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publisher's **NOTE**

By Colleen Rippey

Wow – what a way to end a magical year (thank you, 2019) and start a new tradition – even though it may not be an ANNUAL tradition, it makes no difference, we are seriously tipping our 30 Under 30 caps off to these brilliant and young minds....introducing the first-ever *Baltimore Real Producers 30 Under 30!*

Going back to that warm October day when we did the photoshoot, interviews, drank mimosas and snacked on lunch, you could feel the energy in the room. These young hustlers are ahead of the curve and have surely come to play! If the NAR stats are correct, then in 2018 only five percent of ALL REALTORS® were in this age group.*

Talk about an elite class! We are proud to pay tribute to them.

High-frequency. Aware. Empathetic. Selfless. Impact. Their words, not ours. More than just words, they are calls to action for this group.

Honored. Humbled. Grateful. Passionate. Connection. Contribution. Also their words as well as part of a discipline to serve and do good. We just love that! These guys and gals are bringing nothing less than inspiration and up-leveling

the entire game. They are in a unique position to utilize technology as the industry grows and changes as well. It's an exciting time! For them, and for us all.

With that said, and on behalf of all of us at BRP, we are wishing you a magnificent holiday season filled with all the love, joy and peace you can possibly imagine.

*<https://www.nar.realtor/blogs/economists-outlook/a-dive-into-2018-member-demographics>



With Gratitude,

Colleen Rippey

Owner/Publisher
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30 UNDER 30

cover story ◀

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ALEX LEWIS

28 years old, SP Home Team

▶▶ 30 under 30
By Molly Laurysens

Why did you decide to get into real estate? I planned to go to medical school but right before I took the MCAT, I decided it wasn't for me. I was burnt out. I had a friend who just got into it, so I decided I'd do this until I figured out what I really wanted to do. This stuck.

What does success mean to you? For me, it's when you achieve the life that you want to live.

Projected sales this year? \$10 million.

What are you most excited about in your life right now? Work. I'm part of a smaller team and we are taking on new agents and I'm taking on more of a mentor role with them. It's been fun.

What things do you do to keep you grounded/centered/sane? I play a lot of golf.



When are you at your best? I'm at my best when I'm up early in the morning at the office, typically that's when I'm most productive.

How did your challenges shape who you are today? In the beginning, my parents were like, what the heck are you doing, you were going to be a doctor and now you are going into a 100% commission job? I'm always going to bet on myself.

What motivates you? I have a lot of friends in the business but not many of them are REALTORS®. We are all successful and we compare numbers, it's a friendly competition.

Who has helped you get to where you are? My parents. Plus, there's been a number of successful older, wiser agents – I owe my success to them.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? You can't stop, you have to hustle.

Fast facts:

Bucket list item? Play golf in St. Andrews in Scotland.

Book/podcasts? Book: *Compound Effect* by Darren Hardy. Podcast: *Pardon My Take*.

Guilty pleasure? Ben and Jerry's Milk and Cookies ice cream.

Favorite karaoke song? "Careless Whisper" by George Michael.

Habit that you want to shake? I drink too much soda.

If you were going to write a book about yourself, what would you call it? You Never Know Where You Will End Up.

If you could have a two-hour conversation with one person, dead or alive, who would it be? My grandfather.

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ASHTON Drummond

30 under 30 ◀◀
By Katie Moore

26 years old, REALTOR® at The SURE Sales Group of RE/MAX Sails

Why did you decide to get into the real estate industry? While I always had a thing for real estate and interior design, I kind of stumbled into it. I used to work at a marketing agency and one of my colleagues had left and recruited me to handle the marketing for a team at KW. After about a year or so, I was sick of being stuck behind the desk and decided to take the plunge into being an agent myself. Best career decision I've made.

What does "success" mean to you? Success is freedom in all aspects of your life. Ability to do what you want, when you want. Living life on your terms.

What are you most excited about in your life right now? I just got married, so the whole process of planning the wedding and the honeymoon were all the excitement of this year. Now, I'm excited to shift my focus to investing into real estate and continuing world travels with my now-husband!

When are you at your best? After coffee. Just kidding... Professionally, I'm at my best when I truly feel the impact I'm making in helping my clients achieve their real estate goals.

What drives/motivates you? I'm super competitive so I'm always trying to beat where I was last month/year/etc. My team is also uber-competitive, so I'm always trying to compete with those on my team.

Who has helped you get to where you are? My team (SURE Group) has been there to elevate me to where I am today. My mentors Matt Pecker, Joe Sachetti, and Andrew Udem have all been instrumental to my success.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Business is won in the follow-up. It's as simple as that.



Fast facts:
Bucket list item? Write a book.
Book/podcasts? *The Compound Effect*, *Bigger Pockets*.

Favorite karaoke song? "Sweet Child O' Mine."

Habit that you want to shake? Stressing about the little stuff.

If you were going to write a book about yourself, what would you call it? Just Send It.

Name something you can't live without? Pizza.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Ryan Serhant.

What is your theme song for life? "Tubthumping" by Chumbawamba.

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AUSTIN CARROLL

By Katie Moore

▶▶ 30 under 30

26 years old, Keller Williams Flagship, Owner of Blue Key Real Estate

Why did you decide to get into the real estate industry? I grew up on a farm so I learned how to do so much with my hands. I graduated from college and interned with Ryan Homes and thought I could take my construction skills and put them to use here and by chance ran into the Menkiti Group of Keller Williams Capital Properties. I started on the real estate development side there, eventually I bought my own house, renovated it and rented some of the rooms out. It was a great investment and some of my buddies

were like, “How did you do that?” I thought, I should get my license so I can teach them and sell them a great investment and haven’t turned back since. I love that as an agent I can teach clients how to build wealth through real estate. I bought my first house at 21, my first rental at 23 and then I partnered with Brentin Hess and grew my portfolio to 62 units.

What does “success” mean to you? It is about reaching your potential.

What are you most excited about in your life? I’m getting married! Also, I’m crossing a threshold with my real estate business and rental business where they are ready to take off.

What things do you do to keep you grounded/centered/sane? Excel spreadsheets. It comes back to the numbers. It’s comforting to go back to the spreadsheets.

How did your challenges shape who you are today? Every challenge makes you innovate and that’s one of my favorite parts, I wouldn’t have had to come up with the creative solutions I now use regularly in my life if not for challenges.

What drives and motivates you? Teaching, helping others and being creative. There is so much artistry to both being a real estate agent and buying/renovating rentals.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Find your passion.

Fast facts:

Podcasts? *Tim Ferris Show* and the *Ed Mylett Show*.

Guilty Pleasure? Board games.

Favorite karaoke song? Anything by Justin Timberlake.

If you were going to write a book about yourself, what would you call it? *The Precarious White Spaces of Austin Carroll*.

Name something you can’t live without? Callai (fi-ancé), green drink and real estate.

What is your theme song for life? “Stayin’ Alive.”

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BECCA RAVERA

29 years old, ExecuHome Realty

By Molly Lauryssens

Why did you decide to get into real estate? It allows me to help people reach their American dream of homeownership and truly have the freedom to do the things I love.

Units Sold: 283 in career.

What are you most excited about in your life right now? I'm really excited about how much my business has grown. Also, my husband and I are considering starting a family next year.

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What things do you do to keep you grounded/centered/sane? It's important to carve out time for yourself and just breathe.

When are you at your best? I am at my best when I'm completing all my tasks, hitting my deadlines and keeping my clients happy; I can come home and say I really nailed it today!

Favorite part of your day and why? I'm an early riser so I love waking up before the rest of my family, having me time, drinking coffee and mentally preparing myself for the day.

How did your challenges shape who you are today? My parents started a carpet company and it eventually failed. With success, I'm terrified I'm going to go down that same path, so I've studied what not to do from their experiences.

Who has helped you get to where you are? My aunt, she has always been my heart and soul. She encouraged me to do what makes me happy. Plus I come from a family of entrepreneurs- it's in my blood.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? I truly believe in the law of attraction, whatever you put out there comes back tenfold. Put the [good] energy out there and that's what will come back to you. If you believe you will succeed, you will. If you believe you'll fail, you will.

Fast facts:

Bucket list item? Bungee jumping.

Book/podcasts? Book: *50 Shades of Grey*. Podcast: *Crime Junkie*.

What is your theme song for life? "X Gon Give it to Ya" by DMX.

Name something you can't live without? This is embarrassing — I have a blankie. His name is Mr. Blanks and he goes everywhere with me.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Frank Sinatra.
Habit you want to shake? Sometimes I'm too hard on myself.

Brad MORSBERGER

26 years old, Keller Williams Realty Centre

Who has helped you get to where you are today? My parents, Jeff and Shirley.

What words of wisdom would you like to impart for the next generation of agents?

Just work hard and show up, that's a lot of it. Always be open to learning from the people who have done it before you.

Fast facts:

Bucket list? Travel more, go to Greece with my girlfriend, Katie.

Favorite books or podcasts? Any business-related book or podcast. Currently reading *The Millionaire Real Estate Agent* by Gary Keller. My favorite book is *The Great Gatsby*.

Guilty pleasure? Desserts - whatever the best one on the menu looks like.

Theme song? "Don't Stop Believing" by Journey.

If you were going to write a book about yourself, what would the title be? *The Hardest Worker in the Room*.

Habit you want to shake? Staying up late.

Can't live without? Cell phone.

If you could have a two-hour conversation with one person, dead or alive, who would it be?

My grandfather.

What did you want to be when you grew up? By the age of 15, I knew I wanted to get into real estate. Prior to that, a police officer.

Why did you decide to get into real estate? My whole life my father kept telling me I should get my license because I was good with people. He was an investor. So I got in when I was 21 years old and started as a sales administrator.

What does success mean to you?

Setting goals and accomplishing them. Just getting better every day, as a person and a business owner.

Sales last year? \$5.7 million in volume. This year is surpassing that.

What are you most excited about in your life right now? The momentum that my business has and the feeling that I still have a lot that I want to accomplish.

When are you at your best? When I'm working. I enjoy working and I enjoy working with people.

What kinds of things do you do to keep you grounded, centered and sane? I play golf.

How have your challenges shaped who you are today? Every challenge is a learning experience, and not a failure. I'm younger in the business but I have an optimistic outlook on things.

What drives you? Making my family proud of me and most definitely my parents.



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Brentin HESS

By Molly Laurysens

26 years old, Keller Williams Flagship

Why did you decide to get into real estate? I had a government job and the lack of meritocracy/impact constrained me. I was looking for other avenues and my parents own and operate Keller Williams Flagship, so I got my license at 19. Then I asked for their advice and they said do what they never did, invest. That ended up becoming my passion and career (100 plus flips/wholesales and current co-owner of 44 rentals).

What does success mean to you? Being able to financially afford to follow my passions in work and life.

What are you most excited about in your life right now? I coach and mentor clients while they complete their first three flips. I am most excited for them to finish their flips and go on to surpass where I am with investing.

What things do you do to keep you grounded/centered/sane? Hanging out with friends, family, and fiancé, Mackenzie Parks. Also, playing and watching sports.

When are you at your best? I believe when I'm teaching, leading, investing, and problem-solving.

How did your challenges shape who you are today? My bandwidth for challenges continues to improve. I've made a lot of mistakes, and continue to do so—it gets easier, it's all growth.

Who has helped you get to where you are? I'm extremely thankful for Wendy and Barry Hess, Austin Carroll, John Newman, Mark Owens, Jen Schiff, Seth Campbell, Bo Menkiti, Stu Schmidt, Brent Wade, Steve Cavanaugh, Mackenzie and many more. Oh, and my sister,

Brianna Diaz, who taught me cursive, how to fight, and how to be an amazing uncle to Leah and Cody.

Fast facts:

Bucket list item? To see every OAR concert on each of their tours.

Book/podcast? *5 Second Rule* by Mel Robbins; Podcast: *Bigger Pockets*.

Habit that you want to shake? I get bored with consistency.

If you were going to write a book about yourself, what would you call it? Relationships First, Everything Else Second.

Name something you can't live without? Mackenzie.

If you could have a two-hour conversation

with one person, dead or alive,

who would it be? Lisa Parks (cancer sucks).

What is your theme song for life?

I Go Through by OAR.

What did you want to be when you grew up? Once I realized I wouldn't make it in the

NBA, I wanted to be a CFO for a large organization.



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COURTNEY ZETTLEMOYER

30 under 30 ◀◀

By Molly Laurysens



30 years old, The Christina Elliott Team of Keller Williams Integrity

Why did you decide to get into real estate? My previous 9-5 job wasn't fulfilling me or allowing me to create the life I had always envisioned for myself. I love working with people and have always been interested in real estate so I decided to make the career change and jump right into the business.

Sales this year? Projecting 56 units at about \$20 million.

What does success mean to you? Finding the perfect balance and systems to continuously increase your production without decreasing time spent with my husband, family, and friends.

What are you most excited about in your life right now? Planning our next adventure. My husband and I love traveling the world.

What things do you do to keep you grounded/centered/sane? Set aside "me" time daily. I take an uninterrupted spin class every morning.

Favorite part of your day and why? The evening when I get to relax with my husband.

How did your challenges shape who you are today? I became a problem solver and goal-driven. I love the challenge. I was the first person in my family to attend college. If I set a goal, I will be sure to find a way to accomplish that goal.

What motivates you? I am visual; I create a vision board with my goals on them coupled with a vacation [because we love to travel]. I like a daily reminder of my progress and knowing if I hit that goal I get that trip.

Who has helped you get to where you are? Christina Elliott.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? Be intentional with your time.

Fast facts:

Bucket list item? Go to an elephant sanctuary in Bali.

Guilty pleasure? Watching *Real Housewives*.

Habit that you want to shake? Biting my nails.


If you were going to write a book about yourself, what would you call it? *Eat, Sell, Love: One Woman's Journey for Everything Across Baltimore, Maryland and the World.*

Name something you can't live without? My dog, Merlot.

If you could have a two-hour conversation with one person, dead or alive, who would it be? My grandmother.

What is your theme song for life? "Work It" by Missy Elliott.

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DAN COHEN

29 years old, Northrop Realty

By Molly Laurysens

Why did you decide to get into real estate? I got into real estate because of the endless opportunities. It was really for investment purposes at first, I never intended on being a REALTOR®.

Sales from last year?
\$12 million.

What does success mean to you? It's waking up with purpose and striving for more. Success could be losing 10 pounds or making \$3 million in a year, it's fulfilling a goal.

What are you most excited about in your life right now? I'm really excited about finding my bigger purpose and finding my why and what I'm after, as well as building that passive income and generational wealth.

What things do you do to keep you grounded/centered/sane? I love working out, lifting weights, running or playing basketball every Tuesday and softball every Friday. I just got married so I love going out to dinner with my wife, Jenna.

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30 under 30 ◀◀

When are you at your best? In the morning.

Favorite part of your day and why? Feeling exhausted, both physically and mentally at the end of the day, knowing I gave it my all.

How did your challenges shape who you are today? If it wasn't for my challenges, then I would not be who I am today or have the skill sets I have.

What motivates you? At first, it was to prove people wrong. People were like okay, so you are really going into real estate, that's a tough industry. That was my first driver. It's changed over time and now it's to make a difference and solve problems.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? Focus on adding value to people and solving problems.

Fast facts:

Bucket list? I want to break 80 in golf.

Books/podcast?

I'm a podcast guy:

Joshua Smith
GSD (Get Shit Done) Mode.

Then it all came full circle when I got to be on his show.

Guilty pleasure? I love my desserts and playing Madden; I'm a child at heart.

I grew up playing football which taught me about discipline, mental toughness and leadership.

If you were going to write a book about yourself, what would you call it? *The Purposeful Growth.*

Name something you can't live without?
Jenna.

What is your theme song for life? "One Man Can Change the World" by Big Sean.



Elaina Bellas

30 under 30 ◀◀

29 years old, Keller Williams Integrity By Molly Laurysens

Why did you decide to get into real estate? I decided to get into it because I have two sons, 4-year old Kai and 2-year-old Dax, and I needed flexibility. That's the best part about being in real estate, I can go home if my kids get sick. Plus my sister is in real estate and started a great company.

Sales this year? I sold 32 units this year, double from my first year.

What does "success" mean to you? Success means happiness. Happiness for me is my kids are happy and healthy and we can do things we weren't able to do before. I want them to travel and explore and experience things. Success is also being in this magazine; BRP was on my vision board!

What are you most excited about in your life right now? I'm so excited to be launching my solo agent career. This last year, I became a solo agent. I set goals that were seemingly unattainable and I'm on track to hit them. It feels amazing!

Favorite part of your day and why? When my kids go to sleep. [Laughs] Really, they are my everything.

How did your challenges shape who you are today? They've made me relatable and given me a platform. I deal with people who have their own challenges, and, in this industry, you wear a lot of hats – psychologist is one of them. If you can relate to people in their struggles, then that can only help them more.

What motivates you? My family.

Who has helped you get to where you are? My sister, Giovanna Bellas and brother-

in-law, Ian Carmichael; my significant other, Chad Holsey, and my mother and father, Jan and John Bellas.

Fast facts:

Bucket list item? Going to Las Vegas and flying in a helicopter over the Grand Canyon.

Guilty pleasure? Pizza.

Favorite karaoke song? This is How We Do It by Montell Jordan.

Habit that you want to shake? Starting my day late.

If you were going to write a book about yourself, what would you call it? If I Can Do It Anyone Can.

Name something you can't live without? My children.

If you could have a two-hour conversation with one person, dead or alive, who would it be? My grandmother.

What did you want to be when you grew up? I wanted to be a singer.



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GATES Blair

30 under 30 ◀◀

29 years old, Monument Sotheby's International Realty

By Molly Laurysens

Why did you decide to get into real estate? I left college and started commercial real estate and property management and wanted to work the leasing side...I had a friend in the business. And I used to do a little bit of photography on the side and he said we'd love to have a photographer at our office, so I started working there and then got my license.

Sales this year? \$15 million projected.

What does success mean to you? I have two little girls, 20-week-old Rivers and 3-year-old Banner and a wife, Victoria. Success is providing for my family and making sure everybody is happy.

What things do you do to keep you grounded/centered/sane? I wake up early with our youngest, and that helps my wife. Then I play squash every morning. By 7 am, I'm ready to go.

Favorite part of your day and why? I try and pick my oldest up from preschool around 4 and we have some one-on-one time. We usually go to the driving range or the park with our dogs (both Labs) 8-year-old Hank and 6-month-old Jerry.

How did your challenges shape who you are today? When I first started I was terrified of making

a contractual error that would leave me in a bad situation. Now I set myself up with deadlines so that doesn't happen.

What drives you? My family.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? When you first start out, stick with it! If you have a passion for this, it can really pay off.

Fast facts:

Bucket list item? Me and Victoria have roots in Scotland and would love to go there.

Book/podcasts? I'm a huge fantasy football guy so I listen to a lot of those podcasts. I read a lot of historical fiction.

Guilty pleasure? I have way too many hobbies like golf, squash, hunting and fishing.

Habit that you want to shake? I tend to scroll on my phone when I have a free second.

Something you can't live without? Fly fishing.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Tiger Woods.

What did you want to be when you grew up? An oceanographer – I was obsessed with the ocean.



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30 under 30

By Molly Lauryssens

Why did you decide to get into the real estate industry? I grew up in the industry. My grandmother, Elaine was the first, and then my dad (Creig) got into it in his 20s. He saw Elaine's success and became obsessed and we've seen that take off. I liked that high-frequency banter they had and wanted to check it out for myself.

Sales this year? \$11.5 million projected.

What does "success" mean to you? It's not only closing more deals but having a successful sale from start to finish. I think this job is rewarding in that you are playing such a big role in people's lives, so to see them happy from start to finish—that's success.

What are you most excited about in your life right now? Learning every day. Once you start to think you know more than you need to, you learn something else.

What things do you do to keep you grounded/centered/sane? I'm a runner so if I'm ever worked up about something, I will just go for a run and clear my head, I'm more levelheaded.

What drives you? A lot of people like to say I have big shoes to fill, so that is kind of in the back of my head at all times. I try not to let that get to me. Northrop Realty is growing at a rapid pace and that really excites me. Also, it doesn't hurt that I just bought a house in Canton. Having a mortgage payment is a big motivator.

Who has helped you get to where you are? Honestly the entire Northrop Realty family. From day one everyone was always willing to help out and help me grow. I grew up with one of the best mentors (Creig). When I first started, I shadowed him on a few listing appointments and it was extremely impressive. I picked up on a few things for sure.

Fast facts:

Bucket list item? I have 25 countries so far I want to visit; I'd start with Ireland.

Podcasts? *The Brian Buffini Show* and *School of Greatness*.

Guilty pleasure? Banana cream pudding.

Favorite karaoke song? "Mr. Brightside" by The Killers.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Me 10 years from now.

What is your theme song for life? "Whatever It Takes" by Imagine Dragons.



JAKE NORTHROP

24 years old, Northrop Realty

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Jessica DULANEY (NONN)

30 under 30
By Katie Moore



**29 years old,
REALTOR®
at The
W Group
of Next
Step Realty**

When are you at your best? At 8am when I've just completed a workout at BeMore Boot Camp. I feel energized and ready to take on the day.

How did your challenges shape who you are today? I'm an abstract thinker. I'm not going to take no for an answer. I'm not going to give up and I'm going to find a solution.

Who has helped you get to where you are? My family. My dad was my coach and taught me not just about sports but life lessons as well.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Give it 110%. Never give up. Come into the day every day ready to go. Take the bull by the horns. You've got to put yourself out there and don't let the setbacks take you down. Smile and move on.

Fast facts:

One Bucket list item? I have to go to Thailand.

Podcast? Tom Ferry.

Favorite karaoke song? "Pour Some Sugar on Me."

If you were going to write a book about yourself, what would you call it? Nothing Can Stop Me I'm All The Way Up.

Name something you can't live without? Ice cream.

If you could have a two-hour conversation with one person, dead or alive, who would it be? My Mom-Mom. I dream about her all the time.

What did you want to be when you grew up? A teacher.

Why did you decide to get into the real estate industry? I really feel like I connect well with people and all people. Real estate is a career where your job is to communicate, problem-solve, and educate people through the process. I enjoy all of that.

What does "success" mean to you? Being the best version of yourself and giving off that to others to bring out the best in them.

What are you most excited about in your life? To marry my best friend Erik DuLaney and the fact that we are building a house in Annapolis. I am very excited about the next chapter of our lives together.

What things do you do to keep you grounded/centered/sane? My close-knit family keeps me grounded. I can call my dad anytime day or night and he will be able to bring me back to level. We all have each other's backs no matter what.

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Jessica PATTERSON

30 under 30 ◀◀
By Katie Moore

27 years old, Advantage Title Company

Why did you decide to get into the title industry? I started as a receptionist and I stayed because I really love supporting agents. I love the culture and I love the industry.

What does "success" mean to you? Making a difference in as many people's lives as I can.

What are you most excited about in your life? This baby is definitely at the top of the list (Jessica is pregnant with her first baby, a boy due on December 10). Followed shortly thereafter by being able to drink again.

What things do you do to keep you grounded/centered/sane? I horseback ride. I own a farm and I teach kids how to ride, we named it ReWire Riding.

When are you at your best? When I have a purpose. And a goodnight's sleep.

Favorite part of my day? Early early morning. Because it is quiet.

How did your challenges shape who you are today? I learned to be flexible and very innovative. I am exactly where I need to be.

What drives and motivates you? Helping people. And family.

Who has helped you to get where you are? My mom.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Listen to what people before you have done. Their experience and knowledge are invaluable. Always be edu-

cating yourself, that is something no one can take from you and it will set you apart from the crowd.

Fast facts:

Bucket List item? Mounted archery where you shoot bow and arrow off of a horse and to go to Africa.

Books/Podcast? *My Favorite Murder* and my favorite books change all the time.

Guilty Pleasure? *American Horror Story* and cinnamon rolls, Pillsbury, undercook them for eight minutes.

Favorite karaoke song? "Call Me Maybe."

If you were going to write a book about yourself, what would you call it? ReWire.

Name something you can't live without? My dog, Duke. And my husband Josh.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Amelia Earhart. I want to know what happened to her and also what made her want to cross the ocean because that seems terrifying and be the first woman to do so.

What did you want to be when you grew up? A veterinarian.



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\$100,000	\$18,587	\$15,207	\$36,587
\$110,000	\$20,446	\$15,478	\$38,446
\$120,000	\$22,304	\$15,748	\$40,304
\$130,000	\$24,182	\$16,022	\$42,182
\$140,000	\$26,156	\$16,309	\$44,156
\$150,000	\$28,129	\$16,596	\$46,129
\$160,000	\$30,102	\$16,884	\$48,102
\$170,000	\$32,075	\$17,171	\$50,075
\$180,000	\$34,049	\$17,459	\$52,049
\$190,000	\$36,022	\$17,746	\$54,000
\$200,000	\$37,995	\$18,033	\$54,000
\$210,000	\$39,968	\$18,321	\$54,000
\$220,000	\$41,941	\$18,608	\$54,000
\$230,000	\$43,915	\$18,895	\$54,000
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JOSH TESSIER

29 years old, REALTOR® at the Lee Tessier Team of Tessier Real Estate

By Katie Moore

Why did you decide to get into Real Estate? I went to college for six or eight months and stopped to do door to door vacuum sales. After a few months of door-knocking from 8am-8/9pm, I changed courses and worked at Best Buy. During this time, I was also doing couriering for our office, I was avoiding at all costs the idea of getting into Real Estate as a career. I wanted to have a life and not be tied to my phone all the time. My dad put a foot in my ass and told me I needed to take the classes and get my license. We do a ton of training and I started to hone in on the idea of controlling my time. If I managed it well, I could enjoy my life on an entirely different level. Eight years later and I'm glad I made the decision to stick with it. I help run our team of 25+ people. This year we will help 500-525 families buy or sell a home, so it's been a great growth experience.

What does "success" mean to you? Ultimately being happy in life. Zig Ziglar said, "You will get all you want in life if you help enough other people get what they want."

What things do you do to keep you grounded/centered/sane?

I like to do CrossFit and shoot guns with my friends. I enjoy the cold weather so being outside is always good to me.

Favorite part of the day and why? After 3pm. My brain kicks into gear pretty heavily around that time.

Who has helped you get to where you at?
My father, Lee Tessier.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Don't be afraid to fail. Be humble, work your ass off, learn as much as you can, and find yourself a mentor. If you cannot find one, then re-read this magazine because there are 30 of them right here.

Fast Facts:

Bucket list item: Two weeks throughout Asia.

Book/Podcast: *Extreme Ownership* by Jocko Willink and Leif Babin.

Guilty Pleasure: Whiskey and a cigar outside looking at the stars.

What would you call a book about yourself? Get Over It.

What did you want to do when you grow up? I considered being a lawyer until I realized the amount of school needed.



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JULIA Neal

▶▶ 30 under 30

**29 years old, REALTOR®
at Red Cedar Real Estate** By Katie Moore

Why did you decide to get into the real estate industry? I wanted to help people!

What does “success” mean to you?

Whole life happiness where I’m able to support myself and my family, take time for self-love and adventure and to make a positive impact.

What are you most excited about in your life right now?

Starting a family with my husband Chris and starting a new business with my colleague, Shannon, to influence others in a larger way. We are building a business to help other small businesses reach their goals.

What things do you do to keep you grounded/centered/sane?

I’m big on self-love and a morning routine including daily exercise and yoga, I just got a new Peloton bike that I love. I also love spending time with loved ones including my dogs, Hunter and Lilly.

When are you at your best?

When I start my day with my morning routine and stay intentional with my life and goals.



Who has helped you get to where you are? I wouldn’t be where I am today without my amazing and supportive husband who pushed me to get my real estate license. I have also had some wonderful mentors throughout my career including my first, Janet Garinther.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Being in real estate is a big responsibility and opportunity where the possibilities are endless. We aren’t just sales agents, we are professionals and small business owners. We can be the difference between our clients’ failure and success. We have the power to change our own lives and the lives of others. Always start with your why, lean in with your purpose and surround yourself with like-minded people that are going the places that you want to be. The journey won’t be easy, but I promise it will be worth it.

Fast facts:

One Bucket list item? Spend 6 months traveling around the world.

Books/Podcasts: *You are a Badass*, *Girl Wash Your Face*, *The Rise Podcast*, *Miracle Morning*.

Theme song for your life? “Not Afraid,” Eminem.

If you were going to write a book about yourself, what would you call it? It Only Could Have Happened This Way.

What did you want to be when you grew up? A doctor and a mom.

KAITLIN VanHorn

30 under 30 ◀
By Molly Laurysens

29 years old, EXIT Results Realty

Why did you decide to get into real estate? I lived in Ocean City after college and thought about it then, but put it off. When I moved back home I got a typical 9-5 job, a few different sales jobs, and one day I realized this isn’t me. So I quit my job and jumped right in.

Sales last year: 11 units and lots of rentals in my first year.

What does success mean to you? When you have your mind set on something and you go get it. You don’t have to be the best or be number one, but if you have a goal and achieve it, that’s success.

What are you most excited about in your life right now? The future. I’m at the point in my life where everyone around me is getting married and having kids.

What things do you do to keep you grounded/centered/sane? I give myself time off now. When I first started, I’d be nonstop

answering emails and work trying to find a lead. I would get exhausted and lose motivation.

When are you at your best? I just came off my best month and now this (being named in the 30 Under 30) — it’s awesome!

How did your challenges shape who you are today? Since I was 16 years old, I’ve had two jobs. Still to this day, I’m hustling. I bartend once a week



on Friday nights at Pub Dog in Federal Hill.

What drives you? The future. I want to start a family and provide a stable and rewarding life for them.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? Going from a salary to finding your own income was stressful. But you have to power through. If you can get through the bad times, it’s definitely worth it.

Fast facts:

Bucket list item?

Travel to all states on a road trip.

Guilty pleasure? Reality television.

Habit that you want to shake? Don’t want to be on my phone so much anymore.

If you were going to write a book about yourself, what would you call it?

My Indecisive Life.

If you could have a two-hour conversation with one person, dead or alive, who would it be?

Ellen DeGeneres.

What is your theme song for life? “Don’t Stop Believing” by Journey.



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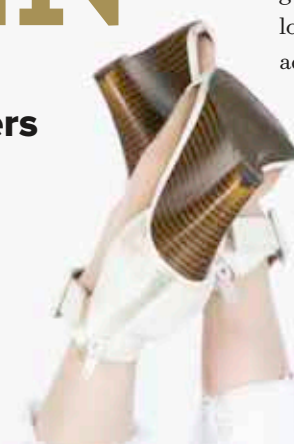
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Kathryn GREEN

25 years old,
Aspire Wealth Planners

►► 30 under 30
By Molly Laurysens



Why did you decide to get into the financial planning industry? It was one of those things where my dad was involved with real estate and I experienced the market crash with him. It was difficult. I ended up working extremely long hours through high school. I graduated and got into banking which solidified my love for helping people. Then a financial advisor pulled me aside saying I think you need to be doing this. I started, and just fell in love.

What does success mean to you? It's one of those things where I need to be serving people at all times. I don't care how much money I make, if I'm not serving people it's not right.

What are you most excited about in your life right now? I'm really excited about the trajectory of my business and the opportunities that are coming and being able to serve more people.

What things do you do to keep you grounded/centered/sane? I hang out with my family a lot. I'm also super involved with my church. I love playing and hanging out with the kids there.

Favorite part of your day and why? My mornings. Spending the morning time with the lord, that's my favorite.

How did your challenges shape who you are today? It's why I love people and want to help people so much.

What motivates you? Biggest thing is a servant's heart mentality and just wanting to see people succeed.

Who has helped you get to where you are? My mom, Nadine, my dad, Tom, and my siblings.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? Empathize – people are going through stuff that you've never seen – be compassionate.

Fast facts:

Bucket list item? Skydiving.

Books/podcasts? The Bible. Podcasts: *Tony Evans*, *Bigger Pockets* and *Morgan Stanley*.

Favorite karaoke song? "Fight Song" by Rachel Platt.

Habit that you want to shake? Procrastination.

If you were going to write a book about yourself, what would you call it? The Prodigal Daughter.

Name something you can't live without? God and my family.

If you could have a two-hour conversation with one person, dead or alive, who would it be? The apostle, Paul.

What is your theme song for life? Amazing Grace.

What did you want to be when you grew up? Sports broadcaster.

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Kendall Winkelman

**23 years old,
Primary Residential Mortgage**

▶▶ **30 under 30**
By Molly Laurysens

Why did you decide to get into real estate? So my mom (Margie Winkelman) and uncle (Dean Johnson) work at the company and I sort of grew up in it. When the opportunity presented itself to go work in the office that I wanted to be in, I begged for the job and just took it.

What does success mean to you? Success is helping other people. When someone closes on their house it's a success for us because we are helping put people in homes. It makes it less of a job and feels really good.

What are you most excited about in your life right now? I've been at my job for almost two years so the responsibilities are kicking in. There's more pressure, I give it to myself, but I'm more excited about it than anything. I feel like I'm coming into what I wanted to do, and I'm getting the most out of it.

What things do you do to keep you grounded/centered/sane? Meditate. I also like talking things out so I'll call a close friend and rant away.

When are you at your best? When everybody leaves



the office, I tend to stay a little bit later. It's my time to focus and prepare for the next day.

How did your challenges shape who you are today? It's given me my work ethic. I grew up with a single mom and she always worked super hard. She has shown me that if you work really hard, you can do whatever you want.

Who has helped you get to where you are? Kyn-dle Quinones, my boss, took me under her wing.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of agents? Genuinely believing in yourself and being confident is key in the real estate world.

**Fast facts:
Podcasts?**

True Crime Podcast
and Crime Junkie.

Guilty pleasure? I can eat an entire jar of any kind of olives.

Favorite karaoke song? "I Feel Like a Woman" by

Shania Twain.

Name something you can't live without?

My cell phone.

If you could have a two-hour conversation with one person, dead or alive, who would it be?

Ellen DeGeneres.

What did you want to be when you grew up?

Not a loan officer!

(Laughs) I always thought I wanted to do something in fashion.

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Lauren LUCIDO

29 years old, Director of Marketing for Bob Lucido Team of Keller Williams Integrity

Why did you decide to get into the real estate industry?

When I graduated from Bucknell and decided not to pursue professional tennis, I wasn't quite sure what I wanted to do, but I was sure I didn't want to work for my parents' real estate team. Well, it only took two years to change that. I had flown to Vegas to surprise my dad at a real estate convention where he was receiving an award, and I was sitting in a seminar about social media — watching all of these real estate agents feverishly take notes about Facebook, which was what I did in my free time to take a break from work. I wasn't feeling fulfilled at my current job, and Bob Lucido Team was looking for a new marketing person, so I decided to join the team as a social media coordinator temporarily while I looked at going back to school. Somehow that evolved into director of marketing, and over six years later here I am, still loving what I do.

What does "success" mean to you?

It's personal. Being #1 doesn't matter, it's about challenging myself and working to achieve the goals I've set for myself in life.

Favorite part of your day and why?

When I'm home on the couch, relaxing with a glass of rosé.

30 under 30 ◀◀

By Katie Moore

How did your challenges shape who you are today?

I learned work ethic and dedication. I never want people to think that anything was given to me. I work extra hard to prove myself.

Who has helped you get to where you are?

Definitely my parents — they've supported me and pushed me to push myself in life. I get my fierce competitiveness from my dad, and I get my insightful perspective of thinking things through from my mom. And her style.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate?

Don't let anyone dull your sparkle. Be yourself, don't be afraid to be different. Change is good and inevitable, especially in this industry. Always keep learning and evolving.

Fast facts:

- One bucket list item?**
Go to Italy.
- Favorite karaoke song?**
"Wannabe" Spice Girls.
- If you were going to write a book about yourself, what would you call it?** *What If..*
- If you could have a two-hour conversation with anyone, who would it be?**
Both of my grandmothers.
- What did you want to be when you grew up?**
Play pro tennis.

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Leon

B. ROBINSON IV

29 years old, REALTOR®
at Coldwell Banker
Baltimore Fells Point

By Katie Moore



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Why did you decide to get into the real estate industry? I feel like real estate chose me. It gives you a platform that you can build wealth and it gives you the opportunity to do other things as well because you have flexibility with your time.

What does “success” mean to you? It doesn’t equal money. How many lives can you impact? What difference are you making in your community and your family? What value can you bring? What matters at the end of the day are your core morals and to know that it is not only about you but about others.

What are you most excited about in your life right now? The future and what’s to come and to continue to build my career and to grow as a person.

What things do you do to keep you grounded/centered/sane? Go to the gym, debrief and

turn my phone off sometimes. I pray. I go to church. I spend time with my family and I travel.

When are you at your best? When my back is against the wall.

Favorite part of your day and why? Waking up. Being blessed with another day.

How did your challenges shape who you are today? Adversity comes to teach you that something greater is out there. I’ve been homeless. I went to prison. You can bounce back with more purpose.

Who has helped you get to where you are? My parents, grandma, sister, my Lord and Savior. I believe we are spiritual beings and that my ancestors have helped me get through.

What drives/motivates you? My family and to be a beacon of hope in the community. I am passionate about helping the next generation.

As a 30 Under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Don’t chase the dollar. Be persistent. Stay humble. Work hard. Wake up early. Stay up late.

Fast facts:

One Bucket list item? Go to Cairo, Egypt.

Book? The One Thing.

Guilty pleasure?

Chocolate chip cookies.

Favorite karaoke song?

“You Remind Me,” Usher.

Habit that you want to shake? Thinking I can do everything.

If you were going to write a book about yourself, what would you call it? The Redemption.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Muhammad Ali.

What did you want to be when you grew up? Play pro basketball.

Melany DIAZ

**28 years old,
Team CR of Maryland**

►► 30 under 30
By Molly Laurysens

Why did you decide to get into the real estate industry? When I was 15-years old, my mom was buying her first home and only spoke a little English. Our agent spoke Spanish but she didn't know exactly what she was doing and I had to translate. At settlement, I asked that agent how to get into real estate and she gave me some vague answer. My mom bought during the recession and nearly lost her house so that motivated me. I knew I could help people.

Sales this year? 48 units.

What are you most excited about in your life right now? I have a hunger for living right now and that all comes from being connected to God.

What things do you do to keep you grounded/centered/sane? That is 100 percent God. Every morning my routine is pray, worship and sermons. Then I go to the gym. Basically, every morning is my God time and my me time.

When are you at your best? Mornings, I have that connection with God. Everything is



serene and peaceful and I know I have a wonderful day ahead, whether it's bad or good, it's an opportunity.

Favorite part of your day and why?

Nighttime, I can reflect on everything that happened that day and let go. I think a lot of times we don't let go of the burdens of the day and we carry them on to the next day.

How did your challenges shape who you are today? At the time they are horrible and now I look at them and see it was because of the challenges that I've been so successful. I wouldn't be persistent, determined, relentless without them; they've helped build my character.

What motivates you? Helping others really creates my growth and wins in life.

Fast facts:

Bucket list item? Buying a Lamborghini.

Book/podcasts? Bible and Crushed by TD JAKES.

Guilty pleasure? Shopping/Netflix.

Habit you want to shake?

Overspending.

If you were going to write a book about yourself, what would you call it? Falling in Love With God's Plan.

Name something you can't live without? God; 11-year-old daughter, Nayeli.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Jesus.

What did you want to be when you grew up? A psychologist and a lawyer.

►► 30 under 30 By Katie Moore

Why did you decide to get into the real estate industry? I graduated from Towson with a degree in Mass Communications and Public Relations and I had no idea what I wanted to do. My dad has been a realtor for almost 40 years and I said, 'I think I'll get my real estate license and do that for a while until I figure out what I want to do.' Seven years later... here I am.

What does "success" mean to you? Going after what you want while growing and evolving.

What things do you do to keep you grounded/centered/sane? Meditating, doing daily affirmations and journaling. I also workout at 5-5:30 am and I watch the sunrise.

When are you at your best? When I've done all the things I need to do to take care of myself.

How did your challenges shape who you are today? They have helped me to develop self-awareness. It is not about the challenge but how you endure and respond.

What drives/motivates you? Making myself and my family proud.

Who has helped you get to where you are? 100% my dad. I'm amazed at the time that he's dedicated to me.

Olivia Stephens

**28 years old, REALTOR® at
The Stephens Team of RE/MAX Advantage**



As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Get a good accountant! And don't give up. People can be a little blinded - it is much harder than what people think. Be authentic. Listen. Immerse yourself.

Fast facts:

Bucket list item? Cross country trip.

Books/podcasts? Woman in the Window, Girl on a Train, The Rules Don't Apply, The Upside of Your Dark Side, The Power of Habit and for a podcast, New Mindset Who Dis.

Favorite karaoke song? "Any Man of Mine," Shania Twain.

Habit that you want to shake? I'm too self-critical. I would like to have more self-compassion.

If you were going to write a book about yourself, what would you call it? My Mother's Memoir and a sequel would be My Daughter's Memoir.

Name something you can't live without? Chapstick, macaroni and cheese and the sun.

If you could have a two-hour conversation with one person, dead or alive, who would it be? My maternal grandmother - I never met her.

What is your theme song for life? "Dynamite," Taio Cruz.

What did you want to be when you grew up? A TV Show Host on E-News or a psychologist.

Richard

SALTOS

24 years old, REALTOR® at
Matt Rhine Group of Keller
Williams Legacy

▶▶ 30 under 30
By Katie Moore

Why did you decide to get into the real estate industry? There are a wide range of opportunities in real estate. My biggest goal is to help the Latino community and to empower them so they know that there is a real estate agent who has their back and to help them achieve the American dream and attain generational wealth for their families.

What does "success" mean to you? Living the life that you want and not taking any shortcuts on it.

What are you most excited about in your life right now? The potential. There's a lot of room to excel and take market share.

What things do you do to keep you grounded/centered/sane? I love to hang out with my family. Play sports and box and to go out with friends and be competitive in a different environment.

Favorite part of your day and why? Early afternoon. That is when my blood is really going.

How did your challenges shape who you are today? I am an immigrant and came here when I was seven and didn't speak any English. It forced me to be an outcast and be with everyone else. I was the only Spanish kid and I learned English in three months and tried to become friends with everyone I could.

What drives and motivates you? Family. God. My passion.

Who has helped you get to where you are? My parents have pushed me beyond my limits. They never let me give up. I just knew I had to succeed. There was no other option for me.

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Chase your dreams and don't give up. Grab onto that and go. Don't ever judge a book by its cover. Everyone has their own timeline. Unless you give up, you'll get there.

Fast facts:

Bucket list item? Own some type of company outside of the US.

Podcasts: Tom Ferry and Tony Robbins.

Guilty pleasure? Fries.

Favorite karaoke song? "Don't Stop Believing"

Habit you want to shake? Not putting things in my calendar.

If you were going to write a book about yourself, what would you call it? From Ricky to Richard.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Steve Jobs.

What did you want to be when you grew up? US Ambassador.



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Ricky CANTORE

**28 years old,
RE/MAX
Advantage
Realty**



Why did you decide to get into the real estate industry? Growing up, my family was so involved in real estate I never wanted to do it. I needed to do my own thing. So I moved to Colorado and worked in property management. When I moved back home it felt right. The fact that I was determined not to do it, eventually threw me right into it.

What does success mean to you? Knowing I left it all out on the field and I tried my absolute best. Also, being compassionate and empathetic – putting others' needs before myself.

What are you most excited about in your life right now? As a new homeowner, I didn't realize I was an interior decorator, too! I'm excited about the business in general. The possibilities are endless. I'm really focused on learning and growing and I'm almost at the point where I feel failure isn't possible.

How did your challenges shape who you are today? One of the things we are seeing in this job, and really all jobs, is you have to have compassion and empathy. Each time I've gone through a challenge, it's given me that gift of compassion and empathy.

What drives you? I'm self-motivated and like to have a mission and feel I'm in an incredible position to impact people. I'm competitive and like to be good at what I do.

Who has helped you get to where you are? Too many to list but I'll give a shout out to: Alex Karavasilis, Rick Cantore and Chris Centofanti.

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of agents? Approach each day with an open mind. Find purpose for what you do in life and try to be compassionate and empathetic.

Fast facts:
Bucket list item? Converting a Mercedes Benz Sprinter Van into a living space and traveling around the country.

Guilty pleasure? Forensic Files and chocolate malts.

If you were going to write a book about yourself, what would you call it? Standing on the Moon.

Name something you can't live without? My family, friends and exercise.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Jerry Garcia.

What is your theme song for life? "Help on the Way" by Grateful Dead.

What did you want to be when you grew up? Professional soccer player.

RILEY WHITE

**25 years old, REALTOR®
at Long and Foster,
Christie's International**

By Katie Moore

Why did you decide to get into the real estate industry? I was destined to be in real estate. My dad was a broker for thirty years, my mom was in real estate or title most of her life. I got my first Blackberry when I was in sixth grade. It was really a family business and I fell in love with it at a young age and that love has only grown.

What does "success" mean to you? Helping as many people as I can. The more I can give, the happier I am.

What are you most excited about in your life right now? Being selected for 30 under 30 - it has meant a lot to me.

What things do you do to keep you grounded/centered/sane? Remembering where I came from. I was a kid that didn't have my priorities straight. I went on trips around the world and saw what I had and said this is my reality and I'm blessed to have that. I've done a lot of mission work and have seen some pretty awakening stuff. I met a kid in the Philippines, who had his foot cut off by his family so he could make more money begging on the streets. My bad day is not a drop in the ocean.

When are you at your best? My best changes. In the winter it's the mornings and in the summer, the middle of the day is when I have my production times.



Who has helped you get to where you are? Phil Gerdes. He is my real estate coach. He took me from a fundamentally sound agent and turned me into somebody who could market themselves and get their name out there. He changed my life.

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of real estate? My biggest tip is to do what sucks; the things that nobody wants to do. That is the reason why we are in this room.

Fast facts:
Bucket list item? Mount Everest.
Podcast? Impact Theory.
Favorite karaoke song? "All-Star," Smashmouth.
If you could have a two-hour conversation with one person, dead or alive, who would it be? Faye Johnson.

She was one of the most influential women in my life. She passed away a few months ago.

What did you want to be when you grew up? A REALTOR®



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30 under 30 ◀◀

By Molly Laurysens

RYAN BANDELL

30 years old, The Waldner Winters Team of Keller Williams Realty Centre

Why did you decide to get into real estate? My buddy/business partner, Nick Waldner, brought me in. I worked for the government and Wells Fargo and he stayed on me since I was 20 years old. It took him three years to convince me but I finally realized I couldn't sit behind a desk all day.

Sales this year? 60+ transactions, around \$20 million.

What does success mean to you? Success would be having passive income at a certain age and being able to hang out with my wife, kids and family rather than working 70 hours a week.

What are you most excited about in your life right now? The birth of my new child [arriving in March].

What things do you do to keep you grounded/centered/sane? I try to spend a lot of time with family and I enjoy golfing. Also, I remind myself not to get caught up in the shiny objects.

When are you at your best? When I am in the peace and quiet of my own office yet I have a ton of things going on. It allows me to focus and grind.

Favorite part of your day and why? Coming home to my wife, Madalyn and our English bulldog, Winnie.

How did your challenges shape who you are today? I've seen a lot of and have gone through a good amount of transactions and it's taught me

patience, persistence and how rewarding it is to help others achieve their dreams of owning a home.

What drives/motivates you?

My wife, dog and supporting my family.

Who has helped you get to where you are?

Nick for bringing me into the real estate world and my mother [Karen] and father [David].

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of agents?

Stick to a schedule, don't fly by the seat of your pants. Make sure you make the right investments and don't get caught up in the depreciating material items.

Fast facts:

Bucket list item? Go back to Italy and explore Venice.

Podcast? MF CEO Project.

Guilty pleasure?

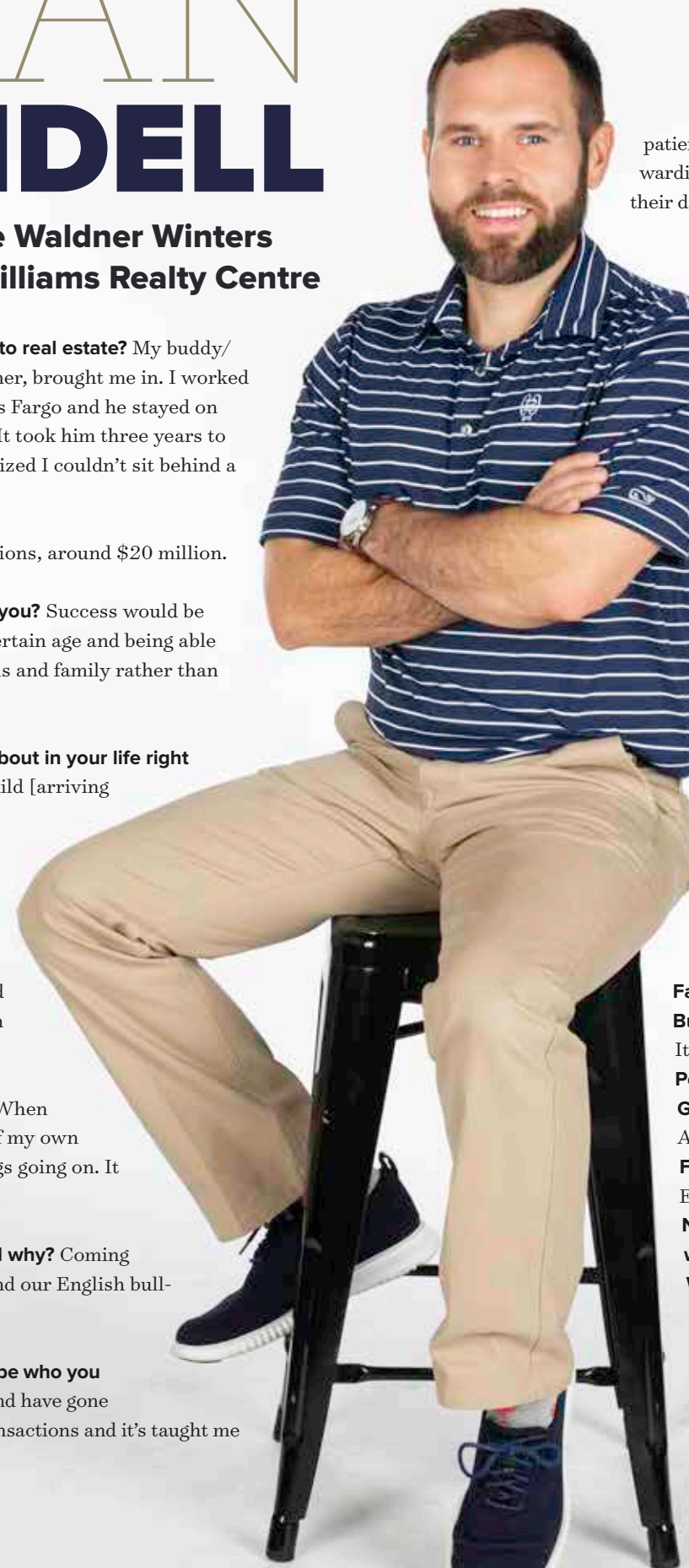
Anything sweet.

Favorite karaoke song? "The Entertainer" by Billy Joel.

Name something you can't live without? My wife, Madalyn.

What is your theme song for life? "When I Come Around" by Green Day.

What did you want to be when you grew up? Maryland State Trooper.



Shane

By Katie Moore

HALL

29 years old, REALTOR® at TTR Sotheby's International Realty

Why did you decide to get into the real estate industry? I had never done anything like it before. I had no idea what I was getting into. I had come from government and wanted to do something creative... so far so good.

What does "success" mean to you? Being able to provide a good living for my family. I have a two-year-old, Hunter, and I've been married for four years to my wife, Emily.

What are you most excited about in your life right now? Growing my family.

What things do you do to keep you grounded/centered/sane? Family. It makes me reflect on things.

When are you at your best? After I've had four cups of coffee.

Favorite part of your day and why? Picking my kid up from school and coming home. Not everyone is excited to see me all the time... but that two-year-old is.

How did your challenges shape who you are today? I have a big background in sports and that has been my outlet. I've never been the most talented at any-



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30 under 30 ◀◀

thing but I've been able to succeed because I just put in more time and effort than other people and that has translated very well in real estate.

What drives and motivates you? Being better than I was at this time last year.

Who has helped you get to where you are? I haven't given her enough credit but my wife. I came home one day and just quit my job from the government and didn't tell her that I was going to do that. She has supported me and this entire endeavor and watches our kid so I can work nights and weekends. And my parents and my family constantly support me.

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of real estate? Do what works for you. Experience is the best way to learn. Find what works for you and do it.

Fast facts:

Bucket list item? Meet LeBron.

Guilty pleasure? Pizza.

Favorite karaoke song? Anything Adele.

Habit you want to shake? Biting fingernails.

If you were going to write a book about yourself, what would you call it? Sugar.

If you could have a two-hour conversation with one person, dead or alive, who would it be? LeBron or Denzel.

What did you want to be when you grew up? Police detective.



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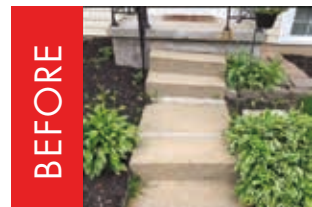
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►► 30 under 30 By Molly Laurysens

SHANNON Smith



**30 years old,
Red Cedar Real Estate**

What drives/motivates you? Myself. I am my biggest why and I want to make myself proud.

Who has helped you get to where you are? Peter Boscas and Julia Neal. And I love to surround myself with powerful men and women; I'm constantly asking questions.

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of agents? Two things, first: you are interviewing brokerages, not the other way around; second, hire a very good accountant to help you set up your business right.

Fast facts:

Bucket list item? Yoga teacher training in Bali (scheduled for 2020)!

Guilty pleasure? Sweets, queso.
Favorite karaoke

song? "Killing me Softly" by the Fugees.

If you were going to write a book about yourself, what would you call it? Mind, Body, Business.

Name something you can't live without? My dog, Bodhi, and my stones, I'm a hippie at heart.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Bob Marley.

What did you want to be when you grew up? I've always wanted to be a mom.

Why did you decide to get into real estate? Throughout my life experience, I've found my strengths are education, advocating, and relationship building. I wanted a career that allowed me to grow those strengths without a ceiling. I chose real estate and haven't looked back!

Sales this year? Projecting \$12 million, and between 40-50 units.

What does success mean to you? I love to travel

so for me, as long as I get out of country twice and get out of my state at least four times a year, that's success.

What are you most excited about in your life right now? I brought on a mentee, Emily. She has skyrocketed with her transactions and that was extremely fulfilling. I'm excited to coach more aspiring agents and small business owners in general.

When are you at your best? After a good night's sleep.

Favorite part of your day and why? My yoga practice. I love centering myself in the morning and meditating on all that I'm grateful for.

How did your challenges shape who you are today? I think they've made me. I am always going forward. I'm very quick at knowing when something isn't working and changing it.

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►► 30 under 30

Talon Zinger

By Katie Moore

27 years old, REALTOR® at The North Star Team of Long and Foster Real Estate

Why did you decide to get into the real estate industry? I originally wanted to get into event planning and public relations after college, but I was always attracted to real estate and decided if I was going to give it a try, I should do it right after college. I was attracted to the idea in theory that the more you put into something, the more you get out of it. I have a lot of energy and I wanted to do more than 40 hours a week. I've always been a hustler and this way I had some flexibility and could work seven days a week and feel the fruits of my labor. I graduated and two months later I got my real estate license.

What does "success" mean to you? It is not tied into how much money I make or how many houses I sell. I am passionate about encouraging young adults to build wealth early through real estate. It is seeing my clients achieve their goals.

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What are you most excited about in your life right now? I'm purchasing my first home tomorrow!

When are you at your best? After a settlement. When I see how happy my clients are, that is my motivating factor to keep going.

Favorite part of your day? When I'm home and I'm getting into bed. I try to make sure that every day is a day that I am proud of.

Who has helped you get to where you are? My family first and foremost. I couldn't ask for anyone better. They are my biggest supporters and that is invaluable. I'm also on a great team and I wouldn't be as proud of my success if it wasn't for the people that helped me get here.

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of real estate?

So much of this industry is realizing what you don't know so educate yourself.

Fast facts:

Bucket list item? I want to create a formal bucket list.

Podcast? Armchair Expert with Dax Shepherd.

Guilty pleasure? Sleep.

If you were going to write a book about yourself, what would you call it? Zingers from a Zinger.

Something you can't live without?

My family.

What is your theme song for life? "Here Comes the Sun"

What did you want to be when you grew up? A business-woman.

►► 30 under 30

By Molly Laurysens

Why did you decide to get into real estate? Dumb luck. I graduated college in 2012 and realized I wasn't happy doing 12-hour days at a desk. I thought it was what I wanted, and never thought I'd be in sales, but I just love it now.

Sales last year? Almost \$6 million.

What does success mean to you? For me, getting better every year and learning more and growing.

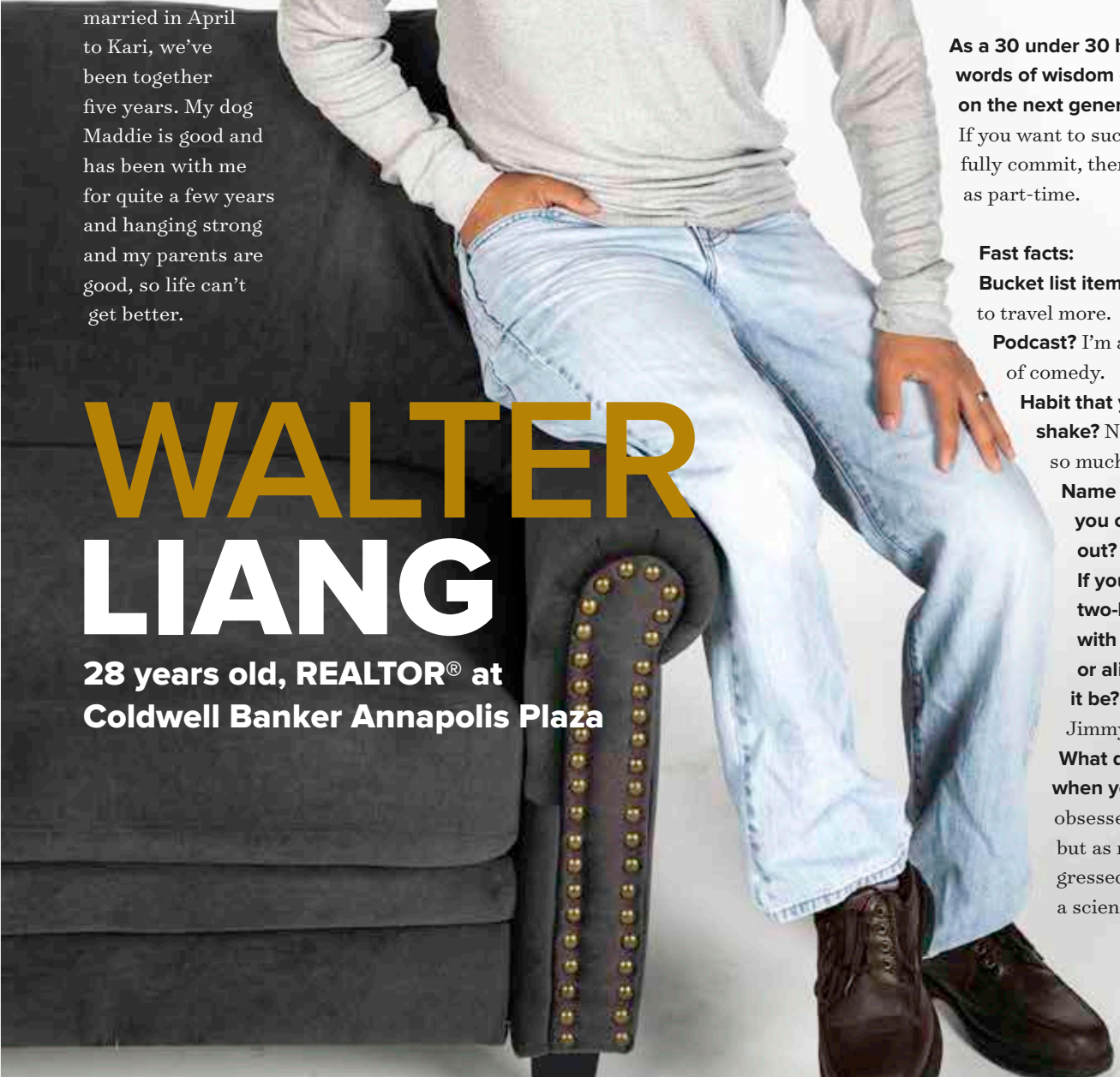
What are you most excited about in your life right now? I just got

married in April to Kari, we've been together five years. My dog Maddie is good and has been with me for quite a few years and hanging strong and my parents are good, so life can't get better.

WALTER LIANG

28 years old, REALTOR® at Coldwell Banker Annapolis Plaza

married in April to Kari, we've been together five years. My dog Maddie is good and has been with me for quite a few years and hanging strong and my parents are good, so life can't get better.



What things do you do to keep you grounded/centered/sane? Some days I don't think there is anything I can do. I think it's just how we handle stress and everybody does it differently. I do go to the gym and that helps, also just hanging with family and friends. Keeping the business separate is important.

When are you at your best? I feel like when I get some momentum going and I get the job done.

How did your challenges shape who you are today? Adversity makes you a little bit tougher. When you realize you can handle a certain workload - I came from nothing - I didn't have a huge sphere or any sales experience, so it's just working to get better.

What motivates you? Supporting my family and making sure they are taken care of.

Who has helped you get to where you are? There are so many! Jen Holden and Mark Feen to name a couple.

As a 30 under 30 honoree, what words of wisdom can you impart on the next generation of agents?

If you want to succeed you have to fully commit, there's no such thing as part-time.

Fast facts:

Bucket list item? I'd love to travel more.

Podcast? I'm a big fan of comedy.

Habit that you want to shake? Not stressing so much.

Name something you can't live without? Family.

If you could have a two-hour conversation with one person, dead or alive, who would it be? Will Ferrell or Jimmy Fallon.

What did you want to be when you grew up? I was obsessed with dinosaurs but as my education progressed I learned I wasn't a science guy.

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FAQ

FAQ about Baltimore Real Producers

Ever since we launched Baltimore Real Producers in March of 2017, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is ALWAYS open to discuss anything regarding this community—this publication is 100% designed to be YOUR voice!

Q: Who receives this magazine?

A: The top 500 agents of Central Maryland. We pulled 2018 MLS numbers (by closed volume) in Baltimore City & the following counties: Baltimore, Harford, Carroll, Howard and Anne Arundel. We cut off the list at #500. The list will reset early 2020 based on 2019 totals, and continue to update annually.

Q: Why am I not listed on the Top 200 Standings/ why are my numbers showing differently?

A: There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. We pull the data on the exact date listed, so if the closed transaction is not submitted by that date, it will not be included. User error or BRIGHT error is always a possibility. The most common reason is because for any deal with an alternate agent listed, the production gets divided in half between the lead agent and the alternate. There are a few other factors at play, so if you have a question about the Standings, please contact me and we can take a look: colleen.rippy@realproducersmag.com.

Q: What is the process for being featured in this magazine?

A: It's really simple—one or multiple peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this: you email us at info@baltimorerealproducers.com with the subject "Nomination: (Name of Nominee)". Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

Q: What does it cost to be featured?

A: Zero, Zilch, Zippo, Nada, Nil. It costs nothing my friends, so nominate away! This is NOT a pay to play model whatsoever.

Q: How can I write an article to be printed?

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the Baltimore Real Producers community, please email me at colleen.rippy@realproducersmag.com. Even if you don't consider yourself a prolific writer, let's talk!

Q: Who are the Preferred Partners?

A: Anyone listed as a "Preferred Partner" in the index at the front of the magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our Facebook group. We don't

just find these businesses off the street, nor do we work with all businesses that approach us. One or many agents have personally referred every single Preferred Partner you see. We won't even take a meeting with a business that has not been vetted by one of you and "stamped for approval" in a sense. Our goal is to create a powerhouse network not only of the best agents in the area, but the best affiliates as well so we can all grow stronger together.

Q: How can I refer a local business to join BRP as a Preferred Partner?

A: If you know & want to recommend a local business that would like to work with more top real estate agents, please email me at colleen.rippy@realproducersmag.com and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

Q: How might I get more involved in this community?

A: Two primary ways:

First of all, if you have not already, be sure to join our private Facebook group specifically for the top 500 real estate agents and our preferred partners. To request to join, simply search on Facebook the keywords, "Baltimore's Top 500 Real Producers Community" and it will pop right up. Request to join and we will promptly accept you into the group. This online community is a space for further connection, contribution and curiosity to be shared amongst our members.

Secondly, be sure to attend our events. We currently host between 4 and 8 events annually, and they alternate between social and educational in nature. Our social events are large-scale parties with connection and fun being the primary purpose, and our masterminds are more educational and serve to allow this community to discuss relevant issues and learn from and teach one another best practices. We promote these events via email and our private Facebook group, so if you haven't been receiving invites please email me immediately at colleen.rippy@realproducersmag.com.

TOP 200 STANDINGS

Individual MLS ID Closed date from January 1–Oct 31, 2019

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	Melissa M Daniels	NVR Services, Inc.	901.5	\$363,234,944
2	Robert J Lucido	Keller Williams Integrity	562.5	\$240,445,077
3	Creig E Northrop	Northrop Realty, A Long & Foster Company	127	\$92,786,872
4	James T Weiskerger	Next Step Realty	213	\$70,630,528
5	Lee R Tessier	Tessier Real Estate	219	\$65,942,452
6	David Orso	Compass (Urban Compass Inc)	102	\$64,286,676
7	Curtis McCabe	RE/MAX Preferred	15	\$62,813,448
8	Anne Marie M Balcerzak	Keller Williams Legacy	154.5	\$54,469,872
9	Georgeann A Berkinshaw	Coldwell Banker Residential Brokerage	35.5	\$53,115,000
10	Karen Hubble Bisbee	Long & Foster Real Estate, Inc.	50	\$49,365,700
11	Tracy J Lucido	Keller Williams Integrity	81.5	\$47,647,428
12	Charlotte Savoy	Keller Williams Integrity	103	\$47,150,416
13	Robert J Chew	Berkshire Hathaway HomeServices PenFed Realty	111	\$46,485,416
14	Brian M Pakulla	RE/MAX Advantage Realty	95.5	\$46,459,216
15	Nickolaus B Waldner	Keller Williams Realty Centre	137.5	\$45,837,888
16	Pamela G Wilcox	Northrop Realty, A Long & Foster Company	40	\$45,007,976
17	Shawn M Evans	Monument Sotheby's International Realty	74	\$43,245,108
18	Nancy A Hulsman	Coldwell Banker Residential Brokerage	112.5	\$39,772,000
19	Mary Anne Kowalewski	Mary Anne Kowalewski	74	\$36,365,064
20	Heidi S Krauss	Krauss Real Property Brokerage	30	\$36,245,500
21	Mary L Mullican	Cummings & Co Realtors	7	\$35,775,752
22	Scott A Schuetter	Century 21 New Millennium	64	\$35,315,028
23	Charlie Hatter	Monument Sotheby's International Realty	21	\$34,604,452
24	Joseph B Sachetti III	RE/MAX Sails Inc.	95	\$34,071,136
25	Joseph A Petrone	Monument Sotheby's International Realty	71	\$33,587,788
26	Noah T Mumaw	Monument Sotheby's International Realty	42.5	\$33,328,656
27	Matthew P Wyble	Century 21 New Millennium	77.5	\$32,576,776
28	Louis Chirgott	Keller Williams Legacy Central	103.5	\$31,902,792
29	Sarah E Garza	Coldwell Banker Residential Brokerage-Annapolis	72	\$31,385,110
30	Alana Elizabeth Dixon	Cummings & Co Realtors	3	\$31,362,250
31	Maynard B Gottlieb	Mr. Lister Realty, Inc.	97.5	\$30,217,016
32	Jeremy S Walsh	Coldwell Banker Residential Brokerage	87	\$30,152,688
33	Gregg A Hughes	Brookfield Management Washington LLC	62	\$29,383,828
34	Tony Migliaccio	Long & Foster Real Estate, Inc.	83	\$29,277,676

RANK	NAME	OFFICE	SALES	TOTAL
35	David L Norkus	Choice Properties, Inc.	53.5	\$28,809,152
36	Travis O Gray	Coldwell Banker Residential Brokerage	20	\$28,534,700
37	Gina L White	Lofgren-Sargent Real Estate	85.5	\$28,492,812
38	Bill W Franklin	Long & Foster Real Estate, Inc.	79	\$28,096,828
39	Charlie B Buckley	Long & Foster Real Estate, Inc.	32	\$27,740,500
40	Brian D Saver	Northrop Realty, A Long & Foster Company	43	\$27,306,566
41	Ronald W Howard	RE/MAX Preferred	76.5	\$26,873,776
42	Laura M Snyder	Keller Williams American Premier Realty LLC	81.5	\$26,353,216
43	Leslie Ikle	Redfin Corp	54	\$26,184,524
44	Un H McAdory	Realty 1 Maryland, LLC	50	\$25,461,544
45	Bridgette A Jacobs	Long & Foster Real Estate, Inc.	78	\$24,884,812
46	Vinny Steo	RE/MAX Community Real Estate	106	\$24,869,940
47	Tom Atwood	Keller Williams Legacy Metropolitan	91	\$24,306,900
48	Mark D Simone	Keller Williams Legacy	76.5	\$24,020,848
49	Christopher J Cooke	RE/MAX Sails Inc.	126.5	\$23,998,688
50	Robert J Breeden	RE/MAX Sails Inc.	89	\$23,556,180

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Selling homes, staging homes, and fulfilling her purpose for the greater good, business owner Julie Halpin has big things rising on the horizon.

Written by: Voncara S. Daly

"My natural instincts during childhood, as I became an adult and now in my professional practice- are to make things beautiful" says Julie Halpin, 39-year-old Baltimore Realtor and CEO of Julie Halpin Interior Design. "Be it a disorganized living room, a dusty plant in a tired pot or a lovely friend in need of a fresh glow or pick me up. I can see the transformative beauty in just about anything. With a little elbow grease- I can make it happen!"

When asked how the yellow brick road of her thriving business was paved, Julie recalls the guidelines she established as the designer of her room at the age of 10. "I always started with the entrance. As you walk in the front door, I wanted the room to feel warm and inviting." Nearly 18 years have passed since her career in Real Estate began and she still adheres to the same principals. Understanding that the hunt for the perfect home is emotional, Halpin crafted the root of her success in creating appeal. "I learned how essential it is to stir their imaginations. They have to envision living in the properties they tour so clean lines, personality and modern sophistication is a must!" Taking note of how quickly her staged listings sold, fellow Agents asked for her assistance. JHID was created out of necessity and the allure of tangible design.

In reality Julie was merely flexing muscles she'd been cultivating for years.

Fast forward to 2018 and the company that started almost by mistake, with a lot of hard work and grit has evolved into a multi-million-dollar business. And even after 10 years and over 3,000 homes staged in the Tri-state area the crux of the team is comprised of herself, her box moving truck and a 2-man moving crew. "I've joked that I need to have my own show" she laughs. "The situations I've found myself in are truly meant for television".

While chance may have influenced her past, the future of her company is structured widely by design and not default. "I'm a small-town girl who's made the most of what she has" she says, "I'm ready to make money moves and take what I have in mind to new and unprecedented dimensions." Halpin's goal: to launch a streamlined nationwide staging company and a never before attempted platform benefiting Entrepreneurs and Realtors alike. "I have an amazing opportunity for the right Investor and I'm hopeful that fate will bring us together in the near future." Halpin also desires to start a nonprofit foundation called Knock at the Door, an organization established to help prevent families from losing their homes to foreclosure. Making things look beautiful is an exquisite talent, but creating a more fulfilling life for herself and the greater community is what she really hopes to achieve. "Inevitably, a full circle experience that positively impact the lives of every day people is what's really important to me. There's eternal beauty in that and I want to be used to shine a light on it".

A brick road that began a shade of yellow now shows signs of lustrous gold. The beauty Julie cultivates has the potential to shine on, far beyond Baltimore, in homes across the nation.

There's no place like a Halpin home. And that's a beautiful thing, indeed.



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TOP 200 STANDINGS

Individual MLS ID Closed date from January 1–Oct 31, 2019

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	DeAnna W Miller	Long & Foster Real Estate, Inc.	52	\$23,526,700
52	Ellie L Mcintire	Keller Williams Realty Centre	64	\$23,229,800
53	Greg M Kinnear	RE/MAX Advantage Realty	56	\$23,034,576
54	Brian P Wood	Long & Foster Real Estate, Inc.	25	\$22,823,000
55	Alex B Fox	Allfirst Realty, Inc.	75	\$22,202,948
56	Christina B Elliott	Keller Williams Integrity	53.5	\$21,351,988
57	Andrew Udem	RE/MAX Sails Inc.	45	\$21,302,248
58	Nataliya Lutsiv	RE/MAX Executive	53	\$21,286,200
59	Phillippe Gerdes	Long & Foster Real Estate, Inc.	62	\$21,133,572
60	Beverly A Langley	Keller Williams Flagship of Maryland	55	\$21,059,104
61	Jeannette A Westcott	Keller Williams Realty Centre	60	\$21,026,228
62	Zachary Bryant	Northrop Realty, A Long & Foster Company	64.5	\$20,890,176
63	Ashley B Richardson	Long & Foster Real Estate, Inc.	46	\$20,683,528
64	Stephanie M McClellan	Northrop Realty, A Long & Foster Company	38.5	\$20,674,100
65	Anthony M Friedman	Northrop Realty, A Long & Foster Company	43	\$20,551,340
66	Pamela A Tierney	Long & Foster Real Estate, Inc.	23	\$20,441,500

RANK	NAME	OFFICE	SALES	TOTAL
67	Diane M Donohue	Monument Sotheby's International Realty	21.5	\$20,430,900
68	F. Aidan Surlis	RE/MAX Leading Edge	45	\$20,283,350
69	Teresa L Westerlund	Le Reve Real Estate	31	\$19,984,560
70	John R Newman II	Keller Williams Flagship of Maryland	61	\$19,767,840
71	Daniel Borowy	Redfin Corp	42	\$19,656,444
72	Scott Frank	Alex Cooper Auctioneers, Inc.	53	\$19,469,590
73	Jennifer H Bonk	Keller Williams Flagship of Maryland	41.5	\$19,047,300
74	Mark M Novak	Cummings & Co Realtors LLC	67	\$18,874,682
75	Kimberly A Lally	Keller Williams Legacy	62.5	\$18,855,460
76	Jason W Perlow	Berkshire Hathaway HomeServices Homesale Realty	47	\$18,817,100
77	Enoch P Moon	Realty 1 Maryland, LLC	46	\$18,544,548
78	Carol Snyder	Monument Sotheby's International Realty	19	\$18,382,150
79	Joseph S Bird	RE/MAX Advantage Realty	52.5	\$18,347,350
80	Stephen Pipich Jr.	Keller Williams Legacy	73	\$17,907,360
81	Carol L Tinnin	RE/MAX Leading Edge	41	\$17,868,110
82	Gregory A Cullison Jr.	Cummings & Co. Realtors	72	\$17,695,068
83	Michael J Schiff	Keller Williams Legacy	63	\$17,605,944
84	Carla H Viviano	RE/MAX Aspire	34.5	\$17,547,800
85	Susan B Carroll	Keller Williams Legacy	89	\$17,475,408
86	William J Mente	Keller Williams Legacy Central	76	\$17,380,226
87	Jennifer Holden	Coldwell Banker Residential Brokerage-Annapolis	36	\$17,133,204
88	Colleen M Smith	Long & Foster Real Estate, Inc.	28	\$17,111,200
89	Margaret F Christian	Keller Williams Integrity	41.5	\$17,098,956
90	Charles N Billig	A.J. Billig & Company	147	\$16,812,380
91	Vincent M Caropreso	Keller Williams Flagship of Maryland	52.5	\$16,800,544
92	Melissa L Murray	Coldwell Banker Residential Brokerage-Annapolis	38	\$16,673,568
93	Chiu K Wong	Advantage Realty of Maryland	49	\$16,652,135
94	Jeannette Hitchcock	RE/MAX Solutions	44	\$16,630,570
95	Missy A Aldave	RE/MAX Advantage Realty	44	\$16,128,700
96	James P Schaecher	Keller Williams Flagship of Maryland	39	\$15,984,326
97	Marina Yousefian	Long & Foster Real Estate, Inc.	48.5	\$15,917,459
98	John J Collins	Long & Foster Real Estate, Inc.	28	\$15,762,300
99	Scott B Smolen	RE/MAX Leading Edge	38.5	\$15,736,856
100	Sandra K Libby	Coldwell Banker Residential Brokerage	24	\$15,720,360

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TOP 200 STANDINGS

Individual MLS ID Closed date from January 1–Oct 31, 2019

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	Lori R Gough	Long & Foster Real Estate, Inc.	22	\$15,694,000
102	Anthony J Corrao	Long & Foster Real Estate, Inc.	30	\$15,661,788
103	Nicki Palermo	RE/MAX One	37.5	\$15,531,668
104	Adam M Shpritz	Ashland Auction Group LLC	597	\$15,420,500
105	Christina J Palmer	Coldwell Banker Residential Brokerage	34	\$15,254,922
106	Andrew J MacPherson	W F Chesley Real Estate, LLC.	66	\$15,244,997
107	Kris Ghimire	Ghimire Homes	55.5	\$15,239,340
108	Douglas E Gardiner	Long & Foster Real Estate, Inc.	41	\$15,184,030
109	Chase A Freeman	Keller Williams Legacy	54.5	\$15,141,600
110	Kristi C Neidhardt	Northrop Realty, A Long & Foster Company	29.5	\$14,987,400
111	Brendan R Spear	Caprika Realty	37.5	\$14,975,258
112	Steven C Paxton	Keller Williams Legacy Metropolitan	52	\$14,933,408
113	Laurie M Karll	Keller Williams Legacy	45	\$14,927,050
114	Teal Clise	Keller Williams Legacy	66	\$14,860,965
115	Florence M Calvert	Coldwell Banker Residential Brokerage	13	\$14,850,900
116	Jason P Donovan	RE/MAX Leading Edge	34	\$14,742,104
117	Jennifer K Fitze	Keller Williams American Premier Realty LLC	39	\$14,717,989
118	Lucie E Dulin	Long & Foster Real Estate, Inc.	26.5	\$14,658,963
119	Dee Dee McCracken	Coldwell Banker Residential Brokerage-Annapolis	28	\$14,618,850
120	Steven T Murphy	Berkshire Hathaway HomeServices PenFed Realty	23.5	\$14,606,497
121	Linda M Dear	RE/MAX Advantage Realty	37.5	\$14,585,186
122	Gregory Vurganov	EXIT Preferred Realty LLC	69.5	\$14,582,924
123	Zugell Jamison	RE/MAX Advantage Realty	31	\$14,563,800
124	Diane Donnelly	Keller Williams Flagship of Maryland	45	\$14,346,216
125	Shelby L Warner	RE/MAX Leading Edge	37.5	\$14,342,229
126	Julia Mattis	RE/MAX Advantage Realty	39.5	\$14,335,221
127	Jessica H Dailey	Cummings & Co. Realtors	44.5	\$14,326,000
128	Mike Mravca	Redfin Corp	31.5	\$14,245,857
129	Karla Pinato	Northrop Realty, A Long & Foster Company	27.5	\$14,245,650
130	Eric J Black	Northrop Realty, A Long & Foster Company	40	\$14,210,075
131	Michele Schmidt	Keller Williams Flagship of Maryland	48.5	\$14,185,487
132	Eileen Robbins	Long & Foster Real Estate, Inc.	27	\$14,107,549
133	Susan S Romm	RE/MAX 100	29	\$13,999,440
134	Michelle C Triolo	Long & Foster Real Estate, Inc.	34	\$13,877,831

RANK	NAME	OFFICE	SALES	TOTAL
135	Daniel M Chanteloup	Long & Foster Real Estate, Inc.	34.5	\$13,864,480
136	James H Stephens	Keller Williams Gateway LLC	60	\$13,856,215
137	Lisa Alatis-Hapney	Keller Williams Legacy Central	30.5	\$13,826,831
138	Timothy Langhauser	Compass Home Group, LLC	43	\$13,793,050
139	Bethanie M Fincato	Cummings & Co. Realtors	46	\$13,776,435
140	Arian S Lucas	Lofgren-Sargent Real Estate	27.5	\$13,767,284
141	Jennifer K Chino	TTR Sotheby's International Realty	28	\$13,719,200
142	Andrew B Lehr	RE/MAX Sails Inc.	32	\$13,688,795
143	Mary Beth B Paganelli	Coldwell Banker Residential Brokerage	23	\$13,662,400
144	Linda L Cerulli	Century 21 New Millennium	30	\$13,601,925
145	Marni B Sacks	Berkshire Hathaway HomeServices Homesale Realty	36	\$13,597,853
146	Matthew B Pecker	RE/MAX Sails Inc.	40.5	\$13,591,090
147	John C Kantorski Jr.	Cummings & Co. Realtors	41	\$13,579,500
148	NaTasha Morgan-Lipscomb	Redfin Corp	39	\$13,559,125
149	Beth Viscarra	Cummings & Co. Realtors	23.5	\$13,498,800
150	Rachel Best	RE/MAX Leading Edge	19.5	\$13,360,738

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TOP 200 STANDINGS

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RANK	NAME	OFFICE	SALES	TOTAL
151	Sean L Wilson	Keller Williams Legacy	69	\$13,309,372
152	Jason F. Rubenstein	Cummings & Co Realtors	27	\$13,186,100
153	Azam M Khan	Long & Foster Real Estate, Inc.	31.5	\$13,162,218
154	Robert A Kinnear	RE/MAX Advantage Realty	27	\$13,151,056
155	Wendy T Oliver	Coldwell Banker Residential Brokerage	30	\$13,090,000
156	Catherine A Watson	RE/MAX Executive	38	\$13,031,895
157	Lisa E Kittleman	Keller Williams Integrity	23	\$13,016,550
158	Kimberly V Fitzgerald	Long & Foster Real Estate, Inc.	33.5	\$12,950,232
159	Gina M Gargeu	Century 21 Downtown	136.5	\$12,918,572
160	William W Magruder	Long & Foster Real Estate, Inc.	37	\$12,902,818
161	Pam S Batstone	Coldwell Banker Residential Brokerage	15	\$12,881,090
162	Robert A Commodari	Keller Williams Gateway LLC	43	\$12,846,049
163	Angela M Stevens	Cummings & Co. Realtors	22	\$12,845,100
164	Allen J Stanton	RE/MAX Executive	43	\$12,777,355
165	Jamie B Rassi	Cummings & Co Realtors LLC	40.5	\$12,770,680
166	Rosemaria A Wetzel	Coldwell Banker Residential Brokerage	28	\$12,763,449

RANK	NAME	OFFICE	SALES	TOTAL
167	Maria Fotiadis	Cummings & Co Realtors LLC	41	\$12,762,649
168	Bonnie L McGurn	Berkshire Hathaway HomeServices PenFed Realty	21	\$12,679,024
169	Michael J Kane	RE/MAX Sails Inc.	53	\$12,678,499
170	Alexandra T Sears	Coldwell Banker Residential Brokerage	17.5	\$12,611,870
171	Randy Pomfrey	Cummings & Co. Realtors	49.5	\$12,602,979
172	Dorsey H Campbell	Cummings & Co Realtors	22.5	\$12,506,825
173	Emily V Cottone	Redfin Corp	26.5	\$12,480,400
174	Seth Dailey	Keller Williams Gateway LLC	42.5	\$12,475,600
175	Peter Boscas	Red Cedar Real Estate, LLC.	32	\$12,435,000
176	Dawn L Baxter	Coldwell Banker Residential Brokerage	37	\$12,406,065
177	Anne Y Herrera-Franklin	Coldwell Banker Residential Brokerage	21	\$12,371,400
178	Patricia B Smallwood	Maryland Real Estate Network	33.5	\$12,321,750
179	Mark C Ruby	RE/MAX Advantage Realty	36	\$12,301,399
180	Nilou Jones	RE/MAX Leading Edge	25	\$12,260,267
181	Stefan D Holtz	Northrop Realty, A Long & Foster Company	28	\$12,253,375
182	Justin Disborough	Long & Foster Real Estate, Inc.	32	\$12,229,597
183	Dorothy M Bistransin	Redfin Corp	31.5	\$12,224,518
184	Donald J Fitzgerald	Century 21 New Millennium	29	\$12,219,450
185	Elizabeth S Winstead	Monument Sotheby's International Realty	17	\$12,200,974
186	Boris Miric	Fathom Realty MD, LLC.	25	\$12,172,300
187	Jesse L Hoffman	Taylor Properties	45.5	\$12,156,354
188	Denise M Lewis	Brook-Owen Real Estate	44	\$12,135,599
189	Jaime Watt	Coldwell Banker Residential Brokerage	20.5	\$12,124,327
190	Brian E Schilling	Long & Foster Real Estate, Inc.	26	\$12,115,700
191	Andrew D Schweigman	Douglas Realty, LLC	44	\$12,037,629
192	Jennifer A Klarman	Long & Foster Real Estate, Inc.	26	\$11,957,230
193	Tony A Zowd	Coldwell Banker Residential Brokerage	35.5	\$11,949,238
194	Eric T Pakulla	RE/MAX Advantage Realty	36	\$11,832,175
195	Steven Anthony Arce	Long & Foster Real Estate, Inc.	14.5	\$11,830,000
196	Wendy Slaughter	Elevate Real Estate Brokerage	29.5	\$11,783,890
197	Mark Richa	Cummings & Co Realtors	42	\$11,744,749
198	Katie Katzenberger Rubin	Keller Williams Realty Centre	27	\$11,678,390
199	David E Jimenez	RE/MAX Sails Inc.	30.5	\$11,666,600
200	Francis P DiBari	Cummings & Co. Realtors	33	\$11,542,600

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