

COASTAL

MAY 2026

REAL PRODUCERS[®]



Paul
Sicari

The Fixer



Partner Spotlight
ATLANTIC EXPOSURE

Top 100 Standings

Pete Green Mortgage Team

The Experience

Behind Thousands of Closings



I've had the pleasure of working as a Mortgage Lender in DE, MD, VA for the past 30 years. Over the decades, I've built a career based on trust, transparency, and delivering superior results that keep both clients and Real Estate Partners coming back. I've helped thousands of families find the right mortgage solutions, and truly understand how important it is to have a strong, reliable lender on your team.

I'm here to connect with like-minded real estate professionals who want to grow their business through a strong lender partnership and top tier service.

I look forward to working together and creating some real wins for you and our clients!

Let's connect!
Simply visit the site below to grab time on my calendar for a brief brainstorm and how I can help you grow your business!

WWW.MEET-WITH-PETE.COM

CMG
HOME LOANS



The Coastal region's most trusted title and settlement partner for real estate professionals.

Serving Maryland, Delaware, and beyond!



Danielle Dennis
*Branch Manager
Ocean City & Salisbury*



Stephen Greenwood, Esq.
*Senior Counsel
Eastern Shore
Maryland*



Chris Mancini, Esq.
*Managing Branch Attorney
Bethany Beach & West Fenwick
Delaware*

Ocean City
6200 Coastal Hwy, Ste. 320
443-664-6746

Salisbury
1000 E. Main St., Ste. 301
410-749-0467

West Fenwick
32996 Lighthouse Rd., Unit 2
302-581-0606

Bethany Beach
33176 Coastal Hwy
302-537-2000

**EXPERIENCE.
CLOSE TO HOME.**

COMMUNITYTN.COM

DirectMortgageLoans
Your Business. One Portal.
One Powerful Advantage.
 CONTACTS. NOTES. MARKETING. PULL PRE-APPROVALS.
ALL IN ONE PLACE!
May Momentum Starts with the Right Team.

We offer expert mortgage solutions, guiding you from pre-approval to closing with streamlined tools and real results.



Tom Ford
Sales Manager
NMLS #790486
C: 301.906.4067



Billy Apostolou
Business Development Manager
C: 443.286.4233



Kevin Parlett
Sr. Loan Officer
NMLS #1821922
C: 410.459.9299



Jeff Dobrzykowski
Branch Manager
NMLS #155799
C: 443.722.1680



Kristen Hall
Processor
O: 443.341.4140

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

Eligibility and approval is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral and underwriting requirements. Direct Mortgage Loans, LLC is licensed in Maryland. Direct Mortgage Loans, LLC NMLS ID# is 852799 (www.nmlsconsumeraccess.org). Direct Mortgage Loans, LLC office is located at 7408 Coastal Hwy, Ocean City, MD 21842.

LANDMARK
INSURANCE & FINANCIAL GROUP

Large Enough to Serve You,
Small Enough to Care.








Home | Auto | Health | Life | Business | Financial Services

Find Your Way with Landmark Insurance
 info@landmarkinsuranceinc.com
 (410) 651-2110 | landmarkinsuranceinc.com

Scan Here for a FREE Quote!



CALLAWAY
CORPORATIONS LLC






WHY CHOOSE US?
 We are a Delaware-licensed building contractor serving Sussex County and surrounding areas. We are known for our consistent, high-quality work. For over 20 years, we've helped our clients realize their dream homes through superior craftsmanship and clear communication. You can trust our team to plan carefully and work hard to ensure a smooth, stress-free construction project.

OUR SERVICES

- Roofing
- Additions
- Siding
- Renovations
- Decks
- Windows & Doors
- New Construction
- Sunrooms/Screened Porches

CONTACT US:
 22603 SUSSEX HWY,
 SEAFORD, DE 19973

WWW.CALLAWAYCORPORATIONLLC.COM (302) 490-6492 // (302) 727-1450



OSPREY

TITLE & ESCROW

Calm seas, Clear title,
Warmer weather.

Residential • Commercial • Agricultural
We make every transaction effortless.


Conveniently located:

Ocean City

5200 Coastal Highway
(443) 856-2153

Salisbury

1408 S Salisbury Blvd
(410) 845-2063



ospreyte.com

Contents

PROFILES



16 Gillian and Stacie Walsh



20 Atlantic Exposure

IN THIS ISSUE

- 8 Preferred Partner Index
- 10 Editor's Note By Jilleien Franquelli
- 11 2026 Events Calendar
- 12 Meet The Team
- 16 Rising Stars: Gillian and Stacie Walsh
- 20 Partner Spotlight: Atlantic Exposure
- 24 Event Recap: Toast to the Top
- 28 Cover Story: Paul Sicari
- 32 Standings: Top 100 by Units
- 38 Standings: Top 100 by Volume



28 Paul Sicari
COVER STORY

If you are interested in nominating people for certain stories, please email us at: hannah@rpmags.com

Building Coastal Dreams



ASK US ABOUT
OUR AGENT
REFERRAL
BONUS ON
NEW HOMES &
RENOVATIONS



**MOVING DONE RIGHT,
BY PROFESSIONALS WHO CARE.**

Residential Moving & Storage
Commercial Moving & Storage
Packing Services
White Glove Services
Junk Removal





First-Rate Movers
302-564-2195 · info@firstratede.com



BUILDERS
www.Tg-builders.com

10776 Gray's
Corner Rd.
Unit #3
Berlin, MD 21811

410-641-4076

High end custom home builder and renovator. Everything from condo renovations to large scale custom homes valued in the millions of dollars. Offer cutting-edge custom services that other builders do not, such as structural reconfiguration.

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CABINETS & COUNTERTOPS

That Design Studio
Steve Simpson
(717) 224-4432

CLEANING SERVICE

Coastal Maid Service
Eka: (443) 735-6032
CoastalMaidService.com

DATA / CALLING / AI / VIDEO EDIT

M-Power Solutions
Steven Neville
steve@supermpower.com

DISASTER MITIGATION & RESTORATION

Stewart Builders Group
(302) 232-6900
Stewartbuildersgroup.com

GENERAL CONTRACTING

Jack Abell Inc
(410) 251-6178
Jackabell.com

GENERAL CONTRACTING / REMODELING

A Precise Touch
Jose Cuazitl Rojas
(302) 278-8811

Turn Key Construction

(302) 493-6995
Info@turnkeyde.com

HOME BUILDER - CUSTOM

Gateway Builders
Jason: (410) 726-2414
Homesbygateway.com

Nally Homes

Cecilia: (302) 581-9243
NallyHomes.com

T&G Builders

John: (410) 726-7506
Tg-builders.com

HOME BUILDER/DEVELOPER

K. Hovnanian Homes
(302) 549-0883
Khov.com/delaware

Schell Brothers

(302) 226-1994
www.schellbrothers.com

HOME INSPECTION

Authority Inspections
(443) 315-7802
AuthorityInspections.com

Pro-Spect Inspection Services

(302) 381-0110
pro-spectde.com

HVAC SERVICES & INSTALLATION

Golden Comfort Heating & Cooling
(302) 265-0264
Goldencomfortde.com

INSURANCE

Goosehead Insurance
Melissa Geeslin
(443) 266-8807

INSURANCE & FINANCIAL SERVICES

Landmark Insurance & Financial Group
(410) 603-8304
cnichols@landmarkinsuranceinc.com

State Farm - Jonna Wooten

(302) 313-0218
JonnaWooten.com

JUNK REMOVAL

JDog Junk Removal & Hauling Ocean City
(410) 881-5364
oceancity@jdog.com

LAW FIRM & TITLE COMPANY

L. Echevarria Attorneys at Law
Lanayscha Echevarria, Esq
Realestate@lem.associates

T. Carney Sussex Law

Thomas P. Carney, Esq
tcarney@tcarneylaw.com

Weidman & Townsend, PA

Veronica R. Townsend, Esq
veronica@wtdelaw.com

MORTGAGE LENDING

Bay Capital Mortgage
Conner Saulsbury
(410) 829-9004

Capital Bank Home Loans

Eric Parsons
(302) 632-2515
Joe Gensoli
(484) 894-5817

Direct Mortgage Loans

Tom Ford
(301) 906-4067

Embrace Home Loans

Jason Cook
(443) 859-2222

Mid-Atlantic Mortgage Girl

Jenel Poole Davis
(302) 275-1876

Movement Mortgage

Justin Kozera
(443) 789-4140

Primary Residential

Mortgage Inc.
Amy Fichter
(410) 446-9837

SWBC Mortgage Corporation

Kari Story
(443) 614-6286

Whitecap Mortgage Delmarva

Mark Succarotte
(302) 535-7327

MOVING & STORAGE

First-Rate Movers
Brian Tustin
(302) 703-9981

PEST MANAGEMENT

Eastern Shore Pest Control Services
John DeTota
(443) 783-3223

Mosquito Joe of Salisbury

- Rehoboth Beach
(302) 268-8531
www.salisburyrehobothbeach.mosquitojoe.com

PHOTOGRAPHY

Atlantic Exposure
(410) 973-7325
atlanticexposure.com

Images By Stara Photography

(484) 401-1019
Imagesbystara.net

Refined Capture

(443) 614-5957
refinedcapture.com

PROMOTIONAL PRODUCTS

Fully Promoted West OC
Monica Watts
(410) 213-0820

REMODELING / RESTORATIONS

Headwaters Construction
John Mullins
(410) 829-5614

ROOFING & RENOVATIONS

Callaway Corporations
(302) 490-6492
CallawayCorporationLLC.com

ROOFING/SIDING/WINDOWS

CR3 American Exteriors
(410) 842-2718
cr3america.com/maryland/ocean-city

Hershey Exteriors Inc

(302) 278-1950
HersheyExteriors.com

SHORT SALE & FORECLOSURE SPECIALIST

CK Capital Management
Denise & Bill McCormick
Ckcapitalmanagement.com

TITLE & ESCROW

Black Oak Title
Steven Sokolov
(410) 344-7925

Community Title Network

(443) 664-6746
communitytn.com

Lakeside Title Company

Diana Dovel
(301) 922-3133
Neely James
(443) 481-7285

Land Abstract & Escrow, LLC

Vonny Pilchard
(443) 783-2434

Osprey Title & Escrow

team@ospreyte.com
ospreyte.com

TRANSACTION COORDINATOR

Key Connections
Lisa O'Connor
(302) 500-1091

VACATION RENTAL MANAGEMENT

Benchmark Property Services LLC
David Marciniak
(443) 371-0053

Oceans Edge Vacations

(443) 944-2195
www.oceansedgevacations.com

Top Shelf Property Management

(302) 593-4218
Topshelfde.com

WASTE COLLECTION / DUMPSTER RENTAL

Seagull Disposal
(443) 880-0809
seagulldisposal.com

PRMI

**A SURPRISE YOU'LL LOVE...
2ND HOME RATES ARE THE SAME AS PRIMARY HOMES**

- Bank Statement/1099
- Borrowers Employed in Cannabis Industry
- Bridge Loans
- DSCR's Or Cash Flow
- Hobby Farms
- ITIN
- Jumbo loan up to \$4 Million
- Land Loans
- No Income Verification
- Manufactured and Condo-tels
- Only use Primary Wage - Earner's Score
- Rehab loans
- Reverse Mortgages
- 3-2-1 Seller Buydowns and 2-1 Seller Buydowns
- Foreign National

AMY FICHTER - BRANCH MANAGER
NMLS# 138984
410.446.9837 (C)
afichter@primeres.com

PRMI NMLS 3094 PRMI is an Equal Housing Lender. Some products and services may not be available in all states. Credit and collateral are subject to approval. Terms and conditions apply. This is not a commitment to lend. Programs, rates, terms and conditions are subject to change without notice. Licensed by the Delaware State Bank Commissioner to engage in business in Delaware 5644 expires on 12/31/2023. Maryland Department of Labor, Licensing and Regulation Commissioner of Financial Regulation #5311. Virginia-Bureau of Financial Institutions: MC-2246 Broker MC-2246 NMLS #3094 (http://nmlsconsumeraccess.org).

Inspection Services
PRO-SPECT
Your Professional Property Inspector

PEACE OF MIND... GUARANTEED

200% SATISFACTION GUARANTEE
If you are not satisfied with our services, we will refund your money and pay for another inspector to reinspect your property.

48 HOUR GUARANTEE
We know how important it is to get you to closing on time. If we can't get you on the schedule within 48 business hours then you get \$48 off the inspection!

90-DAY TERMITE-FREE GUARANTEE
Every home we inspect is guaranteed to be termite-free for 90 days. If you have termites within 90 days of your inspection, we will pay for your first treatment.

SCHEDULE NOW

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
Editor-in-Chief
Jill@rpmags.com



Coastal Real Producers

2026 Events Calendar

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!

Realtors – You Sell the Home. I'll Handle the Mortgage.

- ★ On-time, drama-free closings
- ★ Proactive communication
- ★ Thorough follow-up with your referrals



Mid-Atlantic Mortgage Girl

Jenel Poole Davis | CEO & Mortgage Expert
(302) 275-1876 | midatlanticmortgagegirl.com
NMLS #368319





HERSHEY EXTERIORS

TRUST YOUR CLIENTS HOME WITH DELMARVAS BEST







Partner with Hershey Exteriors for Post-Inspection Expertise

Ensure your clients are fully informed. At Hershey Exteriors, we provide detailed roofing and siding inspections following the home inspector's report, giving you and your buyers peace of mind and clarity when it matters most.

We work directly with real estate professionals to:

- Confirm and clarify roofing & siding concerns
- Provide professional assessments and accurate repair & replacement estimates
- Deliver fast, reliable service that helps keep deals on track.





FIND OUT MORE: 302-278-1950

Meet The Team



Colleen Rippey
Owner and CEO



Jill Franquelli
Editor-In-Chief



Hannah Benson
Chief Operating Officer



Maddie Nessel
Event Coordinator



Lauren Stevens
Associate Editor



Christina Kitchen
Ad + Client Care Manager



Beverly Lindog
Virtual Assistant



Krista Valliant
Photographer, Atlantic Exposure



Ashley Barcus
Photographer, Atlantic Exposure



Tara Calabrese
Photographer, Images By Stara Photography



Molly Laurysens
Writer



Pat Rippey
Writer



Abby Isaacs
Writer



Joseph Cottle
Writer



Tara Terhune
Client Concierge Specialist



Home & auto.
Bundle & save.



Jonna S Wooten
Agent
8148 Electric Ave
Vienna, VA 22182-5230
Bus: 302-313-0218
info@jonnawooten.net
www.jonnawooten.net

I can save you time and money when you bundle your home and auto insurance. Call, click or stop by for a quote today.

Like a good neighbor, State Farm is there.™

Availability and amount of discounts and savings vary by state. State Farm Mutual Automobile Insurance Company, State Farm Indemnity Company, State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL, State Farm County Mutual Insurance Company of Texas, State Farm Lloyds, Richardson, TX, State Farm Florida Insurance Company, Winter Haven, FL.



Custom Homes, Additions & Remodels
302.581.9243 | NALLYHOMES.COM | BETHANY BEACH, DE



KEY CONNECTIONS

Lisa@keyconnectionsllc.net
302-500-1091 text/calls
Transaction Coordinator



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



Branded Apparel & Promotional Products

9748 Stephen Decatur Hwy
Suite 201
West Ocean City, MD 21842
410-213-0820

**Real Products
Real People
Real Results!**



SWBC[®]
Mortgage

Home
IS WHERE YOUR STORY BEGINS

APPLY HERE



KARI STORY
Sales Manager
NMLS #476369
www.KariStory.com

Cell: (443) 614-6286
kari.story@swbc.com
12800 Hospitality Lane, Unit 100 & 101
Ocean City MD 21842

SWBC Mortgage Corporation, NMLS# 9741, check licensing at www.nmlsconsumeraccess.org. Loans subject to credit and property approval, restrictions and conditions may apply. Not all loan programs or loan amounts available in all areas. Programs and guidelines subject to change without notice. Corporate office: 9311 San Pedro Ave., Ste. 100, San Antonio, TX 78216. 2025 SWBC. All rights reserved. 1060-A7606

**ELITE PROPERTY MANAGEMENT
FOR YOUR OCEAN CITY RENTALS**



coastal
STYLE
PROPERTY RENTAL
MANAGEMENT COMPANY
2024



The Benchmark Difference:

- 1. LOCAL TO YOU**
We are Ocean City locals with decades of customer service experience.
- 2. TARGETED**
Specializing exclusively in vacation rentals/investment properties.
- 3. REFLECTION OF YOU**
We make you look good by extending the goodwill created by client.
- 4. RAPID RESPONSE**
Promptly address inquiries and follow through on our commitments.
- 5. ON YOUR SIDE**
We will never be your competition when the owner sells.

BENCHMARK PROPERTY SERVICES

benchmarkatthebeach.com
443-371-0052

Find us on 



**HEADWATERS
CONSTRUCTION LLC**
DESIGN. BUILD. MAINTAIN

**INTERIOR AND EXTERIOR RENOVATION
& RESTORATION SPECIALISTS**

410.829.5614
DE License# 2024700397

LICENSED & INSURED **MHIC 148110**



GOLDEN COMFORT
HEATING & COOLING

KEEP YOUR LISTINGS COOL WITH TRUSTED HVAC PROS YOU CAN COUNT ON!

Specializing in:

- Heating
- Air Conditioning
- Installations
- Maintenance
- Emergency Services
- 7 Days a Week



Family Owned & Operated

TEXT OR CALL US AT:
302-265-0264

38294 London Avenue Unit
31 Selbyville, DE 19975

www.goldencomfortde.com



Dream Homes with Beach Proximity and Amenities

KHovnanian Homes

We love working with our agent and broker partners! To show our appreciation, we're offering up to 3% commission.



Scan the QR code to explore our 9 new-construction communities in Sussex County



KHOV.COM/DE

See khov.com for full details. Artist renderings and photographs illustrative purposes only. Real Estate Agents Welcome! A Real Estate Agent must register their client in person on client's first visit at each community for the Agent to receive a commission or referral fee, or register their client in advance using the Rapid Registration form available by calling (302) 549-0883 or by emailing Delaware@khovhomes.purecloud. Registration is valid for 30 days. See a Sales Consultant for full details. Equal Housing Opportunity.



Gillian & Stacie Walsh

Two is Better Than One

Two agents. One family.

BY ABBY ISAACS
PHOTOS BY ATLANTIC EXPOSURE

Gillian and Stacie Walsh have turned their close-knit relationship into a powerful real estate partnership. As sisters-in-law, neighbors, and business partners, their connection runs deeper than most teams—and it's that foundation of trust and collaboration that sets them apart.

"We help each other out with all of our clients. Trust and communication are the foundation of any great team—ours just happens to start at the family table," Gillian said.

Licensed in Maryland and Delaware with The Bright Home Group of Keller Williams Realty, The Walsh Team is grounded in connection, consistency, and a shared passion for helping people find a place to call home.

Built on Family, Fueled by Teamwork

Originally from New Jersey, both Gillian and Stacie relocated to Maryland's Eastern Shore years ago, and fell in love with the area.

Today, they live side-by-side in Hebron, raising their families together. Married to brothers (Gillian to Matt, Stacie to Joe), they each have three sons—ages 9, 7, and 5—growing up more like siblings than cousins. Their homes sit on 25 acres of shared land, complete with a baseball diamond and quad track where their kids play daily.

"It's really been a dream come true," Stacie said. "We can walk outside and our best friends—and our kids' best friends—are right there."

That closeness naturally extended into their careers. What started as helping each other juggle showings, open houses, and childcare quickly became something more intentional.

“It’s really been a dream come true. We can walk outside and our best friends—and our kids’ best friends—are right there.”

“Hey, I’ve got a showing—can you take the kids?” turned into “Can you cover this open house?”—and before long, joining forces just made sense.

Two Backgrounds, One Powerful Advantage

With seven years each in the industry, their seamless dynamic is powered by their complementary skillsets.

Stacie pairs real estate expertise with a design-forward perspective. With a Master's Degree in Interior Architecture & Design—she helps clients visualize a home's full potential.

"I've always loved looking at houses," she said. "I can't drive by one without wondering what it looks like inside, or thinking about its potential."

Gillian brings a deeply personal, client-first approach shaped by her background working in a Level One trauma center. The experience instilled a calm, steady, and compassionate mindset she now brings to every transaction.

"I wanted a career where I could be intentional with my time—be there for my family while still building something meaningful," she said.

They both specialize in first-time home and VA buyers, land purchases, new construction, and investment properties. While they each maintain their own clients, they step in for one another whenever needed. "If I'm out of town, my clients know they can call Gillian—and vice versa," Stacie said. "There's always someone available."

From Transplants to True Locals

Having relocated from New Jersey themselves, Gillian and Stacie have become go-to resources for buyers making similar moves.

"We understand what it's like to start fresh somewhere new," Gillian said. "And we can honestly say—we fell in love with the Eastern Shore."

They're also passionate about education, recently hosting a first-time homebuyer class with a lender, title company, and insurance expert to help simplify the process.

“We want to show people how achievable it can be.”



From left to right: Joe Walsh, Jameson Walsh, Joey Walsh, Jaxson Walsh, Stacie Walsh, Gillian Walsh, Gavin Walsh, Owen Walsh, Matt Walsh and Carson Walsh

“It’s really not as overwhelming as people think. We want to show people how achievable it can be.”

Growing Forward, Together

Recently, the duo made a strategic move to The Bright Home Group of Keller Williams, seeking expanded resources, stronger marketing tools, and more advanced systems.

“I wanted a career where I could be intentional with my time—be there for my family while still building something meaningful.”

“With better CRM systems and transaction support, we can spend less time on administrative work and more time with our clients,” Stacie said.

Looking ahead, they’re excited to dive more into creative marketing and social media. “If nothing else, we’re having fun—and doing what we love together.”

Outside of real estate, Gillian and Stacie stay deeply connected to their community—from fostering animals to supporting West Salisbury Little League.

At home, their shared property is full of life, with over a dozen animals including pygmy goats, dogs, and cats.

Twice the Care, Twice the Commitment

At the heart of it all, Gillian and Stacie have built more than a business—they’ve built a lifestyle rooted in family, flexibility, and connection.

And for their clients, that means having not one, but two dedicated professionals invested in every step of the journey. ▾

It's time to *Vacation*

- LUXURY PRIVATE HOMES
- BEACH COTTAGES
- TOWNHOMES
- CONDOMINIUMS

ALL LOCATED IN THE POPULAR BEACH DESTINATIONS ON MARYLAND AND DELAWARE’S COAST.

OCEANS EDGE VACATIONS

Scan here to learn more!

Join the Oceans Edge Vacations Homeowner Program!

www.oceansedgevacations.com | 443.944.2195

We Are THE Short Sale Experts Realtors Trust

At CK Capital Management, we turn complex short sales into smooth, successful closings.

- No fee to homeowners
- Closing costs paid by mortgage company
- Higher approval rates
- Maximized realtor commissions

Founded by Denise & Bill McCormick, combining nursing care and financial expertise to help homeowners avoid foreclosure – and help realtors deliver results with confidence.

We handle the entire Short Sale process – start to finish.



CK Capital Management
Trusted. Compassionate. Proven.

(800) 991-6219
ckcapitalmanagement.com



Your mortgage expert in the Greater Salisbury area.
NMLS# 1965055 | 410.829.9004 | CSAULSBURY@BAYCAPITALMORTGAGE.COM

Our loan programs include:

- ✓ FHA
- ✓ VA
- ✓ USDA
- ✓ JUMBO
- ✓ Conventional
- ✓ and more financing options!

Krista

VALLIANT

of Atlantic Exposure

Building Trust, Craft, and Community Through Visual Storytelling

BY JILLEIEN FRANQUELLI
PHOTOS BY THE EXPOSURE COLLECTIVE

In 2017, Krista Valliant's life changed in an instant.

She lost her fiancé, Andrew, a loss that forced her to confront grief. In the years that followed, she quietly began the work of rebuilding learning how to move forward while carrying something that would always remain part of her story.

Photography, which had already been a part of her life, became something more steady. More intentional. It was both a creative outlet and a way to keep moving.

By 2018, that sense of rebuilding began to take shape in unexpected ways. Krista met her now-husband, Danny, on Tinder. "We met on Tinder... He was the first guy I dated after Andrew passed away... We hit it off," she recalled. What started as a leap back into connection became the beginning of a new chapter both personally and professionally.

That same year, she officially launched Atlantic Exposure.



What might look from the outside like the start of a business was, in many ways, the continuation of a larger story—one rooted in resilience, control, and a desire to build something meaningful from the ground up.

Since then, Atlantic Exposure has grown from a one-person operation into a 15-person team, offering a range of photography and media services while maintaining a distinctly relationship-driven approach. At its core, the

company specializes in real estate photography & media, helping agents present properties with clarity and impact. But Krista's business extends beyond that - in 2025 she launched both The Exposure Collective & Krista Valliant Architectural and Design. The Exposure Collective focuses on people-centered work such as branding, headshots, and events, while Krista's architectural and design photography delivers magazine-quality imagery for builders, architects, and interior designers.

Her path into photography began years earlier through her parents' real estate company. After learning Photoshop and gaining hands-on experience, she was recruited by a national firm. But that experience ultimately clarified what she wanted and what she didn't.

"They wanted cookie-cutter boring pictures," she said. "I wanted to control more of what the client was getting."

That desire for creative control became the foundation of Atlantic Exposure, a company built not just on delivering images, but on shaping the entire client experience. From the first interaction to the final product, Krista and the team emphasize partnership over transaction.

"From the beginning to the end of the process, it was a better relationship with the client," she said. "Think of it like we're partners."

This philosophy extends into how the company operates internally. With a team of roughly 15 people—split between photographers and support staff—Atlantic Exposure prioritizes both efficiency and consistency. Every photographer is trained to shoot with the same angles and approach, ensuring clients receive a reliable, high-quality product every time.

"We all shoot pretty much exactly the same angles," Krista said. "I love training—mentoring is one of my favorite things."

That focus on mentorship also reflects her belief that while technical skills can be taught, instinct cannot. "Anyone could do the basics," she noted, "but the best photographers have to have an eye



Anthony Musso, Jack Neith, Krista Valliant, Neven Stojanovic and Chris Fisher

"I love training—mentoring is one of my favorite things."

for detail or composition. You can't fix that in editing."

As the industry evolves, Atlantic Exposure continues to adapt, particularly with the rapid rise of video. The company produced roughly 65 videos in the past year, up from just 15 to 20 the year before, signaling a shift driven by social media marketing and changing client expectations.

Still, Krista remains confident in the human element of the work. "I am not one of those people that thinks AI is going to take my job," she said. "A good video or good photos can sell a house sight unseen."

Despite its growth, the company has remained grounded in a people-first philosophy. Rather than scaling

aggressively, Krista built the business around relationships, both within her team and with her clients. "I didn't have to build my business and then grow it, I had the people and then grew the business around that," she said.

That commitment to consistency and trust has not gone unnoticed—Atlantic Exposure has been named Best of Sussex County for three consecutive years.

That mindset carries into the community as well. Through initiatives like "Headshots for Hope," Atlantic Exposure provides free professional headshots to individuals seeking employment. "If people ask and we have the time, we'll try and help however we can," she said.

Looking ahead, Krista's vision is focused on refinement—growing the team thoughtfully, improving operations, and continuing to deliver a high-touch experience.

"We focus on consistency, speed, customer service—and our keyword is trust," she said.

For Krista, Atlantic Exposure is more than a business. It's something built through loss, resilience, and the decision to keep moving forward—one image, one relationship, and one new chapter at a time.

The **EXPOSURE** COLLECTIVE
PORTRAITS AND BRANDING

Kriska
VALLIANT
ARCHITECTURAL &
Design
PHOTOGRAPHY

Capturing people, shaping spaces, and showcasing the places we call home.

atlantic Exposure
LLC
REAL ESTATE PHOTOGRAPHY

coastal BEST OF
STYLE 2023 REAL ESTATE PHOTOGRAPHER SUSSEX COUNTY

coastal BEST OF
STYLE 2024 REAL ESTATE PHOTOGRAPHER SUSSEX COUNTY

coastal BEST OF
STYLE 2025 REAL ESTATE PHOTOGRAPHER SUSSEX COUNTY

Land Abstract & Escrow, LLC
"Your Mid-Atlantic Experts"

Why Us?

- 30+ years of experience
- Fast Turn Around
- Legal Expertise
- Settle Anywhere, Anytime

REACH OUT TODAY
VONNY PILCHARD:
-VPILCHARD@LAESCROW.NET
-443.783.2434

RICH ROSARIO:
-RROSARIOJR@LAESCROW.NET

OFFICE:
410.481.6770
TITLEORDERS@LAESCROW.NET

Locations:

- Salisbury
- Ocean City
- Pocomoke
- Sussex County

laescrow.net

JACK ABELL, INC.
Home Improvements & Restoration
410-641-6412

Residential Homes
Commercial Properties
Investment Real Estate
Home Inspections

Dylan Drew, Owner

Serving the Eastern Shore of Delaware, Maryland, and Virginia for over 50 years. Specializing in home inspection repair from the roof to the crawl-space. Well known for quality services, exceptional efficiency, and the highest level of professionalism.

Your local, family-owned contractor to handle all your needs.

410-641-6412
www.jackabell.com

JDog
Junk Removal & Hauling

Get Ready to Sell

Services Offered:

- ★ Single Item Pickup
- ★ Clean Outs
- ★ Junk Removal
- ★ Dumpster Rentals
- ★ Demolition

Call or Text for a **FREE** Estimate
Military & Senior Discounts Available!

410-881-5364

AMERICAN OWNED VETERAN OPERATED
RESPECT ★ INTEGRITY ★ TRUST

MORTGAGES THAT MEAN MORE

JUSTIN KOZERA
Market Leader
NMLS #1446275

JOE BRACH
Branch Manager
NMLS #459837

NMLS: 39179

EVENT RECAP



Toast to the Top

BY HANNAH BENSON
PHOTOS BY ATLANTIC EXPOSURE

On March 11th, the 2nd annual *Toast to the Top* event brought together over 185 of the Coastal region's most accomplished real estate professionals at Dogfish Head Brewings & Eats in Rehoboth Beach.

This exclusive celebration honored the 2026 Top Coastal 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 CRP 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 *Coastal 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.



Thank you to our event sponsors!



L. ECHEVARRIA
Attorneys at Law

(302) 703-7727

34385 CARPENTERS WAY
UNIT A
LEWES, DE 19958

OR OUR SATELLITE OFFICE

10 SW FRONT ST,
SUITE A-1
MILFORD, DE 19963

Connect with us here



Lem. Associates

HANDING YOU THE KEYS TO YOUR FUTURE.

At L. Echevarria Attorneys at Law, we provide personalized real estate and corporate legal services in both English and Spanish, tailored to meet the unique needs and goals of each client. We take pride in our top-quality, modern, and personable service, ensuring our clients receive the legal guidance and support they need.

Adding properties to your real estate portfolio is a significant milestone, and we want to be part of it to celebrate and ensure a smooth and pleasant experience. With 7 years of experience in the industry, our team brings a modern and fresh wave of excellence. Committed to building lasting relationships based on trust, integrity, and respect, we strive to make the legal process as smooth and straightforward as possible.

We take care of the legal details, expert guidance and support. Let's partner up and call us today!

Laneysha Echevarria, Esq
Managing Attorney



Helping More Buyers Get Into Homes with Our Unique Loan Offerings:

- ✓ 100% Conventional with NO PMI
- ✓ 100% Construction Financing
- ✓ FHA, USDA and VA Loans
- ✓ 10% Down 2nd Homes and Jumbo
- ✓ Land Lease Manufactured
- ✓ Renovation and Fix and Flip Loans
- ✓ Self Employed and Investor Loans
- ✓ Condotels and Non-Warrantable
- ✓ HELOCs and Bridge Loans
- ✓ DPA, DSHA, and Grant Programs
- ✓ And More!

whitecapdelmarva.com

"Mark and his team were an excellent fit for my home purchase. Fast and efficient was an understatement."
Michael C.







whitecap mortgage delmarva
CORP NMLS #2433455

Mark Succarotte
Mortgage Advisor
NMLS#295348
302.535.7327
mark@whitecapdelmarva.com




DON'T KNOW WHAT TO DO - CALL SUPER STU
RESTORE • REMODEL • REBUILD

Gutter Cleaning • Power Washing
Wind / Mold / Water / Fire
Clean Ups & Rebuilds







STEWART ENTERPRISES INC
"Super Stu"
Licensed, Bonded & Insured
Serving Delaware & Maryland
Veteran Family Owned & Operated for Over 48 Years

Approved by ALL Insurance Carriers

410-255-6900 | 302-232-6900
sales@stewartenterprisesinc.com • stewartenterprisesinc.com

WHY CHOOSE T.CARNEY
We're committed!
@TCARNEYSUSSEXLAW



T. CARNEY
SUSSEX LAW

Committed to providing the best comprehensive legal services for real estate transactions in the region.

T. Carney Sussex Law LLC
admin@tcarneylaw.com
302-567-2727



PROFESSIONAL PROPERTY INSPECTIONS

443.315.7802 | www.authorityinspections.com

PROTECTING YOUR PEACE OF MIND











We are more than pest control, we are peace of mind.



443.783.3223
Full service pest control with over 25 years of hands on experience

RODENTS • INSECTS • BED BUGS • TERMITES



MELISSA GEESLIN AGENCY



MELISSA GEESLIN
melissa.geeslin@goosehead.com
Office: (443) 266-8807
Direct: (443) 736-2274

We are here for YOU. Catering to realtors and lenders 100% means we love hearing Clear to Close as much as you do! We are a smarter, simpler way to shop for insurance.



HOME | RENTALS | COMMERCIAL | AUTO & MORE!



Paul Sicari

The Fixer: A Problem-Solving Approach

BY JOSEPH COTTLE
PHOTOS BY ATLANTIC EXPOSURE

When Paul Sicari looks back across a career filled with surprises and unexpected turns, one pattern stands out: Paul has always been willing to step forward, figure things out, and solve problems for the people around him. That instinct eventually led him straight into real estate, where he's now into his 11th year helping clients navigate one of the most important decisions of their lives.

For Paul, the motivation behind the work is simple.

"I came to real estate after a long career in the corporate world because I wanted to do something for myself, and to really focus on something that might bring someone joy or might ease a burden that they had," Paul says. "Generally, I'm a fixer. I like to take care of things and make people's problems go away."

That mindset defines the way he approaches every transaction. Real estate, he believes, is often misunderstood from the outside. For many clients, it represents the largest financial decision they'll ever make, and that carries a great deal of responsibility.

"I want them to know that if they're working with me, I will give them the same care and attention that I would give

myself in that transaction," Paul says. "I want them to walk away being satisfied with what we've accomplished."

Paul spent decades building a corporate career that took him from IT into business operations and ultimately into commercial leasing. His formal background was in computer science, a field he entered at a time when personal computers were just beginning to appear on office desks.

"I taught people MS-DOS commands, word processing, spreadsheets, databases—everything," Paul recalls.

That technical background eventually brought him into the legal world, where he spent more than a decade managing technology inside law firms before gradually moving into broader operational leadership roles. Over time, he found himself responsible for everything from human resources and accounting to managing massive office leases.

"I'm the guy who was always hired to do the job I was least qualified to do," Paul says with a laugh. "That's just the truth of my whole career."

His willingness to say yes and figure things out along the way shaped the way he thinks about problem-solving. In technology, every challenge breaks down into smaller pieces that eventually lead to a solution. That same principle now guides the way he works with buyers and sellers.

"If you break things down into smaller pieces, you can solve the little issues that collectively lead to the bigger resolution," Paul says.

The leap into real estate came after years of long hours and high-pressure work in the corporate world. Inspired by a neighbor who had built a decades-long career in the business, Paul began to wonder if it was time for a change.

"I thought, if I'm going to work this hard, maybe the stress should be something that's a little more in my control," Paul says.

“

I want them to walk away being **SATISFIED** with what we've **ACCOMPLISHED.**”





“**There have been tough decisions and tough journeys, but it’s led me to the right places. I FEEL VERY BLESSED.**”

Eventually he decided to take the risk. More than a decade later, he’s grateful he did because his clients brought him the joy he was looking for.

“It’s so sappy, but it’s the people,” Paul says. “People are excited about the next thing they’re doing. Maybe they’re starting retirement, or buying a home for their family that they think will be there for generations. If I’m helping them make a smart decision about that, that’s exciting for me.”

Paul’s life revolves around family, friendships, and travel. He grew up in Woodside, Queens, but spent much of his childhood summers on his aunt and uncle’s dairy farm in central Pennsylvania, where he milked cows and even became a champion in local cattle shows.

“I was a kid from New York City who cried the whole ride home after visiting the farm because I wanted to go back,” Paul says.

Today, he and his husband, John, a travel agent, share a love for exploring the world. Whether it’s a world cruise, a trip through Europe, or planning the next destination, travel has become a way for them to recharge and celebrate the freedom they’ve built in their careers.

Through all the changes and unexpected turns in his life, Paul remains grateful for the journey.

“Life has been very good to me,” Paul says. “There have been tough decisions and tough journeys, but it’s led me to the right places. I feel very blessed.”

Images by S Tara Real Estate Photography




**Tara Calabrese,
Owner**

Our Services:

- Real Estate
- Portraits
- Headshots
- Style Shoots
- Boudior

Book your session today!



484-401-1019

Imagesbystara@gmail.com

Imagesbystara.net



#golaynewroots

BLACK OAK TITLE
 WE CONSCIOUSLY UNDERSTAND THAT REAL ESTATE CAN BE CONFUSING. AND IT'S MORE THAN JUST "BUYING" A NEW HOUSE; IT'S CREATING THEIR HOME. BLACK OAK TITLE LLC WAS CREATED TO ALLEVIATE ALL THIS STRESS! IT IS OUR MISSION TO CREATE A SIMPLE, PROFESSIONAL, AND ENJOYABLE REAL ESTATE EXPERIENCE FOR EVERYONE INVOLVED!

SERVICES:

- Escrow services
- Title Insurance
- Other Legal Services




**Steven J. Sokolov, Esq.
Founder**

410.344.7925

206 Hays Street Suite 101 | Bel Air, MD 21014

www.blackoaktitle.com



The BENCHMARK FOR HIGH-END CONSTRUCTION & DESIGN

We are a full-service construction partner providing professional design, custom building, and high-value renovations for every aspect of your luxury project.



Meet & Plan



Estimate



Selections

READY TO BRING YOUR CLIENT'S VISION TO LIFE?
Call us at 302-493-6995

TRUSTED ACROSS
Sussex County and Worcester County



TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	49	\$40,989,340
2	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	31	\$11,541,100
3	Dustin Oldfather	Compass	24	\$10,709,420
4	Gordon A a Basht	Potnets Homes LLC	20	\$3,911,121
5	Ryan Haley	Atlantic Shores Sotheby's International Realty	18.5	\$8,554,550
6	Russell G Griffin	Keller Williams Realty	18.5	\$6,936,149
7	Bethany A. Drew	Hileman Real Estate-Berlin	17	\$6,041,400
8	Jaime Hurlock	Long & Foster Real Estate, Inc.	16	\$6,703,465
9	Debbie Reed	RE/MAX Realty Group Rehoboth	14.5	\$14,300,695
10	LINDA BOVA	SEA BOVA ASSOCIATES INC.	12.5	\$2,310,950
11	MICHAEL KENNEDY	Compass	12	\$7,727,192
12	Erin S. Lee	Keller Williams Realty	11.5	\$4,064,473
13	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	11	\$7,730,000
14	Donna Harrington	Coldwell Banker Realty	10.5	\$2,841,127
15	Dustin Parker	The Parker Group	10.5	\$2,468,000
16	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	10	\$5,917,500
17	SUZANNE MACNAB	RE/MAX Coastal	10	\$5,595,000
18	Nicole P. Callender	Keller Williams Realty Delmarva	10	\$4,428,000
19	Heather Ann Brummell	Keller Williams Realty	10	\$4,077,799
20	Jaasiel C Nunez	Keller Williams Realty	10	\$3,336,999
21	Charlene L. Reaser	EXP Realty, LLC	10	\$3,041,480
22	Adam U Monico	Coldwell Banker Realty	10	\$2,589,800
23	Marti Hoster	ERA Martin Associates	10	\$2,587,740
24	Anthony Matrona	Resort Real Estate	10	\$2,348,000
25	Rachel Lynn Tarbutton	Potnets Homes LLC	10	\$2,302,813
26	LESLIE KOPP	Long & Foster Real Estate, Inc.	9.5	\$13,079,281
27	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	9	\$4,769,989
28	Ryan James McCoy	Coldwell Banker Realty	9	\$4,672,000
29	Nicholas Bobenko	Coastal Life Realty Group LLC	9	\$4,239,500
30	Kevin E Decker	Coastal Life Realty Group LLC	9	\$4,165,000
31	William P Brown	Keller Williams Realty	9	\$3,569,474
32	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	9	\$3,215,316
33	Darron Whitehead	Whitehead Real Estate Exec.	9	\$2,922,400
34	Grant K Fritschle	Keller Williams Realty Delmarva	8.5	\$6,761,250

RANK	NAME	OFFICE	SALES	TOTAL
35	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	8	\$8,670,139
36	Chelsea Rose Bristow	Jack Lingo - Lewes	8	\$6,564,000
37	Sharon Y Daugherty	Keller Williams Realty Delmarva	8	\$5,824,800
38	Terence A. Riley	RE/MAX Advantage Realty	8	\$5,286,050
39	Ann Buxbaum	Northrop Realty	8	\$5,151,620
40	STACI WALLS	NextHome Tomorrow Realty	8	\$4,353,900
41	ANTHONY SACCO	RE/MAX Associates	8	\$3,806,115
42	Lisa Mathena	The Lisa Mathena Group, Inc.	8	\$3,773,900
43	Melanie Shoff	Coastal Life Realty Group LLC	8	\$3,725,000
44	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	8	\$3,541,690
45	Frances Sterling	ERA Martin Associates	8	\$3,050,900
46	Julie Gritton	Coldwell Banker Premier - Lewes	8	\$2,983,000
47	Tim Arnett	ERA Martin Associates	8	\$2,317,490
48	Suzanah Cain	Berkshire Hathaway HomeServices PenFed Realty - OP	8	\$2,172,850
49	Michael Elmore	EXP Realty, LLC	8	\$2,165,900
50	SHAUN TULL	Jack Lingo - Rehoboth	7	\$15,618,500

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

Locally Owned & Family Operated

- Garbage Collection
- Roll-Off Dumpsters
- Junk Removal / Cleanouts

615 Eastern Shore Drive
Salisbury, MD 21804

SEAGULL DISPOSAL **443-880-0809**
seagulldisposal.com

TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Jennifer A Smith	Keller Williams Realty	7	\$9,631,500
52	PAUL TOWNSEND	Jack Lingo - Lewes	7	\$8,060,863
53	Nancy Reither	Coldwell Banker Realty	7	\$5,436,500
54	Chris Jett	RE/MAX Advantage Realty	7	\$5,111,050
55	PAUL MALTAGHATI	Monument Sotheby's International Realty	7	\$4,737,196
56	DANIEL TAGLIENTI	Keller Williams Realty	7	\$3,875,000
57	Bogi Szabo	Keller Williams Realty	7	\$3,008,000
58	Phillip W Knight	Northrop Realty	7	\$2,921,899
59	FRANCIS ESPARZA	Northrop Realty	7	\$2,395,500
60	TONY FAVATA	Elevated Real Estate Solutions	7	\$1,939,200
61	Anna Spann	Coldwell Banker Realty	7	\$1,933,000
62	Brooks R Decker	Coastal Life Realty Group LLC	7	\$1,896,000
63	JAY SCHULMAN	Coldwell Banker Realty	7	\$1,701,300
64	Robyn Alicia Kaspersky	Vision Realty Group of Salisbury	7	\$1,538,990
65	C.D. Hall	Hall Realty	7	\$1,503,000
66	Makayla B Johnson	Northrop Realty	7	\$1,398,900

RANK	NAME	OFFICE	SALES	TOTAL
67	Debora H Hileman	Hileman Real Estate-Berlin	6.5	\$3,764,000
68	Mary SCHROCK	Northrop Realty	6.5	\$3,683,859
69	Paul A. Sicari	Compass	6.5	\$3,516,990
70	ADAM KSEBE	Long & Foster Real Estate, Inc.	6.5	\$3,124,400
71	Trenace Swaringer	Coldwell Banker Realty	6.5	\$2,442,340
72	Austin Whitehead	Whitehead Real Estate Exec.	6.5	\$2,148,650
73	Temeka L Mumford	Coldwell Banker Realty	6.5	\$1,527,500
74	CARRIE LINGO	Jack Lingo - Lewes	6	\$11,315,000
75	Brigit R Taylor	Keller Williams Realty	6	\$4,896,237
76	Matthew Lunden	Keller Williams Realty	6	\$4,831,871
77	Joseph Wilson	Coastal Life Realty Group LLC	6	\$4,545,000
78	JAMES LATTANZI	Northrop Realty	6	\$3,969,143
79	R. Erik Windrow	Keller Williams Realty	6	\$3,946,035
80	David Litz Jr.	Century 21 Emerald	6	\$3,466,854
81	Nitan Soni	Northrop Realty	6	\$2,913,439
82	Heidi Thomas	Atlantic Shores Sotheby's International Realty	6	\$2,884,900
83	TERESA MARSULA	Long & Foster Real Estate, Inc.	6	\$2,802,500
84	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	6	\$2,543,000
85	Dallas Taylor Godman	Atlantic Shores Sotheby's International Realty	6	\$2,535,000
86	CHRISTINE MCCOY	Coldwell Banker Realty	6	\$2,455,000
87	Bradley Rayfield	Coldwell Banker Realty	6	\$2,367,300
88	Virginia Malone	Coldwell Banker Realty	6	\$2,319,900
89	Adam Ask	Northrop Realty	6	\$2,208,400
90	Luke Shockley	Berkshire Hathaway HomeServices PenFed Realty	6	\$2,108,990
91	Patricia Bree Erickson	Patterson-Schwartz-Rehoboth	6	\$2,075,000
92	Amanda Ellen Tingle	Coldwell Banker Realty	6	\$2,024,500
93	Colby B Phippin	Whitehead Real Estate Exec.	6	\$1,884,875
94	Whitney Ann Elliott	Coldwell Banker Realty	6	\$1,775,000
95	Taylor M Tallarico	Keller Williams Realty	6	\$1,761,800
96	Diane Sulkovsky	Potnets Homes LLC	6	\$1,690,629
97	Phillip Anderson III	Keller Williams Realty	6	\$1,535,000
98	Charlene Spence	The Spence Realty Group	6	\$1,215,400
99	Rebecca Lewis	Century 21 Harbor Realty	6	\$1,130,887
100	LINDA MUELLER	BETHANY AREA REALTY LLC	5.5	\$2,552,000

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

Ready to Elevate Your Real Estate Game?

Offering Solutions to Help Your Coastal Buyers with Capital Bank Second Home Loan Purchase Promotion.

With the changes recently made, lenders must now offer you rates equivalent to purchasing an investment property. Capital Bank offers you a significantly better option, a 30-year fixed rate second home purchase mortgage at primary rates!

- 30-YEAR FIXED RATE
- OFFERED AT PRIMARY RATES
- 80% MAX LTV UP TO \$1 MILLION IN LOAN AMOUNT
- SECOND HOME PURCHASE LOANS ONLY IN DE, MD, & VA
- RATE REDUCED ADDITIONAL .25% FOR AUTO PAY

Contact us today to learn more about our Second Home Program

Eric Parsons
 • eparsons@capitalbanmd.com
 • 302-692-2515
 • eric-parsons.com

Joe Gensoli
 • jgensoli@capitalbanmd.com
 • 484-894-5827
 • mortgagepro-joe.com

The Market Is Moving. Make Sure Your Closings Are Too.




Spring momentum is here. Deals are moving faster, timelines are tighter, and details matter more than ever.

Our team keeps every closing secure, seamless, and right on schedule.

✓ 100% Woman Owned

✓ 17 Locations Across MD, VA, DC, DE, PA, and WV

✓ Advanced Wire-Fraud Protection

Connect with us 

 410.992.1070

 info@lakesidetitle.com

 www.lakesidetitle.com



TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	49	\$40,989,340
2	SHAUN TULL	Jack Lingo - Rehoboth	7	\$15,618,500
3	Debbie Reed	RE/MAX Realty Group Rehoboth	14.5	\$14,300,695
4	LESLIE KOPP	Long & Foster Real Estate, Inc.	9.5	\$13,079,281
5	BRYCE LINGO	Jack Lingo - Rehoboth	5	\$12,934,750
6	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	31	\$11,541,100
7	CARRIE LINGO	Jack Lingo - Lewes	6	\$11,315,000
8	Dustin Oldfather	Compass	24	\$10,709,420
9	Jennifer A Smith	Keller Williams Realty	7	\$9,631,500
10	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	8	\$8,670,139
11	Ryan Haley	Atlantic Shores Sotheby's International Realty	18.5	\$8,554,550
12	TJARK BATEMAN	Jack Lingo - Rehoboth	4	\$8,379,999
13	PAUL TOWNSEND	Jack Lingo - Lewes	7	\$8,060,863
14	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	11	\$7,730,000
15	MICHAEL KENNEDY	Compass	12	\$7,727,192
16	Justin Noble	Monument Sotheby's International Realty	3	\$7,425,000

RANK	NAME	OFFICE	SALES	TOTAL
17	Russell G Griffin	Keller Williams Realty	18.5	\$6,936,149
18	AMANDA RYAN	Jack Lingo - Rehoboth	5	\$6,883,250
19	Grant K Fritschle	Keller Williams Realty Delmarva	8.5	\$6,761,250
20	HENRY A JAFFE	Monument Sotheby's International Realty	1.5	\$6,703,750
21	Jaime Hurlock	Long & Foster Real Estate, Inc.	16	\$6,703,465
22	Chelsea Rose Bristow	Jack Lingo - Lewes	8	\$6,564,000
23	Bethany A. Drew	Hileman Real Estate-Berlin	17	\$6,041,400
24	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	10	\$5,917,500
25	Sharon Y Daugherty	Keller Williams Realty Delmarva	8	\$5,824,800
26	SUZANNE MACNAB	RE/MAX Coastal	10	\$5,595,000
27	Nancy Reither	Coldwell Banker Realty	7	\$5,436,500
28	Kimberly Lear Hamer	Monument Sotheby's International Realty	5	\$5,397,500
29	Shannon L Smith Hunt	Northrop Realty	5	\$5,387,000
30	Terence A. Riley	RE/MAX Advantage Realty	8	\$5,286,050
31	Ann Buxbaum	Northrop Realty	8	\$5,151,620
32	Chris Jett	RE/MAX Advantage Realty	7	\$5,111,050
33	Brigit R Taylor	Keller Williams Realty	6	\$4,896,237
34	Matthew Lunden	Keller Williams Realty	6	\$4,831,871
35	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	9	\$4,769,989
36	PAUL MALTAGHATI	Monument Sotheby's International Realty	7	\$4,737,196
37	Ryan James McCoy	Coldwell Banker Realty	9	\$4,672,000
38	Joseph Wilson	Coastal Life Realty Group LLC	6	\$4,545,000
39	CHRISTINE TINGLE	Keller Williams Realty	5	\$4,532,500
40	Nicole P. Callender	Keller Williams Realty Delmarva	10	\$4,428,000
41	STACI WALLS	NextHome Tomorrow Realty	8	\$4,353,900
42	Tracy L. Zell	Long & Foster Real Estate, Inc.	4	\$4,308,531
43	Nicholas Bobenko	Coastal Life Realty Group LLC	9	\$4,239,500
44	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	5	\$4,211,000
45	Kevin E Decker	Coastal Life Realty Group LLC	9	\$4,165,000
46	ELIZABETH KAPP	Long & Foster Real Estate, Inc.	5	\$4,105,000
47	Heather Ann Brummell	Keller Williams Realty	10	\$4,077,799
48	Erin S. Lee	Keller Williams Realty	11.5	\$4,064,473
49	JAMES LATTANZI	Northrop Realty	6	\$3,969,143
50	R. Erik Windrow	Keller Williams Realty	6	\$3,946,035

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

TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to Mar. 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	Carol J Materniak	Long & Foster Real Estate, Inc.	3	\$3,915,000
52	Gordon A a Basht	Potnets Homes LLC	20	\$3,911,121
53	DANIEL TAGLIENTI	Keller Williams Realty	7	\$3,875,000
54	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	5	\$3,832,900
55	ANTHONY SACCO	RE/MAX Associates	8	\$3,806,115
56	Lisa Mathena	The Lisa Mathena Group, Inc.	8	\$3,773,900
57	Debra H Hileman	Hileman Real Estate-Berlin	6.5	\$3,764,000
58	John Christopher Housman	Long & Foster Real Estate, Inc.	3.5	\$3,746,000
59	Melanie Shoff	Coastal Life Realty Group LLC	8	\$3,725,000
60	Daniel Clayland	Coldwell Banker Realty	5	\$3,699,900
61	Mary SCHROCK	Northrop Realty	6.5	\$3,683,859
62	RHONDA FRICK	Long & Foster Real Estate, Inc.	2.5	\$3,672,500
63	William P Brown	Keller Williams Realty	9	\$3,569,474
64	Gary R Thill	Coldwell Banker Realty	4	\$3,548,000
65	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	8	\$3,541,690
66	Paul A. Sicari	Compass	6.5	\$3,516,990
67	CANDY WILLIAMS	Long & Foster Real Estate, Inc.	2	\$3,485,125
68	David Litz Jr.	Century 21 Emerald	6	\$3,466,854
69	Jennifer Jones	Compass	4.5	\$3,415,475
70	Andy Whitescarver	RE/MAX Realty Group Rehoboth	4	\$3,387,500
71	Jaasiel C Nunez	Keller Williams Realty	10	\$3,336,999
72	Shawn Kotwica	Coldwell Banker Realty	5	\$3,236,500
73	VALERIE ELLENBERGER	Compass	3	\$3,217,500
74	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	9	\$3,215,316
75	Jonathan M Barker	Keller Williams Realty Delmarva	4.5	\$3,167,250
76	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	2.5	\$3,144,800
77	Troy Doyle	Coastal Life Realty Group LLC	4	\$3,135,000
78	ADAM KSEBE	Long & Foster Real Estate, Inc.	6.5	\$3,124,400
79	Brian K Barrows	Monument Sotheby's International Realty	4	\$3,115,000
80	Gary Michael Desch	Northrop Realty	4	\$3,114,000
81	STEPHEN MORGAN	Keller Williams Realty	5	\$3,089,900
82	Jay Phillips	Holiday Real Estate	2	\$3,074,900
83	Frances Sterling	ERA Martin Associates	8	\$3,050,900
84	Charlene L. Reaser	EXP Realty, LLC	10	\$3,041,480

RANK	NAME	OFFICE	SALES	TOTAL
85	Bogi Szabo	Keller Williams Realty	7	\$3,008,000
86	Julie Gritton	Coldwell Banker Premier - Lewes	8	\$2,983,000
87	Darron Whitehead	Whitehead Real Estate Exec.	9	\$2,922,400
88	Phillip W Knight	Northrop Realty	7	\$2,921,899
89	Nitan Soni	Northrop Realty	6	\$2,913,439
90	Lucius Webb	Jack Lingo - Rehoboth	1	\$2,900,000
91	Kim Hitchens	Dave McCarthy & Associates, Inc.	1	\$2,900,000
92	Heidi Thomas	Atlantic Shores Sotheby's International Realty	6	\$2,884,900
93	ELIZABETH M COOCH	Jack Lingo - Lewes	2	\$2,875,000
94	KRISTINA LINGO	Jack Lingo - Lewes	5	\$2,870,715
95	LISA BARROS	Monument Sotheby's International Realty	3	\$2,867,000
96	NANCY DELLA VECCHIO	NextHome Tomorrow Realty	4	\$2,860,000
97	Jeffrey Douglas Messick	Berkshire Hathaway HomeServices PenFed Realty-WOC	4	\$2,851,000
98	Donna Harrington	Coldwell Banker Realty	10.5	\$2,841,127
99	Sterling Townsend	Monument Sotheby's International Realty	2	\$2,827,521
100	TERESA MARSULA	Long & Foster Real Estate, Inc.	6	\$2,802,500

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

GATEWAY BUILDERS
Premier CUSTOM HOMES
Eastern Shore of Virginia, Maryland and Delaware

With a passion for quality, custom made amenities, attention to detail and current thinking, Gateway Builders is an excellent choice for a distinctive and unique custom home. When considering the investment in a custom home builder on the Eastern Shore, consider the advantages of a full service construction and design firm. Established in 2006, our custom homes and models are available for view in many waterfront communities.

Connect with us here!

(410) 726-2414 WWW.HOMESBYGATEWAY.COM 107 MARKET STREET | POCOMOKE, MARYLAND 21851



When it comes to remodeling and custom home improvements, details matter. As a trusted general contractor serving the Delaware area, we specialize in high-impact renovations that maximizes property value and market appeal.


APT
A PRECISE TOUCH
CONSTRUCTION

OUR SERVICES

- EXPERT BATH & KITCHEN RENOVATIONS
- NEW CUSTOM HOME CONSTRUCTION
- HANDYMAN SERVICES
- WHOLE-HOME REMODELING & EXTERIOR ADDITIONS
- FLOORING, DRYWALL & PAINTING/FINISH WORK


CHECK OUT OUR WORK! CONTACT US | FREE ESTIMATES

Facebook Instagram A PRECISE TOUCH (302)278-8811 BUILDWITHAPT.COM BUILDWITHAPT.COM



HOUSE OF TOWNSEND, P.A.
ATTORNEYS AT LAW

**Real Estate Settlements
Estate Planning & Administration
Business Entity Formation**



(302) 539-1388 houseoftownsendlaw.com
Ocean View | Millsboro | Rehoboth Beach

outside is fun again.



MOSQUITO JOE
a neighborly company

\$49⁹⁹ first treatment

barrier treatments • special events
natural options • no contracts

302-268-8530

Salisbury-RehobothBeach.MosquitoJoe.com

Independently owned and operated franchise. ©2023 Mosquito Joe SPV LLC. All rights reserved.



YOUR 5-STAR CO-HOSTING PARTNER

Because you're not just a number.

REALTORS & INVESTORS TRUST US TO TREAT EVERY PROPERTY LIKE OUR OWN. AS A FAMILY-OWNED COMPANY, WE BRING HOSPITALITY, CARE, AND COMMUNICATION TO EVERY LISTING.

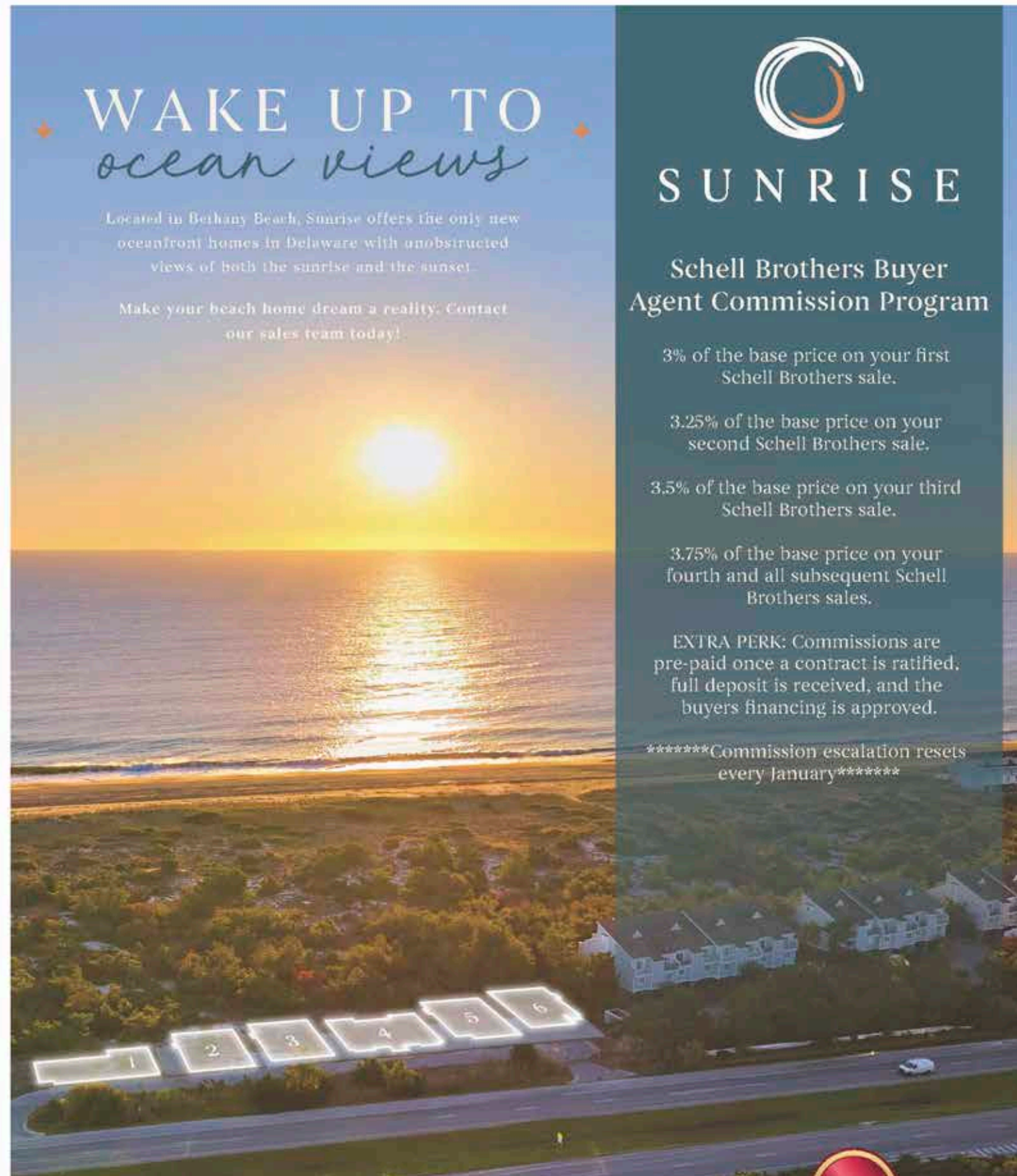
Our Services:

- Revenue & Listing Optimization
- 24/7 Guest Support & Vendor Coordination
- Flexible Terms & Monthly Reports

Experience the Top Shelf Standard—hospitality, handled.

Dan Phelps - Owner and Operator
302-593-4218 | TopShelfDE.com

Explore Our Services

WAKE UP TO
ocean views

Located in Bethany Beach, Sunrise offers the only new oceanfront homes in Delaware with unobstructed views of both the sunrise and the sunset.

Make your beach home dream a reality. Contact our sales team today!

SUNRISE

Schell Brothers Buyer Agent Commission Program

- 3% of the base price on your first Schell Brothers sale.
- 3.25% of the base price on your second Schell Brothers sale.
- 3.5% of the base price on your third Schell Brothers sale.
- 3.75% of the base price on your fourth and all subsequent Schell Brothers sales.

EXTRA PERK: Commissions are pre-paid once a contract is ratified, full deposit is received, and the buyers financing is approved.

*****Commission escalation resets every January*****

1 2 3 4 5 6

SCHELL
—brothers—

Scan for more information.
SchellatSunrise.com | 302.386.8231

Information subject to change at any time without notice. Contact sales team for details. Equal Housing Opportunity



**THE DETAILS
ARE ALWAYS
IN THE DESIGN.**

Cabinets & Countertops
Kitchens & Bathrooms
Bars & Built-ins
Closets

Rehoboth Showroom

19849 Hebron Road
Rehoboth Beach,
De 19971

Connect with Us!

