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NOVEMBER 2026

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Agent to Watch
**JOSETTE + STEVE
CASTIGLIONE**

Partner Spotlight
KEY CONNECTIONS

TOP 100 STANDINGS

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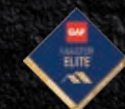
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Contents

PROFILES



18 Josette and Steve Castiglione



22 Key Connections

IN THIS ISSUE

- 8 Preferred Partners
- 10 Meet The Team
- 14 Editor's Note By Jilleien Franquelli
- 18 Agent to Watch: Josette + Steve Castiglione
- 22 Partner Spotlight: Key Connections
- 24 Event Recap: Beach TO BAR
- 28 Cover Story: Jaime Hurlock
- 34 Top 100 Standings By Units
- 40 Top 100 Standings By Volume



28 Jaime Hurlock
COVER STORY

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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 *Coastal 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
Jill@rpmags.com

COASTAL REAL PRODUCERS 2026 EVENTS CALENDAR

Thursday, November 12

5:30pm - 9pm

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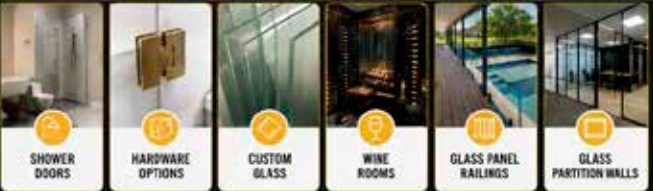
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Josette & Steve Castiglione



Better Together

BY JOSEPH COTTLE • PHOTOS BY ATLANTIC EXPOSURE

Josette and Steve Castiglione have been reading each other's cues since 1992, more than three decades before either of them sold a house together. It shows up on listing appointments, where they walk in as a pair and simply know when to step in for whatever the other might have missed.

Josette got there first. She spent years covering the entire Delmarva Peninsula for a nonprofit, after a run in banking further north, and kept circling the same thought on long drives between appointments: she could be doing this in real estate instead, on her own schedule, without being pulled away from three kids at home. In 2016 she took the fast pass class at Coldwell Banker and never looked back.

Steve came from a different direction entirely—thirty years in and around construction. He grew up in his family's home improvement business, moved into disaster restoration work, handling fire, water, and mold damage, then spent five years in landscape and hardscape design and sales. By 2022, he was ready for something else, and Josette had already floated the idea: once she was up and running, why not join her?

"It was a move that complemented his background," she says. It also gave their partnership a second gear. Early on, Steve was the one working through the parts of a deal Josette least enjoyed—translating a home inspection report line by line, breaking down what a buyer was really asking for in negotiations.

Over the course of eight years, Josette worked inside two of Sussex County's top-producing teams, and Steve joined her 2022. In 2024, they broke off to run things on their own.

What they built afterward isn't oriented around volume.

"We're not transactional," Josette says. "We focus on relationships." A lot of their clients are moving to Delaware without knowing much about it beyond low taxes, and Josette treats those transactions like tour guiding—walking someone through what kind of lifestyle the area actually offers before helping them find a house that fits it. The range runs wide, from first-time buyers to multimillion-dollar closings, and their read on people helps them move comfortably across all of it.

Home is Lewes, where they've lived full-time for fifteen years, though both grew up in Wilmington—Josette's grandparents had already retired to the area, so it was familiar ground long before she and Steve moved down

for good in 2011. Their three kids are grown now, two daughters, Brittany and Tori still at home, and their son, Brett, recently settled in with his girlfriend in their own place in Magnolia.

Slowing down looks like a beach chair at Tower Road on the bay, dinner somewhere in Dewey or Rehoboth, or an afternoon on the water. Steve gets out for deer and duck a few times a season, but less than he used to. None of it is ever fully uninterrupted—there's always a text or an email finding its way through—but it's theirs and they love it.

After thirty-plus years together, they've long since sorted out who's better at which half of the job, and neither one pretends to be good at everything.



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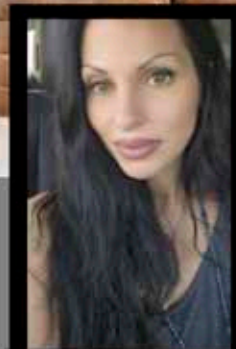
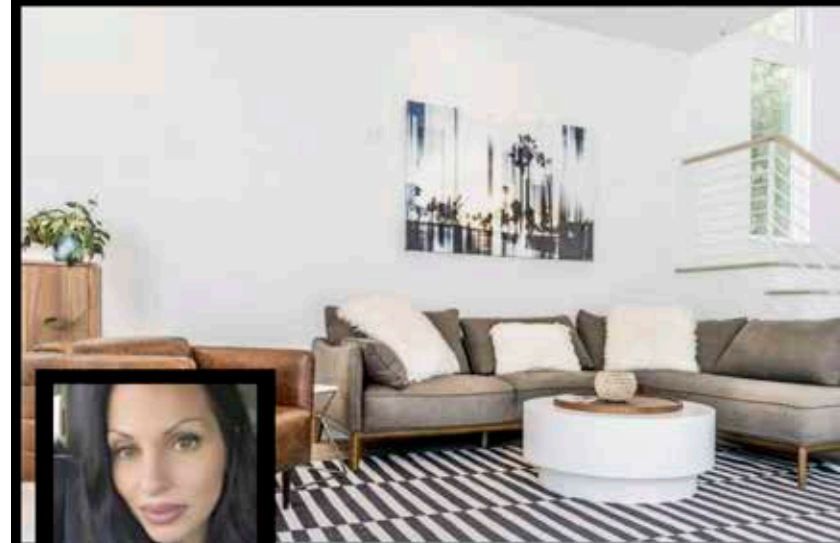
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LISA O'CONNOR OF KEY CONNECTIONS

Built to Figure it Out

For Lisa O'Connor, the real estate business has never been about simply getting the job done. It is about being the person in the background who makes sure the job gets done.

The person who remembers the deadline. Tracks down the missing document. Gets the signature. Schedules the inspection. Checks on the appraisal. Keeps the paperwork moving.

In other words, when things get complicated, Lisa wants her clients to know one thing: **I got you.**

That philosophy is at the heart of the transaction coordination business she launched in March 2024. The leap was anything but small. Lisa walked away from a successful career at a real estate law firm and into her own business with no clients, no formal business plan and, by her own admission, a willingness to simply figure it out as she went.

"I just saw a need for real estate agents and formed a business," Lisa says. "Literally walked out of one job to my business and not a single client."

The confidence to make that leap was built over years of figuring things out without following a traditional career path. Lisa began her working life as a hairstylist and later worked in juvenile court in Texas as a judge's clerk. After moving to Delaware, she saw an opportunity at a real estate law firm and went after it, despite having no background in real estate.

She started as an entry-level legal assistant and spent six and a half years working her way up to Director of Operations.

No degree. No traditional real estate career path. Just a willingness to learn, build relationships and get things done.

That same instinct eventually led her to recognize a problem among the agents she worked with. They were busy. Really busy. They were running from appointment to appointment, spending time with clients and managing the parts of the business that directly generated revenue, while the administrative work continued piling up.

Lisa saw an opportunity.

Her business provides the back-end support that keeps transactions moving, including paperwork, deadlines, communication, compliance documents, inspections, appraisals and the countless details required before an agent can get paid.

And sometimes, she says, that means hunting down a signature or document that seems determined to disappear.

The service may be administrative, but Lisa knows the value is much bigger than paperwork. She is creating breathing room for people who spend their days everywhere except behind a computer.

Lisa works with a wide range of real estate agents, from those who are just getting started to seasoned professionals with years of experience. While some agents excel at selling homes and building relationships with clients, paperwork and administrative tasks may not be their strong suit. That's where Lisa comes in. Managing the details and keeping the paperwork organized is one of her specialties, allowing agents to focus on what they do best selling homes and serving their clients.

Many of Lisa's clients come through referrals and word of mouth, including recommendations from lenders who have seen firsthand how quickly, efficiently, and consistently she works. Her reputation for staying on top of the

details and keeping transactions moving has helped her build strong, lasting relationships with the professionals she works with.

That reputation is exactly what Lisa hopes people understand about her business. She is not trying to make the transaction process feel more complicated. She wants to make it feel less stressful.

"I'm down to earth, and I just like to help," Lisa says. "It doesn't have to be a stressful thing."

That attitude also shapes how she handles the inevitable bumps that come with owning a business. Lisa says the challenges she has encountered have been learning experiences rather than roadblocks. She has even learned that sometimes the best business decision is recognizing when a working relationship is not the right fit and having the courage to say so.

It is a practical approach that seems to mirror the way Lisa has navigated her entire career: assess the situation, figure out what needs to happen next and make it happen.

For Lisa, success was never dependent on having the perfect résumé or following a prescribed path. It came from recognizing opportunities, building relationships and being willing to say, "I can figure this out."

And when a real estate agent is overwhelmed, a deadline is approaching or a document has mysteriously vanished for the third time, that is exactly the kind of person you want in your corner.

Lisa's answer is simple.

I got you.

Beach TO BAR

BY HANNAH BENSON
PHOTOS BY ATLANTIC EXPOSURE

Whelp, this one didn’t exactly go according to plan - but it may have turned out even better because of it!

For the first time this September, *Coastal Real Producers* was ready to take things to the beach with a Beach Bonfire, bringing our community together for a laid-back evening of connecting, catching up, and enjoying everything that makes the post-summer season on the coast so special.

Then, the weather took a turn.

With just 36 hours to go, we made the call to completely pivot, moving the festivities indoors to The Starboard. Was it a bit crazy pulling it all off in a day and a half? Absolutely. Nothing like a little pressure to keep things interesting!

And despite the eleventh-hour change, this group came out in full force.

More than 100 of Coastal’s top-producing agents and Preferred Partners joined us, proving that a change of plans wasn’t going to stop this crew from having a great time. The room was packed with familiar faces, new connections, plenty of conversation, and the kind of energy we’ve come to know and love from the *Coastal Real Producers* crowd.



A huge thank you goes to our sponsors. Your support allows us to continue creating experiences like these - we truly couldn’t do it without you.

And of course, we have to show some appreciation to the wonderful staff at The Starboard. Thank you for

welcoming us on incredibly short notice and giving us the perfect place to host this event.

Beach or bar, rain or shine, one thing is certain: this community will always find a way to show up and show out!



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Jaime Hurlock

BY LAUREN STEVENS
PHOTOS BY ATLANTIC EXPOSURE

We’ve all heard the old notion that, to be successful in real estate, there’s no such thing as work-life balance, that agents always have to be on, be selling. Jaime Hurlock is living proof that’s an outdated idea. “Real estate has changed a lot in the last 10 to 15 years. You can still give back to your community, be a part of your family’s lives, and still be productive in the office.” At 38, she’s a successful REALTOR®, active mom, and devoted wife—all while making time for herself. The journey to this point was hard work, but Jaime’s proof that it was worth it.

Jaime started out as a teacher, first of elementary students and then in autism and special-needs programs. “People know I was a teacher, but I don’t think they know how long I taught. I had a whole career prior to this. People are like, ‘How did you teach for 10 years, but you’ve also been in real estate for 14?’ There was some overlap, but I was young. I started teaching in college.”

So why real estate? As a child, Jaime was interested in architecture, and homes have always run in the family. “My family has a bunch of rentals we’ve always helped out with. My great-grandfather built them, then my great-grandmother ran them, then my grandmother, and now my mom and

her sisters all run them. They’re working-class rentals, nothing fancy. I’ve always seen my family giving someone else a home to have that was affordable.”

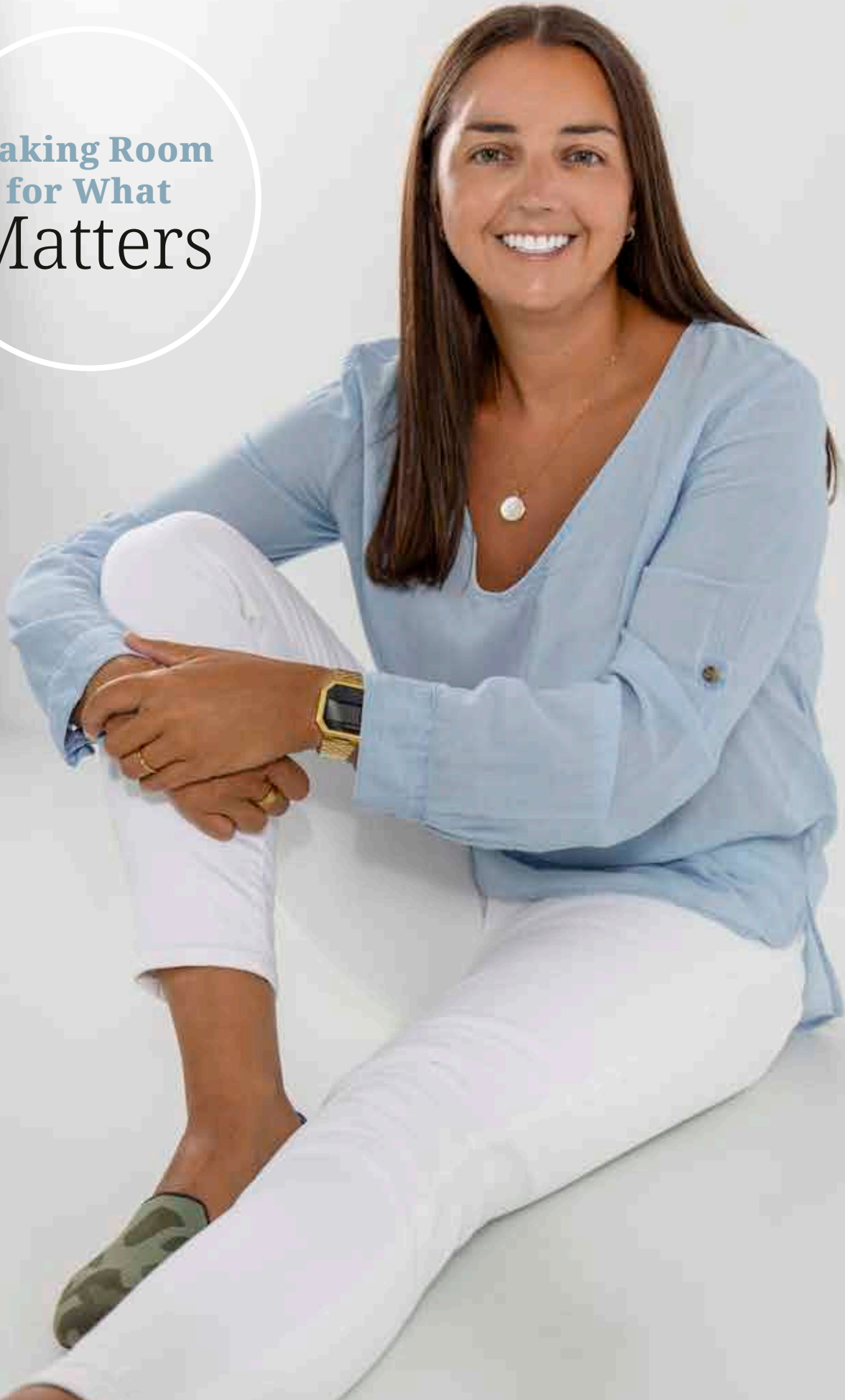
When Jaime started out in the industry 14 years ago, it wasn’t an easy transition. She wasn’t from the area where she was building her business, and her mentor, Carol Materniak, helped her make the leap without quitting teaching too soon. “Real estate is always who you know, and who your family and friends have used. So when I started my business, it was from scratch. It was breaking the barrier of having people use me because of my expertise and dedication.” Jaime worked both careers until she was secure enough in her real estate business to retire from teaching.

Jaime’s family legacy of giving people a home is still at the heart of her career. “My favorite thing is my first-time buyers—seeing them achieve homeownership, finding that house, and they’re like, this is it. Everybody has a different style, a different fit, and seeing that happiness, that feeling of homeownership, helping people get to that point.”

She’s watching the industry change fast, and she’s clear about what she wants

Making Room
for What
Matters

“
My favorite
thing is my
first-time
buyers.”





to protect as it does. “Technology, holy moly, has that changed. I have a degree in technology, so it’s easy for me to grasp the new stuff, but so much is automated now; it’s AI. We’re seeing it in photos, in descriptions, in all the automated emails. So we’re really going to have to go back to being ‘people people’, and remembering it’s their home they’re purchasing. It’s their life, and it’s their savings. It’s not just a number we’re all trying to reach—it’s someone’s livelihood. That’s the trend I want to create alongside all of that.”

But most importantly, Jaime is proud that her success is not at the expense of having a personal life. She and her wife, Erin, a local high-school teacher, keep their kids, nine-year-old Penn and seven-year-old Cameron, in a constant rotation of activities, and Jaime still carves out time to bike, read, and go to the gym. She’s especially grateful to her personal trainer for fostering a positive workout environment that supports making time for yourself and building relationships outside of work.

Now that both her kids are in school full-time, Jaime is also excited to get even more involved with her local community, volunteering through activities her office organizes (like buying Christmas gifts for local kids in need) and through the mentorship program at her kids’ school. She’s also excited to be more active in the Real Producers community. Fourteen years in, Jaime has built the career she wants others to know is possible—one with room for a family, a community, and a life. 🍷

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Coastal Real Producers • 33

TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to Sept 30, 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	241.5	\$195,305,929
2	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	96.5	\$37,936,243
3	Dustin Oldfather	Compass	73.5	\$33,604,617
4	Gordon Andrew Basht	Potnets Homes LLC	67.5	\$14,685,191
5	Ryan Haley	Atlantic Shores Sotheby's International Realty	63	\$31,286,600
6	MICHAEL KENNEDY	Compass	61	\$40,750,540
7	Russell G Griffin	Keller Williams Realty	58.5	\$24,176,637
8	Bethany A. Drew	Hileman Real Estate-Berlin	57	\$24,014,795
9	Erin S. Lee	Keller Williams Realty	50.5	\$11,002,112
10	LESLIE KOPP	Long & Foster Real Estate, Inc.	49.5	\$74,541,249
11	Debbie Reed	RE/MAX Realty Group Rehoboth	46.5	\$39,993,536
12	LINDA BOVA	SEA BOVA ASSOCIATES INC.	44	\$8,400,520
13	Rachel Lynn Tarbutton	Potnets Homes LLC	42.5	\$9,096,120
14	Darron Whitehead	Whitehead Real Estate Exec.	42	\$15,538,100
15	Matthew Lunden	Keller Williams Realty	41	\$33,081,710
16	Dustin Parker	The Parker Group	41	\$13,557,750
17	Mary SCHROCK	Northrop Realty	40.5	\$21,381,195
18	Nancy Reither	Coldwell Banker Realty	38	\$31,640,894
19	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	37	\$22,053,740
20	Julie Gritton	Coldwell Banker Premier - Lewes	36	\$19,584,610
21	Nicole P. Callender	Keller Williams Realty Delmarva	35	\$17,492,794
22	Heather Ann Brummell	Keller Williams Realty	34.5	\$10,841,949
23	Nicholas Bobenko	Coastal Life Realty Group LLC	33	\$18,373,499
24	Kevin E Decker	Coastal Life Realty Group LLC	32.5	\$22,535,850
25	Marti Hoster	ERA Martin Associates	32.5	\$12,619,070
26	Grant K Fritschle	Keller Williams Realty Delmarva	32	\$22,636,853
27	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	32	\$17,843,500
28	Jaime Hurlock	Long & Foster Real Estate, Inc.	32	\$15,509,285
29	Donna Harrington	Coldwell Banker Realty	31	\$10,706,641
30	Kimberly Lear Hamer	Monument Sotheby's International Realty	30	\$43,582,769
31	Paul A. Sicari	Compass	30	\$27,311,480
32	CHRISTINE MCCOY	Coldwell Banker Realty	30	\$21,546,336
33	SUZANNE MACNAB	RE/MAX Coastal	30	\$20,073,499
34	Meme ELLIS	Keller Williams Realty	30	\$11,935,179

RANK	NAME	OFFICE	SALES	TOTAL
35	SHAUN TULL	Jack Lingo - Rehoboth	29.5	\$54,317,247
36	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	29.5	\$10,500,150
37	Adam U Monico	Coldwell Banker Realty	29	\$10,634,190
38	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	28.5	\$16,497,581
39	Joseph Wilson	Coastal Life Realty Group LLC	28	\$21,008,000
40	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	28	\$15,013,989
41	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	28	\$13,307,900
42	Sharon Y Daugherty	Keller Williams Realty Delmarva	27.5	\$14,494,240
43	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	27	\$19,948,750
44	JAMES LATTANZI	Northrop Realty	27	\$19,351,397
45	Jaasiel C Nunez	Keller Williams Realty	27	\$7,842,999
46	Ryan James McCoy	Coldwell Banker Realty	26.5	\$12,834,700
47	Valerie P Brown	Coldwell Banker Realty	26.5	\$8,575,100
48	PAUL MALTAGHATI	Monument Sotheby's International Realty	26	\$20,109,732
49	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	26	\$11,493,399
50	Debora H Hileman	Hileman Real Estate-Berlin	25.5	\$13,419,688

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Holly B. Worthington	Worthington Realty Group, LLC	25.5	\$11,254,740
52	Brian K Barrows	Monument Sotheby's International Realty	25	\$22,035,732
53	Krystal Casey	Keller Williams Realty	25	\$13,247,925
54	Robert Payne	RE/MAX Advantage Realty	25	\$7,862,300
55	Cecilia M. Leone	Century 21 Emerald	25	\$4,252,880
56	Tim Arnett	ERA Martin Associates	24.5	\$7,554,240
57	Brigit R Taylor	Keller Williams Realty	24	\$14,825,967
58	Phillip W Knight	Northrop Realty	24	\$12,341,889
59	Lisa Mathena	The Lisa Mathena Group, Inc.	24	\$9,817,190
60	Nicole Rose	Keller Williams Realty Delmarva	24	\$9,483,300
61	Charlene L. Reaser	EXP Realty, LLC	24	\$8,182,549
62	AMANDA RYAN	Jack Lingo - Rehoboth	23.5	\$25,557,207
63	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	23	\$11,997,500
64	Frances Sterling	ERA Martin Associates	23	\$9,310,000
65	ROBIN PALUMBO THOMPSON	Northrop Realty	23	\$9,112,300
66	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	23	\$8,238,276

RANK	NAME	OFFICE	SALES	TOTAL
67	Jamie Caine	Coldwell Banker Realty	22.5	\$20,535,300
68	JAY SCHULMAN	Coldwell Banker Realty	22	\$8,712,735
69	Patricia Bree Erickson	Patterson-Schwartz-Rehoboth	22	\$7,837,400
70	Clinton Bickford	Keller Williams Realty Delmarva	22	\$7,462,800
71	Jorge Chavez	Iron Valley Real Estate at The Beach	22	\$6,804,980
72	Bogi Szabo	Keller Williams Realty	21.5	\$9,653,825
73	Justin Damadio	Iron Valley Real Estate Ocean City	21.5	\$6,945,210
74	DANIEL TAGLIENTI	Keller Williams Realty	21	\$15,318,705
75	Ann Buxbaum	Northrop Realty	21	\$14,728,620
76	R. Erik Windrow	Keller Williams Realty	21	\$13,197,030
77	STACI WALLS	NextHome Tomorrow Realty	21	\$9,312,289
78	Michelle Faith Spicer	MASTEN REALTY LLC	21	\$9,204,150
79	William P Brown	Keller Williams Realty	21	\$7,575,474
80	TONY FAVATA	Elevated Real Estate Solutions	21	\$7,327,450
81	Nicole Schreiberstein Abbott	Northrop Realty	21	\$6,940,500
82	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	21	\$3,548,025
83	Shannon L Smith Hunt	Northrop Realty	20.5	\$14,746,200
84	chris jett	RE/MAX Advantage Realty	20.5	\$13,722,950
85	ADAM KSEBE	Long & Foster Real Estate, Inc.	20.5	\$11,744,516
86	ANTHONY SACCO	RE/MAX Associates	20.5	\$8,386,155
87	Austin Whitehead	Whitehead Real Estate Exec.	20.5	\$7,381,350
88	PAUL TOWNSEND	Jack Lingo - Lewes	20	\$22,596,758
89	LISA M JACKSON	Engel & Volkers Ocean City	20	\$9,272,200
90	Melanie Shoff	Coastal Life Realty Group LLC	20	\$9,042,499
91	Amy Lynn Betts	Coldwell Banker Realty	20	\$8,248,900
92	William Bjorkland	Coldwell Banker Realty	19.5	\$8,574,210
93	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$11,200,500
94	Georgie Penny	Cape Realty	19	\$11,134,696
95	INESE DONOFRIO	Coldwell Banker Realty	19	\$9,805,030
96	Anna Spann	Coldwell Banker Realty	19	\$6,687,799
97	Louis Joseph Amabili III	EXP Realty, LLC	19	\$6,343,667
98	Amy L Coy	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$6,165,300
99	Amanda Ellen Tingle	Coldwell Banker Realty	19	\$6,098,494
100	Erin Marie Baker	Keller Williams Realty	19	\$6,032,700

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TOP 100 STANDINGS • BY VOLUME

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

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4	Kimberly Lear Hamer	Monument Sotheby's International Realty	30	\$43,582,769
5	MICHAEL KENNEDY	Compass	61	\$40,750,540
6	Debbie Reed	RE/MAX Realty Group Rehoboth	46.5	\$39,993,536
7	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	96.5	\$37,936,243
8	Dustin Oldfather	Compass	73.5	\$33,604,617
9	Matthew Lunden	Keller Williams Realty	41	\$33,081,710
10	Nancy Reither	Coldwell Banker Realty	38	\$31,640,894
11	Ryan Haley	Atlantic Shores Sotheby's International Realty	63	\$31,286,600
12	Frank T. Serio	Monument Sotheby's International Realty	16	\$29,556,888
13	Audrey P Serio	Monument Sotheby's International Realty	15	\$29,107,888
14	KIKI HARGROVE	Long & Foster Real Estate, Inc.	18.5	\$28,649,219
15	BRYCE LINGO	Jack Lingo - Rehoboth	11	\$28,615,950
16	Paul A. Sicari	Compass	30	\$27,311,480

RANK	NAME	OFFICE	SALES	TOTAL
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18	Russell G Griffin	Keller Williams Realty	58.5	\$24,176,637
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20	Bethany A. Drew	Hileman Real Estate-Berlin	57	\$24,014,795
21	CARRIE LINGO	Jack Lingo - Lewes	17.5	\$22,766,500
22	Grant K Fritschle	Keller Williams Realty Delmarva	32	\$22,636,853
23	PAUL TOWNSEND	Jack Lingo - Lewes	20	\$22,596,758
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28	Mary SCHROCK	Northrop Realty	40.5	\$21,381,195
29	Joseph Wilson	Coastal Life Realty Group LLC	28	\$21,008,000
30	Jamie Caine	Coldwell Banker Realty	22.5	\$20,535,300
31	HENRY A JAFFE	Monument Sotheby's International Realty	11.5	\$20,237,750
32	PAUL MALTAGHATI	Monument Sotheby's International Realty	26	\$20,109,732
33	SUZANNE MACNAB	RE/MAX Coastal	30	\$20,073,499
34	TJARK BATEMAN	Jack Lingo - Rehoboth	11	\$19,999,999
35	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	27	\$19,948,750
36	Julie Gritton	Coldwell Banker Premier - Lewes	36	\$19,584,610
37	JAMES LATTANZI	Northrop Realty	27	\$19,351,397
38	Jennifer A Smith	Keller Williams Realty	15	\$18,565,400
39	Nicholas Bobenko	Coastal Life Realty Group LLC	33	\$18,373,499
40	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	32	\$17,843,500
41	JENNIFER BARROWS	Monument Sotheby's International Realty	17.5	\$17,801,225
42	Nicole P. Callender	Keller Williams Realty Delmarva	35	\$17,492,794
43	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	28.5	\$16,497,581
44	Katherine Cole Snowden	EXP Realty, LLC	11	\$16,424,925
45	Jennifer Jones	Compass	18	\$16,057,590
46	Darron Whitehead	Whitehead Real Estate Exec.	42	\$15,538,100
47	Jaime Hurlock	Long & Foster Real Estate, Inc.	32	\$15,509,285
48	DANIEL TAGLIENTI	Keller Williams Realty	21	\$15,318,705
49	John Christopher Housman	Long & Foster Real Estate, Inc.	11.5	\$15,132,056
50	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	28	\$15,013,989

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Theresa Miglino
NMLS #453791
Senior Loan Officer



Reagan Bradley
Business Development
Associate



Karen Johnston
Business Development
Associate



Brandon Owens
NMLS #2824202
Loan Officer

TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Brigit R Taylor	Keller Williams Realty	24	\$14,825,967
52	Shannon L Smith Hunt	Northrop Realty	20.5	\$14,746,200
53	Ann Buxbaum	Northrop Realty	21	\$14,728,620
54	Gordon Andrew Basht	Potnets Homes LLC	67.5	\$14,685,191
55	KIM S HOOK	RE/MAX Coastal	16	\$14,673,600
56	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	17	\$14,563,519
57	Sharon Y Daugherty	Keller Williams Realty Delmarva	27.5	\$14,494,240
58	ANN RASKAUSKAS	BETHANY AREA REALTY LLC	6	\$14,210,000
59	Terence A. Riley	RE/MAX Advantage Realty	17	\$13,930,050
60	Chelsea Bristow	Monument Sotheby's International Realty	17	\$13,785,400
61	chris jett	RE/MAX Advantage Realty	20.5	\$13,722,950
62	JOSEPH LINGO	Patterson-Schwartz-Rehoboth	16	\$13,642,890
63	Dustin Parker	The Parker Group	41	\$13,557,750
64	Debora H Hileman	Hileman Real Estate-Berlin	25.5	\$13,419,688
65	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	28	\$13,307,900
66	Krystal Casey	Keller Williams Realty	25	\$13,247,925
67	Tracy L. Zell	Long & Foster Real Estate, Inc.	17.5	\$13,224,631
68	R. Erik Windrow	Keller Williams Realty	21	\$13,197,030
69	Ryan James McCoy	Coldwell Banker Realty	26.5	\$12,834,700
70	Marti Hoster	ERA Martin Associates	32.5	\$12,619,070
71	Vittorio Pasko	Berkshire Hathaway HomeServices PenFed Realty	17	\$12,351,735
72	Phillip W Knight	Northrop Realty	24	\$12,341,889
73	Jonathan M Barker	Keller Williams Realty Delmarva	16	\$12,232,500
74	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	16	\$12,104,350
75	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	23	\$11,997,500
76	Meme ELLIS	Keller Williams Realty	30	\$11,935,179
77	Molly Bayard Brittingham	Jack Lingo - Rehoboth	17	\$11,890,700
78	CHRISTINE TINGLE	Keller Williams Realty	17	\$11,847,400
79	Justin Noble	Monument Sotheby's International Realty	7	\$11,796,900
80	ADAM KSEBE	Long & Foster Real Estate, Inc.	20.5	\$11,744,516
81	Colby Roy Hook	RE/MAX Coastal	10.5	\$11,586,200
82	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	26	\$11,493,399
83	Betsy Perry	Keller Williams Realty	13.5	\$11,331,993
84	TREVOR A. CLARK	1ST CHOICE PROPERTIES LLC	15.5	\$11,318,000

RANK	NAME	OFFICE	SALES	TOTAL
85	SHELBY SMITH	Long & Foster Real Estate, Inc.	14.5	\$11,276,090
86	BILL CULLIN	Long & Foster Real Estate, Inc.	17	\$11,257,540
87	Holly B. Worthington	Worthington Realty Group, LLC	25.5	\$11,254,740
88	James Terrill	RE/MAX One	12	\$11,209,500
89	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$11,200,500
90	GAIL PHELAN	Long & Foster Real Estate, Inc.	12	\$11,150,975
91	Georgie Penny	Cape Realty	19	\$11,134,696
92	Marsha White	Crowley Associates Realty	7.5	\$11,032,990
93	Erin S. Lee	Keller Williams Realty	50.5	\$11,002,112
94	Elizabeth Kilroy	Coldwell Banker Realty	15	\$10,937,702
95	Heather Ann Brummell	Keller Williams Realty	34.5	\$10,841,949
96	RANDY MASON	Jack Lingo - Rehoboth	7	\$10,780,000
97	Donna Harrington	Coldwell Banker Realty	31	\$10,706,641
98	Jimbo Weismiller	Keller Williams Realty Delmarva	18	\$10,641,300
99	Adam U Monico	Coldwell Banker Realty	29	\$10,634,190
100	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	29.5	\$10,500,150

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 Delaware by agents in the counties listed under the header. Consists of residential new construction and resale. Numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Data is based on each individual MLS ID. Some teams report each agent individually; other teams report total production under one name. If there's an alternate agent listed, volume and units will be split in half between both agents. Errors in the Bright MLS system could cause data to not be up-to-date. *Coastal Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by MLS.

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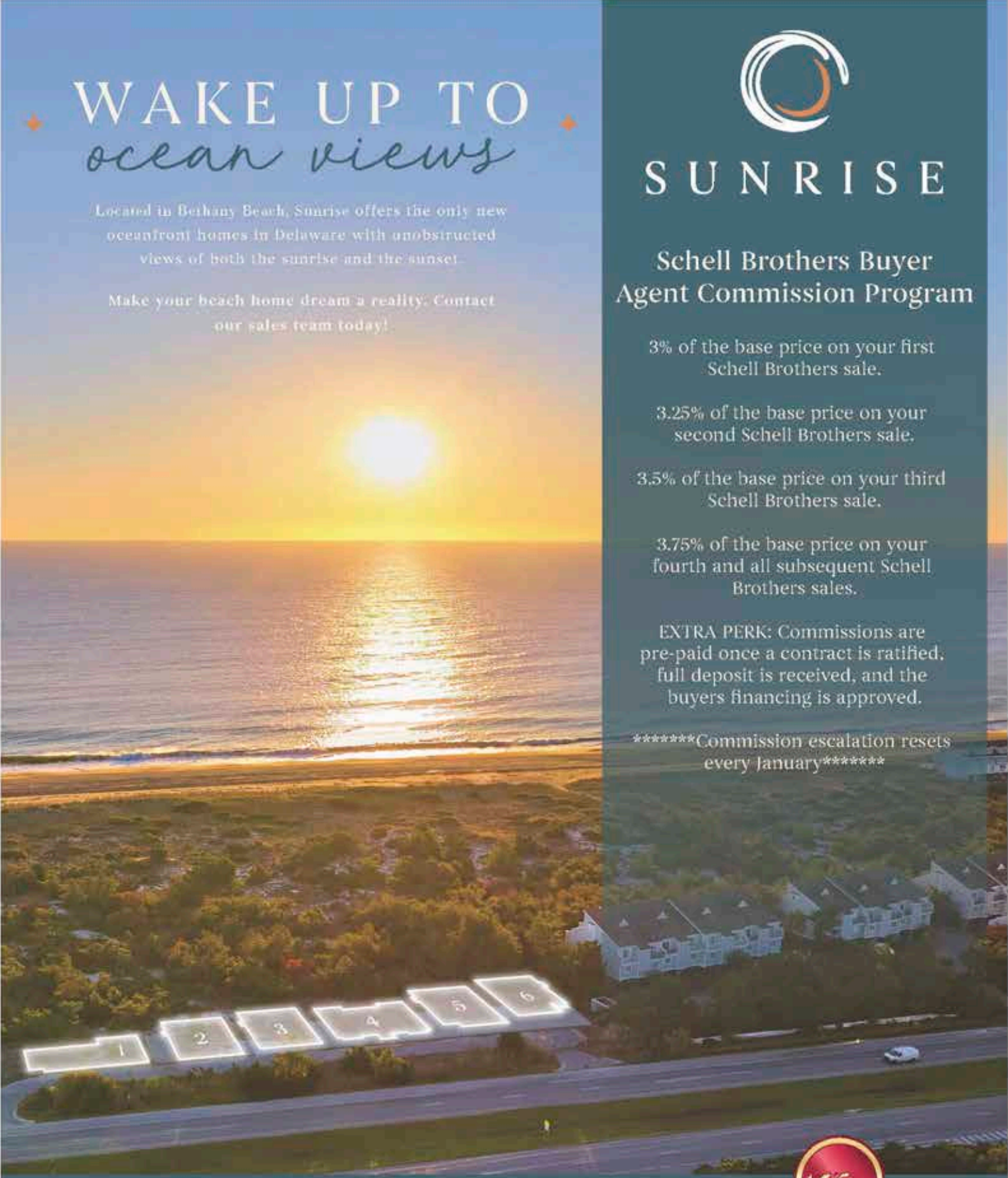
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