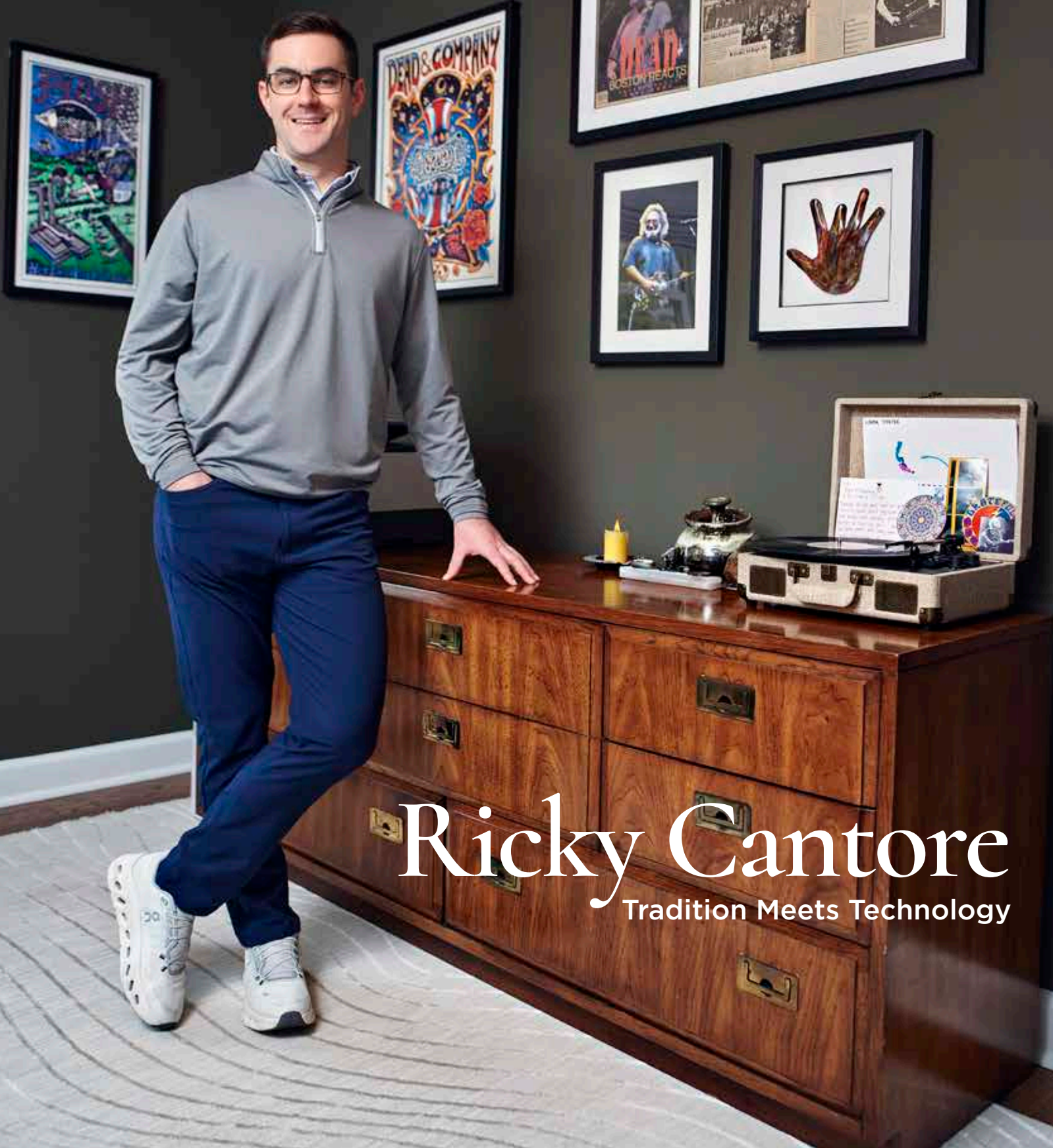


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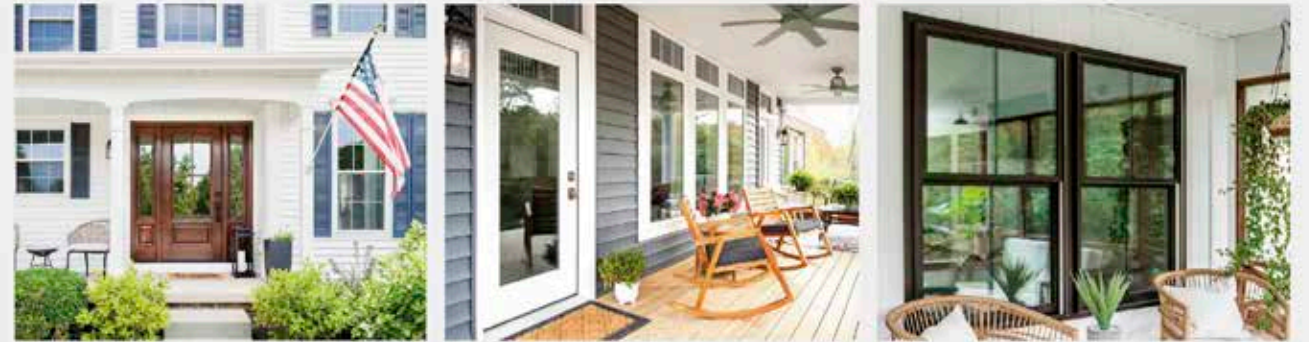
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Convenience Replaced Community

This year was the first time we took Colleen's mom up on her offer to drive us to the airport. She had always offered, but why would we inconvenience her when Uber is available 24/7?

What we weren't recognizing was that she wanted to help us.

Modern life has made it easy to live independently of community. Convenience has replaced dependence, you don't need to borrow a cup of sugar from a neighbor when someone can deliver it to your door.

But this kind of independence, while culturally rewarded, is quietly weakening our neighborhoods. We've shifted from community to transactions.

What's interesting is that people still want this kind of connection. You can feel how meaningful it is when someone asks for help or offers it. It's not that the

instinct has disappeared. It's that our environment no longer requires it.

Let me be clear: I'm not advocating for less convenience. I'm advocating for more connection specifically, connection built through service to one another.

As someone who prides themselves on being able to "do it myself" (my therapist says that's a trauma response, not a badge of honor), I've had to start small and take a few chances.

Here are four simple ways to begin rebuilding community and interdependence:

1. Be the first to go first

Someone has to break the "we don't do that anymore" barrier.

2. Start with consistency, not intensity

Community isn't built on big gestures—it's built on repetition.

3. Create low-pressure interactions

People avoid connection when it feels like a commitment.

4. Normalize asking for help

This is the biggest unlock.

Community doesn't disappear overnight—but it does come back the same way: one small ask, one small favor, one open door at a time.

Warmly,
Jill
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AACAR Convention & Tradeshow Recap

BY HANNAH BENSON



The 2026 AACAR Convention & Tradeshow was held at LIVE! Casino and Hotel on March 5th and centered around the theme “March Towards Success.” The event brought together real estate professionals for a full day of education, networking, and collaboration.

Attendees had the opportunity to earn up to 6 hours of continuing

education through a variety of classes and mastermind sessions covering topics such as ethics, legislative updates, property management, fair housing, tenant rights, financing for new agents, environmental issues in housing, professional development, and strategies for leveraging tools like Google and AI to grow their business.

The tradeshow floor showcased a diverse group of vendors highlighting products and services designed to support today’s real estate professionals.

Throughout the day, attendees connected with colleagues, strengthened existing relationships, and built new ones. A Lunch and Learn session added further value, and the event

wrapped up with a happy hour where people had the chance to reflect and unwind after a full day of programming.

The 2026 AACAR Convention & Tradeshow truly delivered, as it always does, offering a valuable day of education, connection, and professional growth.

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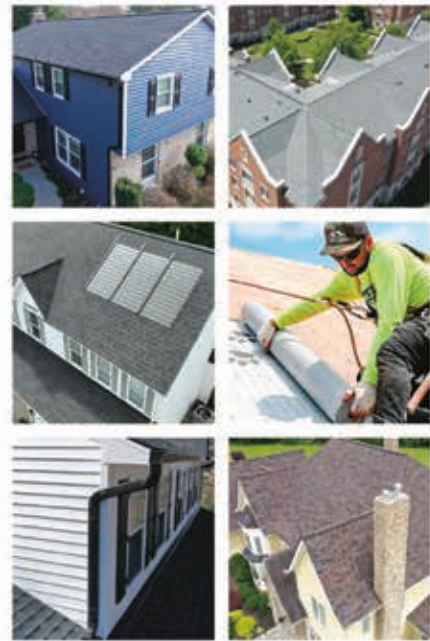
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Mia Capen

BY ABBY ISAACS
PHOTOS BY DAVID STUCK

Following Passion, Building Trust, and Finding Joy in the Journey

M

Mia Capen is proof that it's never too late to discover a new passion—or to fully step into it. Whether she's picking up the drums at 44 or launching a successful real estate career while parenting teenagers, her drive for personal and professional growth has shaped her path through the unexpected.

As a REALTOR® with The Chi Team at REAL Broker LLC, Mia has built her business on a simple but powerful philosophy: do the job exceptionally well, treat people right, and everything else will follow.

“My clients and I often end up friends,” she says. “And I love that.”

That balance—approachable yet fiercely committed—is what sets Mia apart. She brings a relatable, energetic personality to her work, paired with a serious dedication to delivering results. “Your home is a really big deal. You have to feel safe and secure. I take that responsibility personally and will do everything I can to make it a great experience.”

Mia's path to real estate wasn't a straight line, but in many ways, it was inevitable.

She grew up surrounded by the industry—her mother and stepmother both spent more than 30 years as REALTORS®, and her father was a broker. “I saw how hard they worked.

My mom was tied to her phone night and day. But I also saw how successful they were.”

Still, Mia initially carved out her own path, building a career in medical and tech sales before stepping away to raise her two children. In 2022, she made the leap into real estate.

After earning her license, she reached out to a trusted local agent—her then next-door neighbor, Chi Yan—who invited her to join his team. The partnership has become instrumental in her success. “He's been my mentor, my teammate, my friend. We talk constantly, bounce ideas off each other, and work through everything together.”

The duo has built a collaborative, client-focused business—and even a growing TikTok presence, where their Baltimore home tours showcase the charm and diversity of the local market. “We've had people recognize us out in public. It's surreal—and really fun.”

At the heart of Mia's work is a deep love for Baltimore. Since relocating from the Midwest in 2003, she has embraced the city's diversity, character, and range of housing options. “I love the neighborhoods, the architecture, and how every rowhome can look completely different.”

Take her love for the city, pair it with passionate clients—especially first-time buyers—and you've found her sweet spot. She recalls one recent couple who purchased their first home in a transitional Baltimore neighborhood, utilizing city grant programs and putting in their own sweat equity. “They were so excited. Being part of that moment—it's incredibly special.”

Mia is also unwavering in her commitment to honesty. “No one can make someone buy a house, and I wouldn't try to.” Instead, she prides herself on being transparent—even when it means advising a client to walk away from a property they love. “If I see red flags, I'm going to say it. That trust is everything.”

“

If people come back to you, that tells the story.”

That integrity is paying off. In 2025, Mia closed \$4.3 million in sales, and many of her current listings come from repeat clients. “If people come back to you, that tells the story.”

As a single mom of two, Mia is intentional about building a business that allows for both professional success and a full personal life. “I believe in steady growth. I want to be there for my clients, but also for my kids.”

Outside of real estate, her life is just as full. From cheering on her 12-year-old son Weston’s musical pursuits to attending her 15-year-old daughter Camilla’s theater performances, Mia fills every moment. She also volunteers with Pets on Wheels alongside her rescue dog, Rosie, and is a drummer in a local band, Space Horse. “I’m in it for the vibes.” Even “downtime” involves a new hobby: knitting chunky yarn blankets for family and friends.

Whether she’s guiding a first-time buyer, showcasing Baltimore neighborhoods, or playing music, Mia Capen brings the same energy to everything she does: genuine, driven, and invested.

“I should have been doing this for years,” she admits. “But I’m here now—and I love it.”



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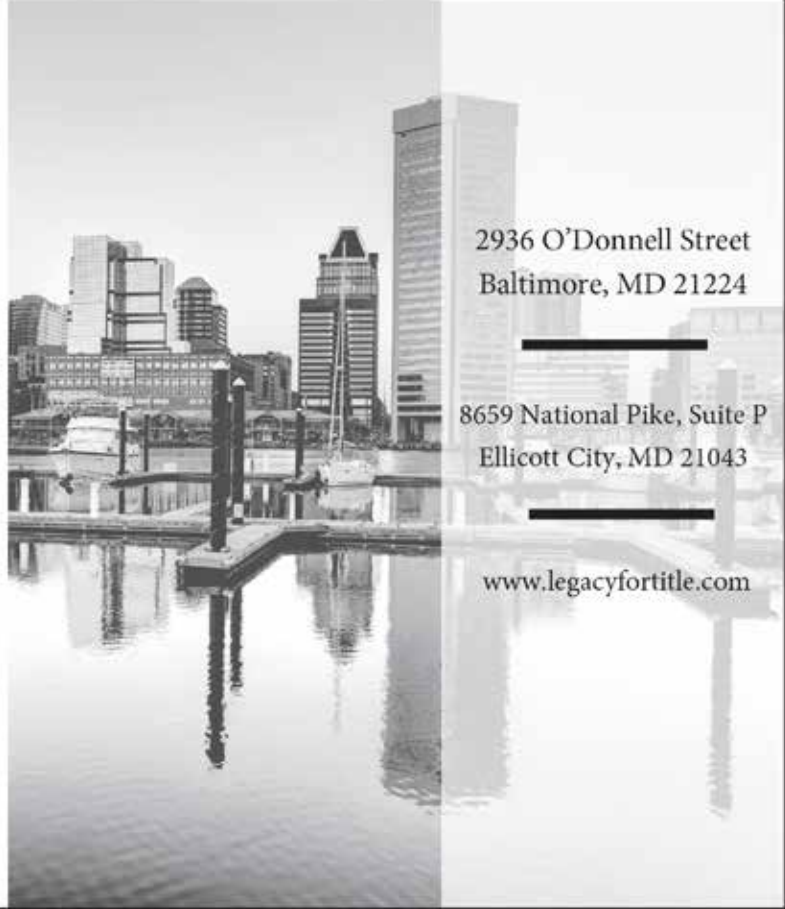
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LIAM JOHNSON

of First American Home Warranty

► At Home with First American

BY JAMIE HAYDEN • PHOTOS BY DAVID STUCK

Championing the Value of Home Warranties

One of Liam Johnson's favorite quotes captures his outlook on life: *The greatest gifts in life aren't found in the plans — they're found in the detours. If you already knew the ending, the journey wouldn't be worth taking.* Or as Liam likes to put it, "Don't wish to be somewhere else in your life. You're exactly where you are meant to be at this moment, so enjoy it."

That philosophy perfectly reflects Liam's circuitous path to First American Home Warranty — a journey he's incredibly grateful for. Originally a history major at Maryland's Salisbury University, Liam always sensed that a career in sales was ahead of him. "I truly love working with people. I love being around people and creating positive experiences."

"Don't wish to be somewhere else in your life. You're exactly where you are meant to be at this moment, so enjoy it."

Turning Goals Into Reality

A gap year after graduation gave him a chance to enjoy a European adventure abroad while visiting his sister and brother-in-law, who were temporarily stationed overseas. Then, after settling back in Maryland, Liam soon found himself working in sales at a home warranty company "to get my foot in the door."

Agents and brokers soon recommended Liam to First American Home Warranty, who reached out to him. "I knew First American had a great reputation. Everybody I spoke with and interviewed with was so professional and courteous."

Grateful for the opportunity that led him to his current role as First American Home Warranty's Area Manager for Maryland & Washington D.C., Liam feels he has truly found a home. "It's great to work for a company whose name people recognize for all the right reasons," he says. "First American Home Warranty is so well regarded that many agents reach out to me as opposed to me scouting them."

Home Ties

The welcoming culture at First American Home Warranty is especially meaningful to Liam, who values that same sense of connection in his close-knit family life. "I have an amazing friend group,

and an amazing family. I love spending time with my family, seeing my sister and brother-in-law whenever I can, and my nephew, who is about to turn one."

Whether he's meeting friends for dinner and drinks, powering through a high-intensity interval training workout at his favorite gym, or unwinding on the beach with a good book, Liam always makes time to build relationships. "I'm constantly seeing agents and networking at events and mixers to make more connections. I love that, and it's a big part of what drew me to sales."

Helping Agents, Helping Homeowners

Helping agents understand home warranties for their clients' benefit is another way Liam strengthens relationships and elevates the value he brings to First American Home Warranty. "Many people can't afford a new HVAC system, or can't afford to replace their hot water heater. And a home warranty can help reduce unexpected repair or replacement costs on covered items. Especially if they just spent the bulk of their funds on a new home."

He even teaches a home warranty workshop for agents in conjunction with brokerages. "An important part of my job is teaching agents about what home warranties are, how they work, how they can help reduce post-sale repair disputes related to covered items, and how they're different from homeowners insurance."

Home Warranty Value

A First American home warranty is a renewable service contract that protects a home's systems and appliances from unexpected repair or replacement costs due to breakdowns of covered items. When a covered item fails from normal wear and tear, First American Home Warranty will send a network service contractor to the home to diagnose the problem. Once coverage is confirmed under the terms of the service contract, they will repair or replace the item, subject to applicable coverage limits, exclusions, and service fees.

Home warranties generally cover systems, such as heating, air conditioning, electrical, and plumbing, along with appliances, including dishwashers, ovens, clothes washers and dryers, and refrigerators — with additional coverage options and upgrades available.*

In contrast, homeowners insurance generally does not cover routine mechanical breakdowns due to normal wear and tear, so a home warranty can help bridge that gap in protection.

A Winning Strategy

A star football and lacrosse player during his Salisbury University days, Liam brings his competitive nature to his professional life — and has already found a winning strategy to help agents test the home warranty waters. "I usually suggest that agents new to home warranties sign up one of their listings with seller's coverage and see how that process goes. They don't have anything to lose. If anything, they're the hero, because if something's wrong on the home inspection, it may be eligible for coverage if it meets the terms and conditions of the seller's coverage plan and is not otherwise excluded."

Liam's goal is for each agent he works with to include a home warranty in every contract. "I like to tell agents: You're selling a house. I'm selling something that protects your client's new house. With First American Home Warranty, you can protect your client with a company committed to delivering service in accordance with its contract terms."

Between networking events, after-hour mixers, one-on-one appointments, coffees, lunch meet-ups, phone calls, and education/teaching events, Liam works tirelessly to champion the value of home warranties and achieve his goals. And one recent win stands out above the rest: "My dad just bought a home warranty. I couldn't be happier." ❏

*Home warranties are service contracts, not insurance policies. Coverage varies by state, plan, and selected options and is subject to terms, conditions, exclusions, limitations, and service call fees. Refer to the applicable service contract for complete details.

"I like to tell agents: You're selling a house. I'm selling something that protects your client's new house."

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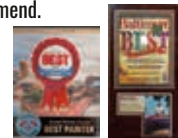
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Your AI Advantage

BY STEVEN NEVILLE OF MPOWER SOLUTIONS



AI News: Virtual Staging Goes Mainstream (And It's Getting Scary Good)

AI virtual staging has hit a tipping point. The technology is now so realistic that buyers often can't tell the difference between AI-staged photos and traditional staging. But here's what matters for your business: what used to cost \$2,000+ and take days now costs under \$10 per image and takes minutes. Speed has improved dramatically: most tools deliver staged images in under 10 minutes instead of the 24-48 hour turnaround from traditional services. And the cost savings are massive: traditional staging runs \$2,000-\$5,000 per property, while AI staging averages \$50-\$100 for an entire listing.

AI Tool Spotlight: Apply Design

Apply Design (applydesign.io) is the professional-grade AI staging tool that balances automation with creative control.

What sets it apart:

- **18,000+ furniture pieces:** not cookie-cutter templates. Mix and match styles to target specific buyer demographics
- **Drag-and-drop editor:** AI generates the base design, you customize it to perfection

- **Multi-angle consistency:** replicate the same design across multiple photos of the same room (critical for cohesive listing presentations)
- **Photorealistic quality:** accurate lighting, shadows, and reflections that pass the buyer eye test

Pricing: ~\$7-10 per image. A full listing (8-12 rooms) costs under \$100.

This Month's Tip: When to Use AI Staging vs Traditional Staging

Not every listing needs the same approach. Use this framework:

Use AI staging when:

- Property is vacant and needs instant visual appeal
- Budget is tight (investor flips, lower-priced homes)
- You need fast turnaround (days, not weeks)

Use traditional staging when:

- Luxury listings where buyers expect to walk through staged homes
- Property has unique architectural features that need physical emphasis
- You're hosting open houses (buyers will see it's not actually furnished)

Hybrid approach: AI stage the listing photos for online marketing,

traditional stage only the main living areas for showings.

Important: Check your local MLS rules on virtual staging disclosure.

Steven Neville

Got Questions?

Send me your burning AI questions or topics you'd like to see covered.

Email me at steve@supermpower.com or connect with me on LinkedIn: [linkedin.com/in/realstevenneville/](https://www.linkedin.com/in/realstevenneville/)



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

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**DIVINE NUDGES:
FROM RESTAURANTS
TO REAL ESTATE**



VINCE Principe

BY JOSEPH COTTLE
PHOTOS BY DAVID STUCK

There's a throughline in Vince Principe's story that doesn't follow a straight line at all.

"If there's one thing," Vince says, "it's that the path, or whatever you think the path is, rarely unfolds the way that you expect it to."

That perspective shaped over time—through pivots, setbacks, and moments that didn't make sense until much later. Today, it's the foundation of how Vince approaches real estate, his relationships, and the life he's building.

After graduating from college in Washington, D.C. with a degree in English and philosophy, he found himself pulled in a completely different direction: the restaurant world. With no formal culinary training, he cold-messaged a Michelin-starred chef on LinkedIn and remarkably (if not miraculously) landed the job. What followed was nearly four years working in high-standard, high-pressure kitchens, eventually cooking at one of D.C.'s top restaurants.

It was intense, demanding work, the kind that requires precision, discipline, and resilience. But when COVID shut the restaurant industry down, everything came to a halt.

For the first time in years, Vince had space to think.

"I kind of had the space to ask myself whether the life that I was building was the life that I really wanted long-term," he says.

Real estate wasn't a carefully calculated next step. It was more like the next open door. With family ties to the industry—relatives who owned a brokerage and others who built homes—Vince stepped in to help with a development project. What started as a way to stay busy became something more.

Looking back, he sees it differently now.

"I believe that God was guiding that transition," Vince says. "It wasn't some perfectly mapped out plan. It was more of a series of small, divine nudges."

That idea—the notion that the spiritual integrates with rather than separates from the different parts of life—has become central to who he is. For a long time, Vince thought life was compartmentalized: work in one box, faith in another, relationships somewhere else. But real fulfillment, he's found, comes when those things conjoin and support each other.

Real estate gave him a place to live that out.

Vince's first year was tough. He went nearly nine months without making a dollar, relying on persistence and trust in the process while doing the unglamorous work—cold calls, follow-ups, and conversations with strangers.

"I think it was just remaining confident and being patient at the same time," he says. "Trusting that it was going to work out."

Eventually, it did. Momentum kicked in, and Vince closed a wave of transactions that validated the effort he'd been putting in behind the scenes. But even as his business grew, his focus began to shift.

What he loves most about real estate isn't the transactions.

"I think it's the people at the end of the day," he says. "The community, meeting people, building relationships—that's been the coolest thing."

“**THE COMMUNITY,
MEETING PEOPLE,
BUILDING
RELATIONSHIPS—
THAT'S BEEN THE
COOLEST THING.”**

That's no small statement for someone who describes himself as an "introverted extrovert," someone who once preferred books over conversations. Real estate has stretched him, pulling him out of his comfort zone and deepening his connection with others.

It's also allowed him to reconnect with his faith in a meaningful way. After years of being disconnected from his Catholic roots during his time in the restaurant industry, Vince found himself re-engaging when he moved to Baltimore. Through the church and relationships formed there, both his personal life and his business began to take shape.

Vince helped launch a chapter of Young Catholic Professionals in his city, creating a space for people in their 20s and 30s to stay rooted in their faith while navigating career and life. It wasn't a business move—it was a response to a need he saw in his own life and in others.

"I never felt like I was a good Catholic," he admits. "So I wanted to surround myself with people who were doing a better job than I was and learn from them."

That same mindset carries into how he runs his business today.

In the beginning, like many agents, it felt transactional. Now, it's something different.

“For me, it’s really just leaning in and developing a community around me that I feel proud of,” Vince says.

That vision came to life recently in a way that perfectly reflects who he is. Drawing on his background in fine dining, his network in real estate, and his relationships within his faith community, Vince hosted a multi-course dinner for 60 past clients. A chef who beat Bobby Flay is also a Catholic priest who owns a restaurant, and a room full of people connected through his life and work—all in one place. It wasn’t just an event. It was a picture of what integration looks like.

Vince is still pushing himself in other ways. He runs ultramarathons and is currently training for his first 100-mile race. He’s also recently picked up golf, and he and his wife, Alexis—who he credits as a steady support throughout his career changes—still love exploring restaurants together whenever they get the chance. He’s a husband and a father to a young son, balancing the demands of business with the priorities that matter most.

For Vince, success isn’t found in perfectly executed plans. It’s found in the unexpected turns, the relationships built along the way, and the willingness to follow where those “divine nudges” lead next.

“I’m not necessarily worrying about how many homes I have to sell,” he says. “It’s about connecting as many people as possible, being of real service to those around me, and building something meaningful.”



“
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Ann Davidson & Leigh Sisteck

of Certified Title Corporation

FROM CONTRACT TO KEYS: DRIVEN BY PASSION AND PURPOSE

PHOTOS BY DAVID STUCK

With decades of combined experience in the title industry, Ann Davidson and Leigh Sisteck bring deep knowledge, professionalism, and relationship-driven service to every closing.

What inspired you to start your career and how has your journey evolved?

Ann: I found my way into the title industry through a family friend who owned a title company. At the time, I was working for another company going through major changes, and I knew I wanted to make a career shift but wasn't sure what direction to take. When she invited me to come work with her, the opportunity just felt right.

That decision turned out to be life-changing. I started as a sales representative and settlement officer — the same role I proudly hold today, 24 years later. What has kept me passionate about this work is helping guide people through one of the most important financial transactions of their lives.

Leigh: I began my career in title 34 years ago on the operations side — processing files, clearing title, and eventually managing the national purchase division for a previous title company. I fell in love with the precision of the work and the responsibility of protecting what is often someone's largest investment.

After spending 24 years behind the scenes learning every moving part of the transaction, an unexpected company downturn led me into a new chapter. What meant the most during that time was the overwhelming support from agents and colleagues who told me they would continue working with me wherever I went. That loyalty reinforced just how relationship-driven this business truly is.

What's the biggest lesson you've learned in business?

Leigh: Relationships are everything. Markets shift and companies change, but integrity, consistency, and how you treat people will always come back to you.

The loyalty I experienced during a difficult transition reminded me that this business is built on trust — not just transactions.

Ann: One of the biggest lessons I've learned over the years is that relationships truly matter. Real estate is a collaborative industry, and strong partnerships between agents, lenders, and title professionals make every transaction smoother. Markets change and challenges arise, but when people trust one another and communicate openly, it makes all the difference.

What's one habit that keeps you at the top of your game?

Ann: Consistency. In this business, people rely on you to be dependable and responsive. I focus on staying organized, communicating clearly, and being available when partners need guidance. Showing up consistently and being someone people can rely on has been key to building long-term relationships throughout my career.

Leigh: Taking care of myself — mentally, physically, and spiritually. Over the years, I've learned that you cannot pour into your clients, partners, or family if you're running on empty. Exercise, prayer, and intentional self-care keep me grounded and focused so I can show up fully for the people I serve.

What motivates you in this business?

Leigh: After 34 years in this industry, what motivates me most is the people. I genuinely enjoy connecting with agents, lenders, buyers, and sellers and building relationships that last well beyond a single transaction. Real estate is about more than closings — it's about trust and relationships that stand the test of time.

Ann: What continues to motivate me, even after more than two decades in the title industry, is helping people achieve their goals. Whether it's a first-time homebuyer walking into their very first closing or a seasoned investor purchasing another property, every transaction represents an important milestone in someone's life.



Closing Perspective

Real estate transactions represent some of the most significant milestones in people's lives, and we take that responsibility seriously. At Certified Title Corporation, we combine experience, innovation, and strong partnerships to guide clients through the closing process with clarity and confidence. Our goal is simple: to bring professionalism, stability, and support to every closing table so each client feels cared for from contract to keys.

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Toast to the Top

BY HANNAH BENSON
PHOTOS BY YRN PHOTOGRAPHY

On March 20th, the 2nd annual *Toast to the Top* event brought together over 250 of Central Maryland's most accomplished real estate professionals at Gunther & Co.

This exclusive celebration honored the 2026 Top BRP Agents - an elite group representing just 10% of realtors, yet responsible for an impressive 78% of all transactions based on 2025 closed volume.

The afternoon was filled with well-deserved recognition, high-energy networking, and a shared sense of achievement. Attendees connected with fellow top producers and BRP Preferred Partners while enjoying delicious food and signature cocktails.

New this year was the introduction of an Insider Challenge - an interactive networking activity designed to spark new relationships and encourage people to step outside their usual circles. It was a huge hit, with great participation from everyone in the room. It's definitely something we'll bring back at future events.

From start to finish, *Toast to the Top* captured the spirit of excellence and collaboration that defines the *Baltimore Real Producers* community.

As we look ahead, we're excited to keep building on this momentum - supporting your success and creating even more opportunities to come together and celebrate along the way. Thank you for being such an important part of it all.



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After receiving a degree in corporate finance from

the University of North Carolina at Wilmington, Ricky headed out west to enjoy snowboarding and the Colorado lifestyle. He landed a job with Keystone Resort and rose quickly from guest services to property management. Despite having no transition period or job training for the new position, Ricky excelled. His Director would later tell him there were two kinds of people: those who sit back and let things happen, and those, like Ricky, who create solutions and take ownership of the situation. The job gave him the tools that would propel him into real estate—skills like public speaking, problem-solving, and conflict resolution. He returned to Maryland ready to flex his entrepreneurial muscles.

Ricky's first job with RE/MAX was in digital marketing, coaching agents, and teaching them how to use technology like Facebook and smart CRM platforms. Soon, he began to wonder what it would be like to be on the other side—selling real estate—and he got his license in 2018. In early 2020, he decided to go “all in” on sales, giving up his salaried role just as the pandemic hit. The sudden shift in business practices was a small speed bump for Ricky, who was immediately able to put his digital skills to use. This would ultimately define his brand, which he describes as a mix of “old school” and current technology.

Ricky is confident about what he brings to the table. “You can get the energy of a 34-year-old and the innovation of someone who grew up in the technology era, but you also can benefit from the old-school service,” he explains. To him, the core fundamentals of the business include representing your client, providing personal service, and following through when you say you'll do something. As for the technology, Ricky is selective about what he chooses to use. He is currently exploring AI to find ways to enhance his products while still retaining authenticity. “Being great at digital marketing does not mean implementing every single strategy,” he says. “I realized not every tool has to be my tool. I want to create a brand that is very professional, very direct, very focused on the representation and the results for the client.”

The Compound Effect
Ricky has this advice for new agents: “I want you to go all in, and I want you to try to find the limit and push yourself that 80, 90, 100 hours a week. I think it's healthy, and I think it's good for those first couple of years. But as time goes on, and the demand for your expertise grows and your book of business grows, you have to have boundaries, and you have to have a structure, or else you're not operating a business.” His strategies include structured calls, controlling the calendar, and digital marketing—combined with conventional hard work and customer service—to counteract the

chaos he once viewed as the downside of real estate. He believes in trusting the “compound effect,” the small, consistent actions over time that add up to success. Ricky says that's the secret sauce that leads to the payoff, and recommends that agents “Do little things well, and look back in one, two, five-year periods and think of how much you've accomplished.”

“I REALIZED NOT EVERY TOOL HAS TO BE MY TOOL. I WANT TO CREATE A BRAND THAT IS VERY PROFESSIONAL, VERY DIRECT, VERY FOCUSED ON THE REPRESENTATION AND THE RESULTS FOR THE CLIENT.”

The secret sauce must be working; Ricky's website boasts \$350 million in closed sales, representing over 400





“DO LITTLE THINGS WELL, AND LOOK BACK IN ONE, TWO, FIVE-YEAR PERIODS AND THINK OF HOW MUCH YOU'VE ACCOMPLISHED.”

families. In 2025 alone, his production was \$45 million for 58 units. He specializes in luxury homes, farms, land, and premier neighborhoods. But business has also been good for Ricky's personal life; while speaking at a RE/MAX Luxury Conference in Tahoe, he met his fiancée, Camryn. Her business and home were in Nashville, and she's now moved to Severna Park and is working as his Director of Listing Operations. Ricky says they plan their personal calendar with the same structure and intention as he does for his business, starting with the “non-negotiables” like working out, golf, and date nights. No doubt there's also some time allotted for planning their December 2026 wedding in Riviera Maya, Mexico.

Ricky's taken this unpredictable industry and tamed it through strategy, structure, and discipline. Beyond that, he spends time working on his attitude and his mental game and taking care of himself. “I would say that fitness is the biggest edge that you could give yourself in this business. The more fit you are, and the healthier you are, the more energy you have. People feel your energy when you're around them; everything gets better if you're disciplined.”

Ricky Cantore provides the best of both worlds for his clients—technology to make life easier, backed by a time-honored work ethic and a handshake you can trust. ▾

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	150	\$64,487,078
2	Robert J Chew	Samson Properties	114	\$62,066,990
3	Joseph A Petrone	Monument Sotheby's International Realty	88	\$65,718,450
4	Adam M Shpritz	Ashland Auction Group LLC	73.5	\$5,703,203
5	Lee M Shpritz	Ashland Auction Group LLC	59	\$4,133,743
6	Shawn M Evans	Monument Sotheby's International Realty	53	\$48,113,192
7	Heather M. Richardson	NVR, INC.	52	\$26,339,588
8	Robert J Lucido	Keller Williams Lucido Agency	46.5	\$38,406,666
9	Gina L White	Coldwell Banker Realty	40.5	\$18,795,420
10	Nickolaus B Waldner	Keller Williams Realty Centre	34.5	\$16,784,765
11	Gina M Gargeu	Century 21 Downtown	34	\$5,338,800
12	Daniel McGhee	Homeowners Real Estate	31	\$11,064,500
13	Mary Anne Kowalewski	KOVO Realty	28	\$13,500,667
14	Matthew D Rhine	Keller Williams Legacy	28	\$9,988,400
15	Daniel B Register IV	Northrop Realty	28	\$4,434,250
16	Lee R. Tessier	EXP Realty, LLC	27.5	\$11,084,275

RANK	NAME	OFFICE	SALES	TOTAL
17	Jeremy Michael McDonough	Mr. Lister Realty	27	\$10,459,112
18	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	26.5	\$9,401,550
19	Charlotte Savoy	The KW Collective	26	\$14,907,895
20	Creig E Northrop III	Northrop Realty	22	\$20,707,750
21	Kimberly A Lally	EXP Realty, LLC	22	\$9,942,850
22	Jeannette A Westcott	Keller Williams Realty Centre	21	\$9,795,000
23	Un H McAdory	Realty 1 Maryland, LLC	20.5	\$12,634,510
24	Laura M Snyder	American Premier Realty, LLC	20.5	\$9,127,800
25	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	20.5	\$6,775,650
26	Adam Dietrich	NVR, INC.	19	\$9,761,390
27	Timothy Langhauser	Compass Home Group, LLC	18	\$9,082,500
28	Sayed Ali Haghgoo	EXP Realty, LLC	18	\$8,055,450
29	Brendan Butler	Cummings & Co. Realtors	17.5	\$6,191,420
30	James T Weiskerger	Next Step Realty	17	\$14,068,225
31	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	17	\$8,601,018
32	Jessica L Young-Stewart	RE/MAX Executive	17	\$8,342,400
33	Robert A Commodari	EXP Realty, LLC	17	\$8,106,400
34	Jim Bim	Winning Edge	16.5	\$9,295,111
35	Keiry Martinez	ExecuHome Realty	16.5	\$4,756,300
36	Sam Gupta	EXP Realty, LLC	16	\$9,092,590
37	Jessica N Sauls	The KW Collective	16	\$8,034,800
38	Kim Barton	Keller Williams Legacy	16	\$6,018,000
39	Benjamin J Garner	Cummings & Co. Realtors	16	\$5,336,881
40	David Orso	Berkshire Hathaway HomeServices PenFed Realty	15.5	\$15,623,500
41	Liz A. Ancel	Cummings & Co. Realtors	15.5	\$5,131,800
42	Sunna Ahmad	Cummings & Co. Realtors	15	\$11,384,575
43	Ryan R Briggs	Anne Arundel Properties, Inc.	15	\$9,734,900
44	Tony Migliaccio	Long & Foster Real Estate, Inc.	15	\$8,737,500
45	Joshua Shapiro	Douglas Realty, LLC	15	\$7,911,750
46	Sergey A Taksis	Long & Foster Real Estate, Inc.	15	\$6,552,805
47	Barry L Hess	Keller Williams Flagship	15	\$6,347,900
48	Bob A Mikelskas	Rosario Realty	15	\$6,173,350
49	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	15	\$5,320,590
50	Elizabeth Keyser	VYBE Realty	15	\$5,005,500

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Wendy Slaughter	Samson Properties	14	\$8,396,500
52	Jamie B Rassi	Cummings & Co. Realtors	14	\$6,995,491
53	Jennifer A Bayne	Long & Foster Real Estate, Inc.	14	\$5,791,900
54	Vincent Principe	Keller Williams Flagship	14	\$5,693,649
55	Donald L Beecher	Redfin Corp	14	\$5,208,800
56	Bob Simon	Long & Foster Real Estate, Inc.	14	\$2,169,300
57	Bradley R Kappel	TTR Sotheby's International Realty	13.5	\$35,171,944
58	Nancy A Hulsman	Coldwell Banker Realty	13.5	\$6,779,650
59	Suryasubrahmanya Kumar Reddi	Samson Properties	13	\$11,862,737
60	Veronica A Sniscak	Compass	13	\$8,158,200
61	Wanda Gail Foster	CENTURY 21 New Millennium	13	\$4,646,500
62	Gavriel Khoshkheraman	Pickwick Realty	13	\$2,837,500
63	Lisa E Kittleman	The KW Collective	12.5	\$8,092,500
64	Carley R. Cooper	Alex Cooper Auctioneers, Inc.	12.5	\$2,510,660
65	Anthony M Friedman	Northrop Realty	12	\$10,504,000
66	Christina J Palmer	Keller Williams Flagship	12	\$10,048,347
67	Erica M Washington	Coldwell Banker Realty	12	\$5,791,900
68	Jennifer R Wolff	Real Estate Professionals, Inc.	12	\$5,689,899
69	Bryan G Schafer	Compass	12	\$4,786,100
70	Mark A. Ritter	Douglas Realty, LLC	12	\$4,178,394
71	Joseph Warren Avampato	Alberti Realty, LLC	12	\$3,370,800
72	Daniel M Billig	A.J. Billig & Company	12	\$3,174,780
73	Greg M Kinnear	RE/MAX Advantage Realty	11.5	\$7,508,487
74	Samuel P Bruck	Northrop Realty	11.5	\$6,345,600
75	Gylian Peter Page	Hyatt & Company Real Estate, LLC	11.5	\$3,666,450
76	Leslie Ikle	Redfin Corp	11	\$5,862,000
77	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	11	\$5,240,990
78	Gabriel M Dutton	Keller Williams Gateway LLC	11	\$4,939,900
79	cory andrew willems	Keller Williams Gateway LLC	11	\$3,816,500
80	Gabrielle Marie Fields	EXP Realty, LLC	11	\$3,770,316
81	Jenn Schneider	Neighborhood Assistance Corporation of America	11	\$3,738,930
82	Alexandra Ray Vincent	Next Step Realty	11	\$3,646,000
83	James F Ferguson	EXIT Preferred Realty, LLC	11	\$2,989,275
84	Tyler Ell	Keller Williams Realty Centre	10.5	\$5,418,015

RANK	NAME	OFFICE	SALES	TOTAL
85	Andrew D Schweigman	Douglas Realty, LLC	10.5	\$4,690,100
86	Teal Clise	EXP Realty, LLC	10.5	\$4,147,000
87	Chelsea Rae Johnston	D.R. Horton Realty of Pennsylvania	10.5	\$4,055,600
88	Shawn Martin	Real Broker, LLC	10	\$14,209,000
89	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	10	\$9,125,000
90	Tracy J. Lucido	Keller Williams Lucido Agency	10	\$8,153,750
91	Mary C Gatton	Redfin Corp	10	\$5,991,100
92	Joe L Smith III	Next Step Realty	10	\$5,977,500
93	Ricky Cantore III	RE/MAX Advantage Realty	10	\$5,244,470
94	Liliana Vallario	EXP Realty, LLC	10	\$5,175,250
95	Adam Chubbuck	Douglas Realty, LLC	10	\$5,076,300
96	Arianit Musliu	Redfin Corp	10	\$4,899,500
97	Michael J Schiff	EXP Realty, LLC	10	\$4,890,200
98	Bill Franklin	Long & Foster Real Estate, Inc.	10	\$4,678,500
99	Thomas Penn Williams	AB & Co Realtors, Inc.	10	\$4,099,700
100	Krissy Doherty	Northrop Realty	10	\$3,989,390

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TOP 150 STANDINGS • BY UNITS

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

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RANK	NAME	OFFICE	SALES	TOTAL
101	Bob Kimball	Redfin Corp	10	\$3,959,000
102	Sonya Francis	RE/MAX Solutions	10	\$3,822,880
103	William W Magruder	Long & Foster Real Estate, Inc.	10	\$3,731,700
104	Harold A Kelly	ExecuHome Realty	10	\$3,647,100
105	Jessica Dailey	Compass	10	\$3,548,275
106	James H Stephens	EXP Realty, LLC	10	\$3,519,900
107	Vitaly P Petrov	Samson Properties	10	\$3,414,000
108	Elliot Mitchell	Corner House Realty	10	\$3,079,499
109	Yevgeny Drubetskoy	EXP Realty, LLC	10	\$2,872,400
110	Anthony C Fulco	One Percent Lists Mid-Atlantic	10	\$2,841,400
111	William M Savage	Keller Williams Legacy	10	\$2,599,800
112	Dimitrios Lynch Jr.	ExecuHome Realty	10	\$2,412,500
113	Christopher W Palazzi	Cummings & Co. Realtors	10	\$2,377,800
114	Dassi Lazar	Lazar Real Estate	10	\$2,336,500
115	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	10	\$1,702,625
116	Colleen M Smith	EXP Realty, LLC	9.5	\$11,398,507

RANK	NAME	OFFICE	SALES	TOTAL
117	Brian Pakulla	Red Cedar Real Estate, LLC	9.5	\$6,451,043
118	Grant Bim	Winning Edge	9.5	\$5,193,711
119	Ibby P Fazzini	Berkshire Hathaway HomeServices Homesale Realty	9.5	\$4,668,600
120	Melissa Karcewski	D.R. Horton Realty of Pennsylvania	9.5	\$4,471,975
121	Robert Kansler	Berkshire Hathaway HomeServices Homesale Realty	9.5	\$4,169,500
122	Nataliya Lutsiv	Cummings & Co. Realtors	9	\$9,010,000
123	Robert A Kinnear	RE/MAX Advantage Realty	9	\$6,786,357
124	Brian D Saver	Long & Foster Real Estate, Inc.	9	\$6,743,500
125	Carol L Tinnin	RE/MAX Leading Edge	9	\$6,096,710
126	David Townsend Brown	Next Step Realty	9	\$5,239,900
127	Trent C Gladstone	The KW Collective	9	\$5,130,400
128	Enoch P Moon	Realty 1 Maryland, LLC	9	\$4,984,000
129	Joseph C. McDonnell	Corner House Realty	9	\$4,861,000
130	Chad J Robertson	Compass	9	\$4,739,300
131	Daniel Borowy	Redfin Corp	9	\$4,678,150
132	Lauren Hess	American Premier Realty, LLC	9	\$4,659,500
133	Karriem Hopwood	Corner House Realty	9	\$4,523,000
134	Dakota D Wendling	Compass	9	\$4,507,500
135	Timothy C Markland Jr.	Cummings & Co. Realtors	9	\$4,484,890
136	Zugell Jamison	Cummings & Co. Realtors	9	\$4,223,700
137	Joseph S Bird	Red Cedar Real Estate, LLC	9	\$4,203,500
138	Tony A Zowd	Coldwell Banker Realty	9	\$3,985,000
139	Stephanie A Myers	Long & Foster Real Estate, Inc.	9	\$3,976,800
140	John Maranto	Cummings & Co. Realtors	9	\$3,803,800
141	Steffan M May	Synergy Realty	9	\$3,746,400
142	Daniel John Tomczyk	Berkshire Hathaway HomeServices Homesale Realty	9	\$3,739,999
143	Kirk Steffes	Cummings & Co. Realtors	9	\$3,513,500
144	Walter Lyndon Colquitt	Redfin Corp	9	\$3,483,620
145	Mark M Novak	Cummings & Co. Realtors	9	\$3,456,300
146	Denise M Lewis	Brook-Owen Real Estate	9	\$3,276,600
147	Robert P. Frey	Hyatt & Company Real Estate LLC	9	\$3,216,500
148	Alice Jane Stewart	Coldwell Banker Realty	9	\$3,051,500
149	Caroline Leigh Nowell	Cummings & Co. Realtors	9	\$3,049,000
150	Michael J Kane	RE/MAX Distinctive Real Estate, Inc.	9	\$2,019,450

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TOP 150 STANDINGS • BY VOLUME

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

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RANK	NAME	OFFICE	SALES	TOTAL
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3	Robert J Chew	Samson Properties	114	\$62,066,990
4	Shawn M Evans	Monument Sotheby's International Realty	53	\$48,113,192
5	Robert J Lucido	Keller Williams Lucido Agency	46.5	\$38,406,666
6	Bradley R Kappel	TTR Sotheby's International Realty	13.5	\$35,171,944
7	Heather M. Richardson	NVR, INC.	52	\$26,339,588
8	Creig E Northrop III	Northrop Realty	22	\$20,707,750
9	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	6.5	\$20,594,600
10	Gina L White	Coldwell Banker Realty	40.5	\$18,795,420
11	Georgeann A Berkinshaw	Coldwell Banker Realty	3.5	\$18,309,505
12	Nickolaus B Waldner	Keller Williams Realty Centre	34.5	\$16,784,765
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15	Shawn Martin	Real Broker, LLC	10	\$14,209,000
16	James T Weiskerger	Next Step Realty	17	\$14,068,225

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18	Un H McAdory	Realty 1 Maryland, LLC	20.5	\$12,634,510
19	Suryasubrahmanya Kumar Reddi	Samson Properties	13	\$11,862,737
20	Joseph Bray	TTR Sotheby's International Realty	3	\$11,472,500
21	Colleen M Smith	EXP Realty, LLC	9.5	\$11,398,507
22	Sunna Ahmad	Cummings & Co. Realtors	15	\$11,384,575
23	Lee R. Tessier	EXP Realty, LLC	27.5	\$11,084,275
24	Daniel McGhee	Homeowners Real Estate	31	\$11,064,500
25	Anthony M Friedman	Northrop Realty	12	\$10,504,000
26	Jeremy Michael McDonough	Mr. Lister Realty	27	\$10,459,112
27	Jason W Perlow	Monument Sotheby's International Realty	5.5	\$10,356,500
28	Christina J Palmer	Keller Williams Flagship	12	\$10,048,347
29	Matthew D Rhine	Keller Williams Legacy	28	\$9,988,400
30	Kimberly A Lally	EXP Realty, LLC	22	\$9,942,850
31	Jeannette A Westcott	Keller Williams Realty Centre	21	\$9,795,000
32	Adam Dietrich	NVR, INC.	19	\$9,761,390
33	Ryan R Briggs	Anne Arundel Properties, Inc.	15	\$9,734,900
34	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	26.5	\$9,401,550
35	Jim Bim	Winning Edge	16.5	\$9,295,111
36	Jean Berkinshaw Dixon	Coldwell Banker Realty	1.5	\$9,189,505
37	Laura M Snyder	American Premier Realty, LLC	20.5	\$9,127,800
38	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	10	\$9,125,000
39	Sam Gupta	EXP Realty, LLC	16	\$9,092,590
40	Timothy Langhauser	Compass Home Group, LLC	18	\$9,082,500
41	Nataliya Lutsiv	Cummings & Co. Realtors	9	\$9,010,000
42	Tony Migliaccio	Long & Foster Real Estate, Inc.	15	\$8,737,500
43	Alex M Clark	TTR Sotheby's International Realty	2.5	\$8,704,444
44	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	17	\$8,601,018
45	Jonathan E. Rundlett	Toll MD Realty, LLC	4	\$8,532,000
46	Wendy Slaughter	Samson Properties	14	\$8,396,500
47	Jessica L Young-Stewart	RE/MAX Executive	17	\$8,342,400
48	Veronica A Sniscak	Compass	13	\$8,158,200
49	Tracy J. Lucido	Keller Williams Lucido Agency	10	\$8,153,750
50	Robert A Commodari	EXP Realty, LLC	17	\$8,106,400

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Lisa E Kittleman	The KW Collective	12.5	\$8,092,500
52	Sayed Ali Haghighi	EXP Realty, LLC	18	\$8,055,450
53	Jessica N Sauls	The KW Collective	16	\$8,034,800
54	Joshua Shapiro	Douglas Realty, LLC	15	\$7,911,750
55	Elizabeth C Dooner	Coldwell Banker Realty	6	\$7,903,766
56	Bryan K Bartlett	Compass	7	\$7,884,500
57	Charlie Hatter	Monument Sotheby's International Realty	4	\$7,730,000
58	Greg M Kinnear	RE/MAX Advantage Realty	11.5	\$7,508,487
59	Reid Buckley	Long & Foster Real Estate, Inc.	6	\$7,251,500
60	Jamie B Rassi	Cummings & Co. Realtors	14	\$6,995,491
61	Anne Marie Balcerzak	AB & Co Realtors, Inc.	8	\$6,804,900
62	Robert A Kinnear	RE/MAX Advantage Realty	9	\$6,786,357
63	Nancy A Hulsman	Coldwell Banker Realty	13.5	\$6,779,650
64	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	20.5	\$6,775,650
65	Brian D Saver	Long & Foster Real Estate, Inc.	9	\$6,743,500
66	Kristen Boyer	Berkshire Hathaway HomeServices PenFed Realty	3	\$6,703,525

RANK	NAME	OFFICE	SALES	TOTAL
67	Blair Kennedy	Keller Williams Realty Centre	8.5	\$6,555,400
68	Sergey A Taksis	Long & Foster Real Estate, Inc.	15	\$6,552,805
69	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	4.5	\$6,501,728
70	Wendy T Oliver	Coldwell Banker Realty	7	\$6,496,500
71	Brian Pakulla	Red Cedar Real Estate, LLC	9.5	\$6,451,043
72	Barry L Hess	Keller Williams Flagship	15	\$6,347,900
73	Samuel P Bruck	Northrop Realty	11.5	\$6,345,600
74	Moe Farley	Coldwell Banker Realty	5.5	\$6,255,490
75	Brendan Butler	Cummings & Co. Realtors	17.5	\$6,191,420
76	Bob A Mikelskas	Rosario Realty	15	\$6,173,350
77	Carol L Tinnin	RE/MAX Leading Edge	9	\$6,096,710
78	Kim Barton	Keller Williams Legacy	16	\$6,018,000
79	Katharine J Hopkins	Coldwell Banker Realty	2	\$5,999,505
80	Mary C Gatton	Redfin Corp	10	\$5,991,100
81	Joe L Smith III	Next Step Realty	10	\$5,977,500
82	Biana Arentz	Coldwell Banker Realty	5	\$5,868,000
83	Jeremy S Walsh	Coldwell Banker Realty	7	\$5,864,900
84	Leslie Ikle	Redfin Corp	11	\$5,862,000
85	Erica M Washington	Coldwell Banker Realty	12	\$5,791,900
86	Jennifer A Bayne	Long & Foster Real Estate, Inc.	14	\$5,791,900
87	Adam M Shpritz	Ashland Auction Group LLC	73.5	\$5,703,203
88	Vincent Principe	Keller Williams Flagship	14	\$5,693,649
89	Jennifer R Wolff	Real Estate Professionals, Inc.	12	\$5,689,899
90	Victor Pascoe	Keller Williams Select Realtors of Annapolis	5	\$5,650,100
91	Amelia Whitman	Long & Foster Real Estate, Inc.	7	\$5,621,250
92	James D Blum III	Falcon Properties	1	\$5,600,000
93	Andrea G Griffin	Compass	6.5	\$5,450,487
94	Tyler Ell	Keller Williams Realty Centre	10.5	\$5,418,015
95	F. Aidan Surlis	RE/MAX Leading Edge	7.5	\$5,406,900
96	Gina M Gargeu	Century 21 Downtown	34	\$5,338,800
97	Benjamin J Garner	Cummings & Co. Realtors	16	\$5,336,881
98	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	15	\$5,320,590
99	DeAnna W Miller	Long & Foster Real Estate, Inc.	7.5	\$5,291,650
100	Stacy L Henderson	Coldwell Banker Realty	4	\$5,290,000

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Ricky Cantore III	RE/MAX Advantage Realty	10	\$5,244,470
102	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	11	\$5,240,990
103	David Townsend Brown	Next Step Realty	9	\$5,239,900
104	Michael Boryk III	Koch Realty, Inc.	5	\$5,229,374
105	Donald L Beecher	Redfin Corp	14	\$5,208,800
106	Grant Bim	Winning Edge	9.5	\$5,193,711
107	Julie Marousek	Monument Sotheby's International Realty	4	\$5,190,000
108	Liliana Vallario	EXP Realty, LLC	10	\$5,175,250
109	Liz A. Ancel	Cummings & Co. Realtors	15.5	\$5,131,800
110	Trent C Gladstone	The KW Collective	9	\$5,130,400
111	Richard J Gloekler	RE/MAX Executive	6	\$5,093,700
112	Adam Chubbuck	Douglas Realty, LLC	10	\$5,076,300
113	Jennifer A Siska	Long & Foster Real Estate, Inc.	4	\$5,019,500
114	Jory Frankle	Northrop Realty	7.5	\$5,018,600
115	Elizabeth Keyser	VYBE Realty	15	\$5,005,500
116	Enoch P Moon	Realty 1 Maryland, LLC	9	\$4,984,000
117	Tracy D Diamond	EXP Realty, LLC	7.5	\$4,970,500
118	Gabriel M Dutton	Keller Williams Gateway LLC	11	\$4,939,900
119	Arianit Musliu	Redfin Corp	10	\$4,899,500
120	Michael J Schiff	EXP Realty, LLC	10	\$4,890,200
121	Alexandra T Sears	TTR Sotheby's International Realty	6	\$4,869,990
122	Joseph C. McDonnell	Corner House Realty	9	\$4,861,000
123	Elisheva Ashman	Pickwick Realty	7.5	\$4,850,500
124	Camilla Cornwell	Compass	2.5	\$4,812,500
125	Suzanne M Lenox	Douglas Realty LLC	7	\$4,792,000
126	Bryan G Schafer	Compass	12	\$4,786,100
127	Keiry Martinez	ExecuHome Realty	16.5	\$4,756,300
128	Peter Boscas	Red Cedar Real Estate, LLC	7	\$4,750,500
129	Chad J Robertson	Compass	9	\$4,739,300
130	Samantha Bongiorno	RE/MAX Advantage Realty	8	\$4,706,535
131	Andrew D Schweigman	Douglas Realty, LLC	10.5	\$4,690,100
132	Bill Franklin	Long & Foster Real Estate, Inc.	10	\$4,678,500
133	Daniel Borowy	Redfin Corp	9	\$4,678,150
134	Ibby P Fazzini	Berkshire Hathaway HomeServices Homesale Realty	9.5	\$4,668,600

RANK	NAME	OFFICE	SALES	TOTAL
135	Lauren Hess	American Premier Realty, LLC	9	\$4,659,500
136	Melissa J Westerlund	Samson Properties	2.5	\$4,654,000
137	Wanda Gail Foster	CENTURY 21 New Millennium	13	\$4,646,500
138	James P Schaecher	Keller Williams Flagship	7.5	\$4,569,950
139	Dee Dee R McCracken	Coldwell Banker Realty	6	\$4,555,000
140	Jaime Watt	Compass	7	\$4,550,500
141	Karriem Hopwood	Corner House Realty	9	\$4,523,000
142	Dakota D Wendling	Compass	9	\$4,507,500
143	Timothy C Markland Jr.	Cummings & Co. Realtors	9	\$4,484,890
144	Melissa Karcewski	D.R. Horton Realty of Pennsylvania	9.5	\$4,471,975
145	John J Collins	Long & Foster Real Estate, Inc.	6	\$4,461,500
146	Heidi S Krauss	Krauss Real Property Brokerage	4	\$4,449,700
147	Daniel B Register IV	Northrop Realty	28	\$4,434,250
148	Janelle Harwood	Compass	6	\$4,381,000
149	Matthew P Wyble	Next Step Realty	7	\$4,354,500
150	Sonia M Graham	Douglas Realty, LLC	7	\$4,331,000

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