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# MAKING HISTORY

CELEBRATING BLACK EXCELLENCE IN REAL ESTATE

BY JUWAN RICHARDSON, GUEST EDITOR-IN-CHIEF

There are moments when we are reminded that progress is not accidental—it is built. It is earned. And most importantly, it is carried forward by those willing to lead, to serve, and to create opportunities where none previously existed.

This issue of *Baltimore Real Producers* is one of those moments.

When I first connected with the team in June of 2025 to begin conversations around this feature, the vision was clear: to create something meaningful. Not just a collection of stories, but a platform that recognizes, honors, and amplifies the impact of Black professionals in real estate—past, present, and future.

Because the truth is, Black excellence in real estate did not begin here. It began generations ago.

It began with pioneers who navigated systemic barriers, discriminatory practices, and limited access to opportunity—yet still found ways to build, invest, and create generational wealth. It lives in the legacy of leaders who fought for fair housing rights, who helped dismantle redlining, and who opened doors that had long been closed.

And today, it continues through the agents, brokers, lenders, developers, and community leaders who are not only succeeding—but redefining what success looks like.

In a city like Baltimore, where history runs deep and communities are rich with culture, the role of real estate professionals goes far beyond transactions. It is about stewardship. It is about understanding the neighborhoods we serve and the people who call them home. It is about access, education, and creating pathways for others to follow.



That is why this issue matters.

Representation matters not as a trend, but as a truth. When we see ourselves reflected in leadership, in success, and in influence, it expands what we believe is possible. It reminds the next generation that there is a place for them at the table—and that they, too, can help build the future.

But this issue is not only about recognition. It is about responsibility.

It is about continuing to push forward, to collaborate, and to lift as we climb. It is about ensuring that the progress made is not temporary, but lasting. And it is about acknowledging that while we have come a long way, there is still work to be done.

As you move through these pages, I encourage you to take in the stories, the journeys, and the perspectives shared. Behind every name is not just a career, but a commitment—to clients, to community, and to something greater than themselves.

To those featured in this issue: thank you for your leadership, your resilience, and your impact.

To those reading: may this serve as both inspiration and a call to action.

Because history is not just something we reflect on—it is something we continue to write.

And together, we are still making it.

Warmly,



**Juwan Richardson**  
Guest Editor-in-Chief  
juwanrichardson@kw.com

## BALTIMORE REAL PRODUCERS 2026 EVENTS CALENDAR

**Thursday, June 18**

6 p.m. -10 p.m.

**9th Anniversary Soirée**

**Baltimore Museum of Industry — 1415**

**Key Highway, Baltimore, MD 21230**

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

**Friday, August 14**

Time TBD

**BRP Impact Day**

**Location TBD**

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

**Thursday, October 8**

10 a.m. - 2 p.m.

**Fall Mastermind**

**Location TBD**

The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

**Thursday, November 19**

Time TBD

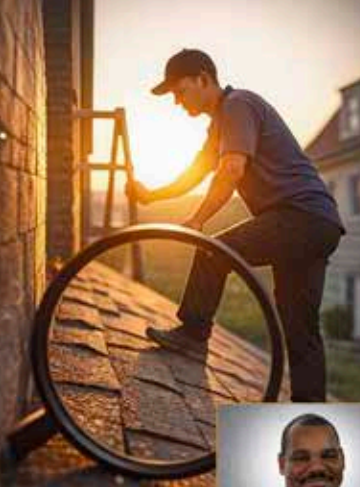
**Fall Fête**

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# Making History



*celebrating black excellence*

# Alonna Davis

PHOTO BY ROY COX

### What first drew you to a career in real estate?

My journey into real estate began during a pivotal moment in my career. Prior to entering the industry, I worked as an operations supervisor for a major communications company. When I was laid off, it

forced me to trust and bet on myself. After dedicating almost a decade of my time, skills, and energy to one company, I realized I wanted to build a career where my future and stability were not solely dependent on someone else deciding whether my role was still

needed. Real estate offered an opportunity to take control of my professional path while also creating a meaningful impact in the lives of others.

### What does it mean to you to be a Black professional in real estate today?

Being a Black professional in real estate today carries both significance and responsibility. Historically, many communities of color have faced barriers to homeownership due to systemic inequities and a lack of access to resources. Representation matters, and being in this space allows me to not only guide clients through the homebuying process but also educate and empower them to see homeownership as an attainable path to stability and generational wealth. It is incredibly meaningful to be able to help families build a future through real estate.

### What responsibility comes with being recognized as a leader?

With recognition and leadership also comes responsibility. I believe leadership is not just about personal success; it is about creating opportunities

and pathways for others. Throughout my career, I've been committed to mentoring agents, serving in leadership roles within our professional associations, and sharing knowledge through coaching and educational programs. I view leadership as the responsibility to uplift others and contribute to the growth of our industry and community.

### What does being recognized for Black Excellence mean to you?

Being recognized for Black Excellence is both an honor and a reminder of the responsibility that comes with visibility and impact. It represents the resilience, determination, and progress of those who paved the way before us. For me, it's not just about personal achievement; it's about continuing the work of opening doors, expanding opportunities, and showing the next generation that leadership, ownership, and influence in this industry are all within reach. If my journey inspires even one person to pursue their goals with confidence and purpose, then the impact extends far beyond recognition. It becomes part of a larger legacy of progress and possibility.



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# Angelo Cooper

PHOTO BY ROY COX

**What sets you apart in your approach to real estate?**

I value relationships, operate with integrity, and pride myself on being resourceful. My attitude is “expect the best, prepare for the worst.” I am very optimistic, but also objective. With my years of experience, I like to anticipate

potential outcomes and have contingency plans in place rather than being unprepared if challenges arise.

My mindset, which has contributed to my longevity, is that “real estate is a way of what you put into it. So,

in many ways, your work goes with you in some, if not every, capacity. Lastly, I take an unconventional approach and truly think outside the box.

**What responsibility comes with being recognized as a leader?**

The decisions made have to be holistic and be for the betterment of the masses, even if it causes you discomfort, which leads to growth. With great power comes great responsibility! The moment of gratitude is that God created your very existence to assist with the fulfillment of his kingdom. So, serve your purpose. It is a blessing to be a part of his mission, and you will have plenty of time to rest in the afterlife.

**What’s something people might not know about you?**

I am a die-hard superhero fan. It keeps the creative juices and imagination flowing.

**What brings you joy outside of real estate?**

I enjoy travel, exotic cuisines, experiencing different cultures, hablando español, and being a collector of many things from domestic & international real estate, an assortment of memorabilia and comics.

**Why is it important to celebrate Black excellence**

**in this industry?**

It is important to celebrate Black excellence in this industry because this country was built on the backs of immigrants, and we should be recognized for our contributions. And, ironically, through oppression and lack of reparations, there has been a huge disparity of Blacks and minorities who have not been able to enjoy the fruits of our labor. So, although the celebration of Black excellence does not offset years of unfair treatment, it is a good start. It is symbolic of resiliency, and shows if you remain vigilant, do not create excuses, all things come around eventually, causing a trickle-down effect on the masses, creating a powerful and positive movement.

**What does this moment represent in your journey?**

This moment serves as confirmation that I am on the right trajectory and my vision is being embraced by many others. But more importantly, it pays homage to some of those who still make sacrifices for me more notably my Grandma (Mary Faith Anderson), Daddy (Melvin Cooper), and Mom (Sandra Cooper). Although my Grandmother and Dad are making contributions in the afterlife, I utilize those they have instilled in me to grow their legacy and chart new paths.



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# Charles Eddington

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**What first drew you to a career in real estate?**

I was drawn to real estate through my background as an investor. I saw firsthand how property ownership could change lives—creating stability, opportunity, and long-term wealth. That

experience made me want to help others, especially in my community, access those same opportunities. Real estate became more than transactions for me—it became a way to educate, guide, and build something meaningful.

**What does it mean to you to be a Black professional in real estate today?**

It means responsibility and opportunity. Representation matters, especially in an industry that directly impacts wealth and ownership. Being a Black professional allows me to build trust in communities that have historically faced barriers. It also pushes me to operate at a high level, knowing that my work can open doors and change perspectives for those coming behind me.

**What does leadership mean to you?**

Leadership means service, accountability, and consistency. It's not just about directing others—it's about setting the example. Whether I'm leading my team or serving my clients, I believe in being transparent, solution-oriented, and dependable. Leadership also means stepping up during challenges, maintaining communication, and ensuring that everyone

involved feels supported and informed.

**What kind of legacy do you hope to leave behind?**

I want my legacy to be rooted in impact. Not just the number of homes sold, but the number of people empowered. I want to be known for helping families become homeowners, for educating others on building wealth through real estate, and for creating opportunities within my community. Beyond business, I want my legacy to show that success is about lifting others while you grow.

**One word that describes your journey:**

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# Cynthia Harrell

PHOTO BY ROY COX

**How did you get your start in the industry?**

I started in the industry as a part-time REALTOR® when I was working full-time as a customer service consultant for a Fortune 500 telecommunication company. In the beginning, being an agent was a means of earning additional income.

**What was one of your biggest early challenges, and how did you overcome it?**

One of the biggest early challenges was the inability to give real estate 100%. It wasn't until I became a 24/7 agent that my motivation switched from being a source of increased financial gain

to being a resource to those who need guidance getting past fear to the finish line.

**What does it mean to you to be a Black professional in real estate today?**

Being a Black professional in real estate today means being part of the change in an industry that has a history tied to unfair practices like redlining and housing discrimination, and realizing work still must be done to overcome the wealth gap regarding real estate. The more I learn the more I can enlighten others about credit, financing, generational wealth, and buying a home may not always be a straight path, but with a little work and patience, it's achievable, as well as providing direction to those who look like me who have an interest in becoming a REALTOR®.

**What does leadership mean to you? How do you inspire or uplift others around you?**

Leadership is about being authentic when serving, not just directing, leading by example, being open to listening to ideas from others, and creating

opportunities for others to move upward.

I think being an inspiration is what someone sees in you that you don't realize is occurring. I've been told I'm very helpful, I listen, I'm always smiling, and I have a willingness to volunteer. I was even told I was built differently because I don't let situations get the best of me.

**How do you continue to grow personally and professionally?**

I continue to grow personally by trying new activities like joining a book club and professionally by volunteering for multiple boards, such as the Women's Council of Realtors Greater Baltimore, and my appointment to the Comptroller of Maryland Financial Literacy Advisory Council has me stepping outside of my comfort zone.

**What's something people might not know about you?**

I used to be a mobile Crime Scene Investigator and a latent fingerprint examiner in training with the Baltimore City Police Department.





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# Gabriel Dutton

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### What first drew you to a career in real estate?

I was drawn to real estate by the opportunity to build long-term wealth while creating something tangible in the communities I serve. Early on, I got started by immersing myself in the market, taking on all opportunities, learning through hands-on experience, and

educational opportunities within my brokerage.

### What was one of your biggest early challenges, and how did you overcome it?

One of my biggest early challenges was staying consistent with my daily activities even when the results were inconsistent.

I had to trust the process and remind myself that there are always motivated clients out there who need my expertise. That mindset helped me stay disciplined and push through the ups and downs.

### What keeps you motivated in today's market?

What keeps me motivated today is the ability to create impact beyond single transactions, both as a REALTOR® and a small developer. Additionally, new opportunities are always invigorating and provide an opportunity for growth.

### What sets you apart in your approach to real estate?

What sets me apart is my dual perspective. I don't just sell real estate; I understand it from an investment and development standpoint, which allows me to guide clients with a more strategic, long-term vision.

### What advice would you give to someone just starting in real estate?

Stay consistent before you try to be perfect.

A lot of people get into the business focused on results too early, instead of

focusing on the activities that actually create those results. There are going to be days when you do everything right, and nothing happens. That's normal. The key is trusting that if you stay disciplined, the momentum will come.

Also, don't try to shortcut the learning process. Get in the reps, have real conversations, and learn the market on a deeper level. Confidence comes from doing, not waiting.

And lastly, remember there are always people out there who need your help. If you keep that in mind, it's a lot easier to stay motivated and show up every day.

### Who or what keeps you grounded?

My faith in God is what keeps me grounded through every season, giving me perspective and stability no matter what's going on in business or life. And the love I have for my wife and my two boys is what keeps me motivated every day. They're my why, and they push me to keep growing, stay disciplined, and build something meaningful for our future.



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BLACK EXCELLENCE

# India Whitlock

PHOTO BY ROY COX

**What first drew you to a career in real estate?**

My grandmother was a real estate investor. Angelo Cooper encouraged me to get my license.

**What sets you apart in your approach to real estate?**

What sets me apart is I build a team around my clients and I am very resourceful to their needs during and after the transaction.

**What does it mean to you to be a Black professional in real estate today?**

Means a lot. Privilege. There was a time where we couldn't own real estate or people didn't want to sell real estate to us.

**Have there been moments in your career where your identity shaped your experience?**

Absolutely. I remember working with a client who allowed me to take them on tours. I helped them secure a lender—just so happened that looked like them. Then they turned around and told me they needed to work with someone in their own race. Of course they kept the lender and parted ways with me.

**How do you use your platform or position to create opportunity for others?**

I am not a gate keeper. I get access to rooms that others can't and I bring that knowledge back so I can share with my peers.

**What kind of legacy do you hope to leave behind?**

I want to continue to see my name on things

and mentioned in rooms long after I am gone.

**What advice would you give to someone just starting in real estate?**

Track and know your numbers. Real estate is more than selling homes, it's understanding your business. Decide what type of real estate you want to sell, then launch and activate consistently in that space. Know your production, follow your leads, study your conversion rates, and pay attention to what's actually creating results. Numbers tell the truth. Most importantly, learn how to pivot, not panic.

**What habits or mindset have contributed most to your success?**

Tracking my production, being passionate about my negotiation skills, knowing the contract, and understanding the laws. I also believe adaptability, consistency, and being resourceful have been key. Understanding different aspects of real estate, including title, lending, construction, and development, has helped me better serve my clients and navigate challenges more effectively. Most importantly, I never stop learning. The market is always evolving, and I believe the agents who stay curious, informed, and solution driven create the most longevity and impact.



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# Jason Hall

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**What first drew you to a career in real estate?**

My Mom! Prior to her passing she tried for years to become a homeowner. Unfortunately agents wouldn't help her to learn the process. It didn't represent a large enough

commission for them in exchange for the time spent educating her.

**What does it mean to you to be a Black professional in real estate today?**

It means I have a responsibility to be an agent

of change. Leading isn't optional for me because I am proof of concept for the agents coming behind me that you can be successful, respectable and ethical in this business.

**What changes would you still like to see?**

I would like to see diversity not seen as a negative in our industry. I'd like to see more platforms where Black agents can be celebrated.

**What does leadership mean to you? How do you lead within your business, team, or community?**

I lead with a servant-first mindset. Whether I'm working with clients, serving on the board at GBBR, or mentoring other agents, my focus is always on being a resource and creating access.

**What kind of legacy do you hope to leave behind?**

I want my legacy to be rooted in access, impact, and service. I want to be known for opening doors—literally and figuratively—for people who may have felt overlooked. Whether it's helping families build wealth through homeownership or creating pathways for other agents to lead and serve, I

want my work to leave a lasting imprint on both the industry and the community.

**What advice would you give to someone just starting in real estate?**

Get in the rooms, ask questions, and don't be afraid to start small. This business is built on relationships, consistency, and trust—not overnight success. Learn the fundamentals, stay coachable, and focus on serving people over chasing transactions. If you stay committed to doing the right thing and putting your clients first, the business will follow.

**What does being recognized for Black Excellence mean to you?**

It's both an honor and a responsibility. Black Excellence, to me, is about showing up fully, breaking barriers, and redefining what's possible—not just for myself, but for those coming behind me. It's about excellence in how we serve, lead, and uplift our communities. To be recognized in that way means the work is being seen, but more importantly, it means the impact is being felt.



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# Keisha *McClain*

PHOTO BY ROY COX

### What was one of your biggest early challenges, and how did you overcome it?

I entered the industry in 2006, just before the 2008 market crash. It wasn't glamorous, and it quickly showed me how unpredictable the market can be. Instead of stepping away, I learned to pivot early by focusing on rentals, which allowed me to stay active and sustain my business. That experience built the resilience and adaptability I still rely on today.

### What sets you apart in your approach to real estate?

My level of responsiveness and consistency. I make it a priority to acknowledge every client quickly, even if I don't have an immediate answer, they know I'm working on it. That builds trust and keeps the process moving.

I also focus on volume over units and intentionally brand myself as a million dollar agent. It's not about limiting the type of

business I do, but about creating a clear, elevated identity. In this industry, branding is everything, and I'm very intentional about how I show up.

### What does it mean to you to be a Black professional in real estate today?

Being a Black woman in real estate has absolutely shaped my experience.

There are still many rooms I walk into where I'm the only person who looks like

me. Early on, that could feel isolating, but over time I've come to see it as a strength. Diversity is a superpower, and representation truly matters. I'm intentional about how I show up because I know that for some clients and even other professionals, seeing me in this space expands what feels possible. It's something I carry with pride, and it continues to drive how I build my business and my brand.

### What changes would you still like to see?

I'd love to see more of us represented in the luxury market. While progress has been made, there's still a noticeable gap in both representation and access at that level. I think it's important to see more Black agents, developers, and investors not only participating in luxury real estate, but leading in it. That visibility creates opportunity, builds confidence, and helps shift perceptions of who belongs in those spaces. For me, it's about expanding access and continuing to open doors so that the next generation sees luxury not as an exception, but as a standard. Not only for us but for the next generation of agents.



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# Mecca Lewis-Shakur

PHOTO BY ROY COX

### What first drew you to a career in real estate?

I stayed home with my kids when they were babies, which I loved. When they were both in nursery school, my brother suggested that I become a REALTOR®. Two weeks later I was enrolled in class, and immediately passed my test. I did 1 million the first year and doubled it the next, and kept doing that, now I am a top producer. I have received amazing support from my brokerage. They are a key to my success. I really love the flexibility.

### What keeps you motivated in today's market?

Helping others make their dreams of home ownership come true is its own reward.

### What does it mean to you to be a Black professional in real estate today?

To be a professional with the cultural knowledge of our legacy of love, pride, pain, gratitude, stories, and healing.

### Who has been an influential mentor or role model in your journey?

Claudia Sconion helped to shape me in ways that

I am still understanding. She encouraged me when I was a new agent, led by example, and paid my dues when I couldn't afford them my first year. She added me to her listings to give me experience and cheered for me and mine like a proud auntie.

### What kind of legacy do you hope to leave behind?

One of kindness, humility, of inclusion, grace and service.

### What drives your work beyond financial success?

Knowing that I am helping people, and bringing their family generational wealth.

### What advice would you give to someone just starting in real estate?

Bring your patience, you're gonna need it! Bring your creativity too. Be kind, it will get you so much further than you can even imagine.

### Why is it important to celebrate Black excellence in this industry?

It wasn't always celebrated to be Black in any industry. We are deserving of recognition, of being given our flowers,

of being esteemed. We represent and reflect the communities that we serve in a unique way tied to our identity and fueled by our common experiences.

### What does this moment represent in your journey?

It's a look back, a marker along my journey, a pause to be grateful for all that it took for me to get here.



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# Shaquille *McCray*

PHOTO BY ROY COX

### What sets you apart in your approach to real estate?

Real estate was never the end goal for me. It's the vehicle. What drives me is creating environments where people can step into who they're actually capable of becoming. Most

people don't need more information, they need belief, clarity, and the right environment. Whether I'm working with a client or an agent, I'm thinking about how this moment can impact the trajectory of their life, not only the outcome of a deal.

### How do you use your platform or position to create opportunity for others?

Through KW Next Gen, I work with students at Norfolk State University, an HBCU, alongside Kaleo Kina. We're not talking about careers, we're helping people see what's possible for their life. We've helped students step into leadership, pursue licensing, and build communities on campus. For many of them, it's the first time they've been exposed to ownership, investing, or building something of their own. That exposure changes everything.

### What does leadership mean to you?

Being able to see that each person that you are leading has the potential to create their desired outcome. To help them get clarity around their goals, remove their limited beliefs through awareness and to constantly create the energy and environment where people can thrive. It's maintaining enough rapport to speak directly when needed and to always operate out of love and the greatest good for the environment. Knowing that you won't always make the

right decision but keeping your intent in the right place.

### What impact do you hope to have on the next generation?

I want people to wake up earlier to who they are. To realize they're not stuck, they're not behind, and they're not limited. Through coaching, education, and community, my goal is to help people find their mission and build a life that can fund it. More importantly, to create a ripple effect that impacts people they may never even meet.

### What advice would you give to someone just starting in real estate?

This industry will give you exactly what you ask of it. If you're not clear on your mission, you can end up successful on paper but unfulfilled in reality. Get around people who think bigger, who challenge you, and who will help you build something that actually matters.

### Who do you share this recognition with?

I share this recognition with my wife and my family who help in making all things possible.



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# THE ART OF LEADERSHIP: Collaboration Without Losing Command

BY JOHN GEHA  
AND TIFFANY  
HARRIS OF GBBR

Leadership today is less about issuing orders and more about setting a tone of collaboration, clarity, and trust. Yet effective leaders also know there is a point where listening must give way to deciding. The real art is balancing collaboration with command in a way that respects people, drives performance, and preserves accountability.

As CEO and President of GBBR, we believe leadership thrives when grounded in four essentials: collaboration, compromise, communication, and transparency—supported by accountability and honest criticism, but never condescension or sarcasm.

## Collaboration, Not Consensus Paralysis

Collaboration is indispensable, but over-collaboration can stall progress. When every decision becomes a group project, organizations drift into “consensus paralysis,” where no one wants to move without universal agreement.

Strong leaders create forums for real input, invite dissenting views, and ensure people feel heard. But they are also clear: collaboration informs decisions; it does not replace them. Not every choice is up for a vote, and not every opinion carries equal weight for every decision.

Compromise, in this context, is not capitulation. It is the willingness to adjust while still protecting the core mission and values. Our role as leaders is to synthesize, decide, and then communicate the “why” with honesty and respect.

## Communication, Transparency, and Tone

Transparency is widely praised and often poorly practiced. Transparent leadership is not about sharing everything with everyone; it is about sharing the right information at the right time with the right context so people can do their best work. That includes explaining decisions, owning tradeoffs, and being candid about challenges.

Tone is where transparency either builds trust or breaks it. Leaders who rely on sarcasm, public put-downs, or condescension may think they are “being direct,” but they are actually eroding psychological safety and long-term performance. We believe in accountability and criticism—but delivered with respect, curiosity, and a focus on improvement rather than humiliation. Praise in public, correct in private.

## Oversight Without Micromanagement

Another critical balance is oversight versus autonomy. Teams suffocate under micromanagement, but leaders who are too hands-off risk being blindsided by issues that could have been managed early.

Our goal as leaders is not to manage every task, but to be aware of what is taking place. We don’t need to be in every room, but we do need a culture where information flows freely upward, not just downward. Clear expectations, regular check-ins, and open lines of communication make that possible without hovering.

When something goes well, give credit where it is due—loudly and specifically. When something goes wrong, step forward, take responsibility, and

address the issue privately with those involved. That is accountability with dignity, not blame-shifting for self-preservation.

## Change, Fear, and the Courage to Decide

One of the mindsets that has shaped our leadership comes from Dr. Robert Kriegel’s challenge to conventional wisdom: “If it ain’t broken, break it.” The message is simple but profound: Challenge everything, every day. If change is necessary, change, update, upgrade! Complacency is dangerous for any leader!

I, John, have often said, “There is no such thing as fear of change, only a fear of deciding to change.” Change itself isn’t the problem; it’s the decision point, the moment we step away from what is known and take ownership of a new direction.

And I pair that with another belief: “It’s okay to be afraid, just don’t be scared.” Fear is human; it signals that something matters. Being scared, in the way we use it, is letting that fear freeze you. Leaders feel fear, but they move anyway—thoughtfully, transparently, and with accountability for the outcomes.

## Leadership as Ongoing Practice

Ultimately, leadership is not a fixed trait, it is an ongoing practice. It is the daily work of staying open without losing authority, being transparent without oversharing, and holding people accountable without stripping them of respect.

The best leaders are constantly recalibrating that balance. They listen deeply, decide clearly, communicate candidly, and accept that their job is not to be perfect, but to be responsible. When things go well, they shine the spotlight outward. Things fall short, they step into it themselves.

That, is the quiet, demanding, and profoundly human work of leadership.



John Geha is a seasoned executive with more than 35 years of experience in real estate and association leadership in the US and Canada. As CEO of the Greater Baltimore Board of REALTORS® (GBBR), he drives strategic initiatives, government relations, and advocacy efforts supporting fair housing, economic development, and the broader community.



Tiffany Harris is the 2026 President of the Greater Baltimore Board of REALTORS® (GBBR) and broker/owner of Century 21 Harris Hawkins & Co. A recognized industry leader, she has served in multiple roles with Maryland REALTORS® and the Women’s Council of REALTORS® and holds PMN, At Home with Diversity, and Workforce Housing certifications.



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# Mary Sirico Levinson

## of NFM Lending

BY ABBY ISAACS  
PHOTOS BY DAVID STUCK



## The Power of Experience: A 26-Year Winning Streak

For more than 26 years, Mary Sirico Levinson of The Levinson & McLaughlin Team at NFM Lending has built a reputation defined by trust, experience, and results. With thousands of successful transactions under her belt, Mary has become a cornerstone in the Maryland mortgage industry, known not just for closing loans but for guiding clients and partners through one of life's most significant financial decisions.

"My experience is the difference," she says. "It allows me to support my clients, my referral partners, and everyone who is trusting me to help them succeed—especially in tougher markets."

Armed with a teaching degree, she didn't initially set out for a career in mortgages. But in 2000, the industry found her, and she embraced it. From day one, she asked questions, leaned on mentors, and committed herself to learning. That drive paid off quickly. Within just three years, she rose from loan officer to senior sales manager, helping oversee a team of 54 loan officers.

In 2004, Mary took a leap of faith and became the first branch of NFM Lending. More than two decades later, she remains with the company, a testament to her loyalty and belief in its values. When she joined, NFM had just 44 employees. Today, it has grown to more than 1,600 employees nationwide, licensed in 49 states, and consistently ranked among the top mortgage companies in the country.

As a direct lender, NFM Lending allows Mary and her team to manage the entire loan process in-house, from application to underwriting to funding. This level of control ensures efficiency, accountability, and a personal touch that clients value. Her reputation for reliability is one she

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**My goal  
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takes seriously. "If I say we're going to close on time, we're going to close on time. That trust is everything."

Mary approaches every transaction as a collaboration, working closely with real estate agents, attorneys, financial advisors, and clients themselves. In today's competitive housing market, where multiple offers are the norm, her deep industry relationships and strategic preparation often give her clients the edge. "We win because we prepare. We have those conversations early, so when it's time to act, my clients are confident and ready."

Her approach to lending is also deeply holistic. Rather than focusing solely on what a client qualifies for, she looks at what makes sense for their long-term financial well-being. "We have every product and program available, and we've become experts in them so we can tailor each loan to the individual. It's about doing what's right for the client—not just what's possible."

That philosophy has led to countless success stories, but one stands out. A client once came to her convinced homeownership would never be within reach. Over the course of four years, Mary worked with her—creating a plan, building confidence, and staying consistent. Eventually, that client became the first homeowner in her family. Today, they remain close friends. "That's what this is all about," Mary says. "Changing someone's life."

A self-described competitor and avid tennis player, Mary admits she thrives on the feeling of winning—but not in the traditional sense. For her, winning is helping a client secure their dream home, supporting a partner in closing a deal, or watching her team achieve their goals. "It never gets old," she says.

When she's not at her Linthicum office, Mary stays active and grounded in family life. A former triathlete, she now spends her free time playing tennis and golf, traveling, volunteering, and cheering on her sons, Alex and Jake, at their sporting events. She lives in Towson with her wife of 25 years, Kim, a cancer surgeon, their sons, and their Bernedoodle, Maggie.

Looking ahead, Mary hopes one day her professional and personal worlds will intersect—potentially with one of her sons following in her footsteps. For now, her focus is on the people around her. "My goal isn't just my own success anymore; it's making sure my team achieves everything they've dreamed of."

At her core, Mary Sirico Levinson is more than a lender. She's a trusted advisor, a strategic partner, and a champion for her clients. And after more than two decades in the business, she's still doing what she loves most: helping people win.

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# Floors Etc.



*We sat down with Owner and CEO John Ginsburg of Floors Etc. to hear about the company's history, the values that drive it, and the lessons that have shaped his approach to business.*

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

Floors Etc. was founded in the 1890s by my great-grandfather, Nathen Ginsburg, as a feed company in Baltimore. By the early 1900s, it had evolved into a hardware and supply store in Pigtown on Washington Boulevard, with advertisements appearing in *The Baltimore Sun* as early as the 1920s.

In the 1960s, the business expanded into do-it-yourself flooring, becoming one of the first Armstrong dealers in the Baltimore market. In 1971, my father, Stanley Ginsburg, opened one of the region's first dedicated retail flooring showrooms, bringing hardwood, vinyl, carpet, and tile together under one roof.

Today, Floors Etc. operates a 10,000-square-foot showroom serving the Mid-Atlantic across residential and commercial divisions. While the business has evolved across generations, one principle has remained constant: everything starts with the customer experience. That commitment drives every decision and reinforces that the status quo is not an option—continuous improvement is required to stay relevant and deliver value.

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

The customer experience is the foundation of everything we do. It drives

how we think, operate, and define success. Every interaction is an opportunity to build trust and deliver a level of service that differentiates us in the market.

That standard is reinforced by our leadership team. Olesya Filippova, Director of Residential, and Dennis Walsh, Director of Commercial, lead their divisions with a shared commitment to the customer relationship and overall experience. Their alignment ensures consistency, accountability, and excellence across every touchpoint.

We operate with integrity, take ownership of outcomes, and hold ourselves to an uncompromising standard of excellence where every detail matters. This is supported by a culture of continuous improvement, because delivering a best-in-class experience requires ongoing evolution.

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

Our offering spans natural stone and tile, hardwood, luxury carpet, custom area rugs, luxury vinyl, and specialty surfaces. What distinguishes Floors Etc. is not just product selection, but how it is delivered through the customer experience.

We provide a fully integrated approach, from showroom consultations to

collaboration with designers, builders, and homeowners. Our commercial team serves tenant improvement work, healthcare, education, new multi-family, property management, and all other commercial segments.

Across both divisions, we offer fabrication, sourcing, layout planning, and finish coordination. These services simplify complexity while ensuring precision throughout the process.

With experienced installation teams and full project management, we execute with consistency and detail. Our in-stock programs support accelerated timelines without sacrificing quality, reinforcing a seamless customer experience from start to finish.

**Can you share a pivotal moment that influenced your career path?**

Growing up in a family business shaped my perspective early. I developed a deep respect for what had been built and an understanding that relationships sit at the center of long-term success. My

father instilled in me that business is about people, which continues to define how we approach the customer experience.

Time together reinforced that trust and connection are built over time, not transactions. Many of those relationships became lasting friendships and partnerships. It also reinforced a core belief: to sustain success, a business must continue to evolve—standing still is not an option.

**Who have been your most significant mentors, and what impact have they had?**

Arthur Adler and Howard Brown have both shaped my approach. Arthur emphasized that every relationship has value and should be approached with intention, which directly influences how we think about customer experience.

Howard reinforced discipline and focus—staying forward-looking, avoiding distraction, and executing with clarity. Together, these lessons continue to guide how I lead and build long-term value.

**“Every interaction is an opportunity to build trust and deliver a level of service that differentiates us in the market.”**

**How do you cultivate strong relationships with clients, and what role does networking play?**

Strong relationships are built through consistent, intentional experiences over time. We create opportunities to connect through events and ongoing engagement, knowing

that even one meaningful interaction can have a lasting impact.

Our approach is not transactional—it is rooted in trust, reliability, and understanding. That mindset extends across clients, vendors, designers, and builders.

Ultimately, when the customer experience is done right, relationships follow naturally. Projects become partnerships, and partnerships become the foundation for sustained growth and long-term success. ▾



From left to right: Katie Byrd, John Prater, Olesya Filippova, Iva Vaiya, John Ginsburg, Susan Sturtevant, Nasim Athari, Matt Horwitz, Lauren Kosiba and Sam Benjamin

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TOP 10

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10 It Won't End Up in the "Regift" Pile with the Scented Candles

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9 It's Built to Outlast Your Average New Year's Resolution

This is practical longevity. It'll be there long after that gym membership is a distant, guilty memory.

8 It Makes You Look Like a Big Shot Without Cutting Corners

The weight, the grain, the finish - it projects "luxury" the second they see it. You look like a high roller with impeccable taste.

7 Personalized Engraving... The Ultimate Regift Blocker

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6 It Doesn't Say "I Grabbed This at a Trade Show"

No impersonal trinkets. It's a premium item that says "we think you have a real kitchen," not just a drawer full of takeout menus.

5 It Does the Networking for You

Every slice keeps you top of mind, every dinner party drops your name - no traffic, no cheesy nametag, no lukewarm buffet.

4 It Won't End Up in the "Gift Graveyard"

No closet of shame for this one. Too useful to tuck away and too good-looking to hide.

3 Location, Location, Location... It's Right on the Counter

Prime kitchen real estate in the heart of the home - without the property taxes.

2 It's the Gift That Never Takes a Coffee Break

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1 Your Ticket to the Gift-Giving Hall of Fame

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# Your AI Advantage

BY STEVEN PAUL NEVILLE OF MPOWER

## AI News: The AI Too Dangerous to Release

An AI just found thousands of security flaws hiding in your phone, your browser, and your bank. Some had been there for over 27 years. Its name is Mythos, and it's locked away from the public on purpose.

Released April 7th by Anthropic, Mythos is so powerful it's only available to 12 founding partners including Apple, Google, Microsoft, JPMorgan Chase, and the Linux Foundation. The US Treasury and every major Wall Street bank scrambled to get access.

Meanwhile, GPT-5.4, Gemini 3.1 Ultra, and Grok 4.20 all dropped in the same window. The pace is accelerating.

## This Month's Tip: Gemini Lives Inside Your Gmail

If you use Google Workspace, you already have Gemini built into your email. Most agents have no idea.

Open Gmail, click the Gemini icon, and ask:  
"Find all conversations with [client name] and summarize where we left off."

Gemini pulls every thread, surfaces the key points, and tells you what's outstanding. No more scrolling through six months of back-and-forth before a showing.

Then follow up:  
"Draft a response catching up on our last conversation and confirming Saturday's walkthrough."



Review, tweak, send. Thirty seconds instead of thirty minutes.

## AI Tool Spotlight: Two Gemini Tools You Already Own

- **NotebookLM** (notebooklm.google.com) – Upload listing docs, HOA rules, neighborhood data, and inspection reports. Ask questions across all of it, or generate an audio brief to listen to on the drive to your showing. Perfect for prepping without reading 40 pages.
- **Nano Banana** (inside Gemini) – Google's image editor built right into Gemini. Remove clutter from listing photos, swap overcast skies

for blue, or generate social graphics. No Photoshop skills required. Just describe what you want changed.

Both are included with your Google Workspace subscription.

**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 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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## Leading With Discipline, Heart, and a Bigger Vision

BY JILL FRANQUELLI • PHOTOS BY DAVID STUCK

# JASON NADER

OF FIRST HOME MORTGAGE

**If you ask Jason Nader what success looks like these days, he probably will not start with numbers.**

**He might start with breakfast.**

The morning carpool. A quick conversation with his kids about a test, a game, or classroom drama. A few ordinary moments before the workday begins. For Jason, those are not side notes to success anymore. They are success.

That shift says a lot about where he is today—not only as a leader at First Home Mortgage, but as a husband, father, mentor, and producer who has learned that growth is not always about doing more yourself. Sometimes, it is about building something bigger around you.

Jason has now been with First Home Mortgage for eight years and in the mortgage industry for more than two decades. Over that time, his role has evolved in a significant way. Once known primarily as a high-performing loan officer focused on his own production, Jason is now leading at the branch level, helping shape the next generation of talent inside his office.

And while plenty has changed, one thing has not: he still believes leadership starts by going first.

“It’s evolved quickly,” Jason said. “Leading by example is certainly the most important thing that we did then, and we’re doing now.”

That philosophy shows up in how he manages people, how he handles pressure, and how he approaches the realities of an industry that has faced its

share of challenges over the last several years. Jason is quick to acknowledge that it has not been easy. But instead of letting difficult markets define the culture of the office, he and his team have doubled down on discipline, collaboration, and perspective.

One of the clearest examples of that is the way they talk about failure.

In Jason’s office, wins are celebrated, but losses are discussed too—openly and without shame. During weekly meetings, team members share what worked, what did not, and what everyone can learn from it. Jason makes a point to lead those conversations himself.

“Championing our successes is great,” he said, “but also learning by those failures or faults and openly sharing them and not being embarrassed about it is really important.”

It is a refreshing perspective in a business where many professionals feel pressure to always appear polished, certain, and in control. For Jason, creating room for people to “fail forward” is one of the best ways to help them grow into confident, capable leaders.

That matters now more than ever, because he is not just focused on the present team. He is thinking ahead.

With rookie loan officers coming into the fold and newer talent developing

their voice, Jason has his eye on the future, on the people who, ten or fifteen years from now, may be sitting in the same seats he and his leadership team occupy today.

Still, for all the big-picture thinking, Jason remains a believer in the smallest details.

He still makes daily phone calls. He still writes handwritten thank-you notes. He still sends birthday reminders to agent partners so their past clients feel remembered. In a world that often wants everything to move faster, Jason continues to value the simple, human gestures that too many people skip.

“The best loan officers are the most boring people,” he said with a laugh. “Because they’re very regimented, and they have a system.”

That discipline—steady, repeatable, often unseen—is something Jason returns to again and again. It is also what he now sees as the true difference between motivation and long-term success.

“What used to be motivation is now just turned into discipline,” he said.

It is a mindset rooted in his upbringing and reinforced over time through sports, family influence, and years of experience. His father, a former college athlete, taught Jason and his brother early on the value of doing the extra work when no one else will. Today, that lesson lives on not just in Jason’s business habits, but in the structure of his day-to-day life.

His calendar is color-coded. His time is planned. He knows when the workday starts, and he knows when the next part of the day begins: practices, games, coaching, and family life.



Jason and his wife, Kendra, have been married for 15 years and are raising four children, ages 14, 12, 9, and 6. He talks about them with the kind of pride that instantly softens even his toughest, most competitive edges. Yes, he still has the drive. Yes, he still wants to win. But success has become more layered now, less about individual output and more about presence, impact, and legacy.

That same shift has shaped how he thinks about his office.

Recently, Jason sat at a sales leader trip and looked around the table to see it filled with people from his own branch. It was one of those moments that made the work feel tangible. Not because of a title or a ranking, but because of what it represented: growth, trust, and people rising together.

He is proud of what the team has built. He is proud that so many of the loan officers in the office are Leaders Club winners. But more than anything, he is proud of the culture they have created—one where people want to be there, want to contribute, and want to grow.

And that may be the clearest picture of Jason Nader today.

“What used to be motivation is now just turned into **DISCIPLINE.**”

He is still competitive. Still disciplined. Still deeply committed to excellence. But the lens is wider now. The goal is no longer just personal production. It is people. It is mentorship. It is creating an environment where others can thrive. “We are not chasing the production,” Jason said. “We’re chasing the person.”

In the end, that may be the most powerful measure of success of all. ▀

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Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	176	\$78,209,757
2	Robert J Chew	Samson Properties	151	\$84,310,837
3	Joseph A Petrone	Monument Sotheby's International Realty	116	\$87,489,557
4	Adam M Shpritz	Ashland Auction Group LLC	85	\$6,487,378
5	Shawn M Evans	Monument Sotheby's International Realty	71	\$69,340,509
6	Lee M Shpritz	Ashland Auction Group LLC	70.5	\$4,917,918
7	Robert J Lucido	Keller Williams Lucido Agency	66	\$52,777,439
8	Heather M. Richardson	NVR, INC.	60	\$30,324,573
9	Gina L White	Coldwell Banker Realty	51.5	\$23,745,820
10	Nickolaus B Waldner	Keller Williams Realty Centre	44	\$22,073,995
11	Gina M Gargeu	Century 21 Downtown	40.5	\$6,310,300
12	Daniel B Register IV	Northrop Realty	40	\$7,330,750
13	Daniel McGhee	Homeowners Real Estate	39.5	\$13,649,226
14	Charlotte Savoy	The KW Collective	39	\$21,323,695
15	Lee R. Tessier	EXP Realty, LLC	38.5	\$15,478,400
16	Matthew D Rhine	Keller Williams Legacy	38.5	\$13,665,900

RANK	NAME	OFFICE	SALES	TOTAL
17	Mary Anne Kowalewski	KOVO Realty	38	\$18,062,144
18	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	35	\$12,439,050
19	Laura M Snyder	American Premier Realty, LLC	33.5	\$16,366,999
20	Jeannette A Westcott	Keller Williams Realty Centre	33	\$17,104,100
21	Kimberly A Lally	EXP Realty, LLC	33	\$15,357,650
22	Jeremy Michael McDonough	Mr. Lister Realty	33	\$13,240,112
23	Creig E Northrop III	Northrop Realty	32	\$31,329,867
24	Adam Dietrich	NVR, INC.	27	\$12,795,245
25	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	25.5	\$8,553,650
26	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	24	\$12,203,118
27	Barry L Hess	Keller Williams Flagship	24	\$10,104,800
28	Un H McAdory	Realty 1 Maryland, LLC	23.5	\$14,492,175
29	Robert A Commodari	EXP Realty, LLC	22.5	\$9,528,450
30	James T Weiskerger	Next Step Realty	22	\$17,882,997
31	Timothy Langhauser	Compass Home Group, LLC	22	\$10,931,500
32	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	22	\$7,077,890
33	Wendy Slaughter	Samson Properties	21.5	\$14,120,446
34	Bradley R Kappel	TTR Sotheby's International Realty	21	\$45,084,484
35	Sunna Ahmad	Cummings & Co. Realtors	21	\$15,546,575
36	Sam Gupta	FAB Realty LLC	21	\$11,526,590
37	Sayed Ali Haghgoo	EXP Realty, LLC	21	\$9,238,450
38	Kim Barton	Keller Williams Legacy	21	\$8,164,500
39	Bob Simon	Long & Foster Real Estate, Inc.	21	\$3,574,000
40	David Orso	Berkshire Hathaway HomeServices PenFed Realty	20.5	\$23,817,375
41	Jim Bim	Winning Edge	20.5	\$11,007,611
42	Brendan Butler	Cummings & Co. Realtors	20.5	\$7,102,420
43	Nancy A Hulsman	Coldwell Banker Realty	20	\$11,872,640
44	Jessica L Young-Stewart	RE/MAX Executive	20	\$9,960,480
45	Liz A. Ancel	Cummings & Co. Realtors	19.5	\$6,641,300
46	Keiry Martinez	ExecuHome Realty	19.5	\$5,267,300
47	Anthony M Friedman	Northrop Realty	19	\$16,326,000
48	Veronica A Sniscak	Compass	19	\$10,867,950
49	Ryan R Briggs	Anne Arundel Properties, Inc.	18	\$11,452,900
50	Bryan G Schafer	Compass	18	\$9,142,100

Disclaimer: Statistics are derived from closed sales data. Data pulled on May 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 UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Jessica N Sauls	The KW Collective	18	\$8,971,800
52	Sergey A Taksis	Long & Foster Real Estate, Inc.	18	\$8,194,805
53	Benjamin J Garner	Cummings & Co. Realtors	18	\$6,050,881
54	Lisa E Kittleman	The KW Collective	17.5	\$12,197,500
55	Joshua Shapiro	Douglas Realty, LLC	17.5	\$8,858,750
56	Joseph S Bird	Red Cedar Real Estate, LLC	17	\$7,879,973
57	Jamie B Rassi	Cummings & Co. Realtors	17	\$7,554,491
58	Bob A Mikelskas	Rosario Realty	17	\$6,920,350
59	Mark A. Ritter	Douglas Realty, LLC	17	\$6,106,144
60	Elizabeth Keyser	VYBE Realty	17	\$5,355,500
61	Zugell Jamison	Cummings & Co. Realtors	16	\$7,532,100
62	Erica M Washington	Coldwell Banker Realty	16	\$7,356,700
63	Jessica Dailey	Compass	16	\$7,028,175
64	Vincent Principe	Keller Williams Flagship	16	\$6,808,549
65	Donald L Beecher	Redfin Corp	16	\$6,463,800
66	Wanda Gail Foster	CENTURY 21 New Millennium	16	\$5,615,000
67	cory andrew willems	Keller Williams Gateway LLC	16	\$5,514,500
68	Daniel M Billig	A.J. Billig & Company	16	\$4,363,330
69	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	16	\$3,625,225
70	Gavriel Khoshkheraman	Pickwick Realty	16	\$3,565,500
71	Colleen M Smith	EXP Realty, LLC	15.5	\$18,633,407
72	Blair Kennedy	Keller Williams Realty Centre	15.5	\$12,234,400
73	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	15.5	\$3,912,860
74	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	15	\$16,795,000
75	Christina J Palmer	Keller Williams Flagship	15	\$11,733,347
76	Tracy J. Lucido	Keller Williams Lucido Agency	15	\$11,621,750
77	Tony Migliaccio	Long & Foster Real Estate, Inc.	15	\$8,737,500
78	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	15	\$6,793,740
79	Gabriel M Dutton	Keller Williams Gateway LLC	15	\$6,404,900
80	Jennifer A Bayne	Long & Foster Real Estate, Inc.	15	\$6,086,900
81	Steffan M May	Synergy Realty	15	\$5,810,400
82	John C Kantorski Jr.	EXP Realty, LLC	15	\$5,609,424
83	Vitaly P Petrov	Samson Properties	15	\$5,602,000
84	Yevgeny Drubetskoy	EXP Realty, LLC	15	\$4,521,900

RANK	NAME	OFFICE	SALES	TOTAL
85	William M Savage	Keller Williams Legacy	15	\$3,813,800
86	Greg M Kinnear	RE/MAX Advantage Realty	14.5	\$10,400,487
87	Ricky Cantore III	RE/MAX Advantage Realty	14.5	\$7,153,370
88	Teal Clise	EXP Realty, LLC	14.5	\$5,509,500
89	Brian D Saver	Long & Foster Real Estate, Inc.	14	\$14,542,500
90	Joe L Smith III	Next Step Realty	14	\$9,267,500
91	Donna L Reichert	Keller Williams Flagship	14	\$7,144,100
92	Jennifer R Wolff	Real Estate Professionals, Inc.	14	\$6,375,899
93	Bob Kimball	Redfin Corp	14	\$5,150,900
94	William W Magruder	Long & Foster Real Estate, Inc.	14	\$5,050,700
95	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	14	\$4,744,450
96	Elliot Mitchell	Corner House Realty	14	\$3,900,999
97	Joseph Warren Avampato	Alberti Realty, LLC	14	\$3,838,799
98	Peter J Klebenow	RE/MAX Advantage Realty	14	\$3,237,500
99	F. Aidan Surlis	RE/MAX Leading Edge	13.5	\$9,439,900
100	Brian Pakulla	Red Cedar Real Estate, LLC	13.5	\$9,121,043

Disclaimer: Statistics are derived from closed sales data. Data pulled on May 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 UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Allen J Stanton	RE/MAX Executive	13.5	\$7,380,300
102	Tyler Ell	Keller Williams Realty Centre	13.5	\$6,639,495
103	Andrew D Schweigman	Douglas Realty, LLC	13.5	\$6,535,100
104	Missy A Aldave	Northrop Realty	13.5	\$6,072,579
105	Kelly Schuit	Kelly and Co Realty, LLC	13.5	\$5,851,480
106	James H Stephens	EXP Realty, LLC	13.5	\$5,743,000
107	Sonya Francis	RE/MAX Solutions	13.5	\$4,856,793
108	Gylian Peter Page	Hyatt & Company Real Estate, LLC	13.5	\$4,296,350
109	Suryasubrahmanya Kumar Reddi	Samson Properties	13	\$11,862,737
110	Jeremy S Walsh	Coldwell Banker Realty	13	\$10,184,400
111	Leslie Ikle	Redfin Corp	13	\$7,420,000
112	Samuel P Bruck	Northrop Realty	13	\$7,328,100
113	Daniel Borowy	Redfin Corp	13	\$7,269,150
114	Kirk Steffes	Cummings & Co. Realtors	13	\$5,158,000
115	Krissy Doherty	Northrop Realty	13	\$5,046,389
116	Alice Jane Stewart	Coldwell Banker Realty	13	\$4,809,000

RANK	NAME	OFFICE	SALES	TOTAL
117	Jenn Schneider	Neighborhood Assistance Corporation of America	13	\$4,728,930
118	Alexandra Ray Vincent	Next Step Realty	13	\$4,136,000
119	James F Ferguson	EXIT Preferred Realty, LLC	13	\$3,687,275
120	Darren T. McShane	Cummings & Co. Realtors	13	\$2,629,150
121	Adam Chubbuck	Douglas Realty, LLC	12.5	\$6,113,613
122	Michael J Schiff	EXP Realty, LLC	12.5	\$5,633,450
123	Larry E Cooper	Alex Cooper Auctioneers, Inc.	12.5	\$2,164,010
124	Peter Boscas	Red Cedar Real Estate, LLC	12	\$7,366,500
125	Marni B Sacks	Northrop Realty	12	\$6,666,500
126	Grant Bim	Winning Edge	12	\$6,301,211
127	Michael Myslinski	Kelly and Co Realty, LLC	12	\$6,043,000
128	Derek Blazer	Cummings & Co. Realtors	12	\$6,029,200
129	Mark C Ruby	RE/MAX Advantage Realty	12	\$5,738,509
130	Francis R Mudd III	Schwartz Realty, Inc.	12	\$5,656,860
131	John Maranto	Cummings & Co. Realtors	12	\$5,506,800
132	Kimberly R Letschin	Long & Foster Real Estate, Inc.	12	\$5,339,193
133	Thomas Penn Williams	AB & Co Realtors, Inc.	12	\$5,319,700
134	Melissa L Divers-Reed	RE/MAX Solutions	12	\$5,057,800
135	Nicholas W Bogardus	Compass	12	\$4,927,750
136	Harold A Kelly	ExecuHome Realty	12	\$4,452,100
137	Denise M Lewis	Brook-Owen Real Estate	12	\$4,093,600
138	Carlos Contreras	Caprika Realty	12	\$3,618,900
139	Dassi Lazar	Lazar Real Estate	12	\$3,421,500
140	Anthony C Fulco	One Percent Lists Mid-Atlantic	12	\$3,219,400
141	Sandra E Echenique	Samson Properties	12	\$3,017,110
142	Dimitrios Lynch Jr.	ExecuHome Realty	12	\$3,003,000
143	Liliana Vallario	EXP Realty, LLC	11.5	\$6,133,000
144	Lauren Hess	American Premier Realty, LLC	11.5	\$5,650,900
145	Crystal Fleckenstein	D.R. Horton Realty of Pennsylvania	11.5	\$4,763,535
146	Christopher W Palazzi	Cummings & Co. Realtors	11.5	\$2,814,800
147	Robert A Kinnear	RE/MAX Advantage Realty	11	\$7,456,357
148	Mary C Gatton	Redfin Corp	11	\$6,866,100
149	Courtney S Pleiss	EXP Realty, LLC	11	\$6,341,690
150	David Townsend Brown	Next Step Realty	11	\$6,262,899

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	116	\$87,489,557
2	Robert J Chew	Samson Properties	151	\$84,310,837
3	Justin K Wood	D.R. Horton Realty of Virginia, LLC	176	\$78,209,757
4	Shawn M Evans	Monument Sotheby's International Realty	71	\$69,340,509
5	Robert J Lucido	Keller Williams Lucido Agency	66	\$52,777,439
6	Bradley R Kappel	TTR Sotheby's International Realty	21	\$45,084,484
7	Creig E Northrop III	Northrop Realty	32	\$31,329,867
8	Heather M. Richardson	NVR, INC.	60	\$30,324,573
9	David Orso	Berkshire Hathaway HomeServices PenFed Realty	20.5	\$23,817,375
10	Gina L White	Coldwell Banker Realty	51.5	\$23,745,820
11	Nickolaus B Waldner	Keller Williams Realty Centre	44	\$22,073,995
12	Charlotte Savoy	The KW Collective	39	\$21,323,695
13	Georgeann A Berkinshaw	Coldwell Banker Realty	5.5	\$20,896,005
14	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	6.5	\$20,594,600
15	Colleen M Smith	EXP Realty, LLC	15.5	\$18,633,407
16	Mary Anne Kowalewski	KOVO Realty	38	\$18,062,144

RANK	NAME	OFFICE	SALES	TOTAL
17	James T Weiskerger	Next Step Realty	22	\$17,882,997
18	Jeannette A Westcott	Keller Williams Realty Centre	33	\$17,104,100
19	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	15	\$16,795,000
20	Laura M Snyder	American Premier Realty, LLC	33.5	\$16,366,999
21	Anthony M Friedman	Northrop Realty	19	\$16,326,000
22	Sunna Ahmad	Cummings & Co. Realtors	21	\$15,546,575
23	Lee R. Tessier	EXP Realty, LLC	38.5	\$15,478,400
24	Kimberly A Lally	EXP Realty, LLC	33	\$15,357,650
25	Joseph Bray	TTR Sotheby's International Realty	6	\$15,210,000
26	Brian D Saver	Long & Foster Real Estate, Inc.	14	\$14,542,500
27	Un H McAdory	Realty 1 Maryland, LLC	23.5	\$14,492,175
28	Shawn Martin	Real Broker, LLC	10	\$14,209,000
29	Wendy Slaughter	Samson Properties	21.5	\$14,120,446
30	Matthew D Rhine	Keller Williams Legacy	38.5	\$13,665,900
31	Daniel McGhee	Homeowners Real Estate	39.5	\$13,649,226
32	Jason W Perlow	Monument Sotheby's International Realty	8.5	\$13,469,650
33	Jeremy Michael McDonough	Mr. Lister Realty	33	\$13,240,112
34	Adam Dietrich	NVR, INC.	27	\$12,795,245
35	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	35	\$12,439,050
36	Blair Kennedy	Keller Williams Realty Centre	15.5	\$12,234,400
37	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	24	\$12,203,118
38	Lisa E Kittleman	The KW Collective	17.5	\$12,197,500
39	Nancy A Hulsman	Coldwell Banker Realty	20	\$11,872,640
40	Suryasubrahmanya Kumar Reddi	Samson Properties	13	\$11,862,737
41	Christina J Palmer	Keller Williams Flagship	15	\$11,733,347
42	Tracy J. Lucido	Keller Williams Lucido Agency	15	\$11,621,750
43	Sam Gupta	FAB Realty LLC	21	\$11,526,590
44	Ryan R Briggs	Anne Arundel Properties, Inc.	18	\$11,452,900
45	Elizabeth C Dooner	Coldwell Banker Realty	8	\$11,365,016
46	Jim Bim	Winning Edge	20.5	\$11,007,611
47	Timothy Langhauser	Compass Home Group, LLC	22	\$10,931,500
48	Veronica A Sniscak	Compass	19	\$10,867,950
49	Greg M Kinnear	RE/MAX Advantage Realty	14.5	\$10,400,487
50	Jeremy S Walsh	Coldwell Banker Realty	13	\$10,184,400

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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Barry L Hess	Keller Williams Flagship	24	\$10,104,800
52	Reid Buckley	Long & Foster Real Estate, Inc.	8	\$9,971,500
53	Jessica L Young-Stewart	RE/MAX Executive	20	\$9,960,480
54	Charlie Hatter	Monument Sotheby's International Realty	6	\$9,711,500
55	Robert A Commodari	EXP Realty, LLC	22.5	\$9,528,450
56	Bryan K Bartlett	Compass	9	\$9,480,750
57	F. Aidan Surlis	RE/MAX Leading Edge	13.5	\$9,439,900
58	Nataliya Lutsiv	Cummings & Co. Realtors	10	\$9,430,000
59	Joe L Smith III	Next Step Realty	14	\$9,267,500
60	Sayed Ali Haghgoo	EXP Realty, LLC	21	\$9,238,450
61	Jean Berkinshaw Dixon	Coldwell Banker Realty	1.5	\$9,189,505
62	Alex M Clark	TTR Sotheby's International Realty	3.5	\$9,160,144
63	Bryan G Schafer	Compass	18	\$9,142,100
64	Brian Pakulla	Red Cedar Real Estate, LLC	13.5	\$9,121,043
65	Wendy T Oliver	Coldwell Banker Realty	10	\$9,001,500
66	Jessica N Sauls	The KW Collective	18	\$8,971,800

RANK	NAME	OFFICE	SALES	TOTAL
67	Joshua Shapiro	Douglas Realty, LLC	17.5	\$8,858,750
68	Kristi C Neidhardt	Northrop Realty	8	\$8,845,000
69	Tony Migliaccio	Long & Foster Real Estate, Inc.	15	\$8,737,500
70	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	25.5	\$8,553,650
71	Jonathan E. Rundlett	Toll MD Realty, LLC	4	\$8,532,000
72	Jeremy Batoff	Compass	7.5	\$8,517,500
73	Moe Farley	Coldwell Banker Realty	7.5	\$8,303,290
74	Teresa L Westerlund	Samson Properties	8.5	\$8,301,915
75	Sergey A Taksis	Long & Foster Real Estate, Inc.	18	\$8,194,805
76	Kim Barton	Keller Williams Legacy	21	\$8,164,500
77	Michele Deckman	TTR Sotheby's International Realty	5	\$7,930,000
78	Joseph S Bird	Red Cedar Real Estate, LLC	17	\$7,879,973
79	Malina N Koerschner	Coldwell Banker Realty	7	\$7,591,500
80	Jamie B Rassi	Cummings & Co. Realtors	17	\$7,554,491
81	Anne Marie Balcerzak	AB & Co Realtors, Inc.	10	\$7,551,900
82	Zugell Jamison	Cummings & Co. Realtors	16	\$7,532,100
83	Robert A Kinnear	RE/MAX Advantage Realty	11	\$7,456,357
84	Jennifer L Drennan	Taylor Properties	10	\$7,422,000
85	Leslie Ikle	Redfin Corp	13	\$7,420,000
86	Allen J Stanton	RE/MAX Executive	13.5	\$7,380,300
87	Peter Boscas	Red Cedar Real Estate, LLC	12	\$7,366,500
88	Erica M Washington	Coldwell Banker Realty	16	\$7,356,700
89	Daniel B Register IV	Northrop Realty	40	\$7,330,750
90	Samuel P Bruck	Northrop Realty	13	\$7,328,100
91	Daniel Borowy	Redfin Corp	13	\$7,269,150
92	Ricky Cantore III	RE/MAX Advantage Realty	14.5	\$7,153,370
93	Donna L Reichert	Keller Williams Flagship	14	\$7,144,100
94	Brendan Butler	Cummings & Co. Realtors	20.5	\$7,102,420
95	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	22	\$7,077,890
96	Jessica Dailey	Compass	16	\$7,028,175
97	Bob A Mikelskas	Rosario Realty	17	\$6,920,350
98	Katharine J Hopkins	Coldwell Banker Realty	2.5	\$6,899,005
99	Mary C Gatton	Redfin Corp	11	\$6,866,100
100	Vincent Principe	Keller Williams Flagship	16	\$6,808,549

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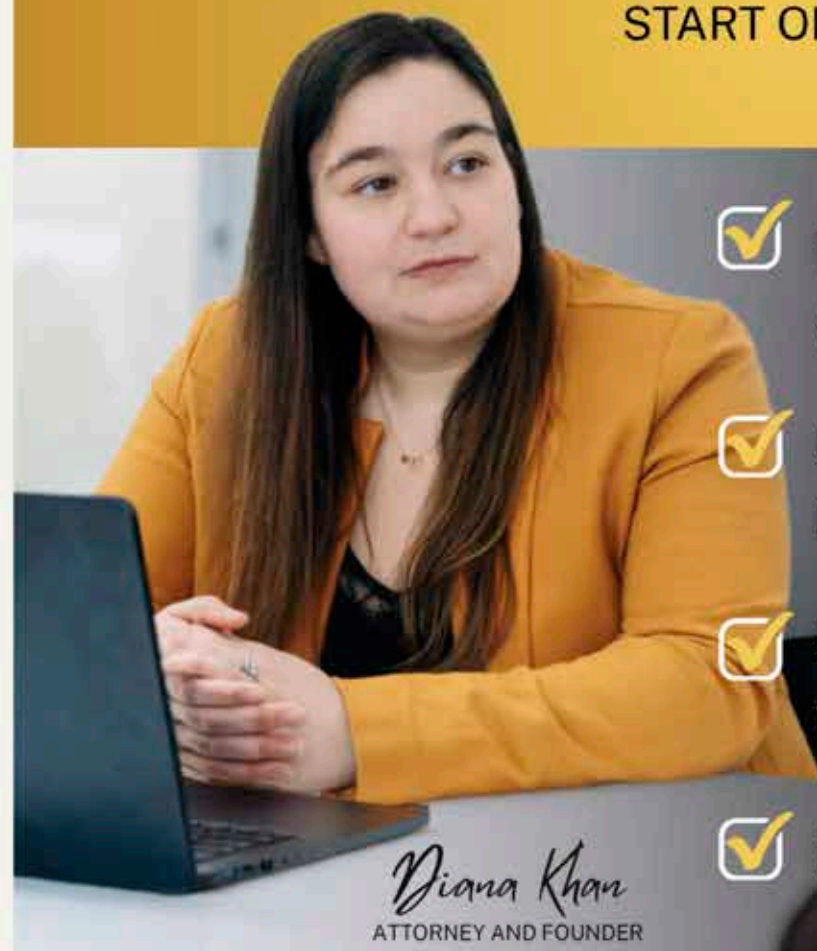
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# TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 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	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	15	\$6,793,740
102	Biana Arentz	Coldwell Banker Realty	6	\$6,758,000
103	Kristen Boyer	Berkshire Hathaway HomeServices PenFed Realty	3	\$6,703,525
104	Victor Pascoe	Keller Williams Select Realtors of Annapolis	7	\$6,686,600
105	Heidi S Krauss	Krauss Real Property Brokerage	5	\$6,674,700
106	Marni B Sacks	Northrop Realty	12	\$6,666,500
107	Liz A. Ancel	Cummings & Co. Realtors	19.5	\$6,641,300
108	Tyler Ell	Keller Williams Realty Centre	13.5	\$6,639,495
109	Alexandra T Sears	TTR Sotheby's International Realty	8	\$6,566,990
110	Andrew D Schweigman	Douglas Realty, LLC	13.5	\$6,535,100
111	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	4.5	\$6,501,728
112	Adam M Shpritz	Ashland Auction Group LLC	85	\$6,487,378
113	Donald L Beecher	Redfin Corp	16	\$6,463,800
114	Michael Boryk III	Koch Realty, Inc.	6	\$6,437,677
115	Amelia Whitman	Long & Foster Real Estate, Inc.	9	\$6,413,750
116	Gabriel M Dutton	Keller Williams Gateway LLC	15	\$6,404,900
117	Jennifer R Wolff	Real Estate Professionals, Inc.	14	\$6,375,899
118	Courtney S Pleiss	EXP Realty, LLC	11	\$6,341,690
119	Gina M Gargeu	Century 21 Downtown	40.5	\$6,310,300
120	Grant Bim	Winning Edge	12	\$6,301,211
121	David Townsend Brown	Next Step Realty	11	\$6,262,899
122	Jory Frankle	Northrop Realty	9.5	\$6,151,100
123	Liliana Vallario	EXP Realty, LLC	11.5	\$6,133,000
124	Trent C Gladstone	The KW Collective	10	\$6,125,400
125	Robert M Carter Jr.	Douglas Realty, LLC	8	\$6,119,000
126	Adam Chubbuck	Douglas Realty, LLC	12.5	\$6,113,613
127	Mark A. Ritter	Douglas Realty, LLC	17	\$6,106,144
128	Carol L Tinnin	RE/MAX Leading Edge	9	\$6,096,710
129	Jennifer A Bayne	Long & Foster Real Estate, Inc.	15	\$6,086,900
130	Stacy L Henderson	Coldwell Banker Realty	5	\$6,075,000
131	Shelly A German	Keller Williams Lucido Agency	7.5	\$6,073,900
132	Julie Dinko	Douglas Realty, LLC	7	\$6,072,645
133	Missy A Aldave	Northrop Realty	13.5	\$6,072,579
134	Benjamin J Garner	Cummings & Co. Realtors	18	\$6,050,881

RANK	NAME	OFFICE	SALES	TOTAL
135	Michael Myslinski	Kelly and Co Realty, LLC	12	\$6,043,000
136	Erica K Baker	TTR Sotheby's International Realty	9	\$6,040,650
137	Noah T Mumaw	Monument Sotheby's International Realty	6.5	\$6,031,200
138	Derek Blazer	Cummings & Co. Realtors	12	\$6,029,200
139	Andrea G Griffin	Compass	7	\$6,004,487
140	James P Schaecher	Keller Williams Flagship	9.5	\$5,956,450
141	Samantha Bongiorno	RE/MAX Advantage Realty	10	\$5,946,535
142	Jennifer A Siska	Long & Foster Real Estate, Inc.	5	\$5,919,500
143	Elisheva Ashman	Pickwick Realty	10	\$5,907,000
144	Kelly Schuit	Kelly and Co Realty, LLC	13.5	\$5,851,480
145	Steffan M May	Synergy Realty	15	\$5,810,400
146	Jason P Donovan	RE/MAX Leading Edge	8.5	\$5,802,267
147	Steve Allnutt	RE/MAX Advantage Realty	7.5	\$5,791,871
148	Jaime Watt	Compass	9.5	\$5,790,500
149	James H Stephens	EXP Realty, LLC	13.5	\$5,743,000
150	Mark C Ruby	RE/MAX Advantage Realty	12	\$5,738,509

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