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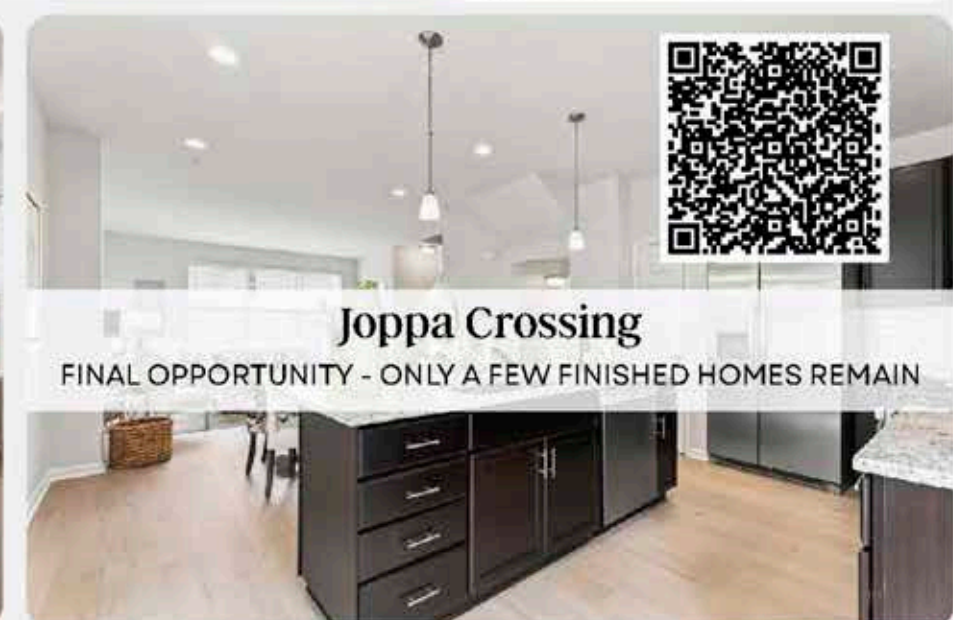
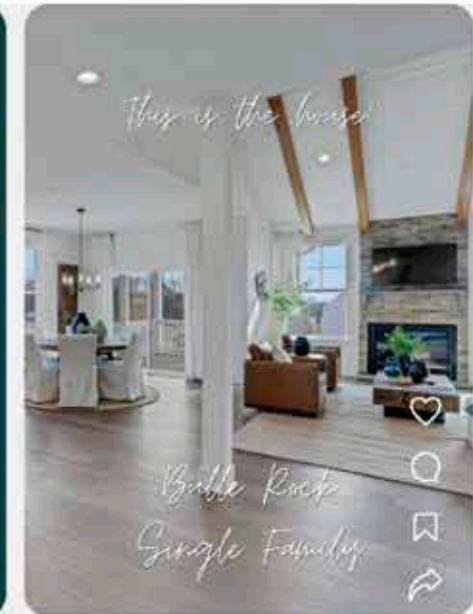
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Contents



PROFILES



18 Lewis Woodwork



30 Pinpoint Skip



42 Slater Painting



52 Green Home Solutions



24 Brittany Williams



36 Marie DeVries

IN THIS ISSUE

- 8 Preferred Partners**
- 12 Meet The Team**
- 14 Editor's Note:** More Than "Thank You"
- 15 Events Calendar:** Baltimore Real Producers 2026 Events Calendar
- 18 Partner Spotlight:** Lewis Woodwork
- 24 Agent Of Influence:** Brittany Williams
- 30 Partner Spotlight:** Pinpoint Skip
- 36 Agent to Watch:** Marie DeVries
- 42 Partner Spotlight:** Slater Painting
- 48 Community Contribution:** Your AI Advantage
- 52 Partner Spotlight:** Green Home Solutions
- 58 Cover Story:** Jason Perlow
- 66 Top 150 Standings By Units**
- 78 Top 150 Standings By Volume**



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More Than “Thank You”

I’ve “practiced” gratitude in a lot of different ways. A gratitude journal. Writing something down in my Notes app as it happened. Reflecting on my day before bed. Eventually, it became a way of daily thinking. Nothing has been more calming to my nervous system, more joy-inducing, or more connection-building.

We’ve all met someone where you can feel the gratitude pouring out of them. Their gratitude isn’t about something that just happened. It’s deeper than that. It’s as if they’ve found a secret of life and share it through the energy of gratitude. They understand the connection between growth, blessings, or karma, whatever you want to call it, and they hold that connection sacred. They acknowledge it daily. They meditate on it, pray about it, and feel it in their soul.

When my very first performance coach introduced the idea of a daily gratitude practice, it seemed easy. I learned quickly that it was a little more involved than sending someone a thank-you card for a gift.

Gratitude requires deep thought. It requires you to understand why you are grateful and how the people, moments, and experiences in your life have shaped you. It requires reflection. It requires you to build relationships with intention.

Over time, a gratitude practice creates lasting connections and a deeper appreciation for people and for life. Gratitude shapes our character. I think it’s what makes some people so magnetic. You can feel when someone isn’t just grateful for what they have, but deeply connected to why they have it.

And the beautiful thing is that there isn’t one right way to practice it. Ask your friends how they do it, and everyone will probably have a different answer. For me, it doesn’t matter if I write it electronically, in a fancy journal, or simply think about it. What matters is the process.

I ask myself two questions: **Why am I grateful for this? And how has it impacted my life?**

For example, “I am grateful for Colleen” is true, but it doesn’t necessarily deepen the connection. The question is: **Why am I grateful for her today?**

Today, I might write: *I am grateful for Colleen because she saw that I was running behind, packed my lunch, and put it by the door. That small act allowed me to calm down, get to my appointment safely, and arrive in a better frame of mind.*

That is gratitude with context. It makes me stop and notice not just what

someone did, but how their action affected me.

The same is true for my gratitude for the *Baltimore Real Producers* community. I am grateful for their kindness and generosity because Love and Lunches continues to feed people who need it most. Their support creates a ripple effect that reaches beyond me, into families and communities.

That’s the part of gratitude I’ve come to understand. It isn’t just recognizing the good. It’s noticing the connection, understanding the impact, and taking a moment to honor it.

Always,



Jill Franquelli
Editor-in-Chief
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BALTIMORE REAL PRODUCERS 2026 EVENTS CALENDAR

Thursday, November 19
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Bill & Julie

LEWIS

of Lewis Woodwork

Putting Clients First

BY SUSAN MARQUEZ
PHOTOS BY DAVID STUCK

Bill and Julie Lewis are a model couple. They are together all day running the family's business, and they truly enjoy each other's company. Since forming Lewis Woodwork in 2024, they have collaborated on products, with Bill in the shop and Julie handling marketing, shipping, and much more. But this isn't the first time the couple has worked together.

Both raised in Beverly, Massachusetts, Bill and Julie were high school sweethearts. They attended different colleges, but being apart didn't lessen their love for one another. They got married in August 1993. Julie worked as a lab administrator in a hospital for seven years, until their first child was born. Bill was a software engineer working in IT. "One thing led to another, and I started consulting in IT," says Bill. "Julie helped with marketing." The couple worked together for 26 years.

During COVID, their business took a hit. "Many of our clients closed during the pandemic," Bill explains.

In 2014, Bill noticed the algorithms and realized he couldn't stay in IT until he retired. Over the next nine years, Bill developed an idea. "In 2023, Julie and I were on one of our evening walks, and I told her that I'd like to do something more tangible – something that couldn't be replaced by AI. When I told her what I wanted to do, she thought I was nuts. She said for me to show her something she could see."

That "something" was a custom cutting board. Bill explained to Julie that they could start by marketing them to Realtors® as closing gifts to their clients.

It was a natural fit for Bill, who started working with wood as a child. "I learned from my father and my grandfather." He already had a shop, and woodworking was something he enjoyed. Julie jumped on board, and now Lewis Woodwork, founded in 2024, ships its products to 48 states.

Julie loves it because she can still work with Bill. "Family is everything to us, and it gives us more time to spend with our three children." Now grown, they all help with the business in one way or another. Oldest daughter Caroline and her husband, Dre, help with trade shows. Middle child, Jillian, helps out in the shop. And son Owen works in the shop, and he's also a great salesperson.

The company is built on providing a superior handmade product along with top-notch customer service. "This is a big pivot from IT," laughs Julie.

While cutting boards and charcuterie boards are a mainstay for the company, Lewis Woodwork now offers custom tables and butcher block countertops for homes, restaurants, and bars. As more people discover the company, they are getting custom work from NASA to luxury hotels. "NASA recently contracted us to make prototypes, and the Pendry Baltimore Hotel gives our products as wedding gifts," says Julie.

Julie says that Realtors® love giving a Lewis Woodwork product for a closing gift. “It’s a memorable gift that can be personalized with a last name, branded with a logo, or anything else desired on both the front and back of the board. We can also put the agent’s name on the back. We have a recurring customer base from the agents who have ordered from us over and over – they love that it’s a turnkey gift.” Julie says each gift is wrapped and shipped with a handwritten note, along with a tin of Board Butter made in-house using tung oil, orange peel oil, and beeswax sourced from local apiaries.

Julie is the face of the company, and she loves going into the community and sharing their products. “I visit weekly sales meetings and explain what we do, and I attend the trade shows as well.” In addition to the handwritten notes sent with the boards, Julie says they can also put the agent’s return address on the packages when sending them to clients.

The Lewises have found their niche, and they continue to grow a strong family business. “We love what we do, and we enjoy working with the *Baltimore Real Producers* community.”

“NASA recently contracted us to make prototypes, and the Pendry Baltimore Hotel gives our products as wedding gifts.”



Owen, Jillian,
Julie, Bill,
Caroline and Dre

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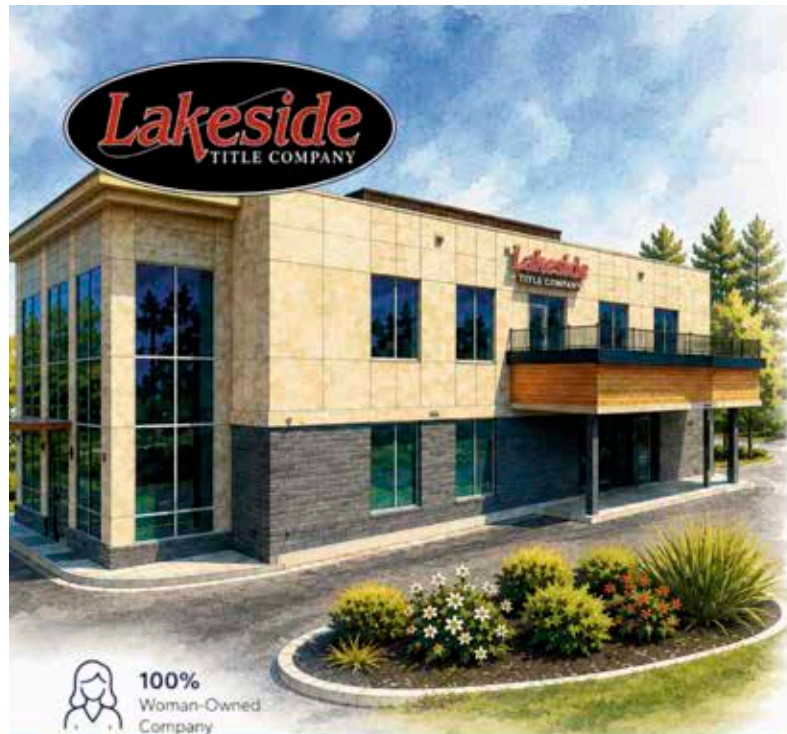
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Brittany Williams

The Bigger Picture

PHOTOS BY DAVID STUCK

FOR BRITTANY WILLIAMS, success is about more than the next accomplishment. It's about building a life she's proud of, serving clients with integrity, creating opportunities for others, and showing her daughter what's possible through hard work and faith. In this Q&A, Brittany shares the lessons, values, and experiences shaping her career.

How do you define success, both personally and professionally, and how has that definition evolved over time?

I define success as building a life I'm proud of while creating opportunities for others. It's bigger than sales or recognition—it's about impact, helping clients build generational wealth, growing as a businesswoman, and showing my daughter what's possible through hard work and faith.

My definition has evolved. I once measured success mainly by accomplishments and the next goal. Today, it means purpose, freedom, peace, and legacy. I still have big goals, but I've learned to appreciate how far I've come while making room for where I'm going.

Can you recall a specific piece of advice from a mentor that you've carried with you throughout your career?

My mentor, Monica Truesdale, always tells me, "What's meant for you will be for you," while reminding me to remain a student—stay humble, keep learning, and never assume I know everything.

That advice has helped me trust the process when things don't happen as quickly as expected. I don't have to force what's meant for me, but I do have to stay prepared, consistent, and willing to grow.

In your experience, what are some common misconceptions about the real estate industry that you would like to address?

One of the biggest misconceptions is that real estate is easy or glamorous. People see the cars, clothes, and success shared online, but they don't always see the long hours, constant follow-up, rejected offers, difficult transactions, or financial uncertainty.

Real estate requires discipline, patience, consistency, and continuous learning. The lifestyle may be visible, but the real foundation is the work ethic, sacrifice, professionalism, and commitment behind it.

How do your personal values align with your professional decisions in real estate?

My personal values are at the center of every professional decision I make. I believe in integrity, professionalism, consistency, and genuinely caring for my clients. Those values guide how I communicate, negotiate, handle challenges, and show up throughout every transaction. I want my clients to know that their best interests will always come before simply closing a deal.

How do you maintain work-life balance in a demanding industry like real estate?

Maintaining balance requires boundaries, organization, and discipline. I plan ahead, communicate clearly with clients, and protect time for my family and personal well-being.

Real estate can be unpredictable, so flexibility is necessary, but I've learned that constantly being available doesn't always mean being effective. Balance allows me to stay present for my daughter while continuing to serve my clients and build a sustainable career.

Can you share a memorable story about a particularly rewarding client relationship?

One of my most rewarding client relationships grew into a lifelong friendship and extended family. What began as one transaction developed into a connection built on trust and genuine care.

Over the years, they referred family members to me, allowing me to work with multiple

CONTINUED ►

“

I believe in integrity, professionalism, consistency, and genuinely caring for my clients.”

“
One of the biggest
misconceptions is
that real estate is
easy or glamorous.”

generations. To me, there is no greater compliment than someone trusting me enough to recommend me to the people they love. They remain part of my life today, which makes the relationship even more meaningful.

Can you discuss a time when you had to make a difficult decision that tested your values?

A difficult moment came when a client accused me of not doing my job and reported me to the board, despite my belief that I had acted in their best interest. It was discouraging, but I stood by my decisions and professional responsibilities.

After investigating, the board dismissed the case and confirmed I had acted in my client's best interest. That experience reinforced the importance of integrity and standing by what I know is right, even when it's difficult or misunderstood.

How do you handle stress and maintain motivation in a competitive environment?

I manage stress by focusing on what I can control. Real estate is unpredictable, so I focus on solutions, professionalism, and continuing to show up for my clients.

I also don't compete with anyone but myself. My daughter, my clients, and the future I'm building motivate me. I've learned that rest matters too. Staying consistent is important, but so is making sure I don't lose myself in the process.

What legacy do you hope to leave within the real estate community?

I hope to leave a legacy of integrity, impact, and opportunity. I want to be remembered as someone who cared about her clients, stood on her word, and helped families create generational wealth.

I also want my journey to inspire other women building careers and families at the same time. Most importantly, I want my daughter to see that anything is possible. As I work toward eventually owning my own brokerage, I want my legacy to be bigger than the homes I've sold—it's about the people I've helped, the doors I've opened, and the example I've set. ▀



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PHOTOS BY DAVID STUCK

Can you tell me about the history of the company and how it was founded?

I was a data analyst for six years before getting fired from my job in January 2021. At that point, I had flipped two houses, with the second one being successful. That gave me the runway to go full-time into real estate investing.

At first, I was running a wholesaling and direct-to-seller marketing company. However, I kept running into the issue of bad data and oversaturated lists. So I went down the rabbit hole of creating my own lists, and my personal investing business took off. I wanted to see if other people could get deals from my data too, so I started selling lists to some friends. Once they were able to get deals from my lists, I started Pinpoint Skip.

What do you believe sets your business apart from competitors?

The reality is that my business is a commodity with a lot of competition. We offer lists that our competitors don't have, so my clients are fishing in a different pond.

I also try to separate us by being overly available to my clients. I try to be a resource and a sounding board because I understand how hard it is to get deals in this market.

What are some of the biggest challenges your business faces right now?

As the market tightens, the first thing businesses tend to cut is their marketing budget. People see it as an expense rather than an investment.

What has set my successful clients apart is that they continue to market, even in the face of uncertainty.

Can you share a pivotal moment in your life that significantly influenced your decision to pursue your current career?

My little brother passed away when I was 30 years old. My job at the time only had a two-day bereavement policy. That wasn't enough time for me, so I ended up taking a full week.

When I came back, they handed me a sympathy card and a write-up, lol. That day, I decided I was going to do whatever it took to not only leave that company, but also figure out how to work for myself.

How do you define success, both personally and professionally, and how has that definition evolved over time?

My success is strictly defined by how much time I get to hang out with my kids without feeling obligated to anything else.

I was able to take the summer off, not totally, but I didn't hire a nanny. I was able to hang out with them every day while taking them to my flips.

Who have been your most significant mentors in business, and what impact have they had on your career?

I can easily say, without a doubt, that I would not be where I am without Bob Brendel.

I remember taking Bob to dinner before entering this business. He gave me the green light and told me he'd help fund my first flip. That gave me the confidence to go hit the pavement, and I found my first one six months later.

If I ever needed advice or had questions, he was always there to answer the phone and never made me feel like an idiot for asking.

How do you pay it forward to the next generation of professionals?

I bend over backwards, almost to a fault, for my clients because I understand how hard this business is.



Faisal with his wife Allison and two sons, Oliver and Teddy

As a real estate investor myself, I try to teach all of my Realtor clients to invest in real estate because it's changed my life. I've had plenty of pseudo-mentors along the way and investors who allowed me to learn from their mistakes. The least I can do is pay it forward.

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Marie DeVries



Teach,
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PHOTOS BY DAVID STUCK

Marie DeVries found her stride in real estate by bringing her teaching background into her business. Today, she leads with education, helping clients feel informed, confident, and comfortable rather than simply “sold.” In this Q&A, Marie shares how authenticity shaped her career, built trust, and helped her create a business that feels genuinely hers.

What were some of the biggest challenges you faced when starting your career in real estate, and how did you overcome them?

When I started selling real estate in 2016, I put my teaching “hat” on a shelf. I loved being a teacher and was sad to leave the career due to financial reasons - student loan debt, ugh! Two years into real estate, things were going well, but I was still young in my career and exercising only what was taught to me. While the material and wisdom that my mentors imparted to me were great, it didn’t feel fully like me; I was still wearing other people’s “hats” - I hadn’t yet found my style. Marrying my teaching and real estate careers together was not something I consciously attempted to do, but when the opportunity presented itself to merge these “selves,” I hit my stride. I distinctly recall the first listing appointment I went to solo, and intentionally left my team’s flashy marketing materials behind and instead brought my self-created, education-focused Word documents. I was nervous going in, of course, but I left feeling amazed at how naturally it flowed. Reflecting on the appointment, I remember

thinking, “People buying and selling homes want to be taught. They don’t need to be sold.” I could be a teacher and a realtor. From then on, I shaped my entire business to be education-forward, curating the advice from my mentors to be more “Marie.” More Marie meant removing any “salesy” tone and instead giving instructive, thoughtful, creative (and sometimes silly) energy. Every one of us has valuable past experiences, inside and outside of this field, that shape who we are - leaning into my own history was essential to becoming an authentic Realtor.

What values or principles have guided you throughout your personal and professional journey in real estate?

I have always cared about making those around me feel comfortable, because I know what it’s like to feel uncomfortable - and that discomfort has shown up in a lot of ways. Socially, I went to three different high schools, so I know what it’s like to walk into a room knowing no one, over and over again. Geographically, I moved to Spain at 27, so I know what it’s like to live outside my native country and try to express myself every day in a language

that isn’t my own. And financially, I know what it’s like to carry debt on a teacher’s salary, working several jobs at once just to get by. Having worked hard to build my own sense of security, I know that discomfort can make us feel out of control, which is why I’m so dedicated to making my clients feel comfortable and confident from the start. That security begins with education. From there, everything else falls into place: education brings control and the ability to make wise decisions on one of the biggest financial choices of your life. Control leads to feeling safe, safety builds trust, and once trust is established, there’s finally room for my dad jokes! My hope is that the message my clients walk away with, even subliminally, is simple: I’m your trusted real estate professional, and I also always have your heart in mind.

If you could give one piece of advice to someone just starting their journey in real estate, what would it be?

One of the most beautiful things about being a realtor is that there are hundreds of ways to be successful in this career. Lean into what feels the most genuine! Don’t launch a realtor social

media account because you feel like you're supposed to. Don't take internet leads because you feel like you should. Feel most comfortable meeting new buyers in person? Try open houses, or teach classes! Long story short: Don't be afraid to try all the things, and if you hate every one of them, then pave your own way. Sure, every job comes with some unsavory tasks, but if something

doesn't align with who you are at your core, don't root your business in it. Shape this career so that it aligns with your strengths and values, and you will shine!

What hobbies or activities do you engage in outside of real estate that help you recharge?

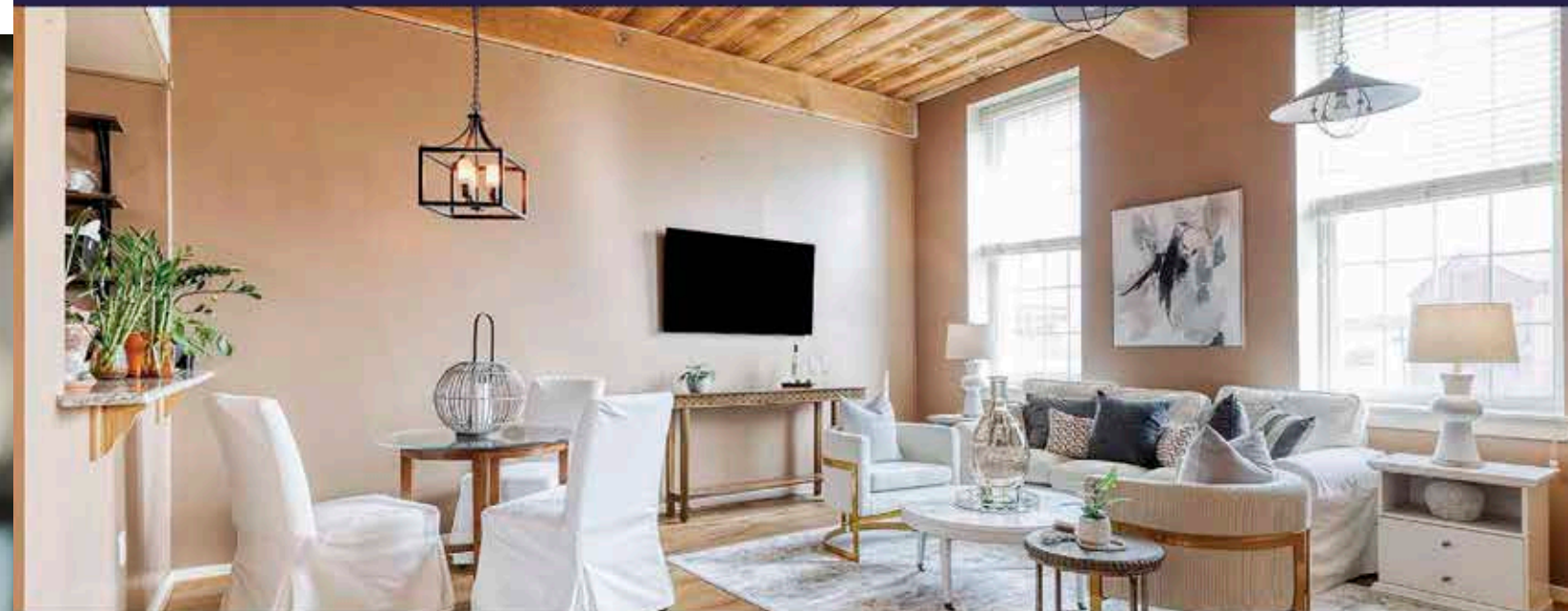
Is it weird to refer to my dog, George, as a hobby? Perhaps I should say he is "involved in" all of my hobbies, which

primarily include: walking, hiking, glamping, auntie-ing, cooking, and reading. He even accompanies me to the Pilates studio! From taste tester to cuddle buddy, George is truly my best friend. He makes me laugh, even before coffee, on our morning walks, which is saying a lot. Traveling is also a favorite hobby, but until we hit the lottery, George has to sit those trips out. Euro George loading... 🍷

“Don't be afraid to try all the things, and if you hate every one of them, then pave your *own way.*”



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Keith Slater

of Slater Painting



BUILT ONE
RELATIONSHIP
AT A TIME

A realtor named Karen Eggy sold Keith Slater his first house 28 years ago. When she learned he could paint and handle general home repairs, she started giving him work and then promptly referred him to other agents. That chain of referrals is how Slater Painting and Home Improvements got off the ground.

BY JOSEPH COTTLE • PHOTOS BY DAVID STUCK

“A Realtor gave me my start 28 years ago,” Slater says. “Realtors believed in me, trusted me with their clients, and referred me to other people. I’ve never forgotten that, and I never will.”

The business itself traces back further, to his father, Dan Slater, a painter who had Keith on side jobs by age ten. Dan passed away last year, but the lessons stuck: work for what you want, take pride in it, put family first. Watching his father work relentlessly hard for other people—without always feeling appreciated for it—planted the idea that Keith wanted something of his own.

“I wanted my effort to go toward creating a future for my family and building a company I could be proud of,” he says. Getting there took a detour through culinary school and a stint as a corporate chef.

“I was scared when I started,” he admits. “I didn’t know if I was making the right decision, but I believed in how hard I was willing to work and decided to take the chance.”

That belief carried the company for two decades, built almost entirely on reputation.

“If you provide quality work, take care of your customers, and treat people honestly, the business will follow,” Slater says. “When someone lets me into their home, they’re putting a tremendous amount of trust in me, and I’ve never taken that lightly.”

It’s a conviction rooted in faith as much as business sense—Slater Painting and Home Improvements is, in his words, a faith-based company, which to him means doing what you say you’re going to do and doing the right thing even when no one is watching. He doesn’t overcharge. He doesn’t cut corners. His name is attached to every job.

Even that foundation wasn’t enough to protect him from last year, which he calls the hardest stretch of his 28 years in business—work dried up for reasons he still can’t fully explain, and he genuinely wondered if he’d have to close.



Keith with his wife, Beth, and daughter, Josie



“When my business reached one of its lowest points, it was the Realtor community that once again became an important part of my story.”

The turnaround came through *Baltimore Real Producers*.

“It changed everything for me,” he says. “I started building relationships, getting to know Realtors personally, and becoming part of a community instead of simply looking for the next job.” He worked the room literally—messaging agents one by one, meeting for coffee, showing up again and again until people recognized him. Mike Klijanowicz, Colleen Rippey, Veronica Sniscak, Brian Saver, Brendan Butler, Tim Langhauser, Lee Tessier, Josh Tessier, and Andrew Udem are the names he points to specifically: realtors whose “support, trust, referrals, and willingness to give me an opportunity have helped pick my business up tremendously.” Today he’s running three paint crews and a renovation crew.

The symmetry isn’t lost on him. “Realtors were the people who helped me get started 28 years ago,” he says. “When my business reached one of its lowest points, it was the Realtor community that once again became an important part of my story.”

He treats every referral accordingly, aware that an agent is putting their own name on the line by giving his. A call about a repair needed before tomorrow’s settlement gets answered the same day.

Slater lives in Joppa now, close to the Lauraville neighborhood where he grew up. He and his wife, Beth, have a nine-year-old daughter together, and he has a 21-year-old son serving in the Army. He hunts big whitetails, spends summers at the Maryland shore with Beth, and calls himself a gym rat despite four surgeries in two years—both shoulders, both hands—the toll of three decades of physical work. His father taught him that nothing is handed to you. Twenty-eight years and one very bad year later, Slater has built a career proving it, one relationship at a time. 🏠

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Your AI Advantage

BY STEVEN PAUL NEVILLE OF MPOWER

Buyers Stopped Clicking Filters. Now They Just Ask.

Home search used to mean checking boxes: three bedrooms, two baths, under \$500,000. More buyers now type what they want the way they would say it to you: “a home with a big fenced yard, a screened porch, and a short drive to downtown.” The biggest home search sites are rebuilding around that habit. When a buyer searches in a full sentence, the details in your listing are what the search has to match.

This Month’s Tip: Write the Listing the Way Buyers Talk

Pull up your last listing and ask one question. If a buyer described their dream home in one sentence, would your description match it? Most remarks read like a feature list written for other agents.

Three changes make the difference. Name the specifics a buyer would ask for: “fenced backyard,” “main-level primary suite,” “12 minutes to downtown,” not “great location.” Trade MLS shorthand for plain words. And answer the question behind the feature: “wood stove that heats the whole main floor” tells a buyer far more than “fireplace.”

One caution. Describe the property, never the buyer. Phrases like “perfect for young families” or “walk to church” can cross fair housing lines, no matter who or what is reading.

Where Buyers Are Already Searching This Way

Zillow has let buyers search in plain sentences since 2024, launched its app inside ChatGPT in 2025, and added an AI mode in March that remembers what each buyer likes.

Realtor.com is rolling out RealAssist, built with Google’s Gemini, which lets buyers search by conversation and



explore commutes, parks, and shops around a home.

Google now shows home listings right in mobile search results across all 50 states.

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Steven Paul Neville



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



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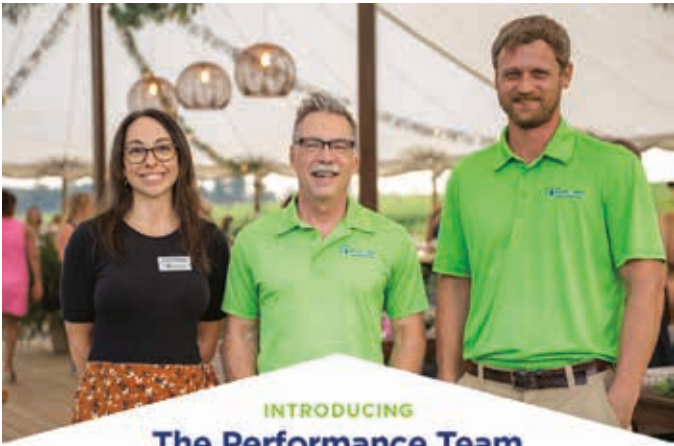
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JASON TOLIVER

OF GREEN HOME SOLUTIONS

PHOTOS BY DAVID STUCK

We sat down with Jason Toliver

from Green Home Solutions on a summer afternoon, and we caught up on everything that has happened since his last feature with Baltimore Real Producers. A lot can change in a few years, but Jason's commitment to being a trusted resource for real estate professionals and their clients has remained constant. This time around, we wanted to move beyond the story of how Green Home Solutions got its start and take a closer look at the services that have made the company such a valuable partner in the industry. From protecting a client's home and health to helping keep a transaction on track, Jason shares what agents need to know when mold, air quality, odors, and other unexpected issues show up.

Q. In your first profile, we learned about you and how Green Home Solutions started. Let's now dig more into the core services you offer and what separates you from your competition.

A. Green Home Solutions of Baltimore/Annapolis is a full-service mold remediation, mold/air quality testing, restoration, odor removal, & duct cleaning. We use our own proprietary products that are plant-based and extremely effective in treating not only surface mold but also airborne mold that you can't see. This is extremely important when addressing mold issues inside a home because prolonged exposure to elevated airborne mold can cause serious health issues. These products and this approach are what really separate us from our competition.

Q. How did Green Home Solutions become such a valued and trusted partner with BRP?

A. We had worked with one of your top agents, Veronica Sniscak, and she referred us to Colleen Rippey to

fill the spot for a remediation and restoration trusted partner. Colleen and I discussed the opportunity over the phone, and I thought it was a great opportunity to be a part of an amazing network of real estate professionals! It's been four years now, and certainly thankful to be here!

Q. What can a real estate agent expect when reaching out to Green Home Solutions for your services?

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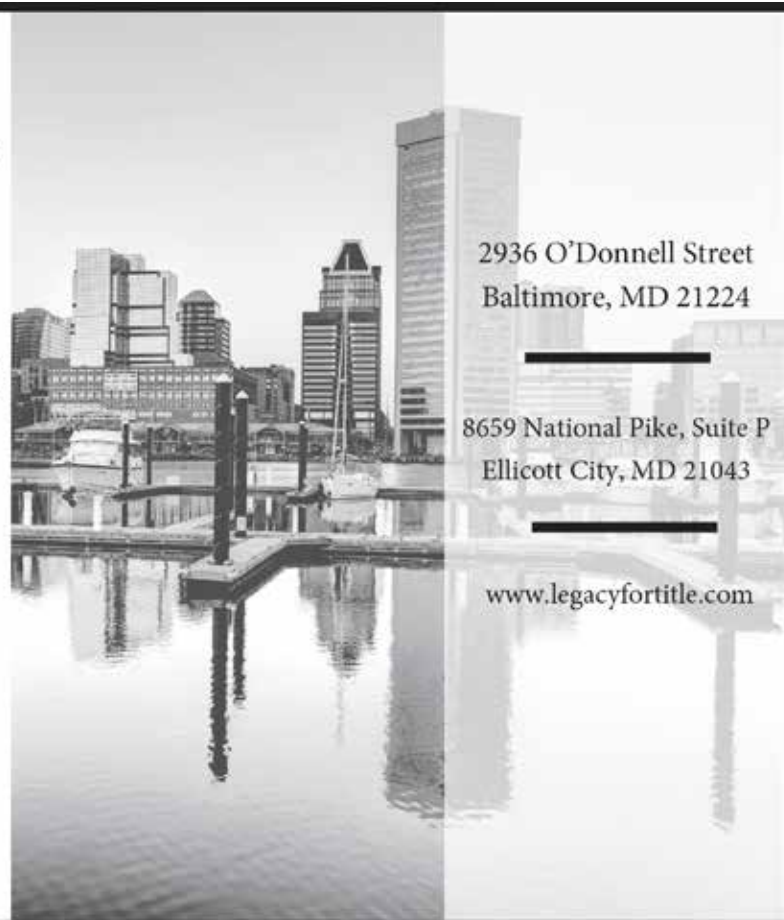


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LEWIS WOODWORK





Jason Perlow

BY PAT RIPPEY
PHOTOS BY ROY COX

A Foundation for Success

Jason Perlow of Monument Sotheby's International Realty is only 39 and has already achieved great things.

He started in this business at just 23 years old and has never let his age stop him. "Just because I'm young doesn't mean I can't handle the pressure and all the moving parts," he asserts—and he's got the numbers to back it up.

The brokerage reports that in 2025 Jason did over \$38.7 million in sales volume across 58.75 sides. But what he's most proud of is the fact that agents, clients, and members of the community respect him and his team as people. He'd like to be known as "a great realtor, but a better person," and according to Jason, that comes from consistently doing the right thing.

“Reputation is everything”

“I feel like I’ve been able to become successful by doing things the right way,” Jason reflects. He says it’s good to be respected by the community, but even more significant within real estate circles. “I think it’s super important that agents want to work with you,” he insists.

To Jason, ‘the right way’ means following your instincts. “If you’re sitting up at night and thinking about something, and it’s bothering you, it’s probably not the right thing. Regardless of the amount of money, it’s not the angle you want to go. Reputation is everything.”

Jason credits his parents for instilling values that shaped his principles and work ethic. His dad, Gary Perlow, former managing partner at the CohnReznick accounting firm, hoped Jason would follow in his footsteps, and in fact, Jason majored in accounting at the University of Delaware for a year before switching to Marketing and Management. His mother, Rebecca Perlow, is an agent and current team member in the Perlow Home Group. Jason says he learned a lot from working with her. “I was so lucky

to have a mentor—I was just like a sponge the first couple of years.” Jason says a family friend and mentor, the late Michael Yerman, also played a vital role in building his confidence. Jason believes that learning from a successful agent was invaluable. “I was comfortable, and I could advise clients and be confident. I always took it very seriously.”

Jason remembers a defining moment that strengthened his self-assurance and catapulted him into the luxury market. The seller of a million-dollar property in Greenspring Valley was interviewing brokers after his home failed to sell over several months. A nervous 26-year-old Jason, without a history of big sales, gave his best shot at a listing presentation. “I looked him in the eye, and I said, ‘Look, you were with a huge broker last time. It didn’t work out; you weren’t getting the attention that you needed. I promise you, I’m going to do everything in my power, and work harder than anyone has ever done for you.’ He called me when I left there and said, ‘I’m going to go with you; I’m trusting you.’” Jason smiles, “I think I sold the house in a month.”

“People need to trust you.”

Starting out as young as he did, Jason has some advice for those needing to build up their confidence and expand their network. “Stay patient. Build relationships. The first year or two might be tough, but go to coffee with people. Go to lunch. Go to networking events.” Jason believes that in the end, it’s all about trust. “People need to trust you; they need to know you care. And that’s really the way to build your business. It takes time, but it will pay off.”

Trust is also the foundation upon which Jason built the Perlow Home Team. His highly structured group consists of experienced agents and support staff—each licensed and familiar with all aspects of the business. Transaction Coordinator Andrea Carter and Listing and Design Coordinator Rachael Altemose form the backbone of this effective and efficient team and handle the administrative operations. “I don’t have to worry about dates and deadlines; I can really focus on relationship-building with my clients and handling the big ticket items in a transaction,” Jason says. It’s a team where everyone

“People need to trust you; they need to know you care. And that’s really the way to build your business. It takes time, but it will pay off.”



“Real estate’s almost like my identity.”



knows their roles, and things run smoothly. Agents Rebecca Perlow, Heidi Topaz, Terry Reamer, and Cliff Perlow are all successful and connected, and that’s what makes it work.

Jason may be known for his extravagant client parties (he rents out Tark’s Grill), but he also gives back to the community. For the Thanksgiving pie tradition, he hires a truck and delivers 300 pies to the homes of clients, an endeavor that takes three days. He recently stepped down from a five-year stint on the board for the League of People with Disabilities, a Baltimore-based nonprofit.

Jason and Andrea married in 2024 and live in Pikesville, not far from where he grew up. He likes that he knows almost everyone within a 10-mile radius, and they know him—and that comes from being friendly and well-respected. “Real estate’s almost like my identity,” he says. Andrea partly credits his success to his ability to remain calm and cool, likening him to the Godfather in a crisis. But beneath that placid, affable exterior is a tough negotiator. He might just make you an offer you can’t refuse. ▀



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TOP 150 STANDINGS • BY UNITS

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

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

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
1	Justin K Wood	D.R. Horton Realty of Virginia, LLC	494	\$228,274,701
2	Robert J Chew	Samson Properties	389.5	\$224,189,110
3	Joseph A Petrone	Monument Sotheby's International Realty	284	\$211,460,915
4	Robert J Lucido	Keller Williams Lucido Agency	211.5	\$168,740,164
5	Adam M Shpritz	Ashland Auction Group LLC	195.5	\$12,599,653
6	Shawn M Evans	Monument Sotheby's International Realty	190	\$174,649,646
7	Lee M Shpritz	Ashland Auction Group LLC	180.5	\$10,994,568
8	Heather M. Richardson	NVR, INC.	164	\$76,288,012
9	Nickolaus B Waldner	Keller Williams Realty Centre	136	\$73,012,064
10	Gina L White	Coldwell Banker Realty	134.5	\$64,854,773
11	Gina M Gargeu	Century 21 Downtown	116	\$19,310,113
12	Lee R. Tessier	EXP Realty, LLC	110	\$47,801,700
13	Daniel B Register IV	Northrop Realty	104	\$16,458,108
14	Charlotte Savoy	The KW Collective	96	\$52,694,195
15	Mary Anne Kowalewski	KOVO Realty	93	\$45,046,772
16	Jeremy Michael McDonough	Mr. Lister Realty	88.5	\$40,642,097

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RANK	NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
17	Creig E Northrop III	Northrop Realty	87	\$94,813,229
18	Laura M Snyder	American Premier Realty, LLC	86	\$42,618,924
19	Bradley R Kappel	TTR Sotheby's International Realty	84	\$156,110,733
20	Jeannette A Westcott	Keller Williams Realty Centre	83	\$48,782,100
21	Matthew D Rhine	Keller Williams Legacy	82.5	\$38,076,164
22	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	81.5	\$32,439,465
23	Kimberly A Lally	EXP Realty, LLC	81	\$38,830,905
24	David Orso	Berkshire Hathaway HomeServices PenFed Realty	79.5	\$91,304,570
25	Daniel McGhee	Homeowners Real Estate	79.5	\$30,358,726
26	Un H McAdory	Realty 1 Maryland, LLC	74.5	\$49,384,175
27	Sunna Ahmad	Cummings & Co. Realtors	73	\$60,727,905
28	Anthony M Friedman	Northrop Realty	67.5	\$61,296,940
29	Nancy A Hulsman	Coldwell Banker Realty	67.5	\$34,244,840
30	Timothy Langhauser	Compass Home Group, LLC	63	\$32,626,267
31	Tracy J. Lucido	Keller Williams Lucido Agency	61.5	\$59,306,401
32	Robert A Commodari	EXP Realty, LLC	61	\$26,781,683
33	Kim Barton	Keller Williams Legacy	60	\$23,812,375
34	Veronica A Sniscak	Compass	59	\$36,698,500
35	Kelly Schuit	Kelly and Co Realty, LLC	59	\$32,525,250
36	Tony Migliaccio	Long & Foster Real Estate, Inc.	59	\$30,742,390
37	Brendan Butler	Cummings & Co. Realtors	57	\$24,171,854
38	Sam Gupta	FAB Realty LLC	56	\$29,626,090
39	James T Weiskerger	Next Step Realty	55.5	\$39,764,897
40	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	54.5	\$21,950,857
41	Benjamin J Garner	Cummings & Co. Realtors	54.5	\$19,517,981
42	Brian D Saver	Long & Foster Real Estate, Inc.	52.5	\$56,749,500
43	Wendy Slaughter	Samson Properties	52	\$34,108,294
44	Bryan G Schafer	Compass	51	\$25,026,598
45	Keiry Martinez	ExecuHome Realty	49	\$12,591,290
46	Bob Simon	Long & Foster Real Estate, Inc.	49	\$8,454,950
47	Jessica L Young-Stewart	RE/MAX Executive	48.5	\$22,965,780
48	Joseph S Bird	Red Cedar Real Estate, LLC	47.5	\$24,572,273
49	Adam Chubbuck	Douglas Realty, LLC	47	\$21,295,488
50	Donald L Beecher	Redfin Corp	47	\$16,693,199



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66 • November 2026

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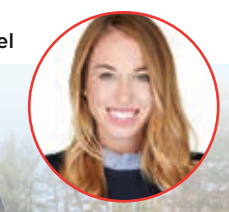
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TOP 150 STANDINGS • BY UNITS

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

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RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
51	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	47	\$13,610,660
52	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	46	\$42,429,125
53	Mark Richa	Cummings & Co. Realtors	46	\$25,843,826
54	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	46	\$23,148,847
55	Jessica Sauls	The KW Collective	45.5	\$22,869,300
56	Ryan Briggs	Anne Arundel Properties, Inc.	45	\$25,796,900
57	Jim Bim	Winning Edge	45	\$22,042,554
58	Bethanie M Fincato	Cummings & Co. Realtors	45	\$19,944,190
59	Joshua Shapiro	Douglas Realty, LLC	44.5	\$23,355,149
60	Bob A Mikelskas	Rosario Realty	44.5	\$20,873,250
61	Tyler Ell	Keller Williams Realty Centre	44	\$22,879,914
62	Barry Hess	Keller Williams Flagship	44	\$18,440,905
63	Joe L Smith III	Next Step Realty	43.5	\$32,638,200
64	Michael J Schiff	EXP Realty, LLC	43.5	\$20,167,550
65	Michael Myslinski	Kelly and Co Realty, LLC	42.5	\$21,229,750
66	Lisa E Kittleman	The KW Collective	42	\$31,582,238
67	Trent C Gladstone	The KW Collective	42	\$26,659,890
68	Peter Boscas	Red Cedar Real Estate, LLC	42	\$26,128,095
69	Mark C Ruby	RE/MAX Advantage Realty	42	\$22,758,209
70	Sergey A Taksis	Long & Foster Real Estate, Inc.	42	\$19,823,305
71	Gavriel Khoshkheraman	Pickwick Realty	42	\$9,998,500
72	Adam Dietrich	NVR, INC.	41	\$18,284,490
73	Yevgeny Drubetskoy	EXP Realty, LLC	41	\$14,326,350
74	Gylian Peter Page	Hyatt & Company Real Estate, LLC	41	\$13,205,350
75	Blair Kennedy	Berkshire Hathaway HomeServices PenFed Realty	40.5	\$32,588,400
76	Ricky Cantore III	RE/MAX Advantage Realty	40	\$29,560,510
77	Colleen M Smith	EXP Realty, LLC	39.5	\$47,743,917
78	Melissa Karcewski	D.R. Horton Realty of Pennsylvania	39.5	\$16,768,224
79	Daniel Borowy	Redfin Corp	39	\$21,798,650
80	Francis R Mudd III	Schwartz Realty, Inc.	39	\$21,186,735
81	Bill Franklin	Long & Foster Real Estate, Inc.	39	\$19,910,000
82	John C Kantorski Jr.	Cummings & Co. Realtors	39	\$16,725,424
83	Pamela A Terry	EXP Realty, LLC	39	\$6,882,000
84	Liz A. Ancel	Cummings & Co. Realtors	38	\$14,633,700

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
85	Mark A. Ritter	Douglas Realty, LLC	38	\$13,972,644
86	Elliot Mitchell	Corner House Realty	38	\$12,751,899
87	Peter J Klebenow	RE/MAX Advantage Realty	38	\$9,230,440
88	Jeremy S Walsh	Coldwell Banker Realty	37.5	\$27,067,575
89	Allen J Stanton	RE/MAX Executive	37.5	\$18,892,099
90	Jon P. Leary	Cummings & Co. Realtors	37.5	\$7,950,551
91	Anne Marie Balcerzak	AB & Co Realtors, Inc.	37	\$28,116,000
92	Teal Clise	EXP Realty, LLC	37	\$16,679,654
93	Steven C Paxton	Keller Williams Gateway LLC	37	\$14,200,250
94	Greg M Kinnear	RE/MAX Advantage Realty	36.5	\$27,503,075
95	Sayed Ali Haghgoo	EXP Realty, LLC	36.5	\$15,874,650
96	Nicholas W Bogardus	Compass	36.5	\$15,454,750
97	Robert A Kinnear	RE/MAX Advantage Realty	36	\$26,289,307
98	Ellie McIntire	The KW Collective	36	\$20,113,800
99	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	36	\$9,006,482
100	Christine M Leonard	Redfin Corp	35.5	\$20,402,625

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TOP 150 STANDINGS • BY UNITS

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

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
101	Samuel P Bruck	Northrop Realty	35.5	\$18,643,475
102	Karen L Harms	Cummings & Co. Realtors	35.5	\$13,029,190
103	Jessica DuLaney	Next Step Realty	35	\$19,220,300
104	Donna L Reichert	Keller Williams Flagship	35	\$18,278,190
105	James H Stephens	EXP Realty, LLC	35	\$15,242,750
106	Robert P. Frey	Hyatt & Company Real Estate LLC	35	\$14,848,000
107	cory andrew willems	Keller Williams Gateway LLC	35	\$10,999,400
108	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	34	\$21,038,176
109	William W Magruder	Long & Foster Real Estate, Inc.	34	\$13,685,118
110	Missy A Aldave	Northrop Realty	33.5	\$16,495,329
111	Jennifer A Bayne	Long & Foster Real Estate, Inc.	33.5	\$15,470,900
112	Chelsea Rae Johnston	D.R. Horton Realty of Pennsylvania	33.5	\$12,830,754
113	Brian Pakulla	Red Cedar Real Estate, LLC	33	\$22,573,043
114	Amy Shertzer	American Premier Realty, LLC	33	\$16,121,024
115	Kimberly R Letschin	Long & Foster Real Estate, Inc.	33	\$14,771,593
116	Vincent Principe	Keller Williams Flagship	33	\$14,525,998

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
117	F. Aidan Surlis	RE/MAX Leading Edge	32.5	\$22,039,160
118	Zugell Jamison	Cummings & Co. Realtors	32.5	\$17,766,100
119	Nicki Palermo	RE/MAX One	32.5	\$17,543,238
120	Eric J Figurelle	Cummings & Co. Realtors	32.5	\$14,099,230
121	Nancy Gowan	Real Broker, LLC	32	\$19,653,613
122	Jory Frankle	Northrop Realty	32	\$18,732,820
123	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	32	\$14,307,430
124	Krissy Doherty	Northrop Realty	32	\$14,137,379
125	Mitchell J Toland Jr.	Redfin Corp	32	\$13,392,755
126	Louis Chirgott	Core Maryland Real Estate LLC	32	\$13,381,109
127	Zachary M. Pencarski	Redfin Corp	32	\$12,997,398
128	Gabriel M Dutton	Keller Williams Gateway LLC	32	\$11,801,390
129	James J Rupert	Douglas Realty, LLC	31.5	\$15,740,151
130	Tony Zowd	Coldwell Banker Realty	31.5	\$15,540,187
131	Robert M Carter Jr.	Douglas Realty, LLC	31	\$21,155,690
132	Jessica H Dailey	Compass	31	\$15,111,574
133	John Maranto	Cummings & Co. Realtors	31	\$14,934,810
134	Andrew D Schweigman	Douglas Realty, LLC	31	\$14,007,640
135	Stephanie A Myers	Long & Foster Real Estate, Inc.	31	\$13,694,400
136	Megan Manzari	Cummings & Co. Realtors	31	\$13,354,000
137	Jamie B Rassi	Cummings & Co. Realtors	31	\$12,381,391
138	Bob Kimball	Redfin Corp	31	\$12,341,900
139	Wanda Gail Foster	CENTURY 21 New Millennium	31	\$11,858,380
140	Jenn Schneider	Neighborhood Assistance Corporation of America	31	\$11,264,930
141	Michael Frank	EXP Realty, LLC	31	\$11,250,511
142	Elisheva Ashman	Pickwick Realty	30.5	\$17,544,000
143	Heather C Comstock	Cummings & Co. Realtors	30.5	\$15,543,000
144	Derek Blazer	Cummings & Co. Realtors	30.5	\$14,067,400
145	Ashton L Drummond	Cummings & Co. Realtors	30	\$16,669,790
146	Karriem Hopwood	Corner House Realty	30	\$16,168,150
147	Carlos A Espinoza	Jason Mitchell Group	30	\$14,615,450
148	Grant Bim	Winning Edge	30	\$14,258,554
149	Mark M Novak	Cummings & Co. Realtors	30	\$12,562,900
150	Alex B Fox	Allfirst Realty, Inc.	30	\$11,062,900

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TOP 150 STANDINGS • BY VOLUME

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

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

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
1	Justin K Wood	D.R. Horton Realty of Virginia, LLC	494	\$228,274,701
2	Robert J Chew	Samson Properties	389.5	\$224,189,110
3	Joseph A Petrone	Monument Sotheby's International Realty	284	\$211,460,915
4	Shawn M Evans	Monument Sotheby's International Realty	190	\$174,649,646
5	Robert J Lucido	Keller Williams Lucido Agency	211.5	\$168,740,164
6	Bradley R Kappel	TTR Sotheby's International Realty	84	\$156,110,733
7	Creig E Northrop III	Northrop Realty	87	\$94,813,229
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	79.5	\$91,304,570
9	Heather M. Richardson	NVR, INC.	164	\$76,288,012
10	Nickolaus B Waldner	Keller Williams Realty Centre	136	\$73,012,064
11	Gina L White	Coldwell Banker Realty	134.5	\$64,854,773
12	Anthony M Friedman	Northrop Realty	67.5	\$61,296,940
13	Sunna Ahmad	Cummings & Co. Realtors	73	\$60,727,905
14	Tracy J. Lucido	Keller Williams Lucido Agency	61.5	\$59,306,401
15	Brian D Saver	Long & Foster Real Estate, Inc.	52.5	\$56,749,500
16	Charlotte Savoy	The KW Collective	96	\$52,694,195

Disclaimer: Statistics are derived from closed sales data. Data pulled on October 6th 2026, and based on reported numbers to MLS. This is closed sales in all of Maryland and D.C. by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Baltimore Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
17	Un H McAdory	Realty 1 Maryland, LLC	74.5	\$49,384,175
18	Jeannette A Westcott	Keller Williams Realty Centre	83	\$48,782,100
19	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	23	\$48,248,488
20	Lee R. Tessier	EXP Realty, LLC	110	\$47,801,700
21	Colleen M Smith	EXP Realty, LLC	39.5	\$47,743,917
22	Georgeann A Berkinshaw	Coldwell Banker Realty	20	\$45,341,755
23	Mary Anne Kowalewski	KOVO Realty	93	\$45,046,772
24	Joseph Bray	TTR Sotheby's International Realty	18.5	\$43,562,238
25	Heidi S Krauss	Krauss Real Property Brokerage	29	\$43,244,325
26	Laura M Snyder	American Premier Realty, LLC	86	\$42,618,924
27	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	46	\$42,429,125
28	Elizabeth C Dooner	Coldwell Banker Realty	27	\$41,788,516
29	Jeremy Michael McDonough	Mr. Lister Realty	88.5	\$40,642,097
30	James T Weiskerger	Next Step Realty	55.5	\$39,764,897
31	Kimberly A Lally	EXP Realty, LLC	81	\$38,830,905
32	Matthew D Rhine	Keller Williams Legacy	82.5	\$38,076,164
33	Veronica A Sniscak	Compass	59	\$36,698,500
34	Nancy A Hulsman	Coldwell Banker Realty	67.5	\$34,244,840
35	Wendy Slaughter	Samson Properties	52	\$34,108,294
36	Joe L Smith III	Next Step Realty	43.5	\$32,638,200
37	Timothy Langhauser	Compass Home Group, LLC	63	\$32,626,267
38	Blair Kennedy	Berkshire Hathaway HomeServices PenFed Realty	40.5	\$32,588,400
39	Kelly Schuit	Kelly and Co Realty, LLC	59	\$32,525,250
40	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	81.5	\$32,439,465
41	Jason W Perlow	Monument Sotheby's International Realty	29	\$31,885,500
42	Lisa E Kittleman	The KW Collective	42	\$31,582,238
43	Tony Migliaccio	Long & Foster Real Estate, Inc.	59	\$30,742,390
44	Sarah E Kanne	Gibson Island Real Estate INC	9	\$30,575,000
45	Daniel McGhee	Homeowners Real Estate	79.5	\$30,358,726
46	Sam Gupta	FAB Realty LLC	56	\$29,626,090
47	Ricky Cantore III	RE/MAX Advantage Realty	40	\$29,560,510
48	Anne Marie Balcerzak	AB & Co Realtors, Inc.	37	\$28,116,000
49	Reid Buckley	Long & Foster Real Estate, Inc.	17.5	\$27,587,000
50	Greg M Kinnear	RE/MAX Advantage Realty	36.5	\$27,503,075



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TOP 150 STANDINGS • BY VOLUME

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

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

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
51	Jeremy S Walsh	Coldwell Banker Realty	37.5	\$27,067,575
52	Robert A Commodari	EXP Realty, LLC	61	\$26,781,683
53	Trent C Gladstone	The KW Collective	42	\$26,659,890
54	Robert A Kinnear	RE/MAX Advantage Realty	36	\$26,289,307
55	Peter Boscas	Red Cedar Real Estate, LLC	42	\$26,128,095
56	Dee Dee R McCracken	Coldwell Banker Realty	25	\$26,096,280
57	Mark Richa	Cummings & Co. Realtors	46	\$25,843,826
58	Ryan Briggs	Anne Arundel Properties, Inc.	45	\$25,796,900
59	Bryan G Schafer	Compass	51	\$25,026,598
60	Joseph S Bird	Red Cedar Real Estate, LLC	47.5	\$24,572,273
61	Brendan Butler	Cummings & Co. Realtors	57	\$24,171,854
62	Joanna M Dalton	Coldwell Banker Realty	21	\$24,059,000
63	Shawn Martin	Real Broker, LLC	28	\$23,938,455
64	Kim Barton	Keller Williams Legacy	60	\$23,812,375
65	Joshua Shapiro	Douglas Realty, LLC	44.5	\$23,355,149
66	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	46	\$23,148,847

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
67	Michele Deckman	TTR Sotheby's International Realty	17.5	\$23,070,002
68	Jessica L Young-Stewart	RE/MAX Executive	48.5	\$22,965,780
69	Bryan K Bartlett	Compass	23	\$22,950,879
70	Tyler Ell	Keller Williams Realty Centre	44	\$22,879,914
71	Jessica Sauls	The KW Collective	45.5	\$22,869,300
72	Mark C Ruby	RE/MAX Advantage Realty	42	\$22,758,209
73	Brian Pakulla	Red Cedar Real Estate, LLC	33	\$22,573,043
74	Jim Bim	Winning Edge	45	\$22,042,554
75	F. Aidan Surlis	RE/MAX Leading Edge	32.5	\$22,039,160
76	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	54.5	\$21,950,857
77	Daniel Borowy	Redfin Corp	39	\$21,798,650
78	Jeremy Batoff	Compass	21	\$21,565,008
79	Adam Chubbuck	Douglas Realty, LLC	47	\$21,295,488
80	Jody E Buck	Cummings & Co. Realtors	25	\$21,283,250
81	Kristi C Neidhardt	Northrop Realty	25	\$21,243,000
82	Michael Myslinski	Kelly and Co Realty, LLC	42.5	\$21,229,750
83	Francis R Mudd III	Schwartz Realty, Inc.	39	\$21,186,735
84	Robert M Carter Jr.	Douglas Realty, LLC	31	\$21,155,690
85	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	34	\$21,038,176
86	Bob A Mikelskas	Rosario Realty	44.5	\$20,873,250
87	Steve Allnutt	RE/MAX Advantage Realty	23.5	\$20,600,671
88	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	20	\$20,594,628
89	Christine M Leonard	Redfin Corp	35.5	\$20,402,625
90	Wendy T Oliver	Coldwell Banker Realty	24.5	\$20,363,400
91	Michael J Schiff	EXP Realty, LLC	43.5	\$20,167,550
92	Ellie McIntire	The KW Collective	36	\$20,113,800
93	Bethanie M Fincato	Cummings & Co. Realtors	45	\$19,944,190
94	Bill Franklin	Long & Foster Real Estate, Inc.	39	\$19,910,000
95	Sergey A Taksis	Long & Foster Real Estate, Inc.	42	\$19,823,305
96	Nancy Gowan	Real Broker, LLC	32	\$19,653,613
97	John J Collins	Long & Foster Real Estate, Inc.	24	\$19,578,890
98	Biana J Arentz	Coldwell Banker Realty	17.5	\$19,575,750
99	Benjamin J Garner	Cummings & Co. Realtors	54.5	\$19,517,981
100	Gina M Gargeu	Century 21 Downtown	116	\$19,310,113

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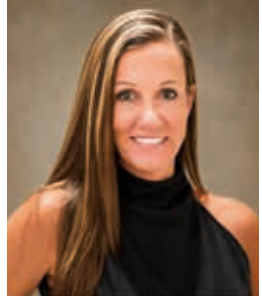

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RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
101	Jessica DuLaney	Next Step Realty	35	\$19,220,300
102	Suryasubrahmanya Kumar Reddi	Samson Properties	25	\$19,210,180
103	Paul A Sudano	Monument Sotheby's International Realty	15.5	\$19,180,750
104	Erica K Baker	TTR Sotheby's International Realty	27.5	\$19,004,600
105	Richard J Gloekler	RE/MAX Executive	27	\$19,000,600
106	Julie Singer	Northrop Realty	28	\$18,999,000
107	Melissa J Westerlund	Samson Properties	19.5	\$18,998,900
108	Allen J Stanton	RE/MAX Executive	37.5	\$18,892,099
109	Jory Frankle	Northrop Realty	32	\$18,732,820
110	Jennifer Schaub	EXP Realty, LLC	21	\$18,691,000
111	Samuel P Bruck	Northrop Realty	35.5	\$18,643,475
112	Barry Hess	Keller Williams Flagship	44	\$18,440,905
113	James M. Baldwin	Compass	28	\$18,397,251
114	Adam Dietrich	NVR, INC.	41	\$18,284,490
115	Donna L Reichert	Keller Williams Flagship	35	\$18,278,190
116	Charlie Hatter	Monument Sotheby's International Realty	14	\$18,204,000
117	Katelyn Moon	Realty 1 Maryland, LLC	26	\$17,951,400
118	Laura M. Ball	Cummings & Co. Realtors	27	\$17,837,200
119	Zugell Jamison	Cummings & Co. Realtors	32.5	\$17,766,100
120	Marni B Sacks	Northrop Realty	29	\$17,761,750
121	Elisheva Ashman	Pickwick Realty	30.5	\$17,544,000
122	Nicki Palermo	RE/MAX One	32.5	\$17,543,238
123	Nilou Jones	RE/MAX Leading Edge	27	\$17,296,102
124	Shun Lu	Keller Williams Realty Centre	14	\$17,194,990
125	Matthew P Wyble	Next Step Realty	25	\$17,105,600
126	Jean Berkinshaw Dixon	Coldwell Banker Realty	5.5	\$17,013,255
127	Stephanie M Maric	Long & Foster Real Estate, Inc.	26	\$17,011,159
128	Alex Clark	TTR Sotheby's International Realty	8.5	\$16,969,019
129	Shelly A German	Keller Williams Lucido Agency	19	\$16,912,500
130	Sarah E Garza	Compass	25	\$16,866,800
131	Ryan Bandell	Keller Williams Realty Centre	29.5	\$16,770,902
132	Melissa Karcewski	D.R. Horton Realty of Pennsylvania	39.5	\$16,768,224
133	John C Kantorski Jr.	Cummings & Co. Realtors	39	\$16,725,424
134	Kathryn Liscinsky	Compass	20	\$16,709,150

RANK	AGENT NAME	OFFICE	TOTAL UNITS	TOTAL VOLUME
135	Donald L Beecher	Redfin Corp	47	\$16,693,199
136	Teal Clise	EXP Realty, LLC	37	\$16,679,654
137	Ashton L Drummond	Cummings & Co. Realtors	30	\$16,669,790
138	Christina J Palmer	Keller Williams Flagship	23	\$16,637,547
139	Gilbert E Poudrier Jr.	TTR Sotheby's International Realty	13	\$16,503,500
140	Missy A Aldave	Northrop Realty	33.5	\$16,495,329
141	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	21.5	\$16,472,000
142	Cara S Kohler	Compass	23	\$16,467,880
143	Daniel B Register IV	Northrop Realty	104	\$16,458,108
144	Jennifer C Reitz	Cummings & Co. Realtors	21.5	\$16,290,000
145	Karriem Hopwood	Corner House Realty	30	\$16,168,150
146	Amy Shertzer	American Premier Realty, LLC	33	\$16,121,024
147	Reginald E Harrison	RE/MAX Realty Group	25	\$15,970,300
148	Jennifer Holden	Compass	19.5	\$15,887,899
149	Sayed Ali Haghgoo	EXP Realty, LLC	36.5	\$15,874,650
150	Joshua Mast	HomeSource Pro Real Estate	26	\$15,847,830

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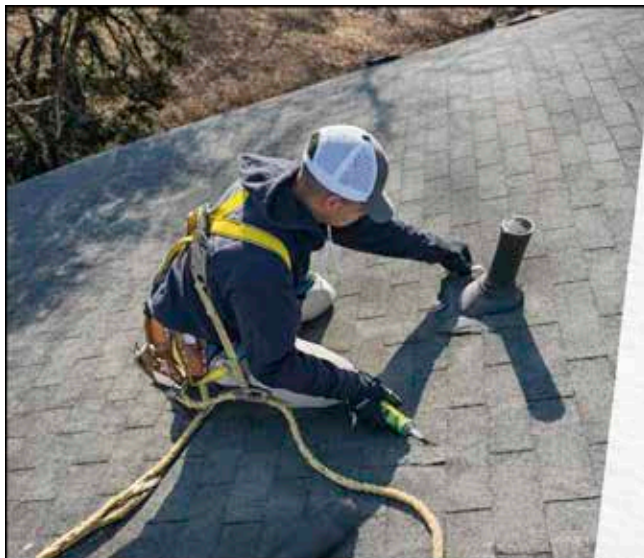
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