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FIRST-RATE MOVERS

TOP 100 STANDINGS

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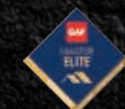
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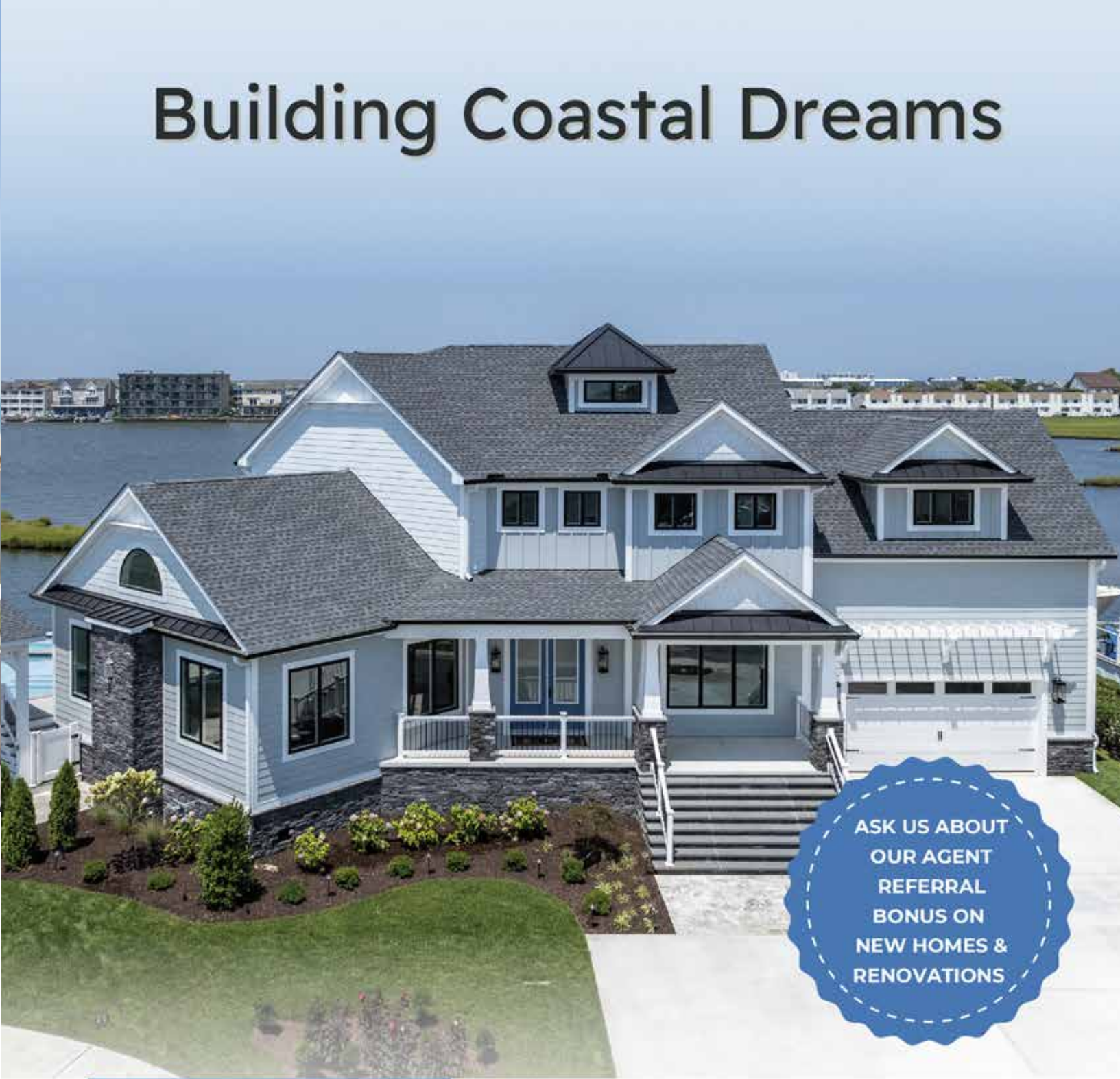
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Strike a Pose

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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Managing Attorney



Frannie Esparza

BY LAUREN STEVENS
PHOTOS BY ATLANTIC EXPOSURE

Frannie Esparza has been in the industry for 11 years. A year-and-a-half ago, she joined Northrop Realty and immediately saw major successes, including ranking in the Top 20 Northrup agents and being

named a top 5% agent by *Delaware Today*. But when we asked Frannie what she wanted readers to take away from this feature, it wasn't her numbers or accolades—it was her story. "A lot of people know me, but don't *know* me," she says. "We meet people all the time, and see them where they are now, but don't realize everything they went through to get here. Once you learn someone, and know where they're coming from, and hear their story, it builds trust."

Her story starts with a door that didn't open. In 2015, wanting to buy her own house, Frannie reached out to a few big-name agents and lenders and got turned away. "My credit wasn't the greatest, and I didn't know anything about what I was doing, so they didn't really have

Opening Doors

a whole lot of time for me." So, Frannie signed up for what she thought was a first-time-homebuyer class. It turned out



to be a licensing course. She got licensed, bought her house, and discovered a passion—and an opportunity.

Through her journey, she'd realized that first-time homebuyers, the Latino community, and Spanish speakers were being underserved in the industry. "That experience of not knowing anything and everybody kind of turning me away put a fire in me. Whoever I help, I don't care where they are in life, or what they know or don't know—that's my job, to walk them through and show them the way. And not be judgmental about their current situation."

She'd tried plenty of other jobs, from waitress to repossession agent, but in every role, she'd hit a wall. With real estate, she realized, the opportunities were limitless. "I thought, 'Wow, there's no ceiling on this. This is perfect for me. I want to be able to grow my own business and put all my energy into something that I'm going to see a result from, instead of just working for someone else.' But I went

through it all, I experienced it all, just to get to own my own business, become an entrepreneur."

A few years in, Frannie had another major realization. "This business is not easy. A lot of really good, seasoned agents make it look seamless, but it's not. You have to carry the weight creating the business that you need to survive. It doesn't just come to you." A couple of years in, with two sales for the year, she was ready to quit. "I was ready to throw in the towel. I just felt doom and gloom. And then I just decided 'Hey, you need to just change your mindset and stop focusing on the negative, and focus on what you need to do.' I'm really proud of that shift, because it's really hard to change, and to change your mindset is definitely challenging, and I did that. I just focused. I put my head down, and I focused, and I worked, and I did the things that I know work. And the next year was one of my best years."

Frannie's passion for stories is clear in how she engages her clients. She gets to know their needs and does everything she can to meet all of them. From a single mother whose son was left paraplegic by a shooting that took his brother, to a pair of best friends who wanted to be neighbors, she doesn't just find a house, she goes above and beyond to provide comfort. "I've been through tough times and suffered, and you kind of have to grin and bear it until you can get to where you want to be, and me playing a role in that and being able [to do that for my clients] is everything I could have asked for."

So what's next? Frannie's daughter Hailey already works alongside her, and Frannie's hoping to continue that and grow a team. As Frannie puts it, "The sky's the limit. I'm always looking to grow. I'm never satisfied, and it's not a bad thing."

“The sky’s the limit. I’m always looking to grow. I’m never satisfied, and it’s not a bad thing.”





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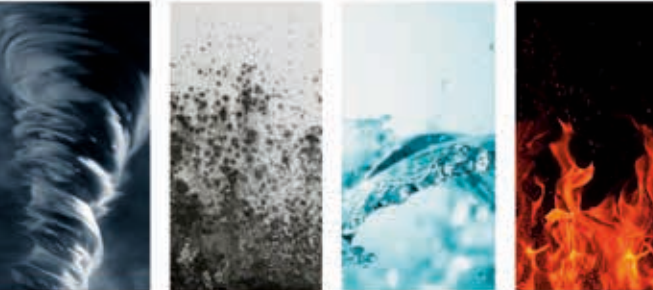
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Making Life Easier

BY JILL FRANQUELLI
PHOTOS BY CHRISTINE TUSTIN

BRIAN TUSTIN of First-Rate Movers

When Brian speaks, people listen.

I've watched him walk into a room more than once, and every time it seems to get a little lighter. Not louder. Not bigger. Just... lighter. Brian has an unmistakable way of making people feel seen. He listens more than he talks, asks thoughtful questions, and genuinely wants to make someone's day a little easier.

That mindset isn't something he turns on when he puts on a First-Rate Movers polo. It's simply who he is.

If you read Brian's first Partner Spotlight, you know his company was built around the idea of "Champion the

Customer." Today, that philosophy has evolved into something even bigger. It's now the first core value of his company: Champion Each Other. Whether it's encouraging a customer through one of life's most stressful seasons or celebrating an employee for something as simple as showing up early, Brian believes everyone deserves someone in their corner.

That philosophy has fueled remarkable growth.

Since his first feature, First-Rate Movers has nearly doubled its team while expanding into an entirely new side of the business: white-glove receiving

and installation services. What began with a single interior designer has evolved into a premium service for designers, builders, architects, and homeowners throughout the region. Furniture, lighting, plumbing fixtures, flooring, cabinetry, and custom pieces are received, inspected, photographed, securely stored, and ultimately installed with meticulous attention to detail.

It's a service many people don't even realize exists until they need it.

For Brian, though, it was a natural extension of the business. A furniture company driver first suggested there was a need for the service, and Brian did

what he always does, he listened. Rather than jumping in headfirst, he spent nearly two years refining the process on a small scale before expanding it. Every item is photographed, documented, and inspected before a client ever sees it. If something arrives damaged, the team catches it before it becomes someone else's problem.

It's another example of the question that seems to guide every decision he makes:

How do we make life easier?

Whether someone is moving across town or furnishing a custom-built beach home, they're trusting someone with pieces that matter. If something isn't perfect, Brian doesn't hide from the problem.

He owns it.

"I've got to go to a client's house because something wasn't perfect," he shared during our interview. "That's what we're going to do. We charge a premium, but our clients know we're going to take ownership."

That sense of ownership extends well beyond furniture.

Brian often asks prospective customers one simple question:

"Why are you moving?"

Sometimes the answer is exciting, a dream home or growing family. Other times, it's divorce, loss, or another unexpected life transition. Understanding the reason behind the move allows his team to do far more than transport belongings. It allows them to care for people in one of the most emotional seasons of their lives.

Perhaps that's why Brian doesn't think of moving as simply a logistics business.

He still sees it through the lens of hospitality.

The work requires patience, organization, communication, problem-solving, and an incredible amount

of trust. Every First-Rate employee is carefully screened because, as Brian puts it, being invited into someone's home is a responsibility he refuses to take lightly.

But perhaps the biggest growth Brian has experienced over the last two years hasn't happened inside his business at all.

It's happened within himself.

Over the past 18 months, Brian has embraced a journey of sobriety. It's something he spoke about with remarkable honesty, not because he wants recognition, but because it's become an important part of who he is.'

"It's been great, but it's been really hard," he admitted. "I've never felt like my marriage and my family life has been stronger."

That season has changed how he defines success.

While First-Rate Movers continues to grow, Brian has become increasingly intentional about protecting the things that matter most—his family, his relationships, and the person he's becoming. Recovery has taught him that growth isn't about pretending to have it all together. It's about showing up, asking for help when you need it, and choosing every day to become a little better than you were yesterday.

That idea mirrors another principle that shapes First-Rate Movers: Kaizen, the Japanese philosophy of continuous improvement. The goal isn't perfection. It's making small, consistent improvements every day—learning from mistakes, investing in people, and never becoming comfortable with "good enough."

That same mindset is driving Brian's next innovation.

Later this year, First-Rate Movers plans to launch an annual membership program designed for homeowners who don't need a full move but do need trusted professionals to help



relocate furniture within their homes. It's a simple idea born from a common question: "Who can I trust to move this?" Once again, Brian saw a problem and began building a solution.

Throughout our conversation, I kept coming back to that first impression.

Brian has a way of making people feel lighter.

Maybe it's his hospitality background. Maybe it's the perspective that comes from walking through difficult seasons himself. Or maybe it's simply because he genuinely cares enough to ask another question, listen a little longer, or carry a burden that isn't his own.

Whatever the reason, it shows.

Whether he's helping a family through a stressful move, supporting an interior designer with a seamless installation, encouraging an employee, or simply trying to leave someone's day a little better than he found it, Brian is living out a philosophy that extends far beyond business.

He's not just moving furniture.

He's making life a little easier for the people around him.

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CRP Mastermind: Become the Obvious Choice

BY HANNAH BENSON
PHOTOS BY ATLANTIC EXPOSURE

Nearly 50 of Coastal Delaware’s top agents and Preferred Partners joined us on August 11th at The Landing Bar & Grille for our latest *Coastal Real Producers Mastermind, Become the Obvious Choice*, led by brand strategist and storytelling expert Krista Demcher.

The focus of the day was simple: in a world where AI has made it easier than ever to create content, the businesses that stand out aren’t necessarily the ones with the loudest marketing - they’re the ones people trust. And trust starts with being able to clearly communicate who you are, what you do, and why you do it.

This wasn’t your typical sit-and-listen presentation. Krista had everyone participating through group discussions, exercises, and activities that helped attendees identify what makes them different and put language around the value they bring to clients. The goal was to leave with practical messaging they could use in listing appointments, networking conversations, presentations, social media, and beyond.

The final exercise of the day was the “Sell Yourself” challenge. Everyone broke into small groups, chose one person to represent their team, and worked together to help that person tell



“Sell Yourself” Challenge
Winners - Team Uniquely Unified



their story using the frameworks Krista had shared.

What stood out during this challenge was the vulnerability in the room. Sharing your story isn’t always easy, but people leaned in - stepping outside

their comfort zones, opening up and encouraging each other along the way. We’re grateful for the courage you brought to the process.

And huge congratulations to team **Uniquely Unified** for the win!

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26 • October 2026

Coastal Real Producers • 27

When readers see the October cover of *Coastal Real Producers*, they'll notice something different. While Cassie is this month's cover agent, she made one request from the beginning: let the story be about the team.

That request says everything.

In an industry often built around individual brands and personal production, Cassie, Jamie, and Jessica have intentionally built something that runs against the grain. They are three accomplished agents who had already proven they could succeed on their own. Instead of competing, they chose collaboration. Instead of creating a hierarchy, they built an equal partnership. And instead of asking who gets the credit, they ask what serves the client best.

Their philosophy is refreshingly simple: collaboration is stronger than competition.

"We're three productive, professional agents who all individually had success, who chose to form a team to provide a better service for our clients," Cassie explained early in the interview. That vision — three strong women choosing partnership over ego — became the guiding theme of the conversation.

Unlike the traditional real estate model, there is no team leader calling the shots while others work underneath. Every decision is shared. Every opinion matters.

"We work as an equal partnership," Jamie said.

Cassie Rogerson

BY JILL FRANQUELLI
PHOTOS BY ATLANTIC EXPOSURE

The Power of Three: Stronger Together

"We work as an equal partnership."

It's a structure that's uncommon in real estate, but one that fits the way they naturally operate.

Jessica shares, "There's a lot of trust in the way we work. We value each other's perspective, lean into our individual strengths, and know the best idea matters more than whose it is."

That equality extends far beyond titles.

If one agent has deeper experience in a particular neighborhood, property type, or situation, the others lean on that expertise. A challenging waterfront listing might bring all three together to evaluate pricing. A unique client may benefit from the personality or skill set of one teammate over another. Rather than protecting territory, they share knowledge freely because the measure of success isn't whose name is on the sign, it's whether the client receives the best possible representation.

Clients quickly realize they're not hiring one perspective; they're gaining access to three.

Trust makes that possible.

Jamie and Cassie first built that trust organically while working as independent agents who frequently bounced ideas off one another. Jessica came from a more traditional team structure, but years of working opposite Jamie and Cassie in transactions — and serving alongside Jamie on the Sussex Strong board, proved their professional values aligned. When the

opportunity arose to join forces, it wasn't simply about increasing production. It was about finding partners who shared the same ethics, work standards, and commitment to putting clients first.

That trust also gives each of them something many solo agents struggle to find: freedom.

Real estate rarely pauses. Vacations are interrupted. Family dinners become showing appointments. Phones ring at inconvenient moments. By building an equal partnership, each agent knows a client will receive the same level of care, whether she's personally available or not.

As Cassie puts it, she didn't need someone to take over her business, she needed support. That support allows each of them to grow professionally without sacrificing the people and experiences that matter most outside of work.

Each woman also brings a different strength to the partnership.

Jessica, a Sussex County native, offers deep local relationships and firsthand knowledge of the community she has always called home. Her passion for the area becomes especially valuable for newcomers looking to understand not just where to buy, but how to become part of the community.

Cassie's background as a business owner gives her a strategic perspective. She's comfortable seeing the bigger picture, building relationships, and leading collaboratively rather than individually.

Jamie's marketing background helps position listings creatively, while her ability to truly listen allows her to understand what clients are looking for, even before they can fully articulate it themselves.

Together, those strengths create a team that's more versatile than any one agent could be alone.

That same collaborative spirit extends well beyond real estate.

The three remain deeply involved throughout Sussex County, from Sussex Strong to school PTO leadership and community service initiatives. Cassie was recently recognized as the Sussex County Association of Realtors Good Neighbor Award recipient, while all three continue investing time in organizations that strengthen the communities they serve. Their commitment to service isn't something separate from their business, it's woven into it.

Of course, three strong personalities don't always mean unanimous opinions.

They laugh about debating logo colors or business

decisions, acknowledging that everyone comes with convictions and experience. But rather than seeing that as a weakness, they view it as one of their greatest strengths. Healthy disagreement leads to better decisions, provided everyone checks their ego at the door.

Perhaps that's what makes this partnership feel so different.

As the interview wrapped up, Cassie reflected on what she hopes people take away from their story. It's not simply that three successful women built a team. It's that they genuinely trust one another, celebrate each other's strengths, and support one another through every season of the business.

"There is no ego," Cassie explained. "We support each other through all of the ups and downs... and I think that's really rare." ■



Cassie Rogerson, Jamie Coleman and Jessica Harrison







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TOP 100 STANDINGS • BY UNITS

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

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

RANK	NAME	OFFICE	SALES	TOTAL
1	Lee Ann Wilkinson	Berkshire Hathaway HomeServices PenFed Realty	205.5	\$160,703,559
2	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	88.5	\$34,687,749
3	Dustin Oldfather	Compass	64.5	\$30,572,520
4	Ryan Haley	Atlantic Shores Sotheby's International Realty	57	\$27,602,100
5	Gordon Andrew Basht	Potnets Homes LLC	56.5	\$12,722,691
6	MICHAEL KENNEDY	Compass	55	\$35,467,157
7	Bethany A. Drew	Hileman Real Estate-Berlin	52	\$22,543,795
8	Russell G Griffin	Keller Williams Realty	52	\$21,259,887
9	Erin S. Lee	Keller Williams Realty	45.5	\$10,026,112
10	LESLIE KOPP	Long & Foster Real Estate, Inc.	42.5	\$60,200,249
11	Debbie Reed	RE/MAX Realty Group Rehoboth	41.5	\$35,991,241
12	LINDA BOVA	SEA BOVA ASSOCIATES INC.	41.5	\$8,151,075
13	Mary SCHROCK	Northrop Realty	39.5	\$21,031,645
14	Matthew Lunden	Keller Williams Realty	39	\$30,471,710
15	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	36	\$20,583,740
16	Darron Whitehead	Whitehead Real Estate Exec.	36	\$12,849,200
17	Dustin Parker	The Parker Group	35	\$11,662,750
18	Rachel Lynn Tarbutton	Potnets Homes LLC	32.5	\$7,050,745
19	CHRISTINE MCCOY	Coldwell Banker Realty	30	\$21,546,336
20	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	30	\$16,808,250
21	Julie Gritton	Coldwell Banker Premier - Lewes	29.5	\$15,444,610
22	Marti Hoster	ERA Martin Associates	29.5	\$11,649,080
23	Heather Ann Brummell	Keller Williams Realty	29.5	\$9,544,799
24	Nancy Reither	Coldwell Banker Realty	29	\$23,877,894
25	Grant K Fritschle	Keller Williams Realty Delmarva	29	\$20,480,353
26	Nicholas Bobenko	Coastal Life Realty Group LLC	29	\$15,774,499
27	Jaime Hurlock	Long & Foster Real Estate, Inc.	29	\$14,527,285
28	Donna Harrington	Coldwell Banker Realty	28.5	\$10,053,896
29	SUZANNE MACNAB	RE/MAX Coastal	28	\$18,899,499
30	Nicole P. Callender	Keller Williams Realty Delmarva	28	\$13,307,804
31	Meme ELLIS	Keller Williams Realty	27	\$10,991,180
32	Adam U Monico	Coldwell Banker Realty	27	\$10,101,790
33	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	27	\$9,591,150
34	SHAUN TULL	Jack Lingo - Rehoboth	26	\$47,720,997

RANK	NAME	OFFICE	SALES	TOTAL
35	Paul A. Sicari	Compass	26	\$22,511,480
36	ASHLEY BROснаHAN	Long & Foster Real Estate, Inc.	26	\$15,068,636
37	Kevin E Decker	Coastal Life Realty Group LLC	25.5	\$17,756,850
38	Kimberly Lear Hamer	Monument Sotheby's International Realty	25	\$26,855,269
39	Joseph Wilson	Coastal Life Realty Group LLC	25	\$19,748,000
40	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	25	\$13,668,989
41	Jaasiel C Nunez	Keller Williams Realty	25	\$7,337,999
42	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	24.5	\$17,075,150
43	Sharon Y Daugherty	Keller Williams Realty Delmarva	24.5	\$13,034,740
44	Debora H Hileman	Hileman Real Estate-Berlin	24.5	\$12,844,688
45	Ryan James McCoy	Coldwell Banker Realty	24.5	\$11,899,700
46	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	24.5	\$11,692,400
47	Valerie P Brown	Coldwell Banker Realty	24.5	\$7,902,700
48	JAMES LATTANZI	Northrop Realty	24	\$18,650,397
49	Phillip W Knight	Northrop Realty	24	\$12,341,889
50	Lisa Mathena	The Lisa Mathena Group, Inc.	24	\$9,817,190

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TOP 100 STANDINGS • BY UNITS

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RANK	NAME	OFFICE	SALES	TOTAL
51	PAUL MALTAGHATI	Monument Sotheby's International Realty	23	\$17,563,049
52	Brigit R Taylor	Keller Williams Realty	23	\$14,448,977
53	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	23	\$10,778,399
54	Nicole Rose	Keller Williams Realty Delmarva	23	\$9,163,300
55	Brian K Barrows	Monument Sotheby's International Realty	22	\$18,963,232
56	Krystal Casey	Keller Williams Realty	22	\$10,835,425
57	Holly B. Worthington	Worthington Realty Group, LLC	22	\$9,848,740
58	Frances Sterling	ERA Martin Associates	22	\$8,774,000
59	Patricia Bree Erickson	Patterson-Schwartz-Rehoboth	22	\$7,837,400
60	Robert Payne	RE/MAX Advantage Realty	22	\$7,319,800
61	AMANDA RYAN	Jack Lingo - Rehoboth	21.5	\$22,017,207
62	Tim Arnett	ERA Martin Associates	21.5	\$6,833,740
63	STACI WALLS	NextHome Tomorrow Realty	20	\$9,060,789
64	Bogi Szabo	Keller Williams Realty	20	\$9,044,325
65	JAY SCHULMAN	Coldwell Banker Realty	20	\$8,090,235
66	ROBIN PALUMBO THOMPSON	Northrop Realty	20	\$7,659,300

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RANK	NAME	OFFICE	SALES	TOTAL
67	Clinton Bickford	Keller Williams Realty Delmarva	20	\$7,120,700
68	Charlene L. Reaser	EXP Realty, LLC	20	\$6,689,549
69	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	20	\$6,622,286
70	Nicole Schreiberstein Abbott	Northrop Realty	20	\$6,530,500
71	Shannon L Smith Hunt	Northrop Realty	19.5	\$13,751,200
72	chris jett	RE/MAX Advantage Realty	19.5	\$12,512,950
73	Justin Damadio	Iron Valley Real Estate Ocean City	19.5	\$6,437,210
74	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	19.5	\$3,405,575
75	Ann Buxbaum	Northrop Realty	19	\$11,948,620
76	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	19	\$9,844,500
77	Melanie Shoff	Coastal Life Realty Group LLC	19	\$8,517,499
78	Amy Lynn Betts	Coldwell Banker Realty	19	\$8,059,900
79	William P Brown	Keller Williams Realty	19	\$6,625,474
80	Louis Joseph Amabili III	EXP Realty, LLC	19	\$6,343,667
81	TONY FAVATA	Elevated Real Estate Solutions	19	\$6,287,550
82	Erin Marie Baker	Keller Williams Realty	19	\$6,032,700
83	Jorge Chavez	Iron Valley Real Estate at The Beach	19	\$5,703,990
84	ADAM KSEBE	Long & Foster Real Estate, Inc.	18.5	\$9,322,016
85	ANTHONY SACCO	RE/MAX Associates	18.5	\$7,751,165
86	DANIEL TAGLIENTI	Keller Williams Realty	18	\$13,148,705
87	R. Erik Windrow	Keller Williams Realty	18	\$11,617,030
88	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	18	\$10,809,500
89	Georgie Penny	Cape Realty	18	\$10,625,181
90	INESE DONOFRIO	Coldwell Banker Realty	18	\$9,445,040
91	Anna Spann	Coldwell Banker Realty	18	\$5,970,799
92	Anthony Matrona	Resort Real Estate	18	\$4,243,000
93	William Bjorkland	Coldwell Banker Realty	17.5	\$7,724,310
94	Bertrand R Ferguson	Compass	17.5	\$6,288,900
95	BILL CULLIN	Long & Foster Real Estate, Inc.	17	\$11,257,540
96	Jamie Caine	Coldwell Banker Realty	17	\$9,097,850
97	Michelle Faith Spicer	MASTEN REALTY LLC	17	\$7,264,150
98	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	17	\$6,642,935
99	FRANCIS ESPARZA	Northrop Realty	17	\$6,169,499
100	Diane Sulkovsky	Potnets Homes LLC	17	\$5,607,506

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TOP 100 STANDINGS • BY VOLUME

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10	Kimberly Lear Hamer	Monument Sotheby's International Realty	25	\$26,855,269
11	BRYCE LINGO	Jack Lingo - Rehoboth	10.5	\$26,809,700
12	Frank T. Serio	Monument Sotheby's International Realty	14.5	\$26,118,278
13	Audrey P Serio	Monument Sotheby's International Realty	13.5	\$25,669,278
14	Nancy Reither	Coldwell Banker Realty	29	\$23,877,894
15	Bethany A. Drew	Hileman Real Estate-Berlin	52	\$22,543,795
16	Paul A. Sicari	Compass	26	\$22,511,480

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25	Joseph Wilson	Coastal Life Realty Group LLC	25	\$19,748,000
26	Brian K Barrows	Monument Sotheby's International Realty	22	\$18,963,232
27	SUZANNE MACNAB	RE/MAX Coastal	28	\$18,899,499
28	JAMES LATTANZI	Northrop Realty	24	\$18,650,397
29	CARRIE LINGO	Jack Lingo - Lewes	13.5	\$18,041,500
30	Kevin E Decker	Coastal Life Realty Group LLC	25.5	\$17,756,850
31	PAUL MALTAGHATI	Monument Sotheby's International Realty	23	\$17,563,049
32	PAUL TOWNSEND	Jack Lingo - Lewes	15	\$17,158,165
33	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	24.5	\$17,075,150
34	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	30	\$16,808,250
35	Nicholas Bobenko	Coastal Life Realty Group LLC	29	\$15,774,499
36	HENRY A JAFFE	Monument Sotheby's International Realty	9.5	\$15,607,750
37	Julie Gritton	Coldwell Banker Premier - Lewes	29.5	\$15,444,610
38	John Christopher Housman	Long & Foster Real Estate, Inc.	11.5	\$15,132,056
39	ASHLEY BROSDAHAN	Long & Foster Real Estate, Inc.	26	\$15,068,636
40	Jaime Hurlock	Long & Foster Real Estate, Inc.	29	\$14,527,285
41	Brigit R Taylor	Keller Williams Realty	23	\$14,448,977
42	Shannon L Smith Hunt	Northrop Realty	19.5	\$13,751,200
43	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	25	\$13,668,989
44	KIM S HOOK	RE/MAX Coastal	14	\$13,503,600
45	Jennifer A Smith	Keller Williams Realty	11	\$13,470,500
46	Nicole P. Callender	Keller Williams Realty Delmarva	28	\$13,307,804
47	DANIEL TAGLIENTI	Keller Williams Realty	18	\$13,148,705
48	JENNIFER BARROWS	Monument Sotheby's International Realty	13.5	\$13,078,725
49	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	15	\$13,064,619
50	Sharon Y Daugherty	Keller Williams Realty Delmarva	24.5	\$13,034,740



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TOP 100 STANDINGS • BY VOLUME

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

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Darron Whitehead	Whitehead Real Estate Exec.	36	\$12,849,200
52	Debora H Hileman	Hileman Real Estate-Berlin	24.5	\$12,844,688
53	Terence A. Riley	RE/MAX Advantage Realty	15.5	\$12,830,050
54	Chelsea Bristow	Monument Sotheby's International Realty	16	\$12,785,400
55	Gordon Andrew Basht	Potnets Homes LLC	56.5	\$12,722,691
56	chris jett	RE/MAX Advantage Realty	19.5	\$12,512,950
57	TJARK BATEMAN	Jack Lingo - Rehoboth	8	\$12,374,999
58	Phillip W Knight	Northrop Realty	24	\$12,341,889
59	Jonathan M Barker	Keller Williams Realty Delmarva	16	\$12,232,500
60	Ann Buxbaum	Northrop Realty	19	\$11,948,620
61	Ryan James McCoy	Coldwell Banker Realty	24.5	\$11,899,700
62	Justin Noble	Monument Sotheby's International Realty	7	\$11,796,900
63	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	24.5	\$11,692,400
64	Dustin Parker	The Parker Group	35	\$11,662,750
65	Marti Hoster	ERA Martin Associates	29.5	\$11,649,080
66	R. Erik Windrow	Keller Williams Realty	18	\$11,617,030
67	CHRISTINE TINGLE	Keller Williams Realty	16	\$11,387,400
68	BILL CULLIN	Long & Foster Real Estate, Inc.	17	\$11,257,540
69	Tracy L. Zell	Long & Foster Real Estate, Inc.	14.5	\$11,112,415
70	Marsha White	Crowley Associates Realty	7.5	\$11,032,990
71	Meme ELLIS	Keller Williams Realty	27	\$10,991,180
72	Molly Bayard Brittingham	Jack Lingo - Rehoboth	14	\$10,945,700
73	Krystal Casey	Keller Williams Realty	22	\$10,835,425
74	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	18	\$10,809,500
75	ANN RASKAUSKAS	BETHANY AREA REALTY LLC	5	\$10,790,000
76	Vittorio Pasko	Berkshire Hathaway HomeServices PenFed Realty	15	\$10,782,531
77	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	23	\$10,778,399
78	SHELBY SMITH	Long & Foster Real Estate, Inc.	12.5	\$10,711,090
79	Betsy Perry	Keller Williams Realty	12	\$10,693,043
80	Colby Roy Hook	RE/MAX Coastal	9	\$10,643,700
81	Georgie Penny	Cape Realty	18	\$10,625,181
82	Jennifer Jones	Compass	14	\$10,542,590
83	Kelly A Johnston	Monument Sotheby's International Realty	7	\$10,228,813
84	Adam U Monico	Coldwell Banker Realty	27	\$10,101,790

RANK	NAME	OFFICE	SALES	TOTAL
85	Donna Harrington	Coldwell Banker Realty	28.5	\$10,053,896
86	Erin S. Lee	Keller Williams Realty	45.5	\$10,026,112
87	COLLEEN WINDROW	Keller Williams Realty	16	\$10,015,940
88	James Terrill	RE/MAX One	11	\$9,874,500
89	Holly B. Worthington	Worthington Realty Group, LLC	22	\$9,848,740
90	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	19	\$9,844,500
91	Mikaela L Brosnahan	Long & Foster Real Estate, Inc.	12.5	\$9,831,899
92	Lisa Mathena	The Lisa Mathena Group, Inc.	24	\$9,817,190
93	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	14.5	\$9,814,350
94	WAYNE LYONS	Long & Foster Real Estate, Inc.	5.5	\$9,804,611
95	Lucius Webb	Jack Lingo - Rehoboth	7	\$9,768,900
96	Jimbo Weismiller	Keller Williams Realty Delmarva	16	\$9,628,800
97	Elizabeth Kilroy	Coldwell Banker Realty	13.5	\$9,605,202
98	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	27	\$9,591,150
99	Heather Ann Brummell	Keller Williams Realty	29.5	\$9,544,799
100	Whitney Jarvis	Coldwell Banker Realty	16	\$9,523,799

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 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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