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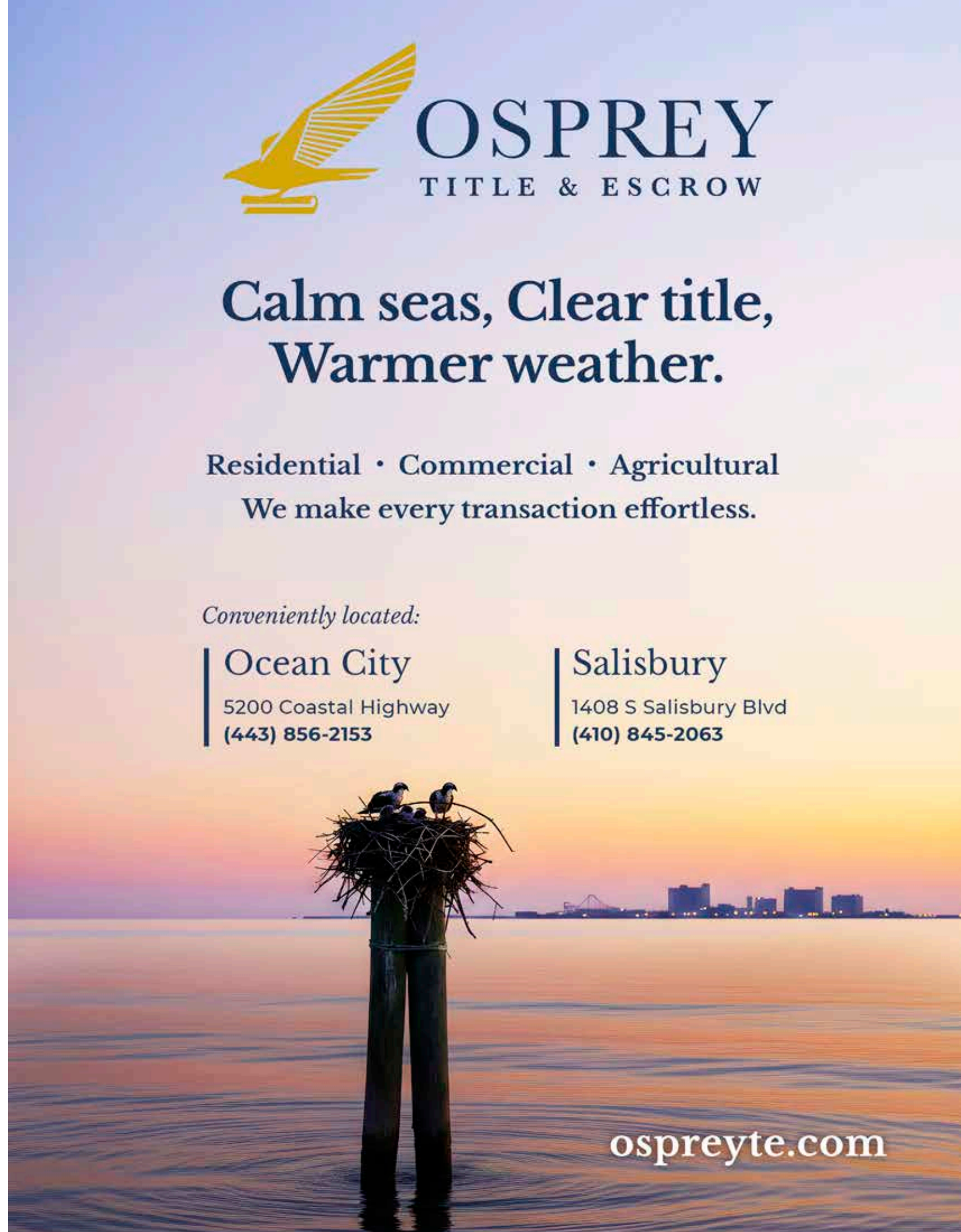



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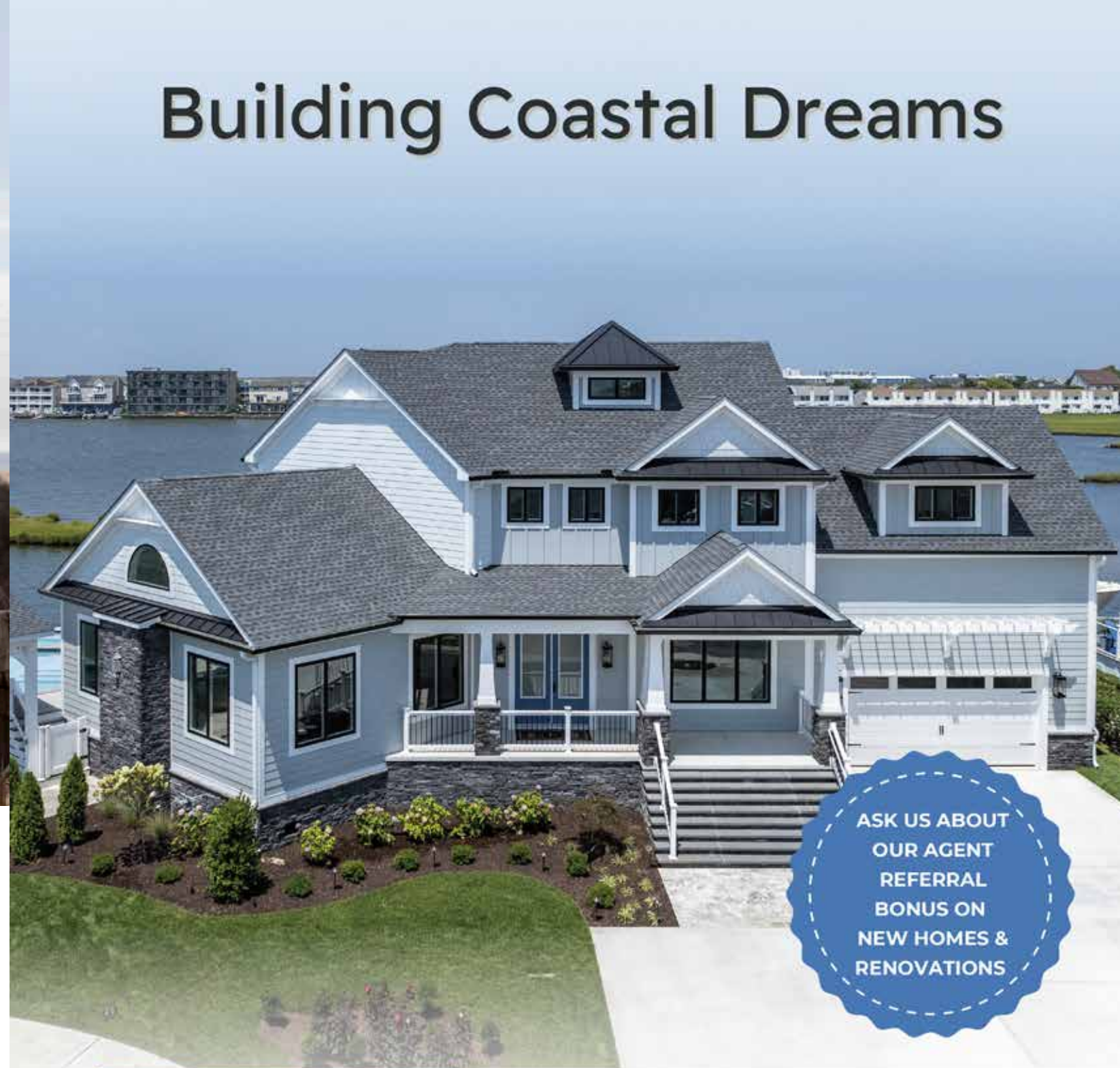
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Getting Your Passion Back

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, 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.

And 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.

Warmly,

Jill
Editor-in-Chief
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COASTAL REAL PRODUCERS 2026 EVENTS CALENDAR

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10 a.m. - 2 p.m

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Wednesday, September 23

Time TBD

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Thursday, November 12

Time TBD

3rd Anniversary Party

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José Quiñones

A Life Rewritten

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José Quiñones wants you to know one thing about him before anything else. “He’s a good dude,” he says, laughing. “I trust him.” He’s talking about himself in the third person, but he means it in the first. That’s José—direct, warm, and completely unbothered by how unusual it sounds.

He’s 55 years old, and he’s proud of it. It took him a while to get there, and when you’ve lived the life José has lived, age stops being something to hide and starts being something to wear.

He was born in New York and raised in Puerto Rico until his early teens, when his family moved back to New York (the Bronx first, then Brooklyn) during the crack epidemic of the 1980s. It was a particularly rough neighborhood, and that environment does things to a kid.

He had his first child at 15. By 20, he had three kids. By 23, he knew he had to get out of New York City or lose everything.

His mother had already moved to Laurel, Delaware, following the best school for the deaf in the region, where José’s deaf and mute sister attended. He called his mother one day in 1993, broke and out of options. She told him to come down for the weekend. He did.

“Delaware saved my life,” he says. That very first morning in Seaford, he stepped off the Greyhound at midnight into the smell of manure and total darkness. He woke up to a cornfield. He fell in love with it.

For years after that, José worked in nonprofit counseling, certified as a substance abuse counselor, spending his days with men fighting addiction, doing work he believed in but could never fully afford to do. Then his wife, Yvette, got sick, followed by a cancer diagnosis, surgery, and eight months of recovery. Sitting in the specialist’s office, José found himself ashamed by his own thoughts: he didn’t have money to bury her if something went wrong. That shame became fuel.

He quit his counseling job, cashed out his 401k, moved into a friend’s vacant summer home in Milton, Delaware, and sat with \$15,000 and a

decision to make. It was 2012, and while the market had ruined the lives of thousands, it was an opportunity for him. He bought a house for \$15,000, borrowed \$10,000 to fix it up, rented it, and watched a real estate agent walk away with a commission check.

He enrolled in the licensing course the following week. “I always tell people my wife getting sick gave me the strength to do what I’d been wanting to do for years.”

He got his license in 2013 and closed 48 transactions in his first year. His advantage was simple and profound: he speaks Spanish fluently, so he is committed to serving Spanish-speaking, first-generation, and traditionally underserved communities as his niche market.

“The fact that I get to sit at that table—I’m being entrusted with possibly the biggest purchase they’ll make in their lives. This kid from the South Bronx.”

He’s built it from there. Today, he’s part of an investment group with over 100 rental units, commercial and residential. He’s not just a broker. He’s an investor who helps other people understand why they should be too.

He sometimes asks himself whether his story is worth telling. The answer is yes, unambiguously. José Quiñones came from less than nothing, remade himself into something, and now he’s a former counselor who never stopped counseling. He just changed what he was helping people through.

He starts most mornings watching the sunrise. He’s restoring a 1965 neon-blue dune buggy (think: the one from Scooby Doo), and drives it down Route 1 with the engine exposed and Guns N’ Roses, Jay Z, and Bad Bunny blasting. Alongside his own kids, he adopted a son who is now 21. He and Yvette are raising their nephew after losing the boy’s mother. He has been someone’s caregiver since he was 15 years old.

He’s remade himself so many times, giving his life and time away. Now he says, “I just want to be José,” “Is that worth telling?”

It is.

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.

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.

Images by S Tara Real Estate Photography





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PRO-SPECT INSPECTION SERVICES



Something For You, Not From You

BY LAUREN STEVENS • PHOTOS BY ATLANTIC EXPOSURE

Eric Hastings,
Bilonna Dilling and
Nick Strayer

When we last featured Pro-Spect Inspection Services back in September 2024, Nick Strayer, Delaware/Maryland Division Executive Director, shared how the company's SERVE core values guide their approach to inspection services. We recently sat down with Nick to get an update and he, along with Growth Executive Bilonna Dilling, shared how those values have manifested into an outside-the-box offering from an inspection company: educational opportunities.

The team has been leaning into their *reinvent continuously, value results and relationships, and engage and develop ourselves and others* values to develop this side of their business. As Nick shared, "Our goal is to strengthen and elevate the entire community in the areas that we serve. So, yes, we do conduct thorough, timely home inspections, but our commitment to and passion for education runs through everything that we do. Home inspections are how we pay the bills, but education is how we pay it forward."

Pro-Spect offers both credited continuing education courses and elective opportunities—free of charge—for real estate professionals. The team is particularly excited about their new construction inspection course, which they offer as both a CE and elective opportunity. This is especially relevant in their area with all the new construction that's been happening - especially in Sussex County. But the options aren't just about inspections; they cover topics that touch all areas of people's careers, from personal finances to leadership development. "We believe that anyone in real estate, whether they're interested in building wealth, or leading a team, or just investing in themselves, is going to be a far more powerful advocate for their clients than someone who only knows the mechanics of the transaction, or just how to get you through it. That's the community that we want to help build," Nick says.



And they're looking to the community to help them build out their suite of offerings, too. Have an idea for a CE course you'd like to see or an elective topic you want to know more about? Nick and Bilonna say all you have to do is reach out to them, and they'll try to make it happen. They've gotten suggested topics approved for CE credits, like their stigmatized property course, and they're happy to get creative on the non-credited offerings. They even have a Taylor Swift-themed "Homes through the Eras" class that pairs house styles with Taylor Swift albums. The team is also working on offering more interactive courses. Bilonna shared one example: "We did a live walk-behind inspection where the inspector had the agents behind him, and he was talking through the inspection process, live, in the process of doing an inspection. We got a lot of great feedback, because it gave [the REALTORS®] the opportunity to ask the questions that they're not going to ask in front of their clients."

At the core of Pro-Spect's educational opportunities is a direct reflection of their SERVE values. As Nick puts it "Have a servant's heart towards everything you do, and the results will come. Our approach is always that we

want something for you, not from you." Bilonna elaborates, saying "The big thing about working in this industry is building the relationships and getting your right people in the right places." She is super passionate about their networking and relationship-building class that helps professionals learn how to engage without being transactional.

The Pro-Spect team is excited to continue to expand this aspect of their business. Right now, they are predominantly engaging professionals in Maryland and Delaware, and they've seen some participation in Pennsylvania as well. In addition to expanding and enhancing their geographic reach, they're also looking to continue to grow the number of opportunities and broaden the topics. If you or your team are interested in participating, or if you have an idea, all you have to do is contact Nick, Bilonna, or any member of the Pro-Spect team. As Nick put it, "Call the office, text, Facebook messenger, carrier pigeon - however they want to reach out! I think what we're most excited about is just the dialogue it creates...someone in the room sharing that perspective, or that experience. That's always what we look forward to."



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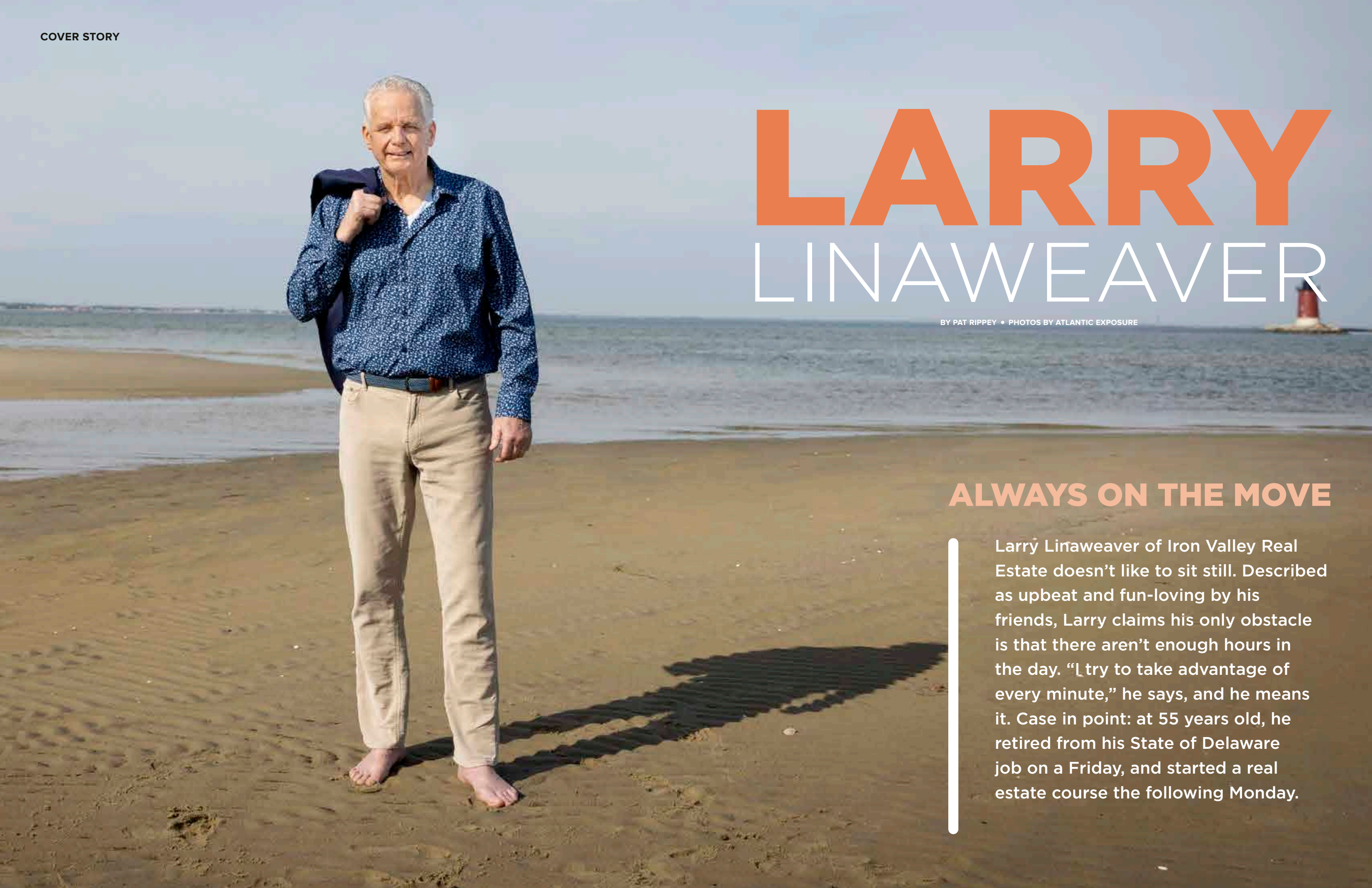
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LARRY LINAWEAVER

BY PAT RIPPEY • PHOTOS BY ATLANTIC EXPOSURE

ALWAYS ON THE MOVE

Larry Linaweaver of Iron Valley Real Estate doesn't like to sit still. Described as upbeat and fun-loving by his friends, Larry claims his only obstacle is that there aren't enough hours in the day. "[I try to take advantage of every minute," he says, and he means it. Case in point: at 55 years old, he retired from his State of Delaware job on a Friday, and started a real estate course the following Monday.

Originally from Berkeley Springs, West Virginia, Larry cut short his time at West Virginia University to join the military and travel the world. (He would later get a degree in Organizational Leadership, followed by an MBA). He worked as a Loadmaster in the Air Force (based in Dover), and says he worked “30-hour days” and was gone 20 days a month. A Loadmaster is a specialized crewmember responsible for loading, securing cargo, and ensuring proper weight distribution. Larry’s aircraft was the C-5—a behemoth used to transport heavy equipment and vehicles with a maximum payload capacity of 140 tons (think two M1 Abrams tanks, 24 Humvees, or six transcontinental buses). He flew missions in Grenada, Somalia, and Panama, as well as for Desert Storm and Desert Shield.

“
I’ll be honest with you, I don’t think I’ll ever retire. I’m trying to squeeze everything in this life that I can get.”

Occasionally, when they’d transport the President’s car or helicopter, Larry and other crewmembers would take turns sitting in the seat belonging to the Commander-in-Chief.

Following his military career, Larry worked for the State, managing complex systems like the toll booths and school bus transit. In 2020, he began his real estate career, following in the footsteps of his late father, who had been a broker in their home state.

“I can relate to anyone.”

Larry points to several things he learned from being in the military that have become useful in the real estate business. The first is the realization that we’re all equal, as he quickly learned in basic training (the shaved heads and identical clothing likely helped). “I can relate to anyone,” Larry says. The second is how to connect with people. Larry recalls, “We were going into these countries, and I don’t speak their language, they don’t speak mine, but somehow we would make it work. So I think that communication was probably key.” And lastly, he’s not easily rattled. He’s been in bunkers with missiles flying overhead, and if it wasn’t on fire and no one was bleeding, there was no cause for panic. His ability to be the voice of calm and reason definitely comes in handy when a real estate deal goes sideways.

Larry says he’s well-suited for real estate because he enjoys dealing with people, and he especially likes helping military and first-time homebuyers. He speaks highly of his team in the Luxe Property Group, reflecting that none of them planned on being on a team, but luckily eight like-minded people came together (three, including Larry, are retired military). One of his team members is his daughter, Britany. “We have a lot of fun,” Larry says of the Rehoboth-based team, “and we cover for each other.” He says they had a

great year in 2025, citing 87 units and \$37 million in sales volume.

A Family Man

If Larry seems proud of his real estate team, wait until he tells you about his family. He calls his wife Joyce his biggest supporter, noting that she provides good insights on his clients and the homes that might be a good fit. He has four children (Jessica, Kimberly, Britany, and Ian), and three grandchildren, who are his greatest pride. “I’m blessed with a really good family. They are all good people,” Larry raves, adding that he loves “the Pop-Pop gig.”

Larry’s commitment to helping veterans goes beyond getting them to the settlement table. He serves as President of both the Board of Directors and the Property Board of the nonprofit People’s Place, based in Delaware. The organization is dedicated to helping veterans, victims of domestic violence, and displaced families find a path to growth and independence through assistance with housing, legal services, mental health treatment, and education. In addition to serving on the boards, he occasionally finds himself loading his truck with discards from a home sale and donating the items to the organization’s many housing units.

Though Larry has seen just about everything from Pigeon Forge to the Pyramids, he says Australia is still on his bucket list, and he vows to make it there. He hints that he’s slowing down, but he doesn’t show it. He is 67 (he says it melodically with hand gestures, the way the Gen Alpha kids do), but still loves music festivals and hanging out in Dewey. He has two miniature dachshund puppies that are bound to keep him on the go, and regularly reads self-improvement books. “I’ll be honest with you, I don’t think I’ll ever retire,” Larry admits with a smile. “I’m trying to squeeze everything in this life that I can get.”



TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2026

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	65.5	\$54,842,379
2	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	39.5	\$15,402,600
3	Dustin Oldfather	Compass	29.5	\$12,851,420
4	Ryan Haley	Atlantic Shores Sotheby's International Realty	25	\$11,500,850
5	Russell G Griffin	Keller Williams Realty	24	\$9,599,649
6	MICHAEL KENNEDY	Compass	23	\$15,359,787
7	Bethany A. Drew	Hileman Real Estate-Berlin	23	\$8,384,993
8	Gordon A a Basht	Potnets Homes LLC	21	\$4,051,121
9	Debbie Reed	RE/MAX Realty Group Rehoboth	19	\$17,028,840
10	LINDA BOVA	SEA BOVA ASSOCIATES INC.	17	\$2,854,150
11	Erin S. Lee	Keller Williams Realty	16.5	\$5,159,973
12	Jaime Hurlock	Long & Foster Real Estate, Inc.	16	\$6,703,465
13	Dustin Parker	The Parker Group	15.5	\$4,441,500
14	Nicole P. Callender	Keller Williams Realty Delmarva	15	\$7,107,490
15	Lisa Mathena	The Lisa Mathena Group, Inc.	14	\$5,859,790
16	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	13	\$8,430,000
17	Jaasiel C Nunez	Keller Williams Realty	13	\$3,826,999
18	Donna Harrington	Coldwell Banker Realty	13	\$3,355,377
19	CHRISTINE MCCOY	Coldwell Banker Realty	12.5	\$6,415,237
20	LESLIE KOPP	Long & Foster Real Estate, Inc.	12	\$17,594,031
21	Kevin E Decker	Coastal Life Realty Group LLC	12	\$5,205,000
22	Heather Ann Brummell	Keller Williams Realty	12	\$4,622,799
23	William P Brown	Keller Williams Realty	12	\$4,558,474
24	Darron Whitehead	Whitehead Real Estate Exec.	12	\$4,242,810
25	Charlene L. Reaser	EXP Realty, LLC	12	\$3,803,980
26	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	11.5	\$6,572,500
27	Ryan James McCoy	Coldwell Banker Realty	11.5	\$5,781,500
28	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	11	\$10,674,619
29	Nancy Reither	Coldwell Banker Realty	11	\$10,400,394
30	Grant K Fritschle	Keller Williams Realty Delmarva	11	\$7,719,250
31	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	11	\$5,609,989
32	Nicholas Bobenko	Coastal Life Realty Group LLC	11	\$5,389,500
33	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	11	\$5,353,440
34	Julie Gritton	Coldwell Banker Premier - Lewes	11	\$5,245,665

RANK	NAME	OFFICE	SALES	TOTAL
35	Frances Sterling	ERA Martin Associates	11	\$4,299,900
36	Adam U Monico	Coldwell Banker Realty	11	\$3,079,800
37	Rachel Lynn Tarbutton	Potnets Homes LLC	11	\$2,442,813
38	PAUL TOWNSEND	Jack Lingo - Lewes	10	\$11,532,192
39	Joseph Wilson	Coastal Life Realty Group LLC	10	\$9,904,000
40	PAUL MALTAGHATI	Monument Sotheby's International Realty	10	\$7,588,216
41	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	10	\$6,060,000
42	SUZANNE MACNAB	RE/MAX Coastal	10	\$5,595,000
43	STACI WALLS	NextHome Tomorrow Realty	10	\$5,113,900
44	Mary SCHROCK	Northrop Realty	10	\$4,986,359
45	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	10	\$3,658,190
46	Marti Hoster	ERA Martin Associates	10	\$2,587,740
47	Makayla B Johnson	Northrop Realty	10	\$2,428,900
48	Anthony Matriona	Resort Real Estate	10	\$2,348,000
49	Paul A. Sicari	Compass	9.5	\$6,671,090
50	Tim Arnett	ERA Martin Associates	9.5	\$2,840,490

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 Delaware 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. Coastal Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Charlene Spence	The Spence Realty Group	9.5	\$1,870,400
52	SHAUN TULL	Jack Lingo - Rehoboth	9	\$18,118,500
53	Terence A. Riley	RE/MAX Advantage Realty	9	\$8,286,050
54	Matthew Lunden	Keller Williams Realty	9	\$7,814,940
55	Chelsea Rose Bristow	Jack Lingo - Lewes	9	\$7,524,000
56	Brigit R Taylor	Keller Williams Realty	9	\$6,561,237
57	Sharon Y Daugherty	Keller Williams Realty Delmarva	9	\$6,323,800
58	Chris Jett	RE/MAX Advantage Realty	9	\$5,963,050
59	Ann Buxbaum	Northrop Realty	9	\$5,841,620
60	ANTHONY SACCO	RE/MAX Associates	9	\$4,495,115
61	Melanie Shoff	Coastal Life Realty Group LLC	9	\$4,415,000
62	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	9	\$4,191,000
63	Phillip W Knight	Northrop Realty	9	\$3,851,899
64	Clinton Bickford	Keller Williams Realty Delmarva	9	\$3,218,000
65	Brooks R Decker	Coastal Life Realty Group LLC	9	\$2,706,000
66	Michael Elmore	EXP Realty, LLC	9	\$2,405,900

RANK	NAME	OFFICE	SALES	TOTAL
67	Phillip Anderson III	Keller Williams Realty	9	\$1,806,500
68	Austin Whitehead	Whitehead Real Estate Exec.	8.5	\$3,088,650
69	William Bjorkland	Coldwell Banker Realty	8.5	\$3,043,900
70	Trenace Swaringer	Coldwell Banker Realty	8.5	\$2,964,840
71	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	8.5	\$2,360,350
72	Kimberly Lear Hamer	Monument Sotheby's International Realty	8	\$9,137,500
73	Brian K Barrows	Monument Sotheby's International Realty	8	\$6,106,225
74	TERESA MARSULA	Long & Foster Real Estate, Inc.	8	\$4,577,500
75	Heidi Thomas	Atlantic Shores Sotheby's International Realty	8	\$4,089,400
76	Bogi Szabo	Keller Williams Realty	8	\$3,338,000
77	Amy L Coy	Berkshire Hathaway HomeServices PenFed Realty - OP	8	\$3,137,800
78	FRANCIS ESPARZA	Northrop Realty	8	\$2,795,500
79	Kayla Walter	Keller Williams Realty	8	\$2,406,600
80	Robyn Alicia Kaspersky	Keller Williams Realty	8	\$1,662,990
81	Rebecca Lewis	Century 21 Harbor Realty	8	\$1,662,887
82	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	8	\$1,458,150
83	Debora H Hileman	Hileman Real Estate-Berlin	7.5	\$4,154,000
84	ADAM KSEBE	Long & Foster Real Estate, Inc.	7.5	\$3,703,400
85	Amanda Ellen Tingle	Coldwell Banker Realty	7.5	\$2,374,777
86	Valerie P Brown	Coldwell Banker Realty	7.5	\$2,295,500
87	Mitchell T Brittingham	RE/MAX Advantage Realty	7.5	\$2,198,700
88	TONY FAVATA	Elevated Real Estate Solutions	7.5	\$2,126,700
89	Clark M Edouard	Long & Foster Real Estate, Inc.	7.5	\$2,014,200
90	Jennifer A Smith	Keller Williams Realty	7	\$9,631,500
91	AMANDA RYAN	Jack Lingo - Rehoboth	7	\$9,383,250
92	Shannon L Smith Hunt	Northrop Realty	7	\$6,386,000
93	Jennifer Jones	Compass	7	\$5,555,225
94	CHRISTINE TINGLE	Keller Williams Realty	7	\$5,447,400
95	Daniel Clayland	Coldwell Banker Realty	7	\$5,194,900
96	JAMES LATTANZI	Northrop Realty	7	\$4,619,143
97	R. Erik Windrow	Keller Williams Realty	7	\$4,410,035
98	Jonathan M Barker	Keller Williams Realty Delmarva	7	\$4,243,500
99	DANIEL TAGLIENTI	Keller Williams Realty	7	\$3,875,000
100	INESE DONOFRIO	Coldwell Banker Realty	7	\$3,750,500

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NMLS #366127
Eastern Shore Manager

Tripper Heckscher
NMLS #1120368
Sales Manager

Wendy Smith
NMLS #1155006
Senior Loan Officer

Chrysta MacBlain
NMLS #1523636
Senior Loan Officer

Lou Centrella
NMLS #148337
Senior Loan Officer

Theresa Migino
NMLS #453781
Senior Loan Officer

Jessica Zibrogos
NMLS #2228818
Loan Officer

Jessica Zibrogos
Business Development Associate

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2026

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	65.5	\$54,842,379
2	SHAUN TULL	Jack Lingo - Rehoboth	9	\$18,118,500
3	LESLIE KOPP	Long & Foster Real Estate, Inc.	12	\$17,594,031
4	Debbie Reed	RE/MAX Realty Group Rehoboth	19	\$17,028,840
5	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	39.5	\$15,402,600
6	MICHAEL KENNEDY	Compass	23	\$15,359,787
7	BRYCE LINGO	Jack Lingo - Rehoboth	6	\$13,492,250
8	Dustin Oldfather	Compass	29.5	\$12,851,420
9	PAUL TOWNSEND	Jack Lingo - Lewes	10	\$11,532,192
10	Ryan Haley	Atlantic Shores Sotheby's International Realty	25	\$11,500,850
11	CARRIE LINGO	Jack Lingo - Lewes	6	\$11,315,000
12	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	11	\$10,674,619
13	Nancy Reither	Coldwell Banker Realty	11	\$10,400,394
14	Joseph Wilson	Coastal Life Realty Group LLC	10	\$9,904,000
15	Jennifer A Smith	Keller Williams Realty	7	\$9,631,500
16	Russell G Griffin	Keller Williams Realty	24	\$9,599,649

RANK	NAME	OFFICE	SALES	TOTAL
17	AMANDA RYAN	Jack Lingo - Rehoboth	7	\$9,383,250
18	Franklin T. Serio	Monument Sotheby's International Realty	6	\$9,346,313
19	KIKI HARGROVE	Long & Foster Real Estate, Inc.	5.5	\$9,212,507
20	Kimberly Lear Hamer	Monument Sotheby's International Realty	8	\$9,137,500
21	TJARK BATEMAN	Jack Lingo - Rehoboth	5	\$9,018,999
22	Audrey P Serio	Monument Sotheby's International Realty	5	\$8,897,313
23	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	13	\$8,430,000
24	Bethany A. Drew	Hileman Real Estate-Berlin	23	\$8,384,993
25	Terence A. Riley	RE/MAX Advantage Realty	9	\$8,286,050
26	Matthew Lunden	Keller Williams Realty	9	\$7,814,940
27	Grant K Fritschle	Keller Williams Realty Delmarva	11	\$7,719,250
28	PAUL MALTAGHATI	Monument Sotheby's International Realty	10	\$7,588,216
29	Chelsea Rose Bristow	Jack Lingo - Lewes	9	\$7,524,000
30	Justin Noble	Monument Sotheby's International Realty	3	\$7,425,000
31	Nicole P. Callender	Keller Williams Realty Delmarva	15	\$7,107,490
32	HENRY A JAFFE	Monument Sotheby's International Realty	1.5	\$6,703,750
33	Jaime Hurlock	Long & Foster Real Estate, Inc.	16	\$6,703,465
34	Paul A. Sicari	Compass	9.5	\$6,671,090
35	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	11.5	\$6,572,500
36	Brigit R Taylor	Keller Williams Realty	9	\$6,561,237
37	CHRISTINE MCCOY	Coldwell Banker Realty	12.5	\$6,415,237
38	Shannon L Smith Hunt	Northrop Realty	7	\$6,386,000
39	Sharon Y Daugherty	Keller Williams Realty Delmarva	9	\$6,323,800
40	Brian K Barrows	Monument Sotheby's International Realty	8	\$6,106,225
41	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	10	\$6,060,000
42	Chris Jett	RE/MAX Advantage Realty	9	\$5,963,050
43	SARAH SCHIFANO	Long & Foster Real Estate, Inc.	5.5	\$5,888,000
44	Lisa Mathena	The Lisa Mathena Group, Inc.	14	\$5,859,790
45	Ann Buxbaum	Northrop Realty	9	\$5,841,620
46	Ryan James McCoy	Coldwell Banker Realty	11.5	\$5,781,500
47	RHONDA FRICK	Long & Foster Real Estate, Inc.	4	\$5,628,196
48	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	11	\$5,609,989
49	SUZANNE MACNAB	RE/MAX Coastal	10	\$5,595,000
50	Jennifer Jones	Compass	7	\$5,555,225

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 Delaware 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. Coastal Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Apr. 30, 2026

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

RANK	NAME	OFFICE	SALES	TOTAL
51	CHRISTINE TINGLE	Keller Williams Realty	7	\$5,447,400
52	Tracy L. Zell	Long & Foster Real Estate, Inc.	6	\$5,394,776
53	Nicholas Bobenko	Coastal Life Realty Group LLC	11	\$5,389,500
54	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	11	\$5,353,440
55	Julie Gritton	Coldwell Banker Premier - Lewes	11	\$5,245,665
56	Kevin E Decker	Coastal Life Realty Group LLC	12	\$5,205,000
57	Daniel Clayland	Coldwell Banker Realty	7	\$5,194,900
58	Erin S. Lee	Keller Williams Realty	16.5	\$5,159,973
59	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	3	\$5,119,800
60	STACI WALLS	NextHome Tomorrow Realty	10	\$5,113,900
61	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	6.5	\$5,032,000
62	Mary SCHROCK	Northrop Realty	10	\$4,986,359
63	TIFFINI ANDERSON	Jack Lingo - Rehoboth	4	\$4,980,000
64	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	6	\$4,757,000
65	Vittorio Pasko	Berkshire Hathaway HomeServices PenFed Realty	6	\$4,726,789
66	Heather Ann Brummell	Keller Williams Realty	12	\$4,622,799
67	JAMES LATTANZI	Northrop Realty	7	\$4,619,143
68	TERESA MARSULA	Long & Foster Real Estate, Inc.	8	\$4,577,500
69	William P Brown	Keller Williams Realty	12	\$4,558,474
70	Gary R Thill	Coldwell Banker Realty	6	\$4,503,000
71	ANTHONY SACCO	RE/MAX Associates	9	\$4,495,115
72	Dustin Parker	The Parker Group	15.5	\$4,441,500
73	Melanie Shoff	Coastal Life Realty Group LLC	9	\$4,415,000
74	R. Erik Windrow	Keller Williams Realty	7	\$4,410,035
75	Elizabeth Kilroy	Coldwell Banker Realty	6.5	\$4,370,190
76	Frances Sterling	ERA Martin Associates	11	\$4,299,900
77	John Christopher Housman	Long & Foster Real Estate, Inc.	4	\$4,243,500
78	Jonathan M Barker	Keller Williams Realty Delmarva	7	\$4,243,500
79	Darron Whitehead	Whitehead Real Estate Exec.	12	\$4,242,810
80	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	9	\$4,191,000
81	Debora H Hileman	Hileman Real Estate-Berlin	7.5	\$4,154,000
82	JOSEPH CHOMA	Berkshire Hathaway HomeServices PenFed Realty	3	\$4,120,000
83	VALERIE ELLENBERGER	Compass	5	\$4,107,500
84	Heidi Thomas	Atlantic Shores Sotheby's International Realty	8	\$4,089,400

RANK	NAME	OFFICE	SALES	TOTAL
85	Gordon A a Basht	Potnets Homes LLC	21	\$4,051,121
86	Gary Michael Desch	Northrop Realty	5	\$4,039,000
87	SHELBY SMITH	Long & Foster Real Estate, Inc.	5	\$4,034,900
88	Katherine Dove Cole	EXP Realty, LLC	5.5	\$3,954,000
89	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	5.5	\$3,932,850
90	Carol J Materniak	Long & Foster Real Estate, Inc.	3	\$3,915,000
91	Sherri Hearn	Coldwell Banker Realty	3	\$3,905,000
92	Lucius Webb	Jack Lingo - Rehoboth	2	\$3,899,000
93	DANIEL TAGLIENTI	Keller Williams Realty	7	\$3,875,000
94	CANDY WILLIAMS	Long & Foster Real Estate, Inc.	2.5	\$3,860,075
95	Phillip W Knight	Northrop Realty	9	\$3,851,899
96	Jaasiel C Nunez	Keller Williams Realty	13	\$3,826,999
97	Charlene L. Reaser	EXP Realty, LLC	12	\$3,803,980
98	INESE DONOFRIO	Coldwell Banker Realty	7	\$3,750,500
99	ADAM KSEBE	Long & Foster Real Estate, Inc.	7.5	\$3,703,400
100	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	10	\$3,658,190

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