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SEPTEMBER 2026

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Agent to Watch
**AMANDA
TINGLE**

Partner Spotlights
**HERSHEY
EXTERIORS INC.**

**LAKESIDE TITLE
COMPANY**

**TOP 100
STANDINGS**

A photograph of Joanne Young, an older woman with short grey hair and glasses, wearing a light blue long-sleeved top. She is sitting at a table, resting her chin on her hand, and smiling at the camera. She is wearing a watch and several rings. The background shows a home interior with plants and framed pictures.

Joanne Young

Still Closing After All These Years

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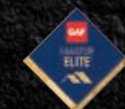
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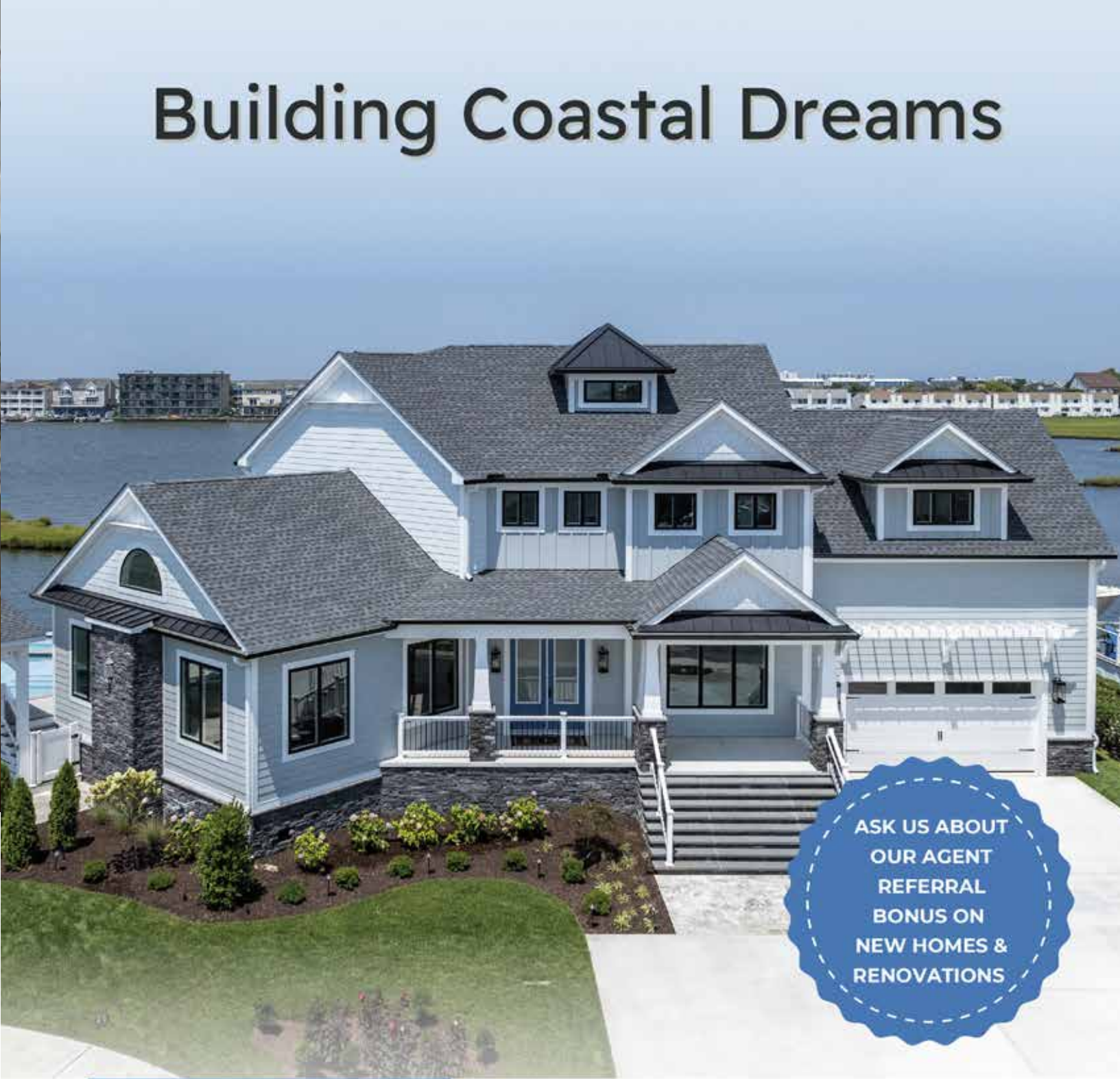
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COVER STORY

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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 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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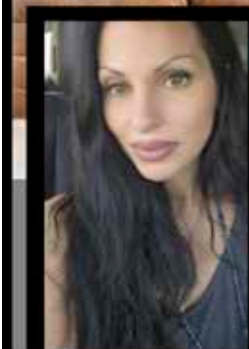


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TYLER HERSHEY

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A **BIG BUSINESS** with a Small Business Feel

BY SUSAN
MARQUEZ
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Tyler Hershey comes from a family of roofers. He grew up learning the business, and when he finished college, he did what came naturally – he did roofing. But Tyler didn't want to answer to anyone else, so he used his financial and managerial base to start his own company, Hershey Exteriors, in 2016. "I did the sales, business, marketing, and I was up on the roofs doing the work."

The company has come a long way in ten years. Roofing, siding, and all that comes with it are the primary services offered, but they also handle most everything on the exterior of a home or commercial building. "We do decks, windows, doors, gutters, and repair storm damage," Tyler says.

Professionalism and industry knowledge are two major factors in how Tyler runs his business. "We are Andersen-certified for doors and windows, and we are GAF Master Elite contractors, which means we can offer warranties others cannot."

"We aim to eliminate the stress by going through the entire process with our customers so there are no surprises. We are basically a big business with a small business feel."

As a family-owned business, Tyler takes pride in being a part of the community. "We are based in Ocean View, and we handle homes and businesses up and down the Delaware and Maryland coast. Our employees are family oriented as well. We shop in the same grocery stores as our customers, go to the same churches, and see each other on the ballfields. We can't do a bad job for someone

and then look them in the face at the ball park. Our reputation is too important to us, and we treat everyone the way we would like to be treated."

Tyler's wife, Krystal, is a school teacher, and they have three children (Emerson, age 9; Elliot, age 7; and Bodhi, age 4) who are all active in sports. "We support several teams with sponsorships, and donated labor for a much-needed building at a t-ball field," Tyler says. "We encourage our employees to be involved in the community." Hershey's general manager, Jeremy Brown, serves on the Millsboro Chamber of Commerce Board of Directors.

Working with real estate agents is something Tyler enjoys doing. "We are sales-oriented, so we understand their world. More often than not, time is of the essence in a real estate deal, so we strive to be responsive." The company prides itself on fast turnarounds. "We can get you a roof replacement estimate within a few hours. The more knowledge we can give to the agents, the more ammunition they have to use in their negotiations."

Understanding that REALTORS® have to deal with inspections, Tyler says Hershey Exteriors provides their expertise in home exteriors. "They can always use us as a backup when needed."

It all boils down to people. "We like to get to know our customers and their needs," says Tyler. "We are family-owned, and we proudly focus on families in our community. With open lines of communication, quick decisions, and rapid turnaround times, we strive to over-deliver. We aim to eliminate the stress by going through the entire process with our customers so there are no surprises. We are basically a big business with a small business feel."



Tyler with his wife Krystal and their 3 kids, Emerson, Bodhi and Elliot



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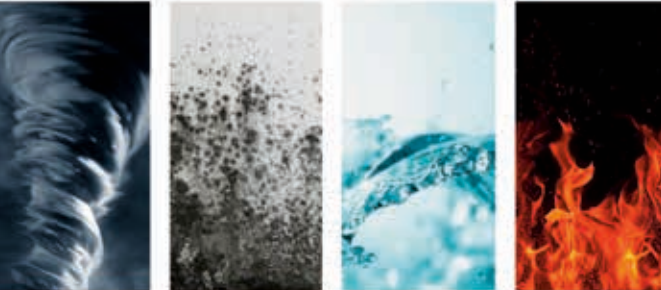
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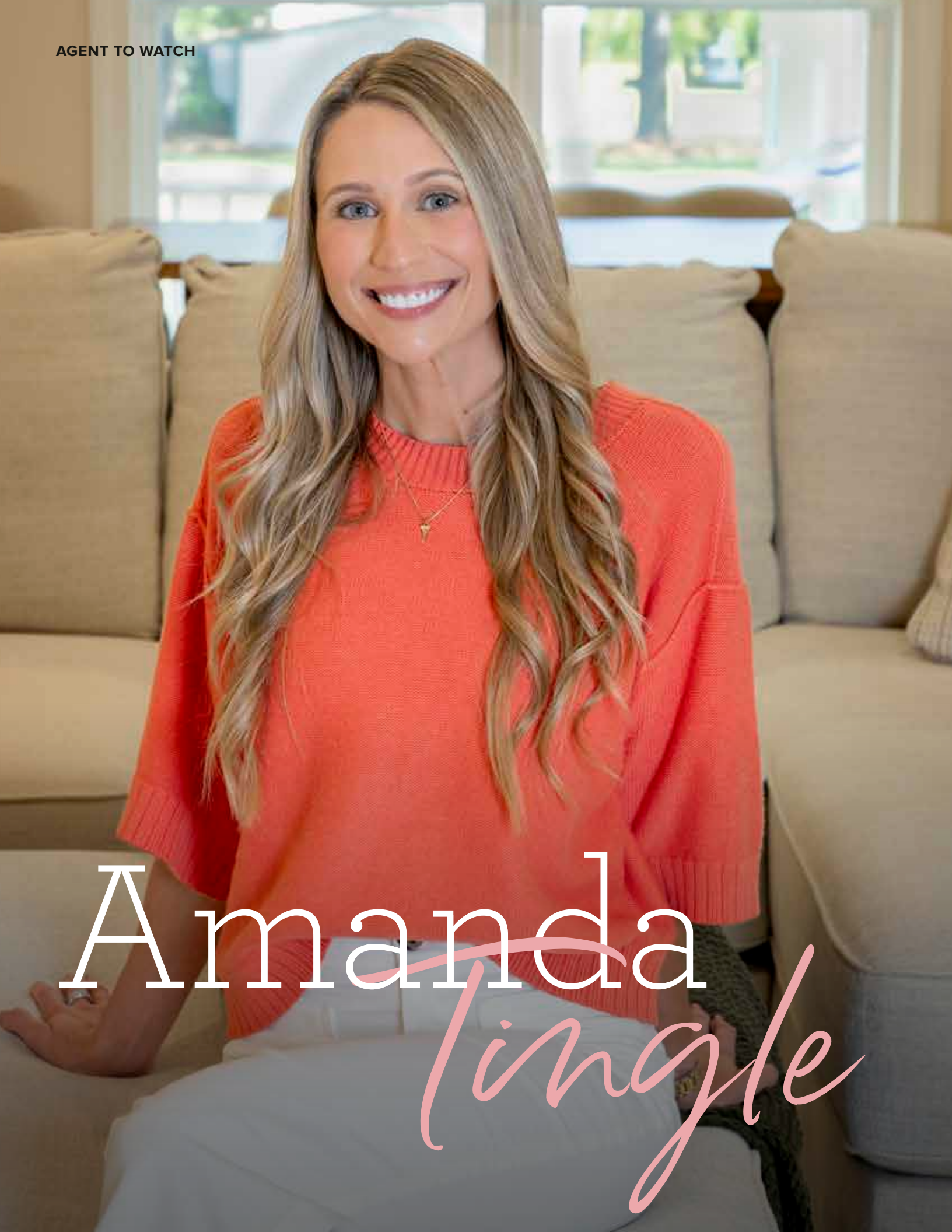
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Amanda Tingle

Trusting the *Journey*

BY SUSAN MARQUEZ
PHOTOS BY ATLANTIC EXPOSURE

Amanda Tingle is a passionate, driven person who knows who she is and where she is going. Looking back, she knows every twist and turn led her exactly where she was meant to be. Today, she's a successful agent with The Harrington Group of Coldwell Banker Realty. While her journey to real estate wasn't a straight one, every step prepared her for the career she was meant to have.

Born in Frederick, Maryland, Amanda moved to the Eastern Shore with her family at age three. It has been home ever since. "I attempted college, but it wasn't for me. I always thought I wanted a career in dentistry, but once I started college, I realized the medical field just wasn't where I belonged."

Over the next decade, Amanda worked in both the restaurant and retail industries. No matter where she worked, one thing remained the same; she built lasting relationships. "I've always put people first. Building relationships has always been the most important part of what I do."

In 2016, Amanda became a property manager for Ocean Aisle Apartments. "I quickly realized how much I loved helping people find a home, and decided real estate was the career I wanted to pursue." When she got her license in 2019, her mindset was to continue working in property management and do real estate on the side.

"Tim Dennis was the first to encourage me to be a Realtor. He told me to go to Coldwell Banker and ask for the manager, Greg." Amanda took his advice, and Greg introduced her to Donna Harrington, believing they would be a great fit.

Amanda met Donna for coffee, and what was supposed to be a quick meeting turned into a two-hour conversation. "We connected instantly. I knew we were meant to work together." Amanda went to work with Donna in April 2019. Still working in property management, Donna encouraged Amanda to leap into real estate full-time. "It was scary. I didn't want to give up my steady paycheck or benefits." After closing her first transaction in July, she realized she had found her calling. Amanda went full-time in August but served tables on nights

and weekends, just in case. Six months later, COVID hit. "The restaurant closed, and that was my backup income. I had no choice but to succeed in real estate."

Amanda embraced the challenge. "I've put my heart and soul into this career. And for seven years, Donna has mentored me, and I truly owe so much of my success to her. She has been a mentor, teacher, team leader, biggest supporter, and is one of my closest friends. When I first met her, she told me I had 'it'. I've spent every day trying to live up to that, and I'm proud to consistently be one of our top-producing team members."



Donna Harrington
and Amanda Tingle

Throughout it all, Amanda's husband, Billy, is her biggest cheerleader. "Even though it was terrifying when I went into real estate full time, he believed in me and knew I could do anything I put my mind to. I'm also very grateful to my family for always being so supportive." Amanda credits much of her work ethic to her grandfather. "My grandfather has always been one of my biggest inspirations. He always told me I could do anything in life, but 'whatever you are, be a good one.' 'I've carried those words with me throughout my life.'"

For Amanda, real estate has never just been about buying or selling houses. "Every client has a story, and I always tell them I'm just a small chapter in it. It's an honor to be trusted with such an important time in their lives. I wouldn't be where I am today without my clients, and I am thankful for each and every one of them."

When not working, she enjoys going to the beach, tending to her flower garden at their new home, and spending time with her four kitties. "This career has completely changed my life. It has blessed me in more ways than I could have imagined, and I will never take that for granted."

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**LARGE ENOUGH
TO SERVE YOU,
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TO KNOW YOU**

BY LAUREN STEVENS
PHOTOS BY ATLANTIC EXPOSURE

Neely James and Diana Dovel

Ask Neely James and Diana Dovel what they want people to understand about Lakeside Title, and they'll tell you their business is about partnership, not just paperwork. As Neely put it, "We're not just the company that handles the paperwork and the logistics. We're really supporting agents and protecting their relationships that they have with their clients, strengthening their relationships in the community. We're problem-solving, creating good experiences in their closings so that their clients remember them."

Lakeside Title, headquartered in Columbia, has been an industry leader for nearly 30 years. Five years ago, they established the Eastern Shore office to support relocation and investment in the area. Diana has been with the office since it opened and Neely recently celebrated her first anniversary with the company. Alongside their colleague, Polly Gebhardt, the three run this newest Lakeside location.

Community is truly at the heart of how the trio run their branch out of Ocean Pines. As Diana put it, "What makes us unique is our deep roots within the community. Many of the people we serve, we know outside of the real estate industry. Not only are they clients, but they and their families are also friends. The closer you are to the people you serve, the better you can serve them."

Neely shared, "My favorite thing is being personal with our clients, forming personal relationships, really being proactive. I just love when our clients and the agents we're working with feel that things are going smoothly, that communication is good."

Lakeside's values of responsiveness, professionalism, integrity, and teamwork are what allow them to consistently deliver for their clients and the agents

they work with. Neely says that the company's robust staff possess a wealth of varied knowledge and experience, and that they all lean on each other. "While it's just me, Diana, and Polly on the Shore, we have such a huge support system," Neely says. "Having the support of a huge legal team, our law firm, all of our administrative staff, we can get answers to questions, we can problem-solve very quickly."

Diana shared another thing that sets Lakeside apart and that she personally feels passionate about—reaching underserved populations. "Our company is owned by one woman and it represents a minority population as far as being a one-woman-owned business. We seek to do closings for people that may not otherwise have access, meaning sometimes first-time homebuyers that have language barriers, that have difficulty accessing technology. We can connect with our diverse team members that speak multiple languages, and we can reach them. For people that can't travel, we can go to them. One of our core values is trying to secure home ownership for people that may not otherwise have that opportunity."

They expect the next five years to bring innovation, change, and challenges, and they intend to lean into it rather than skirt around it. "Lakeside is really at the forefront of making sure that we're growing with those trends," Neely says. But growth won't come at the expense of the personal focus of their business model, as captured in a line that Diana says they repeat like a motto: "Our goal is to always be large enough to serve you, and local enough to know you."

And at Lakeside, local isn't just a buzzword. "We both own businesses here, our children are all out in the community doing great things. We have these massive sort of homesteads between the two of us. So the outreach that goes through all the children and extended family and the business means that we are really touching every part of this community."

The relationship Diana, Neely, and Polly share is something none of them take for granted. As Diana shared, "I have so much gratitude for working with two people that are so dedicated to our success and equally dedicated to our personal friendship."



From left to right:
Roman, Kaia, Reed, Ryan and Neely James.
Diana, John, Johnny, Raelee, Lilly Rego.



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Joanne Young

BY PAT RIPPEY
PHOTOS BY ATLANTIC EXPOSURE

Joanne Young of Compass Real Estate looks back fondly on an idyllic childhood in Berlin MD (fun fact: it was voted America's Coolest Small Town by Budget Travel in 2014). She walked to school, held her dad's hand in the ocean waves, and wore her Sunday best on outings to the Ocean City boardwalk. She hasn't strayed far from her roots, and now lives in Ocean View in a 1950's cedar shake home, with plenty of room for her garden.

When she was just 27 years old, Joanne did something that would shape the rest of her life. She attended what she calls an old-fashioned revival, and fully embraced the faith that would sustain her through everything life would throw at her. It would light her way out of a bad marriage, and help her cope with her son Brad's debilitating stroke when he was a senior in high school. It would see her through a battle with breast cancer, and later a rare angiosarcoma from the radiation treatment. Despite adversity, Joanne found many moments of gratefulness and joy. She recalls meeting her current husband, Michael. "I felt like I hadn't laughed in so many years—and he made me laugh," she says. He took her to Paris for her birthday, a place she'd never imagined she'd go. When her 2-year-old grandson Connor came to live with them when she was 70 (he's now 11), she considered it a great gift. And that is the essence of Joanne—positive and

grateful—right down to her "Be Blessed" vanity plates.

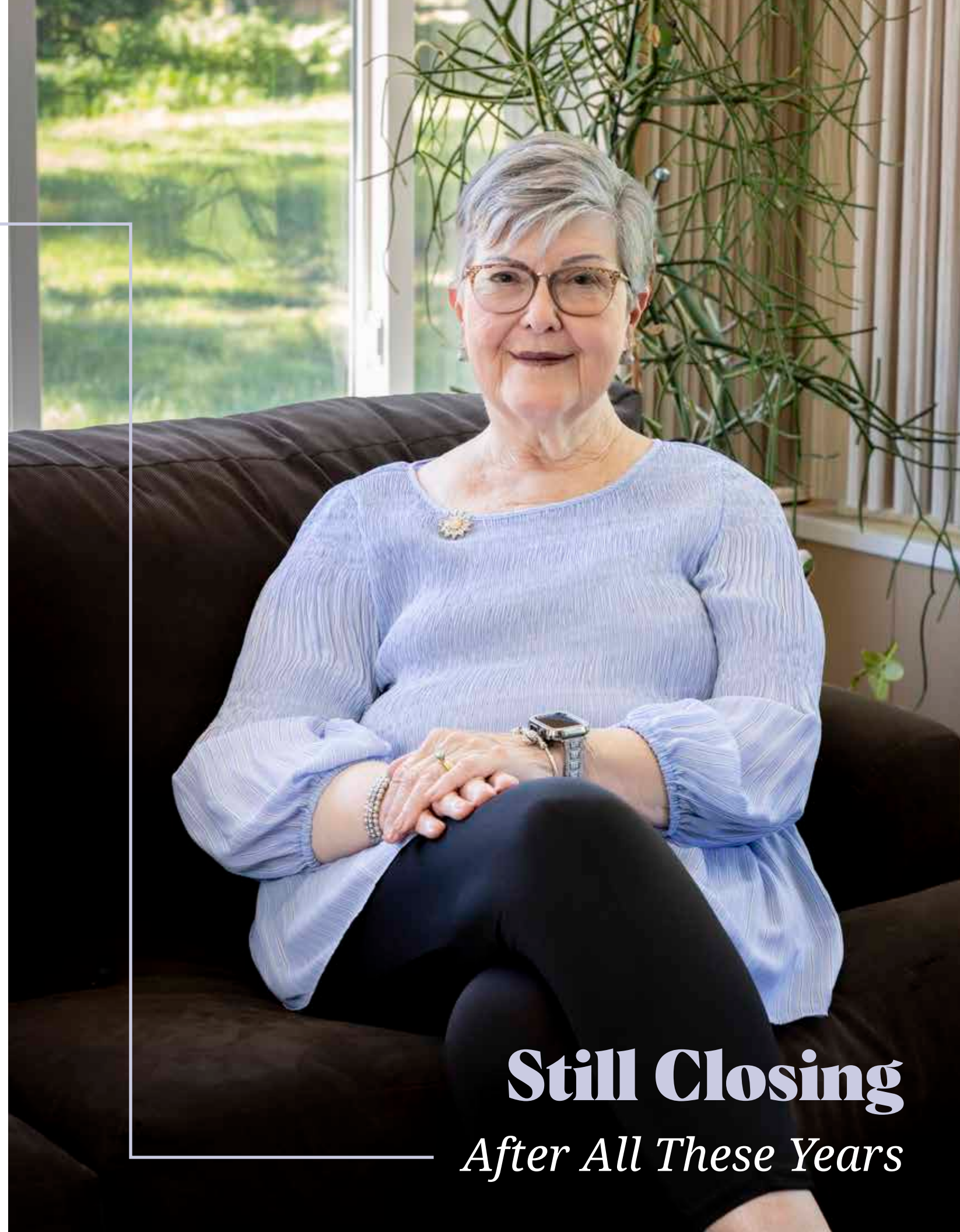
Joanne found her way to real estate through her friend, the late Bonnie Zonko, who promised the hours would be more accommodating than Joanne's job in the motel business. Joanne loved the classes and soon after went to work for Bonnie's company. After joining family-owned Hickman Real Estate, Joanne started working in the Salt Pond development project near Bethany Beach. She remembers on the sales opening day in 1991, people had stood in line overnight in hopes of purchasing one of the nearly 200 lots for sale (out of the 500 that would eventually be built). She wanted one herself, so she paid someone to stand in line for her while she worked in the office. Joanne calls it a realtor's dream; over 100 lots were sold the first day. She would spend the next 20 years selling in that development and living in the community. To this day, much of her business comes

from people she met at Salt Pond.

"People don't care how much you know, they want to know how much you care."

Joanne says she loves the real estate business because she enjoys working with people. "I had maybe two stinkers in 40 years," she jokes. She couldn't be happier with her Buy at the Beach team, and is grateful to Paul Sicari (a Salt Pond contact) for bringing her on. "Everybody gets along," she raves. "There's a lot of laughs." Her contributions are notable; she possesses local knowledge that allows her to share valuable insights into communities and neighborhoods. She is also an experienced negotiator, but strives to become a trusted advisor and friend. She lives by the saying "People don't care how much you know, they want to know how much you care."

After nearly 40 years in real estate, Joanne is well versed in the industry and



Still Closing
After All These Years

“ People don’t care how much you know, they want to know how much you care.”

says her production “is at a comfortable number.” She also recognizes her limitations, and is unapologetic about her reluctance to keep up with the fast-paced technology. After all, she remembers when the agreement of sale was one legal page, and agents carried around the multi-list book (which she says was thick as a phone book) to their appointments. Documents were written by hand and sent through the mail—something today’s agents probably can’t imagine. There were no google maps, so Joanne

would typically drive to a property the day before showing it to make sure she could find it (she admits to having no sense of direction). Joanne has high praise for her team, and relies on them to help with technology like AI, social media, and customer databases; and also to cover for her when Connor has a soccer game.

Joanne calls herself old-fashioned; she and Michael enjoy antiquing and she has a large collection of vintage ladies’ hand mirrors to show for it. She also collects shoe horns (the most prized are

inscribed with obsolete advertising), wooden yardsticks, and oyster shells from places she’s visited. Her favorite quote (attributed to Potter Stewart, former Associate Justice of the U.S. Supreme Court) is tacked to her bulletin board: “Ethics is knowing the difference between what you have the right to do and what is right to do.” Her faith has stuck with her, and she gives back through the prayer ministry at Mariners Bethel Global Methodist Church. Odds are she’s never used a hashtag, but if she did, it would most likely be #beblessed. 🙏



Jenn Jones, Rich Meadows, Joanne Young and Paul Sicari (not pictured - Paul DiCicco)

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TOP 100 STANDINGS • BY UNITS

Individual MLS ID Closed date from Jan. 1 to July 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	172.5	\$130,588,359
2	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	76	\$29,387,060
3	Dustin Oldfather	Compass	57	\$27,892,370
4	Gordon A a Basht	Potnets Homes LLC	48.5	\$11,393,490
5	Ryan Haley	Atlantic Shores Sotheby's International Realty	47	\$22,786,200
6	MICHAEL KENNEDY	Compass	46	\$29,594,566
7	Bethany A. Drew	Hileman Real Estate-Berlin	44.5	\$17,788,893
8	Russell G Griffin	Keller Williams Realty	42	\$17,240,637
9	Erin S. Lee	Keller Williams Realty	38.5	\$8,867,363
10	Debbie Reed	RE/MAX Realty Group Rehoboth	37	\$33,261,241
11	Mary SCHROCK	Northrop Realty	37	\$19,881,645
12	LINDA BOVA	SEA BOVA ASSOCIATES INC.	37	\$6,984,625
13	Matthew Lunden	Keller Williams Realty	36	\$28,561,720
14	LESLIE KOPP	Long & Foster Real Estate, Inc.	32.5	\$45,324,299
15	Darron Whitehead	Whitehead Real Estate Exec.	32	\$11,184,200
16	Rachel Lynn Tarbutton	Potnets Homes LLC	29.5	\$6,244,162
17	Jaime Hurlock	Long & Foster Real Estate, Inc.	28	\$14,007,285
18	Dustin Parker	The Parker Group	28	\$9,310,250
19	CHRISTINE MCCOY	Coldwell Banker Realty	27	\$19,515,836
20	Heather Ann Brummell	Keller Williams Realty	26.5	\$8,869,799
21	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	26	\$15,039,000
22	Nicole P. Callender	Keller Williams Realty Delmarva	26	\$12,324,904
23	Grant K Fritschle	Keller Williams Realty Delmarva	25.5	\$16,915,853
24	Julie Gritton	Coldwell Banker Premier - Lewes	25.5	\$12,322,115
25	Nicholas Bobenko	Coastal Life Realty Group LLC	25	\$12,859,499
26	Donna Harrington	Coldwell Banker Realty	25	\$8,780,446
27	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	24.5	\$13,632,500
28	Marti Hoster	ERA Martin Associates	24	\$9,636,330
29	Debora H Hileman	Hileman Real Estate-Berlin	23.5	\$12,295,688
30	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	23.5	\$8,458,750
31	Valerie P Brown	Coldwell Banker Realty	23.5	\$7,577,700
32	SHAUN TULL	Jack Lingo - Rehoboth	23	\$41,271,497
33	Kimberly Lear Hamer	Monument Sotheby's International Realty	23	\$24,585,269
34	Joseph Wilson	Coastal Life Realty Group LLC	23	\$17,933,000

RANK	NAME	OFFICE	SALES	TOTAL
35	Adam U Monico	Coldwell Banker Realty	23	\$8,482,790
36	Jaasiel C Nunez	Keller Williams Realty	23	\$6,877,999
37	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	22.5	\$14,810,150
38	Ryan James McCoy	Coldwell Banker Realty	22.5	\$11,199,700
39	SUZANNE MACNAB	RE/MAX Coastal	22	\$15,244,499
40	Brigit R Taylor	Keller Williams Realty	22	\$14,023,977
41	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	22	\$13,142,979
42	Meme ELLIS	Keller Williams Realty	22	\$9,098,180
43	Lisa Mathena	The Lisa Mathena Group, Inc.	22	\$8,992,190
44	Kevin E Decker	Coastal Life Realty Group LLC	21.5	\$16,236,850
45	Paul A. Sicari	Compass	21	\$16,701,480
46	PAUL MALTAGHATI	Monument Sotheby's International Realty	21	\$16,318,049
47	Nancy Reither	Coldwell Banker Realty	21	\$15,119,394
48	Phillip W Knight	Northrop Realty	21	\$10,123,889
49	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	21	\$10,063,400
50	Sharon Y Daugherty	Keller Williams Realty Delmarva	20.5	\$11,274,300

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RANK	NAME	OFFICE	SALES	TOTAL
51	Brian K Barrows	Monument Sotheby's International Realty	20	\$16,881,732
52	JAMES LATTANZI	Northrop Realty	20	\$15,001,143
53	Krystal Casey	Keller Williams Realty	20	\$9,350,425
54	Nicole Rose	Keller Williams Realty Delmarva	20	\$8,342,300
55	Patricia Bree Erickson	Patterson-Schwartz-Rehoboth	20	\$7,207,400
56	Charlene L. Reaser	EXP Realty, LLC	20	\$6,689,549
57	AMANDA RYAN	Jack Lingo - Rehoboth	19	\$17,901,207
58	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	19	\$10,863,989
59	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$8,722,900
60	Frances Sterling	ERA Martin Associates	19	\$7,872,500
61	William P Brown	Keller Williams Realty	19	\$6,625,474
62	Robert Payne	RE/MAX Advantage Realty	19	\$6,576,800
63	David M Willman	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$5,422,286
64	Shannon L Smith Hunt	Northrop Realty	18.5	\$13,251,200
65	Chris Jett	RE/MAX Advantage Realty	18.5	\$10,919,450
66	Bogi Szabo	Keller Williams Realty	18.5	\$8,371,925

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67	Tim Arnett	ERA Martin Associates	18.5	\$5,904,330
68	Ann Buxbaum	Northrop Realty	18	\$11,203,620
69	Clinton Bickford	Keller Williams Realty Delmarva	18	\$6,591,700
70	BRIDGET BAUER	SEA BOVA ASSOCIATES INC.	18	\$3,171,125
71	Holly B. Worthington	Worthington Realty Group, LLC	17.5	\$7,707,990
72	R. Erik Windrow	Keller Williams Realty	17	\$10,842,030
73	STACI WALLS	NextHome Tomorrow Realty	17	\$7,880,789
74	Melanie Shoff	Coastal Life Realty Group LLC	17	\$7,812,500
75	ROBIN PALUMBO THOMPSON	Northrop Realty	17	\$6,721,300
76	Nicole Schreiberstein Abbott	Northrop Realty	17	\$5,518,500
77	TONY FAVATA	Elevated Real Estate Solutions	17	\$5,438,050
78	Amy L Coy	Berkshire Hathaway HomeServices PenFed Realty - OP	17	\$5,122,400
79	ADAM KSEBE	Long & Foster Real Estate, Inc.	16.5	\$8,180,016
80	DANIEL TAGLIENTI	Keller Williams Realty	16	\$11,796,205
81	Amy Lynn Betts	Coldwell Banker Realty	16	\$7,275,000
82	Anthony E Balcerzak Jr.	Berkshire Hathaway HomeServices PenFed Realty-WOC	16	\$6,617,935
83	Bertrand R Ferguson	Compass	16	\$5,813,900
84	Diane Sulkovsky	Potnets Homes LLC	16	\$5,297,805
85	Erin Marie Baker	Keller Williams Realty	16	\$4,579,800
86	William Bjorkland	Coldwell Banker Realty	15.5	\$5,820,310
87	Trenace Swaringer	Coldwell Banker Realty	15.5	\$5,166,550
88	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	15	\$13,064,619
89	Chelsea Bristow	Monument Sotheby's International Realty	15	\$11,931,400
90	BILL CULLIN	Long & Foster Real Estate, Inc.	15	\$10,162,540
91	Jimbo Weismiller	Keller Williams Realty Delmarva	15	\$9,336,300
92	Jamie Caine	Coldwell Banker Realty	15	\$7,962,850
93	Shannon Leigh Taylor	Long & Foster Real Estate, Inc.	15	\$7,849,500
94	INESE DONOFRIO	Coldwell Banker Realty	15	\$7,736,050
95	ANTHONY SACCO	RE/MAX Associates	15	\$6,926,265
96	Makayla B Johnson	Northrop Realty	15	\$5,423,900
97	Louis Joseph Amabili III	EXP Realty, LLC	15	\$5,153,767
98	Taylor M Tallarico	Keller Williams Realty	15	\$4,775,700
99	Anthony Matrona	Resort Real Estate	15	\$3,498,000
100	Terence A. Riley	RE/MAX Advantage Realty	14.5	\$11,236,550



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TOP 100 STANDINGS • BY VOLUME

Individual MLS ID Closed date from Jan. 1 to July 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	172.5	\$130,588,359
2	LESLIE KOPP	Long & Foster Real Estate, Inc.	32.5	\$45,324,299
3	SHAUN TULL	Jack Lingo - Rehoboth	23	\$41,271,497
4	Debbie Reed	RE/MAX Realty Group Rehoboth	37	\$33,261,241
5	MICHAEL KENNEDY	Compass	46	\$29,594,566
6	Pamela Price	Berkshire Hathaway HomeServices PenFed Realty	76	\$29,387,060
7	Matthew Lunden	Keller Williams Realty	36	\$28,561,720
8	Dustin Oldfather	Compass	57	\$27,892,370
9	BRYCE LINGO	Jack Lingo - Rehoboth	10	\$25,334,700
10	Kimberly Lear Hamer	Monument Sotheby's International Realty	23	\$24,585,269
11	Frank T. Serio	Monument Sotheby's International Realty	13	\$23,445,275
12	Audrey P Serio	Monument Sotheby's International Realty	12	\$22,996,275
13	Ryan Haley	Atlantic Shores Sotheby's International Realty	47	\$22,786,200
14	Mary SCHROCK	Northrop Realty	37	\$19,881,645
15	CHRISTINE MCCOY	Coldwell Banker Realty	27	\$19,515,836
16	KIKI HARGROVE	Long & Foster Real Estate, Inc.	12.5	\$18,431,219

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RANK	NAME	OFFICE	SALES	TOTAL
17	Joseph Wilson	Coastal Life Realty Group LLC	23	\$17,933,000
18	AMANDA RYAN	Jack Lingo - Rehoboth	19	\$17,901,207
19	Bethany A. Drew	Hileman Real Estate-Berlin	44.5	\$17,788,893
20	Russell G Griffin	Keller Williams Realty	42	\$17,240,637
21	Grant K Fritschle	Keller Williams Realty Delmarva	25.5	\$16,915,853
22	Brian K Barrows	Monument Sotheby's International Realty	20	\$16,881,732
23	Paul A. Sicari	Compass	21	\$16,701,480
24	PAUL MALTAGHATI	Monument Sotheby's International Realty	21	\$16,318,049
25	Kevin E Decker	Coastal Life Realty Group LLC	21.5	\$16,236,850
26	PAUL TOWNSEND	Jack Lingo - Lewes	14	\$15,951,828
27	CARRIE LINGO	Jack Lingo - Lewes	10.5	\$15,322,500
28	SUZANNE MACNAB	RE/MAX Coastal	22	\$15,244,499
29	Nancy Reither	Coldwell Banker Realty	21	\$15,119,394
30	MATT BRITTINGHAM	Patterson-Schwartz-Rehoboth	26	\$15,039,000
31	JAMES LATTANZI	Northrop Realty	20	\$15,001,143
32	Amy J Kellenberger	Berkshire Hathaway HomeServices PenFed Realty	22.5	\$14,810,150
33	CHRISTI ARNDT	Long & Foster Real Estate, Inc.	7	\$14,809,800
34	Brigit R Taylor	Keller Williams Realty	22	\$14,023,977
35	Jaime Hurlock	Long & Foster Real Estate, Inc.	28	\$14,007,285
36	HENRY A JAFFE	Monument Sotheby's International Realty	7.5	\$13,947,750
37	Carol Proctor	Berkshire Hathaway HomeServices PenFed Realty	24.5	\$13,632,500
38	Jennifer A Smith	Keller Williams Realty	11	\$13,470,500
39	Shannon L Smith Hunt	Northrop Realty	18.5	\$13,251,200
40	ASHLEY BROSNAHAN	Long & Foster Real Estate, Inc.	22	\$13,142,979
41	Joseph S Maggio Jr.	Dave McCarthy & Associates, Inc.	15	\$13,064,619
42	Nicholas Bobenko	Coastal Life Realty Group LLC	25	\$12,859,499
43	KIM S HOOK	RE/MAX Coastal	13	\$12,494,850
44	Nicole P. Callender	Keller Williams Realty Delmarva	26	\$12,324,904
45	Julie Gritton	Coldwell Banker Premier - Lewes	25.5	\$12,322,115
46	Debora H Hileman	Hileman Real Estate-Berlin	23.5	\$12,295,688
47	Chelsea Bristow	Monument Sotheby's International Realty	15	\$11,931,400
48	DANIEL TAGLIENTI	Keller Williams Realty	16	\$11,796,205
49	Gordon A a Basht	Potnets Homes LLC	48.5	\$11,393,490
50	Sharon Y Daugherty	Keller Williams Realty Delmarva	20.5	\$11,274,300

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Coastal Real Producers • 43

TOP 100 STANDINGS • BY VOLUME

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

RANK	NAME	OFFICE	SALES	TOTAL
51	Justin Noble	Monument Sotheby's International Realty	6	\$11,267,900
52	Terence A. Riley	RE/MAX Advantage Realty	14.5	\$11,236,550
53	Ann Buxbaum	Northrop Realty	18	\$11,203,620
54	Ryan James McCoy	Coldwell Banker Realty	22.5	\$11,199,700
55	Darron Whitehead	Whitehead Real Estate Exec.	32	\$11,184,200
56	TJARK BATEMAN	Jack Lingo - Rehoboth	7	\$10,974,999
57	Chris Jett	RE/MAX Advantage Realty	18.5	\$10,919,450
58	Timothy D Meadowcroft	Long & Foster Real Estate, Inc.	19	\$10,863,989
59	R. Erik Windrow	Keller Williams Realty	17	\$10,842,030
60	ANN RASKAUSKAS	BETHANY AREA REALTY LLC	5	\$10,790,000
61	JENNIFER BARROWS	Monument Sotheby's International Realty	11	\$10,539,725
62	BILL CULLIN	Long & Foster Real Estate, Inc.	15	\$10,162,540
63	Phillip W Knight	Northrop Realty	21	\$10,123,889
64	AMY HAMER CZYZIA	Iron Valley Real Estate at The Beach	21	\$10,063,400
65	Jonathan M Barker	Keller Williams Realty Delmarva	13.5	\$9,720,000
66	Marti Hoster	ERA Martin Associates	24	\$9,636,330
67	Colby Roy Hook	RE/MAX Coastal	8	\$9,634,950
68	CHRISTINE TINGLE	Keller Williams Realty	13	\$9,582,400
69	Kelly A Johnston	Monument Sotheby's International Realty	6	\$9,518,813
70	Jennifer Jones	Compass	13	\$9,467,590
71	Krystal Casey	Keller Williams Realty	20	\$9,350,425
72	Jimbo Weismiller	Keller Williams Realty Delmarva	15	\$9,336,300
73	Dustin Parker	The Parker Group	28	\$9,310,250
74	Laurie N. Ferris	Iron Valley Real Estate at The Beach	9.5	\$9,277,800
75	Mikaela L Brosnahan	Long & Foster Real Estate, Inc.	11.5	\$9,264,399
76	Tracy L. Zell	Long & Foster Real Estate, Inc.	11.5	\$9,199,872
77	Meme ELLIS	Keller Williams Realty	22	\$9,098,180
78	Molly Bayard Brittingham	Jack Lingo - Rehoboth	9.5	\$9,048,300
79	Elizabeth Kilroy	Coldwell Banker Realty	12.5	\$9,030,202
80	sandra K. Libby	Long & Foster Real Estate, Inc.	6	\$9,022,500
81	Lisa Mathena	The Lisa Mathena Group, Inc.	22	\$8,992,190
82	Heather Ann Brummell	Keller Williams Realty	26.5	\$8,869,799
83	Erin S. Lee	Keller Williams Realty	38.5	\$8,867,363
84	Cindy Poremski	Berkshire Hathaway HomeServices PenFed Realty - OP	14.5	\$8,800,500

RANK	NAME	OFFICE	SALES	TOTAL
85	Vittorio Pasko	Berkshire Hathaway HomeServices PenFed Realty	12	\$8,795,611
86	Donna Harrington	Coldwell Banker Realty	25	\$8,780,446
87	Katherine Cole Snowden	EXP Realty, LLC	9	\$8,739,925
88	Deborah K. Bennington	Berkshire Hathaway HomeServices PenFed Realty - OP	19	\$8,722,900
89	Carol J Materniak	Long & Foster Real Estate, Inc.	8	\$8,670,000
90	COLLEEN WINDROW	Keller Williams Realty	13	\$8,545,940
91	David Litz Jr.	Century 21 Emerald	14	\$8,532,348
92	Adam U Monico	Coldwell Banker Realty	23	\$8,482,790
93	Craig R. Lynch	Berkshire Hathaway HomeServices PenFed Realty - OP	23.5	\$8,458,750
94	Bogi Szabo	Keller Williams Realty	18.5	\$8,371,925
95	Shawn Kotwica	Coldwell Banker Realty	11.5	\$8,365,500
96	Nicole Rose	Keller Williams Realty Delmarva	20	\$8,342,300
97	LINDA MILLIKIN	Monument Sotheby's International Realty	10	\$8,320,350
98	CASSANDRA ROGERSON	Patterson-Schwartz-Rehoboth	11	\$8,207,350
99	ADAM KSEBE	Long & Foster Real Estate, Inc.	16.5	\$8,180,016
100	Jamie Caine	Coldwell Banker Realty	15	\$7,962,850

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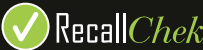
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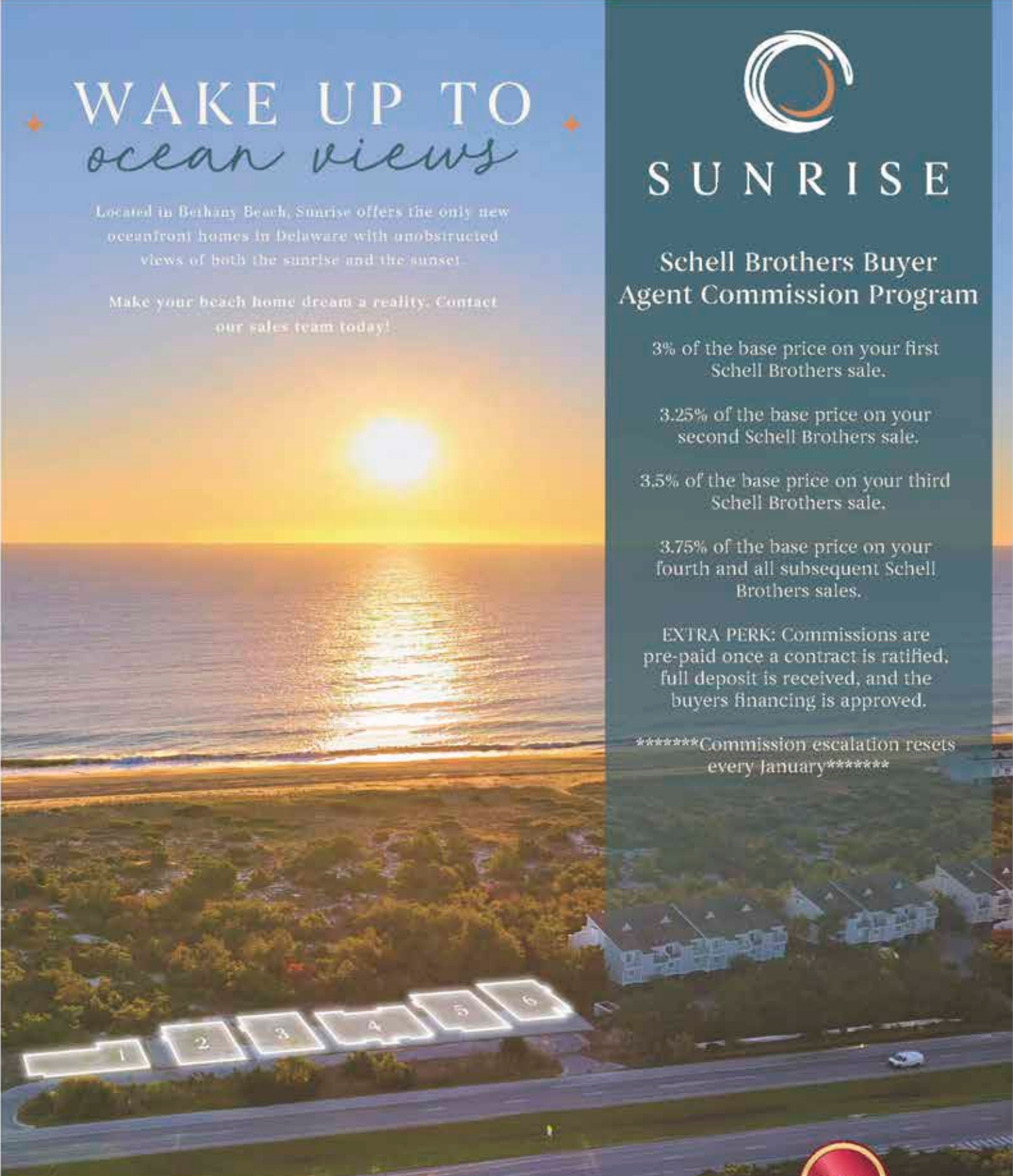
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