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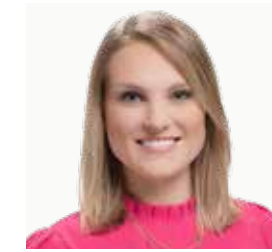
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SCAN TO CONNECT

# Getting Your *Passion* Back

Two years ago, I wrote about burnout—how quietly it shows up, how easily it hides behind busy schedules, summer energy, and the constant motion we've all come to normalize. At the time, I was learning how to recognize it.

Today, I understand something deeper: burnout isn't just something we recover from. It's something we have to continually stay aware of, because the pace of our lives hasn't slowed down, if anything, it's accelerated.

We live in a world where being "on" is expected. Where productivity is praised, and rest is often questioned. And in industries like ours real estate, entrepreneurship, and leadership, we don't just work hard... we give everything.

And yet, somewhere along the way, passion can start to feel like pressure. Not because we don't love what we do, but because we've been doing it without pause.

Burnout doesn't always look like collapse. Sometimes it looks like disconnection. Like going through the motions. Like losing the spark that once came so naturally. It's that moment when you realize you're no longer excited, you're just executing.

That's the moment that matters most. Because getting your passion back isn't about doing more. It's about doing differently.

It's about checking in with yourself before your body forces you to. It's about asking:

- Am I energized by what I'm building?
- Or am I just keeping up with what I've already created?

Over the past year, I've learned that passion doesn't disappear—it gets buried. Under expectations, obligations, noise, and the weight of always showing up.



So how do we find it again? For me, it looks a little different now. It's not just about self-care—it's about self-awareness. It's choosing to slow down before I have to. It's protecting my energy as much as I protect my time. It's being intentional about who and what I give access to.

It's also giving myself permission to evolve. What once fueled you may not be what fuels you now and that's not failure, that's growth.

Yes, the fundamentals still matter:

- Taking care of yourself.
- Setting boundaries.
- Leaning on your people.
- Creating small, meaningful wins.

But more than anything, it's about remembering that you are allowed to redefine what passion looks like in this season of your life.

Because passion isn't always loud. Sometimes it's quiet. Steady. Grounded. Intentional. And sometimes, getting your passion back isn't about finding

something new, it's about reconnecting with yourself.

We are still part of an industry that demands a lot from us. That hasn't changed. But how we show up within it can. Check on yourself. Check on your people.

Remember, you are more than what you produce.

Always,



**Jill Franquelli**  
Editor-in-Chief  
Jill@rpmags.com

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*Time TBD*

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# Jennifer FOX

of TS Executive  
Abstract

We sat down with Jennifer Fox of TS Executive Abstract Maryland to discuss how her values guide her business, and how establishing trust and maintaining strong relationships are the keys to her success.

**1. What values or principles have guided you throughout your personal and professional journey?**

At the core of everything I do are integrity, responsiveness, and relationships. This is a people-first business, and I've always believed that how you treat people matters just as much as the outcome. Being part of a family business reinforces that every day—our name is on everything we do, so trust and accountability aren't optional. I also value consistency. Showing up, communicating clearly, and doing what you say you're going to do builds the kind of long-term relationships that sustain both a business and a reputation.

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

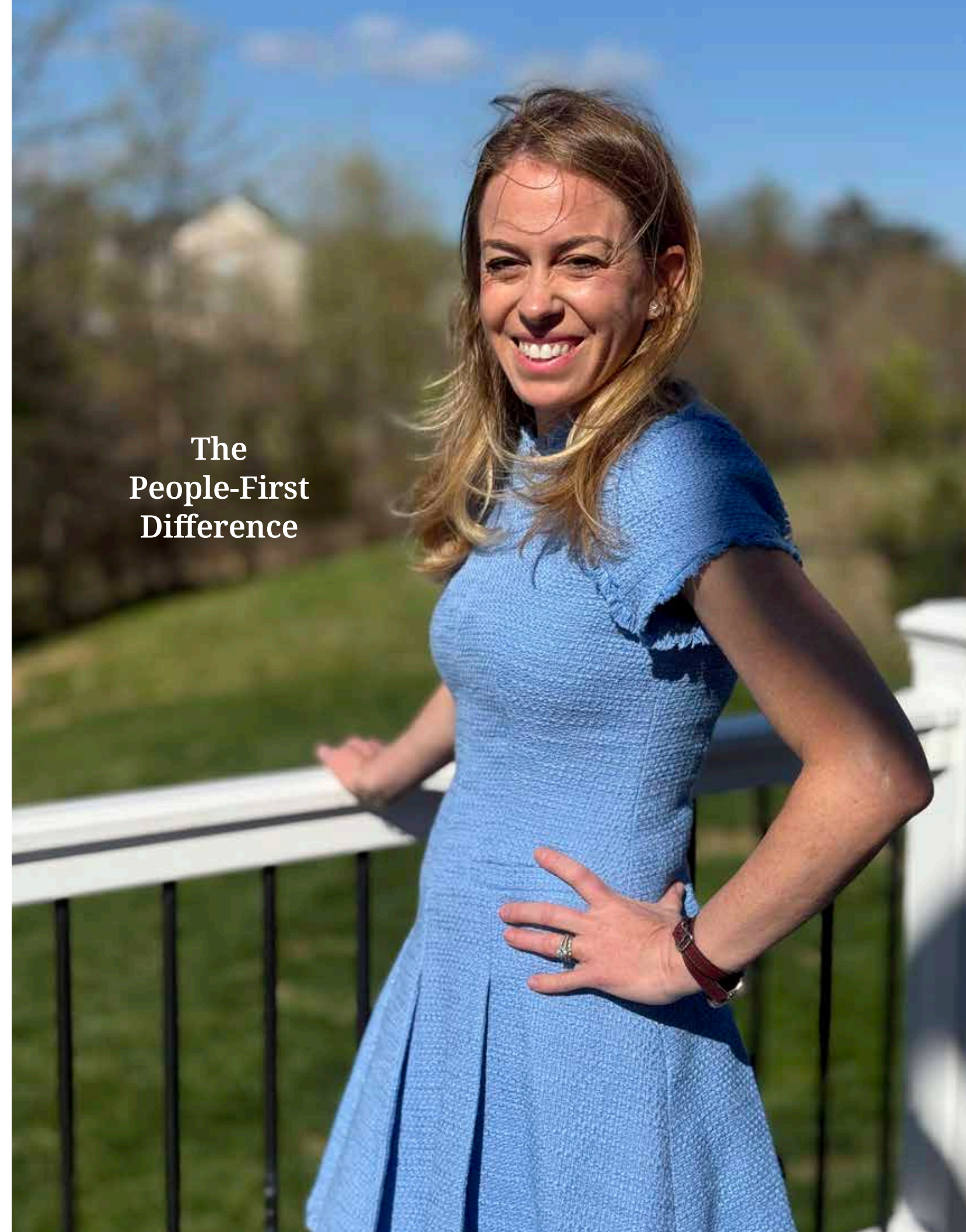
One of the biggest misconceptions is that title work is purely transactional or behind-the-scenes. In reality, we're

often the steady hand guiding a deal to the finish line. There are so many moving parts in a real estate transaction, and title plays a critical role in making sure everything is accurate, protected, and ultimately successful. Another misconception is that all title companies operate the same way. The truth is, the level of communication, problem-solving, and attention to detail can vary significantly—and those differences can make or break a deal.

**3. If you could give one piece of advice to someone just starting their professional journey, what would it be?**

Focus on relationships, not just results. Your reputation is built over time through how you show up for people—especially when things don't go perfectly. Be responsive, be reliable, and don't underestimate the value of simply being someone others trust and want to work with. The opportunities will follow.

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

It's definitely a constant work in progress. Real estate doesn't always operate on a 9-to-5 schedule, so flexibility is key. For me, it's about being intentional—when I'm working, I'm fully present to be able to make it where my family needs me. My goal is that my kids always know I will be there—I might have a computer on my lap on the sideline, but I am there with

them. Having a strong team also makes a huge difference. Being able to rely on each other allows us to step away when needed without feeling like things will fall through the cracks.

**5. How have you adapted to changes in the market over the years, and what strategies have worked best for you?**

The market is always evolving, so adaptability is essential. One of the most effective strategies has been staying

close to our clients and partners—understanding what they're seeing on the ground and adjusting accordingly. We've also leaned into education, whether it's helping realtors navigate new regulations or keeping our team informed on industry changes. Being proactive rather than reactive has allowed us to stay ahead and continue providing value, regardless of market conditions.



For me, happiness comes from knowing we've made the process easier for our clients and partners.”

**6. As you look towards the future, what changes do you hope to see in the real estate industry?**

I'd love to see continued innovation, especially when it comes to efficiency and transparency in the closing process. I know the buyers are dying for a smaller pile of papers at the table! At the same time, I hope the industry doesn't lose the personal connection that makes it so meaningful. Real estate is one of the biggest moments in people's lives, and that human element should always remain at the center of the experience.

**7. How do you define happiness in your career, and how do you strive to achieve that?**

For me, happiness comes from knowing we've made the process easier for our clients and partners. When a deal comes together smoothly, especially after overcoming challenges, there's a real sense of satisfaction. I also find a lot of fulfillment in the relationships we've built over the years—working with people who trust us and continue to come back. I love to have our name referred time and time again. That combination of impact and connection is what makes the work rewarding. ▀

Jennifer with her husband Michael, and their 3 kids, Rory, Riley and Lexi



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# Jenyffer Lopez

BY ABBY ISAACS  
PHOTOS BY DAVID STUCK

**When Jenyffer Lopez helps a client purchase a home, she understands the moment on a deeply personal level. For many first-generation immigrants and first-time buyers, homeownership can feel intimidating, out of reach, or even impossible. Jenyffer has made it her mission to change that perception through education, patience, and empathy.**

“This is not just about houses,” Jenyffer said. “It is about changing the trajectory of people’s lives.”

Born in Honduras, she immigrated to the United States at just six years old and grew up in Anne Arundel County. English was her second language, yet she learned it in only two months. Still, adapting to a new country came with challenges that shaped the resilience and determination she carries into her real estate career today.

“I always felt like I had to work twice as hard to prove myself. Sometimes doors didn’t open as easily, but I never gave up.” Jenyffer attributes her strong work ethic to her parents, who told her to dream big and always continue to chase those dreams.

Long before real estate became her career, Jenyffer graduated

from Trinity Washington University with a degree in science. She taught life skills, like cooking, sewing, and finances, to middle school students.

It was during that chapter of life that Jenyffer purchased her first home — an experience that would ultimately change the course of her career.

“For us, not being from this country, we thought homeownership wasn’t possible,” she said. “My family rented for over 20 years. We moved around constantly and dreamed of a stable place to call home.”

Determined to learn, she asked questions, sought guidance, and immersed herself in the homebuying process. Eventually, she was able to purchase what she proudly calls her family’s first home.

“It was such a special moment because we never thought we’d get there,” she said.

The experience sparked a passion for helping others achieve the same milestone. Jenyffer earned her real estate license in 2021 and joined Corner House Realty, where she has remained ever since. From the start, she aligned herself with a mentor-driven environment that emphasized collaboration, education, and client care.

“The support system at Corner House has been incredible. What makes us special is that we are genuinely diverse — in background, in language, in experience. We reflect the communities we serve, and I think clients feel that the moment they meet us.”

Today, Jenyffer serves clients across Maryland with a strong focus on first-time homebuyers, repeat clients, Spanish-speaking families, and military households. Her husband, Ian, is a veteran, giving her firsthand understanding of the unique transitions and challenges military families often face. No matter who she works with, Jenyffer believes education is one of the most important parts of her role.

Jenyffer with her husband, Ian and their daughter.

**“Whenever I’m going through something difficult, I remind myself that God has something bigger on the other side of it.”**



“One of the most rewarding experiences I’ve had was helping a Spanish-speaking family who had been told by others they couldn’t buy a house. They came to me discouraged and overwhelmed,” she said. “The day we closed, the mother cried and said she never thought this would be possible for her family. That moment confirmed everything for me.”

Outside of work, Jenyffer enjoys hosting gatherings in their home for friends and family, spending time with her husband, young daughter and puppy, and growing her faith. She often reflects on advice from her bishop that continues to motivate her through challenges: “Without any tests, there would be no testimonies.”

“That stuck with me. Whenever I’m going through something difficult, I remind myself that God has something bigger on the other side of it.”

Looking ahead, Jenyffer hopes to continue growing alongside Corner House Realty while expanding her impact within underserved communities across Maryland.

“Short-term, I want every client I work with to feel educated, confident, and supported,” she said. “Long-term, I want to grow my real estate portfolio and provide for my family — my husband, daughter, and puppy — as well as my parents and sister, and ultimately become the go-to real estate agent within the Spanish-speaking and military communities.”

For Jenyffer Lopez, success is not defined solely by sales volume or accolades. It is measured by the families she helps, the trust she builds, and the doors she opens for others still searching for a place to call home. ▾



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# Connelly Kline

of  
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Title



## Handling the Deals Others Can't

BY ABBY ISAACS  
PHOTOS BY DAVID STUCK

Real estate transactions rarely go smoothly — especially in Baltimore City, where decades-old ground rents, permit issues, and complicated title histories can derail a deal fast. But at Definitive Title, LLC, Connelly Kline has built a reputation for staying calm when transactions get messy.

As Senior Processor for the family-owned title company, Connelly and the team at Definitive help solve the kinds of problems that leave many buyers, sellers, and agents panicking. “Our communication is insane,” Connelly said. “We answer phones 24/7, we check emails nonstop, and everyone handles things together.”

Five years ago, however, Connelly did not even know what title insurance was. “This is not what I ever thought I would do with my life,” she said. “I wanted to be a child psychiatrist.”

Growing up in Owings Mills and later living in Baltimore City, Connelly originally envisioned a completely different future. But like many people entering the workforce, practicality eventually outweighed long-term plans. She worked in a call center before briefly becoming a loan officer with Freedom Mortgage — a role she quickly realized was not for her.

Then came an unexpected phone call from a recruiter she had connected with on Indeed. He told her about a small, family-owned title company looking for help. Connelly knew nothing about the industry. Still, she met with Definitive Title owner Bret Devich. Despite interviewing several candidates with direct experience, Bret took a chance on her. “He said, ‘I have a good feeling

about you. I don't know what it is, but I'm going to give you a shot.’”

Connelly joined the company in an entry-level receptionist and administrative position, learning the business from the ground up. At first, the learning curve felt overwhelming. “I don't think people understand how much math is involved in title work,” she said. “You have to know laws, transfers, taxes — so many different things.”

She began asking more questions, studying the details, and working closely with Operations Manager Jess Simmons to better understand the business. “One day, it just clicked. Everything made sense all at once,” she said. “It's a huge credit to Jess, who taught me everything I know. I really learned from the best.”

From there, her growth happened quickly. Within about a year, she advanced from receptionist to full processor, eventually taking on responsibilities that had previously been handled primarily by ownership.

Whether it is untangling complicated city title issues, balancing high-pressure deadlines or fielding late-night calls from anxious clients and REALTORS®, she has become part of the tight-knit team known for handling seemingly impossible challenges.

“I love the REALTORS® and lenders we work with. We're all very, very close.”



“We specialize in Baltimore City properties because there’s a lot going on in the city that people don’t know about,” she said. “Bret can solve crazy problems that other title companies can’t. He’ll spend hours figuring out how to legally fix something.”

Now five years into the business, the most rewarding part for Connelly is not necessarily the work itself — it is the people. “I love the REALTORS® and lenders we work with,” she said. “We’re all very, very close. It’s not superficial. Sometimes agents just call us to complain about their day and we’ll sit there and listen.”

Outside the office, Connelly’s life is equally rooted in hard work and close relationships. Now living in Port Deposit next door to her father, Bob, she still commutes into Baltimore City daily. The pair spend much of their free time renovating homes, having completed three renovations together, including the house she currently lives in.

“He taught me plumbing, electrical, demo work, floor joists — everything,” she said. “Bret calls me ‘Construction Barbie’ because I’ll have acrylic nails on while doing construction.”

Connelly also recently became a self-described “cat person” after taking in her late grandmother’s cat, Will, following her passing.

Between work, workouts, house projects, and time with family, Connelly says she is content with the life she has built — especially considering she stumbled into the industry almost entirely by accident.

For someone who once knew nothing about title insurance, Connelly Kline has become an essential part of one of Baltimore’s most relationship-driven title teams. ❖

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# ASHLEY

THOMAS STEARNS

BY JOSEPH COTTLE • PHOTOS BY DAVID STUCK

Ashley Stearns lives her life like the rest of us dream we could. One afternoon at UNC her senior year, a Procter & Gamble recruiter came to the business school and painted a picture of a life that most college grads are eager to secure. Big company, great benefits, high starting pay, climb the corporate ladder, grind it out, and retire wealthy. This picture couldn't be further away from what Ashley wanted.

She passed.

Instead, she threw boring out the window and moved to Australia. Sydney for six months, Port Douglas near the Great Barrier Reef for four, then a swing through Southeast Asia and Africa before she came home. She spent sixteen months living out of a backpack, bartending, and figuring out how little she actually needed. When she finally returned, she went to work for her dad, who builds bars and restaurants, and spent five years as, essentially, his entire executive team. Somewhere in the middle of that, she decided to flip a house with her brother and father. After the sale closed, they all decided she should get her real estate license so that they could save on commission, but they never flipped another property; she got too busy producing.

She joined Annie Balcerzak's team in September 2020, sold two homes that first year, and went on to sell 20 in her first full year. The market was on fire,

and she was in it, chasing Zillow leads everywhere, converting, running hard. It worked. In 2024, she closed 30 units.

Then she stopped running and thought about what she actually wanted.

The itch to go abroad had never gone away. Her husband Doug found a cruise—New York to London—and it was one of the only lines in the world that allows dogs in kennels onboard. They signed up in February 2023, but were 16th on a waitlist for 22 total kennels. Despite it being a long shot, in July of 2024, the email came telling them they had a spot. Even though they'd just bought a new house and she had a real estate business to run, she said yes anyway.

She partnered with a teammate to be her boots on the ground—looped in from the start on every client—and took a cut of commission on each deal.

ATTRACTING THE  
RIGHT PEOPLE





Ashley handled everything else: calls, contracts, negotiations, and strategy, from wherever she happened to be.

"I truly was like, I might not sell a single house the whole year," she says. She was gone for 11 months, visited 21 countries, and sold 14 homes.

She came home at the end of 2025 and has been back in it since—around ten under contract already this year, all referrals. The Zillow days are gone. She isn't chasing anything.

"I'm attracting the right people," she says, "and I've been able to tap into things I'm more passionate about and integrate other parts of me," she says.

Sustainability is the thread that runs through everything she does now. She grew up on food stamps, lived from a backpack, watched textile waste pile up in Africa, and came back to the United States each time a little more annoyed at how much stuff Americans cycle through. She hosts clothing swaps, organizes trash pickups, and brings a declutter guide to every listing presentation—county-by-county charities for furniture, books, whatever sellers are clearing out. People have started messaging her out of the blue just to ask where to donate things. She considers that progress.

Client events aren't pie pickups. At the holidays, she collected crab and oyster shells, cleaned them, and had past clients over to paint them into Christmas ornaments. She goes to Orioles games with clients. She invites them into her actual life, not just her Instagram.

"My clients are my friends," she says. "It's not a transaction."

All of Ashley's hard work has paid off. She no longer answers random leads at all hours; she has boundaries now. She has built a business based around people who have the same values and goals as her, a business she's really proud of, while still pursuing her passions of traveling and making the world a better place. ▀

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my friends.**  
  
**It's not a  
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# Diana Khan

## of DK Law Group

*Empowering Legacies*

**We sat down with Diana Khan to mark DK Law Group's 10th anniversary. She shared how she has grown from a one attorney operation to a robust, multi-company ecosystem - all while staying true to her mission, vision, and values.**

PHOTOS BY DAVID STUCK

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

I founded DK Law Group in June 2015 after spending years watching real estate investors and small business owners run into legal problems that nobody around them was equipped to solve at a flat rate, on a clear timeline, or with the adjacent services those clients actually needed. I built the firm to close all three of those gaps. June 2026 marks our 10-year anniversary. What started as one attorney in Owings Mills now spans a multi-company ecosystem covering law, title, real estate brokerage, renovations, and property management. The mission hasn't moved an inch in ten years: empower the legacies my clients are building, and make the legal side of that work feel less like a wall and more like a door.

**What do you believe sets your business apart from competitors?**

The ecosystem. A Maryland real estate investor who walks into DK Law Group

can form their LLC, draft their operating agreement, close through Premier Title, list or buy through Lux Realty, renovate through Rhino, place tenants through Five Star Property Management, and resolve any landlord-tenant or contract dispute through the firm. One roof, one team, one file. No other firm in our market is built this way. The second piece is pricing. We run flat-rate fees across most services, so a client knows the cost before the work starts, not after. The third piece, and maybe the most important, is that I am both a licensed Maryland attorney and a licensed Maryland real estate broker. I speak both languages, and my team is trained to do the same.

**Is the business involved in any community initiatives or social responsibility programs?**

I sit on three nonprofit boards: T1D Move It (Type 1 diabetes research and advocacy), Project PLASE (housing and services for Baltimore's homeless population), and The Alzheimer's Association. The Project PLASE work sits closest to what we do day to day. Stable housing is the foundation everything else rests on, and the landlord-tenant work we handle has taught me that the gap between a family staying housed and losing housing is often a single missed deadline or an





From left to right: Bobby Khan, Autumn Davis, Kendall Brown, Logan Boyd, Diana Khan, Carrie Elfert, Ava Shrewsbury, Nancy Romero and James Larson

unanswered piece of paperwork. We also do a meaningful amount of pro bono and reduced-fee estate planning for clients who would otherwise go without one.

**What aspirations do you have for the future of your business and the real estate industry as a whole?**

In the next year I want six attorneys at the firm. We have three in the final interview stage right now, one for trust and estates, one for real estate, and one for personal injury. The bar I hold them to is high: take on the cases that are not glamorous, mentor up, and treat every client like the relationship is going to last twenty years. For the industry, I want us to stop treating legal counsel as something you call after the problem hits. Investors who

“Every estate plan, every business formation, every closing, every tenant matter is a brick in someone else’s legacy.”

plan early, entity structure, succession, asset protection, keep more of what they build.

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

My tagline at the firm is “Empowering Legacies,” and that is not a slogan we picked because it tested well. It is the actual job. Every estate plan, every business formation, every closing, every tenant matter is a brick in someone else’s legacy, their family’s, their tenants’, their company’s. If I do this right, the firm and the broader ecosystem outlive me, the attorneys I am training now go on to mentor the next generation, and the families and investors we work with hand down something more durable than the assets themselves: a plan, and the confidence that comes with knowing the plan holds. ▀

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# Your AI Advantage

BY STEVEN PAUL NEVILLE OF MPOWER

## AI News: Anthropic Just Made Canva Nervous

On April 17th, Anthropic released Claude Design, a tool that turns a sentence into a finished listing flyer, pitch deck, or market report. Figma's stock dropped 7% the same day.

You type what you want. It builds it. No design software, no learning curve, no \$50 Canva subscription.

This dropped one day after Claude Opus 4.7, Anthropic's strongest model yet. The two together change what a solo agent can produce in an afternoon.

## This Month's Tip: Make Claude Write Like You

Most AI-written listing descriptions sound like AI. Buyers can tell. Here's how to fix it.

Open Claude, paste in three of your best past listing descriptions, and say: "Study these three listings. Match my voice, sentence rhythm, and the kinds of details I highlight. Then write a description for this new property: [paste MLS info]."

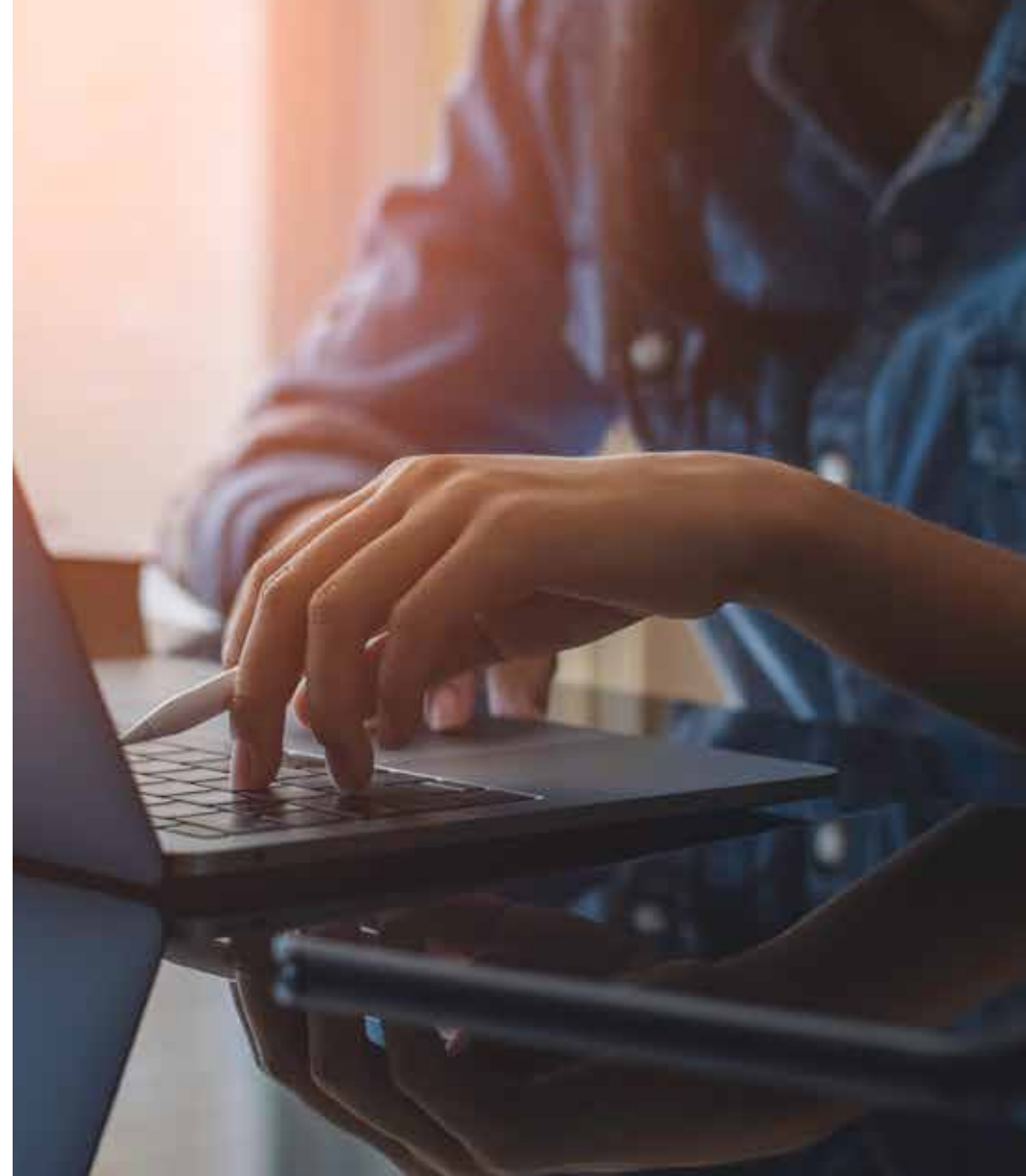
Claude picks up your style. The output reads like you wrote it on a good day. Tweak one or two lines and you're done in two minutes instead of twenty.

Save the prompt. Reuse it for every listing.

**AI Tool Spotlight: Claude Design**  
**Claude Design** (claude.ai, available on Pro plans) turns plain English into finished visuals.

### Two ways to use it right now:

- *Visual marketing:* Type "Create a one-page listing flyer for 123 Main



*Street, 4 bed 3 bath, \$625,000, with this photo and my brand colors." You get a polished flyer in under a minute. Same goes for seller pitch decks and open house invites.*

- *Market authority:* Type "Build a 5-page market report for Blue Ridge single-family homes, Q1 2026, with charts and my contact info." Paste in your numbers. Claude formats it into something that looks like your brokerage paid a designer.

Exports to PDF, PowerPoint, and Canva.

**Let's Make This Useful for You**  
 What AI topics do you want covered?  
 Email me your questions at [steve@mpowerglobal.ai](mailto:steve@mpowerglobal.ai).

*Steven Paul Neville*



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

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# PICKLEBALL PALOOZA

BY HANNAH BENSON  
PHOTOS BY SKS PHOTO & VIDEO

Back by popular demand! After last year's event was such a hit, we brought Pickleball Palooza back to Dill Dinkers on May 7th — and once again, the courts were packed with some of the best agents and industry partners in Central Maryland.

More than 100 attendees came out for an afternoon of friendly competition, networking, and plenty of fun both on and off the courts.

Some arrived ready to compete, others came to play more casually, and many simply enjoyed cheering everyone on and connecting with each other. No matter how people showed up, it was a perfect excuse to network, catch up, and spend time together outside the usual day-to-day.

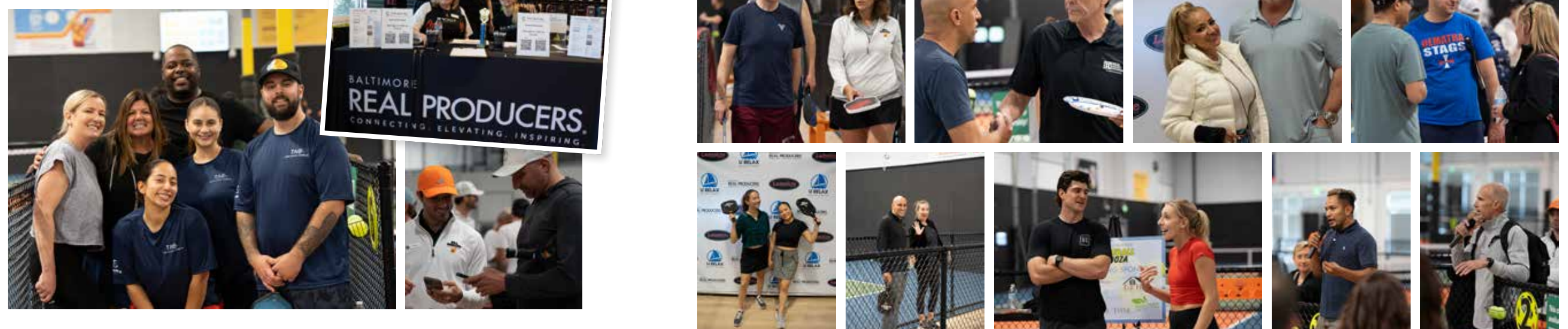
The tournament brought out some serious competition this year, with teams battling it out through a fast-paced series of matches before the final showdown.

Congratulations to our 2026 Champions, Jennifer Wolff & Kevin McDermott!

**And a big shoutout to our runners-up:**

- 2nd Place: Eric Black & Dave Pelta
- 3rd Place: Adam Chubbuck & Beau Pichon
- 4th Place: Matt Horwitz & Prabin Bhandari

We want to thank everyone who made this year's event another success. I think it's safe to say that Pickleball Palooza is officially becoming a BRP tradition, and a great reminder of just how valuable these relationships are.



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THE THINGS YOU  
DO IN SILENCE



# Nancy Hulsman

BY JOSEPH COTTLE • PHOTOS BY ROY COX

Nancy Hulsman has spent 41 years building one of Maryland's most successful real estate careers. The numbers are real. The part that drives her isn't.



“

It's the things you do in  
*silence.*  
That's really where  
good and bad decisions  
are made.”

Nine years ago, when *Baltimore Real Producers* put Nancy Hulsman on their cover for the first time, she did something different than the agents before her. The first five covers had been bold, polished, striking—real estate royalty energy. Nancy wanted something quieter. She brought her 10-year-old daughter Angelina to the photo shoot.

“Everything I do,” she told us, “is about her.” Angelina is 19, now, and she just joined her mother’s team. “It’s all come around,” Nancy says. “Nine years later, here it is actually coming true.”

That arc—from a cover photo that was really a promise to a daughter, to that daughter now learning the business beside her—tells you most of what you need to know about Nancy Hulsman. Over \$1.8 billion in career sales. More than 6,000 families served. 41 years as a top producer. She doesn’t advertise. People meet her, find out what she’s closed, and can’t quite believe it. That’s exactly how she likes it.

Nancy built her business on three key ideals: Protect your standards relentlessly; serve clients with integrity and precision; never stop learning or teaching. She’s not offering these as platitudes—they’re the architecture of everything she’s built. Her father died when she was young, and she was shaped by her mother, grandmother, and grandfather, who came to Baltimore from Sicily during the war. Their faith and work ethic are the thing she points to when you ask where the drive comes from. “That taught me everything,” she says.

She got her real estate license in 1985 and threw herself into personal growth early, back when that meant cassette tapes and coaches who pushed you to find the source of what moved you. She found it. The drive has never let up.

When she was building her team, people assumed she’d look for proven producers—closers, big numbers on the board. She was looking for something harder to measure. She wanted people with the right heart, because you can teach someone the mechanics of a transaction. You can’t teach someone to care.

“I’ve always believed that success means nothing if you don’t bring others with you,” she says. That philosophy shapes everything about how she leads. She invests in her agents the same way she invests in her clients: fully, intentionally, with long-term vision in mind. She teaches them how to think, not just how to sell. She gives them room to lead, to stretch, to find their own level. Her agents describe her as the person who saw something in them before they saw it in themselves. That’s the kind of influence that outlasts any single transaction—or any single career.

The 2008 crash nearly broke her. Not her business—her. She’s deeply empathetic by nature, and Angelina inherited it too, which Nancy says is both a gift and a burden. During those years, she was walking into homes where people were underwater, and she couldn’t fix it for them. She drove herself to the emergency room once, convinced she was having a heart attack. The doctor asked what she was so stressed about. She told him about her clients.

She survived it by staying oriented toward service even when the market made service feel like a dead end. She came out the other side. She kept going.

In all her years, the deal she’s most proud of wasn’t a high-end waterfront listing. Nancy and her team helped a female veteran find a small starter home. She doesn’t even remember the



Nancy and her daughter Angelina

“  
I’ve always believed that  
*success*  
means nothing if  
you don’t bring others  
with you.”

price. The point was that someone who served her country now had a place to live. “That person wasn’t homeless anymore,” she says. “That’s the best.”

Now, with Angelina coming into the business, Nancy has shifted her sense of purpose. She’d retire tomorrow, she says, if it weren’t for her daughter. What the next ten years look like is clear to her: mentorship, growing the team, and shaping the next generation of realtors. She wants Angelina to understand that the money follows the service. She wants her to know the difference between agents who perform their ethics in public and people who make the right call when no one is watching.

“It’s the things you do in silence,” Nancy says. “That’s really where good and bad decisions are made.”

She still sells. She stays in the trenches with her team by design, because she wants to know exactly what buyers and sellers are feeling in any given market. She’s focused on helping her team build businesses that will grow—giving away parts of her own business to keep her agents developing, building systems and a culture that will hold long after she steps back. Agents don’t just join The Hulsman Group. They grow within it. That’s the whole point.

Nancy travels when she can. She’s been back to Italy and learned firsthand the difference between how Sicilians and Romans cook—learned that in Italy, a meal takes four or five hours because the meal is never really about the food.

That’s her in a sentence, actually. The point was never the transaction. It was always what the transaction made possible—for her clients, for her team, for her daughter, for whatever version of the family she’s been building and protecting her whole life. ▀

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# TOP 150 STANDINGS • BY UNITS

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

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	Justin K Wood	D.R. Horton Realty of Virginia, LLC	265	\$121,122,271
2	Robert J Chew	Samson Properties	203.5	\$113,973,189
3	Joseph A Petrone	Monument Sotheby's International Realty	160	\$123,526,971
4	Adam M Shpritz	Ashland Auction Group LLC	109.5	\$7,720,371
5	Shawn M Evans	Monument Sotheby's International Realty	98	\$93,693,159
6	Lee M Shpritz	Ashland Auction Group LLC	95	\$6,150,911
7	Robert J Lucido	Keller Williams Lucido Agency	91	\$73,703,751
8	Heather M. Richardson	NVR, INC.	78	\$39,500,893
9	Gina L White	Coldwell Banker Realty	76	\$34,304,319
10	Daniel B Register IV	Northrop Realty	65	\$11,023,800
11	Nickolaus B Waldner	Keller Williams Realty Centre	57.5	\$27,712,435
12	Mary Anne Kowalewski	KOVO Realty	57	\$27,180,472
13	Lee R. Tessier	EXP Realty, LLC	54.5	\$22,106,500
14	Daniel McGhee	Homeowners Real Estate	52.5	\$18,625,726
15	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	52	\$19,955,215
16	Charlotte Savoy	The KW Collective	51	\$28,277,695

RANK	NAME	OFFICE	SALES	TOTAL
17	Matthew D Rhine	Keller Williams Legacy	51	\$21,413,409
18	Gina M Gargeu	Century 21 Downtown	50	\$7,663,150
19	Kimberly A Lally	EXP Realty, LLC	46.5	\$23,222,304
20	Jeannette A Westcott	Keller Williams Realty Centre	45	\$25,526,000
21	Jeremy Michael McDonough	Mr. Lister Realty	45	\$17,569,012
22	Creig E Northrop III	Northrop Realty	43	\$47,291,117
23	Laura M Snyder	American Premier Realty, LLC	40.5	\$19,733,899
24	Bradley R Kappel	TTR Sotheby's International Realty	36.5	\$80,176,884
25	Un H McAdory	Realty 1 Maryland, LLC	35	\$22,513,675
26	Timothy Langhauser	Compass Home Group, LLC	35	\$19,204,500
27	David Orso	Berkshire Hathaway HomeServices PenFed Realty	34.5	\$37,174,175
28	Wendy Slaughter	Samson Properties	33.5	\$22,360,846
29	Nancy A Hulsman	Coldwell Banker Realty	32.5	\$17,507,640
30	Sunna Ahmad	Cummings & Co. Realtors	32	\$25,765,325
31	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	31.5	\$10,163,290
32	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	30	\$15,283,848
33	Robert A Commodari	EXP Realty, LLC	30	\$12,414,450
34	Veronica A Sniscak	Compass	29	\$18,610,950
35	Adam Dietrich	NVR, INC.	29	\$13,521,225
36	Benjamin J Garner	Cummings & Co. Realtors	29	\$10,451,381
37	Bob Simon	Long & Foster Real Estate, Inc.	29	\$5,742,900
38	Liz A. Ancel	Cummings & Co. Realtors	28.5	\$9,818,700
39	Kim Barton	Keller Williams Legacy	28	\$11,261,975
40	Brendan Butler	Cummings & Co. Realtors	28	\$10,854,920
41	Sam Gupta	FAB Realty LLC	27	\$13,618,590
42	Jim Bim	Winning Edge	27	\$13,599,661
43	Jessica L Young-Stewart	RE/MAX Executive	27	\$13,061,880
44	Sayed Ali Haghgoo	EXP Realty, LLC	27	\$12,291,450
45	Elizabeth Keyser	VYBE Realty	27	\$8,160,000
46	Keiry Martinez	ExecuHome Realty	27	\$6,786,300
47	James T Weiskerger	Next Step Realty	26.5	\$19,802,997
48	Joshua Shapiro	Douglas Realty, LLC	26.5	\$13,268,649
49	Allen J Stanton	RE/MAX Executive	26.5	\$13,214,299
50	Anthony M Friedman	Northrop Realty	25.5	\$22,150,250


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# TOP 150 STANDINGS • BY UNITS

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

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	Tracy J. Lucido	Keller Williams Lucido Agency	25	\$22,607,750
52	Lisa E Kittleman	The KW Collective	25	\$18,348,238
53	Ryan Briggs	Anne Arundel Properties, Inc.	25	\$15,257,900
54	Barry Hess	Keller Williams Flagship	25	\$10,474,800
55	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	25	\$7,625,390
56	Sergey A Taksis	Long & Foster Real Estate, Inc.	24.5	\$11,209,805
57	Donald L Beecher	Redfin Corp	24	\$9,251,900
58	Colleen M Smith	EXP Realty, LLC	23.5	\$30,700,807
59	Bob A Mikelskas	Rosario Realty	23.5	\$10,465,750
60	Peter J Klebenow	RE/MAX Advantage Realty	23	\$5,038,650
61	Kelly Schuit	Kelly and Co Realty, LLC	22.5	\$11,724,360
62	Zugell Jamison	Cummings & Co. Realtors	22.5	\$11,188,100
63	Brian D Saver	Long & Foster Real Estate, Inc.	22	\$23,211,500
64	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	22	\$21,979,500
65	Mark Richa	Cummings & Co. Realtors	22	\$11,479,314
66	Tony Migliaccio	Long & Foster Real Estate, Inc.	22	\$10,837,400
67	Joseph S Bird	Red Cedar Real Estate, LLC	22	\$10,714,973
68	Blair Kennedy	Keller Williams Realty Centre	21.5	\$16,646,400
69	Gylian Peter Page	Hyatt & Company Real Estate, LLC	21.5	\$6,852,350
70	Ashton L Drummond	Cummings & Co. Realtors	21	\$11,498,790
71	Jessica N Sauls	The KW Collective	21	\$10,701,800
72	Francis R Mudd III	Schwartz Realty, Inc.	21	\$9,842,260
73	Mark A. Ritter	Douglas Realty, LLC	21	\$7,754,144
74	Joseph Warren Avampato	Alberti Realty, LLC	21	\$5,785,299
75	Gavriel Khoshkheraman	Pickwick Realty	21	\$4,564,000
76	Greg M Kinnear	RE/MAX Advantage Realty	20.5	\$15,458,987
77	F. Aidan Surlis	RE/MAX Leading Edge	20.5	\$14,687,960
78	Bryan G Schafer	Compass	20	\$10,269,100
79	Adam Chubbuck	Douglas Realty, LLC	20	\$9,430,613
80	Yevgeny Drubetskoy	EXP Realty, LLC	20	\$5,985,400
81	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	20	\$4,433,728
82	Ricky Cantore III	RE/MAX Advantage Realty	19.5	\$10,982,370
83	Samuel P Bruck	Northrop Realty	19.5	\$10,240,350
84	Michael J Schiff	EXP Realty, LLC	19.5	\$9,180,200

RANK	NAME	OFFICE	SALES	TOTAL
85	Joe L Smith III	Next Step Realty	19	\$12,812,500
86	Donna L Reichert	Keller Williams Flagship	19	\$10,321,100
87	Mark C Ruby	RE/MAX Advantage Realty	19	\$9,750,409
88	Mary Anne Long	Keller Williams Realty Centre	19	\$9,240,720
89	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	19	\$8,948,240
90	Jamie Rassi	Cummings & Co. Realtors	19	\$8,092,991
91	Sonya Francis	RE/MAX Solutions	19	\$7,449,276
92	Elliot Mitchell	Corner House Realty	19	\$6,036,999
93	Daniel M Billig	A.J. Billig & Company	19	\$5,620,330
94	Dimitrios Lynch Jr.	ExecuHome Realty	19	\$5,174,000
95	Michael Myslinski	Kelly and Co Realty, LLC	18.5	\$7,592,850
96	Louis Chirgott	Core Maryland Real Estate LLC	18.5	\$7,466,650
97	Andrew D Schweigman	Douglas Realty, LLC	18	\$7,891,000
98	Teal Clise	EXP Realty, LLC	18	\$7,724,954
99	Gabriel M Dutton	Keller Williams Gateway LLC	18	\$7,681,900
100	Steffan M May	Synergy Realty	18	\$7,085,400

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# TOP 150 STANDINGS • BY UNITS

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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	William W Magruder	Long & Foster Real Estate, Inc.	18	\$6,935,950
102	Wanda Gail Foster	CENTURY 21 New Millennium	18	\$6,666,900
103	cory andrew willems	Keller Williams Gateway LLC	18	\$6,107,000
104	Tyler Ell	Keller Williams Realty Centre	17.5	\$8,298,435
105	Missy A Aldave	Northrop Realty	17.5	\$7,909,079
106	Bill Franklin	Long & Foster Real Estate, Inc.	17.5	\$7,846,000
107	William M Savage	Keller Williams Legacy	17.5	\$4,487,300
108	Jon P. Leary	Cummings & Co. Realtors	17.5	\$3,987,600
109	Suryasubrahmanya Kumar Reddi	Samson Properties	17	\$15,442,926
110	Trent C Gladstone	The KW Collective	17	\$10,572,890
111	Leslie Ikle	Redfin Corp	17	\$9,643,500
112	Daniel Borowy	Redfin Corp	17	\$9,568,950
113	Azam M Khan	Long & Foster Real Estate, Inc.	17	\$8,079,150
114	John Maranto	Cummings & Co. Realtors	17	\$7,746,800
115	Jessica Dailey	Compass	17	\$7,558,175
116	Erica M Washington	Coldwell Banker Realty	17	\$7,536,700

RANK	NAME	OFFICE	SALES	TOTAL
117	Darlene L Wise	Cummings & Co. Realtors	17	\$7,382,465
118	Jennifer A Bayne	Long & Foster Real Estate, Inc.	17	\$7,346,900
119	Robert P. Frey	Hyatt & Company Real Estate LLC	17	\$7,263,700
120	Vincent Principe	Keller Williams Flagship	17	\$7,216,049
121	Vitaly P Petrov	Samson Properties	17	\$6,622,000
122	Karen L Harms	Cummings & Co. Realtors	17	\$6,133,640
123	John C Kantorski Jr.	EXP Realty, LLC	17	\$6,094,424
124	Alexandra Ray Vincent	Next Step Realty	17	\$5,217,900
125	Robert D Kaetzel	Real Estate Professionals, Inc.	17	\$4,355,986
126	Brian Pakulla	Red Cedar Real Estate, LLC	16.5	\$11,457,043
127	Marni B Sacks	Northrop Realty	16.5	\$10,461,500
128	Erica K Baker	TTR Sotheby's International Realty	16.5	\$10,364,650
129	James P Schaecher	Keller Williams Flagship	16.5	\$8,781,350
130	James H Stephens	EXP Realty, LLC	16.5	\$7,083,000
131	Nicholas W Bogardus	Compass	16.5	\$6,299,250
132	Jeremy S Walsh	Coldwell Banker Realty	16	\$13,899,400
133	Anne Marie Balcerzak	AB & Co Realtors, Inc.	16	\$12,468,900
134	Victoria Northrop	Northrop Realty	16	\$9,421,389
135	Peter Boscas	Red Cedar Real Estate, LLC	16	\$9,268,800
136	Christine M Leonard	Redfin Corp	16	\$8,944,525
137	Bethanie M Fincato	Cummings & Co. Realtors	16	\$8,460,300
138	Timothy C Markland Jr.	Cummings & Co. Realtors	16	\$7,994,890
139	Joshua G Ducoulombier	ExecuHome Realty	16	\$7,370,000
140	Stephanie A Myers	Long & Foster Real Estate, Inc.	16	\$7,264,600
141	Laura Nicole Livengood	AB & Co Realtors, Inc.	16	\$7,047,000
142	Krissy Doherty	Northrop Realty	16	\$6,197,889
143	David K Wheaton	Cummings & Co. Realtors	16	\$5,868,009
144	Steven C Paxton	Keller Williams Gateway LLC	16	\$5,663,800
145	Carlos Contreras	Caprika Realty	16	\$5,588,900
146	Michael Frank	EXP Realty, LLC	16	\$5,490,100
147	Harold A Kelly	Samson Properties	16	\$5,362,100
148	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	16	\$5,059,589
149	Dassi Lazar	Lazar Real Estate	16	\$4,736,400
150	Jason P Donovan	RE/MAX Leading Edge	15.5	\$10,258,367

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

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# TOP 150 STANDINGS • BY VOLUME

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

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	160	\$123,526,971
2	Justin K Wood	D.R. Horton Realty of Virginia, LLC	265	\$121,122,271
3	Robert J Chew	Samson Properties	203.5	\$113,973,189
4	Shawn M Evans	Monument Sotheby's International Realty	98	\$93,693,159
5	Bradley R Kappel	TTR Sotheby's International Realty	36.5	\$80,176,884
6	Robert J Lucido	Keller Williams Lucido Agency	91	\$73,703,751
7	Creig E Northrop III	Northrop Realty	43	\$47,291,117
8	Heather M. Richardson	NVR, INC.	78	\$39,500,893
9	David Orso	Berkshire Hathaway HomeServices PenFed Realty	34.5	\$37,174,175
10	Gina L White	Coldwell Banker Realty	76	\$34,304,319
11	Joseph Bray	TTR Sotheby's International Realty	11.5	\$33,337,700
12	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	13	\$30,868,488
13	Colleen M Smith	EXP Realty, LLC	23.5	\$30,700,807
14	Charlotte Savoy	The KW Collective	51	\$28,277,695
15	Nickolaus B Waldner	Keller Williams Realty Centre	57.5	\$27,712,435
16	Mary Anne Kowalewski	KOVO Realty	57	\$27,180,472

RANK	NAME	OFFICE	SALES	TOTAL
17	Sunna Ahmad	Cummings & Co. Realtors	32	\$25,765,325
18	Jeannette A Westcott	Keller Williams Realty Centre	45	\$25,526,000
19	Georgeann A Berkinshaw	Coldwell Banker Realty	9.5	\$23,866,005
20	Kimberly A Lally	EXP Realty, LLC	46.5	\$23,222,304
21	Brian D Saver	Long & Foster Real Estate, Inc.	22	\$23,211,500
22	Tracy J. Lucido	Keller Williams Lucido Agency	25	\$22,607,750
23	Un H McAdory	Realty 1 Maryland, LLC	35	\$22,513,675
24	Wendy Slaughter	Samson Properties	33.5	\$22,360,846
25	Anthony M Friedman	Northrop Realty	25.5	\$22,150,250
26	Lee R. Tessier	EXP Realty, LLC	54.5	\$22,106,500
27	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	22	\$21,979,500
28	Matthew D Rhine	Keller Williams Legacy	51	\$21,413,409
29	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	52	\$19,955,215
30	James T Weiskerger	Next Step Realty	26.5	\$19,802,997
31	Laura M Snyder	American Premier Realty, LLC	40.5	\$19,733,899
32	Timothy Langhauser	Compass Home Group, LLC	35	\$19,204,500
33	Daniel McGhee	Homeowners Real Estate	52.5	\$18,625,726
34	Veronica A Sniscak	Compass	29	\$18,610,950
35	Lisa E Kittleman	The KW Collective	25	\$18,348,238
36	Jeremy Michael McDonough	Mr. Lister Realty	45	\$17,569,012
37	Nancy A Hulsman	Coldwell Banker Realty	32.5	\$17,507,640
38	Jason W Perlow	Monument Sotheby's International Realty	14	\$17,504,150
39	Blair Kennedy	Keller Williams Realty Centre	21.5	\$16,646,400
40	Elizabeth C Dooner	Coldwell Banker Realty	11	\$16,395,016
41	Greg M Kinnear	RE/MAX Advantage Realty	20.5	\$15,458,987
42	Suryasubrahmanya Kumar Reddi	Samson Properties	17	\$15,442,926
43	Shawn Martin	Real Broker, LLC	12.5	\$15,407,500
44	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	30	\$15,283,848
45	Ryan Briggs	Anne Arundel Properties, Inc.	25	\$15,257,900
46	F. Aidan Surlis	RE/MAX Leading Edge	20.5	\$14,687,960
47	Reid Buckley	Long & Foster Real Estate, Inc.	9.5	\$14,409,500
48	Dee Dee R McCracken	Coldwell Banker Realty	12	\$14,079,280
49	Jeremy S Walsh	Coldwell Banker Realty	16	\$13,899,400
50	Sam Gupta	FAB Realty LLC	27	\$13,618,590

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# TOP 150 STANDINGS • BY VOLUME

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

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	Jim Bim	Winning Edge	27	\$13,599,661
52	Adam Dietrich	NVR, INC.	29	\$13,521,225
53	Joshua Shapiro	Douglas Realty, LLC	26.5	\$13,268,649
54	Allen J Stanton	RE/MAX Executive	26.5	\$13,214,299
55	Jessica L Young-Stewart	RE/MAX Executive	27	\$13,061,880
56	Joe L Smith III	Next Step Realty	19	\$12,812,500
57	Wendy T Oliver	Coldwell Banker Realty	14	\$12,476,250
58	Anne Marie Balcerzak	AB & Co Realtors, Inc.	16	\$12,468,900
59	Robert A Commodari	EXP Realty, LLC	30	\$12,414,450
60	Kristi C Neidhardt	Northrop Realty	13	\$12,307,000
61	Sayed Ali Haghgoo	EXP Realty, LLC	27	\$12,291,450
62	Christina J Palmer	Keller Williams Flagship	15	\$11,733,347
63	Kelly Schuit	Kelly and Co Realty, LLC	22.5	\$11,724,360
64	Ashton L Drummond	Cummings & Co. Realtors	21	\$11,498,790
65	Mark Richa	Cummings & Co. Realtors	22	\$11,479,314
66	Brian Pakulla	Red Cedar Real Estate, LLC	16.5	\$11,457,043

RANK	NAME	OFFICE	SALES	TOTAL
67	Kim Barton	Keller Williams Legacy	28	\$11,261,975
68	Sergey A Taksis	Long & Foster Real Estate, Inc.	24.5	\$11,209,805
69	Zugell Jamison	Cummings & Co. Realtors	22.5	\$11,188,100
70	Daniel B Register IV	Northrop Realty	65	\$11,023,800
71	Ricky Cantore III	RE/MAX Advantage Realty	19.5	\$10,982,370
72	Kathryn Liscinsky	Compass	12	\$10,976,150
73	Nataliya Lutsiv	Cummings & Co. Realtors	13	\$10,950,000
74	Brendan Butler	Cummings & Co. Realtors	28	\$10,854,920
75	Tony Migliaccio	Long & Foster Real Estate, Inc.	22	\$10,837,400
76	Joseph S Bird	Red Cedar Real Estate, LLC	22	\$10,714,973
77	Jessica N Sauls	The KW Collective	21	\$10,701,800
78	Trent C Gladstone	The KW Collective	17	\$10,572,890
79	Barry Hess	Keller Williams Flagship	25	\$10,474,800
80	Bob A Mikelskas	Rosario Realty	23.5	\$10,465,750
81	Marni B Sacks	Northrop Realty	16.5	\$10,461,500
82	Benjamin J Garner	Cummings & Co. Realtors	29	\$10,451,381
83	Erica K Baker	TTR Sotheby's International Realty	16.5	\$10,364,650
84	Michele Deckman	TTR Sotheby's International Realty	8	\$10,362,500
85	Donna L Reichert	Keller Williams Flagship	19	\$10,321,100
86	Bryan G Schafer	Compass	20	\$10,269,100
87	Jason P Donovan	RE/MAX Leading Edge	15.5	\$10,258,367
88	Samuel P Bruck	Northrop Realty	19.5	\$10,240,350
89	Richard J Gloekler	RE/MAX Executive	14	\$10,194,200
90	Jennifer L Drennan	Taylor Properties	14	\$10,167,000
91	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	31.5	\$10,163,290
92	Charlie Hatter	Monument Sotheby's International Realty	6.5	\$10,059,000
93	Teresa L Westerlund	Samson Properties	10	\$10,004,415
94	Jeremy Batoff	Compass	9	\$9,925,000
95	Francis R Mudd III	Schwartz Realty, Inc.	21	\$9,842,260
96	Bryan K Bartlett	Compass	9.5	\$9,840,750
97	Liz A. Ancel	Cummings & Co. Realtors	28.5	\$9,818,700
98	Mark C Ruby	RE/MAX Advantage Realty	19	\$9,750,409
99	Elizabeth S Winstead	Monument Sotheby's International Realty	8	\$9,695,500
100	Leslie Ikle	Redfin Corp	17	\$9,643,500

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# TOP 150 STANDINGS • BY VOLUME

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

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	Nancy Gowan	Real Broker, LLC	15	\$9,621,213
102	Cara S Kohler	Compass	14	\$9,576,400
103	Daniel Borowy	Redfin Corp	17	\$9,568,950
104	Adam Chubbuck	Douglas Realty, LLC	20	\$9,430,613
105	Victoria Northrop	Northrop Realty	16	\$9,421,389
106	Robert A Kinnear	RE/MAX Advantage Realty	13	\$9,371,357
107	Melissa J Westerlund	Samson Properties	7.5	\$9,322,500
108	Alex M Clark	TTR Sotheby's International Realty	4	\$9,315,144
109	Moe Farley	Coldwell Banker Realty	8.5	\$9,278,290
110	Peter Boscas	Red Cedar Real Estate, LLC	16	\$9,268,800
111	Donald L Beecher	Redfin Corp	24	\$9,251,900
112	Mary Anne Long	Keller Williams Realty Centre	19	\$9,240,720
113	Malina N Koerschner	Coldwell Banker Realty	8	\$9,191,500
114	Jean Berkinshaw Dixon	Coldwell Banker Realty	1.5	\$9,189,505
115	Michael J Schiff	EXP Realty, LLC	19.5	\$9,180,200
116	Heidi S Krauss	Krauss Real Property Brokerage	7	\$9,076,700
117	Victor Pascoe	Keller Williams Select Realtors of Annapolis	9	\$8,961,600
118	Jennifer Schaub	EXP Realty, LLC	11	\$8,957,500
119	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	19	\$8,948,240
120	Christine M Leonard	Redfin Corp	16	\$8,944,525
121	Caroline Paper	Next Step Realty	15	\$8,800,827
122	James P Schaecher	Keller Williams Flagship	16.5	\$8,781,350
123	Katharine J Hopkins	Coldwell Banker Realty	4.5	\$8,779,005
124	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	7.5	\$8,708,728
125	James M. Baldwin	Compass	14.5	\$8,621,151
126	Jory Frankle	Northrop Realty	15	\$8,572,100
127	Jonathan E. Rundlett	Toll MD Realty, LLC	4	\$8,532,000
128	Bethanie M Fincato	Cummings & Co. Realtors	16	\$8,460,300
129	Catherine A Watson - Bye	RE/MAX Executive	15	\$8,447,400
130	Ryan Bandell	Keller Williams Realty Centre	14	\$8,318,750
131	Paul A Sudano	Monument Sotheby's International Realty	5	\$8,317,500
132	Tyler Ell	Keller Williams Realty Centre	17.5	\$8,298,435
133	Andrea G Griffin	Compass	10.5	\$8,298,237
134	Stephanie M Maric	Long & Foster Real Estate, Inc.	13.5	\$8,281,199

RANK	NAME	OFFICE	SALES	TOTAL
135	Jaime Watt	Compass	13	\$8,252,000
136	Liliana Vallario	EXP Realty, LLC	15	\$8,162,000
137	Elizabeth Keyser	VYBE Realty	27	\$8,160,000
138	Jamie Rassi	Cummings & Co. Realtors	19	\$8,092,991
139	Phyllis Elsner	Redfin Corp	11	\$8,079,490
140	Azam M Khan	Long & Foster Real Estate, Inc.	17	\$8,079,150
141	Nilou Jones	RE/MAX Leading Edge	12	\$8,046,102
142	Biana Arentz	Coldwell Banker Realty	8	\$8,028,000
143	Sean O'Connor	Coldwell Banker Realty	12	\$8,020,000
144	Mary C Gatton	Redfin Corp	14	\$8,008,100
145	Timothy C Markland Jr.	Cummings & Co. Realtors	16	\$7,994,890
146	Heather C Comstock	Cummings & Co. Realtors	15	\$7,982,000
147	Samantha Bongiorno	RE/MAX Advantage Realty	15	\$7,977,535
148	Rachel Best	RE/MAX Leading Edge	9	\$7,935,800
149	Missy A Aldave	Northrop Realty	17.5	\$7,909,079
150	Andrew D Schweigman	Douglas Realty, LLC	18	\$7,891,000

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