Inc.	71	\$37,157,686
40	Jeremy S Walsh	Coldwell Banker Realty	61	\$36,638,250
41	Sarah E Kanne	Gibson Island Real Estate INC	9	\$36,549,000
42	Adam Dietrich	NVR, INC.	69	\$36,328,049
43	Elizabeth C Dooner	Coldwell Banker Realty	27	\$36,016,990
44	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	67	\$35,834,835
45	Leslie Ikle	Redfin Corp	59	\$35,136,900
46	Kimberly A Lally	EXP Realty, LLC	75	\$34,690,655
47	Missy A Aldave	Northrop Realty	64	\$34,531,434
48	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	22.5	\$33,875,400
49	Jason W Perlow	Monument Sotheby's International Realty	46	\$33,706,200
50	Brian Pakulla	Red Cedar Real Estate, LLC	42.5	\$33,688,439

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Individual MLS ID Closed date from Jan. 1 to Dec. 31, 2025

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Kim Barton	Keller Williams Legacy	69.5	\$33,413,199
52	Ricky Cantore III	RE/MAX Advantage Realty	41	\$32,675,780
53	Bryan G Schafer	Compass	66	\$32,112,918
54	Mary Anne Kowalewski	KOVO Realty	44	\$30,974,858
55	Robert A Kinnear	RE/MAX Advantage Realty	42	\$30,733,925
56	Mary Anne Long	Keller Williams Realty Centre	65	\$30,515,574
57	Reid Buckley	Long & Foster Real Estate, Inc.	26	\$30,469,000
58	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	31	\$30,254,530
59	Joanna M Dalton	Coldwell Banker Realty	39	\$29,603,400
60	Ryan R Briggs	Anne Arundel Properties, Inc.	46.5	\$29,570,575
61	Tony Migliaccio	Long & Foster Real Estate, Inc.	66	\$29,558,752
62	Carol Snyder	Monument Sotheby's International Realty	26	\$29,239,843
63	Daniel Borowy	Redfin Corp	49	\$29,160,711
64	Jennifer Schaub	EXP Realty, LLC	31.5	\$29,114,200
65	Lisa E Kittleman	The KW Collective	44.5	\$28,917,500
66	Greg M Kinnear	RE/MAX Advantage Realty	48	\$28,884,405

RANK	NAME	OFFICE	SALES	TOTAL
67	Joseph S Bird	Red Cedar Real Estate, LLC	50.5	\$28,594,048
68	Peter Boscas	Red Cedar Real Estate, LLC	45	\$28,574,788
69	Day W Weitzman	Coldwell Banker Realty	16.5	\$28,549,950
70	Benjamin J Garner	Cummings & Co. Realtors	74	\$28,101,420
71	Enoch P Moon	Realty 1 Maryland, LLC	56	\$28,051,747
72	Jeremy Batoff	Compass	30	\$27,791,857
73	Jim Bim	Winning Edge	50.5	\$27,519,035
74	Jessica Dailey	Compass	62	\$27,373,000
75	Sam Gupta	EXP Realty, LLC	62	\$27,264,400
76	Sergey A Taksis	Long & Foster Real Estate, Inc.	58	\$27,032,294
77	Adam Chubbuck	Douglas Realty, LLC	54.5	\$26,977,233
78	Yevgeny Drubetskoy	EXP Realty, LLC	82.5	\$26,816,145
79	Carla H Viviano	Viviano Realty	42	\$26,684,980
80	Jennifer Holden	Compass	32	\$26,559,950
81	Louis Chirgott	Core Maryland Real Estate LLC	58.5	\$26,493,937
82	Timothy Langhauser	Compass Home Group, LLC	58	\$26,432,880
83	Nancy Gowan	Real Broker, LLC - Annapolis	43	\$26,169,150
84	Tyler Ell	Keller Williams Realty Centre	54.5	\$26,070,783
85	Bryan K Bartlett	Compass	37	\$26,042,000
86	Trent C Gladstone	The KW Collective	44	\$25,523,254
87	Robert M Carter Jr.	Douglas Realty, LLC	39.5	\$25,508,617
88	Joshua Shapiro	Douglas Realty, LLC	44	\$25,409,729
89	Jason P Donovan	RE/MAX Leading Edge	39	\$25,294,200
90	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	27.5	\$25,282,250
91	Teresa M Klem	Long & Foster Real Estate, Inc.	32.5	\$25,101,700
92	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	37	\$25,095,630
93	Jonathan Scheffenacker	Redfin Corp	52	\$24,920,550
94	Matthew P Wyble	Next Step Realty	42	\$24,908,940
95	Mark Richa	Cummings & Co. Realtors	50	\$24,238,815
96	Barry L Hess	Keller Williams Flagship	66	\$24,172,294
97	F. Aidan Surlis Jr.	RE/MAX Leading Edge	38.5	\$23,947,365
98	DeAnna W Miller	Long & Foster Real Estate, Inc.	36.5	\$23,913,799
99	Christine M Leonard	Redfin Corp	36	\$23,890,650
100	Christopher B Carroll	RE/MAX Advantage Realty	47.5	\$23,809,124

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

RANK	NAME	OFFICE	SALES	TOTAL
101	Krissy Doherty	Northrop Realty	51	\$23,569,041
102	Bob A Mikelskas	Rosario Realty	47.5	\$23,344,690
103	Donald L Beecher	Redfin Corp	56	\$23,261,500
104	STEPHEN PIPICH Jr.	VYBE Realty	63.5	\$23,159,600
105	Arian Sargent Lucas	Lofgren-Sargent Real Estate	29.5	\$22,949,990
106	James M. Baldwin	Compass	39.5	\$22,757,625
107	Julie Singer	Northrop Realty	33	\$22,756,029
108	Carol L Tinnin	RE/MAX Leading Edge	38	\$22,755,800
109	Jessica DuLaney (Nonn)	Next Step Realty	39.5	\$22,719,400
110	Dee Dee R McCracken	Coldwell Banker Realty	26	\$22,661,950
111	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	47	\$22,611,470
112	Mark C Ruby	RE/MAX Advantage Realty	44	\$22,600,400
113	James H Stephens	EXP Realty, LLC	50	\$22,577,950
114	Blair Kennedy	Keller Williams Realty Centre	30.5	\$22,561,550
115	Ashley B Richardson	Monument Sotheby's International Realty	32	\$22,528,400
116	Stephanie M Maric	Long & Foster Real Estate, Inc.	35	\$22,395,649
117	Allen J Stanton	RE/MAX Executive	50.5	\$22,206,191
118	Zugell Jamison	Cummings & Co. Realtors	40.5	\$22,112,401
119	Steve Allnutt	RE/MAX Advantage Realty	32	\$21,947,850
120	Daniel B Register IV	Northrop Realty	88	\$21,719,638
121	Gina M Gargeu	Century 21 Downtown	123	\$21,589,106
122	Francis R Mudd III	Schwartz Realty, Inc.	43	\$21,551,150
123	Jory Frankle	Northrop Realty	39.5	\$21,545,620
124	Brian E Schilling	EXP Realty, LLC	25	\$21,367,000
125	Marina Yousefian	Long & Foster Real Estate, Inc.	40	\$21,349,800
126	sandra K. Libby	Long & Foster Real Estate, Inc.	27.5	\$21,334,500
127	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	60	\$21,312,357
128	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	31.5	\$21,300,548
129	Wendy T Oliver	Coldwell Banker Realty	31	\$21,194,295
130	Jay J Fischetti	Keller Williams Realty Centre	39.5	\$21,159,835
131	KEITH JANG	Northrop Realty	30.5	\$21,081,000
132	Jessica L Young-Stewart	RE/MAX Executive	49	\$21,044,173
133	John J Collins	Long & Foster Real Estate, Inc.	29.5	\$21,007,500
134	Brendan Butler	Cummings & Co. Realtors	50.5	\$20,968,315

RANK	NAME	OFFICE	SALES	TOTAL
135	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	45.5	\$20,935,500
136	Rachel Gontkovic	EXP Realty, LLC	33	\$20,874,500
137	Erica K Baker	TTR Sotheby's International Realty	29.5	\$20,850,185
138	Aimee C O'Neill	O'Neill Enterprises Realty	45	\$20,814,300
139	Joe L Smith III	Next Step Realty	34	\$20,531,515
140	Kyriacos P. Papaleonti	Academy Realty Inc.	36.5	\$20,490,600
141	Jackie B Daley	Northrop Realty	38	\$20,350,400
142	Ronald W. Howard	RE/MAX Advantage Realty	55.5	\$20,319,724
143	Biana Arentz	Coldwell Banker Realty	20	\$20,011,000
144	Melissa K Hamet	Cummings & Co. Realtors	28	\$19,928,250
145	Tony A Zowd	Coldwell Banker Realty	45	\$19,910,200
146	Shun Lu	Keller Williams Realty Centre	20	\$19,798,620
147	Samuel P Bruck	Northrop Realty	36.5	\$19,787,761
148	Cheryl Ann Byrd	Compass	23	\$19,741,120
149	Patrick T Komiske II	Northrop Realty	37.5	\$19,665,650
150	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	75.5	\$19,553,487

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