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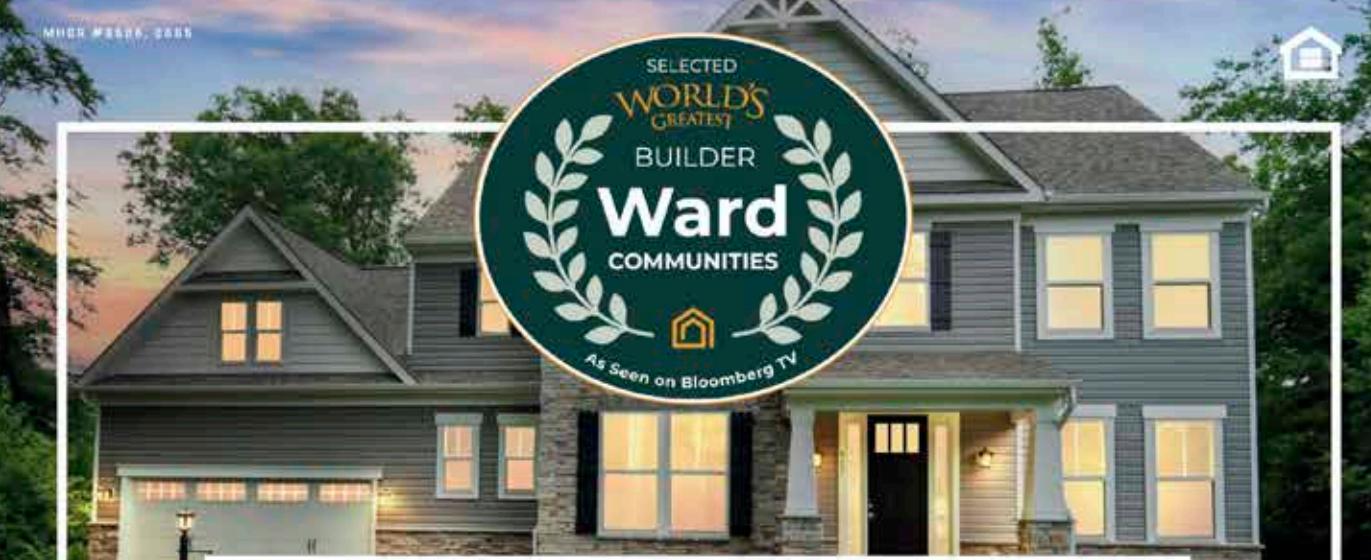
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2020 | 2021

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WELCOME CLASS OF 2026!

As I write this, 9 years ago today, on January 25, 2017, we submitted our very first deadline for *Baltimore Real Producers*. In the previous six months, Colleen pitched and sold the vision to individuals and businesses. These first Preferred Partners believed that building a community of the best was a cause worth investing in.

We hosted our launch party in May, and the nerves we felt were next level. While we had thrown some client appreciation parties before when we sold Cutco, we had never hosted one on this scale before. Every other day, we were talking each other off the ledge. Would anyone come? Could we create an environment that agents across brokerages and businesses would come together in the spirit of collaboration over competition?

Over the last 9 years, we have shared almost 500 of your stories and countless articles that you have submitted, sharing your wealth of knowledge and expertise. It takes courage to be vulnerable and share your life with people you know, but to share openly about your challenges, wins, losses, adventures, and other moments in your life with your industry peers, that is next level.

When asked what is my favorite part, it is your stories. I have laughed, cried, and cheered as I have read each one. I

look forward to the next 500 and then the next, and next, and next...you get it.

In addition to recognizing our Top 500, this year we're proud to also acknowledge agents ranked #501-1000 based on 2025 production. These agents will receive a digital edition of the magazine, access to our Preferred Partners, and may be invited to select events where capacity allows as we continue to expand and celebrate excellence across our community.

Here we are for the 10th time announcing the Top 500 agents in Central Maryland. The nerves and excitement of this announcement only grow each year. We are just as excited as you are when you make it, and our hearts are heavy when you come up a little short to make this list. However, once you are here, you are always a part of the family!

Welcome, class of 2026! We are happy you are here.

Our custom website provides valuable resources to help you make the most of this community. You can visit BaltimoreRealProducers.com/agents to find the following...

- Welcome video
- Your 2026 Badge
- Links to nominate and refer
- How to update contact information

- Link to join our private Facebook community
- 2026 Event Schedule
- Previous magazine editions
- List of Preferred Partners

Speaking of Preferred Partners...this magazine and platform is FREE for the top 500 agents only because of them. We have been a special witness to how much these businesses believe in YOU and the COMMUNITY. Go ahead and check out our Preferred Partner index in this edition, on the website, and pinned to the top of our Facebook group to familiarize yourself with the businesses. Each of them have been heavily recommended to us by YOU, the top agents in the community. They are the best of the best, and we look forward to our top agents and partners continuing to build strong relationships over the years to come!

Congratulations and welcome!

Cheers,
Jill
Editor-in-Chief
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Baltimore Real Producers 2026 Badges

Congratulations on this badge of honor! Now it's time to show it off.



If you are a **Top Agent** member in *Baltimore Real Producers* this year, you can use your badge in your marketing efforts—signage, social media, email signatures, web listings—nothing's off limits! Download your badge at baltimorerealproducers.com/hello-agents.

As a *Baltimore Real Producers* **Preferred Partner**, your badge signifies that you've been personally endorsed by the top-producing realtors in our industry. This prestigious distinction sets you apart from the competition, showcasing your elite status and solidifying your reputation as the real deal! Download your badge at baltimorerealproducers.com/hello-partners.

We've posted the website links to download your badge in our private Facebook groups for easy access.



BALTIMORE REAL PRODUCERS

2026 EVENTS CALENDAR

Friday, March 20

12 p.m. - 3 p.m.

Toast to the Top

Gunther and Co. — 3650 Toone Street,
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Let's toast to the best in the business!
This event will celebrate the Top Agent
class of 2026 - the most successful
realtors Central MD.

Thursday, May 7

11 a.m. - 3 p.m.

Pickleball Palooza

Dill Dinkers — 140 Merritt Wy Suite
107, White Marsh, MD 21162

Join in on the fun and friendly
competition as we bring together
the community for this high-energy
Pickleball tournament for all skill levels.

Thursday, June 18

6 p.m. -10 p.m.

9th Anniversary Soirée

Baltimore Museum of Industry — 1415
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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

Location TBD

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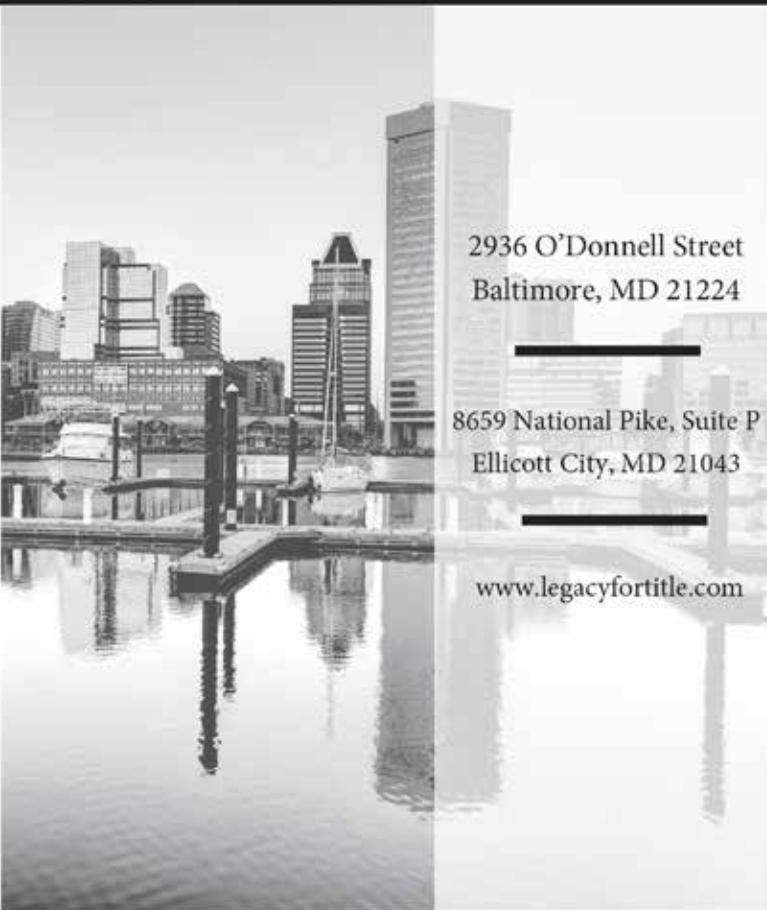
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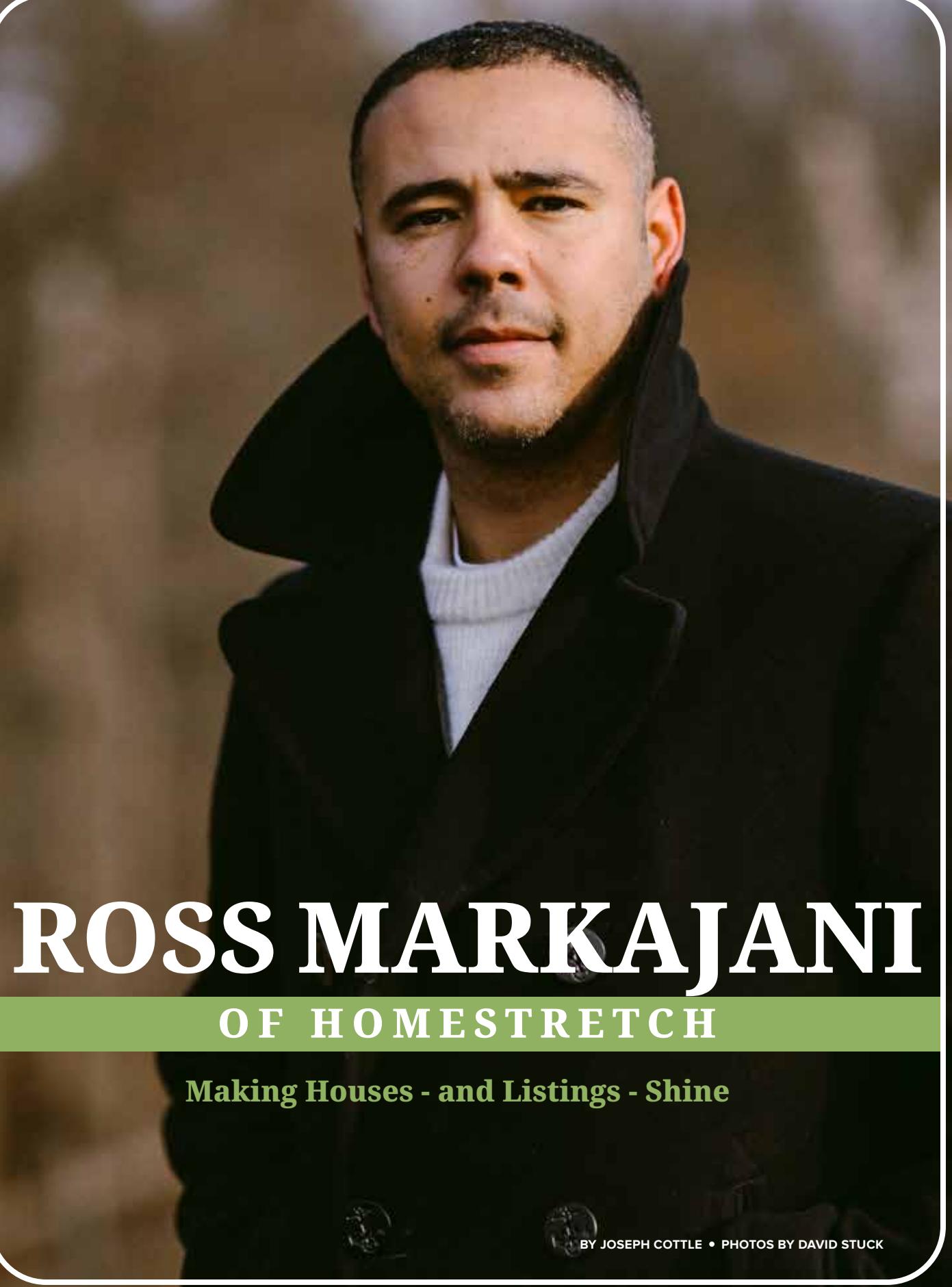
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ROSS MARKAJANI
OF HOMESTRETCH

Making Houses - and Listings - Shine

BY JOSEPH COTTE • PHOTOS BY DAVID STUCK

Most homeowners don't realize how emotionally loaded the sale of a house can be until they're standing in the middle of it. To Ross Markajani, that moment is exactly where his work begins.

Ross is the owner of HOMEstretch, a business built around one simple idea: help homes shine before they hit the market. Not through full-scale remodels or endless construction, but through focused improvements that give sellers their best first impression.

"In most instances, a person's home is going to be their biggest asset," Ross says. "And so what we do at HOMEstretch is just to make sure that the biggest asset that they have shines when it comes to listing."

HOMEstretch partners closely with real estate agents to handle everything from paint and flooring to light handyman work and staging prep, all on tight timelines. Ross emphasizes speed, service and clarity. "We're not coming in to tell somebody, 'Hey, you need to replace all your cabinets,'" he says. "I'm saying, 'Why don't we repaint them to a neutral color so it's going to instantly pop without you having to spend \$20,000 or \$30,000 on a remodel.' That's not what we're here for. We're here to make sure that when you get listing photos,

there's no ambiguity about the level of detail that went into preparing the home."

The work exists at the crossroads of practicality and psychology. Buyers make snap judgments, often online, long before they ever step through the front door. "We're in a society where it's instant gratification, instant judgment," Ross says. "If you go into a home and the walls are scuffed up or it's pink in one bedroom and purple in another, people don't want to see that. They want to see something move-in ready that they can immediately see value in."

Before HOMEstretch, Ross ran an Amazon delivery business, overseeing a fleet of vans and a logistics operation that kept packages moving but left him wanting something different. "It's challenging, to say the least," he says. "And I reached out to some folks I knew who might have some different ideas."

That conversation eventually connected him with the early HOMEstretch team and with Mark and Carrie Snyder, longtime colleagues from the Amazon world who had become the brand's first franchisees. Ross listened closely. Then he started calling real estate friends he trusted.

"I said, 'Do you need this? Is this a service you can use?'" he remembers. The answer kept coming back the same. Agents were juggling painters, flooring crews, handymen, and landscapers alongside general contractors

who weren't interested in the smaller, cosmetic jobs that matter most before a listing. "From their standpoint, they have somebody for every different aspect of a project," Ross says. "But there wasn't one place to go where all of that was coordinated."

That gap is what convinced him. He visited HOMEstretch's headquarters, learned the operating model and leaned into what resonated most: concierge-level service with real results

“

We're in a society where it's instant gratification, instant judgment. THEY WANT TO SEE SOMETHING MOVE-IN READY THAT THEY CAN IMMEDIATELY SEE VALUE IN.

”

that reduce stress for agents and sellers alike.

Ross credits his time in the military and logistics world with shaping his appreciation for tangible outcomes. "In some jobs, you don't always understand the impact of the work that you're doing," he says. "With HOMEstretch, it's immediate. You see the before, you see the after, and you see what it does for people."

Away from work, Ross's life centers almost entirely around family. He and his wife are raising two kids, a 10-year-old son and an 8-year-old daughter. "I'm very family-oriented," he says. Weekends are for hanging out at home, watching anime with his daughter, playing board games, and finding small routines that keep everyone connected. His son, who is autistic, brings his own joyful energy into the house. "He's absolutely hilarious," Ross says. "He's been a huge blessing for us. Wouldn't trade him for any other kid in the world."

That sense of people-first purpose shows up in the way Ross talks about HOMEstretch. This business is more than a new venture. "This is my baby, my pride and joy," he says. "Because it's something you can really be proud of. You're not just changing a house. You're transforming it. And you're helping people start whatever comes next."



Ross, his wife Natalia and their 2 children, Leon and Nina

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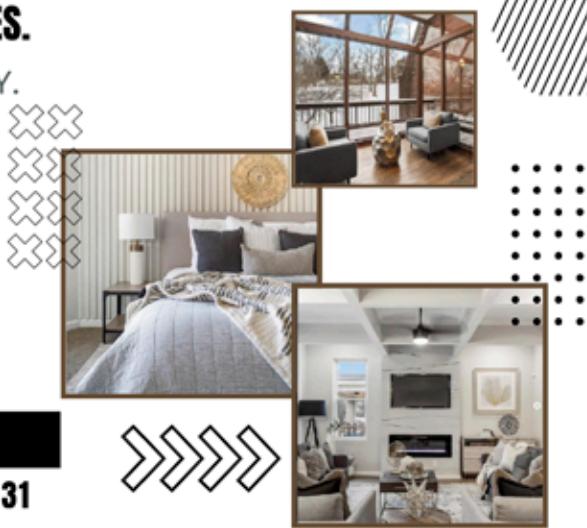
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LAUREN RICE



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"We are a team that I want anyone to feel comfortable recommending," Lauren said. "I never want someone to suggest us and worry that something will fall through the cracks. This is a monumental moment for our clients, and they deserve to feel fully taken care of."

Lauren has helped shape one of Maryland's Top 30 small teams but her influence extends far beyond transactions. She is the strategic and creative force behind the systems, marketing, and brand experience that make the group a standout presence across Anne Arundel, Howard, and Baltimore counties.

An Unconventional Path
Raised in Severn by two active-duty military parents, Lauren grew up in a structured, regimented household—but she describes herself as the "defiant middle child," always needing to understand the *why* behind the rules. That curiosity would later become one of her greatest professional strengths.

At Coastal Carolina University, she designed her own interdisciplinary major—biological photojournalism—combining marine science, journalism, and photography. "Think Discovery Channel, Shark Week," she said.

That degree took her across the world. Before graduating, Lauren interned in South Africa with renowned shark conservationist Leslie Rochat, swimming with sharks, helping rehabilitate African penguins, and documenting

For Lauren Rice, real estate has never been just about transactions—it's about the trust that allows a client to confidently say, "You can sell my parents' house." That philosophy has shaped Lauren's career and now defines her role as Director of Operations and a licensed agent with The Shawn Martin Group of REAL Broker LLC, where attentiveness, relationships, and professionalism are not buzzwords, but daily practice.

how conservation impacted local communities and tourism.

After college, she transitioned into the travel industry, working for a company that specialized in spring break trips. She traveled internationally and hosted large groups—until COVID-19 brought the industry to a standstill in 2020. "That pause forced me to ask what I really wanted to do," she said.

Finding the Right Fit—and the Right Mentor

A friend suggested real estate, and Lauren accepted an inside sales agent role at a time when the market was surging. She quickly proved herself, booking discovery calls and supporting an agent who reached 18 pendings in a single month. But something felt off.

"The environment was very quantity over quality. That didn't align with who I am. I'm relationship-based. I don't want to waste an agent's time or a client's time just to hit a number."

That mindset led her to Shawn Martin, who recognized her potential, brought her onto his team, and encouraged her to get licensed in 2021. For six months, she shadowed appointments, inspections, appraisals—learning not just *what* to do, but *why* it mattered.

"It was the least money I'd ever made as an adult but the most I've ever learned," Lauren said. "To have someone see potential in me before I saw it myself—that changed everything. I'm incredibly grateful for the opportunities I've been given."





“
**TO HAVE SOMEONE SEE POTENTIAL
 IN ME BEFORE I SAW IT MYSELF—
 THAT CHANGED EVERYTHING.
 I'M INCREDIBLY GRATEFUL FOR
 THE OPPORTUNITIES I'VE BEEN GIVEN.”**

Building a Brand with Purpose
 Lauren sold 22 homes in her first year as an agent and participated in roughly 45 transactions the following year, often managing deals behind the scenes to gain experience over recognition. At the same time, she became

instrumental in shaping the group's internal systems, agent marketing platforms, digital brand presence, and social media strategy.

Known for her blend of structure, creativity, and leadership, she is passionate about elevating how real estate is experienced—melding data-driven systems with thoughtful design and clear communication.

Severna Park is now both her personal and professional home base. Most recently, the team closed the eighth-largest residential transaction in Anne Arundel County history—a \$9.6 million waterfront sale—while maintaining its boutique, high-touch approach.

Looking Ahead

Now operating under a cloud-based brokerage model and officially joining PLACE, Lauren sees the future as an opportunity to grow without losing what makes the team special. “We like being small and intimate while doing high-quality, high-volume work. PLACE gives us the leverage and resources to expand opportunities for our agents without sacrificing culture.”

Her future success won't be measured solely in sales volume or record-breaking deals, but by the trust earned, culture built, and confidence clients feel knowing they are fully supported—every step of the way.

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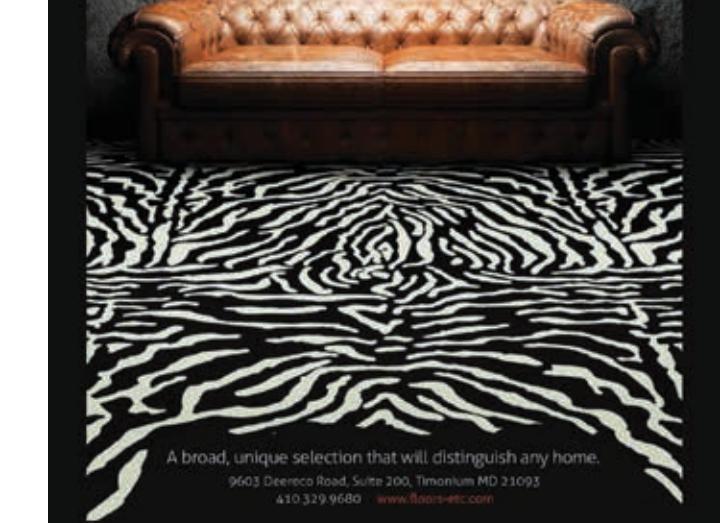
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LEGACY SETTLEMENT SERVICES

Michael Ruder, Paul Sellers and Nate Kish

THE UNCONVENTIONAL EDGE

BY JOSEPH COTTLE
PHOTOS BY DAVID STUCK

There are plenty of people in the real estate and settlement world who look and sound the same. Same suits. Same scripts. Same buzzwords. Paul Sellers has never had much interest in blending in, and neither has Legacy Settlement Services.

As vice president of sales, Paul is one of the driving forces behind the company's growth, culture, and reputation in a crowded, competitive field. But his path into the business didn't start in a title office. It started behind a bar.

Before Legacy, Paul was bartending in Canton at Claddagh Pub. He loved people, loved the energy, and loved the relationships, but he knew he needed something more. "I looked around and thought, 'I can't bartend for the rest of my life.'

One of his regulars happened to be Michael Ruder, then the manager of Master's Title & Escrow. Their over-the-bar relationship, thanks to an intro from Paul's best friend, Derek Blazer, turned into a real conversation, then a meeting, and then a job offer in 2017. Paul walked onto the team with no real understanding of the title world and no formal sales background. "I was just a business development person. My job was to try to get real estate agents," he remembers.

What Paul did have was a massive network built from years behind the bar. "I started reaching out to the friends I'd made, and didn't

realize a lot of them were real estate agents," he says. He also remembers how the late owner of Claddagh, Michael Clarke, gave Paul a hands-on education in work ethic, relationship building, and creating a social media presence.

Within months, deals started rolling in for Paul. Within a year, he was the top producer in the company.

Like many other businesses, COVID brought changes for Michael and Paul. They realized they wanted more flexibility and value for their clients, so they created Legacy Settlement Services. Within days, deals started rolling in, much to Michael's surprise. Now, almost six years later, alongside Michael and Nate Kish, the deals haven't stopped.

For Paul, Legacy was never just another title company. It was a culture. "We are extremely family-oriented

and extremely close," he says. "I know Michael's mom. He knows my mom. The kids all call me Uncle Paul. It's relationships first, work second."

That philosophy extends to how Legacy operates. Paul explains—"There's no finger-pointing allowed," he says. "I don't care whose issue it is. It doesn't matter. It's our issue now. So let's figure this out immediately."

That mindset also shapes how Legacy differentiates itself. The team is heavily invested in technology, automation, and efficiency, but they refuse to let innovation become a barrier. "We're probably the most technologically advanced title company in the nation as a whole," Paul says. "However, there's other generations of people that don't want to close a deal with technology, so that means we have to adapt."

For Legacy, that can mean sending someone wherever a closing needs to happen. "We've settled in jails, hospitals, Office Depot, on boats. It doesn't matter," Paul says. "Our goal is to make it as easy as possible for our clients."

What keeps Paul energized after nearly a decade is the people and the moments that defy expectations. "I enjoy blowing people's minds," he says. "I want them to think, 'There's no way this guy in flip flops and a backwards hat is serious.' And then I come up with ridiculous ideas, execute them, and they're like, 'I can't believe you just did that.'"

Underneath the edge and humor is someone deeply driven by loyalty and relationships. "I've built long-lasting relationships with my clients," he says. "I know their kids' names. I go to their weddings. Their birthday parties. I'm very



much immersed in their lives. I genuinely just care." That care has shown up most clearly over the past few years, as Paul helped open Legacy's Florida operation and poured much of his energy into building others. "I focused literally the last two whole years on building other people's businesses," he says.

"Michael changed my life. So I look around and I ask, whose life can I change?"

Outside of work, Paul's life is a mix of motion and simplicity. He boats often, plays in multiple softball leagues, and serves as a Big Brother, spending time with his "little brother" doing

whatever the day calls for. And despite his high-energy reputation, his favorite moments are usually quiet ones. "I'd prefer just to stay home and hang out and watch TV with the dogs," he says.

In the end, Paul Sellers doesn't fit neatly into a

professional mold, and Legacy Settlement Services doesn't try to fit into an industry stereotype. Both are built around relationships, adaptability, and a willingness to do things differently.

For Paul, that's not branding. It's just who he's always been.



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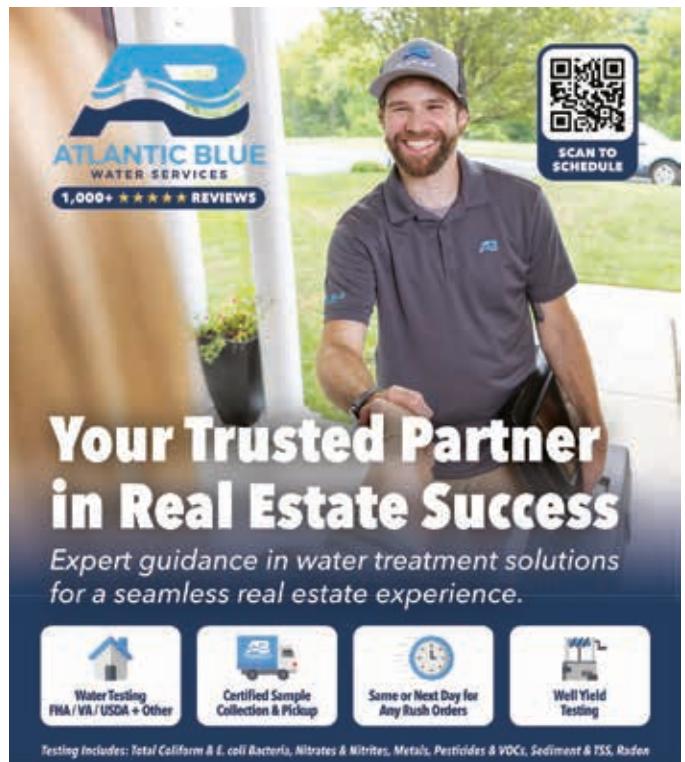
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LISA GILMORE

BY PAT RIPPEY • PHOTOS BY DAVID STUCK

Building a Future

At a very young age, Lisa Gilmore knew she wanted to build things. She remembers playing with LEGO bricks and her godfather suggesting she'd make a good architect—and it stuck with her. Lisa went on to study architecture in college, while also working in retail. She found she excelled at sales and moved quickly into management, eventually giving over 20 years to the retail business.

Something shifted when Lisa and her husband Lonnie bought their first home. She found herself doing all the research and making decisions without much input from her agent. The experience was disappointingly transactional, and it was then that Lisa began to think about real estate as a career. She realized it wasn't building a house that interested her—it was knowing that it would be a home for someone, and she could help make that happen. Her extensive sales experience and desire to help people suddenly fit together, pointing to a different future.

Lisa first dipped a toe into real estate while still working her retail job in the Gap district manager's office, with the long hours and demands that came with it. She got her license, and found Keller Williams Flagship through a Google search. After meeting with Operating Principal Wendy Hess, Lisa says it just felt right. She laughs about it now: "I'm calculating about everything in my world, but that time, I was not. I just said, I got a good vibe, I'm gonna go with it." Lisa jokes that real estate felt like her mistress; it kept pulling her away but she couldn't quite leave the stability of her sales career. For several years, Lisa tried to do it all. Even after giving notice at the Gap, she continued to return to retail when times were tough.

"I need to be all in."

As Lisa and Lonnie began to grow their family, Lisa felt something had to give. Finding that retail was no longer fulfilling, Lisa remembers telling Wendy, "I need to be all in. I need to do this." She pressed the restart button on her real estate career and hit the ground running. She took classes and realized how much she already knew. When she began to coach other agents, Lisa says it changed everything; she discovered

her passion was helping others succeed. She carried that forward and today, as Director of Productivity, she is coaching the coaches. She formed the Gilmore Property Group with her husband Lonnie, got her broker's license, and completed the Maryland Leadership Academy. She's now the broker in PA, DC, VA, and an associate broker in MD.

Lisa's personality and character have undoubtedly shaped her leadership style, and several key principles define how she lives her life and treats others.

- **Meet people where they are.** "It's not so much about hitting the team's goals," she says. "We focus more on: *did our agents hit the goal they wanted?*" (Notably, last year her coaching team and personal team were up 30%, and she oversaw over \$46 million in sales).

- **Everything is a learning experience.** Lisa says she's always learning, and she admits that even the worst situations teach you something. "Show me an agent who's really good at what they do, and I'll show you someone who has had things go terribly, terribly wrong."

- **Figure out what people need.** Lisa believes that being a good listener and reading people can help you know whether they need a pat on the back or a nudge to work harder. "Words matter," Lisa says. "I'm mindful of my words, because I know that it can hold a lot of weight." Before making a judgement, she tries to figure out the lens someone else might be looking through.

- **Building trust is essential.** Lisa acknowledges that while you can't control everything, if you've established trust, you will save the relationship—and that includes owning your mistakes.

At a recent Agent Leadership Council at her brokerage, Lisa looked around and saw several people she had coached or assisted. She felt an immense sense of pride knowing that she had played a small part in their

THINK BIGGER



“

I never say no to anything.
I say yes, and then I figure out
how to make it happen.”

success, because her favorite thing is seeing other people win. Her drive and positive attitude are infectious. “You get to choose how you wake up in the morning,” Lisa likes to say. “I never say no to anything. I say yes, and then I figure out how to make it happen.”

A self-described workaholic, Lisa relishes time with Lonnie and their five children. When she needs a recharge, she does a cold plunge. Someday she wants to take up restoring old cars, which are her passion. At the end of the day, what Lisa Gilmore built is a beautiful life.

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Julie Miltenberger - OF THE TIDY COOP -



A Detail-Driven Cleaning Business Built by Word of Mouth

When Julie Miltenberger talks about cleaning, she doesn't start with floors or countertops. She starts with the details most people miss—sticky handprints on stair rails and smudges on windows. Her specialty is the extra little touch that makes a home feel more welcoming.

Her attention to detail is the foundation of The Tidy Coop, a home-focused cleaning business Julie launched in 2019 and has steadily grown through almost entirely word-of-mouth referrals. Based out of Mount Airy and serving clients within a 1 hour radius, The Tidy Coop specializes in residential cleaning, market-ready homes, and select commercial spaces.

"I work with a lot of REALTORS® getting houses ready to show," Julie said. "You want the photos to pop online. Clean windows, no dog nose prints, everything looking fresh. When someone sees the listing, you want them thinking, 'Wow, that looks nice. I want to go see that house.'"

Julie's work often happens behind the scenes and on tight timelines. REALTOR® jobs can come at the last minute—after painters finish, after new carpet is installed, just days or even hours before a home goes on the market. Flexibility is part of the job.

"If a REALTOR® calls and says, 'We need it done—there's dust everywhere and it's going live Friday,' I'll make it work. I know those timelines matter."

That reliability has paid off. REALTORS® regularly tell her they receive feedback from buyers about how well a home shows. "A lot of people sell their homes as-is. They don't clean those little things," she said. "But when something

isn't dull or dingy, people feel more comfortable walking in."

Julie didn't always plan to run her own business. Before The Tidy Coop, she worked at a dental office—a job she describes bluntly as miserable. "Nobody's happy to be there." When her office best friend quit, Julie lasted only another month before walking away with no backup plan. "I was 28 and had nothing lined up. I just knew I couldn't do it anymore."

Her next step came unexpectedly. A family friend asked Julie to clean her house—then asked her to come back again two weeks later. That client told another person, who told another, and within a few months, Julie had a small but steady roster of regular clients.

"I realized this might actually be something," she said. After three months and six consistent clients, Julie officially started her business—and hasn't looked back since.

Cleanliness, it turns out, has always been part of who she is. Growing up in Mount Airy, Julie shared a bathroom with her two older brothers. "They were not clean. I'd wipe down the sink just to brush my teeth."

That instinct for order now drives her daily schedule. On a typical day, Julie cleans three to four regular residential homes, along with several commercial accounts scheduled early in the morning or after

If something feels **clean**, people notice —even if they don't know why. **That's what I try to deliver every single time.”**

business hours. On top of that, she fits in realtor jobs whenever the calls come.

The business is primarily a one-woman operation, though Julie often brings along her mom for help. “She’s an accountant by day, but she’s amazing. She’ll show up after work and help me when I need it.”

While she would love to hire additional help, finding the right fit has been a challenge. “You need someone willing to work non-traditional hours sometimes. Not everyone wants to clean until seven at night, and I get that.”

What Julie hasn’t needed is advertising. Aside from her Real Producers ad, every client—and every opportunity—has come

through referrals. “That’s been the coolest part. I never went looking for any of it. People just keep sharing my name.”

Outside of work, Julie’s life is just as full. She lives in Westminster with her fiancé and his two sons, with a wedding planned for May. She’s also devoted to Mabel Jane, her Old English Bulldog, whom she calls her whole world—and to sourdough bread, her latest obsession that she picked up from her dad.

As The Tidy Coop continues to grow, Julie remains focused on what got her here: trust, flexibility, and the belief that details matter. “If something feels clean, people notice—even if they don’t know why. That’s what I try to deliver every single time.”



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TONY ZOWD

THE HOUSE GUY

BY JOSEPH COTTLE • PHOTOS BY ROY COX

So much of a real estate purchase comes down to trust, and there are some agents that clients know they can immediately trust. Tony Zowd is one of those agents, and that trust is backed up by real knowledge of how homes are built. It's a one-two punch that's served him well, making him one of the best agents in the nation.

Tony grew up in construction. His father, Phil, spent his life on job sites, and Tony was right there with him—cleaning up, learning the trades, and absorbing Phil's work ethic. His mom, Brenda, was not a stranger to hard work, either, and Tony counts his parents as the example that showed him how to dedicate himself to his work.

Straight out of high school, Tony dove headfirst into construction, building and remodeling homes with his own hands. Even when he first entered real estate, he didn't abandon construction right away. For nearly a decade, he worked a dual career, working job sites while building a book of business on the side, searching for something that fit better.

That turning point came through an unexpected door: sales. In his late 20s, Tony followed his father to northern Virginia after a massive hailstorm tore through hundreds of thousands of homes. They were repairing roofs and siding, running crews, working long days. His father pulled him aside and told him bluntly where he saw the future. "He was like, 'The money's in sales. You need to get out there and start selling,'" Tony remembers. He resisted. "I'm like, 'I don't even hardly like people. I don't want to deal with anybody.'" But the next Monday morning, he found himself alone, driving to appointments his father had scheduled for him.

He learned quickly that selling didn't have to mean posturing; it meant solving problems. It meant listening. And eventually, it opened a door he hadn't considered before. In 2005, Tony got his real estate license. He started with Weichert Realtors before moving to Coldwell Banker, where he has built the rest of his career, and he credits his mentor, Sandy Bowser, for helping him succeed in those early years.





He brought with him something most agents don't: the ability to walk into a home and actually understand it. "When I first got into real estate, I used to tell everybody, 'You have your car guys; I'm a house guy. I know it inside out. I could build the house, remodel it, and then sell it,'" Tony says.

That background still defines his approach. While others focus on finishes, Tony looks at a house's bones. "When I walk through the door, I'm looking at the trim work, checking for mold, what type of furnaces are installed." For buyers, that honesty builds confidence. For sellers, it creates clarity. And for Tony, it turns a transaction into stewardship.

Today, Tony runs a growing team, the Integrity Plus Network. "It's a rewarding experience to be a leader of such an incredible team," he says. "Thanks to my team, we have been consistently ranked in the top 1% of Coldwell Banker, and I won the 2024 People choice award for HCAR as well as 2025 HCAR Realtor of the year."

That transformation is not something he takes lightly. Growing up, he didn't see financial freedom as inevitable. Construction paid the bills, but it was physically punishing, and the ceiling felt low. "Real estate put me in the life that I have, and I have a great life," he says. That gratitude fuels his desire to bring others along and shapes the advice he gives new agents.

"I want to help people grow," he explains. "This industry has been incredible for me; real estate completely transformed where I was at, and I want to share that with others."

For all his drive, Tony's life is firmly anchored at home.

"My wife, Erika—I couldn't do this without her. I'm so grateful for her support."

Much of his schedule is built around his kids. His son, Vincent, recently finished his high school football career, a chapter Tony rarely missed on Friday nights. His 14-year-old daughter, Brooklyn, competes in dance, taking the family across the region for competitions. "They're my main two," he says. "I kind of build everything off of that."

“

THIS INDUSTRY HAS BEEN INCREDIBLE FOR ME; REAL ESTATE COMPLETELY TRANSFORMED WHERE I WAS AT, AND I WANT TO SHARE THAT WITH OTHERS.”

He still lifts weights, goes target shooting, and recently embraced what he jokingly calls his "midlife crisis" by buying a Harley. Music remains another constant. Before real estate, Tony chased a different dream, playing guitar in heavy metal bands and even opening for national acts in his early 20s. Today, he channels that love by taking his kids to concerts, quizzing them on bands, and sharing a soundtrack that's been with him his whole life.

Taken together, these pieces form a picture of a man who doesn't separate business from character. Tony's motivation isn't rooted in flash or volume alone. He loves real estate because it's different every day. Because it challenges him. Because it gives him control of his time, which he leverages to give back.

"This industry has done so much for my family and me," Tony explains, "I think it's extremely important to give back to it and our community. I have been a Howard County Association of



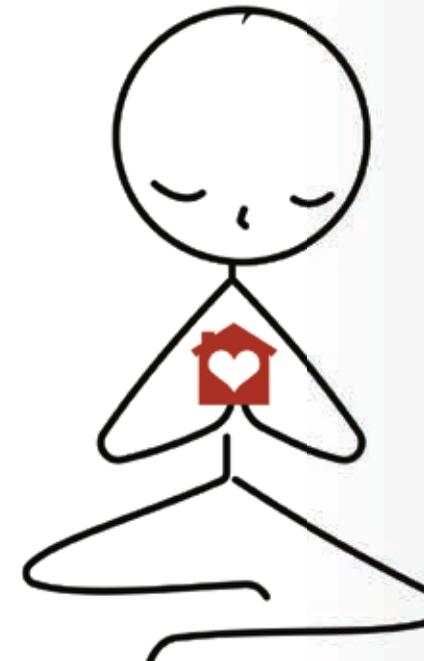
Realtors board member for about 5 years now. I serve as the Treasurer, Chair of the Legislative committee, Chair of the Budget & Finance committee, and Vice chair of the RPAC committee. I also regularly give to the Live, Hope, Laugh organization, St Jude's and Stephen Siller foundation, CB Cares and Polar Bear Plunge."

Beneath all of that is a deeper satisfaction. "I can wake up every day, and I don't feel like I have to go to work," he says. "Nobody's telling me to." After years of dreaming about job sites and dreading the alarm clock, that freedom still matters.

For Tony Zowd, real estate is not an escape from work. It's the place where his work ethic finally found its home.

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WAKE UP
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DAY, &
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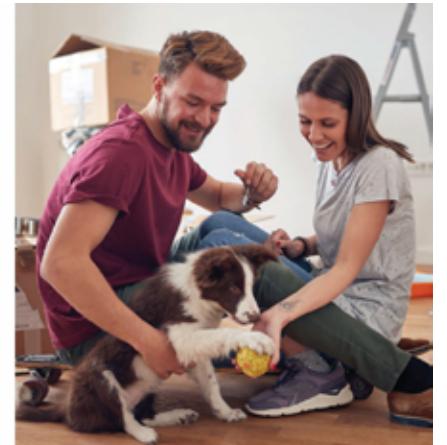


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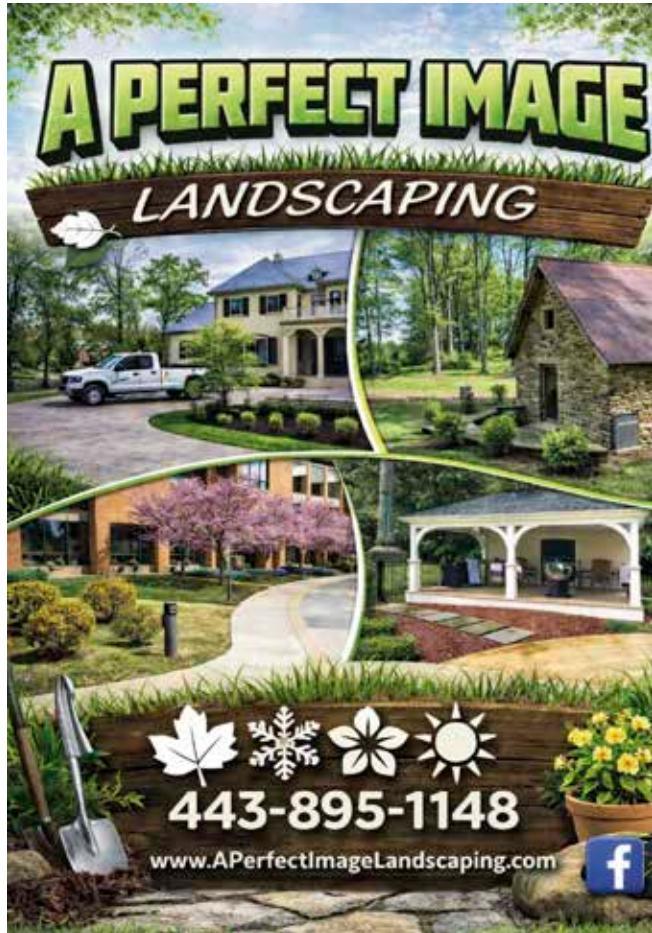
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FAQs

Q. What is the purpose of this community?

A. Our mission is to connect, elevate and inspire the best in local real estate. We believe that as a community, we ALL win when we choose to collaborate and work together. We facilitate this by sharing stories in our monthly magazine, hosting regular gatherings to help connect the top real estate agents with our Preferred Partners.

Q. As a Top 500 agent, how much does a membership to Baltimore Real Producers cost?

A. Nothing! It's completely free to you as a top 500 agent. How? The *Baltimore Real Producers* community is fully supported and funded by our Preferred Partners. These are local businesses that have all been vetted and recommended by multiple top producing agents of this community. The Preferred Partners choose to advertise in *Baltimore Real Producers* magazine and sponsor our events, which removes all cost to you as a Top 500 agent.

Q. How can I engage with other agent members and preferred partners?

A. Face-to-Face: You're invited to all our exclusive *Baltimore Real Producers* events (see our event calendar at the beginning of this issue and on our website, baltimorerealproducers.com/agents). In order to ensure you receive our invites (sent by both email and / or text),

be sure your best contact info is updated with us on that website.

Online: You're invited to join our private community Facebook group (link to join is on our website, baltimorerealproducers.com/agents). Need a referral or service? Just ask, we are constantly connecting our community members with each other online.

Q. Who are the Preferred Partners?

A. The BRP Preferred Partners are the local businesses and service providers who support this community and their clients at the highest level. Mortgage lenders, title companies, home inspectors, stagers, movers, insurance agents, contractors, photographers, the list goes on. The businesses on our list have all been vetted and referred to us by the Top 500 agents along with other members of this community, so you know you are in good hands. Visit baltimorerealproducers.com/agents and click "Meet our Preferred Partners" to view and download the current list (updated monthly).

Q. How are the Top 500 agents determined?

A. At the beginning of each new calendar year, we have a third party create a report of the previous year's closed transactions and volume in the MLS. Visit BaltimoreRealProducers.com/agents and scroll down



to this exact question in the FAQ section for a link to a helpful video that explains how the data is calculated and what criteria is used to generate the report.

Q. How can I refer a local business to join BRP as a Preferred Partner?

A. If you know & want to recommend a local business that would like to work with more top real estate agents, please email us at ops@rmpmags.com and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

Q. How are the monthly magazine featured stories chosen?

A. Agents must first be nominated to be considered to be featured in the magazine. Once nominated, there are



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The advertisement features a large sailboat logo in the center. Above the logo, a man and a young girl are smiling and giving thumbs up. The background is a collage of moving boxes with the 'U RELAX' logo. The text 'Serving Maryland and Beyond!' is in the top left. The main text 'U RELAX Movers' is at the top in large letters, followed by 'Your Stress-Free Moving Solution'. Below the logo, the text 'Are you looking for the best moving company in Maryland?' is followed by 'Look no further!'. To the right, a detailed description of the company's services is provided. To the left, a list of services is listed. On the right, there is a QR code and the website 'urelaxmoving.com'. The bottom text 'URELAX MOVING - YOU RELAX, WE MOVE!' is at the very bottom.



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TOP 150 STANDINGS • BY UNITS

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
1	Justin K Wood	D.R. Horton Realty of Virginia, LLC	35	\$16,026,610
2	Robert J Chew	Samson Properties	24	\$11,561,700
3	Joseph A Petrone	Monument Sotheby's International Realty	23	\$17,734,251
4	Adam M Shpritz	Ashland Auction Group LLC	20	\$1,405,880
5	Lee M Shpritz	Ashland Auction Group LLC	19.5	\$1,353,380
6	Daniel McGhee	Homeowners Real Estate	13	\$4,933,000
7	Shawn M Evans	Monument Sotheby's International Realty	12	\$11,591,477
8	Gina L White	Coldwell Banker Realty	11	\$5,020,855
9	Matthew D Rhine	Keller Williams Legacy	10.5	\$3,705,000
10	Mary Anne Kowalewski	KOVO Realty	10	\$4,764,417
11	Jeremy Michael McDonough	Mr. Lister Realty	10	\$4,454,000
12	Sam Gupta	EXP Realty, LLC	9	\$3,528,490
13	Kim Barton	Keller Williams Legacy	9	\$3,418,500
14	Laura M Snyder	American Premier Realty, LLC	8.5	\$3,759,000
15	Nickolaus B Waldner	Keller Williams Realty Centre	8.5	\$3,654,045
16	Gina M Gargeu	Century 21 Downtown	8.5	\$1,302,200

Disclaimer: Statistics are derived from closed sales data. Data pulled on February 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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Branch Manager
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Billy Apostolou
Business Development Manager
C: 443.286.4233

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Ocean City Location: 7408 Coastal Hwy, Ocean City, MD 21842



RANK	NAME	OFFICE	SALES	TOTAL
17	Daniel B Register IV	Northrop Realty	8	\$1,477,600
18	Charlotte Savoy	The KW Collective	7	\$5,075,090
19	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	7	\$3,448,538
20	Jessica N Sauls	VYBE Realty	7	\$3,309,000
21	Benjamin J Garner	Cummings & Co. Realtors	7	\$2,779,800
22	Donald L Beecher	Redfin Corp	7	\$2,144,900
23	Liz A. Ancel	Cummings & Co. Realtors	7	\$1,853,000
24	Joseph Warren Avampato	Alberti Realty, LLC	7	\$1,821,000
25	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	6.5	\$2,932,500
26	Heather M. Richardson	NVR, INC.	6	\$3,940,835
27	Joshua Shapiro	Douglas Realty, LLC	6	\$3,254,900
28	James T Weiskerger	Next Step Realty	6	\$2,968,000
29	Erica M Washington	Coldwell Banker Realty	6	\$2,850,900
30	Ryan R Briggs	Anne Arundel Properties, Inc.	6	\$2,830,000
31	Jeannette A Westcott	Keller Williams Realty Centre	6	\$2,547,300
32	Vincent Principe	Keller Williams Flagship	6	\$2,464,400
33	Gylian Peter Page	Hyatt & Company Real Estate, LLC	6	\$2,040,000
34	Elizabeth Keyser	VYBE Realty	6	\$1,948,500
35	Jenn Schneider	Neighborhood Assistance Corporation of America	6	\$1,883,930
36	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	6	\$1,548,000
37	Sandra E Echenique	Samson Properties	6	\$1,483,110
38	Un H McAdory	Realty 1 Maryland, LLC	5.5	\$3,221,820
39	Zugell Jamison	Cummings & Co. Realtors	5.5	\$2,360,000
40	Carol L Tinnin	RE/MAX Leading Edge	5	\$3,696,710
41	Creig E Northrop III	Northrop Realty	5	\$3,011,000
42	Kelly Schuit	Kelly and Co Realty, LLC	5	\$2,698,990
43	Robert A Commodari	EXP Realty, LLC	5	\$2,665,000
44	Veronica A Sniscak	Compass	5	\$2,576,450
45	Lee R. Tessier	EXP Realty, LLC	5	\$2,258,200
46	Sergey A Taksis	Long & Foster Real Estate, Inc.	5	\$2,238,305
47	Tony A Zowd	Coldwell Banker Realty	5	\$2,165,000
48	Jennifer A Bayne	Long & Foster Real Estate, Inc.	5	\$1,882,000
49	Donnell Spivey Sr.	EXIT Spivey Professional Realty Co.	5	\$1,565,900
50	Daniel G Motz	Berkshire Hathaway HomeServices Homesale Realty	5	\$1,520,000

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TOP 150 STANDINGS • BY UNITS

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
51	Melissa Menning	Alberti Realty, LLC	5	\$1,496,000
52	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	5	\$965,710
53	Gavriel Khoshkheraman	Pickwick Realty	5	\$770,500
54	Bob Simon	Long & Foster Real Estate, Inc.	5	\$616,900
55	Sayed Ali Haghgoo	EXP Realty, LLC	4.5	\$2,652,450
56	Liliana Vallario	EXP Realty, LLC	4.5	\$2,285,000
57	Sophia Chedrauy	EXP Realty, LLC	4.5	\$2,160,000
58	Markus " Mager	Redfin Corp	4.5	\$2,128,000
59	Bradley Morsberger	Cummings & Co. Realtors	4.5	\$1,626,000
60	Michelle A Godfrey	Kencot Realty, LLC.	4.5	\$889,400
61	Shawn Martin	Real Broker, LLC	4	\$1,195,000
62	Christina J Palmer	Keller Williams Flagship	4	\$4,446,900
63	Anne Marie Balcerzak	AB & Co Realtors, Inc.	4	\$3,594,900
64	DeAnna W Miller	Long & Foster Real Estate, Inc.	4	\$3,351,750
65	Sunna Ahmad	Cummings & Co. Realtors	4	\$3,135,400
66	Tony Migliaccio	Long & Foster Real Estate, Inc.	4	\$2,715,000
67	Daniel Borowy	Redfin Corp	4	\$2,585,250
68	Mark Richa	Cummings & Co. Realtors	4	\$2,482,589
69	Jessica L Young-Stewart	RE/MAX Executive	4	\$2,430,000
70	Samantha Bongiorno	RE/MAX Advantage Realty	4	\$2,376,635
71	Christopher T Brewer	EXP Realty, LLC	4	\$2,120,000
72	Ricky Cantore III	RE/MAX Advantage Realty	4	\$2,115,100
73	Allen J Stanton	RE/MAX Executive	4	\$1,996,900
74	Lauren Hess	American Premier Realty, LLC	4	\$1,972,000
75	Robert Kansler	Berkshire Hathaway HomeServices Homesale Realty	4	\$1,958,000
76	Joanna W Chaffee	EXP Realty, LLC	4	\$1,957,000
77	Timothy Langhauser	Compass Home Group, LLC	4	\$1,908,000
78	Trent C Gladstone	The KW Collective	4	\$1,822,400
79	Azam M Khan	Long & Foster Real Estate, Inc.	4	\$1,807,200
80	Jennifer R Wolff	Real Estate Professionals, Inc.	4	\$1,800,000
81	Betsy Brown	Long & Foster Real Estate, Inc.	4	\$1,775,900
82	James M. Baldwin	Compass	4	\$1,719,800
83	Ronald W. Howard	RE/MAX Advantage Realty	4	\$1,696,500
84	Audrey M Bullock	Cummings & Co. Realtors	4	\$1,691,000

RANK	NAME	OFFICE	SALES	TOTAL
85	Song M. Hong	Turn Key Homes Litmited Libability	4	\$1,683,250
86	Enoch P Moon	Realty 1 Maryland, LLC	4	\$1,677,000
87	Barry L Hess	Keller Williams Flagship	4	\$1,676,000
88	Kimberly A Lally	EXP Realty, LLC	4	\$1,484,000
89	Michael L Bailey	Berkshire Hathaway HomeServices PenFed Realty	4	\$1,368,900
90	Jessica Dailey	Compass	4	\$1,367,700
91	Christina Marie Reyes	Advance Realty, Inc.	4	\$1,363,450
92	Jim Bim	Winning Edge	4	\$1,356,250
93	Harold A Kelly	ExecuHome Realty	4	\$1,314,600
94	Mitchell J Toland Jr.	Redfin Corp	4	\$1,285,000
95	Bessie E Conway	Regal Realty	4	\$1,260,995
96	Alice Jane Stewart	Coldwell Banker Realty	4	\$1,254,000
97	Lois Margaret Alberti	Alberti Realty, LLC	4	\$1,224,900
98	Elliot Mitchell	Corner House Realty	4	\$1,220,500
99	Anthony C Fulco	One Percent Lists Mid-Atlantic	4	\$1,184,500
100	Pasquale Carannante	RE/Max Experience	4	\$1,179,800

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Katherine Holtan



Growing up in an Army family, Katherine is no stranger to frequent moves and the challenges that come with finding a new place to call home. When it came time to purchase a home of her own, she quickly realized how valuable it is to have guidance and support through every step of the homebuying process. Whether you're buying your first home or making another move along life's journey, Katherine is passionate about providing her time, knowledge, and unwavering support to help make the experience smooth and successful. Her goal is to ensure every client feels confident, informed, and cared for throughout the entire process.

Get in touch with Katherine!

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TOP 150 STANDINGS • BY UNITS

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County.

RANK	NAME	OFFICE	SALES	TOTAL
101	Dassi Lazar	Lazar Real Estate	4	\$1,126,000
102	Darren T. McShane	Cummings & Co. Realtors	4	\$1,029,100
103	Keiry Martinez	ExecuHome Realty	4	\$868,300
104	STEPHEN PIPICH Jr.	VYBE Realty	4	\$860,000
105	Joshua M Savage	VYBE Realty	4	\$705,000
106	jason yates	Iron Valley Real Estate Charm City	4	\$692,075
107	Ashley Catherine Dominick	Coldwell Banker Realty	4	\$510,000
108	Derek Liberman	Taylor Properties	4	\$490,000
109	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	3.5	\$14,781,600
110	Corey N Campbell	EXP Realty, LLC	3.5	\$2,109,850
111	Robert J Lucido	Keller Williams Lucido Agency	3.5	\$1,993,500
112	Mitchelle Ann Santayana	Keller Williams Lucido Agency	3.5	\$1,880,000
113	Tiffany S Domneys	VYBE Realty	3.5	\$1,304,750
114	Christopher Stumbroski	EXP Realty, LLC	3.5	\$1,041,500
115	Kathy A Banaszewski	Real Estate Professionals, Inc.	3.5	\$897,450
116	Jeffrey Lipkin	EXP Realty, LLC	3.5	\$726,500

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RANK	NAME	OFFICE	SALES	TOTAL
117	Bradley R Kappel	TTR Sotheby's International Realty	3	\$4,345,000
118	Colleen M Smith	EXP Realty, LLC	3	\$3,065,730
119	Elizabeth C Dooner	Coldwell Banker Realty	3	\$2,772,044
120	Julie Dinko	Douglas Realty, LLC	3	\$2,610,844
121	Jennifer Chino	Compass	3	\$2,514,000
122	Robert Swarm	Keller Williams Select Realtors of Annapolis	3	\$2,298,300
123	Carol Eaton	Coldwell Banker Realty	3	\$2,200,000
124	David Orso	Berkshire Hathaway HomeServices PenFed Realty	3	\$2,102,500
125	James P Schaecher	Keller Williams Flagship	3	\$2,077,450
126	Greg M Kinnear	RE/MAX Advantage Realty	3	\$2,054,900
127	F. Aidan Surlis	RE/MAX Leading Edge	3	\$2,044,900
128	Romeo Santos III	Coldwell Banker Realty	3	\$2,021,000
129	Matthew P Wyble	Next Step Realty	3	\$1,987,500
130	Kathryn Liscinsky	Compass	3	\$1,935,000
131	Denise R Patrick	Long & Foster Real Estate, Inc.	3	\$1,922,500
132	Sonia M Graham	Douglas Realty, LLC	3	\$1,896,000
133	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	3	\$1,884,990
134	Brian D Saver	Long & Foster Real Estate, Inc.	3	\$1,877,500
135	Suzanne M Lenox	Douglas Realty LLC	3	\$1,842,000
136	Jeffrey S Mohler	Mohler and Gary Realtors LLC	3	\$1,760,000
137	Michael S Lathroum	Compass	3	\$1,748,000
138	Heather A Schafer Adkins	Long & Foster Real Estate, Inc.	3	\$1,738,500
139	Yiwei Chang	Fortune Washington Realty Group LLC	3	\$1,689,990
140	Gabriella Vidro	Douglas Realty, LLC	3	\$1,670,000
141	Chad J Robertson	Compass	3	\$1,649,000
142	Mike Clevenger	RE/MAX Aspire	3	\$1,645,000
143	Adam Dietrich	NVR, INC.	3	\$1,640,250
144	Thomas Michael Harrison Jr.	VYBE Realty	3	\$1,640,000
145	Jackie Grove	Fathom Realty MD, LLC	3	\$1,569,900
146	James J Fegan	RE/MAX Executive	3	\$1,566,000
147	Yonas Asrat	Neighborhood Assistance Corporation of America	3	\$1,539,999
148	Mark Feen	Coldwell Banker Realty	3	\$1,525,000
149	Caitlin Cole	VYBE Realty	3	\$1,525,000
150	Dana A McConville	Keller Williams Flagship	3	\$1,502,450



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TOP 150 STANDINGS • BY VOLUME

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
1	Joseph A Petrone	Monument Sotheby's International Realty	23	\$17,734,251
2	Georgeann A Berkinshaw	Coldwell Banker Realty	2.5	\$17,069,505
3	Justin K Wood	D.R. Horton Realty of Virginia, LLC	35	\$16,026,610
4	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	3.5	\$14,781,600
5	Shawn M Evans	Monument Sotheby's International Realty	12	\$11,591,477
6	Robert J Chew	Samson Properties	24	\$11,561,700
7	Shawn Martin	Real Broker, LLC	4	\$11,195,000
8	Jean Berkinshaw Dixon	Coldwell Banker Realty	1.5	\$9,189,505
9	James D Blum III	Falcon Properties	1	\$5,600,000
10	Jason W Perlow	Monument Sotheby's International Realty	1	\$5,100,000
11	Charlotte Savoy	The KW Collective	7	\$5,075,090
12	Gina L White	Coldwell Banker Realty	11	\$5,020,855
13	Charlie Hatter	Monument Sotheby's International Realty	2	\$4,980,000
14	Daniel McGhee	Homeowners Real Estate	13	\$4,933,000
15	Mary Anne Kowalewski	KOVO Realty	10	\$4,764,417
16	Jeremy Michael McDonough	Mr. Lister Realty	10	\$4,454,000

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RANK	NAME	OFFICE	SALES	TOTAL
17	Christina J Palmer	Keller Williams Flagship	4	\$4,446,900
18	Bradley R Kappel	TTR Sotheby's International Realty	3	\$4,345,000
19	Julie Marousek	Monument Sotheby's International Realty	2	\$4,250,000
20	Kristen Boyer	Berkshire Hathaway HomeServices PenFed Realty	1	\$4,200,000
21	Jonathan E. Rundlett	Toll MD Realty, LLC	2	\$4,087,000
22	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	1.5	\$4,081,600
23	Heather M. Richardson	NVR, INC.	6	\$3,940,835
24	Laura M Snyder	American Premier Realty, LLC	8.5	\$3,759,000
25	Matthew D Rhine	Keller Williams Legacy	10.5	\$3,705,000
26	Carol L Tinnin	RE/MAX Leading Edge	5	\$3,696,710
27	Nickolaus B Waldner	Keller Williams Realty Centre	8.5	\$3,654,045
28	Amelia Whitman	Long & Foster Real Estate, Inc.	2.5	\$3,646,250
29	Anne Marie Balcerzak	AB & Co Realtors, Inc.	4	\$3,594,900
30	Katharine J Hopkins	Coldwell Banker Realty	1.5	\$3,549,505
31	Sam Gupta	EXP Realty, LLC	9	\$3,528,490
32	William J Ganz III	Ganz Exclusive Real Estate	1	\$3,463,200
33	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	7	\$3,448,538
34	Kim Barton	Keller Williams Legacy	9	\$3,418,500
35	DeAnna W Miller	Long & Foster Real Estate, Inc.	4	\$3,351,750
36	Elizabeth S Montaner	Coldwell Banker Realty	0.5	\$3,339,505
37	Jessica N Sauls	VYBE Realty	7	\$3,309,000
38	Joshua Shapiro	Douglas Realty, LLC	6	\$3,254,900
39	Biana Arentz	Coldwell Banker Realty	2	\$3,240,000
40	Un H McAdory	Realty 1 Maryland, LLC	5.5	\$3,221,820
41	Sunna Ahmad	Cummings & Co. Realtors	4	\$3,135,400
42	Colleen M Smith	EXP Realty, LLC	3	\$3,065,730
43	Creig E Northrop III	Northrop Realty	5	\$3,011,000
44	James T Weiskerger	Next Step Realty	6	\$2,968,000
45	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	6.5	\$2,932,500
46	Erica M Washington	Coldwell Banker Realty	6	\$2,850,900
47	Ryan R Briggs	Anne Arundel Properties, Inc.	6	\$2,830,000
48	Benjamin J Garner	Cummings & Co. Realtors	7	\$2,779,800
49	Elizabeth C Dooner	Coldwell Banker Realty	3	\$2,772,044
50	Tony Migliaccio	Long & Foster Real Estate, Inc.	4	\$2,715,000



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TOP 150 STANDINGS • BY VOLUME

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
51	Kelly Schuit	Kelly and Co Realty, LLC	5	\$2,698,990
52	Robert A Commodari	EXP Realty, LLC	5	\$2,665,000
53	Sayed Ali Haghgoo	EXP Realty, LLC	4.5	\$2,652,450
54	Gary A Schneider	Long & Foster Real Estate, Inc.	1	\$2,650,000
55	Julie Dinko	Douglas Realty, LLC	3	\$2,610,844
56	Bobbi D Farquhar	Engel & Volkers Annapolis	1	\$2,600,000
57	Daniel Borowy	Redfin Corp	4	\$2,585,250
58	Veronica A Sniscak	Compass	5	\$2,576,450
59	Victor Pascoe	Keller Williams Select Realtors of Annapolis	2	\$2,570,000
60	Jeannette A Westcott	Keller Williams Realty Centre	6	\$2,547,300
61	Jennifer Chino	Compass	3	\$2,514,000
62	Mark Richa	Cummings & Co. Realtors	4	\$2,482,589
63	Jeremy Batoff	Compass	2.5	\$2,480,000
64	Vincent Principe	Keller Williams Flagship	6	\$2,464,400
65	Reid Buckley	Long & Foster Real Estate, Inc.	2	\$2,462,500
66	Jessica L Young-Stewart	RE/MAX Executive	4	\$2,430,000

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

RANK	NAME	OFFICE	SALES	TOTAL
67	Samantha Bongiorno	RE/MAX Advantage Realty	4	\$2,376,635
68	Zugell Jamison	Cummings & Co. Realtors	5.5	\$2,360,000
69	Robert Swarm	Keller Williams Select Realtors of Annapolis	3	\$2,298,300
70	Liliana Vallario	EXP Realty, LLC	4.5	\$2,285,000
71	Lee R. Tessier	EXP Realty, LLC	5	\$2,258,200
72	Sergey A Taksis	Long & Foster Real Estate, Inc.	5	\$2,238,305
73	Carol Eaton	Coldwell Banker Realty	3	\$2,200,000
74	Anthony M Friedman	Northrop Realty	2.5	\$2,166,500
75	Tony A Zowd	Coldwell Banker Realty	5	\$2,165,000
76	Sophia Chedrauy	EXP Realty, LLC	4.5	\$2,160,000
77	Donald L Beecher	Redfin Corp	7	\$2,144,900
78	Markus " Mager	Redfin Corp	4.5	\$2,128,000
79	Christopher T Dreher	EXP Realty, LLC	4	\$2,120,000
80	Ricky Cantore III	RE/MAX Advantage Realty	4	\$2,115,100
81	Corey N Campbell	EXP Realty, LLC	3.5	\$2,109,850
82	David Orso	Berkshire Hathaway HomeServices PenFed Realty	3	\$2,102,500
83	Melissa A Chick	Engel & Volkers Annapolis	2	\$2,089,000
84	Blair Kennedy	Keller Williams Realty Centre	2.5	\$2,080,500
85	James P Schaecher	Keller Williams Flagship	3	\$2,077,450
86	Greg M Kinnear	RE/MAX Advantage Realty	3	\$2,054,900
87	Shelley Baden	Berkshire Hathaway HomeServices PenFed Realty	2	\$2,050,000
88	F. Aidan Surlis	RE/MAX Leading Edge	3	\$2,044,900
89	Gylian Peter Page	Hyatt & Company Real Estate, LLC	6	\$2,040,000
90	Romeo Santos III	Coldwell Banker Realty	3	\$2,021,000
91	Allen J Stanton	RE/MAX Executive	4	\$1,996,900
92	Robert J Lucido	Keller Williams Lucido Agency	3.5	\$1,993,500
93	Lauren Shapiro	Long & Foster Real Estate, Inc.	2	\$1,988,500
94	Matthew P Wyble	Next Step Realty	3	\$1,987,500
95	Lauren Hess	American Premier Realty, LLC	4	\$1,972,000
96	Robert Kansler	Berkshire Hathaway HomeServices Homesale Realty	4	\$1,958,000
97	Joanna W Chaffee	EXP Realty, LLC	4	\$1,957,000
98	Elizabeth Keyser	VYBE Realty	6	\$1,948,500
99	Courtney S Pleiss	EXP Realty, LLC	2	\$1,945,000
100	Kathryn Liscinsky	Compass	3	\$1,935,000



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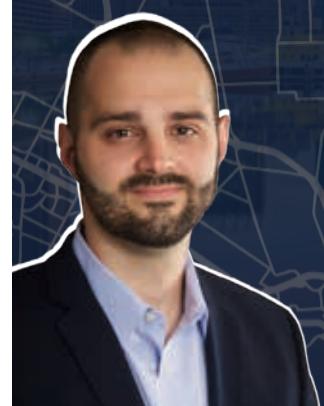
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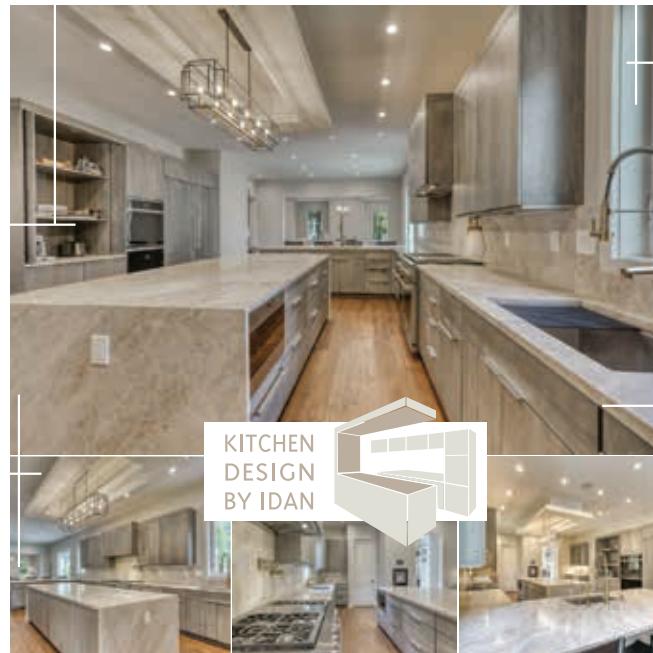
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TOP 150 STANDINGS • BY VOLUME

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

Based on MLS data for agents in Baltimore City, Baltimore County, Anne Arundel County, Howard County, Carroll County and Harford County

RANK	NAME	OFFICE	SALES	TOTAL
101	Tania Habib	Krauss Real Property Brokerage	2	\$1,929,000
102	Denise R Patrick	Long & Foster Real Estate, Inc.	3	\$1,922,500
103	Timothy Langhauser	Compass Home Group, LLC	4	\$1,908,000
104	Sonia M Graham	Douglas Realty, LLC	3	\$1,896,000
105	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	3	\$1,884,990
106	Jenn Schneider	Neighborhood Assistance Corporation of America	6	\$1,883,930
107	Jennifer A Bayne	Long & Foster Real Estate, Inc.	5	\$1,882,000
108	Mitchelle Ann Santayana	Keller Williams Lucido Agency	3.5	\$1,880,000
109	Brian D Saver	Long & Foster Real Estate, Inc.	3	\$1,877,500
110	Liz A. Ancel	Cummings & Co. Realtors	7	\$1,853,000
111	Suzanne M Lenox	Douglas Realty LLC	3	\$1,842,000
112	Jeremy S Walsh	Coldwell Banker Realty	2	\$1,840,000
113	Trent C Gladstone	The KW Collective	4	\$1,822,400
114	Joseph Warren Avampato	Alberti Realty, LLC	7	\$1,821,000
115	Mary Ann M Zaruba	RE/MAX Executive	2	\$1,820,000
116	Azam M Khan	Long & Foster Real Estate, Inc.	4	\$1,807,200
117	Kelle M Sawers	Compass	2	\$1,800,100
118	Jennifer R Wolff	Real Estate Professionals, Inc.	4	\$1,800,000
119	Chance Hazelton	Northrop Realty	2	\$1,792,000
120	Betsy Brown	Long & Foster Real Estate, Inc.	4	\$1,775,900
121	Sherry Nally	Berkshire Hathaway HomeServices Homesale Realty	1	\$1,775,000
122	Jamie A Angichiodo	RE/MAX Leading Edge	2	\$1,770,000
123	Jeffrey S Mohler	Mohler and Gary Realtors LLC	3	\$1,760,000
124	Michael S Lathroum	Compass	3	\$1,748,000
125	Heather A Schafer Adkins	Long & Foster Real Estate, Inc.	3	\$1,738,500
126	Mary C Gatton	Redfin Corp	2	\$1,720,000
127	James M. Baldwin	Compass	4	\$1,719,800
128	Ronald W. Howard	RE/MAX Advantage Realty	4	\$1,696,500
129	Audrey M Bullock	Cummings & Co. Realtors	4	\$1,691,000
130	Yiwei Chang	Fortune Washington Realty Group LLC	3	\$1,689,990
131	Song M. Hong	Turn Key Homes Litmitied Libability	4	\$1,683,250
132	Moe Farley	Coldwell Banker Realty	2	\$1,679,990
133	Enoch P Moon	Realty 1 Maryland, LLC	4	\$1,677,000
134	Soma Barman	Keller Williams Lucido Agency	1.5	\$1,676,000

RANK	NAME	OFFICE	SALES	TOTAL
135	Barry L Hess	Keller Williams Flagship	4	\$1,676,000
136	Gabriella Vidro	Douglas Realty, LLC	3	\$1,670,000
137	Chad J Robertson	Compass	3	\$1,649,000
138	Robert M Carter Jr.	Douglas Realty, LLC	2.5	\$1,647,500
139	Mike Clevenger	RE/MAX Aspire	3	\$1,645,000
140	Adam Dietrich	NVR, INC.	3	\$1,640,250
141	Thomas Michael Harrison Jr.	VYBE Realty	3	\$1,640,000
142	Nataliya Lutsiv	Cummings & Co. Realtors	2	\$1,630,000
143	Bradley Morsberger	Cummings & Co. Realtors	4.5	\$1,626,000
144	Sherri Hill	Coldwell Banker Realty	2	\$1,600,000
145	Kevin S Bandy	ExecuHome Realty	2	\$1,590,000
146	Carol Snyder	Monument Sotheby's International Realty	1.5	\$1,590,000
147	Wendy T Oliver	Coldwell Banker Realty	2.5	\$1,587,500
148	Thomas F Russell	Cummings & Co. Realtors	2	\$1,570,000
149	Jackie Grove	Fathom Realty MD, LLC	3	\$1,569,900
150	James J Fegan	RE/MAX Executive	3	\$1,566,000

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