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Contents



Julie Singer **58** COVER STORY

PROFILES



Rob Kansler



Shaquille McCray

IN THIS ISSUE

- 8 Preferred Partner Index
- 16 Editor's Note By Jilleien Franquelli
- 17 2026 Events Calendar
- 20 Partner Spotlight: All Financial Services
- 26 Agent to Watch: Rob Kansler
- 32 Community Contribution: Your AI Advantage by Steven Neville
- 36 Partner Spotlight: CrossCountry Mortgage
- 42 Leadership Spotlight: Shaquille McCray
- 48 Community Contribution: Why Tenant Representation Matters by Patrick and Ben Richards
- 52 Partner Spotlight: Fulton Mortgage Company
- 58 Cover Story: Julie Singer
- 66 Standings: Top 150 by Units
- 78 Standings: Top 150 by Volume



20 All Financial Services



36 Cross Country Mortgage



52 Fulton Mortgage Company



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Proof of Life

The glow of my phone pulled me awake sometime in the middle of the night.

I know. Bad habit.

Half asleep, I reached for it anyway. Sitting at the top of my screen was a notification that simply read: NEW TEST RESULT.

I opened it.

Dengue Fever: Positive.

Not exactly the message I had been hoping for.

For a split second, fear washed over me. Then, just as quickly, another thought quietly appeared.

Proof of life.

I didn't fully understand what I meant by it yet, but I couldn't shake it.

Over the next few hours, while sleep refused to come back, I kept turning those three words over in my mind.

Proof of life.

We usually think of that phrase in hostage movies or crime shows—something sent to prove someone is still alive. But what if we asked ourselves a different question?

What proof do I have that I'm actually living?

If I were standing before a judge and jury and had to defend the way I've spent this one extraordinary life, what evidence would I bring?

I'd lay out the pill bottles and vitamins scattered across my counter—the

evidence of someone trying her best to care for the body she's been given.

I'd hold up the X-rays of my broken hand after a motorcycle accident. Painful? Absolutely. But also proof that I was willing to learn something that terrified and excited me.

I'd submit the pieces of a broken heart. The relationships that didn't last. The grief that reshaped me. The moments I wished had turned out differently but somehow became part of who I am.

I'd point to a positive dengue fever test after spending as much time as possible in another country that has slowly become a second home. Most people would look at that result and only see illness. I see a reminder that I chose adventure over comfort. That I collected experiences instead of waiting for "someday."

None of those things are accomplishments.

They're evidence.

Evidence that I said yes.

Evidence that I loved deeply.

Evidence that I risked.

Evidence that I failed.

Evidence that I healed.

Evidence that I was fully awake to my own life.

It's easy to measure our lives by promotions, production, awards, or bank accounts. Those things certainly have their place. But I don't think that's the evidence that matters most.

The best proof of life isn't found in the moments where everything went according to plan.

It's found in the scars.

The passport stamps.

The people we've loved.

The dreams we chased even when there were no guarantees.

The risks that made us wonder if we were completely out of our minds.

Every challenge leaves behind evidence that we were here.

As you're reading this month's issue, I hope you'll ask yourself the same question I asked in the middle of that sleepless night.

If someone asked you to prove you've truly lived, what evidence would you bring?

And perhaps an even better question...

What evidence are you creating today?

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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Thursday, November 19

Time TBD

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BILL DENT

BY JOSEPH COTTLE
PHOTOS BY DAVID STUCK



of All Financial Services family first, **always**

BILL DENT WAS NINE YEARS OLD WHEN HE FIRST GOT INTERESTED IN THIS BUSINESS.

His family was moving—out of Baltimore City, across the county line into something new. The real estate agent driving them around was sharp and personable, the kind of person who made the whole process feel like it made sense. Young Bill started asking questions. The agent answered them. By the end of those drives, something had taken hold that didn't let go.

"This whole home-buying side of things intrigued me," he says. "I was asking questions, he would give answers—and that stuck with me."

He's been in the mortgage business for 36 years—right out of school—and has owned All Financial Services, his Baltimore-based brokerage, since March of 1999. The company handles both residential and commercial financing, built on a brand promise Bill can recite without pausing: family first, finances second, creating a small company feel with big company results.

The money part is always going to be a byproduct. It takes care of itself. What has to come first is the family sitting across from him and whether they're walking away with everything they came for.

That pull toward people is why he ended up in mortgages specifically.

He majored in mathematics, came out of college into finance, and learned the full range—personal loans, sales finance, business lending—and kept gravitating toward homeownership. He knew why.

"When you think about the American dream," he says, "everybody wants to be a homeowner. And particularly those folks who are underserved—whether it's income, whether it's ethnicity—I always migrated toward helping them realize a dream they thought was unattainable."

He tells a story about a Nigerian couple. They had strong credit, strong income, strong assets—everything in order. Then another lender pulled their credit and found something they didn't know was there: a relative they had co-signed for had gone delinquent on a mortgage within the past year. It crushed their qualification. Their agent—Bill's top-producing partner—sent them directly to him.

The night before closing, the couple sent an email. They included a Nigerian phrase in their language and told Bill they'd explain it at settlement. When the morning came, and the documents were signed, the husband translated it: you have now become our family from abroad.

You never grow tired of the smiles that you see.
The hugs.
The warm embraces. The words that are spoken when somebody knows that you gave every single thing that you had."



“You never grow tired of the smiles that you see,” Bill says. “The hugs. The warm embraces. The words that are spoken when somebody knows that you gave every single thing that you had.”

He started his own brokerage because he wanted to be the one making those calls—about direction, about people, about what the company stood for. He had been in corporate America, moving up, but the ceiling was someone else’s. Servant leadership is how he describes his style: his team’s interests first, his own second. His employees, he says, are a direct reflection of his leadership, and he takes that seriously.

The next chapter is expansion. All Financial Services was always meant to be more than mortgages—that’s what the name signals—but 27 years of hard work kept the product line where it was. Now a business development manager is in place and new products are coming.

“It only took 27 years to make it happen,” he says, with the kind of laugh that tells you he’s genuinely fine with the timeline.

Before finance, he had a brief stint at culinary school on scholarship—six months right after high school—and spent his college years as a kitchen manager and sous chef. The instinct stayed. He cooks New Orleans now: red beans and rice, Cajun catfish, stuffed lobster, a mean chili. The food, the gym, the family—that’s what fills the time the business leaves open.

The nine-year-old in the back seat asking questions found his answer thirty-six years ago, but the curiosity hasn’t stopped, and neither will Bill. ▀

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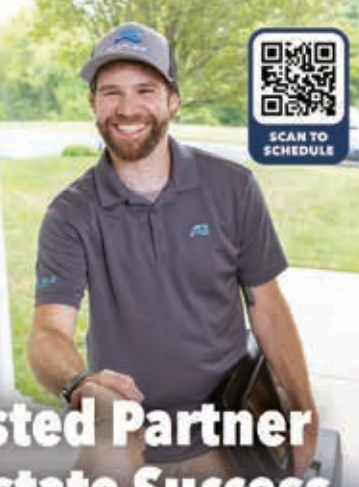


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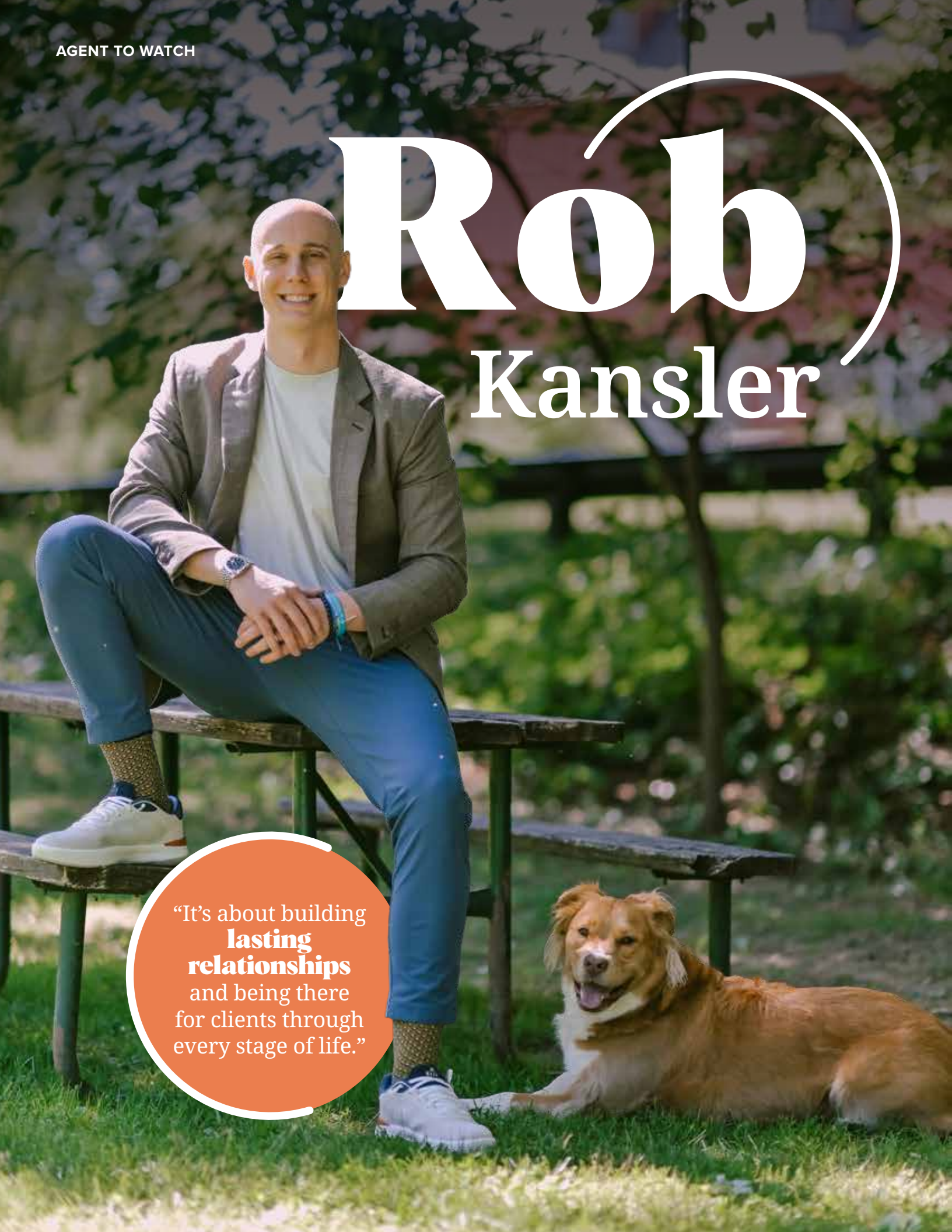
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Rob Kansler

“It’s about building **lasting relationships** and being there for clients through every stage of life.”

Guiding Life’s Biggest Moments

PHOTOS BY DAVID STUCK

I recently sat down with Rob Kansler to talk about the journey that brought him into real estate and the values that continue to shape his business today. Rob shares why success is about far more than sales—it’s about earning trust and helping clients through life’s biggest milestones.

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

When I first got into real estate six years ago, success was pretty simple. I had just left a salaried banking job after earning my finance degree from West Virginia University, and my goal was to make enough to replace my income. I remember telling my wife, Susie, who was my girlfriend at the time, “Give me 12 months. If it doesn’t work out, I’ll go back to banking.”

That definition of success changed quickly. I realized I had found the right career the first time I handed the keys to a first-time homebuyer and saw the excitement on their face. I wasn’t just helping someone buy a house. I was helping them reach a major life milestone and building relationships that would last well beyond the closing table.

Today, success isn’t measured by sales volume or income. It’s about being the trusted real estate advisor that my family, friends, clients, and network can rely on through every stage of life. Whether I’m helping someone buy their first home, find more space for a growing family, or navigate the sale of a loved one’s estate, success means making a meaningful impact during some of life’s biggest moments.

Q. Looking ahead, what trends do you foresee shaping the future of real estate, and how are you preparing for them?

One of the biggest trends shaping the future of real estate is artificial intelligence. AI is changing how agents market homes, analyze data, communicate with clients, and manage daily tasks. I don’t believe AI will replace great real estate agents. I believe it will replace agents who don’t adapt. Real estate will always be a relationship-driven business where clients value trusted guidance and local expertise.

I’m committed to staying ahead by embracing new technology and continually looking for ways to improve our business. Our team uses AI to enhance marketing, create better listing content, analyze pricing, and automate routine tasks. This allows us to spend less

time behind a computer and more time building relationships, negotiating for our clients, and providing exceptional service.

The agents who will thrive in the future are the ones who combine technology with a personal touch. That’s exactly how I’m preparing my business for the years ahead.

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

One of the most rewarding parts of this business is getting to grow alongside my clients. Early in my career, I met and helped a young couple who were dating at the time purchase their first home together. Over the years, we stayed in touch, and I had the privilege of watching them get married and start a family.

As their lives changed, so did their housing needs. When they were ready for more space, I was able to help them navigate the simultaneous sale of their first home and purchase of a larger one that better fit their growing family. Being trusted to guide them through not just one, but two, major milestones in their lives was incredibly meaningful.

Moments like that remind me that real estate is about much more than buying and selling houses. It’s about

building lasting relationships and being there for clients through every stage of life.

Q. What personal habits or routines do you attribute to your success in real estate?

One of the biggest habits that has contributed to my success is prioritizing my health and moving my body. Real estate can be stressful and unpredictable, so starting each day with a workout helps me stay focused, energized, and ready for whatever comes my way. It's a non-negotiable part of my morning routine.

I work out every morning at Limitless Fitness in Forest Hill with Jordan and Miranda Martin. My wife and I originally started going together when we moved back to Harford County, and even after becoming parents to Sam and Jack, we've continued to make it a priority. She takes the 6:30 a.m. class, and I bring our two boys to the gym and hand them off to her before I take the 7:30 a.m. class. It takes a little coordination, but it's a routine that works for our family.

Taking care of myself allows me to show up as the best husband, father, and real estate professional I can be. I believe consistency, both personally and professionally, is one of the keys to long-term success. ▀

“I believe **consistency**, both personally and professionally, is one of the keys to long-term success.”



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Your AI Advantage

BY STEVEN PAUL NEVILLE OF MPOWER

When Buyers Ask AI Who to Hire, Will Your Name Come Up?
Your next client may never Google you. More buyers and sellers now open ChatGPT, Gemini, or Perplexity and ask one question: “Who is a good real estate agent in my area?” A recent Realtor.com survey found 82 percent of Americans use AI for home and market information, and Gartner expects regular search traffic to fall about 25 percent this year.

Here is why that matters. When someone asks AI for an agent, they do not get ten pages of links. They get a short answer, usually a name or two. You are on that list or you are invisible. The agents who show up rarely rely on a profile page on their broker’s site. They have their own website, built so AI can read it and trust it.

This Month’s Tip: Find Out What AI Says About You
Open ChatGPT, Gemini, and Perplexity and ask two things: “Who are the best real estate agents in [your town]?” and “Tell me about [your name].” Whatever comes back, accurate, thin, or nothing, that is what your future clients see.

Then fix it. AI leans on pages that answer real questions, stay fresh, and are backed by others. Put the answers to the questions buyers actually ask right in your website copy, not buried in a PDF. Post to a blog regularly so your site never goes stale, and keep a press page that gathers your features and interviews in one place. Then give your web person a short list: let AI crawlers read the site, add the labels that help AI understand your pages, and set up an AI-readable file for what is coming.

Tool Spotlight: MPower Global
For the first time in six months, I am spotlighting my own team. MPower



Global is an AI, Automation, and Marketing Agency that builds custom-coded modern websites made to be found and recommended by AI while being tailored to your unique brand. If handing your web person a checklist

and hoping feels like a gamble, this is the cost-effective way to get it done.

Steven Paul Neville



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

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TROY Thomas

BY JOSEPH COTTLE
PHOTOS BY DAVID STUCK

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THE KEEPER OF SECRETS

Troy Thomas sometimes gets to keep secrets.

A couple calls because they're pregnant and need more space; literally no one else in the family knows—another bedroom, a bigger yard, room for what's coming. Troy works the numbers, processes the loan, and holds onto what he's just learned while the announcement waits. First-time buyers getting married, families expecting another kid, people making moves that the rest of their circle won't hear about for weeks.

"A lot of times I'm keeping secrets," he says. "I know people are about to have another kid—they're pregnant—but they're not going to tell everybody for another two months."

It's a small detail, but it says something about what the job actually is. Mortgages are transactional at the surface. Underneath, they're personal.

Troy is a branch manager and loan officer at Cross Country Mortgage's Canton location.

Troy Thomas and Justin McManus



He grew up on the Eastern Shore of Maryland—rural and unhurried—and came to Baltimore for work and friends and the kind of life the city offers that the Eastern Shore doesn't.

He got into the business the way a lot of people do: a recruiter called.

He had a management and marketing degree and figured he'd end up somewhere in sales. The call center was the first stop—leads coming in, scripts, volume—before he moved into the relationship side of the business. He's been running branches for about eight years, with Cross Country for three and a half.

What sets him apart, he'll say without hesitation, is that he does the same loans for himself that he does for his clients. He bought his own home. He invests in Baltimore real estate. When he talks about fix-and-flip loans, DSCR qualification, bank statement programs for the self-employed—he knows them because he's used them.

"It's not just that I'm doing them for other people," he says. "I'm doing them myself."

The non-QM space has become a meaningful part of the practice—loans that sit between conventional and commercial, built for clients that standard income documentation can't accommodate. An investor buying a rental property can qualify based on the property's anticipated cash flow rather than their personal tax returns. A self-employed borrower showing modest income on paper can qualify through bank deposits instead. It's a growing corner of the market, and it rewards a lender willing to understand it from the inside.

The most recent investment Troy made in Baltimore wasn't a rental

property. It was a building—the boarded-up one across the street from the current Canton office, won at a live auction. Bidding in person, hand in the air, keeping his composure while the stakes climbed. He describes the experience as one of the two most intense things he's done recently. The other was climbing Half Dome in Yosemite with his longtime friend and fellow senior loan officer, Max Spitalny. The two have been friends for more than a decade, having met at the first mortgage company where they both worked, and their shared passion for hiking has led to many adventures together.

He does serious hikes with Max once or twice a year, 18 to 20 miles, the kind that he describes with a chuckle as "semi-life-

threatening." He appreciates the parallel. Standing at a real estate auction, hand up, acting calm while being anything but—that's its own version of the knife-edge ridgeline, hanging on for dear life.

The plan for the next several years is more of what he's already doing, locally. Deepen the Canton presence. Keep working the investor side of the market. Grow the branch. The building across the street is already his. Together with Max and Justin McManus, another senior loan officer who will be an integral part of the branch's continued growth, Troy is excited about what's ahead.

"Every loan is different," he says. "Some are harder than others—but those are usually the ones that feel the best when they close." ❏

EVERY LOAN IS DIFFERENT.

Some are harder than others—but those are usually the ones that feel the best when they close."





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SHAQUILLE McCray

POURING
INTO
OTHERS

BY JILL
FRANQUELLI
PHOTO BY
DAVID STUCK

Shaq McCray is one of those leaders who makes you rethink what leadership actually means.

Spend anytime with him, and you'll hear plenty about business, coaching, and the future of real estate. But underneath every conversation is a much bigger idea: people matter more than production, growth matters more than comfort, and leadership is less about building followers than creating opportunities for others to become leaders themselves.

That perspective didn't happen overnight.

When Shaq was first featured by *Baltimore Real Producers* six years ago, he was focused on proving himself. Newly married and beginning to establish his career, success meant creating security, building wealth, and making sure his family would be okay. Today, that foundation has been built. Married to his wife, Tiffany, for six years, raising daughters Kennedy

and Kaia, and stepping into a new leadership role with Catalyst, his definition of success has evolved from achievement to impact.

"I know exactly what I want to be doing," he says. "I want to be coaching, and I want to be teaching."

That clarity has become the thread connecting every part of his life.

Early in his career, Shaq admits he often felt the need to prove himself. Whether building his business or stepping into leadership opportunities, there was an underlying desire to validate that he belonged. Today, he describes something very different, a quiet confidence rooted not in accomplishments, but in a deeper understanding of who he is.

"I went from proving things through achievements to being good with who I am," he explains. "Now I'm more focused on the mission."

That shift has changed the way he leads.

Shaquille with his wife Tiffany and their 2 daughters, Kennedy and Kaia



“

I went from proving things through achievements to being good with who I am.

NOW I'M **MORE FOCUSED** ON THE MISSION.”

Rather than creating followers, Shaq is intentional about developing leaders. He speaks proudly about watching those around him discover their own paths instead of pushing them toward his vision. One example is longtime teammate Vince, whom Shaq intentionally allowed to grow into leadership at his own pace.

“I didn’t want to sell him on owning a team,” he says. “I wanted him to want it.”

When Vince eventually came to that conclusion on his own, Shaq knew the timing was right.

It’s a philosophy that extends well beyond business.

Years ago, when Tiffany was pregnant with their first daughter, Shaq experienced panic attacks

for the first time in his life. The experience sent him down an unexpected path of personal development, coaching, spirituality, and self-reflection. What began as a search for relief evolved into a profound transformation in how he views himself and the world.

Today, he talks openly about concepts like purpose, personal responsibility, and embracing what he calls the “shadow” parts of ourselves rather than hiding from them.

“The bad things that show up are teaching you something,” he says.

That mindset has dramatically influenced how he parents.

Instead of trying to control every aspect of his daughters’ personalities,

Shaq has become intentional about protecting who they naturally are. He wants to guide them without diminishing the confidence and curiosity that make them unique.

“I’m not trampling that aspect of her,” he says of Kennedy. “I don’t want her to not be fired up.”

The same philosophy carries directly into the way he develops agents.

“My focus is developing the whole person,” he says. That means conversations about purpose, beliefs, mindset, fulfillment, and creating a life that aligns with personal values—not simply production goals.

For Shaq, success isn’t measured by commissions alone. It’s measured by whether someone builds a business that supports the life they actually want to live.

That perspective also shaped one of the biggest professional decisions of his career.

This year, Shaq is stepping into a new leadership opportunity with Catalyst, a growing Keller Williams platform that he believes represents the future of brokerage leadership in the region. While the role itself is exciting, what energizes him most isn’t the title—it’s the opportunity to expand his influence as a coach and leader.

Throughout the conversation, one theme continues to surface.

Impact over ego.

Purpose over comfort.

Growth over certainty.

Even when reflecting on setbacks—including years when stepping into leadership significantly reduced his own income—Shaq doesn’t describe them as failures. Instead, he sees them as necessary investments in creating something larger than himself.

He talks about “making his world big enough” for others to have opportunities. Instead of asking how leadership could benefit him, he asked how it could create space for the next generation of leaders to thrive.

It’s an uncommon perspective in any industry.

Looking back, Shaq says he wouldn’t give his younger self advice at all.

Every mistake, every uncertainty, every difficult season became part of the person he is today.

His mission is no longer simply building a successful business.

It’s helping other people discover what they’re capable of becoming.

And if the last six years are any indication, he’s only getting started. ▀



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Why Tenant Representation MATTERS

BY PATRICK AND BEN RICHARDS OF LEITRIM
COMMERCIAL REAL ESTATE ADVISORS

In commercial real estate, most companies believe they are hiring a “broker” to represent their interests. In reality, many are hiring an intermediary whose business model is split between landlords and tenants, transactions and listings. While this approach is common, it often leaves occupiers exposed to unnecessary cost, risk, and misalignment.

That is precisely why tenant representation exists—and why it has become an essential resource for organizations making strategic real estate decisions.

Unlike traditional commercial brokers, dedicated tenant representatives work exclusively for tenants. They do not represent landlords, list buildings, or promote inventory. That singular focus allows for full and transparent advocacy—without conflicts of interest and without compromise.

Landlords negotiate leases every day. Most tenants do not. This imbalance often results in leases that look reasonable on the surface but prove costly over time due to unfavorable operating expense structures, limited flexibility, and overlooked risk provisions. Effective tenant representation approaches every assignment as a business problem first and a real estate transaction second.

The work begins by understanding how real estate supports an organization’s broader objectives—growth, talent attraction, capital efficiency, and risk management. From there, a market strategy is designed to create leverage, not just options. Competitive RFP processes, financial modeling, and data-driven benchmarking allow tenants to negotiate from a position of strength, even in challenging market conditions.

Tenant representation is not simply about rent reduction. The full economic and operational picture must be negotiated: tenant improvement allowances, free rent, operating expense protections, expansion and contraction rights, assignment and sublease flexibility, and renewal certainty. These terms often determine whether a space works for a business over ten years—not just year one.

Just as importantly, tenant representatives can function as an outsourced corporate real estate resource. The process is managed end-to-end, coordinating legal, financial, design, and construction teams while keeping leadership focused on running the business. This disciplined approach reduces execution risk and eliminates

costly surprises that frequently arise in loosely managed transactions.

A defining characteristic of effective tenant representation is a long-term perspective. Rather than being transaction-driven, the focus is on relationships. This allows proactive management of lease events, optimization of portfolios, and alignment of real estate decisions with evolving business strategies. The result is smarter renewals, better timing, and consistently improved outcomes.

The commercial real estate market is sophisticated and competitive. Organizations operating within it deserve representation that matches that complexity. The difference between hiring a general commercial broker and a dedicated tenant representative is not subtle—it is measurable in dollars, flexibility, and long-term performance.

For companies evaluating their next lease, renewal, or expansion, the question is no longer whether to engage representation. The question is whether that representation is fully aligned with their interests. At Leitrin Commercial Real Estate Advisors, that alignment is not a talking point—it is the foundation of everything we do.



Patrick Richards



Ben Richards

Pat and Ben Richards have over 3 decades of experience helping business owners, operators, and investors navigate the commercial real estate landscape. Their company, Leitrin Commercial Real Estate Advisors, differentiates itself by implementing a “life cycle” approach to real estate to ensure client success by aligning their organizational goals with their overall real estate strategy.



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Brooks Grasso

PHOTOS BY DAVID STUCK

OF FULTON MORTGAGE COMPANY

We sat down with Brooks Grasso of Fulton Mortgage Company to discuss the relationships, values, and experiences that have shaped both his career and his approach to serving clients. Brooks shares the lessons he’s learned along the way, the importance of putting people first, and what continues to motivate him both professionally and personally.

Q. What are the core values and mission of the business?

A. Our core mission is to “change lives for the better.” We have 6 core values to help us achieve that mission. Change – we want to continuously learn and adapt. Collaboration – We work together. We win together. Customer Focus – We care, listen, understand and deliver. Ethics – We do what is right. Performance – We are driven to out-perform our competitors. Organizational Health – we bring positive energy to all we do.

Q.What products or services do you offer, and what makes them unique in the market?

A. While we offer all of the traditional mortgage products, such as FHA, USDA, VA and Conventional one of the products that makes us unique is our Special Portfolio, which includes Construction to Permanent, Medical Professionals, Community Combo and Jumbo.

Q. What values or principles have guided you throughout your personal and professional journey?

A. Honesty, authenticity, accountability, responsibility and compassion are all important to me. I treat everyone the same way I would want to be treated whether a friend, family member, customer or referral source.

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

A. I like to golf, fish, go to baseball games and spend time at the beach.

Q. Can you describe a turning point in your career that led to significant growth or change?

A. My production really took off after I hired my first Loan Officer Assistant to help support my business.

Q. What skills do you believe are essential for success in the real estate profession today?

A. I think you need to be a good communicator, very organized, able to adapt and willing to learn as the industry is always evolving.

Q. How do you stay informed about new trends and regulations?

A. Our leadership team does a really good job of staying on top of new trends and regulations and pushing them out to the sales team. Personally, I read, listen and watch a lot of industry content. I’m always willing to try new trends, if they seem to be beneficial.

Q. What common obstacles do you believe many professionals in your business overlook when starting out?

A. In our industry, we hear the word “no” a lot. Depending on how your business is structured, your conversion rate from lead to closed loan is less than 50%. Half the leads we speak to and convert to a prospect do not obtain a mortgage. In mortgage and real estate we have to understand our numbers and the stats.

Change
lives
for the
better



Q. How do you incorporate community involvement or philanthropy into your real estate business?

A. We volunteer and support various organizations that are important to us personally, the company and our clients. We want to give back to the communities that we serve. Not only is it the right thing to do, but giving back is very rewarding. I think as humans, we all have that inner voice that wants to help people.

Q. What personal habits or routines do you attribute to your success?

A. I start the day with exercise, because if that doesn't happen in the morning, it most likely doesn't happen. I plan my workday the night before with the most important tasks first thing in the morning. The planner I use has me list my top 3 tasks for the day. If I have a task that is more difficult and time consuming, I start earlier in the day and do that task first.

“Honesty, authenticity, accountability, responsibility and compassion are all important to me.”

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

A. Someone told me early in my career that positivity is kryptonite to stress. I stay positive throughout the day to help with stress. I am a competitive person by nature, so that competitive environment motivates me.

Q. What book or resource has had the most significant impact on you? why?

A. There are so many great books that have helped my career, but the first that comes to mind is Getting Things Done by David Allen. I read this book early on in my career and the organizational tips are a game changer. I still use most of them today. There is a lot to the book, but the general idea is to have a defined workflow and next step for every task. ❏

Pete Bounelis,
Brooks Grasso and
Rebecca Trapani

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JULIE SINGER

HOME IS A FEELING

BY JILL FRANQUELLI
PHOTOS BY ROY COX

SPEND FIVE MINUTES WITH JULIE SINGER, AND YOU'LL QUICKLY NOTICE TWO THINGS.

The first is that she asks thoughtful questions and genuinely wants to know the answers. Conversations with her rarely stay on the surface. She has a way of making people feel seen, heard, and understood.

The second is that she laughs—a lot.

She's the mom who invents silly traditions like "Julie Singer noodles," "plate cheese," "popcorn surprise," and "Skittle sandwiches." Her boys are convinced she's a magician because she's spent years perfecting magic tricks just to make them smile. At work, she's just as likely to invent games for her team or challenge one of her partners—or even Northrop Realty CEO Creig Northrop—to a ridiculous dare if it means creating a memory everyone will still be laughing about months later.

Julie says she learned that instinct from her mom, who has an incredible gift for making people feel welcome and cared for. Looking back, she realizes she wasn't simply creating traditions, she was recreating the feeling of home she grew up with. "I just like creating moments that people remember," she says. "Life can feel so heavy sometimes. If you can make people laugh and have a little fun, you're giving them something."

That philosophy may seem simple, but it reveals something deeper about the way Julie approaches every part of her life.

Whether she's with her family, mentoring agents, leading The Group at Northrop Realty alongside her partners, or guiding clients through one of the biggest financial decisions they'll ever make, she's ultimately trying to create the same thing: a place where people feel comfortable, supported, and at home.

Ironically, it took Julie years to figure out what home really meant.

Like many young adults, she believed success followed a straight line. She earned her undergraduate degree in psychology, then started law school, only to realize within weeks that she was pursuing a future that didn't fit. Walking away felt terrifying. She questioned herself while watching friends confidently move forward on career paths that seemed so much clearer than her own.

A master's degree in teaching came next. Then marketing for her Dad's company.

Looking back, none of those chapters feel like detours anymore.

"They became the building blocks," she says.

Her undergrad degree in Psychology helped her better understand people. Teaching taught her how to educate clients and agents. Psychology helped her better understand people. Marketing showed her how stories connect. Watching her father's business gave her a blueprint for leadership. Each

experience quietly prepared her for the career she hadn't yet discovered.

Today, those experiences are woven into every client conversation, every training session, and every decision she makes as a leader.

That same thoughtful approach defines how Julie built confidence.

She laughs when people describe her as naturally confident because that's not how it feels from the inside.

Although she's warm and outgoing once she's comfortable, Julie describes herself as someone who has always needed time before stepping fully into a room. She's never believed in "fake it until you make it." Instead, she studies, prepares, asks questions, and learns until she feels equipped to speak with confidence.

Over time, she discovered something that changed the way she leads. Confidence doesn't have to be loud.



Early in her career, she sometimes felt she had to prove herself. Today, she knows calm often carries more authority than volume. Instead of escalating conflict, she slows conversations down. Instead of trying to win, she works toward shared solutions. That mindset has shaped the reputation she values most.

In one memorable multiple-offer situation, another Realtor privately admitted she hoped Julie's clients would win—not simply because of the offer, but because she wanted to work with Julie.

For many agents, that might be the greatest compliment of all.

Relationships have always mattered more to Julie than transactions.

It's why mentorship became such an important part of her story.

She still speaks with deep gratitude about the mentor who believed in her before she fully believed in herself. Being trusted to train other agents early in her career fundamentally changed how she saw herself as a leader. Today, she's intentional about paying that investment forward, pouring into newer agents with the same patience, honesty, and encouragement that helped shape her own path.

That same spirit extends throughout The Group. While many teams focus on productivity, Julie talks first about friendship. Her partners and team celebrate together, solve problems together, and support one another through both personal and professional challenges. They understand the unique highs and lows of the business because they're living them side by side. "We're genuinely friends," she says simply.

For Julie, that's not separate from success.

It is success.

For years, she and her husband, Jon, imagined they'd eventually leave home. They've known each other since middle school and have been together since college, so in many ways, they grew into adulthood together. The opportunity for change and to build

"LIFE CAN FEEL SO HEAVY SOMETIMES. IF YOU CAN MAKE PEOPLE LAUGH AND HAVE A LITTLE FUN, YOU'RE GIVING THEM SOMETHING."



Julie with her husband Jon and 2 kids, Brooks and Beckett

their life somewhere else was once so intriguing.

Instead, life slowly revealed something unexpected.

Children arrived. Community deepened. Lifelong friendships became professional relationships. Former classmates became clients. Neighbors became extended family. The city she once imagined leaving became the place that rooted her.

She realized that home isn't defined by geography.

It's defined by belonging.

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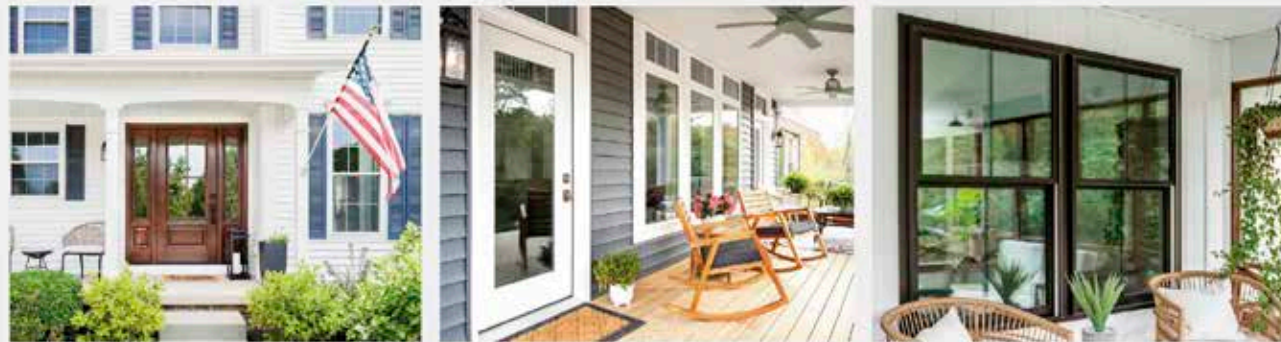
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TOP 150 STANDINGS • BY UNITS

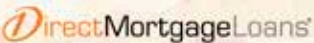
Individual MLS ID Closed date from Jan. 1 to July 31, 2026

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	361	\$165,350,911
2	Robert J Chew	Samson Properties	291.5	\$167,926,120
3	Joseph A Petrone	Monument Sotheby's International Realty	225	\$170,655,583
4	Robert J Lucido	Keller Williams Lucido Agency	154.5	\$120,396,571
5	Adam M Shpritz	Ashland Auction Group LLC	145	\$9,575,265
6	Shawn M Evans	Monument Sotheby's International Realty	134	\$129,470,636
7	Lee M Shpritz	Ashland Auction Group LLC	130	\$7,970,180
8	Heather M. Richardson	NVR, INC.	125	\$60,244,997
9	Gina L White	Coldwell Banker Realty	101.5	\$47,091,859
10	Nickolaus B Waldner	Keller Williams Realty Centre	95.5	\$50,606,375
11	Daniel B Register IV	Northrop Realty	81	\$12,825,208
12	Lee R. Tessier	EXP Realty, LLC	77.5	\$32,035,250
13	Gina M Gargeu	Century 21 Downtown	77	\$13,057,088
14	Mary Anne Kowalewski	KOVO Realty	76	\$36,901,902
15	Charlotte Savoy	The KW Collective	73	\$41,245,695
16	Jeremy Michael McDonough	Mr. Lister Realty	72.5	\$32,000,725

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RANK	NAME	OFFICE	SALES	TOTAL
17	Daniel McGhee	Homeowners Real Estate	68.5	\$26,237,726
18	Creig E Northrop III	Northrop Realty	66.5	\$76,761,542
19	Laura M Snyder	American Premier Realty, LLC	65	\$32,358,399
20	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	64	\$25,053,515
21	Matthew D Rhine	Keller Williams Legacy	63	\$26,757,714
22	Bradley R Kappel	TTR Sotheby's International Realty	62	\$120,811,320
23	Jeannette A Westcott	Keller Williams Realty Centre	62	\$37,559,300
24	Kimberly A Lally	EXP Realty, LLC	62	\$30,609,704
25	David Orso	Berkshire Hathaway HomeServices PenFed Realty	61.5	\$67,333,575
26	Un H McAdory	Realty 1 Maryland, LLC	57.5	\$38,005,675
27	Sunna Ahmad	Cummings & Co. Realtors	54	\$46,980,875
28	Nancy A Hulsman	Coldwell Banker Realty	53.5	\$27,019,440
29	Anthony M Friedman	Northrop Realty	51.5	\$47,073,940
30	Timothy Langhauser	Compass Home Group, LLC	49	\$25,634,000
31	Kim Barton	Keller Williams Legacy	48	\$19,952,475
32	Brendan Butler	Cummings & Co. Realtors	46	\$18,455,954
33	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	46	\$18,202,765
34	Tracy J. Lucido	Keller Williams Lucido Agency	45.5	\$42,485,451
35	Veronica A Sniscak	Compass	45.5	\$29,407,850
36	Robert A Commodari	EXP Realty, LLC	45.5	\$18,717,683
37	Benjamin J Garner	Cummings & Co. Realtors	44.5	\$16,094,981
38	Kelly Schuit	Kelly and Co Realty, LLC	43	\$24,682,220
39	Tony Migliaccio	Long & Foster Real Estate, Inc.	43	\$21,925,400
40	Sam Gupta	FAB Realty LLC	42	\$21,450,090
41	Wendy Slaughter	Samson Properties	41.5	\$27,064,596
42	James T Weiskerger	Next Step Realty	39.5	\$30,297,897
43	Brian D Saver	Long & Foster Real Estate, Inc.	39	\$42,289,500
44	Jessica L Young-Stewart	RE/MAX Executive	38.5	\$18,848,780
45	Andrew Udem	Berkshire Hathaway HomeServices Homesale Realty	38	\$19,332,907
46	Joseph S Bird	Red Cedar Real Estate, LLC	38	\$19,293,873
47	Bob Simon	Long & Foster Real Estate, Inc.	38	\$6,990,700
48	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	36	\$34,421,125
49	Ryan Briggs	Anne Arundel Properties, Inc.	36	\$20,514,900
50	Mark Richa	Cummings & Co. Realtors	36	\$18,951,926



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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to July 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	Barry Hess	Keller Williams Flagship	36	\$15,414,155
52	Jim Bim	Winning Edge	35.5	\$17,949,611
53	Sergey A Taksis	Long & Foster Real Estate, Inc.	35.5	\$16,828,305
54	Lisa E Kittleman	The KW Collective	35	\$25,524,238
55	Bryan G Schafer	Compass	35	\$17,263,698
56	Joshua Shapiro	Douglas Realty, LLC	34.5	\$17,595,649
57	Trent C Gladstone	The KW Collective	34	\$22,640,390
58	Mark C Ruby	RE/MAX Advantage Realty	34	\$19,012,709
59	Christopher J Cooke	Berkshire Hathaway HomeServices Homesale Realty	34	\$9,998,190
60	Colleen M Smith	EXP Realty, LLC	33.5	\$40,478,697
61	Greg M Kinnear	RE/MAX Advantage Realty	33.5	\$24,712,075
62	Ricky Cantore III	RE/MAX Advantage Realty	33	\$23,294,070
63	Michael J Schiff	EXP Realty, LLC	33	\$13,922,900
64	Donald L Beecher	Redfin Corp	33	\$12,780,299
65	Liz A. Ancel	Cummings & Co. Realtors	33	\$12,170,200
66	Keiry Martinez	ExecuHome Realty	33	\$9,143,300
67	Blair Kennedy	Keller Williams Realty Centre	32.5	\$27,077,400
68	Joe L Smith III	Next Step Realty	32.5	\$24,716,200
69	Allen J Stanton	RE/MAX Executive	32.5	\$16,198,099
70	Adam Chubbuck	Douglas Realty, LLC	32.5	\$15,858,613
71	Bob A Mikelskas	Rosario Realty	32.5	\$14,816,750
72	Yevgeny Drubetskoy	EXP Realty, LLC	32.5	\$10,397,400
73	Francis R Mudd III	Schwartz Realty, Inc.	32	\$18,239,245
74	Adam Dietrich	NVR, INC.	32	\$14,677,765
75	Sayed Ali Haghgoo	EXP Realty, LLC	32	\$14,287,450
76	James H Stephens	EXP Realty, LLC	32	\$13,241,750
77	Pamela A Terry	EXP Realty, LLC	32	\$5,188,500
78	Michael Myslinski	Kelly and Co Realty, LLC	31.5	\$15,145,850
79	John C Kantorski Jr.	EXP Realty, LLC	31	\$12,980,424
80	Elliot Mitchell	Corner House Realty	31	\$10,800,899
81	Gylian Peter Page	Hyatt & Company Real Estate, LLC	31	\$10,292,350
82	Gavriel Khoshkheraman	Pickwick Realty	31	\$6,393,500
83	F. Aidan Surlis	RE/MAX Leading Edge	30	\$20,319,460
84	Peter Boscas	Red Cedar Real Estate, LLC	30	\$18,524,195

RANK	NAME	OFFICE	SALES	TOTAL
85	Jessica N Sauls	The KW Collective	30	\$15,126,300
86	Samuel P Bruck	Northrop Realty	29.5	\$14,921,225
87	Peter J Klebenow	RE/MAX Advantage Realty	29.5	\$6,606,600
88	Bill Franklin	Long & Foster Real Estate, Inc.	29	\$13,809,000
89	Nicholas W Bogardus	Compass	29	\$12,201,500
90	Deric S Beckett	Berkshire Hathaway HomeServices PenFed Realty	29	\$7,348,728
91	Jeremy S Walsh	Coldwell Banker Realty	28.5	\$20,625,925
92	Mark A. Ritter	Douglas Realty, LLC	28.5	\$10,975,644
93	Jon P. Leary	Cummings & Co. Realtors	28.5	\$6,312,151
94	Daniel Borowy	Redfin Corp	28	\$15,722,650
95	Zugell Jamison	Cummings & Co. Realtors	28	\$15,106,100
96	Missy A Aldave	Northrop Realty	28	\$14,148,079
97	Bethanie M Fincato	Cummings & Co. Realtors	28	\$12,864,400
98	Steven C Paxton	Keller Williams Gateway LLC	28	\$9,017,300
99	Brian Pakulla	Red Cedar Real Estate, LLC	27.5	\$19,475,543
100	Teal Clise	EXP Realty, LLC	27.5	\$12,239,454

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TOP 150 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to July 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	Ashton L Drummond	Cummings & Co. Realtors	27	\$15,639,790
102	Donna L Reichert	Keller Williams Flagship	27	\$15,488,500
103	Leslie Ikle	Redfin Corp	27	\$15,460,325
104	Christine M Leonard	Redfin Corp	27	\$14,927,225
105	Derek Blazer	Cummings & Co. Realtors	27	\$12,753,900
106	Melissa Karcewski	D.R. Horton Realty of Pennsylvania	27	\$11,957,054
107	William W Magruder	Long & Foster Real Estate, Inc.	27	\$10,760,368
108	Jamie Rassi	Cummings & Co. Realtors	27	\$10,739,391
109	Karen L Harms	Cummings & Co. Realtors	27	\$10,246,640
110	Nancy Gowan	Real Broker, LLC	26	\$16,146,113
111	Jessica DuLaney	Next Step Realty	26	\$15,005,900
112	Ellie McIntire	The KW Collective	26	\$14,259,600
113	John Maranto	Cummings & Co. Realtors	26	\$13,204,800
114	Jennifer A Bayne	Long & Foster Real Estate, Inc.	26	\$12,254,400
115	Kimberly R Letschin	Long & Foster Real Estate, Inc.	26	\$11,876,243
116	Jessica Dailey	Compass	26	\$11,791,574

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RANK	NAME	OFFICE	SALES	TOTAL
117	Vincent Principe	Keller Williams Flagship	26	\$11,644,498
118	Matthew B Pecker	Berkshire Hathaway HomeServices Homesale Realty	26	\$11,111,730
119	Mitchell J Toland Jr.	Redfin Corp	26	\$11,000,255
120	Zachary M. Pencarski	Redfin Corp	26	\$10,064,498
121	cory andrew willems	Keller Williams Gateway LLC	26	\$8,267,000
122	Joseph Warren Avampato	Alberti Realty, LLC	26	\$6,942,499
123	Nicki Palermo	RE/MAX One	25.5	\$13,427,998
124	Anne Marie Balcerzak	AB & Co Realtors, Inc.	25	\$18,854,500
125	Robert A Kinnear	RE/MAX Advantage Realty	25	\$18,468,857
126	Heather C Comstock	Cummings & Co. Realtors	25	\$13,010,500
127	Eric Figurelle	Cummings & Co. Realtors	25	\$11,157,580
128	Robert P. Frey	Hyatt & Company Real Estate LLC	25	\$10,178,500
129	Alexandra Ray Vincent	Next Step Realty	25	\$8,452,900
130	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	24.5	\$16,925,086
131	Erica K Baker	TTR Sotheby's International Realty	24.5	\$16,629,700
132	Elisheva Ashman	Pickwick Realty	24.5	\$14,261,750
133	Amy Shertzer	American Premier Realty, LLC	24.5	\$12,359,900
134	Louis Chirgott	Core Maryland Real Estate LLC	24.5	\$10,404,809
135	Jory Frankle	Northrop Realty	24	\$12,412,950
136	Tyler Ell	Keller Williams Realty Centre	24	\$11,720,925
137	Tony A Zowd	Coldwell Banker Realty	24	\$11,196,697
138	Wanda Gail Foster	CENTURY 21 New Millennium	24	\$9,129,890
139	Shannon Smith	Cummings & Co. Realtors	23.5	\$12,222,500
140	Grant Bim	Winning Edge	23.5	\$11,320,611
141	Sonya Francis	RE/MAX Solutions	23.5	\$8,939,966
142	Michael Frank	EXP Realty, LLC	23.5	\$7,897,500
143	Andrew D Schweigman	Douglas Realty, LLC	23	\$10,557,000
144	Stephanie A Myers	Long & Foster Real Estate, Inc.	23	\$9,509,500
145	Steffan M May	Synergy Realty	23	\$9,442,400
146	Laura Nicole Livengood	AB & Co Realtors, Inc.	23	\$9,222,000
147	Andrew Johns III	Keller Williams Gateway LLC	23	\$9,190,538
148	Gabriel M Dutton	Keller Williams Gateway LLC	23	\$8,809,390
149	Bob Kimball	Redfin Corp	23	\$8,469,900
150	Sandra E Echenique	Samson Properties	23	\$5,982,610

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to July 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	Joseph A Petrone	Monument Sotheby's International Realty	225	\$170,655,583
2	Robert J Chew	Samson Properties	291.5	\$167,926,120
3	Justin K Wood	D.R. Horton Realty of Virginia, LLC	361	\$165,350,911
4	Shawn M Evans	Monument Sotheby's International Realty	134	\$129,470,636
5	Bradley R Kappel	TTR Sotheby's International Realty	62	\$120,811,320
6	Robert J Lucido	Keller Williams Lucido Agency	154.5	\$120,396,571
7	Creig E Northrop III	Northrop Realty	66.5	\$76,761,542
8	David Orso	Berkshire Hathaway HomeServices PenFed Realty	61.5	\$67,333,575
9	Heather M. Richardson	NVR, INC.	125	\$60,244,997
10	Nickolaus B Waldner	Keller Williams Realty Centre	95.5	\$50,606,375
11	Gina L White	Coldwell Banker Realty	101.5	\$47,091,859
12	Anthony M Friedman	Northrop Realty	51.5	\$47,073,940
13	Sunna Ahmad	Cummings & Co. Realtors	54	\$46,980,875
14	Joseph Bray	TTR Sotheby's International Realty	19	\$43,519,775
15	Tracy J. Lucido	Keller Williams Lucido Agency	45.5	\$42,485,451
16	Brian D Saver	Long & Foster Real Estate, Inc.	39	\$42,289,500

Disclaimer: Statistics are derived from closed sales data. Data pulled on August 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	Karen Hubble Bisbee	Hubble Bisbee Christie's International Real Estate	18	\$41,991,488
18	Charlotte Savoy	The KW Collective	73	\$41,245,695
19	Colleen M Smith	EXP Realty, LLC	33.5	\$40,478,697
20	Georgeann A Berkinshaw	Coldwell Banker Realty	15.5	\$38,368,005
21	Un H McAdory	Realty 1 Maryland, LLC	57.5	\$38,005,675
22	Jeannette A Westcott	Keller Williams Realty Centre	62	\$37,559,300
23	Mary Anne Kowalewski	KOVO Realty	76	\$36,901,902
24	Elizabeth C Dooner	Coldwell Banker Realty	20	\$34,779,016
25	Scott M. Schuetter	Berkshire Hathaway HomeServices PenFed Realty	36	\$34,421,125
26	Laura M Snyder	American Premier Realty, LLC	65	\$32,358,399
27	Lee R. Tessier	EXP Realty, LLC	77.5	\$32,035,250
28	Jeremy Michael McDonough	Mr. Lister Realty	72.5	\$32,000,725
29	Kimberly A Lally	EXP Realty, LLC	62	\$30,609,704
30	James T Weiskerger	Next Step Realty	39.5	\$30,297,897
31	Veronica A Sniscak	Compass	45.5	\$29,407,850
32	Sarah E Kanne	Gibson Island Real Estate INC	8	\$28,875,000
33	Blair Kennedy	Keller Williams Realty Centre	32.5	\$27,077,400
34	Wendy Slaughter	Samson Properties	41.5	\$27,064,596
35	Nancy A Hulsman	Coldwell Banker Realty	53.5	\$27,019,440
36	Matthew D Rhine	Keller Williams Legacy	63	\$26,757,714
37	Daniel McGhee	Homeowners Real Estate	68.5	\$26,237,726
38	Heidi S Krauss	Krauss Real Property Brokerage	20	\$25,953,450
39	Timothy Langhauser	Compass Home Group, LLC	49	\$25,634,000
40	Jason W Perlow	Monument Sotheby's International Realty	22.5	\$25,570,000
41	Lisa E Kittleman	The KW Collective	35	\$25,524,238
42	Robert J Breeden	Berkshire Hathaway HomeServices Homesale Realty	64	\$25,053,515
43	Joe L Smith III	Next Step Realty	32.5	\$24,716,200
44	Greg M Kinnear	RE/MAX Advantage Realty	33.5	\$24,712,075
45	Kelly Schuit	Kelly and Co Realty, LLC	43	\$24,682,220
46	Ricky Cantore III	RE/MAX Advantage Realty	33	\$23,294,070
47	Trent C Gladstone	The KW Collective	34	\$22,640,390
48	Reid Buckley	Long & Foster Real Estate, Inc.	13.5	\$22,404,500
49	Tony Migliaccio	Long & Foster Real Estate, Inc.	43	\$21,925,400
50	Sam Gupta	FAB Realty LLC	42	\$21,450,090

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to July 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	Jeremy S Walsh	Coldwell Banker Realty	28.5	\$20,625,925
52	Dee Dee R McCracken	Coldwell Banker Realty	17	\$20,609,280
53	Ryan Briggs	Anne Arundel Properties, Inc.	36	\$20,514,900
54	Jeremy Batoff	Compass	20	\$20,470,008
55	F. Aidan Surlis	RE/MAX Leading Edge	30	\$20,319,460
56	Bryan K Bartlett	Compass	20	\$20,315,129
57	Kim Barton	Keller Williams Legacy	48	\$19,952,475
58	Michele Deckman	TTR Sotheby's International Realty	13.5	\$19,680,002
59	Shawn Martin	Real Broker, LLC	21	\$19,553,900
60	Brian Pakulla	Red Cedar Real Estate, LLC	27.5	\$19,475,543
61	Andrew Undem	Berkshire Hathaway HomeServices Homesale Realty	38	\$19,332,907
62	Joseph S Bird	Red Cedar Real Estate, LLC	38	\$19,293,873
63	Mark C Ruby	RE/MAX Advantage Realty	34	\$19,012,709
64	Mark Richa	Cummings & Co. Realtors	36	\$18,951,926
65	Anne Marie Balcerzak	AB & Co Realtors, Inc.	25	\$18,854,500
66	Jessica L Young-Stewart	RE/MAX Executive	38.5	\$18,848,780

RANK	NAME	OFFICE	SALES	TOTAL
67	Robert A Commodari	EXP Realty, LLC	45.5	\$18,717,683
68	Peter Boscas	Red Cedar Real Estate, LLC	30	\$18,524,195
69	Robert A Kinnear	RE/MAX Advantage Realty	25	\$18,468,857
70	Brendan Butler	Cummings & Co. Realtors	46	\$18,455,954
71	Francis R Mudd III	Schwartz Realty, Inc.	32	\$18,239,245
72	Michael Lopez	RE/MAX Distinctive Real Estate, Inc.	46	\$18,202,765
73	Suryasubrahmanya Kumar Reddi	Samson Properties	22	\$18,008,180
74	Jim Bim	Winning Edge	35.5	\$17,949,611
75	Wendy T Oliver	Coldwell Banker Realty	21.5	\$17,834,050
76	Joshua Shapiro	Douglas Realty, LLC	34.5	\$17,595,649
77	Alisa Goldsmith	Hubble Bisbee Christie's International Real Estate	16.5	\$17,484,628
78	Bryan G Schafer	Compass	35	\$17,263,698
79	David E Jimenez	RE/MAX Distinctive Real Estate, Inc.	24.5	\$16,925,086
80	Sergey A Taksis	Long & Foster Real Estate, Inc.	35.5	\$16,828,305
81	Jennifer Schaub	EXP Realty, LLC	18	\$16,683,500
82	Erica K Baker	TTR Sotheby's International Realty	24.5	\$16,629,700
83	John J Collins	Long & Foster Real Estate, Inc.	19	\$16,606,390
84	Melissa J Westerlund	Samson Properties	16.5	\$16,571,400
85	Kristi C Neidhardt	Northrop Realty	18	\$16,262,000
86	Allen J Stanton	RE/MAX Executive	32.5	\$16,198,099
87	Nancy Gowan	Real Broker, LLC	26	\$16,146,113
88	Benjamin J Garner	Cummings & Co. Realtors	44.5	\$16,094,981
89	Kathryn Liscinsky	Compass	19	\$16,059,150
90	Biana Arentz	Coldwell Banker Realty	14.5	\$15,935,750
91	Adam Chubbuck	Douglas Realty, LLC	32.5	\$15,858,613
92	Daniel Borowy	Redfin Corp	28	\$15,722,650
93	Ashton L Drummond	Cummings & Co. Realtors	27	\$15,639,790
94	Jody E Buck	Cummings & Co. Realtors	18	\$15,554,250
95	Donna L Reichert	Keller Williams Flagship	27	\$15,488,500
96	Leslie Ikle	Redfin Corp	27	\$15,460,325
97	Barry Hess	Keller Williams Flagship	36	\$15,414,155
98	Cara S Kohler	Compass	20	\$15,268,400
99	Michael Myslinski	Kelly and Co Realty, LLC	31.5	\$15,145,850
100	Jessica N Sauls	The KW Collective	30	\$15,126,300

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TOP 150 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to July 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	Zugell Jamison	Cummings & Co. Realtors	28	\$15,106,100
102	Julie Singer	Northrop Realty	22	\$15,033,500
103	Jessica DuLaney	Next Step Realty	26	\$15,005,900
104	Christine M Leonard	Redfin Corp	27	\$14,927,225
105	Samuel P Bruck	Northrop Realty	29.5	\$14,921,225
106	Bob A Mikelskas	Rosario Realty	32.5	\$14,816,750
107	Mary K Gordon	Coldwell Banker Realty	8	\$14,724,000
108	Adam Dietrich	NVR, INC.	32	\$14,677,765
109	Richard J Gloekler	RE/MAX Executive	21	\$14,467,200
110	James M. Baldwin	Compass	22	\$14,345,151
111	Sayed Ali Haghgoo	EXP Realty, LLC	32	\$14,287,450
112	Charlie Hatter	Monument Sotheby's International Realty	11	\$14,286,500
113	Elisheva Ashman	Pickwick Realty	24.5	\$14,261,750
114	Ellie McIntire	The KW Collective	26	\$14,259,600
115	Michelle K Pappas	Berkshire Hathaway HomeServices Homesale Realty	18	\$14,255,000
116	Marni B Sacks	Northrop Realty	22.5	\$14,242,250
117	Missy A Aldave	Northrop Realty	28	\$14,148,079
118	Michael J Schiff	EXP Realty, LLC	33	\$13,922,900
119	Jennifer Holden	Compass	16.5	\$13,912,899
120	Bill Franklin	Long & Foster Real Estate, Inc.	29	\$13,809,000
121	Elizabeth S Winstead	Monument Sotheby's International Realty	12.5	\$13,736,000
122	Nataliya Lutsiv	Cummings & Co. Realtors	18	\$13,619,630
123	Katelyn Moon	Realty 1 Maryland, LLC	20	\$13,553,400
124	Nicki Palermo	RE/MAX One	25.5	\$13,427,998
125	Paul A Sudano	Monument Sotheby's International Realty	10.5	\$13,384,750
126	Christina J Palmer	Keller Williams Flagship	18	\$13,280,547
127	Kristin Luca	TTR Sotheby's International Realty	9.5	\$13,257,650
128	James H Stephens	EXP Realty, LLC	32	\$13,241,750
129	Nilou Jones	RE/MAX Leading Edge	21	\$13,230,102
130	John Maranto	Cummings & Co. Realtors	26	\$13,204,800
131	Steve Allnutt	RE/MAX Advantage Realty	16.5	\$13,128,171
132	Gina M Gargeu	Century 21 Downtown	77	\$13,057,088
133	Robert M Carter Jr.	Douglas Realty, LLC	19.5	\$13,020,750
134	Heather C Comstock	Cummings & Co. Realtors	25	\$13,010,500

RANK	NAME	OFFICE	SALES	TOTAL
135	John C Kantorski Jr.	EXP Realty, LLC	31	\$12,980,424
136	Bethanie M Fincato	Cummings & Co. Realtors	28	\$12,864,400
137	Daniel B Register IV	Northrop Realty	81	\$12,825,208
138	Donald L Beecher	Redfin Corp	33	\$12,780,299
139	Derek Blazer	Cummings & Co. Realtors	27	\$12,753,900
140	Matthew P Wyble	Next Step Realty	19	\$12,743,300
141	Stephanie M Maric	Long & Foster Real Estate, Inc.	19.5	\$12,571,749
142	Jason P Donovan	RE/MAX Leading Edge	19.5	\$12,510,055
143	Malina N Koerschner	Coldwell Banker Realty	9.5	\$12,466,500
144	Ryan Bandell	Keller Williams Realty Centre	22	\$12,432,802
145	Jory Frankle	Northrop Realty	24	\$12,412,950
146	Laura M. Ball	Cummings & Co. Realtors	19	\$12,408,000
147	Joseph B Sachetti III	Cummings & Co. Realtors	18	\$12,394,399
148	Amy Shertzer	American Premier Realty, LLC	24.5	\$12,359,900
149	Sarah Greenlee Morse	TTR Sotheby's International Realty	10.5	\$12,327,500
150	Jennifer A Bayne	Long & Foster Real Estate, Inc.	26	\$12,254,400

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