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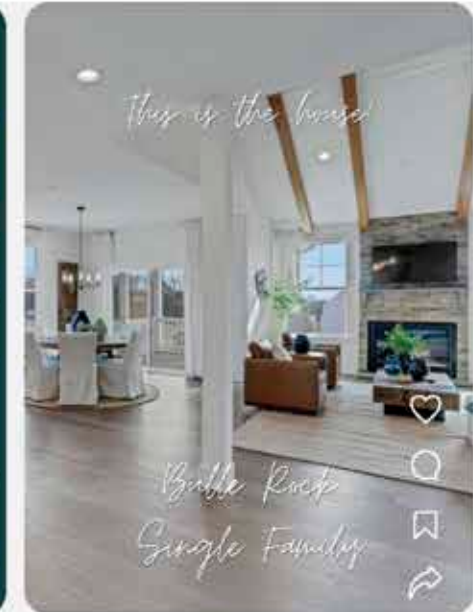


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Marianne Mehrer



Jeremey Weiss

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Strike a Pose



There's one part of every feature shoot that has become almost predictable.

Before we even take the first picture, someone will say, "Can you Photoshop this?" or "I wish I had lost 10 pounds." Or, "I hate my smile." "My hair isn't cooperating today." "I'm just not photogenic."

Lately, I've noticed these comments are happening more and more. And every single time, I wish you could see what we see. Because while you're looking for flaws, our editorial team is looking for you.

We aren't searching for some fake perfection. We're searching for the moment your laugh becomes genuine. The confidence that shows up when you're talking about the business you've built. The kindness in your eyes. The little expressions that the people who love you recognize immediately. That's the person we want on these pages.

After photographing hundreds of real estate professionals, one thing has become crystal clear: the people who leave the biggest impression aren't the ones with perfect hair, flawless skin, or the most expensive outfit. They're the ones who allow themselves to be seen. This isn't a modeling competition. It's a celebration of your story.

Your face tells the story of where you've been. Your smile reflects the relationships you've built. Every line, every laugh, every season of life has shaped the person your peers nominated to be featured. That's who deserves to be photographed.

So how do you have a great photo shoot?

Take it seriously.

This is an honor. Someone looked at your career and thought, People should know this person. Allow yourself to believe that for a day. You earned it.

Be yourself.

The best photos happen when you stop trying to look like someone else. Bring your personality. Laugh. Tell stories. Trust the process.

Plan ahead.

Think about the feeling you want your photos to create. Your wardrobe, location, and props should support your story—not distract from it. Wear something that makes you feel confident and comfortable.

Take care of yourself.

Get some sleep. Drink some water. If professional hair and makeup help you feel more relaxed, go for it. Confidence photographs beautifully.

Enjoy the experience.

This isn't about creating someone new. It's about capturing who you already are. The truth is, months from now, no one will remember whether your jacket fit perfectly or if one strand of hair was out of place. They'll remember your smile. They'll remember your story. They'll remember how you made them feel.

So when that little voice starts telling you you're not enough, know that we'll be over here, camera in hand, seeing something entirely different.

We'll be seeing someone worth celebrating.

Always,



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

Wednesday, October 7

10 a.m. - 2:30 p.m.

Fall Mastermind - Become the Obvious Choice

Ten Oaks Ballroom - 5000 Signal Bell Ln, Clarksville, MD 21029

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BY JOSEPH COTTLE
PHOTOS BY DAVID STUCK

EAGLE TITLE

PERSONAL SERVICE, MODERN APPROACH

Brad Walsh did not set out to run a title company. He set out to get through law school.

Sixteen years ago, he took a job as a receptionist at Eagle Title—something to pay the bills while he attended classes at night. He stayed. He worked his way through post-closing processing, ran the sales team, took over operations, and in 2022 became president. By then, he had done every job in the building and understood, from the inside, exactly what the experience felt like for the people sitting across the table.

That understanding is the thing that still drives him.

“The ones that energize me personally,” Brad says, “are the first-time homebuyers. It’s my opportunity to set the expectation for that consumer for the rest of their life.” He means it in the most practical sense—walking someone through how their escrow account works, what extra

principal payments can save over the life of a loan, what a shared driveway easement actually requires before they find out the hard way.

“My whole goal is to make sure that when someone completes their settlement, they know exactly what they’re buying, they know exactly how everything works,” he says. “I want informed consumers.”

About two years ago, the company started building what Walsh calls “the modern title company.” The starting point was consequential: every file Eagle Title handles requires somewhere between 350 and 450 individual data points for input, verification, and coordination across every party in the transaction. That work had always been manual, and Walsh saw it as an opportunity.

The goal wasn’t to cut headcount, but instead to free people up for what makes Eagle Title special: personal connection. “We want technology doing tasks that can be automated—data entry, verification, that type of thing—so that we can take that capacity and put it into the consumer experience,” he explains.

Eagle Title serves clients from 25-year-olds who do everything through a portal to 85-year-olds who want to talk to a person. “We’ve had to build a technology stack for a really wide age range,” Walsh says.

Freeing the team from data entry means more time for the conversations that actually build trust—wire fraud education, proactive communication, or the kind of guidance most consumers never get at a closing. “How can we make consumers more informed and make them trust the process more, but also put the human face to it?” Walsh asks. “That’s really what the modern title company is trying to do.”

Walsh has found something counterintuitive along the way: younger buyers aren't after a frictionless digital transaction. "What I'm actually finding is that they want professional advisors. You need to be technologically forward, but if you can add that professional experience on top of it, their trust factor goes way up."

Under Walsh's leadership, that investment has continued to grow—in people, in infrastructure, and in technology, moving together rather than in place of one another. The goal has always been to scale without losing the personalized service the company was built on. A newly created Title Operations Training Specialist role is one example: it exists to make sure every member of the team, regardless of tenure, is equipped to deliver that same level of care as the company grows.

None of it is meant to replace expertise. The technology creates capacity—more time for the team to educate, advise, and communicate clearly with consumers, agents, and lenders at every step of a transaction. The modern title company, as Walsh sees it, is still fundamentally about people and trust. Technology supports the experience.

“We want technology doing tasks that can be automated—data entry, verification, that type of thing—so that we can take that capacity and put it into the consumer experience.”

Knowledgeable professionals are what make the difference.

Walsh describes his role as architect. The technology is the foundation. The team built around it is the building. What he is working to create at Eagle Title is an operation where every person at the closing table—buyer, seller, agent, lender—feels genuinely taken care of. That is still the goal.

It circles back to where Walsh started: informed consumers. A buyer or seller who leaves the table understanding exactly what they signed and why is more confident, more satisfied, and far more likely to refer the agent and lender who guided them there. Build that outcome consistently enough, and everyone in the transaction—the client, the agent, the lender, Eagle Title itself—comes out ahead. ▀



Abby Moynihan, Erin Shaffer, Brad Walsh, Erin McNaboe and Paul Skrickus

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Community First

Marianne Mehrer

BY JILL FRANQUELLI
PHOTOS BY DAVID STUCK

Some Realtors sell houses. Marianne sells a community.

Spend just a few minutes scrolling through her Instagram, and you'll notice something interesting. There are certainly beautiful homes and market updates, but they're almost overshadowed by everything else—a family-owned restaurant worth the drive, a local farm, a hidden coffee shop, a neighborhood playground, or a small business that deserves a little extra love.

At first glance, it might seem like a clever marketing strategy.

It's not.

For Marianne, introducing people to Baltimore County is every bit as important as helping them buy a home there.

"I think you can be a successful real estate agent, but it can be about more than just the transactions," she shared. "You can be genuinely useful to the community you serve."

That philosophy has become the heartbeat of her business.

Several years ago, Marianne realized she didn't want her social media to look like every other Realtor's feed. Rather than filling it with market statistics and "just

listed" homes, she began asking herself a different question: *How can I make this page valuable—even for someone who's not buying or selling a home?*

The answer was simple: showcase the community she knows and loves.

Today, her page has become a trusted resource for both longtime residents and families relocating to the area. Newcomers discover neighborhoods, restaurants, parks, and local businesses before they ever unpack a moving box, while small business owners regularly reach out to tell her they've welcomed new customers because of a post she shared. One local embroidery business even sold out after Marianne featured one of their product launches.

Those are the moments that remind her she's making a difference.

That desire to serve didn't begin with real estate—it began at home.

Marianne grew up in a family that believed in giving back. Her mother was deeply involved in community

service and even helped bring curbside recycling to Baltimore County. Watching her parents invest in the place they called home taught Marianne that making a difference doesn't always require grand gestures. Sometimes it simply means using your talents to lift up the people around you.

That commitment to giving back is also something Marianne has found within her real estate team. The team sponsors Frederick Road Fridays and neighborhood events, participates in team-wide community service, and donates a portion of every settlement to local charities. For Marianne, being surrounded by people who not only support her efforts but also prioritize serving the community in their own way has made the work even more meaningful.

That same mindset now shapes the way she serves her clients.

Before entering real estate, Marianne built a successful career in alcohol sales with Boston Beer Company, where she learned one of the most valuable lessons she carries with her today: great salespeople ask great questions.

"I think you can be a successful real estate agent, but it can be about more than just the transactions. You can be genuinely useful to the community you serve."

Whether helping a restaurant choose the right products or helping a family choose the right neighborhood, the principle is the same. Listen first. Understand what matters most. Then provide the right solution.

Her goal has never been to simply help someone buy a house.

“I want them to still be happy with the experience six weeks, six months, and six years later,” she explained.

That long-term perspective also extends to her own family.

Marianne and her husband, Matt, are raising three children—Poppy, Johnny,

and Walter—in Lutherville, where weekends often revolve around boating, camping, neighborhood gatherings, and simply being outdoors together.

Like every working parent, balancing a growing business with raising young children can be challenging. But rather than separating those worlds, Marianne has found a way to blend them.

Instead of spending hours cold calling, she might spend an afternoon exploring a new playground with her kids, grabbing ice cream at a local shop, or checking out a family-friendly event—creating memories with her children while discovering places that could benefit the families who follow her.

“It’s been a way that I’ve been able to integrate real estate with my family,” she said. “Instead of, ‘Mommy has to go make cold calls for two hours,’ it’s, ‘Let’s go check out this new play place.’”

That authenticity is also why so many people connect with her.

She isn’t trying to be a polished influencer. She shares the wins, the lessons, and the everyday moments of raising three kids while running a business. In a world where so much content feels scripted, Marianne believes people simply want someone who is genuine.

“The person people see on social media should be the same person they meet in real life,” she said.

That authenticity has earned her recognition, including *Baltimore Real Producers’ Marketing Genius Award*, but Marianne is quick to shift the spotlight back to the community that inspires her every day.

In a profession often measured by transactions and production, Marianne has quietly built something different.

She has become a trusted guide—not just for buying and selling homes, but for discovering everything that makes Baltimore County feel like home.

Whether she’s introducing a relocation client to a neighborhood they’ll love, shining a light on a small business, or helping a family find the right home for the next chapter of their lives, she’s guided by one simple idea:

Be useful.

Because for Marianne, real estate has never been just about selling houses.

It’s about strengthening the community she loves—one family, one local business, and one genuine connection at a time. 🏡



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Matt & Stacey Thompson

BY JOSEPH
COTTLE
PHOTOS BY
DAVID STUCK

of Thompson & Sons Waterproofing

TRUST RUNS DEEP

When Matt Thompson from Thompson & Sons Waterproofing comes out to look at your basement, there's a chance he'll tell you it's fine.

That's not what you expect from a contractor. It's not what you expect from a company that sells basement waterproofing. But it happens often enough that if you read Thompson & Sons Google reviews, you'll find plenty of customers that say some version of the same thing: Matt came out, looked around, told me I didn't need anything, and showed me what to do instead.

"Half of our Google reviews say that," says Stacey Thompson, who co-owns Thompson and Sons Waterproofing with her husband. "As cheesy as it sounds,

I really believe in karma. And that's kind of what we base every single decision on."

Matt has 20-plus years in the industry. Almost three years ago, he

and his wife, Stacey, started Thompson & Sons. The name says exactly what it is. They have two boys, 13 and 11. Should either of them want to carry it forward someday, they'll have something to step into. "We work hard to make sure that Thompson & Sons is something that can continue for our family."



“

We work hard to make sure that Thompson & Sons is something that can continue for our family.”



When Matt started this business, he formed a team of the best colleagues he worked with over the years, some of them he has known for two decades. The team doesn't just show up for work. They show up for dinner. They hang out with the Thompson family. Stacey says, "They are our family, too."

Matt runs the field side: the inspections, the assessments, the calls where a realtor needs someone they trust to come out and look at something, even something that might not be in the waterproofing wheelhouse. He personally handles the realtor relationships while Stacey handles marketing and social media. It's a clean division of labor born from knowing each other well (since they were kids).

The realtors are a particular focus. In a market where a waterproofing issue can make or break a deal, where an inspection red flag means a job that needs to be priced, negotiated, and sometimes financed before settlement, having someone whose word you trust matters enormously. Matt has built that trust one assessment at a time. Agents call him about things that aren't even his specialty, just because they know he'll give them a straight answer.

"What Matt says could make or break a deal for them," Stacey says. "His job is to make their lives easier.

Period." And he is really good at his job.

When the schedule is packed and a realtor calls, they pick up. When a job needs to be financed through closing, they make it work. "There are plenty of times where we don't get paid until settlement," Stacey says. "But, because we trust the realtor so much, we're not worried about that."

Both Matt and Stacey are Baltimore born and raised. They've known each other since elementary school.

In her 20s, Stacey worked in beauty and fashion PR in New York City, close enough to the world of Anna Wintour that she watched The Devil Wears Prada and found it more documentary than fiction. What brought her home to Maryland was Matt. They've been here ever since, raising their boys, cheering on the Ravens and the Orioles. Most weekends, you'll find them on the sidelines of a football field, watching their boys play. It's Thompson & Sons, in the most literal sense. ▀



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AGENT TO WATCH

JEREMEY WEISS

A SERVANTS **HEART**

BY JOSEPH COTTLE
PHOTOS BY DAVID STUCK

There is exactly one non-negotiable to be on Jeremey Weiss's team. Not a production number. Not a market share target. You have to have a servant heart.

"That's who we are," he says. "Hence the name—The Helpers Group. Money is only good for the good it can do. We can do so much more in this avocation."

It's worth pausing on that word. Avocation. Not job, not career—avocation. He's not doing this for the money, as good as it is; he's doing it because he loves to help people.

For Weiss, real estate is one lane of a life that has always been organized around showing up for people. He's a volunteer firefighter with 25-plus years on the hose, currently serving as Captain of the Monday night crew at his firehouse. He spent eight years as a surgical technologist in the operating room at Shock Trauma in Baltimore. He referees high school and college football on weekends across multiple Maryland and D.C. area counties. The real estate license, picked up in

2017 and taken full-time in 2022, fits the same pattern—another way to be useful to someone who needs it.

Growing up in White Oak, Pennsylvania, a small town next to McKeesport, Weiss came to Maryland for school and never left. When his parents divorced during his third year of college and he faced a choice between returning west or putting down his own roots, he stayed. The fire department stepped in. "The people there became my family and my mentors," he says.

A local business owner named Ron Dillon Sr. gave him his first job. The community held.

That experience of landing somewhere with nothing and having people show up for you tends to leave a mark. Weiss has carried it into the way he works. When he and his wife were buying their own home, a chaotic transition—

“ Money is only good for the good it can do. We can do so much more in this avocation.”



Bank of America had just absorbed Countrywide, the loan officer was overwhelmed, and they lost a house in the shuffle—gave him his first real look at what the transaction experience can feel like from the wrong side of it. He remembers it. It shapes what he does and why he is such a staunch advocate for his clients.



“Helping people has just been in my blood,” he says. “Even as young as I can remember, my first question was always, ‘How can I help you? How can I carry some of the burden?’”

He describes his niche in real estate with a kind of comfortable clarity. He’s not the agent in designer clothing working

the multi-million-dollar listing. He’s not trying to be.

“I’m the guy you come to when you have something that’s messy, something that needs care, something when you’re stuck, and you just need somebody to help get you unstuck,” he says. “I love complicated real estate things—where there’s things we have to look into, we have to figure out. Now I’m helping somebody. I’m doing what fills my love cup.” He also loves helping first-time homebuyers and guiding them through the process of buying their first home with confidence.

The team he’s built around that instinct is intentional in its smallness. The other agents on the Helpers Group are both dual-career agents, people who need support navigating real estate alongside another professional life—the kind of agents who don’t fit neatly into a high-volume production machine but who have real value to give their clients. Weiss built the team they needed. “I just wanted to help other people grow,” he says.

He lives in Linthicum, in a community he loves—diverse, accessible, ten minutes into Baltimore and thirty to D.C., two hours to the ocean or the mountains, seven minutes by Uber to the airport. He and his wife talk about a house by the water someday. They’re not in a hurry. The neighbors are too good.

On fall Saturdays and into playoff season, you’ll find him on a football field somewhere in the region. He works for the Washington District Football Officials Association, which covers a stretch of Maryland and D.C. counties and runs 35 to 40 varsity games every weekend. He’s also a clock operator for the Atlantic Coast Football Officials at the collegiate level and has his sights on the replay booth.

He approaches football officiating the way he approaches everything else—as someone who has studied it, who values getting it right, who is quietly moving toward the next level of it. That’s Jeremy Weiss. Patient, purposeful, and in it for the people. 🏈

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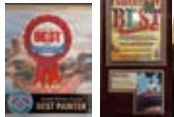
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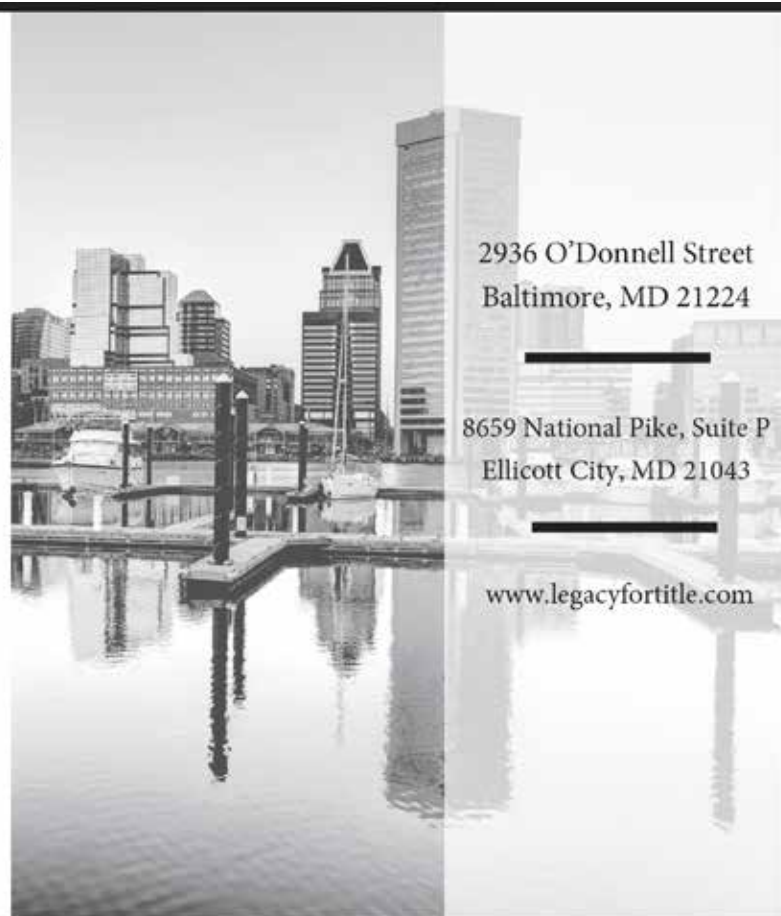


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Dana Temple

of Next Level Insurance PHOTOS BY DAVID STUCK

A Leap Worth Taking

After nearly two decades in the insurance industry, Dana Temple has built more than a successful agency—she’s built a business centered on relationships and doing what’s right for her clients. We sat down with the founder of Next Level Insurance to learn more about her journey, her team, and the values that continue to shape her success.

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

After more than 19 years in the insurance industry, I’ve had the opportunity to experience both the carrier and independent agency sides of the business. I started my career at Liberty Mutual in 2007 as a Personal Lines Agent, where I built a strong foundation and learned the importance of understanding each client’s unique needs. I then spent nearly 10 years working for an independent agency, building relationships with clients and the community.

In March 2021, I took a leap of faith and opened Next Level Insurance. My vision was simple: insurance should be about more than selling a policy. It should be about understanding people, identifying their unique risks, and helping them protect what matters most.

What are the core values and mission of the business?

Next Level Insurance is built on relationships, trust, and integrity. We believe in doing what’s right for

our customers and their families, even if it means taking extra time to explain their options or help them find the right coverage. Our goal is to build long-term relationships and be someone our clients can rely on when they need us most.

What makes your agency unique?

As an independent agency, we’re able to work with more than 20 insurance carriers, including Erie, Travelers, and Liberty Mutual. That allows us to focus on finding coverage that fits each client’s individual needs, circumstances, and budget rather than trying to fit everyone into one company’s products. We offer home, auto, commercial, and life insurance, always focusing on providing the right protection—not simply the lowest price.

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

One of the things I’m most proud of is the team we’ve built. Jessica DePowers and Julie Mackert joined Next Level Insurance with incredible work ethics and a genuine desire

to help people, but neither had insurance experience.

Watching them grow into knowledgeable, confident professionals has been incredibly rewarding. I’m not just building an insurance agency—I’m building a team that genuinely cares about doing what’s right for our clients, and I’m excited to see what we’ll continue to accomplish together.

Have you ever faced a significant setback in your career?

Starting my own agency was one of the biggest leaps of faith I’ve ever taken. There were moments when I questioned whether I’d made the right decision. I remember lying on my bathroom floor crying, wondering if I had made the biggest mistake of my life. As a single mom of two girls, I wasn’t just building a business—I was responsible for providing for my family.

I also remember sitting on the beach asking for a sign that I had made the right decision. Looking back, those moments were important. They taught

Jessica DePowers, Dana Temple and Julie Mackert



me that having doubts doesn't mean you've made the wrong choice. It means you're human and doing something that matters enough to take a risk.

I kept coming back to why I started Next Level Insurance: to build a business rooted in relationships, trust, integrity, and genuinely helping people. Looking back today, I know taking that leap was worth it. Those difficult moments taught me resilience and reminded me that success isn't always confidence. Sometimes it's wiping away your tears and showing up again the next day.

How do you maintain work-life balance?
Work-life balance is something I'm still working on. As a single mom of two girls and a business owner, there are definitely times when balancing everything feels impossible.

Some days my business needs more of me, and other days my daughters do. I've become much more intentional about prioritizing what matters most and being present when I'm with them. They understand that what I do is about helping people protect their homes, businesses, and families during some of life's biggest milestones.

My daughters are also my greatest motivation. I want them to see that you can build something meaningful while being a mother, a leader, and a woman with your own goals and dreams.

“Happiness comes from knowing I'm making a difference while building something I'm truly proud of.”

How do you define happiness in your career?
Happiness comes from knowing I'm making a difference while building something I'm truly proud of. I love watching my team grow, seeing the relationships we've built with our clients and referral partners, and knowing people trust us to protect what matters most to them.

On a personal level, happiness is being able to provide for my daughters while still being present in their lives. For me, success isn't just financial. It's helping people, building a team I believe in, creating meaningful relationships, and doing business with integrity. If I can continue growing Next Level Insurance while making a positive impact on my clients, my team, my family, and my community, then I consider that success. 🌱



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Your AI Advantage

BY STEVEN PAUL NEVILLE OF MPOWER

The AI That Called 3,000 Dead Leads

This spring, one real estate team handed its brokerage's new AI a list of about 3,000 leads nobody had spoken to in over a year. In 30 days it held nearly 2,000 conversations, ran hundreds of them at the same time, and booked actual tours from a list everyone had written off. That was Real Brokerage's Leo 2.0, now in testing with thousands of agents. The direction is clear across the industry too: only 2 percent of brokerages now say they have no AI plans at all.

This Month's Tip: Revive Your Dead Leads for Free

You have a list like that. The buyers who ghosted last spring. The sellers who wanted to wait and see. Here is the free version of what that brokerage AI did.

Export every lead that went quiet. Paste three of your own past texts or emails into your AI of choice so it learns how you actually sound. Then have it write a short, no-pressure check-in sequence in your voice. Send it in batches of 50, and when someone bites, be the human who answers in minutes, not days. Even a small slice of a big dead list is real closings.

Tool Spotlight: Three Ways to Work a Dead List

- Structurally runs AI text conversations that qualify leads and book appointments for you. Built for teams of two and up.
- Fello (from \$165 a month) fits individual agents. It watches the database you already have and flags who is likely to sell, so you call the right people first.
- MPower Global, and full disclosure, this one is mine, does custom builds for individuals or teams: AI voice, text, and email working your list and



booking appointments straight to your calendar. Pricing is published right on the site. No sales-call maze.

you a straight answer: steve@mpowerglobal.ai.

Got Questions?

Wondering whether your old list is worth reviving? Email me and I will give

StevenPaulNeville



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



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Ruth Kohl

of Stewart Title
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ENJOYS SOLVING THE MYSTERIES OF TITLE SEARCHES

BY SUSAN MARQUEZ
PHOTOS BY DAVID STUCK

Ruth Kohl has always had a strong work ethic. She began working at the age of 14, and she is still going strong. “I cleaned construction trailers at a company where my dad worked,” she explains. From there, she went to work at Giant Foods. “My all-time idol, my Aunt Hazel, was with the United Food and Commercial Workers Union. She helped me get the job. I worked in the bulk food department.”

But Ruth’s dream in high school was to be an airline flight attendant. “After graduation, I interviewed at a school in Florida, but it was too expensive.” Instead, she got a job as a receptionist at a local car dealership before working in the plumbing and construction industry. “I met my husband and father of my two sons there.”

Ruth had two boys and became a stay-at-home mom. “I loved it.” A split with her husband around 1998 led Ruth to look for a job. “The husband of a friend of mine was a mortgage broker. He introduced me to Stella Sabracos and Joanne Miller as their ‘director of first impressions’ at Signature Title & Escrow. The first day I was sent home with a stack of books about title searches,” recalls Ruth. “I didn’t read any of them.”

Ruth says she learned a lot by just sitting and listening. “Over time, I took on more responsibilities, and I learned more from those two ladies than I ever imagined. I stayed with them for eight years before I began to notice the market change in 2005 to 2006. There was a drop in transactions, and deals had slowed. I had to look out for my kids.”

She went to work at Stewart Title Guaranty Company. Ruth paid attention, asked questions, and learned all she could about the title industry. “Ken Bayne was the company’s state manager, and I was an agency rep. When Ken stepped down, I became the state manager for Maryland for ten years.”



Cathy Slocum, Jen Barnes, Ruth Kohl and Andrew Veluona

Today Ruth is an area manager with Stewart Title Guaranty Company for Maryland, the District of Columbia, and Northern Virginia, and she manages a strong team of agency sales representatives. “I work very closely with our Maryland Underwriter, and I still meets with title agents, talking to them about the differences and benefits of writing for Stewart. “I sit at the control desk – I have the best sales reps who spend their days on the road, and I’m here to support them any way I can.”

Ruth says the title industry is ideal for her personality. “I have always loved a good mystery, and title work fits into that perfectly. “That’s what keeps me in it. I have always loved sitting at the table with families who are buying their first home. That’s the perspective that I approach my current role. Our goal is to help get a transaction to the closing table and families into their new house. It’s a big honor for me to be part of the process of them moving into a new chapter of their lives.”

Never taking that for granted, Ruth says that back when she was still doing closings, she would stop and consider that this was something she did for work every day, but the people sitting around the closing table do not. “It was always my goal to help them understand the process.”

Ruth remarried in May of last year. She and her husband, Shawn, have a blended family with five children. “I have two sons; Chris was born in 1989, and Stephen was born in 1992. Shawn has three children; Caleb, age 25, and Teagan and Willow, age 18.” From growing orchids and cooking at home to staying active through a running club, cycling, and a home gym, Ruth admits they are “plant and health nerds.” The family also enjoys traveling, and Ruth enjoys reading in her spare time. But her secret passion is all things Disney. “I’m a bit of a Disney adult,” she laughs. “I love going to Disney World. It’s my happy place!”

“I have always loved a good mystery, and title work fits into that perfectly. “That’s what keeps me in it. I have always loved sitting at the table with families who are buying their first home. That’s the perspective that I approach my current role.”



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IMPACT DAY

BY HANNAH BENSON
PHOTOS BY SKS PHOTO & VIDEO

Every *Baltimore Real Producers* event is designed to bring great people together.

And while conversations, connections, and relationship-building were still at the heart of Impact Day, the backdrop was different: serving a cause bigger than ourselves and giving back to the community.

Thank you to the 45 top agents and partners who braved Friday afternoon beach traffic to join us on August 14th at The Social in Severna Park.

Together, we assembled 200 school supply bags that were delivered to students at Paul Laurence Dunbar High School in Baltimore, helping ensure they begin the school year with the tools they need to succeed.

The event also raised nearly \$3,000 through donations, directly supporting both the school supply initiative and Love & Lunches, a local nonprofit dedicated to serving families facing food insecurity.

What made the afternoon especially meaningful was seeing so many



members of our community roll up their sleeves and work side by side - just people coming together with a shared purpose of making a difference. After the bags were packed, everyone stayed to enjoy food, drinks, and conversation, proving once again that some of the best relationships are built while serving others.

To everyone who attended, donated, purchased supplies, or supported the event from afar, thank you.

Your generosity will have a lasting impact on students and families in Baltimore, and we're grateful to be part of a community that consistently shows up when it matters most.



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A LIFE OF

BY PAT RIPPEY
PHOTOS BY ROY COX

Service

According to Anisha Berkley of Cummings & Co. Realtors, her childhood was remarkably ordinary. Originally from Philly, she and her family moved to South Jersey to what she describes as a small town where nothing much ever happened. There was a single grocery store, one high school, and it seemed that everything exciting was always one town over. A week after her high school graduation, Anisha and her mom visited an aunt who lived in Randallstown, MD. After a memorable weekend, the two decided to move there permanently. Anisha says it was serendipitous—just weeks later she met her husband, and they have been inseparable for 31 years.

“Every year, there is a deal that makes me want to stay in it”

Anisha says she gained her foundation in corporate customer service while working her first “adult

job” with AT&T in Hunt Valley, while also earning her Culinary Arts degree at Baltimore International Culinary College. A chance conversation with her sister-in-law piqued her interest in selling real estate. She

swiftly completed the 2-week course, passed the PSI test on the first try, and became a licensed REALTOR®. Just to make life more interesting, three months into her new career, Anisha found she was pregnant with her daughter.

“If nobody speaks up for the

voiceless.

they will never have a voice in the room.”



That was in 2002, and she shows no signs of slowing down. “Every year, there is a deal that makes me want to stay in it,” she reflects.

Anisha’s corporate customer service experience combined with her culinary passion allows her to bring structure, creativity, and precision to her real estate work, and she strives to ensure every client experience is seamless and thoughtful. She says she’s been an agent long enough that she doesn’t require a lot of handholding, but every so often there’s an unusual circumstance and her brokerage provides the support she needs. And though most of her time has been spent as a solo agent, Anisha has collected a group of agent friends who provide support and back each other up when needed. They call themselves TNT (“Team No-Team”), and Anisha acknowledges “They are my everything to help me survive this business.”

“The biggest thing is being of service”

To Anisha, real estate is not just buying and selling, and she admits “I’ve never chased numbers and money. The biggest thing, I believe, is being of service.” She is an active and dedicated member of the Greater Baltimore Board of Realtors and serves on the Executive Committee, Board of Directors, and Forms

Committee. It’s important to her to use her position to provide a voice for those who have been notoriously overlooked in the industry. “That matters to me,” she says, “because if nobody speaks up for the voiceless, they will never have a voice in the room.” She doesn’t shy away from talking about things nobody wants to talk about. “As a Black woman in this industry, when I started in real estate in 2002, there weren’t many people that looked like me,” she points out. “If you were an agent and your mom handed you their business, or your family has connections, you have resources, and I’m just little old me. Our careers are not the same.”

The same may be true for clients, Anisha says. As a mentor and trainer, she advises agents that clients don’t all have the same opportunities. A client may not have a father to give them 20 percent down, a mother to pay their closing costs, or generations of legacy properties. This can make for an uneven playing field. “And in many cases, they face financial discrimination,” Anisha contends. “Being of service is teaching agents how to teach their clients, so that we can all overcome these situations that are still happening in 2026. If you have an appraisal in Rodgers Forge versus an appraisal in Edmondson Village, they’re going to be different.”

In over two decades in the business, Anisha has seen

**“I haven’t
figured
life out, but
I figured
me out.”**



some changes, particularly in the use of technology. She remembers keypads that needed to be charged every night, running to the office to pick up keys, and maintaining handwritten documents. She believes technology has increased efficiency and allowed agents to venture beyond local properties, but she does lament the loss of personal connections, noting that you can schedule appointments without ever speaking to anyone.

In her down time, Anisha and her family love to entertain at home. She admits she doesn’t make the fancy dinner presentations or “zigzag the plate” as often as she’d like, because her true passion is baking. “Cooking is fine,” she laughs, “but I love desserts.”

The service philosophy carries over into Anisha’s personal life. She cares for her mother with dementia and a brother who suffered a stroke. She is immensely proud of her daughter who is studying to be an American Sign Language interpreter. A good friend calls her a “love bully,” and Anisha has come to embrace the term. “I’m going to love you, and push you, and ask you to grow, but I’m gonna bully you into it a little bit,” she admits. At this point in her life, Anisha has the confidence to worry less about acceptance by others. “I haven’t figured life out, but I figured me out,” she says definitively. Above all, one thing is clear: Anisha Berkley is anything but ordinary. ▀



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TOP 150 STANDINGS • BY UNITS

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Justin K Wood	D.R. Horton Realty of Virginia, LLC	424	\$195,681,414
2	Robert J Chew	Samson Properties	340	\$195,343,415
3	Joseph A Petrone	Monument Sotheby's International Realty	244	\$185,137,697
4	Robert J Lucido	Keller Williams Lucido Agency	187.5	\$148,292,252
5	Adam M Shpritz	Ashland Auction Group LLC	174	\$12,004,055
6	Shawn M Evans	Monument Sotheby's International Realty	164	\$152,755,890
7	Lee M Shpritz	Ashland Auction Group LLC	159	\$10,398,970
8	Heather M. Richardson	NVR, INC.	148	\$69,968,087
9	Gina L White	Coldwell Banker Realty	120.5	\$56,901,848
10	Nickolaus B Waldner	Keller Williams Realty Centre	109.5	\$58,935,675
11	Lee R. Tessier	EXP Realty, LLC	98	\$42,488,200
12	Gina M Gargeu	Century 21 Downtown	92	\$15,618,588
13	Daniel B Register IV	Northrop Realty	91	\$14,097,708
14	Mary Anne Kowalewski	KOVO Realty	88	\$42,679,312
15	Jeremy Michael McDonough	Mr. Lister Realty	80.5	\$36,287,197
16	Creig E Northrop III	Northrop Realty	80	\$86,988,522

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RANK	NAME	OFFICE	SALES	TOTAL
17	Charlotte Savoy	The KW Collective	77	\$43,889,695
18	Laura M Snyder	American Premier Realty, LLC	75.5	\$37,852,549
19	Bradley R Kappel	TTR Sotheby's International Realty	75	\$137,682,358
20	Matthew D Rhine	Keller Williams Legacy	74.5	\$33,512,214
21	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	74.5	\$29,316,965
22	Daniel McGhee	Homeowners Real Estate	74.5	\$28,022,726
23	David Orso	Berkshire Hathaway HomeServices PenFed Realty	72	\$79,146,070
24	Kimberly A Lally	EXP Realty, LLC	71.5	\$34,427,454
25	Un H McAdory	Realty 1 Maryland, LLC	69	\$45,886,675
26	Jeannette A Westcott	Keller Williams Realty Centre	66	\$39,606,800
27	Sunna Ahmad	Cummings & Co. Realtors	65	\$55,434,905
28	Nancy A Hulsman	Coldwell Banker Realty	61.5	\$31,158,840
29	Anthony M Friedman	Northrop Realty	60	\$54,075,940
30	Timothy Langhauser	Compass Home Group, LLC	54	\$28,513,867
31	Robert A Commodari	EXP Realty, LLC	54	\$23,052,683
32	Kim Barton	Keller Williams Legacy	54	\$22,332,375
33	Tracy J. Lucido	Keller Williams Lucido Agency	53	\$50,428,451
34	Kelly Schuit	Kelly and Co Realty, LLC	52	\$29,933,750
35	Tony Migliaccio	Long & Foster Real Estate, Inc.	52	\$26,900,400
36	Sam Gupta	FAB Realty LLC	51.5	\$27,134,890
37	Brendan Butler	Cummings & Co. Realtors	51	\$20,796,854
38	Veronica A Sniscak	Compass	50	\$31,876,600
39	Benjamin J Garner	Cummings & Co. Realtors	49.5	\$17,776,981
40	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	49	\$20,670,265
41	Wendy Slaughter	Samson Properties	47.5	\$31,145,596
42	James T Weiskerger	Next Step Realty	46.5	\$34,562,897
43	Brian D Saver	Long & Foster Real Estate, Inc.	46	\$49,230,500
44	Jessica L Young-Stewart	RE/MAX Executive	44.5	\$21,602,780
45	Ryan Briggs	Anne Arundel Properties, Inc.	44	\$25,381,900
46	Joseph S Bird	Red Cedar Real Estate, LLC	44	\$22,670,773
47	Bryan G Schafer	Compass	44	\$20,938,598
48	Bob Simon	Long & Foster Real Estate, Inc.	44	\$7,842,450
49	Adam Chubbuck	Douglas Realty, LLC	42	\$19,471,488
50	Barry L Hess	Keller Williams Flagship	42	\$17,741,055



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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	NAME	OFFICE	SALES	TOTAL
51	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	41.5	\$21,506,397
52	Jim Bim	Winning Edge	41	\$20,345,561
53	Michael J Schiff	EXP Realty, LLC	41	\$19,305,050
54	Adam Dietrich	NVR, INC.	41	\$18,284,490
55	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	40	\$37,606,125
56	Ricky Cantore III	RE/MAX Advantage Realty	40	\$29,560,510
57	Mark Richa	Cummings & Co. Realtors	40	\$22,159,926
58	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	40	\$11,846,090
59	Keiry Martinez	ExecuHome Realty	40	\$10,737,290
60	Lisa E Kittleman	The KW Collective	39.5	\$30,044,738
61	Mark C Ruby	RE/MAX Advantage Realty	39	\$21,592,709
62	Sergey A Taksis	Long & Foster Real Estate, Inc.	38.5	\$17,953,305
63	Peter Boscas	Red Cedar Real Estate, LLC	38	\$23,988,195
64	Joe L Smith III	Next Step Realty	37.5	\$28,301,200
65	Michael Myslinski	Kelly and Co Realty, LLC	37.5	\$19,290,750
66	Bob A Mikelskas	Rosario Realty	37.5	\$16,936,750
67	Trent C Gladstone	The KW Collective	37	\$24,197,890
68	Joshua Shapiro	Douglas Realty, LLC	37	\$19,259,649
69	Bethanie M Fincato	Cummings & Co. Realtors	37	\$16,669,900
70	Gavriel Khoshkheraman	Pickwick Realty	37	\$8,838,500
71	Allen J Stanton	RE/MAX Executive	36.5	\$18,392,099
72	Yevgeny Drubetskoy	EXP Realty, LLC	36.5	\$12,318,350
73	Daniel Borowy	Redfin Corp	36	\$19,648,650
74	Donald L Beecher	Redfin Corp	36	\$13,367,299
75	Pamela A Terry	EXP Realty, LLC	36	\$5,894,000
76	Blair Kennedy	Keller Williams Realty Centre	35.5	\$29,519,900
77	Greg M Kinnear	RE/MAX Advantage Realty	35.5	\$26,323,075
78	Jessica Sauls	The KW Collective	35.5	\$17,541,300
79	Sayed Ali Haghgoo	EXP Realty, LLC	35.5	\$15,587,150
80	Francis R Mudd III	Schwartz Realty, Inc.	35	\$19,734,245
81	Ellie McIntire	The KW Collective	35	\$19,248,800
82	Liz A. Ancel	Cummings & Co. Realtors	35	\$12,876,200
83	Colleen M Smith	EXP Realty, LLC	34.5	\$41,613,697
84	Christine M Leonard	Redfin Corp	34.5	\$19,617,625

RANK	NAME	OFFICE	SALES	TOTAL
85	Anne Marie Balcerzak	AB & Co Realtors, Inc.	34	\$26,570,000
86	Robert A Kinnear	RE/MAX Advantage Realty	34	\$25,099,407
87	John C Kantorski Jr.	Cummings & Co. Realtors	34	\$15,102,924
88	Teal Clise	EXP Realty, LLC	34	\$15,101,654
89	James H Stephens	EXP Realty, LLC	34	\$13,992,750
90	Mark A. Ritter	Douglas Realty, LLC	34	\$12,577,644
91	Elliot Mitchell	Corner House Realty	34	\$11,864,899
92	Gylian Peter Page	Hyatt & Company Real Estate, LLC	34	\$11,217,350
93	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	34	\$8,631,482
94	Jon P. Leary	Cummings & Co. Realtors	34	\$7,404,551
95	Bill Franklin	Long & Foster Real Estate, Inc.	33.5	\$16,891,000
96	Peter J Klebenow	RE/MAX Advantage Realty	33	\$7,727,640
97	Samuel P Bruck	Northrop Realty	32.5	\$16,348,725
98	F. Aidan Surlis	RE/MAX Leading Edge	32	\$21,690,910
99	Eric Figurelle	Cummings & Co. Realtors	32	\$13,692,980
100	Melissa Karcewski	D.R. Horton Realty of Pennsylvania	31.5	\$13,981,674

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TOP 150 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
101	Nicholas W Bogardus	Compass	31	\$13,292,000
102	William W Magruder	Long & Foster Real Estate, Inc.	31	\$12,483,618
103	Steven C Paxton	Keller Williams Gateway LLC	31	\$10,142,300
104	Jeremy S Walsh	Coldwell Banker Realty	30.5	\$21,575,825
105	Amy Shertzer	American Premier Realty, LLC	30.5	\$15,607,400
106	Missy A Aldave	Northrop Realty	30.5	\$15,043,079
107	Jennifer A Bayne	Long & Foster Real Estate, Inc.	30.5	\$14,335,900
108	Jessica DuLaney	Next Step Realty	30	\$16,989,800
109	Donna L Reichert	Keller Williams Flagship	30	\$16,783,300
110	Zugell Jamison	Cummings & Co. Realtors	30	\$16,548,600
111	Tyler Ell	Keller Williams Realty Centre	30	\$15,708,825
112	Kimberly R Letschin	Long & Foster Real Estate, Inc.	30	\$13,578,593
113	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	30	\$13,560,230
114	Robert P. Frey	Hyatt & Company Real Estate LLC	30	\$12,578,000
115	Krissy Doherty	Northrop Realty	30	\$12,572,379
116	Zachary M. Pencarski	Redfin Corp	30	\$12,277,498

Disclaimer: Statistics are derived from closed sales data. Data pulled on September 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	NAME	OFFICE	SALES	TOTAL
117	Brian Pakulla	Red Cedar Real Estate, LLC	29.5	\$20,310,543
118	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	29.5	\$19,520,086
119	Elisheva Ashman	Pickwick Realty	29.5	\$17,194,000
120	Nicki Palermo	RE/MAX One	29.5	\$15,159,538
121	Derek Blazer	Cummings & Co. Realtors	29	\$13,454,900
122	Mitchell J Toland Jr.	Redfin Corp	29	\$12,265,255
123	Karen L Harms	Cummings & Co. Realtors	29	\$11,074,540
124	Vincent Principe	Keller Williams Flagship	28.5	\$13,053,498
125	Ronald W Howard	Everything Real Estate, LLC	28.5	\$12,004,050
126	Louis Chirgott	Core Maryland Real Estate LLC	28.5	\$11,593,309
127	Nancy Gowan	Real Broker, LLC	28	\$17,448,613
128	Stephanie A Myers	Long & Foster Real Estate, Inc.	28	\$12,359,400
129	Gabriel M Dutton	Keller Williams Gateway LLC	28	\$10,519,390
130	Jenn Schneider	Neighborhood Assistance Corporation of America	28	\$9,999,930
131	Alexandra Ray Vincent	Next Step Realty	28	\$9,163,505
132	cory andrew willems	Keller Williams Gateway LLC	28	\$8,921,500
133	Jory Frankle	Northrop Realty	27.5	\$15,754,570
134	Shannon Smith	Cummings & Co. Realtors	27.5	\$13,970,500
135	Tony A Zowd	Coldwell Banker Realty	27.5	\$13,005,187
136	Michael Frank	EXP Realty, LLC	27.5	\$9,248,000
137	Richard J Gloekler	RE/MAX Executive	27	\$19,000,600
138	Ashton L Drummond	Cummings & Co. Realtors	27	\$15,639,790
139	Leslie Ikle	Redfin Corp	27	\$15,460,325
140	Heather C Comstock	Cummings & Co. Realtors	27	\$13,905,500
141	John Maranto	Cummings & Co. Realtors	27	\$13,719,800
142	Joshua G Ducoulombier	ExecuHome Realty	27	\$13,624,500
143	Grant Bim	Winning Edge	27	\$12,851,561
144	Jessica Dailey	Compass	27	\$12,661,574
145	Bob Kimball	Redfin Corp	27	\$10,816,900
146	Jamie Rassi	Cummings & Co. Realtors	27	\$10,739,391
147	Wanda Gail Foster	CENTURY 21 New Millennium	27	\$10,395,480
148	Joseph Warren Avampato	Alberti Realty, LLC	27	\$7,192,499
149	Erica K Baker	TTR Sotheby's International Realty	26.5	\$18,104,700
150	Ryan Bandell	Keller Williams Realty Centre	26.5	\$15,208,152

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TOP 150 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Justin K Wood	D.R. Horton Realty of Virginia, LLC	424	\$195,681,414
2	Robert J Chew	Samson Properties	340	\$195,343,415
3	Joseph A Petrone	Monument Sotheby's International Realty	244	\$185,137,697
4	Shawn M Evans	Monument Sotheby's International Realty	164	\$152,755,890
5	Robert J Lucido	Keller Williams Lucido Agency	187.5	\$148,292,252
6	Bradley R Kappel	TTR Sotheby's International Realty	75	\$137,682,358
7	Creig E Northrop III	Northrop Realty	80	\$86,988,522
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	72	\$79,146,070
9	Heather M. Richardson	NVR, INC.	148	\$69,968,087
10	Nickolaus B Waldner	Keller Williams Realty Centre	109.5	\$58,935,675
11	Gina L White	Coldwell Banker Realty	120.5	\$56,901,848
12	Sunna Ahmad	Cummings & Co. Realtors	65	\$55,434,905
13	Anthony M Friedman	Northrop Realty	60	\$54,075,940
14	Tracy J. Lucido	Keller Williams Lucido Agency	53	\$50,428,451
15	Brian D Saver	Long & Foster Real Estate, Inc.	46	\$49,230,500
16	Un H McAdory	Realty 1 Maryland, LLC	69	\$45,886,675

Disclaimer: Statistics are derived from closed sales data. Data pulled on September 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	NAME	OFFICE	SALES	TOTAL
17	Charlotte Savoy	The KW Collective	77	\$43,889,695
18	Joseph Bray	TTR Sotheby's International Realty	18.5	\$43,562,238
19	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	19	\$43,241,488
20	Mary Anne Kowalewski	KOVO Realty	88	\$42,679,312
21	Lee R. Tessier	EXP Realty, LLC	98	\$42,488,200
22	Georgeann A Berkinshaw	Coldwell Banker Realty	18.5	\$41,838,005
23	Colleen M Smith	EXP Realty, LLC	34.5	\$41,613,697
24	Elizabeth C Dooner	Coldwell Banker Realty	25	\$40,703,516
25	Heidi S Krauss	Krauss Real Property Brokerage	26	\$39,802,450
26	Jeannette A Westcott	Keller Williams Realty Centre	66	\$39,606,800
27	Laura M Snyder	American Premier Realty, LLC	75.5	\$37,852,549
28	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	40	\$37,606,125
29	Jeremy Michael McDonough	Mr. Lister Realty	80.5	\$36,287,197
30	James T Weiskerger	Next Step Realty	46.5	\$34,562,897
31	Kimberly A Lally	EXP Realty, LLC	71.5	\$34,427,454
32	Matthew D Rhine	Keller Williams Legacy	74.5	\$33,512,214
33	Veronica A Sniscak	Compass	50	\$31,876,600
34	Nancy A Hulsman	Coldwell Banker Realty	61.5	\$31,158,840
35	Wendy Slaughter	Samson Properties	47.5	\$31,145,596
36	Sarah E Kanne	Gibson Island Real Estate INC	9	\$30,575,000
37	Lisa E Kittleman	The KW Collective	39.5	\$30,044,738
38	Kelly Schuit	Kelly and Co Realty, LLC	52	\$29,933,750
39	Ricky Cantore III	RE/MAX Advantage Realty	40	\$29,560,510
40	Blair Kennedy	Keller Williams Realty Centre	35.5	\$29,519,900
41	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	74.5	\$29,316,965
42	Timothy Langhauser	Compass Home Group, LLC	54	\$28,513,867
43	Joe L Smith III	Next Step Realty	37.5	\$28,301,200
44	Daniel McGhee	Homeowners Real Estate	74.5	\$28,022,726
45	Sam Gupta	FAB Realty LLC	51.5	\$27,134,890
46	Tony Migliaccio	Long & Foster Real Estate, Inc.	52	\$26,900,400
47	Anne Marie Balcerzak	AB & Co Realtors, Inc.	34	\$26,570,000
48	Greg M Kinnear	RE/MAX Advantage Realty	35.5	\$26,323,075
49	Jason W Perlow	Monument Sotheby's International Realty	22.5	\$25,570,000
50	Ryan Briggs	Anne Arundel Properties, Inc.	44	\$25,381,900

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TOP 150 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Robert A Kinnear	RE/MAX Advantage Realty	34	\$25,099,407
52	Reid Buckley	Long & Foster Real Estate, Inc.	15.5	\$24,981,000
53	Trent C Gladstone	The KW Collective	37	\$24,197,890
54	Peter Boscas	Red Cedar Real Estate, LLC	38	\$23,988,195
55	Dee Dee R McCracken	Coldwell Banker Realty	19	\$23,309,280
56	Michele Deckman	TTR Sotheby's International Realty	17.5	\$23,070,002
57	Robert A Commodari	EXP Realty, LLC	54	\$23,052,683
58	Joseph S Bird	Red Cedar Real Estate, LLC	44	\$22,670,773
59	Kim Barton	Keller Williams Legacy	54	\$22,332,375
60	Shawn Martin	Real Broker, LLC	25	\$22,298,455
61	Mark Richa	Cummings & Co. Realtors	40	\$22,159,926
62	Bryan K Bartlett	Compass	22	\$21,949,379
63	F. Aidan Surlis	RE/MAX Leading Edge	32	\$21,690,910
64	Jessica L Young-Stewart	RE/MAX Executive	44.5	\$21,602,780
65	Mark C Ruby	RE/MAX Advantage Realty	39	\$21,592,709
66	Jeremy S Walsh	Coldwell Banker Realty	30.5	\$21,575,825

RANK	NAME	OFFICE	SALES	TOTAL
67	Jeremy Batoff	Compass	21	\$21,565,008
68	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	41.5	\$21,506,397
69	Bryan G Schafer	Compass	44	\$20,938,598
70	Brendan Butler	Cummings & Co. Realtors	51	\$20,796,854
71	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	49	\$20,670,265
72	Jim Bim	Winning Edge	41	\$20,345,561
73	Brian Pakulla	Red Cedar Real Estate, LLC	29.5	\$20,310,543
74	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	18.5	\$19,969,628
75	Francis R Mudd III	Schwartz Realty, Inc.	35	\$19,734,245
76	Jody E Buck	Cummings & Co. Realtors	22	\$19,730,250
77	Daniel Borowy	Redfin Corp	36	\$19,648,650
78	Christine M Leonard	Redfin Corp	34.5	\$19,617,625
79	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	29.5	\$19,520,086
80	Adam Chubbuck	Douglas Realty, LLC	42	\$19,471,488
81	Wendy T Oliver	Coldwell Banker Realty	23	\$19,459,050
82	Michael J Schiff	EXP Realty, LLC	41	\$19,305,050
83	Michael Myslinski	Kelly and Co Realty, LLC	37.5	\$19,290,750
84	Joshua Shapiro	Douglas Realty, LLC	37	\$19,259,649
85	Ellie McIntire	The KW Collective	35	\$19,248,800
86	Suryasubrahmanya Kumar Reddi	Samson Properties	25	\$19,210,180
87	Richard J Gloekler	RE/MAX Executive	27	\$19,000,600
88	Kristi C Neidhardt	Northrop Realty	21	\$18,522,000
89	Allen J Stanton	RE/MAX Executive	36.5	\$18,392,099
90	Adam Dietrich	NVR, INC.	41	\$18,284,490
91	Erica K Baker	TTR Sotheby's International Realty	26.5	\$18,104,700
92	Sergey A Taksis	Long & Foster Real Estate, Inc.	38.5	\$17,953,305
93	Benjamin J Garner	Cummings & Co. Realtors	49.5	\$17,776,981
94	Barry L Hess	Keller Williams Flagship	42	\$17,741,055
95	Jessica Sauls	The KW Collective	35.5	\$17,541,300
96	John J Collins	Long & Foster Real Estate, Inc.	21	\$17,511,390
97	Melissa J Westerlund	Samson Properties	17.5	\$17,478,900
98	Nancy Gowan	Real Broker, LLC	28	\$17,448,613
99	Biana Arentz	Coldwell Banker Realty	16.5	\$17,275,750
100	Shun Lu	Keller Williams Realty Centre	14	\$17,194,990

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TOP 150 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
101	Elisheva Ashman	Pickwick Realty	29.5	\$17,194,000
102	Julie Singer	Northrop Realty	26	\$17,099,000
103	Jessica DuLaney	Next Step Realty	30	\$16,989,800
104	Bob A Mikelskas	Rosario Realty	37.5	\$16,936,750
105	Bill Franklin	Long & Foster Real Estate, Inc.	33.5	\$16,891,000
106	Donna L Reichert	Keller Williams Flagship	30	\$16,783,300
107	Jennifer Schaub	EXP Realty, LLC	18	\$16,683,500
108	Bethanie M Fincato	Cummings & Co. Realtors	37	\$16,669,900
109	Zugell Jamison	Cummings & Co. Realtors	30	\$16,548,600
110	Charlie Hatter	Monument Sotheby's International Realty	13.5	\$16,379,000
111	Samuel P Bruck	Northrop Realty	32.5	\$16,348,725
112	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	20.5	\$16,074,500
113	Kathryn Liscinsky	Compass	19	\$16,059,150
114	Cara S Kohler	Compass	22	\$15,973,400
115	James M. Baldwin	Compass	25	\$15,957,651
116	Katelyn Moon	Realty 1 Maryland, LLC	23	\$15,899,400
117	Laura M. Ball	Cummings & Co. Realtors	24	\$15,855,000
118	Shelly A German	Keller Williams Lucido Agency	17	\$15,852,000
119	Robert M Carter Jr.	Douglas Realty, LLC	22	\$15,846,740
120	Jory Frankle	Northrop Realty	27.5	\$15,754,570
121	Tyler Ell	Keller Williams Realty Centre	30	\$15,708,825
122	Marni B Sacks	Northrop Realty	25.5	\$15,649,250
123	Ashton L Drummond	Cummings & Co. Realtors	27	\$15,639,790
124	Paul A Sudano	Monument Sotheby's International Realty	12.5	\$15,624,750
125	Gina M Gargeu	Century 21 Downtown	92	\$15,618,588
126	Amy Shertzer	American Premier Realty, LLC	30.5	\$15,607,400
127	Christina J Palmer	Keller Williams Flagship	21	\$15,592,547
128	Sayed Ali Haghgoo	EXP Realty, LLC	35.5	\$15,587,150
129	Joanna M Dalton	Coldwell Banker Realty	16	\$15,495,000
130	Leslie Ikle	Redfin Corp	27	\$15,460,325
131	Mary K Gordon	Coldwell Banker Realty	9	\$15,348,900
132	Jason P Donovan	RE/MAX Leading Edge	21.5	\$15,275,055
133	Ryan Bandell	Keller Williams Realty Centre	26.5	\$15,208,152
134	Nicki Palermo	RE/MAX One	29.5	\$15,159,538

RANK	NAME	OFFICE	SALES	TOTAL
135	John C Kantorski Jr.	Cummings & Co. Realtors	34	\$15,102,924
136	Teal Clise	EXP Realty, LLC	34	\$15,101,654
137	Reginald E Harrison	RE/MAX Realty Group	24	\$15,075,300
138	Missy A Aldave	Northrop Realty	30.5	\$15,043,079
139	Steve Allnutt	RE/MAX Advantage Realty	19.5	\$15,034,171
140	Stephanie M Maric	Long & Foster Real Estate, Inc.	22.5	\$15,000,949
141	Carol L Tinnin	RE/MAX Leading Edge	20	\$14,653,610
142	Chiu K Wong	Advantage Realty of Maryland	26	\$14,590,730
143	Samantha Bongiorno	RE/MAX Advantage Realty	26	\$14,563,035
144	Melanie F Wood	Berkshire Hathaway HomeServices PenFed Realty	22.5	\$14,494,958
145	Martha S Janney	Coldwell Banker Realty	10	\$14,489,750
146	Jennifer Holden	Compass	17.5	\$14,482,899
147	Jennifer A Bayne	Long & Foster Real Estate, Inc.	30.5	\$14,335,900
148	June M Steinweg	Long & Foster Real Estate, Inc.	17	\$14,271,240
149	Thomas J Mooney IV	O'Connor, Mooney & Fitzgerald	18	\$14,175,750
150	Trent R Waite	Cummings & Co. Realtors	19	\$14,161,048

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



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