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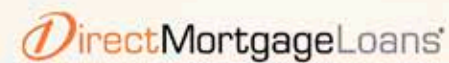
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24 Linda Bova
COVER STORY

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The
Team



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Molly Laurysens
Writer



Pat Rippey
Writer



Abby Isaacs
Writer



Joseph Cottle
Writer



Tara Terhune
Client Concierge Specialist

Coastal Real Producers
2026 Events Calendar


Wednesday, March 11
12 p.m. - 3 p.m.
Toast to the Top
Dogfish Head Brewings & Eats - 320 Rehoboth Ave, Rehoboth Beach, DE 19971
Let's toast to the best in the business! This event will celebrate the Top Agent class of 2026 - the most successful realtors in the Coastal region.

Thursday, May 21
4 p.m. - 7 p.m.
Summer Kick Off Party
Fager's Island - 201 60th St, Ocean City, MD 21842
Summer's here and we're ready to party! Come usher in the heat with the best in Coastal real estate.

Tuesday, August 11
10 a.m. - 2 p.m.
Mastermind
The Landing Bar and Grille - 20301 Charlotte Boulevard, Millsboro, DE 19966
The perfect combination of collaboration, learning, and connecting with top producers on a deeper level.

Wednesday, September 23
Time TBD
Beach Bonfire
Location TBD
A first this year, we're bringing the CRP community together for a fun bonfire night - top agents, vendors, and good vibes all in one beachside spot.

Thursday, November 12
Time TBD
3rd Anniversary Party
Location TBD
Join fellow local top-producing agents and CRP preferred partners for a magical evening to celebrate YOU and our THIRD anniversary as a community. #CheersToThreeYears


Visit CoastalRealProducers.com/agents to get your tickets and stay updated on all upcoming events!



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WELCOME CLASS OF 2026!

As I write this, 2.5 years ago on July 25th 2023, we submitted our very first deadline for *Coastal Real Producers*. And in the six months prior, Colleen had pitched and sold the vision to individuals and businesses. These first Preferred Partners believed that building a community of the best in Coastal real estate was a cause worth investing in.

We hosted our launch party in November of 2023 and the nerves we felt were next level. 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 2.5 years, we have published almost 100 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 100 and then the next, and next, and next...you get it.

In addition to recognizing our Top 300, this year, we're proud to also acknowledge agents ranked #301–600 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 Coastal community.

Here we are for the 3rd time announcing the Top 300 agents. 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.

The website provides valuable resources to help

members make the most of this community. You can visit CoastalRealProducers.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 300 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 has been heavily recommended to me 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
jill@rpmags.com

Coastal 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 *Coastal 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 CoastalRealProducers.com/hello-agents.

As a *Coastal 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 CoastalRealProducers.com/hello-partners.

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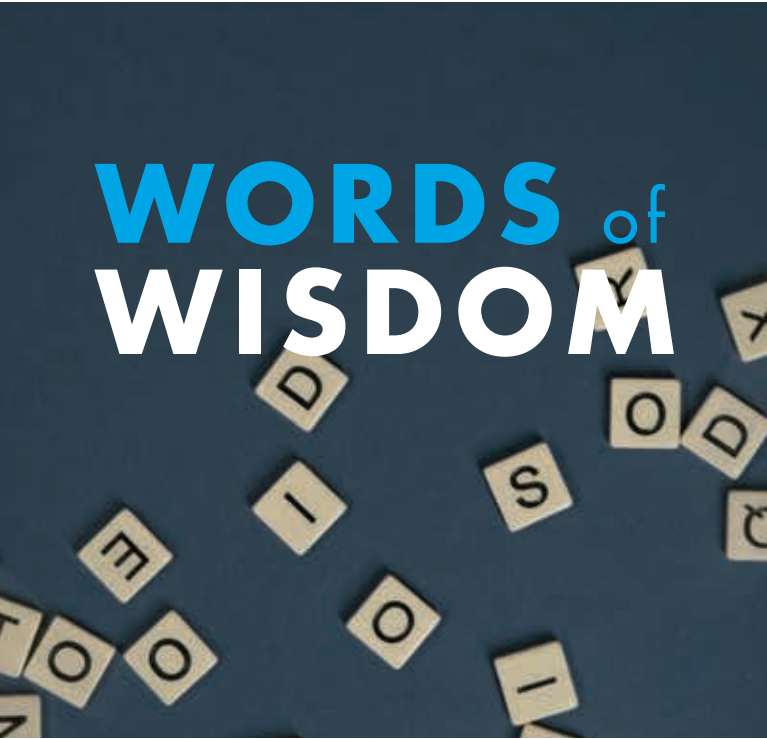
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To celebrate our 2026 Top 300 class, we asked our Coastal Real Producers community to share some words of wisdom and encouragement.

1. Looking back, what lesson did experience teach you that no award, ranking, or production number ever could?

Nicole Callender, Keller Williams Realty: That trust compounds. Relationships, integrity, and consistency outlast any spike in numbers and most importantly, they're what sustain you when seasons change.

Liz Kapp, Long & Foster Real Estate: Experience matters and can be the number one factor when someone is choosing an agent. If you are just starting out, it might be wise to either apprentice under a more experienced agent or join a team. What you can learn from their experiences is invaluable!

Chris Mancini, Esq., Ridgway Law Group: There is no substitute for “been there, done that”, but the rewarding part is that experience typically results in problem solving for clients, which is what we always strive to do.

Dustin Parker, The Parker Group: The numbers never made me better at anything. The failures, the hard conversations, and the people who stuck around did.

Cindy Poremski, Berkshire Hathaway HomeServices: Experience has taught me that relationships are the most important thing. The trust clients place in me, the referrals that come years later, and the long-term relationships I build are what truly define success. Showing up consistently, doing the right thing, and genuinely caring for people is what sustains a successful career in real estate.

Terry “Mr March” Riley, RE/MAX: As most who know me know, I live my life with set goals. One of my favorite sayings is “ a goal without a plan is just a wish. “ To this end, I set goals and document results, however this year I realized I have overlooked the C-word. Yes, I am consistent. But I realized not everyone else is. So now I suggest to my young friends: be consistent.

Amanda Ryan, Jack Lingo REALTOR®: While real estate is a business and we work with numbers every day, it is important to remember that we are ultimately selling more than homes—we are helping clients invest in a lifestyle and a place where memories will be made. For some, it may be a first home; for others, it may be the final home they ever purchase. Never lose sight of the fact that the relationships you build are the most important part of any transaction. Listening carefully and connecting with clients on a personal level is truly invaluable.

Leslie Smith, Sheppard Realty Inc.: Experience taught me that success isn't measured in volume, awards, or rankings, it's measured in trust. Early in my career, I thought the numbers were the proof. But over time, I've learned that the real work is walking people through some of the most emotional and financially important moments of their lives. No award teaches you how to sit with a nervous first-time buyer or help someone through a really hard sale. Only experience does. And that perspective changes not just how you do business, it changes how you show up for people.

Kari Story, SWBC Mortgage Corporation: Kindness and understanding will get you everywhere. If you take time with your clients, show genuine interest in them and put their needs first, your awards and ranking and production will follow.

Danny Tags Taglienti, Keller Williams Realty: Make sure you have all your ducks in a row to be a go-to agent. Lenders, contractors, home inspectors, title companies - build a rapport. They are not just contacts, they are your keys to success.

Veronica Townsend, Weidman & Townsend, P.A.: As a perfectionist, I have always struggled with even the idea of a failure or mistake, but that is where learning and growing happens most.

2. What advice would you offer new Top 300 members for fully engaging with the community, building connections, and maximizing its value?

Nicole Callender, Keller Williams Realty: Show up curious, not competitive. Give generously, ask better questions, follow through, and treat every connection as a long-term relationship, not a transaction.

Liz Kapp, Long & Foster Real Estate: Building a business in real estate is all about relationships and helping your clients to achieve their goals. Continuing to nurture those relationships over time will only continue to help grow your sphere. Be active in your community, whether it be through volunteering,

supporting community events or becoming an advocate for community and government affairs. When you love and support your community...it is easy to sell it too.

Chris Mancini, Esq., Ridgway Law Group: Be bold; everyone is in the same boat and looking to just connect and help each other.

Dustin Parker, The Parker Group: Ask people about their worst year, not their best. That's where the real lessons live, and real connection starts.

Cindy Poremski, Berkshire Hathaway HomeServices: Focus on developing relationships with others in the business. *Coastal Real Producers* is an incredible organization that offers so many opportunities to connect through networking events. I encourage new members to take advantage of these gatherings (we are lucky to have CRP here at the beach!)

Terry “Mr March” Riley, RE/MAX: Charities matter. And you can give time, money, energy, and prayer. Love this town for keeping the local vibe so charitable.

Amanda Ryan, Jack Lingo REALTOR®: Always avoid burning bridges and treat all parties with the utmost respect. Real estate transactions are often complex, and as agents we rely on the expertise and cooperation of many professionals to successfully bring a deal to closing. It truly takes a village, and in a small town those resources can become stretched. Professionalism and kindness

go a long way—no matter how successful you may be.

Leslie Smith, Sheppard Realty Inc.: Go into it with the mindset of building real relationships, not just collecting information. Be present. Be helpful. Be consistent. I've been fortunate to learn from some of the best in this business, and I didn't just collect their advice, I applied it. I used it to become the kind of Realtor I would want representing me or my family. The real value of a community like this isn't what you take from it, it's what you build from it, what you give back, and how you choose to show up every day.

Kari Story, SWBC Mortgage Corporation: Be present. Attend what you can. Get to know not just the professions, but get to know the person first and foremost.

Danny Tags Taglienti, Keller Williams Realty: Communicating with your fellow agents is the key to success. Deals are smoother when agents trust you to do the right thing, work with them, they are not the adversary.

Veronica Townsend, Weidman & Townsend, P.A.: Be authentically you –it will make your professional life that much more fulfilling and rewarding by having genuine connections with other genuine people.

3. What are you most excited about as you look ahead to 2026?

Nicole Callender, Keller Williams Realty: Expanding my impact while simplifying operations...doing fewer things better, with deeper

focus on leadership, legacy, and client experience.

Liz Kapp, Long & Foster Real Estate: I am looking forward to helping more clients move into their next chapter in life, whether it is buying or selling here at the beach!

Chris Mancini, Esq., Ridgway Law Group: Positivity; The market is always challenging one way or another- positivity and excitement are what makes it fun and rewarding.

I HAVE ALWAYS STRUGGLED WITH EVEN THE IDEA OF A FAILURE OR MISTAKE, but that is where learning and growing happens most. -VERONICA TOWNSEND

Dustin Parker, The Parker Group: Exploring new creative projects and being present for a season of change in this industry. Feels like anything's possible.

Cindy Poremski, Berkshire Hathaway HomeServices: I'm excited to keep doing what I love, in a way that aligns with both my professional goals and my personal life.

Terry “Mr March” Riley, RE/MAX: I embrace the ever changing world we live in.

Leslie Smith, Sheppard Realty Inc.: I'm most excited about continuing to sharpen

and refine both personally and professionally. The market is shifting, and with that comes an incredible opportunity to serve clients at a higher level, with more clarity, strategy, and intention. I'm excited about refining how I do business, deepening relationships, and helping more people make smart, confident decisions in a changing market. And honestly, I'm excited about doing it all with more purpose, more balance, and even more gratitude than ever before. Real estate is my passion, but I'm equally passionate about making a positive difference in the town of Ocean City and the community I call home.

Kari Story, SWBC Mortgage Corporation: I'm surrounded by great people... my work family, my blood family and my friends who are also family. When you head into a new year feeling grateful and blessed to have that kind of support (and rates are coming down some)...it's bound to be a good year!

Danny Tags Taglienti, Keller Williams Realty: The market evening out so that both buyers and sellers know that they are getting a good deal. I expect rates to come down, which will bring more buyers to the table. This will bring a balanced market, which benefits everyone. If it is weighed too heavily on one side, the transactions become more difficult.

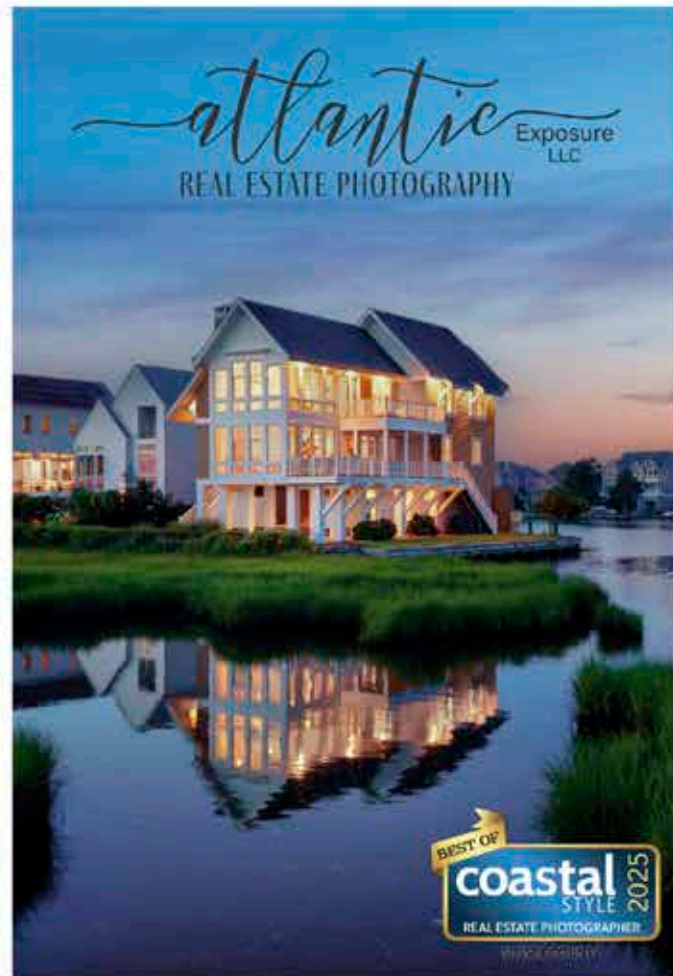
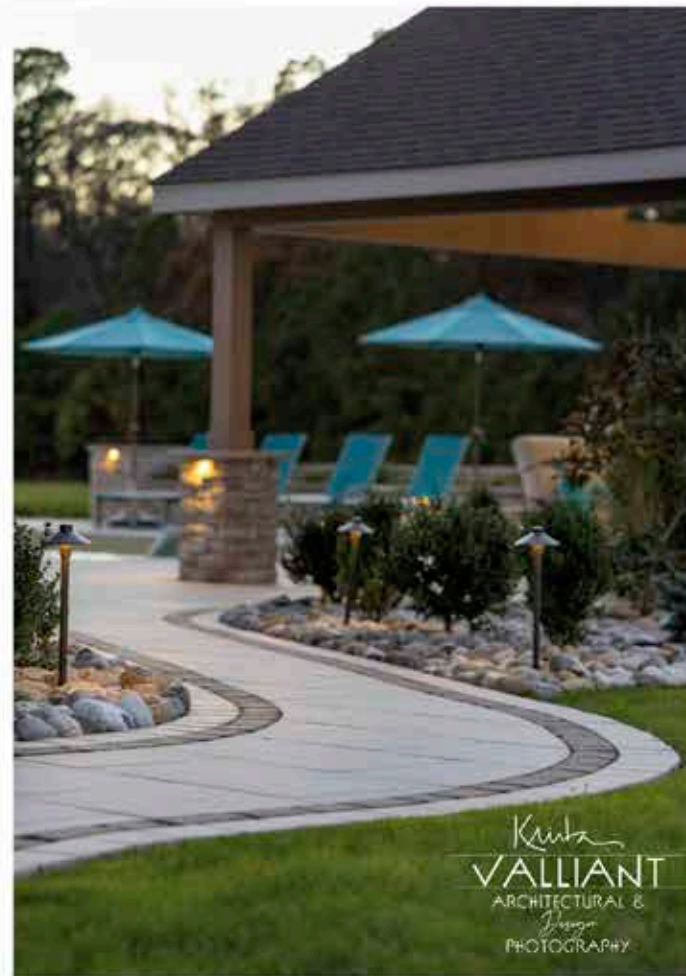
Veronica Townsend, Weidman & Townsend, P.A.: Big exciting change to my business for it to truly reflect me as a person and professional, while better serving my community and my clients.



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JOHN MULLINS

OF HEADWATERS CONSTRUCTION

Home is Where the Trust Is

BY JOSEPH COTTLE
PHOTOS BY
ATLANTIC EXPOSURE

For John Mullins, construction has never been just about buildings. It has always been about people.

“One thing I like people to understand is that I do this for the relationships, not for the money,” John says. That mindset shapes everything he does at Headwaters Construction, from how projects are designed to how he interacts with clients. It is why his business card does not say “owner” or “sales.” It says “customer advocate.”

Headwaters Construction has existed in one form or another for nearly 27 years, but the business John runs today is the product of decades spent learning the trades from the inside out. After high school, he traveled up and down the East Coast doing high-rise construction work and running cranes. Eventually, the constant travel wore on him, and he decided to stay closer to home. He entered the electrical trade, steadily working his way toward his electrical license. From there, his curiosity took over.

“Once I got that license, of course, I was on jobs with plumbers and HVAC guys and carpenters,” he says. “So I kind of picked up all those things, and then over time, I just started to obtain the knowledge of overall

construction.” Over the years, he added more certifications and licenses, building a foundation broad enough to support the type of company he wanted to create.

That vision came from watching property owners struggle. As an electrical subcontractor, John saw how frustrating it was for clients to coordinate multiple trades, but he also knew that hiring a traditional general contractor often drove costs far beyond what people expected. “No homeowner, no property manager, no property owner wanted to deal with each individual subcontractor,” he says. “But then to hire a GC, you’re exploding your budget.” Headwaters emerged as his solution: a single point of contact who stays deeply involved, without losing the personal, trade-by-trade attention.

John does not describe himself as a typical general contractor. “I’m a personal contractor,” he says. While he no longer carries tools onto job sites, he is immersed in every detail. “My tool now is a pencil,” he says. “I’m hands-on from start to finish. I actually get involved in the minutia of everything.” He oversees how things are built, how they meet code, and how they fit a client’s long-term needs.

That approach is rooted in how seriously he takes trust. “I treat people’s homes like I treat mine,” John says. “The trust is more important than the actual bottom line. I’d much rather get Christmas cards than I would complaints.” He answers his phone at dinner. He stays involved when projects are finished. He wants clients to feel safe, comfortable, and confident in the spaces he helps create.

John grew up in Denton, Maryland, and though he lived in other parts of the state, he

eventually returned. Home, to him, “means a place where you feel safe and comfortable,” and that definition carries into his work. Headwaters today handles everything from light commercial projects to residential builds and remodels, operating across Maryland and Delaware. John recently began expanding into specialized divisions like roofing, but his goal remains the same. “I want to get bigger, but I don’t want to lose the personal feel,” he says.

Outside of work, John enjoys traveling, fishing, and spending time with his family. He has three children and three grandkids, and he appreciates anything that clears his head, whether that is being out on the water or exploring a new place.

Still, his business reflects who he is. “You can buy roofing shingles, you can buy windows, you can buy a kitchen countertop from a lot of people,” he says. “The only difference is you’re buying *me*.”



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LINDA BOVA

ROOTED in RELATIONSHIPS

For nearly three decades, Linda Bova has built her real estate career the same way she's built her life: by putting down roots, showing up for people, and trusting that relationships matter more than transactions.

Linda's professional life started in a very different world, working in the restaurant business, then insurance for 13 years, and then finally bartending while earning her real estate license. All of that hands-on customer-facing experience taught her how to read people, how to listen, and how to make someone feel comfortable the moment they met her. And her time behind the bar gave her more than a paycheck; it gave her a headstart on her real estate career, although she didn't realize it at the time.

"I talked to everybody," Linda says. "You learn how to connect, how to listen, and how to make people feel at ease. That's still what I do every day."

In 1998, there were no online courses for real estate, so Linda left her career in insurance management and enrolled in the full schedule of day courses at DelTech Community College. She went back to bartending in the evenings as she had done in the late 1970s when attending Salisbury University after high school.

"I was bartending and started real estate at the same time," Linda says. "I kind of leveraged both." Bartending ended up being a database goldmine for the leads that would earn her the rookie of the year award in 1998.

Linda stepped into an industry that would soon test her resilience, creativity, and commitment. What started as a side step quickly became a calling. Linda realized she had found work that fit both her personality and her values.

Almost immediately, her background began to pay off.



The relationships she had built over years in restaurants didn't disappear when she changed careers. They followed her. People she already knew and trusted started reaching out. Word spread. One conversation led to another.

"It took a few years," she says. "But eventually, people started calling me instead of me calling them."

From the beginning, Linda gravitated toward a niche many agents overlook: manufactured and modular homes. Where others saw limitations, she saw opportunity. She learned the details, the regulations, the financing challenges, and the misconceptions. She became an advocate for a segment of buyers who often needed someone willing to truly understand their options.

"I never really fit into a box," Linda says. "So I didn't build a business that fit into one, either."

That independent streak eventually led her to open her own brokerage, The SEA BOVA Associates, in 2003. It was a bold move, especially for someone still early in her real estate career. Of course, just a few years after launching her brokerage, the housing market collapsed. Linda's first five years in business as a

broker-owner landed directly in the teeth of the Great Recession.

"That was a heck of a time," she says. "You either figured it out, or you didn't survive."

Linda figured it out. She stayed close to her clients and her community. Instead of retreating, she leaned in. Those years reshaped how she worked and deepened why she worked.

"You learn really quickly that you're not just selling houses," she says. "You're helping people through real life."

That perspective still drives her today. After nearly 28 years in real estate, what keeps Linda motivated isn't volume, awards, or market share. It's people. It's the moment when stress turns into relief. It's the call after

closing. It's the long relationships that stretch across decades.

"I love seeing people get to the next chapter," she says. "Whether it's their first home, their last home, or something in between, I get to be part of that."

Linda's love for real estate is inseparable from her love for where she lives. Based along the Delaware coast, she's deeply rooted in the area she serves. She lives in Lewes, working out of Rehoboth Beach, and the rhythm of coastal life suits her.

"There's just something about being near the water," she says. "It resets you."

That sense of reset matters to Linda, because her days can be demanding. When she's not working, she's intentional about doing things that recharge her. She loves dancing. She loves massages and taking care of her health. She plays pool in a shed she built five years ago. She gardens, growing tomatoes, herbs, and flowers, tending to both beauty and function.

"I definitely have a green thumb," she says, describing her favorite flowers, her healthy tomato plants, and the fruit from the citrus trees she's tended in her yard.

"Whether it's their first home, their last home, or something in between,

I GET TO BE PART

OF THAT.

She also loves the quiet rituals of home life: watching birds, spotting owls near her house, caring for plants through the winter, and creating spaces that feel lived in. These details aren't separate from her professional life. They inform it. They remind her what home is supposed to feel like.

That authenticity is why Linda still loves what she does after nearly three decades. It's why clients

come back. It's why their kids call her. It's why she continues to evolve instead of burn out.

"This business has given me a life," Linda says. "And I'm grateful for it."

For Linda Bova, real estate has never just been a career. It's been a vehicle for connection, a front-row seat to people's stories, and a way to stay woven into the community she calls home.



are constantly connecting our community members with each other online.

Q. Who are the Preferred Partners?

A. The Coastal Real Producer 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 300 agents along with other members of this community, so you know you are in good hands. Visit CoastalRealProducers.com/agents and click “Meet our Preferred Partners” to view and download the current list (updated monthly).

Q. How are the Top 300 agents determined?

A. At the beginning of each new calendar year, we use a third party create a report of the previous year’s closed volume in the MLS. Visit CoastalRealProducers.com/agents and scroll down to this exact question in the FAQ section for a link to a helpful video that explains exactly how the data is calculated and what criteria is used to generate the report.

Q. How can I refer a local business to join CRP 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@rpmags.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 features chosen?

A. Individual agents who have been nominated by the local real estate community are considered to be featured in our monthly publication of *Coastal Real Producers*. Once nominated, there are a few subsequent steps to determine if and when their story can be featured on our pages. The individuals and groups of agents we feature do NOT pay for the article; this is NOT a “pay-to-play” magazine. To nominate an agent (or yourself!), visit coastalrealproducers.com, scroll down and click the “nominate an agent” button and fill out the short form.

Q. Are there any other opportunities to participate in the magazine?

A. Of course! We invite you to contribute content by writing articles to add value to our readership. Our writing team can help with ideas, structure, flow and proofreading. If you’re interested in writing content, email us ops@rpmags.com and we can talk it through and get you published!

Q. What is the purpose of this community?

A. Our mission is to connect, elevate and inspire the best in Coastal 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 and hosting regular gatherings to help connect the top real estate agents with our Preferred Partners.

Q. As a Top 300 agent, how much does a membership to Coastal Real Producers cost?

A. Nothing! It’s completely free to you as a top 300 agent. How? The *Coastal 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 *Coastal Real Producers* magazine and sponsor our events, which removes all cost to you as a Top 300 agent.

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

A. **Face-to-Face:** You’re invited to all our exclusive *Coastal Real Producers* events (see our event calendar in this issue and at CoastalRealProducers.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 the website.

Online: You’re invited to join our private community Facebook group (link to join is on CoastalRealProducers.com/agents), and use this page to find and connect with our Preferred Partners. Need a referral or service? Just ask, we

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Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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	30	\$20,888,180
2	Dustin Oldfather	Compass	7.5	\$4,230,945
3	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	7	\$3,248,700
4	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	6	\$5,045,149
5	MICHAEL KENNEDY	Compass	6	\$4,070,295
6	Jaime Hurlock	Long & Foster Real Estate, Inc.	6	\$2,486,505
7	Marti Hoster	ERA Martin Associates	6	\$1,669,500
8	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	5	\$3,266,000
9	Kevin E Decker	Coastal Life Realty Group LLC	5	\$1,670,000
10	Terence A. Riley	RE/MAX Advantage Realty	4.5	\$3,825,800
11	PAUL TOWNSEND	Jack Lingo - Lewes	4	\$4,530,708
12	Joseph Wilson	Coastal Life Realty Group LLC	4	\$2,975,000
13	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	4	\$2,753,900
14	Brian Donahue	Long & Foster Real Estate, Inc.	4	\$2,578,000
15	Mary SCHROCK	Northrop Realty	4	\$1,951,595
16	Ryan Haley	Atlantic Shores Sotheby's International Realty	4	\$1,657,500
17	Russell G Griffin	Keller Williams Realty	4	\$1,608,500
18	Timothy Dennis	Coldwell Banker Realty	4	\$1,390,000
19	William P Brown	Keller Williams Realty	4	\$1,324,674
20	BRIAN G SHANNON	The Real Estate Market	4	\$1,239,900
21	Robyn Alicia Kaspersky	Vision Realty Group of Salisbury	4	\$949,990
22	C.D. Hall	Hall Realty	4	\$783,000
23	LINDA BOVA	SEA BOVA ASSOCIATES INC.	4	\$684,900
24	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	4	\$684,900
25	LESLIE KOPP	Long & Foster Real Estate, Inc.	3.5	\$5,039,005
26	Chris Jett	RE/MAX Advantage Realty	3.5	\$3,465,800
27	Brigit R Taylor	Keller Williams Realty	3.5	\$2,000,711
28	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	3.5	\$1,455,290
29	William Bjorkland	Coldwell Banker Realty	3.5	\$1,394,000
30	TONY FAVATA	Elevated Real Estate Solutions	3.5	\$830,450
31	STACI WALLS	NextHome Tomorrow Realty	3	\$4,565,000
32	Grant K Fritschle	Keller Williams Realty Delmarva	3	\$3,429,000
33	Andy Whitescarver	RE/MAX Realty Group Rehoboth	3	\$3,217,500
34	DANIEL R LUSK	McWilliams/Ballard, Inc.	3	\$2,540,698

RANK	NAME	OFFICE	SALES	TOTAL
35	SUZANNE MACNAB	RE/MAX Coastal	3	\$2,281,000
36	Robert Taylor	Keller Williams Realty	3	\$2,149,000
37	Debbie Reed	RE/MAX Realty Group Rehoboth	3	\$2,067,000
38	Shawn Kotwica	Coldwell Banker Realty	3	\$1,751,500
39	DANIEL TAGLIENTI	Keller Williams Realty	3	\$1,695,000
40	Judith Dourgarian	Northrop Realty	3	\$1,666,000
41	ANTHONY SACCO	RE/MAX Associates	3	\$1,636,500
42	Sandra L Dougan	Berkshire Hathaway HomeServices PenFed Realty - OP	3	\$1,535,000
43	Nicholas Bobenko	Coastal Life Realty Group LLC	3	\$1,512,000
44	Erin S. Lee	Keller Williams Realty	3	\$1,424,925
45	Heather Ann Brummell	Keller Williams Realty	3	\$1,118,400
46	Whitney Ann Elliott	Coldwell Banker Realty	3	\$1,100,000
47	Samantha Kay Jackson	Keller Williams Realty	3	\$1,023,990
48	Gregory Johnson	ERA Martin Associates	3	\$1,018,000
49	Renee Parker	Keller Williams Realty	3	\$1,000,990
50	RICHARD BENNETT	Coldwell Banker Premier - Seaford	3	\$936,000

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 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 UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Brooks R Decker	Coastal Life Realty Group LLC	3	\$908,000
52	Jaime Cortes	Coldwell Banker Realty	3	\$891,350
53	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	3	\$889,390
54	Jorge Chavez	Iron Valley Real Estate at The Beach	3	\$880,000
55	BILL CULLIN	Long & Foster Real Estate, Inc.	3	\$858,000
56	Sally Todd Stout	Berkshire Hathaway HomeServices PenFed Realty - OP	3	\$845,000
57	Jennifer Demarest	The Parker Group	3	\$819,000
58	Charlene Spence	The Spence Realty Group	3	\$798,000
59	Adam U Monico	Coldwell Banker Realty	3	\$784,900
60	Darron Whitehead	Whitehead Real Estate Exec.	3	\$757,500
61	Rebecca Lewis	Century 21 Harbor Realty	3	\$679,487
62	Donna Harrington	Coldwell Banker Realty	3	\$678,500
63	Erin Marie Baker	Keller Williams Realty	3	\$675,000
64	Gordon A a Basht	Potnets Homes LLC	3	\$487,000
65	SHAUN TULL	Jack Lingo - Rehoboth	2.5	\$3,377,500
66	TERESA MARSULA	Long & Foster Real Estate, Inc.	2.5	\$1,437,500

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 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.

RANK	NAME	OFFICE	SALES	TOTAL
67	Dustin Oldfather	Compass	2.5	\$1,171,500
68	Jose Quinones	Linda Vista Real Estate	2.5	\$853,500
69	Bethany A. Drew	Hileman Real Estate-Berlin	2.5	\$720,500
70	Valerie P Brown	Coldwell Banker Realty	2.5	\$584,500
71	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	2.5	\$494,850
72	LANA WARFIELD	Berkshire Hathaway HomeServices PenFed Realty	2.5	\$355,000
73	Jessica White Harrison	Patterson-Schwartz-Rehoboth	2.5	\$346,000
74	TJARK BATEMAN	Jack Lingo - Rehoboth	2	\$4,400,000
75	BRYCE LINGO	Jack Lingo - Rehoboth	2	\$4,215,000
76	TIFFINI ANDERSON	Jack Lingo - Rehoboth	2	\$2,745,000
77	CARRIE LINGO	Jack Lingo - Lewes	2	\$2,690,000
78	Gary R Thill	Coldwell Banker Realty	2	\$2,670,000
79	Brian K Barrows	Monument Sotheby's International Realty	2	\$2,152,500
80	JENNIFER BARROWS	Monument Sotheby's International Realty	2	\$2,152,500
81	JOHN RISHKO	Patterson-Schwartz-Rehoboth	2	\$1,780,000
82	Beatrice Maggio	JACK LINGO MILLSBORO	2	\$1,710,000
83	Joe Loughran	Long & Foster Real Estate, Inc.	2	\$1,590,000
84	Barbara (Babs) Morales	Berkshire Hathaway HomeServices PenFed Realty	2	\$1,580,000
85	Daniel Clayland	Coldwell Banker Realty	2	\$1,575,000
86	RIESS LIVAUDAIS	Jack Lingo - Lewes	2	\$1,554,000
87	Matthew Lunden	Keller Williams Realty	2	\$1,522,500
88	STEPHEN MORGAN	Keller Williams Realty	2	\$1,480,000
89	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	2	\$1,444,800
90	LISA M JACKSON	Engel & Volkers Ocean City	2	\$1,420,000
91	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	2	\$1,418,500
92	BLAIR CHERICO	Monument Sotheby's International Realty	2	\$1,399,000
93	Cory Mayo	Compass	2	\$1,345,000
94	Nina Littleton	Coldwell Banker Realty	2	\$1,322,500
95	Walter Stucki	RE/MAX Realty Group Rehoboth	2	\$1,300,000
96	Timothy O McLane	Iron Valley Real Estate Ocean City	2	\$1,280,000
97	Shannon L Smith Hunt	Northrop Realty	2	\$1,272,000
98	Mitchell G. David	Sheppard Realty Inc	2	\$1,255,000
99	Harlan R Blades	Iron Valley Real Estate at The Beach	2	\$1,240,000
100	CHRISTINE MCCOY	Coldwell Banker Realty	2	\$1,235,000

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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Jan. 31, 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	30	\$20,888,180
2	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	6	\$5,045,149
3	LESLIE KOPP	Long & Foster Real Estate, Inc.	3.5	\$5,039,005
4	STACI WALLS	NextHome Tomorrow Realty	3	\$4,565,000
5	PAUL TOWNSEND	Jack Lingo - Lewes	4	\$4,530,708
6	TJARK BATEMAN	Jack Lingo - Rehoboth	2	\$4,400,000
7	Dustin Oldfather	Compass	7.5	\$4,230,945
8	BRYCE LINGO	Jack Lingo - Rehoboth	2	\$4,215,000
9	MICHAEL KENNEDY	Compass	6	\$4,070,295
10	Terence A. Riley	RE/MAX Advantage Realty	4.5	\$3,825,800
11	Chris Jett	RE/MAX Advantage Realty	3.5	\$3,465,800
12	Grant K Fritschle	Keller Williams Realty Delmarva	3	\$3,429,000
13	SHAUN TULL	Jack Lingo - Rehoboth	2.5	\$3,377,500
14	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	5	\$3,266,000
15	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	7	\$3,248,700
16	Andy Whitescarver	RE/MAX Realty Group Rehoboth	3	\$3,217,500

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RANK	NAME	OFFICE	SALES	TOTAL
17	Joseph Wilson	Coastal Life Realty Group LLC	4	\$2,975,000
18	Lucius Webb	Jack Lingo - Rehoboth	1	\$2,900,000
19	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	4	\$2,753,900
20	TIFFINI ANDERSON	Jack Lingo - Rehoboth	2	\$2,745,000
21	CARRIE LINGO	Jack Lingo - Lewes	2	\$2,690,000
22	Gary R Thill	Coldwell Banker Realty	2	\$2,670,000
23	Brian Donahue	Long & Foster Real Estate, Inc.	4	\$2,578,000
24	DANIEL R LUSK	McWilliams/Ballard, Inc.	3	\$2,540,698
25	Jaime Hurlock	Long & Foster Real Estate, Inc.	6	\$2,486,505
26	CANDY WILLIAMS	Long & Foster Real Estate, Inc.	0.5	\$2,480,625
27	Kimberly Lear Hamer	Monument Sotheby's International Realty	1	\$2,400,000
28	Tim Velasco	ERA Martin Associates	1	\$2,400,000
29	AMANDA RYAN	Jack Lingo - Rehoboth	1.5	\$2,362,500
30	William Barry	Jack Lingo - Rehoboth	1	\$2,287,500
31	SUZANNE MACNAB	RE/MAX Coastal	3	\$2,281,000
32	Brian K Barrows	Monument Sotheby's International Realty	2	\$2,152,500
33	JENNIFER BARROWS	Monument Sotheby's International Realty	2	\$2,152,500
34	Robert Taylor	Keller Williams Realty	3	\$2,149,000
35	Carol J. Materniak	Long & Foster Real Estate, Inc.	1	\$2,100,000
36	Debbie Reed	RE/MAX Realty Group Rehoboth	3	\$2,067,000
37	Brigit R Taylor	Keller Williams Realty	3.5	\$2,000,711
38	Mary SCHROCK	Northrop Realty	4	\$1,951,595
39	SANDY GREENE	Keller Williams Realty	1	\$1,900,000
40	Kathy Murphy	Keller Williams Realty	1	\$1,900,000
41	JOHN RISHKO	Patterson-Schwartz-Rehoboth	2	\$1,780,000
42	Shawn Kotwica	Coldwell Banker Realty	3	\$1,751,500
43	Beatrice Maggio	JACK LINGO MILLSBORO	2	\$1,710,000
44	DANIEL TAGLIENTI	Keller Williams Realty	3	\$1,695,000
45	Kevin E Decker	Coastal Life Realty Group LLC	5	\$1,670,000
46	Marti Hoster	ERA Martin Associates	6	\$1,669,500
47	Judith Dourgarian	Northrop Realty	3	\$1,666,000
48	Ryan Haley	Atlantic Shores Sotheby's International Realty	4	\$1,657,500
49	ANTHONY SACCO	RE/MAX Associates	3	\$1,636,500
50	Justin Noble	Monument Sotheby's International Realty	1	\$1,625,000

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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Russell G Griffin	Keller Williams Realty	4	\$1,608,500
52	Sterling Townsend	Coldwell Banker Realty	1	\$1,600,000
53	Joe Loughran	Long & Foster Real Estate, Inc.	2	\$1,590,000
54	STEPHEN MCNULTY	Long & Foster Real Estate, Inc.	1	\$1,585,000
55	Barbara (Babs) Morales	Berkshire Hathaway HomeServices PenFed Realty	2	\$1,580,000
56	Daniel Clayland	Coldwell Banker Realty	2	\$1,575,000
57	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	1	\$1,575,000
58	RIESS LIVAUDAIS	Jack Lingo - Lewes	2	\$1,554,000
59	Sandra L Dougan	Berkshire Hathaway HomeServices PenFed Realty - OP	3	\$1,535,000
60	Matthew Lunden	Keller Williams Realty	2	\$1,522,500
61	Nicholas Bobenko	Coastal Life Realty Group LLC	3	\$1,512,000
62	STEPHEN MORGAN	Keller Williams Realty	2	\$1,480,000
63	ASHLEY BROснаHAN	Long & Foster Real Estate, Inc.	3.5	\$1,455,290
64	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	2	\$1,444,800
65	TERESA MARSULA	Long & Foster Real Estate, Inc.	2.5	\$1,437,500
66	Erin S. Lee	Keller Williams Realty	3	\$1,424,925
67	LISA M JACKSON	Engel & Volkers Ocean City	2	\$1,420,000
68	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	2	\$1,418,500
69	T. EDWARD ROHE	Keller Williams Realty	1	\$1,400,000
70	Brian Foley	Coastal Life Realty Group LLC	1	\$1,400,000
71	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	1	\$1,400,000
72	BLAIR CHERICO	Monument Sotheby's International Realty	2	\$1,399,000
73	William Bjorkland	Coldwell Banker Realty	3.5	\$1,394,000
74	Timothy Dennis	Coldwell Banker Realty	4	\$1,390,000
75	Kevin Thawley	RE/MAX Advantage Realty	1	\$1,350,000
76	Cory Mayo	Compass	2	\$1,345,000
77	William P Brown	Keller Williams Realty	4	\$1,324,674
78	Nina Littleton	Coldwell Banker Realty	2	\$1,322,500
79	Walter Stucki	RE/MAX Realty Group Rehoboth	2	\$1,300,000
80	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	1.5	\$1,295,000
81	Timothy O McLane	Iron Valley Real Estate Ocean City	2	\$1,280,000
82	Shannon L Smith Hunt	Northrop Realty	2	\$1,272,000
83	Mitchell G. David	Sheppard Realty Inc	2	\$1,255,000
84	Jaasiel C Nunez	Compass	1	\$1,247,500

RANK	NAME	OFFICE	SALES	TOTAL
85	Harlan R Blades	Iron Valley Real Estate at The Beach	2	\$1,240,000
86	BRIAN G SHANNON	The Real Estate Market	4	\$1,239,900
87	CHRISTINE MCCOY	Coldwell Banker Realty	2	\$1,235,000
88	Grace Masten	Sea Grace @ North Beach Realtors	1	\$1,225,000
89	Amanda J. Sweigert	Keller Williams Realty Delmarva	2	\$1,225,000
90	WILLIAM MAKOWSKI	Berkshire Hathaway HomeServices PenFed Realty	2	\$1,210,000
91	Craig Hyatt	Coldwell Banker Realty	2	\$1,204,900
92	Dustin Oldfather	Compass	2.5	\$1,171,500
93	Holly Campbell	Coldwell Banker Realty	1.5	\$1,170,000
94	Jennifer A Smith	Keller Williams Realty	2	\$1,166,000
95	Melissa Anderson	Keller Williams Realty	2	\$1,165,000
96	Mary Jo Cole	Keller Williams Realty	2	\$1,150,000
97	Ann Buxbaum	Northrop Realty	1	\$1,150,000
98	Tracy L. Zell	Long & Foster Real Estate, Inc.	1.5	\$1,149,500
99	Paula J Cashion	Coldwell Banker Realty	2	\$1,125,000
100	Heather Ann Brummell	Keller Williams Realty	3	\$1,118,400

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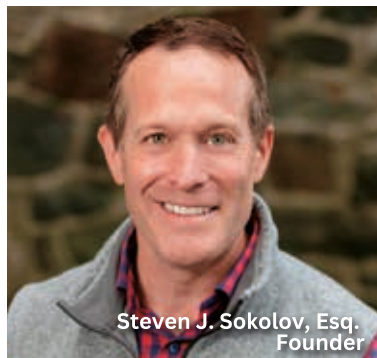
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