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Don't Believe Everything You Think!

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
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Coastal Real Producers 2026 Events Calendar

Thursday, February 5

9:45am - 2pm

Preferred Partner Mastermind & Mingle

Vista Rooftop - 13801 Coastal Hwy, Ocean City, MD 21842
This event is for our CRP preferred partners only. An opportunity to collaborate, connect and learn from fellow preferred partners.

Wednesday, March 11

12 p.m. - 3 p.m

Toast to the Top

Location TBD

Let's toast to the best in the business! This event will celebrate the Top 300 class of 2026 - the most successful 300 realtors in the Coastal region.

Thursday, May 21

4 p.m. - 7 p.m

Summer Kick Off Party

Fager's Island - 201 60th St, Ocean City, MD 21842

Summer's here and we're ready to party! Come usher in the heat with the best in Coastal real estate.

Tuesday, August 11

10 a.m. - 2 p.m

Mastermind

The Landing Bar and Grille - 20301 Charlotte Boulevard, Millsboro, DE 19966
The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

Wednesday, September 23

Time TBD

Beach Bonfire

Location TBD

A first this year, we're bringing the CRP community together for a fun bonfire night - top agents, vendors, and good vibes all in one beachside spot.

Thursday, November 12

Time TBD

3rd Anniversary Party

Location TBD

Join fellow local top-producing agents and CRP preferred partners for a magical evening to celebrate YOU and our THIRD anniversary as a community. #CheersToThreeYears

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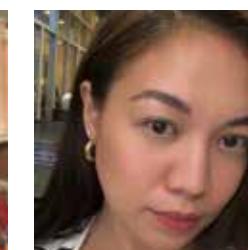
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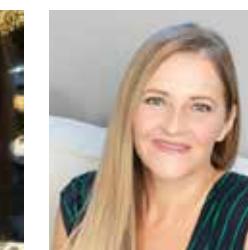
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JAY Doaty

BY JOSEPH COTTLE
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Jay Doaty didn't stumble into real estate by accident. He chased it down, long before he had a license in hand, and long before he realized that the business would become the perfect intersection of his skills, his curiosity, and his desire to genuinely help people move into the next chapter of their lives. "I want people to know that I genuinely care about people and everyone in the transaction," Jay says.

"Whether it's a first-time homebuyer buying their first house or someone who bought their first house with me now starting a family and transitioning, or even someone who's finally buying or building their dream home after 30 years."

While he was studying at Salisbury University, he heard a local agent speak on campus and asked about internships. The agent had already chosen two interns, but that didn't slow Jay down.

"I said, 'Well, that's fine, but I'll just start showing up on Saturdays.' I think he thought I was full of it at the time," Jay laughs. "But I started showing up on Saturdays, and the rest was history." Before he'd even finished college Jay was already out in the field, absorbing everything he could.

Real estate made sense in a way other careers didn't. Early in college, Jay was drawn to exercise science, but the work didn't align with his financial goals. He



An Internship That Changed Everything

interned in strength and conditioning, shifted toward the private sector, and quickly realized he was watching top performers barely keeping the lights on. That contrast sharpened his focus. Back home, his family ran a garage and towing business, and he'd grown up working with his hands, solving problems under pressure, and learning the kind of teamwork where no one has to speak to know what needs to happen next. "We were always maintaining our own properties," he says. "I've been around the block enough to know what's up with a house and what's not."

That practical knowledge became an advantage the moment he stepped into sales. He learned property management, helped lease rentals, handled operations for a moving company, scheduled student workers, and even launched a liaison program at Salisbury connecting students with local landlords. Those years were intense—2018 through 2022 especially—when he touched "almost a thousand transactions, directly or indirectly," and became the guy other agents called when something went sideways. "Now when something comes up, I might not have seen it directly, but I can pull from that knowledge," Jay says. "You just see things before they even happen."

Today, Jay thrives at Coastal Resort Sales, a place that fits both his rhythm and his goals. He's built strong relationships with local lenders, property managers, and investors, and Coastal gave him a way to marry his beach-area growth with the property management connections he'd built over the years. After years of running teams and grinding nonstop, being a solo agent again has given him the balance and freedom he'd earned, which means he's branching out, too, now serving as the co-chair for the advocacy committee for the Coastal Association of REALTORS.

Outside of work, Jay fills his time with the things that keep him grounded—traveling with his girlfriend, exploring local towns, practicing jiu-jitsu and kickboxing, strength training, cooking, and rediscovering his love for fishing. He'll experiment with rockfish or flounder recipes after a day on the water



or head to Bar Harbor, Maine, Bimini in the Bahamas, or closer spots like Jim Thorpe, Pennsylvania. If there's an opportunity to learn something new or challenge himself, Jay is in.

It all informs how he approaches sales at Coastal, where he helps people realize that they're buying more than just a house on the beach. The coast offers a whole new way to live.

He's also thinking ahead. After 10 years in the business, the next decade is about serving clients up and down the Delaware and Maryland beaches while doubling

down on investing for himself. "I've been helping a lot of clients and learning, getting paid to learn," he says. "Now it's time to apply it more for myself."

At the end of the day, Jay's story is one of commitment—to people, to growth, and to choosing a life that fits who he is. "I enjoy getting my hands dirty," he says. "There's the office work, but I love being out in the field with people." That balance, the same one he learned working side-by-side with his dad and grandfather, is what defines him still.





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Chris and Amanda Menzel

Oceans Edge Vacations

From One Unit to a Coastal Brand

BY JOSEPH COTTLE
PHOTOS BY ATLANTIC EXPOSURE

When Chris Menzel bought a beach property with his wife, he enjoyed the process of hosting guests and paying attention to the details, and discovered—almost by accident—that he was really good at it. What started as one four-bedroom unit on 51st Street in Ocean City has grown into Oceans Edge Vacations, a full-service vacation rental management company overseeing more than 150 homes along the Maryland and Delaware coast.

"We really loved communicating with the guests and everything that went into creating an experience for people when they were coming down here," Chris says. "Being able to offer that experience to other people in a town that I grew up in and I love was super important."

That focus on experience still drives everything Oceans Edge does. Chris describes the company as equal parts property management and hospitality, with concierge-level service woven into the guest stay. "We want guests walking into something that feels like an experience rather than just another home," he says. "Fresh-made beds, boutique-style amenities, and strong communication before, during, and after their stay all matter."

Just as important is how the company serves homeowners. Oceans Edge provides detailed owner portals, revenue tracking, pricing strategies and guidance that helps investors and mixed-use owners make informed decisions. "You can say you're going to do all these things," Chris says, "but are you able to

execute? I think because of our team, we're able to execute at a high level."

That emphasis on execution—and staffing accordingly—has become one of the company's key differentiators. With roughly 150 homes under management, Chris says Oceans Edge maintains one of the highest staff-to-home ratios in the market. "That allows us to actually do what we say we're going to do," he says. "We want to be the gold standard of vacation rentals in the Ocean City area."

The business grew quickly, but not without personal risk. After managing his own property in 2022, word spread. Other owners began asking Chris to manage their homes, impressed by the guest experience and the revenue numbers. By the summer of 2023,

Oceans Edge was managing about 40 properties. That growth prompted a major life decision.

Chris and his wife were living in Baltimore with a newborn when he floated the idea of renting out their primary home and moving back to the beach. "I looked at my wife and said, 'I'm going to put our house on Zillow and see if we can make this work,'" he recalls. "You should have seen the way she looked at me."

They made the move, temporarily living with Chris' parents in Ocean City. "It wasn't easy," he says, "but it was kind of a blessing." That summer confirmed the bet. The following year, Oceans Edge doubled to 80 homes. Today, the portfolio has nearly doubled again.

Chris credits part of his business mindset to an earlier career with a national home remodeling company. "They taught me a lot about sales, operations and company culture," he says. "I've taken some of those values and practices and implemented them into how we operate here."

Today, what keeps him energized is the variety and challenge of the work. "Every day is different," he says. "You're dealing with homeowners, guests, and your team. Everyone has little things about how they like to be catered to, and figuring that out and doing it really well is rewarding."

Outside of work, family anchors his life. Chris and his wife have two young sons, Grayson and Crew, with another baby boy on the way. Time off usually involves boats, sandbars, water parks and travel, especially in the offseason. "When things slow down in the winter, it really allows us to see the world," he says.

Looking ahead, Chris sees Oceans Edge continuing to grow—carefully. Expansion into Delaware and western Maryland is already underway, with long-term plans that could reach other coastal markets. Still, the vision remains clear. "When people think about vacationing in Ocean City," Chris says, "I want the next thought to be Oceans Edge."



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BY JOSEPH COTTLE
PHOTOS BY ATLANTIC EXPOSURE

Julie Gritton

Coastal Delaware isn't just a market to Julie Gritton; it's her home.

"I do this because I want to give back to the community," Julie says. "It's something I'm very passionate about. I've done it since literally high school. It's all I know. I live and breathe it."

As a teenager, Julie took an after-school job as an admin for a local real estate office. This was back in 2003, long before the streamlined digital tools agents rely on today, so her comfort with computers and early versions of real estate software made her a natural fit. "I was the person who knew how to do mailings and work some of the software,"

she says. "So, I would handle a lot of their marketing."

Those early days gave her a front-row seat to an industry just beginning to boom. She watched agents come and go with flexible schedules and sandy shoes, selling beach homes in an area where business attire often meant shorts and a relaxed smile. "I was like—you know, this is kind of cool," she says. It planted a seed that never stopped growing.

Over the years, Julie collected experiences from just about every corner of the industry. "I always tell people I've gone from taking out the trash to running my team and all in between," she says. She assisted top producers,

covered a maternity leave for the rental manager, became the rental manager herself, moved into sales, earned her broker's license, and eventually began leading a team.

Her first sale came in 2005, but it would be her last sale for a while due to the housing market bubble pop. So, she pivoted into rentals, made deep connections with investors. As the market recovered, she returned to sales to have more time with her growing family. Weekends spent handling vacation check-ins gave way to a desire for a more predictable rhythm.

Her business took its next major leap when she and

family/friends moved their licenses to Coldwell Banker. She didn't go there planning to build a large team, but her mentor, Bruce Plummer, always encouraged her. "He was great at just telling me the sky's the limit," Julie says. "Whatever you shoot for, you can accomplish." Soon she was managing the office and growing her sales team. In 2024 she stepped down as the office manager and committed fully to focusing on the growth of her team, which is now 13 strong. "I really love mentoring agents and helping their business grow," she says.

Two decades in the industry might tire others out, but the variety keeps her engaged. "No day is the same," Julie

“It's something I'm very passionate about. I've done it since literally high school. It's all I know. I live and breathe it.”





If I can stay in that spot and grow from within there, I think I have the best years ahead of me."

says. "You could be on an appointment at 9 o'clock at a historic home, then at 1:00 with a first-time homebuyer, then at 4 o'clock at a mobile home." Her fast-moving mind thrives on the constant shifts, the research that goes into listings, the problem-solving, and the chance to connect with people from every walk of life.

But the heart of her motivation is at home. "My job is important to me because I really want what's best for my family," she says. Her schedule now starts not with appointments, but with her husband's and children's needs—those blocks on the calendar are nonnegotiable. Sundays in particular are family time and church time, the one whole day she says she truly protects. "You only have your kids for a certain period of time," she says. "There will be a time when I can be a workaholic if I want to. But it isn't now."

If it's not Sunday, the Grittions love to travel by camper. The family has a goal to visit all

50 states, and they've already checked off everything east of the Mississippi, taking one big family trip every year. "We let the kids pick where they want to go," Julie says. "Sometimes it's three days and sometimes it's three weeks. It's always fun."

After years of growth, challenge, pivots, and joy, the future isn't something she overthinks. She loves her team. She loves her work. She loves where she lives. "I really am now at a place where I love what I do every day," she says. "If I can stay in that spot and grow from within there, I think I have the best years ahead of me."

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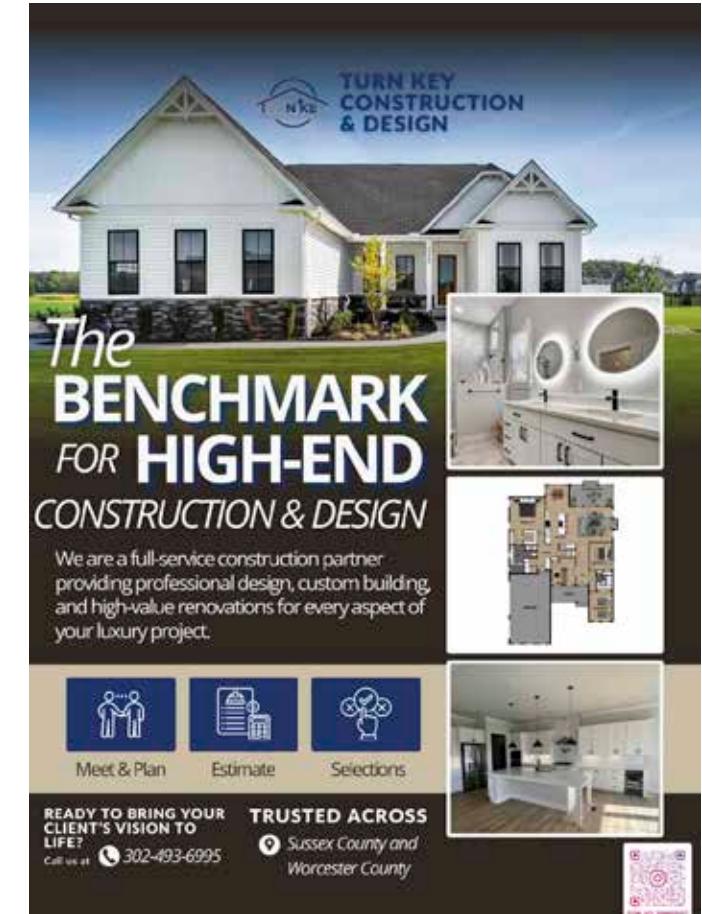
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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	331	\$273,388,456
2	Jaime Hurlock	Long & Foster Real Estate, Inc.	203	\$86,860,477
3	Dustin Oldfather	Compass	141	\$59,943,063
4	PAUL TOWNSEND	Jack Lingo - Lewes	111	\$123,772,363
5	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty - OP	108.5	\$36,991,950
6	MICHAEL KENNEDY	Compass	99.5	\$60,304,886
7	Erin S. Lee	Keller Williams Realty	88	\$31,968,014
8	Mary SCHROCK	Northrop Realty	87	\$49,812,570
9	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	81	\$25,276,707
10	Russell G Griffin	Keller Williams Realty	75.5	\$28,680,350
11	Cory Mayo	Compass	74.5	\$66,712,325
12	Debbie Reed	RE/MAX Realty Group Rehoboth	70.5	\$58,272,363
13	Ryan Haley	Atlantic Shores Sotheby's International Realty	66.5	\$33,516,708
14	LESLIE KOPP	Long & Foster Real Estate, Inc.	64.5	\$93,588,953
15	Grant K Fritschle	Keller Williams Realty Delmarva	61	\$46,108,700
16	Bethany A. Drew	Hileman Real Estate-Berlin	58	\$25,894,650
17	Dustin Parker	The Parker Group	57.5	\$24,387,875
18	LINDA BOVA	SEA BOVA ASSOCIATES INC.	57	\$12,396,925
19	JAMES LATTANZI	Northrop Realty	57	\$34,669,868
20	Darron Whitehead	Whitehead Real Estate Exec.	56	\$19,986,175
21	Julie Gritton	Coldwell Banker Premier - Lewes	56	\$25,766,173
22	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	53.5	\$26,879,300
23	SUZANNE MACNAB	RE/MAX Coastal	53	\$33,825,200
24	Matthew Lunden	Keller Williams Realty	49	\$32,671,737
25	Meme ELLIS	Keller Williams Realty	48.5	\$20,253,790
26	PAUL MALTAGHATI	Monument Sotheby's International Realty	48	\$43,302,701
27	Rachel Lynn Tarbutton	Potnets Homes LLC	47.5	\$9,440,965
28	Gordon A a Basht	Potnets Homes LLC	46	\$9,119,132
29	Tracy L. Zell	Long & Foster Real Estate, Inc.	45.5	\$29,126,101
30	Kimberly Lear Hamer	Monument Sotheby's International Realty	44.5	\$50,108,174
31	CHRISTINE MCCOY	Coldwell Banker Realty	44.5	\$24,726,265
32	Nancy Reither	Coldwell Banker Realty	43.5	\$37,801,000
33	Kevin E Decker	Coastal Life Realty Group LLC	43.5	\$28,717,036
34	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	42.5	\$28,611,696

RANK	NAME	OFFICE	SALES	TOTAL
35	Demarcus L. Rush	Compass	42.5	\$21,434,200
36	Nicole P. Callender	Keller Williams Realty Delmarva	42	\$22,640,289
37	Frances Sterling	ERA Martin Associates	41.5	\$15,470,588
38	William P Brown	Keller Williams Realty	41	\$15,863,985
39	Vincente Michael DiPietro	Northrop Realty	40	\$31,811,009
40	SHAUN TULL	Jack Lingo - Rehoboth	39	\$82,117,335
41	Joseph Wilson	Coastal Life Realty Group LLC	39	\$21,020,699
42	DANIEL TAGLIENTI	Keller Williams Realty	37	\$28,568,400
43	Kristen Gebhart	Northrop Realty	36	\$19,655,300
44	Holly B. Worthington	Worthington Realty Group, LLC	36	\$17,808,508
45	CHRISTINE TINGLE	Keller Williams Realty	35	\$22,192,640
46	STACI WALLS	NextHome Tomorrow Realty	35	\$13,158,989
47	LISA M JACKSON	Engel & Volkers Ocean City	35	\$13,464,890
48	Ryan James McCoy	Coldwell Banker Realty	34	\$13,666,971
49	DONNA KENNEDY	Baywood Homes LLC	33.5	\$14,536,232
50	Jaime Cortes	Coldwell Banker Realty	33.5	\$9,255,000

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Brian K Barrows	Monument Sotheby's International Realty	33	\$24,206,967
52	Sharon Y Daugherty	Keller Williams Realty Delmarva	33	\$16,298,900
53	Krystal Casey	Keller Williams Realty	33	\$15,275,800
54	HENRY A JAFFE	Monument Sotheby's International Realty	32	\$43,389,060
55	Jorge Chavez	Iron Valley Real Estate at The Beach	32	\$10,977,300
56	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	32	\$8,345,432
57	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	32	\$5,104,400
58	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	31.5	\$15,696,290
59	Debora H Hileman	Hileman Real Estate-Berlin	31	\$14,325,913
60	Andrew Staton	Monument Sotheby's International Realty	31	\$24,204,588
61	David L Whittington Jr.	Coastal Life Realty Group LLC	31	\$16,203,790
62	Anna Spann	Coldwell Banker Realty	31	\$10,051,699
63	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	31	\$16,730,495
64	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	30.5	\$16,268,425
65	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	30.5	\$15,460,395
66	Jonathan M Barker	Keller Williams Realty Delmarva	30	\$21,849,190

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RANK	NAME	OFFICE	SALES	TOTAL
67	Paul A. Sicari	Compass	30	\$22,127,250
68	Jamie Caine	Coldwell Banker Realty	30	\$18,650,790
69	Tommy Burdett IV	Keller Williams Realty	30	\$9,392,900
70	Dustin Oldfather	Compass	30	\$13,055,850
71	Lee Johnson	Coldwell Banker Premier - Seaford	30	\$7,308,000
72	Kimberly Heaney	Berkshire Hathaway HomeServices PenFed Realty-WOC	29.5	\$12,680,699
73	Marti Hoster	ERA Martin Associates	29.5	\$11,641,530
74	Andy Whitescarver	RE/MAX Realty Group Rehoboth	29.5	\$13,421,530
75	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	29.5	\$15,346,939
76	Barbara Lawrence	RE/MAX Advantage Realty	29	\$11,567,600
77	Kelly Turner	Keller Williams Realty	29	\$12,143,839
78	JAY SCHULMAN	Coldwell Banker Realty	28.5	\$11,480,383
79	Chelsea Rose Bristow	Jack Lingo - Lewes	28.5	\$21,549,412
80	Nicholas Bobenko	Coastal Life Realty Group LLC	28	\$12,806,737
81	Lauren W. Bunting	Keller Williams Realty Delmarva	27.5	\$15,069,265
82	CARRIE LINGO	Jack Lingo - Lewes	27.5	\$33,169,317
83	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	27	\$16,074,207
84	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	27	\$20,073,846
85	AMANDA RYAN	Jack Lingo - Rehoboth	27	\$25,242,695
86	Lisa Mathena	The Lisa Mathena Group, Inc.	27	\$9,938,400
87	Trenace Josiah	Coldwell Banker Realty	27	\$9,076,020
88	Mitchell G. David	Sheppard Realty Inc	27	\$16,458,175
89	Adam U Monico	Coldwell Banker Realty	27	\$11,825,650
90	KIM S HOOK	RE/MAX Coastal	27	\$21,612,965
91	Amanda Ellen Tingle	Coldwell Banker Realty	26.5	\$8,966,914
92	Donna Harrington	Coldwell Banker Realty	26.5	\$8,412,528
93	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	26.5	\$20,181,750
94	Joseph Sterner	McWilliams/Ballard, Inc.	26	\$11,525,029
95	Brigit R Taylor	Keller Williams Realty	26	\$15,844,687
96	Chris Jett	RE/MAX Advantage Realty	26	\$19,717,932
97	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	26	\$10,343,450
98	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	26	\$13,329,688
99	Deeley Chester	Coastal Life Realty Group LLC	25.5	\$14,337,900
100	Tim Arnett	ERA Martin Associates	25.5	\$7,518,288

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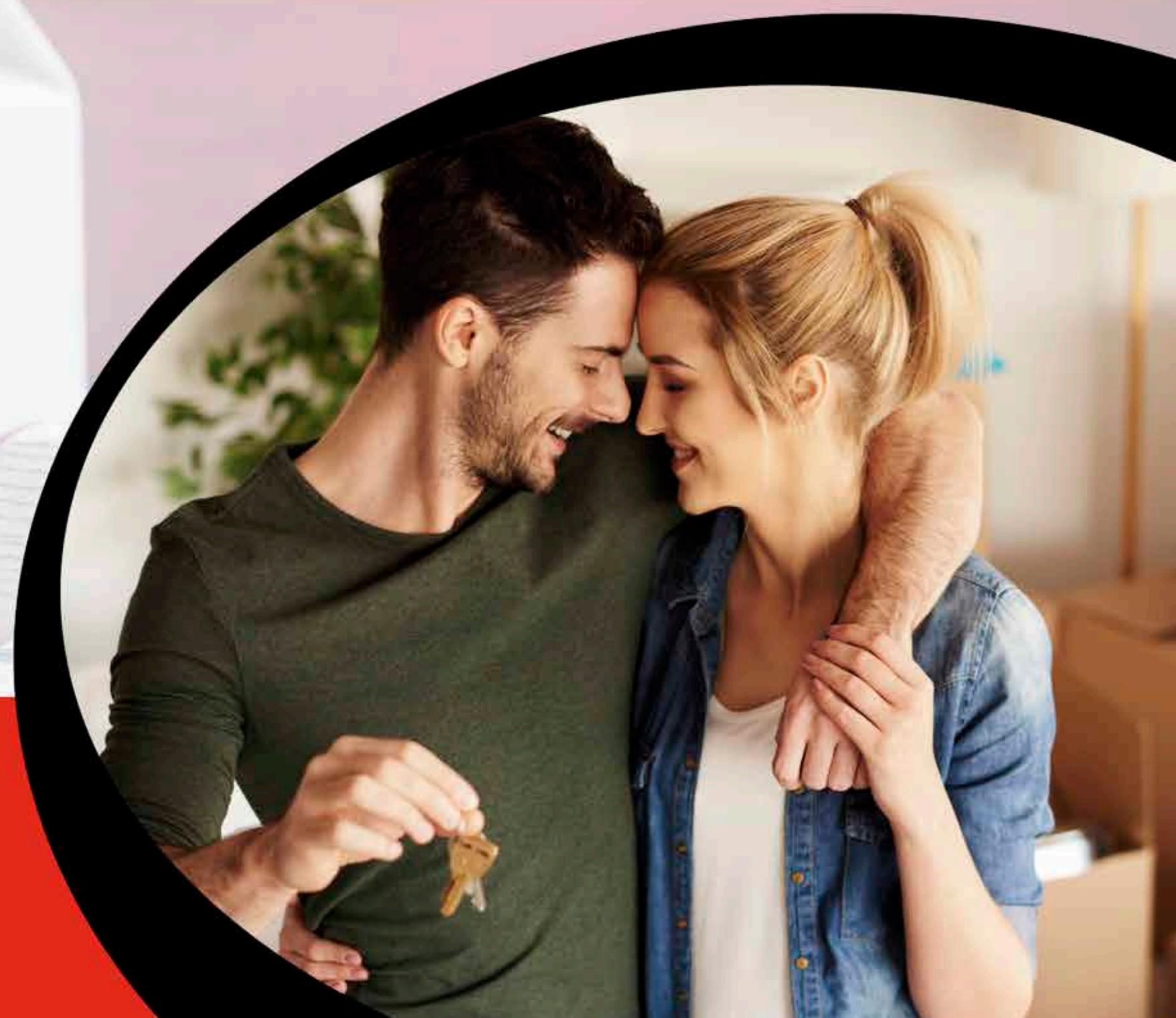
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Individual MLS ID Closed date from Jan. 1 to Dec. 31, 2025

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	331	\$273,388,456
2	PAUL TOWNSEND	Jack Lingo - Lewes	111	\$123,772,363
3	LESLIE KOPP	Long & Foster Real Estate, Inc.	64.5	\$93,588,953
4	Jaime Hurlock	Long & Foster Real Estate, Inc.	203	\$86,860,477
5	SHAUN TULL	Jack Lingo - Rehoboth	39	\$82,117,335
6	Cory Mayo	Compass	74.5	\$66,712,325
7	MICHAEL KENNEDY	Compass	99.5	\$60,304,886
8	Dustin Oldfather	Compass	141	\$59,943,063
9	Debbie Reed	RE/MAX Realty Group Rehoboth	70.5	\$58,272,363
10	Kimberly Lear Hamer	Monument Sotheby's International Realty	44.5	\$50,108,174
11	Mary SCHROCK	Northrop Realty	87	\$49,812,570
12	Grant K Fritschle	Keller Williams Realty Delmarva	61	\$46,108,700
13	HENRY A JAFFE	Monument Sotheby's International Realty	32	\$43,389,060
14	PAUL MALTAGHATI	Monument Sotheby's International Realty	48	\$43,302,701
15	Nancy Reither	Coldwell Banker Realty	43.5	\$37,801,000
16	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty - OP	108.5	\$36,991,950

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RANK	NAME	OFFICE	SALES	TOTAL
17	BRYCE LINGO	Jack Lingo - Rehoboth	14	\$34,807,670
18	JAMES LATTANZI	Northrop Realty	57	\$34,669,868
19	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	13.5	\$34,433,000
20	SUZANNE MACNAB	RE/MAX Coastal	53	\$33,825,200
21	Ryan Haley	Atlantic Shores Sotheby's International Realty	66.5	\$33,516,708
22	CARRIE LINGO	Jack Lingo - Lewes	27.5	\$33,169,317
23	Matthew Lunden	Keller Williams Realty	49	\$32,671,737
24	KIKI HARGROVE	Long & Foster Real Estate, Inc.	23	\$32,600,703
25	Erin S. Lee	Keller Williams Realty	88	\$31,968,014
26	Vincente Michael DiPietro	Northrop Realty	40	\$31,811,009
27	Tracy L. Zell	Long & Foster Real Estate, Inc.	45.5	\$29,126,101
28	Kevin E Decker	Coastal Life Realty Group LLC	43.5	\$28,717,036
29	Russell G Griffin	Keller Williams Realty	75.5	\$28,680,350
30	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	42.5	\$28,611,696
31	DANIEL TAGLIENTI	Keller Williams Realty	37	\$28,568,400
32	Michael Reamy Jr	Monument Sotheby's International Realty	10.5	\$28,080,000
33	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	53.5	\$26,879,300
34	Bethany A. Drew	Hileman Real Estate-Berlin	58	\$25,894,650
35	Jennifer A Smith	Keller Williams Realty	19	\$25,825,300
36	Julie Gritton	Coldwell Banker Premier - Lewes	56	\$25,766,173
37	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	81	\$25,276,707
38	AMANDA RYAN	Jack Lingo - Rehoboth	27	\$25,242,695
39	CHRISTINE MCCOY	Coldwell Banker Realty	44.5	\$24,726,265
40	Dustin Parker	The Parker Group	57.5	\$24,387,875
41	Brian K Barrows	Monument Sotheby's International Realty	33	\$24,206,967
42	Andrew Staton	Monument Sotheby's International Realty	31	\$24,204,588
43	Nicole P. Callender	Keller Williams Realty Delmarva	42	\$22,640,289
44	CHRISTINE TINGLE	Keller Williams Realty	35	\$22,192,640
45	Paul A. Sicari	Compass	30	\$22,127,250
46	Jonathan M Barker	Keller Williams Realty Delmarva	30	\$21,849,190
47	TJARK BATEMAN	Jack Lingo - Rehoboth	13	\$21,764,000
48	KIM S HOOK	RE/MAX Coastal	27	\$21,612,965
49	Chelsea Rose Bristow	Jack Lingo - Lewes	28.5	\$21,549,412
50	Demarcus L. Rush	Compass	42.5	\$21,434,200

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	BILL CULLIN	Long & Foster Real Estate, Inc.	24.5	\$21,189,239
52	Joseph Wilson	Coastal Life Realty Group LLC	39	\$21,020,699
53	Zane Daniel Jones	Jack Lingo - Rehoboth	18.5	\$20,572,750
54	Meme ELLIS	Keller Williams Realty	48.5	\$20,253,790
55	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	26.5	\$20,181,750
56	JOHN ZACHARIAS	Patterson-Schwartz-OceanView	27	\$20,073,846
57	Darron Whitehead	Whitehead Real Estate Exec.	56	\$19,986,175
58	Chris Jett	RE/MAX Advantage Realty	26	\$19,717,932
59	Kristen Gebhart	Northrop Realty	36	\$19,655,300
60	Jamie Caine	Coldwell Banker Realty	30	\$18,650,790
61	MICHAEL RODRIGUEZ	Jack Lingo - Rehoboth	10	\$18,446,659
62	Jacqueline Kay Martini	Coldwell Banker Realty	14	\$18,370,500
63	EMILY WILLIAMS	Keller Williams Realty	25	\$18,248,618
64	JOHN RISHKO	Patterson-Schwartz-Rehoboth	20	\$18,018,401
65	Terence A. Riley	RE/MAX Advantage Realty	20	\$17,890,132
66	Holly B. Worthington	Worthington Realty Group, LLC	36	\$17,808,508
67	ELIZABETH M COOCH	Jack Lingo - Lewes	16	\$16,866,200
68	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	31	\$16,730,495
69	DANIEL R LUSK	McWilliams/Ballard, Inc.	24	\$16,530,888
70	Mitchell G. David	Sheppard Realty Inc	27	\$16,458,175
71	John Christopher Housman	Long & Foster Real Estate, Inc.	17.5	\$16,402,140
72	Sharon Y Daugherty	Keller Williams Realty Delmarva	33	\$16,298,900
73	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	30.5	\$16,268,425
74	David L Whittington Jr.	Coastal Life Realty Group LLC	31	\$16,203,790
75	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	27	\$16,074,207
76	SARAH FRENCH	Long & Foster Real Estate, Inc.	24	\$16,005,914
77	William P Brown	Keller Williams Realty	41	\$15,863,985
78	JENNIFER BARROWS	Monument Sotheby's International Realty	15	\$15,848,550
79	Brigit R Taylor	Keller Williams Realty	26	\$15,844,687
80	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	31.5	\$15,696,290
81	Gail Mitkoff	Keller Williams Realty	20	\$15,602,740
82	Frances Sterling	ERA Martin Associates	41.5	\$15,470,588
83	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	30.5	\$15,460,395
84	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	29.5	\$15,346,939

RANK	NAME	OFFICE	SALES	TOTAL
85	Walter Stucki	RE/MAX Realty Group Rehoboth	23	\$15,288,000
86	Krystal Casey	Keller Williams Realty	33	\$15,275,800
87	Ann Buxbaum	Northrop Realty	21	\$15,256,490
88	RANDY MASON	Jack Lingo - Rehoboth	9.5	\$15,197,510
89	SKIP FAUST III	Coldwell Banker Premier - Rehoboth	18	\$15,141,850
90	Lauren W. Bunting	Keller Williams Realty Delmarva	27.5	\$15,069,265
91	DONNA KENNEDY	Baywood Homes LLC	33.5	\$14,536,232
92	SHELBY SMITH	Long & Foster Real Estate, Inc.	21	\$14,469,290
93	Deeley Chester	Coastal Life Realty Group LLC	25.5	\$14,337,900
94	Debora H Hileman	Hileman Real Estate-Berlin	31	\$14,325,913
95	Shannon L Smith Hunt	Northrop Realty	20	\$14,160,900
96	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	19.5	\$14,090,540
97	Gary Michael Desch	Northrop Realty	18	\$14,027,876
98	Ryan James McCoy	Coldwell Banker Realty	34	\$13,666,971
99	LISA M JACKSON	Engel & Volkers Ocean City	35	\$13,464,890
100	Andy Whitescarver	RE/MAX Realty Group Rehoboth	29.5	\$13,421,530

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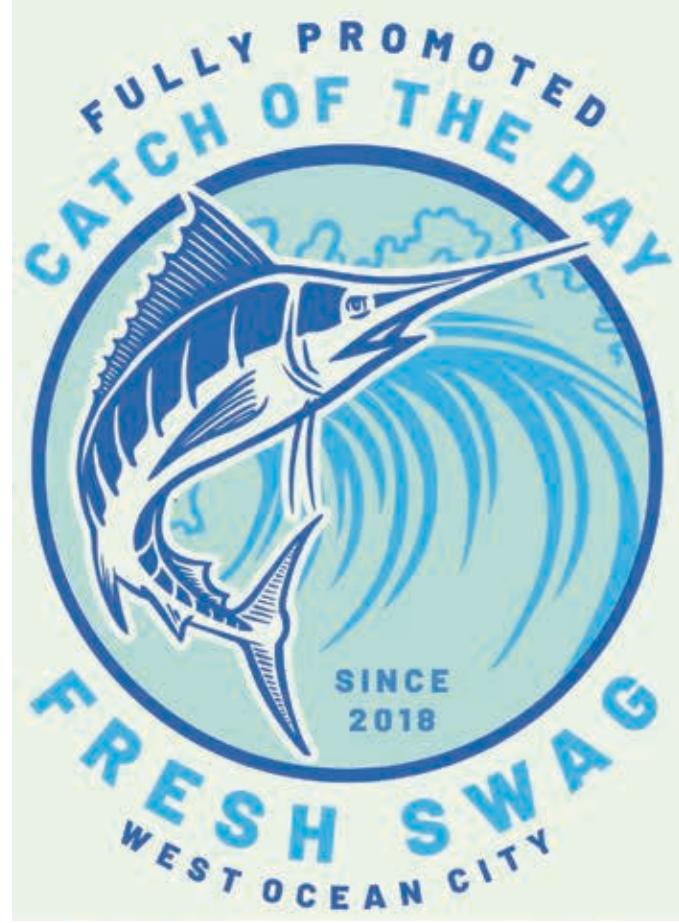


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