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INTERIORS

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# Cultivating a life of wonder

My first favorite emotion is excitement, the second is wonder. Do you recall the last time you were truly amazed, mind-blown, had your breath taken away, couldn't believe your eyes? Do you recall what that felt like?

I'll never forget the first time I saw the Rocky Mountains. I was 21, I had never been further west than the Mississippi. I had grown up on the east coast and the largest mountains I had ever seen were tiny in comparison.

I flew in at night and the moon was bright enough for me to kind of see an outline. They looked big but I really couldn't see much, kind of a disappointment after all the hype. The next morning I walked outside and stood in the valley of that mountain with my mouth wide open.

I quite literally couldn't believe how beautiful, grand and inspiring what I was looking at was. I had a T-shirt on in July and at the very top I could see snow. That memory is still vivid after 26 years.

Joy comes from wonder. Energy comes from wonder. Inspiration comes from

wonder. Wonder is one of the most profound and essential elements of the human experience. It connects us to creativity, curiosity, and awe, which enrich our lives in countless ways.

How can we cultivate more wonder in our lives?

Recognize wonder in everyday occurrences. Distractions from technology, a pressure to be practical and overly scheduled lives rob us of the ability to recognize the wonderful things around us. There has to be space to wonder.

Cultivate space for awe. Wonder comes in varied intensities, from "that's cool" to goosebumps. Being in nature, creating an awe journal, learning something new are all ways to create the space and emotion. You cannot time block for wonder, it's more of a way you move through your day. Looking, listening to what is around you.

Quiet your inner critic and create unapologetic joy. You know the phrase, "too cool for school?" That is exactly what your inner critic is trying to make

you feel, that being excited and amazed about something is not "cool". I think we have all met a person or two whom I would call a 'joy thief' who may have tainted the way our bodies respond to the feeling of wonder. Push through it, I promise it's worth it.

Wonder is more than just a fleeting emotion; it's fuel for the soul. It gives you the energy to dream, to create, and to appreciate the "extra" in the extraordinary. I think we could all use more moments like that.

Always,  
**Jill Franquelli**  
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# CHRIS CARHART

FROM POWDER  
TO PROPERTY

BY JOSEPH COTTLE  
PHOTOS BY DAVID STUCK

Six years ago, Chris Carhart was not a REALTOR®; he was sitting on a beach trying to sort out his post-college life. Now, this is his second feature in *Real Producers*, and Chris's unstoppable work ethic is the reason.

"The one thing I want people to know," Chris says, "is how hard of a worker I truly am—and how far above and beyond I'll go compared to what most agents typically do."

That drive shows up in the smallest details. Before a recent listing, when a client couldn't quite get their house ready on time, Chris didn't just make calls or send reminders. He showed up himself. "I took half a day to power-wash half his house and the entire driveway," he says with a laugh. "Did I have to? Absolutely not. But I'm not happy unless my product looks right. If my name's on it, it has to meet my standard."

For Chris, that work ethic isn't something he learned on the job—it's the way he was raised. "My dad always told me, 'If you want something, you've got to work for it.' We weren't hurting for money, but I never got handouts," he says. "Work ethic is something you have inside you. It can't really be taught."

**"The one thing I want people to know is how hard of a worker I truly am—and how far above and beyond I'll go compared to what most agents typically do."**







Over time, one transaction led to another, and social media became an unexpected accelerator. “I have a big presence online,” he says. “I post consistently, and people who’ve never even met me reach out saying they’ve followed me for years. That’s turned into a 100 percent referral-based business now.”

Outside of work, Chris stays on the move. He’s an avid skier—a passion that started when his dad first took him to Colorado at age five—

That mentality shaped him long before real estate. Before selling homes, he sold skis, snowboards, and gear at Princeton Sports, eventually managing the ski and snowboard department. “People always told me I could never have a boss—I had too much drive,” he says. “I showed up every day and sold more than anyone. I was aggressive, and that carried straight into real estate. I tell clients what they need to hear, not just what they want to hear. And if they listen, they’ll come out on top.”

Chris’s journey into real estate started in 2019, during that beachside season of reflection. He had just finished his last college class online and was talking with a mentor when it all clicked. “I said, ‘I love sales. I love houses. I love helping people. And I have a huge network. If I put those four things together, real estate just makes too much sense.’” He soon connected with his now-business

partner, Corey Campbell, and the rest, as he says, “is history.”

His love for homes, though, reaches back to childhood. When his family moved from Catonsville to Westminster as he entered fourth grade, that experience left an impression. “I remember it vividly—the excitement of looking at houses, the feeling of getting a new home,” Chris says. “It changed my childhood, my friendships, my path. It made me realize how one move can change a family’s life. Now I get to help people make that kind of move, and that’s incredibly rewarding.”

That personal connection, coupled with his sales background, helped him thrive even through the challenges of his first few years. “Years one through four were not easy,” Chris admits. “There were a lot of hard times, but I kept pushing. I just refused to stop.”

and he still makes an annual trip out west. When he’s home, you’ll find him boating, fishing offshore, running a men’s softball team, playing pickleball, or catching a Ravens or Orioles game. Family means a lot, too. He recently became an uncle to twins and was named their godfather. “That was a huge blessing,” he says. “It’s changed my life in the best way.”

Looking ahead, Chris says he’s aiming for steady, intentional growth. “I’m not one to cap myself,” he says. “I want to sell as much real estate as I can, help as many families as I can, and keep reinvesting in the business. Personally, I want to start a family someday, buy a boat, and keep building the life I’ve worked for.”

Then he grins, summing up his mindset perfectly. “I’m on cruise control—but with the pedal down.”

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# Ashley Schiff

## of AJ Designs Staging

Built on Purpose,  
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PHOTOS BY DAVID STUCK



**W**e sat down with Ashley Schiff, founder of AJ Designs Staging, to hear how she built a successful real estate staging business, her strategies for achieving work-life balance as a professional and single mom of two, and the core values that drive her.

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

My professional career actually started out in pharmaceutical and medical device sales back in 2006. It was a great experience, but I knew deep down it wasn't my passion. Then one day in June of 2012, my phone rang, and it was Jen Schiff. She had a vision, and I was ready to bring

it to life! I decided to take a leap and start AJ Designs Staging.

What began as a small side project turned into a full-time business once I realized how powerful staging could be — not just in selling homes, but in helping people see what's possible.

### How do you maintain work-life balance in a demanding industry like real estate?

Balance is definitely a juggling act, especially in this business — no two days ever look the same. Being a single mom of two busy boys, Grayson, 10, and Carter, 8, it's nonstop! I've learned to stay organized and really present. When I'm working, I give my clients everything I've got. When I'm home, I focus on my kids.

### How do you handle stress and stay motivated in such a competitive environment?

Real estate moves fast, and there's always pressure to deliver — but I've learned to use that as fuel. Staging itself is actually therapeutic for me. It's creative, hands-on, and instantly rewarding. When I'm designing, I'm in my element.

When I start to feel overwhelmed, I take a step back. Sometimes it's just a walk or a quiet moment to breathe. I remind myself why I started this business — to help people, create beauty, and build a life that means something. That always brings me back to center.

### What are the core values and mission of AJ Designs Staging?

At AJ Designs Staging, everything we do comes down to connection, creativity, and integrity. Our mission is simple — to help people see the full potential of a space and create an emotional connection the moment they walk through the door. I truly believe staging isn't just about furniture or décor — it's about telling a story and helping buyers envision their next chapter.

We value hard work, honesty, and attention to detail in everything we do.





“I want my boys to look back and know that their mom worked hard, chased her dreams, and never gave up — no matter what.”



Whether it's a small condo or a luxury property, every project gets the same care and energy.

**How do you set yourself apart from the competition?**

I think it comes down to the personal touch. I'm very hands-on with every project — from the design plan to the final details. I take time to understand the home, the target buyer, and how to tell a story through design.

I also genuinely care about my clients. I've built this business from the ground up, and I pour my heart into it. People can feel that. Staging isn't just my job — it's my passion. And that energy shows in the results.

**What drives you, both personally and professionally?**

The life that I have — and the life my boys have — was built by me. That's something I'm really proud of. Growing up, I was always taught to never depend on anyone, and that lesson stuck with me. It's what pushes me to work hard, stay focused, and create a life on my own terms.

Being a single mom and business owner isn't easy, but it's taught me strength, resilience, and the importance of showing my boys what's possible when you don't give up on yourself. I want them to see that success isn't about luck — it's about believing in yourself, doing the work, and building something you can be proud of.

**What legacy do you hope to leave?**

I hope people remember me for more than just beautiful homes. I want my legacy to be about courage, kindness, and creating a life with purpose. I want my boys to look back and know that their mom worked hard, chased her dreams, and never gave up — no matter what.



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A full-page portrait of Naya Patterson, a Black woman with long dark hair, smiling and wearing a black dress with white trim and a pearl necklace. The background is a bright, out-of-focus interior.

# Naya PATTERSON

FROM  
GIRL  
SCOUT TO  
GUIDING  
STAR

BY MOLLY LAURYSENS  
PHOTOS BY DAVID STUCK  
PHOTO SHOOT HELD AT DRB HOMES -  
LOCKE LANDING

For Naya Patterson, helping people find a home is more than a transaction; it’s become her purpose. Built with determination, empathy, and a clear mission, this former Girl Scout is blazing her own trail in real estate while continuing to champion education, equity, and empowerment.

Originally from South New Jersey, one of her dreams growing up was to become an author. She earned her undergraduate degree in criminal justice and a master’s in public policy with a specialization in education policy from the University of Maryland. She has been in the state ever since!

In 2020, she crossed that dream off her list by self-publishing *Affirmations for the Destined to Be You: 21 Day Affirmation Journal* (available at Blurb.com). The experience was deeply personal. “I started it for myself because I needed to have more consistent practice with affirmations. And then I thought maybe this is something I can share with others also.”

Naya’s studies in criminal justice uncovered the harsh realities of the school-to-prison pipeline, a revelation that reshaped her path. “It was a term I never heard before,” she said. The discovery opened her eyes to the systemic disparities pushing certain demographics out of education and into the criminal justice system. She couldn’t help but ask: *How are our youth being served, and what can I do to help fix these systems?*

Determined to make a difference, she joined the nonprofit Generation Hope, which supports teen parents pursuing college

degrees while raising their children. “Here they were doing a lot of research to help impact community colleges and universities [on how they can better serve the parenting students]. It was meaningful work.”

She later became the family and community engagement manager at a public charter school before transitioning to a community college. Today, she serves as assistant director of the Step UP Program at Howard Community College. “This is a coaching program for students. We pair them with a faculty or staff member who serves as their one-on-one success coach, kind of a life coach.”

Naya’s knack for guiding students has translated perfectly into guiding families through the biggest purchase of their lives. In March 2021, she earned her real estate license, joined a brokerage in September, and sold her first home in December. She credits her mentor and team leader, Lauren Thomas, for helping navigate those early days.

While maintaining her full-time role at the college, Naya’s real estate business has continued to grow. She surpassed \$2 million in sales volume in 2024 and is on pace to eclipse that mark in 2025. She hosts homebuyer

workshops, sharing real-life scenarios that plant seeds of hope and possibility. “Especially if they don’t think it’s possible!” Her mission is to act as a ‘North Star’ for her clients.

Through it all, her work in both education and real estate continues to entwine, and she couldn’t be any happier. “For me, being able to educate and advocate—whether that’s with students, families, or youth—it’s community members, and it’s really just about helping people navigate.”

When asked about her own North Star, Naya gets emotional. Her parents, Felisha and Wayne, have been her constant source of guidance and love. Her mother works in special education, and her father in transportation, and from them she learned the importance of kindness and faith—values that remain central to everything she does.

For fun, Naya loves to travel and spend time outdoors. “I love exploring a new city or even just exploring around the city. I love finding a park with a lake and taking a walk, sitting outside, and reading. I love being in the tranquil outdoors.”

The Girl Scout spirit still runs strong in her, and service is important. Naya volunteers





with the National Women of Achievement, Prince George's County chapter, and serves as curriculum board chair for QUEENIN' It, a nonprofit that mentors young girls.

Though she's busy wearing a lot of hats, she'd have it no other way. Naya's rooted in faith, family, and a deep belief in possibility and transformation. Whether through a college student finding their footing or a family unlocking the door to their first home, she continues to do what she was called to do: guide others home.

“For me, being able to educate and advocate—whether that’s with students, families, or youth—it’s community members, and it’s really just about helping people navigate.”




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# Concierge Legal Services: A MUST-HAVE

BY DIANA KHAN OF DK LAW GROUP

*As a real estate agent, having a lawyer on speed dial is a crucial component of a successful and sustainable career. The complexities and legal intricacies involved in real estate transactions make legal guidance indispensable.*

Here are a few compelling reasons why a realtor should always have a concierge lawyer:

**1. Immediate Legal Advice:**  
Realtors often encounter unexpected legal issues during transactions. Having a lawyer on speed dial ensures

quick access to expert legal advice, enabling agents to make informed decisions promptly and minimize potential risks.

**2. Risk Mitigation:**

Real estate transactions involve various legal risks, from contract disputes to title issues. A lawyer can help agents to proactively address these risks, mitigating the chances of costly legal disputes.

**3. Contract Review:**

Real estate contracts are laden with legal jargon and terms that can be challenging to interpret. A lawyer can quickly review contracts for potential pitfalls and ensure that all terms are fair and legally sound.

**4. Compliance with Laws and Regulations:**

Real estate agents must adhere to a myriad of laws and regulations. A lawyer can help agents stay compliant with state and federal requirements, reducing the risk of legal repercussions due to inadvertent violations.

**5. Negotiation Support:**

A lawyer’s expertise in negotiation can prove invaluable during price negotiations and contract terms. Agents can seek advice on how to best represent their clients’ interests.

**6. Customized Legal Solutions:**

Every real estate transaction is unique, requiring tailored legal solutions. Concierge lawyers offer personalized attention, ensuring that the legal

services provided align with the specific needs of each transaction.

**7. Efficiency in Legal Processes:**

Concierge lawyers prioritize responsiveness and efficiency, streamlining the legal aspects of real estate deals. This quick turnaround enables agents to meet tight deadlines and ensure smooth transactions.

**8. Long-Term Relationship:**

Establishing a relationship with a concierge lawyer fosters a long-term partnership. The lawyer becomes intimately familiar with the agent’s business practices and preferences, enhancing the level of service and trust between both parties.

**9. Peace of Mind:**

Agents operate in a high-stakes industry, where legal challenges can arise unexpectedly. Having a lawyer readily available provides peace of mind, knowing professional legal support is just a call away.

**10. Focus on Client Relationships:**

With a concierge lawyer handling legal matters, real estate agents can dedicate more time to building and maintaining strong relationships with clients. This focus on client satisfaction can lead to increased referrals and a thriving business.

In the fast-paced world of real estate, having a lawyer is not a luxury but a necessity. It ensures successful transactions and protects both the agent’s interests and those of their clients.

Personalized, efficient legal services give realtors immediate access to expert guidance, help mitigate risks, and ensure they stay compliant with laws and regulations. By fostering a long-term relationship with a dedicated concierge lawyer, agents can focus on strengthening client relationships and positioning themselves as trusted advisors in the industry. It also elevates a realtor’s services to a higher standard of excellence and sets them apart in a competitive market.



*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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# Marcus James

of M & C Global Construction

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Marcus James sat down with us to highlight M & C Global Construction’s values and services, and how he’s challenging misconceptions about the construction industry. He also shared his personal insights about work-life balance and the importance of grit in the real estate industry.

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

A. Our mission is to deliver high-quality craftsmanship while ensuring every client receives exceptional service and complete satisfaction. Our core values center around integrity, professionalism, transparency, and a commitment to quality work that our clients can trust. These principles guide every project from estimate to completion.

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

A. We offer full-service residential and commercial construction—from kitchen and bathroom renovations to full-home remodels, additions, exterior improvements, and even

plumbing and HVAC. What sets us apart is that clients don’t have to juggle multiple contractors—we handle everything under one roof with a focus on craftsmanship, transparency, and a seamless client experience from start to finish.

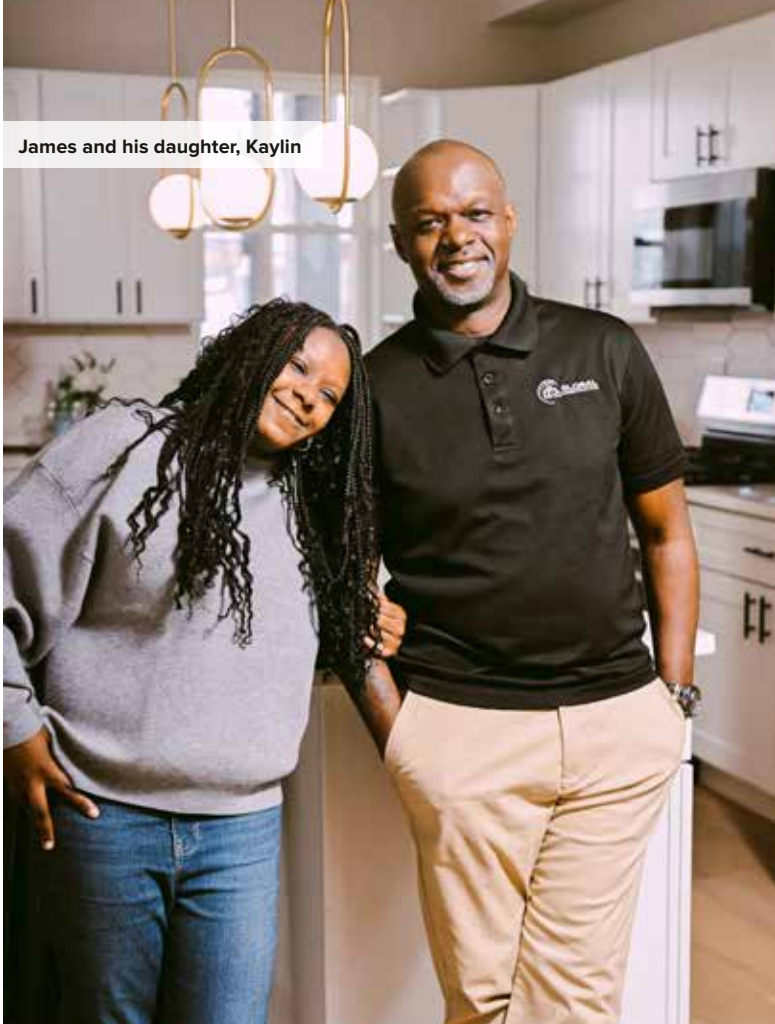
**Q. What are some of the biggest challenges your business faces right now?**

A. One of the biggest challenges we’re facing right now is the rising cost of materials caused by tariffs and ongoing supply chain issues. On top of that, the economy is uncertain—interest rates are high, people are more cautious with their spending, and some homeowners are delaying big projects because they’re unsure what the future holds. As a contractor, I have to find



PHOTOS BY DAVID STUCK





James and his daughter, Kaylin

“ People also don’t always realize how much **planning, coordination, and problem-solving** happens behind the scenes.

creative ways to keep projects affordable, manage budgets carefully, and still deliver high-quality work.

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

A. One of the biggest misconceptions is that there just aren’t many good contractors out there—but the truth is, there are a fair amount of skilled, honest professional contractors; we’re just often overshadowed by the ones who offer the lowest prices, cut corners or overpromise and underdeliver. Another misconception is that all contractors are the same and only differ in price, when in reality, the differences in workmanship, project management, communication, and accountability can make or break a project.

People also don’t always realize how much planning, coordination, and problem-solving happens behind the scenes. We don’t just show up and swing hammers; we’re managing timelines, budgets, inspections, client expectations, and protecting what is often someone’s biggest investment.

**Q. How do you maintain work-life balance in a demanding industry like real estate?**

A. Maintaining work-life balance in this industry isn’t easy, but I’ve made it a priority. I started going to the gym regularly—it helps me clear my head, manage stress, and stay physically sharp for long days

on the job or in the field. I also make it a point to have dinner with my daughter, Kaylin, at least twice a week, no matter how busy things get. Those moments remind me why I work so hard and help keep me grounded. For me, balance isn’t about having less work—it’s about making time for the things and people that matter most.

**Q. What skills do you believe are essential for success in the real estate profession today?**

A. Grit is huge in real estate—this business will test your patience, your confidence, and your ability to keep going when deals fall through, or projects hit delays. But grit alone isn’t enough. You also need strong communication skills so clients, team members, and REALTORS® always know where things stand. Problem-solving is essential too, because every construction project brings unexpected challenges. And finally, adaptability is key; real estate and construction are constantly changing with new

market trends, interest rates, and regulations. At the end of the day, grit is what keeps you moving forward when most people would quit.

**Q. What legacy do you hope to leave?**

A. I hope my legacy reflects hard work, faith, and the determination my parents instilled in me as a child of Caribbean immigrants—nothing is handed to you, but anything is possible if you’re willing to work hard for it. More than anything, I want my daughter to know that despite being diagnosed with Turner syndrome, she can do anything she dreams of—her disability doesn’t define her potential. I want to be remembered as someone who worked with integrity, created opportunities for others, and proved that no matter where you come from or what challenges you face, resilience and belief in yourself can change your future.

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# FALL FÊTE 2025

BY HANNAH BENSON  
PHOTOS BY YRN PHOTOGRAPHY

Pure energy, great people, good vibes, and one unforgettable night.

BRP’s Fall Fête this November was one for the books - the perfect way to wrap up 2025 with over 300 of Central Maryland’s top agents and industry pros in attendance.

We brought it back to Porsche Hunt Valley for the second year in a row (because honestly, it was *that* much of a hit the first time).

Surrounded by sleek cars, the space was buzzing from the moment doors opened. It was equal parts luxury, laughter, and connection - the kind of night where business cards turned into real conversations and every handshake felt like the start of something new.

The food? Incredible. The drinks? Flowing. The 360 video booth? Nonstop. Everywhere you looked, people were mingling, laughing, and catching up - all the reasons Fall Fête has become one of the can’t-miss events of the year.

Huge thanks to Porsche for hosting us again, and to our amazing sponsors who make nights like this possible. We couldn’t do it without your support, your partnership, and your belief in this community.

As we close out 2025, we’re raising a glass to the connections, collaborations, and good times that define *Baltimore Real Producers*. Here’s to even bigger things - and more unforgettable nights - in 2026!











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## Leadership through Service

BY PAT RIPPEY  
PHOTOS BY ROY COX  
MAKEUP BY ASHLEY CALLAWAY

Monica Truesdale, serial entrepreneur and Broker of Realty ONE Group Universal may be coming off her best year yet, but don't call her a winner. "Win' implies that someone had to lose," she says. "My philosophy is that no one has to lose in order for me to win." The real winners are the many satisfied clients who trusted her with their real estate goals, contributing to one of her best years in 2025. However, her team of agents—and there's over 50 of them—also count themselves as winners, because there's no one they'd rather work with. That tells you exactly the kind of person Monica is. "I think part of leadership is being able to serve as well," she says, acknowledging that she finds fulfillment in helping others succeed.

Monica started thinking about home ownership at an early age. She remembers visiting relatives in the McCulloh Homes complex in Baltimore, which she describes as a lively, fun environment with cherished family members. She didn't yet understand the concept of 'projects,' but recalls her relatives having an underlying fear of breaking the rules. There were frequent references to a mysterious "they" (as in, "*they* won't turn on the heat until mid-October"). She wondered who maintained this oversight of her family's homes. As she asked more questions, she realized the residents lived under

the strict rules mandated by the Housing Authority. It was then she decided someday she would own her own home, and not have to ask permission to turn on the heat or paint the walls. Monica also remembers noticing a woman in the neighborhood who drove a motorcycle and was a real estate agent. She felt inspired, thinking, "*that could be me.*" Looking back, Monica believes these subtle signs put her in alignment with God's calling to a life of service.

### Ready for Any Opportunity

Monica was dressing the part long before she became an agent, investor, business owner, and broker. As far back as ninth grade, she was walking the halls of Baltimore's Western High School in high heels and suits. "I would always be dressed like I was going to a board meeting," she laughs, but she felt ready for any opportunity that came her way. While her peers looked forward to playing high school sports, Monica was excited she could join the Future Business Leaders of America.

Intrigued by the finance industry and planning to become an accountant, Monica attended the Maryland Banking Institute and started working as a bank teller, quickly advancing to HR manager at what is now Wells Fargo Bank. She purchased the first of many investment properties in 1998, and in 1996 she was ready to buy her first







“

*The success of our brokerage isn't just measured in sales—it's rooted in our cool, collaborative culture—our 'Coolture'.”*

home. Monica turned to the Goldsmith husband-and-wife real estate team for guidance in purchasing her house, and they immediately saw her potential as an agent—so much so that they offered to pay to get her licensed. Monica says it was one of the best decisions she ever made. Another good decision—the one she's most proud of—was opening her own franchised brokerage with her niece and business partner Alonna Davis by her side.

Everything Monica does is with intention and heart—from how she grows her businesses to recruiting new agents and giving back to the community. Mentorship has always been her passion, perhaps because she didn't receive the hands-on leadership she craved as a young adult. She has found numerous ways to coach others—through her church, her office, several nonprofit organizations, and even in her home as she guided her teenage son's friends through difficult times. She is a member of the National Coalition of 100 Black Women and serves as a board member of BrownGirl Village, The Green School, The Imperial Condo Association, and many real estate committees.

A proud Baltimorean, Monica supports local communities and causes near to her heart. When her son Miles was born with multiple health challenges that required long hospital stays, Monica developed long-lasting friendships with parents going through similar ordeals. She now gives back to the organizations that supported them during that time, such as Ronald McDonald House and St. Jude Children's Research Hospital.



“

*Success comes when you are meeting your goals, setting your expectations, and exceeding them.”*



Monica and her team sponsor quarterly outreach events, including back-to-school drives, support for homeless shelters, and holiday gift-giving. The brokerage has partnered with several organizations providing education, training, and other resources to ensure the success of Baltimore youth.

In addition to acts of community service, Monica is adamant about fostering team engagement and hosts fun quarterly agent events. It's a great way for the team to unwind, but Monica believes it creates an environment that makes agents more successful. "The success of our brokerage isn't just measured in sales—it's rooted in our cool, collaborative culture—our 'Coolture'," she muses. "When people feel seen, supported, and have fun, they rise to their best."

**"Success comes when I'm not in the room."**

Monica looks beyond the sales statistics to define success. "I don't look at the numbers, I look at how people are impacted," she says. She believes that success comes when families and communities benefit, and that extends to the team she's built. "Success comes when I'm not in the room," Monica says. "Watching them grow and develop as professionals and successful producers is the most rewarding for me." She often tells her agents that the sky is not the limit. "Success comes when you are meeting your goals, setting your expectations, and exceeding them."

Monica seems to be that rare individual who genuinely loves people and is one hundred percent authentic. She counts herself blessed to have a wonderful family and enduring circles of friends that are her true joy. She confesses to singing and dancing around the house when no one is watching. "I'm so grateful for my life," she says. "I'm going to always operate with my heart...and it's worked for me."





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## TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 2025

RANK	NAME	OFFICE	SALES	TOTAL
1	Joseph A Petrone	Monument Sotheby's International Realty	352.5	\$268,572,896
2	Tineshia R. Johnson	NVR Services, Inc.	312.5	\$168,745,190
3	Robert J Chew	Samson Properties	309.5	\$159,845,630
4	Justin K Wood	D.R. Horton Realty of Virginia, LLC	282	\$143,732,898
5	Adam M Shpritz	Ashland Auction Group LLC	254.5	\$16,855,841
6	Lee M Shpritz	Ashland Auction Group LLC	249	\$16,306,366
7	Shawn M Evans	Monument Sotheby's International Realty	248	\$252,114,340
8	Robert J Lucido	Keller Williams Lucido Agency	228	\$184,428,557
9	Nickolaus B Waldner	Keller Williams Realty Centre	166	\$83,739,433
10	Daniel McGhee	Homeowners Real Estate	140.5	\$60,946,605
11	Lois Margaret Alberti	Alberti Realty, LLC	132	\$42,610,472
12	Jeremy Michael McDonough	Mr. Lister Realty	123	\$56,236,058
13	Gina L White	Coldwell Banker Realty	119.5	\$54,409,854
14	Charlotte Savoy	The KW Collective	118	\$64,431,566
15	Gina M Gargeu	Century 21 Downtown	116	\$20,424,905
16	Lee R. Tessier	EXP Realty, LLC	105	\$47,641,417

Disclaimer: Statistics are derived from closed sales data. Data pulled on December 6th 2025, 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	98	\$47,243,382
18	James T Weiskerger	Next Step Realty	90	\$51,299,318
19	Jeannette A Westcott	Keller Williams Realty Centre	89	\$46,364,100
20	Nancy A Hulsman	Coldwell Banker Realty	88	\$49,181,700
21	Matthew D Rhine	Keller Williams Legacy	87	\$45,289,028
22	Un H McAdory	Realty 1 Maryland, LLC	85.5	\$53,446,337
23	Creig E Northrop III	Northrop Realty	80.5	\$97,474,600
24	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	80.5	\$35,386,098
25	Daniel B Register IV	Northrop Realty	79	\$19,284,238
26	Bradley R Kappel	TTR Sotheby's International Realty	79	\$187,620,978
27	David Orso	Berkshire Hathaway HomeServices PenFed Realty	76.5	\$85,910,950
28	Yevgeny Drubetskoy	EXP Realty, LLC	76.5	\$24,485,645
29	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	73	\$19,220,987
30	Veronica A Sniscak	Compass	70.5	\$37,066,066
31	Benjamin J Garner	Cummings & Co. Realtors	69	\$26,352,420
32	Gregory M Golding	ExecuHome Realty	69	\$7,562,650
33	Kimberly A Lally	EXP Realty, LLC	67.5	\$31,543,155
34	Kelly Schuit	Kelly and Co Realty, LLC	66.5	\$36,542,609
35	Kim Barton	Keller Williams Legacy	66.5	\$31,573,199
36	Sunna Ahmad	Cummings & Co. Realtors	65	\$45,310,951
37	Adam Dietrich	NVR, INC.	65	\$34,164,039
38	Bill Franklin	Long & Foster Real Estate, Inc.	64.5	\$33,733,686
39	Mary Anne Long	Keller Williams Realty Centre	64	\$29,845,574
40	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	64	\$34,517,335
41	Tony Migliaccio	Long & Foster Real Estate, Inc.	64	\$28,583,752
42	Bob Simon	Long & Foster Real Estate, Inc.	60	\$11,240,750
43	Wendy Slaughter	VYBE Realty	60	\$36,564,395
44	Barry L Hess	Keller Williams Flagship	60	\$21,609,794
45	Missy A Aldave	Northrop Realty	58.5	\$29,730,997
46	Bryan G Schafer	Compass	58	\$28,086,418
47	Jessica Dailey	Compass	58	\$25,028,500
48	Jeremy S Walsh	Coldwell Banker Realty	57	\$33,858,250
49	STEPHEN PIPICH Jr.	VYBE Realty	56.5	\$20,411,300
50	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	55.5	\$19,897,857

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Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Heather M. Richardson	NVR, INC.	55	\$29,102,350
52	Anthony M Friedman	Northrop Realty	55	\$40,245,349
53	Heidi S Krauss	Krauss Real Property Brokerage	55	\$76,905,430
54	Timothy Langhauser	Compass Home Group, LLC	55	\$24,956,880
55	Leslie Ikle	Redfin Corp	55	\$32,531,900
56	Sam Gupta	EXP Realty, LLC	54	\$24,505,400
57	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	53.5	\$10,519,307
58	Sergey A Taksis	Long & Foster Real Estate, Inc.	53.5	\$24,751,294
59	Enoch P Moon	Realty 1 Maryland, LLC	52	\$26,058,747
60	Donald L Beecher	Redfin Corp	52	\$21,829,500
61	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	51.5	\$42,118,944
62	cory andrew willems	Keller Williams Gateway LLC	51.5	\$15,775,300
63	Tyler Ell	Keller Williams Realty Centre	51	\$24,649,803
64	Adam Chubbuck	Douglas Realty, LLC	50.5	\$25,299,900
65	Daniel Borowy	Redfin Corp	49	\$29,160,711
66	Jonathan Scheffenacker	Redfin Corp	49	\$24,305,550
67	Dassi Lazar	Lazar Real Estate	49	\$17,073,750
68	Louis Chirgott	Core Maryland Real Estate LLC	48.5	\$20,999,338
69	Ronald W. Howard	RE/MAX Advantage Realty	48.5	\$17,551,024
70	Robert A Commodari	EXP Realty, LLC	48	\$16,911,200
71	Jim Bim	Winning Edge	48	\$26,796,585
72	Krissy Doherty	Northrop Realty	48	\$22,359,041
73	James H Stephens	EXP Realty, LLC	47.5	\$21,113,450
74	Michael Soper	Next Step Realty	47.5	\$18,276,490
75	Brendan Butler	Cummings & Co. Realtors	47.5	\$20,053,315
76	Brian D Saver	Long & Foster Real Estate, Inc.	47	\$46,378,064
77	Ryan R Briggs	Anne Arundel Properties, Inc.	46.5	\$29,570,575
78	Robert D Kaetzel	Real Estate Professionals, Inc.	46.5	\$11,021,893
79	Gavriel Khoshkheraman	Pickwick Realty	46	\$9,284,600
80	Mark Richa	Cummings & Co. Realtors	46	\$22,477,815
81	Michael J Schiff	EXP Realty, LLC	45.5	\$16,065,582
82	Allen J Stanton	RE/MAX Executive	45.5	\$19,478,141
83	Joseph S Bird	Red Cedar Real Estate, LLC	44	\$25,520,048
84	Trent C Gladstone	The KW Collective	44	\$25,523,254

RANK	NAME	OFFICE	SALES	TOTAL
85	Bob A Mikelskas	Rosario Realty	43.5	\$21,104,690
86	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	43.5	\$20,463,970
87	Mitchell J Toland Jr.	Redfin Corp	43.5	\$17,175,500
88	Zachary M. Pencarski	Redfin Corp	43	\$14,723,690
89	Megan Manzari	Cummings & Co. Realtors	43	\$17,570,800
90	Greg M Kinnear	RE/MAX Advantage Realty	43	\$26,241,405
91	Peter Boscas	Red Cedar Real Estate, LLC	43	\$27,437,788
92	Liz A. Ancel	Cummings & Co. Realtors	42.5	\$16,508,950
93	Cintia M Valladares Hernandez	EXP Realty, LLC	42	\$9,663,649
94	Joshua Shapiro	Douglas Realty, LLC	42	\$24,112,229
95	Mary Anne Kowalewski	KOVO Realty	42	\$29,999,968
96	Pamela A Terry	EXP Realty, LLC	42	\$7,139,027
97	Mark C Ruby	RE/MAX Advantage Realty	42	\$21,366,400
98	Jason W Perlow	Monument Sotheby's International Realty	42	\$30,666,200
99	Elliot Mitchell	Corner House Realty	42	\$14,907,900
100	Jessica L Young-Stewart	RE/MAX Executive	42	\$18,577,590

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101	Christopher B Carroll	RE/MAX Advantage Realty	42	\$20,721,024
102	Colleen M Smith	EXP Realty, LLC	41.5	\$42,460,450
103	Gylian Peter Page	Hyatt & Company Real Estate, LLC	41.5	\$14,533,800
104	Carla H Viviano	Viviano Realty	41	\$25,974,980
105	Tony A Zowd	Coldwell Banker Realty	40.5	\$18,126,700
106	Larry E Cooper	Alex Cooper Auctioneers, Inc.	40.5	\$7,114,563
107	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	40.5	\$18,373,500
108	Lisa E Kittleman	The KW Collective	40.5	\$26,067,500
109	Brian Pakulla	Red Cedar Real Estate, LLC	40.5	\$32,208,439
110	William M Savage	Keller Williams Legacy	40.5	\$9,218,574
111	Gregory A Cullison Jr.	EXP Realty, LLC	40	\$13,524,220
112	Tracy J. Lucido	Keller Williams Lucido Agency	40	\$32,032,500
113	Bethanie M Fincato	Cummings & Co. Realtors	39.5	\$14,302,000
114	Shannon Smith	Kelly and Co Realty, LLC	39.5	\$17,244,260
115	Nancy Gowan	Real Broker, LLC - Annapolis	39	\$23,534,150
116	Matthew P Wyble	Next Step Realty	39	\$23,899,040

RANK	NAME	OFFICE	SALES	TOTAL
117	Jennifer A Bayne	Long & Foster Real Estate, Inc.	39	\$13,546,500
118	Steven C Paxton	Keller Williams Gateway LLC	39	\$14,117,889
119	Marina Yousefian	Long & Foster Real Estate, Inc.	39	\$20,884,800
120	Timothy Lee Joseph Dominick	Coldwell Banker Realty	38.5	\$9,029,050
121	F. Aidan Surlis Jr.	RE/MAX Leading Edge	38.5	\$23,947,365
122	Ricky Cantore III	RE/MAX Advantage Realty	38.5	\$31,492,780
123	Michael Frank	EXP Realty, LLC	38.5	\$15,740,671
124	Jory Frankle	Northrop Realty	38	\$21,000,620
125	Daniel M Billig	A.J. Billig & Company	38	\$10,564,700
126	Jason P Donovan	RE/MAX Leading Edge	38	\$24,774,200
127	Alexandra Ray Vincent	Next Step Realty	38	\$12,420,000
128	James M. Baldwin	Compass	37.5	\$21,220,125
129	Michael Myslinski	Kelly and Co Realty, LLC	37.5	\$17,017,000
130	Zugell Jamison	Cummings & Co. Realtors	37.5	\$20,348,401
131	Laura Nicole Livengood	AB & Co Realtors, Inc.	37	\$16,894,900
132	Kathy A Banaszewski	Real Estate Professionals, Inc.	37	\$10,875,950
133	Robert A Kinnear	RE/MAX Advantage Realty	37	\$27,149,025
134	Santiago Carrera	Hyatt & Company Real Estate, LLC	37	\$12,334,750
135	Carol L Tinnin	RE/MAX Leading Edge	37	\$22,215,800
136	Joanna M Dalton	Coldwell Banker Realty	37	\$28,228,400
137	Tiffany S Domneys	VYBE Realty	36.5	\$10,492,375
138	Jay J Fischetti	Keller Williams Realty Centre	36.5	\$20,017,335
139	Patrick T Komiske II	Northrop Realty	36.5	\$19,393,150
140	Robert M Carter Jr.	Douglas Realty, LLC	36.5	\$24,448,117
141	James F Ferguson	EXIT Preferred Realty, LLC	36.5	\$12,862,450
142	Kevin Brown	Long & Foster Real Estate, Inc.	36.5	\$17,682,900
143	Francis R Mudd III	Schwartz Realty, Inc.	36.5	\$17,090,650
144	Teal Clise	EXP Realty, LLC	36	\$13,518,783
145	Karen L Harms	Cummings & Co. Realtors	36	\$14,681,990
146	Aimee C O'Neill	O'Neill Enterprises Realty	36	\$17,472,300
147	Sandra E Echenique	Keller Williams Gateway LLC	36	\$7,819,225
148	Ashton L Drummond	Cummings & Co. Realtors	36	\$14,486,500
149	Elisheva Ashman	Pickwick Realty	35.5	\$15,993,300
150	Jessica DuLaney (Nonn)	Next Step Realty	35.5	\$20,130,400

Disclaimer: Statistics are derived from closed sales data. Data pulled on December 6th 2025, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.



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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	352.5	\$268,572,896
2	Shawn M Evans	Monument Sotheby's International Realty	248	\$252,114,340
3	Bradley R Kappel	TTR Sotheby's International Realty	79	\$187,620,978
4	Robert J Lucido	Keller Williams Lucido Agency	228	\$184,428,557
5	Tineshia R. Johnson	NVR Services, Inc.	312.5	\$168,745,190
6	Robert J Chew	Samson Properties	309.5	\$159,845,630
7	Justin K Wood	D.R. Horton Realty of Virginia, LLC	282	\$143,732,898
8	Creig E Northrop III	Northrop Realty	80.5	\$97,474,600
9	David Orso	Berkshire Hathaway HomeServices PenFed Realty	76.5	\$85,910,950
10	Nickolaus B Waldner	Keller Williams Realty Centre	166	\$83,739,433
11	Heidi S Krauss	Krauss Real Property Brokerage	55	\$76,905,430
12	Charlotte Savoy	The KW Collective	118	\$64,431,566
13	Georgeann A Berkinshaw	Coldwell Banker Realty	28	\$62,872,020
14	Daniel McGhee	Homeowners Real Estate	140.5	\$60,946,605
15	Jeremy Michael McDonough	Mr. Lister Realty	123	\$56,236,058
16	Gina L White	Coldwell Banker Realty	119.5	\$54,409,854

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RANK	NAME	OFFICE	SALES	TOTAL
17	Un H McAdory	Realty 1 Maryland, LLC	85.5	\$53,446,337
18	James T Weiskerger	Next Step Realty	90	\$51,299,318
19	Nancy A Hulsman	Coldwell Banker Realty	88	\$49,181,700
20	Lee R. Tessier	EXP Realty, LLC	105	\$47,641,417
21	Laura M Snyder	American Premier Realty, LLC	98	\$47,243,382
22	Brian D Saver	Long & Foster Real Estate, Inc.	47	\$46,378,064
23	Jeannette A Westcott	Keller Williams Realty Centre	89	\$46,364,100
24	Sunna Ahmad	Cummings & Co. Realtors	65	\$45,310,951
25	Matthew D Rhine	Keller Williams Legacy	87	\$45,289,028
26	Alexandra T Sears	TTR Sotheby's International Realty	30.5	\$42,891,360
27	Lois Margaret Alberti	Alberti Realty, LLC	132	\$42,610,472
28	Colleen M Smith	EXP Realty, LLC	41.5	\$42,460,450
29	Alex M Clark	TTR Sotheby's International Realty	22.5	\$42,169,528
30	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	51.5	\$42,118,944
31	Anthony M Friedman	Northrop Realty	55	\$40,245,349
32	Veronica A Sniscak	Compass	70.5	\$37,066,066
33	Wendy Slaughter	VYBE Realty	60	\$36,564,395
34	Kelly Schuit	Kelly and Co Realty, LLC	66.5	\$36,542,609
35	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	80.5	\$35,386,098
36	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	64	\$34,517,335
37	Elizabeth C Dooner	Coldwell Banker Realty	25	\$34,375,490
38	Adam Dietrich	NVR, INC.	65	\$34,164,039
39	Jeremy S Walsh	Coldwell Banker Realty	57	\$33,858,250
40	Bill Franklin	Long & Foster Real Estate, Inc.	64.5	\$33,733,686
41	Sarah E Kanne	Gibson Island Real Estate INC	8	\$32,599,000
42	Leslie Ikle	Redfin Corp	55	\$32,531,900
43	Brian Pakulla	Red Cedar Real Estate, LLC	40.5	\$32,208,439
44	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	20.5	\$32,192,400
45	Tracy J. Lucido	Keller Williams Lucido Agency	40	\$32,032,500
46	Kim Barton	Keller Williams Legacy	66.5	\$31,573,199
47	Kimberly A Lally	EXP Realty, LLC	67.5	\$31,543,155
48	Ricky Cantore III	RE/MAX Advantage Realty	38.5	\$31,492,780
49	Charlie Hatter	Monument Sotheby's International Realty	24.5	\$30,792,388
50	Jason W Perlow	Monument Sotheby's International Realty	42	\$30,666,200



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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Reid Buckley	Long & Foster Real Estate, Inc.	25	\$30,029,000
52	Mary Anne Kowalewski	KOVO Realty	42	\$29,999,968
53	Mary Anne Long	Keller Williams Realty Centre	64	\$29,845,574
54	Missy A Aldave	Northrop Realty	58.5	\$29,730,997
55	Ryan R Briggs	Anne Arundel Properties, Inc.	46.5	\$29,570,575
56	Daniel Borowy	Redfin Corp	49	\$29,160,711
57	Heather M. Richardson	NVR, INC.	55	\$29,102,350
58	Tony Migliaccio	Long & Foster Real Estate, Inc.	64	\$28,583,752
59	Joanna M Dalton	Coldwell Banker Realty	37	\$28,228,400
60	Bryan G Schafer	Compass	58	\$28,086,418
61	Peter Boscas	Red Cedar Real Estate, LLC	43	\$27,437,788
62	Jennifer Schaub	EXP Realty, LLC	28.5	\$27,174,200
63	Robert A Kinnear	RE/MAX Advantage Realty	37	\$27,149,025
64	Day W Weitzman	Coldwell Banker Realty	15.5	\$26,961,750
65	Jeremy Batoff	Compass	28	\$26,856,857
66	Jim Bim	Winning Edge	48	\$26,796,585

RANK	NAME	OFFICE	SALES	TOTAL
67	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	29	\$26,604,530
68	Benjamin J Garner	Cummings & Co. Realtors	69	\$26,352,420
69	Greg M Kinnear	RE/MAX Advantage Realty	43	\$26,241,405
70	Lisa E Kittleman	The KW Collective	40.5	\$26,067,500
71	Enoch P Moon	Realty 1 Maryland, LLC	52	\$26,058,747
72	Carla H Viviano	Viviano Realty	41	\$25,974,980
73	Carol Snyder	Monument Sotheby's International Realty	23	\$25,721,843
74	Trent C Gladstone	The KW Collective	44	\$25,523,254
75	Joseph S Bird	Red Cedar Real Estate, LLC	44	\$25,520,048
76	Adam Chubbuck	Douglas Realty, LLC	50.5	\$25,299,900
77	Jessica Dailey	Compass	58	\$25,028,500
78	Timothy Langhauser	Compass Home Group, LLC	55	\$24,956,880
79	Jason P Donovan	RE/MAX Leading Edge	38	\$24,774,200
80	Sergey A Taksis	Long & Foster Real Estate, Inc.	53.5	\$24,751,294
81	Tyler Ell	Keller Williams Realty Centre	51	\$24,649,803
82	Jennifer Holden	Compass	29.5	\$24,583,000
83	Sam Gupta	EXP Realty, LLC	54	\$24,505,400
84	Yevgeny Drubetskoy	EXP Realty, LLC	76.5	\$24,485,645
85	Robert M Carter Jr.	Douglas Realty, LLC	36.5	\$24,448,117
86	Jonathan Scheffenacker	Redfin Corp	49	\$24,305,550
87	Teresa M Klem	Long & Foster Real Estate, Inc.	31.5	\$24,296,700
88	Joshua Shapiro	Douglas Realty, LLC	42	\$24,112,229
89	F. Aidan Surlis Jr.	RE/MAX Leading Edge	38.5	\$23,947,365
90	Matthew P Wyble	Next Step Realty	39	\$23,899,040
91	Nancy Gowan	Real Broker, LLC - Annapolis	39	\$23,534,150
92	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	24.5	\$22,614,750
93	Mark Richa	Cummings & Co. Realtors	46	\$22,477,815
94	Krissy Doherty	Northrop Realty	48	\$22,359,041
95	Carol L Tinnin	RE/MAX Leading Edge	37	\$22,215,800
96	Julie Singer	Northrop Realty	31	\$22,009,529
97	Donald L Beecher	Redfin Corp	52	\$21,829,500
98	DeAnna W Miller	Long & Foster Real Estate, Inc.	32	\$21,662,299
99	Barry L Hess	Keller Williams Flagship	60	\$21,609,794
100	Anne Marie M Balcerzak	AB & Co Realtors, Inc.	31	\$21,591,630

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Nov. 30, 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	Mark C Ruby	RE/MAX Advantage Realty	42	\$21,366,400
102	James M. Baldwin	Compass	37.5	\$21,220,125
103	Stephanie M Maric	Long & Foster Real Estate, Inc.	32	\$21,120,149
104	James H Stephens	EXP Realty, LLC	47.5	\$21,113,450
105	Bob A Mikelskas	Rosario Realty	43.5	\$21,104,690
106	Jory Frankle	Northrop Realty	38	\$21,000,620
107	Louis Chirgott	Core Maryland Real Estate LLC	48.5	\$20,999,338
108	Marina Yousefian	Long & Foster Real Estate, Inc.	39	\$20,884,800
109	Erica K Baker	TTR Sotheby's International Realty	29.5	\$20,850,185
110	Christopher B Carroll	RE/MAX Advantage Realty	42	\$20,721,024
111	Rachel Gontkovic	EXP Realty, LLC	32	\$20,505,500
112	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	43.5	\$20,463,970
113	Gina M Gargeu	Century 21 Downtown	116	\$20,424,905
114	STEPHEN PIPICH Jr.	VYBE Realty	56.5	\$20,411,300
115	Zugell Jamison	Cummings & Co. Realtors	37.5	\$20,348,401
116	Jessica DuLaney (Nonn)	Next Step Realty	35.5	\$20,130,400
117	Brendan Butler	Cummings & Co. Realtors	47.5	\$20,053,315
118	Arian Sargent Lucas	Lofgren-Sargent Real Estate	25.5	\$20,035,000
119	Jay J Fischetti	Keller Williams Realty Centre	36.5	\$20,017,335
120	John J Collins	Long & Foster Real Estate, Inc.	27.5	\$20,005,500
121	Steve Allnutt	RE/MAX Advantage Realty	28.5	\$19,979,850
122	Dee Dee R McCracken	Coldwell Banker Realty	23	\$19,903,900
123	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	55.5	\$19,897,857
124	Ashley B Richardson	Monument Sotheby's International Realty	29	\$19,871,400
125	sandra K. Libby	Long & Foster Real Estate, Inc.	25.5	\$19,779,500
126	Christine M Leonard	Redfin Corp	31	\$19,531,650
127	Allen J Stanton	RE/MAX Executive	45.5	\$19,478,141
128	Melissa K Hamet	Cummings & Co. Realtors	27	\$19,433,250
129	Patrick T Komiske II	Northrop Realty	36.5	\$19,393,150
130	Shun Lu	Keller Williams Realty Centre	19	\$19,285,620
131	Daniel B Register IV	Northrop Realty	79	\$19,284,238
132	Samuel P Bruck	Northrop Realty	35	\$19,242,761
133	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	73	\$19,220,987
134	KEITH JANG	Northrop Realty	26.5	\$19,133,500

RANK	NAME	OFFICE	SALES	TOTAL
135	Bryan K Bartlett	Compass	28	\$18,932,000
136	Melissa L Murray	Compass	21.5	\$18,885,849
137	Blair Kennedy	Keller Williams Realty Centre	25.5	\$18,878,000
138	Sarah Greenlee Morse	TTR Sotheby's International Realty	16	\$18,707,500
139	Tina C Beliveau	EXP Realty, LLC	30.5	\$18,660,550
140	Sarah E Garza	Compass	27	\$18,659,550
141	Nicki Palermo	RE/MAX One	33	\$18,598,400
142	Jessica L Young-Stewart	RE/MAX Executive	42	\$18,577,590
143	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	27.5	\$18,575,548
144	Michael J Sloan	Northrop Realty	25	\$18,474,750
145	Mary C Gatton	Redfin Corp	31.5	\$18,379,190
146	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	40.5	\$18,373,500
147	Michael Soper	Next Step Realty	47.5	\$18,276,490
148	Tony A Zowd	Coldwell Banker Realty	40.5	\$18,126,700
149	Heather Hartley	Krauss Real Property Brokerage	16	\$18,078,000
150	Suryasubrahmanya Kumar Reddi	Samson Properties	20.5	\$18,071,914

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**John Downs**  
SVP, Sr. Loan Officer  
NMLS ID #: 476406

**Joe Whilden**  
Sr. Loan Officer  
NMLS ID #: 1993450

**Greg Kingsbury**  
EVP, Head of Production  
NMLS ID #: 476367