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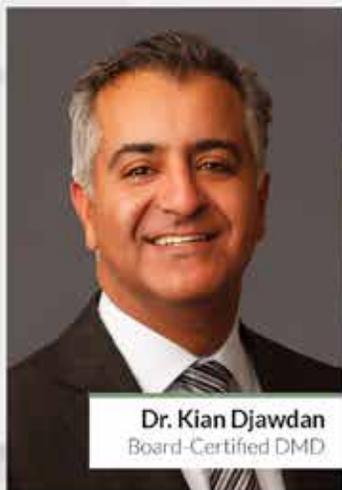
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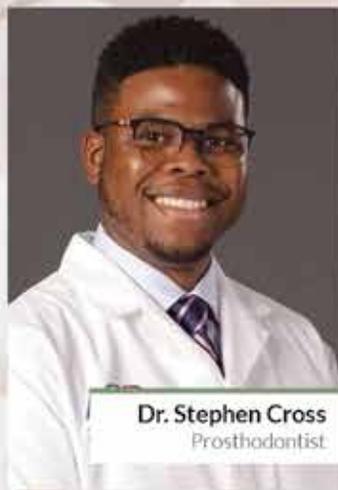
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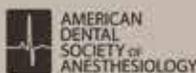
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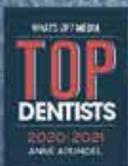
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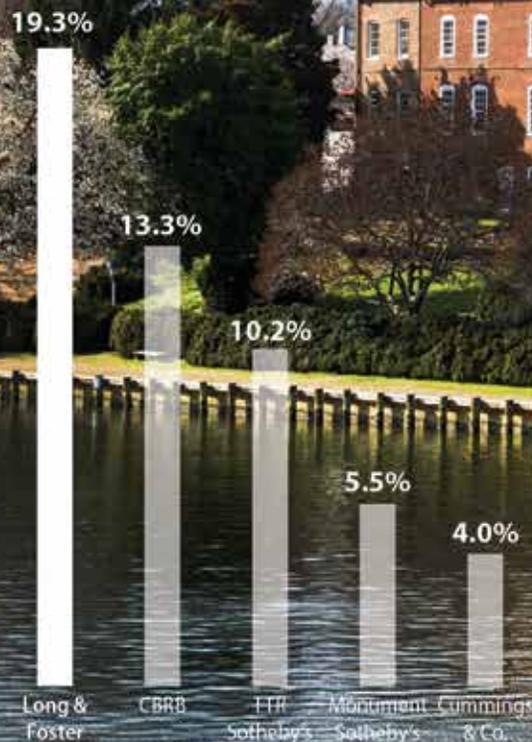
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With 37 years of experience as a full time Realtor® and 2020 Realtor® of the Year in Anne Arundel County Association, I have had the privilege to work with over 600 buyers and sellers. I specialize in working with families, seniors and investors. Working together with the Long & Foster Fine Homes I continue to have a great referral business. Raising my four now adult children in Annapolis has given me a huge prospective of the area. If you or someone you know needs help with their real estate needs, please call or email me today.



Melissa Blohm
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Melissa has lived in Anne Arundel County for over 20 years, along with her husband and three children. She graduated from the University of Maryland, where she earned a Bachelor of Science degree in Economics. As a Top Producing real estate agent, Melissa brings a wealth of industry knowledge and expertise about buying and selling real estate properties. She is extremely committed, hard-working, and a dedicated sales professional. Her approachable demeanor makes everyone feel comfortable, with customer service as her number ONE priority!



Teresa Dennison
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Working in real estate is fun but it is also a lot of hard work. Each day Teresa is charged with the responsibility of managing the details that are inherent in any real estate transaction, nurturing relationships & doing everything to ensure that each transaction is smooth. Enthusiasm, attention to detail & tenacity have served her clients well, but what has really made the difference is listening & understanding her clients' needs. An Annapolis resident for over 28+ years, Teresa knows the Annapolis area, its culture, its history and its futures.

Source: Information included in this report is based on data supplied by BRGTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace, January 1 – December 31, 2022 as of January 9, 2023. Luxury is defined as homes priced \$1,500,000 and above. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRGTMLS or Long & Foster Real Estate, Inc. ©2023 All rights reserved.





Rachel Frentzos
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Since 2002, I've been helping people find their first, next or forever home in Annapolis and the surrounding areas. In addition to being a Realtor, I am also an

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Sarah Martin
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I am a career Realtor® who has a passion working with buyers and sellers. As a real estate agent, I take pride in helping my clients with the very personal, and sometimes overwhelming, aspects of buying and selling homes. I live in the Annapolis area and I enjoy being involved in the community. I love this area and I want my clients to be happy here too!



Liz Heinsohn
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Liz Heinsohn, an Associate Broker at Long & Foster in Annapolis Maryland, has over 20 years, of experience. An expert negotiator, she can help you accomplish

your goals Real estate is her full-time focus. Her commitment to her clients helps them secure the best deal – whether they are buying or selling. She loves working with people and often forms lasting friendships with her clients, helping them over the years with their real estate needs. She is a lifetime resident of Maryland, and has lived in Anne Arundel County for the past 30 years.



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As a Top Producing Realtor® in the Annapolis Area, Jennie brings a wealth of knowledge and expertise to the buying and selling process. Jennie is dedicated to personal service and providing extensive market expertise. Before real estate, Jennie enjoyed 15 years as marketing consultant designing/managing direct marketing campaigns. Jennie has always been a Top Achiever and will bring this same "Can Do" spirit to your real estate needs.

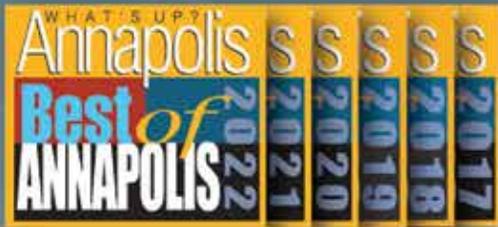
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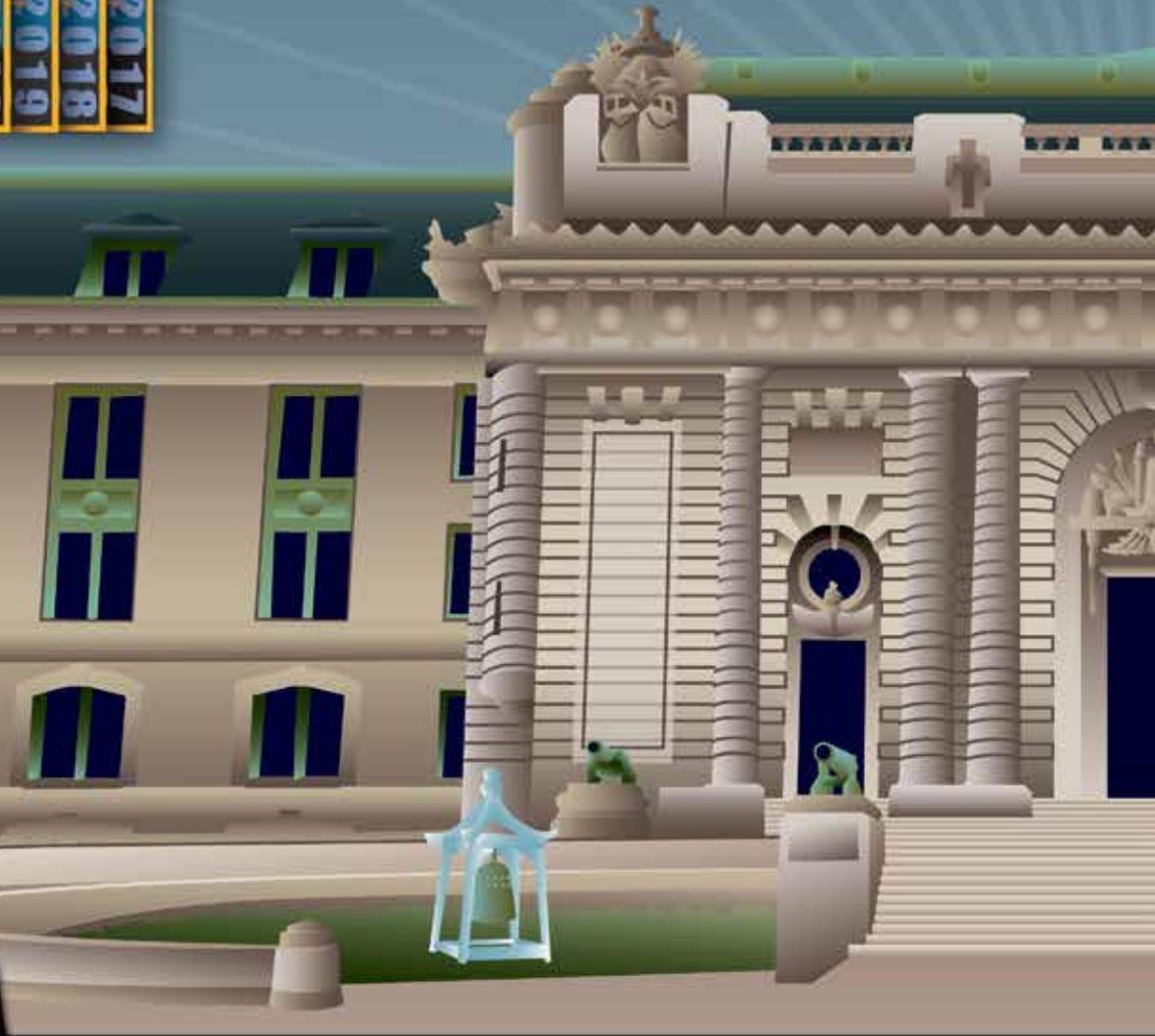
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— Michael & Shannon Kehrli



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On the Cover: Maritime extraordinaire and renowned sailor Arnie Gay. Photographs courtesy Annapolis Maritime Museum. Design by August Schwartz. Contact *What's Up? Annapolis* online at whatsupmag.com. ♻️ Please recycle this magazine.

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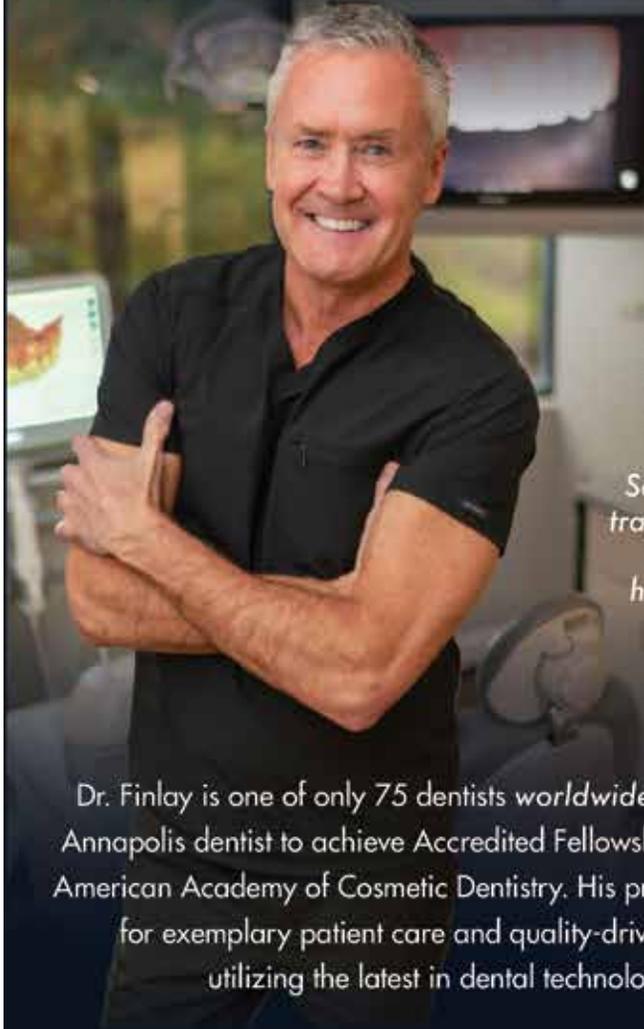
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2023 TOP DOCS

The 2023 What's Up? Top Docs survey is here! A peer-survey project celebrating exemplary medical professionals in the Greater Chesapeake Bay Region. Your nominations of fellow doctors in more than 40 fields of practice will be tabulated and vetted. One survey per doctor may be completed. Voting will close at the end of April (4/30). Results will be published in our October issues.
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editor *From the*

Fifteen years ago, the Leyland cypresses in the backyard of my newly-purchased home rose a mere 6–7 feet from the sloping ground in which they had been planted. Other than these 10 evergreens, landscaping was nonexistent. The surrounding fence outlined the yard well enough and though it had a few weak spots, it kept our dogs bottled up. Bought in 2008, the property that my wife and I settled in was, and remains, modest—a no-frills home that’s perfectly average. But over the years we’ve added to its character, outdoors and in, enjoying the process of making it uniquely our own.

I was like a painter with a blank canvas when surveying our lot all those years ago. I was only a few summers removed from being a landscaper myself, and my wheels started turning quickly about the untapped landscaping potential.

“A stone pathway here. Hydrangeas there...and there,” I thought. “Native grasses along a slope to keep erosion in check. We’ll set a tool shed in the back, near the tulip poplar. Veggie gardens can go here. We’ll shape new flower beds there. A butterfly tree in the corner. And the deck needs to be stained.”

This was just for starters. In the time since, we accomplished all of this and then some. Eventually the entire fence was replaced. Gardens expanded. And there are new plantings each spring.

Indoors played out similarly. We upgraded the flooring throughout, added a suite of new kitchen appliances, primed and painted the house room by room, new fixtures here, repaired windows there, and replaced vital organs when due (water heater, for example).

When time allows, your mind can drift with wondrous ambition, dreaming up home improvements. During the winter months, a lot of pondering and planning occurs in this regard. Come spring we’re ready to tackle the projects. And these days, I find myself leaning more and more on professional help to get the job done.

In this issue, many home professionals introduce themselves and are ready to service your home, whether that’s for a needed repair, major renovation, new look, or, perhaps, purchasing a dream home altogether! The annual Home Resource Guide, along with the special Leading Real Estate Professionals section, should help guide your decision making.

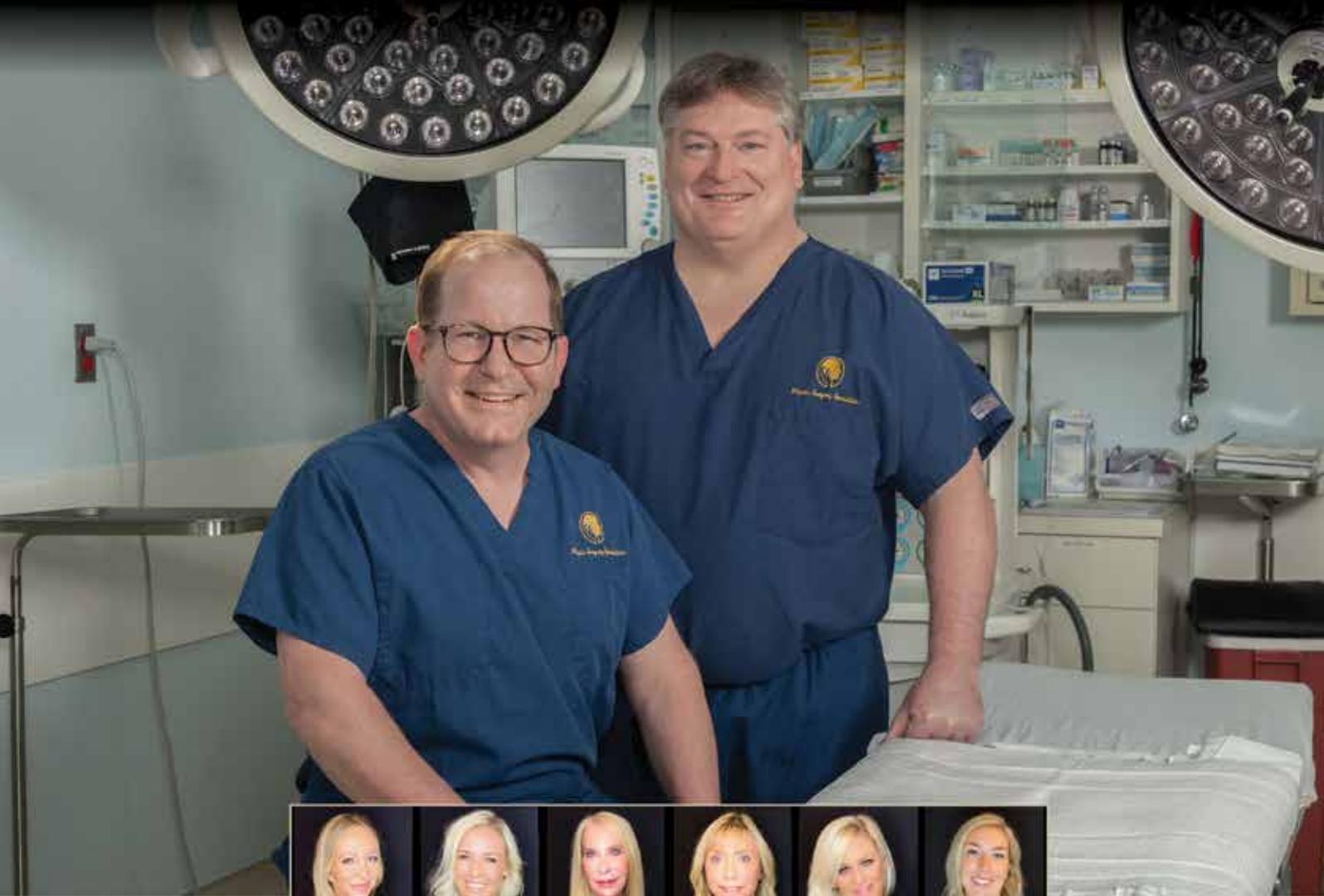
Of course, beyond home, there’s a world to explore. Our world, the Chesapeake world. And with the equinox approaching, this world awakens. Our communities liven up. There’s plenty of excellent events, beloved traditions, and seasonal activities to enjoy. There are smiles to share, singing in the air, and the birds and bees...well, you know.

In just a couple weeks, when I prep my backyard deck for yet another five-year stain, the original Leyland cypresses, that now tower 40-plus feet above it, will remind me of just how much I, too, have grown—along with family, friends, colleagues, and community—in this place I love to call home. Welcome to Spring, a season of growth and opportunity!

James Houck,
Editorial Director

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Out on the **TownE**



21 EVENT PICKS | **28** CALENDAR | **32** SOCIAL | **38** SPOTLIGHT | **42** ATHLETE

Annapolis St. Patrick's Parade

The Annual St. Patrick's Parade returns to Annapolis on March 5th at 1 p.m. The parade lasts about two and a half hours. The parade will line up at Amos Garrett Boulevard, move down West Street, around Church Circle, and onto Main Street. Find more information at naptownevents.com.

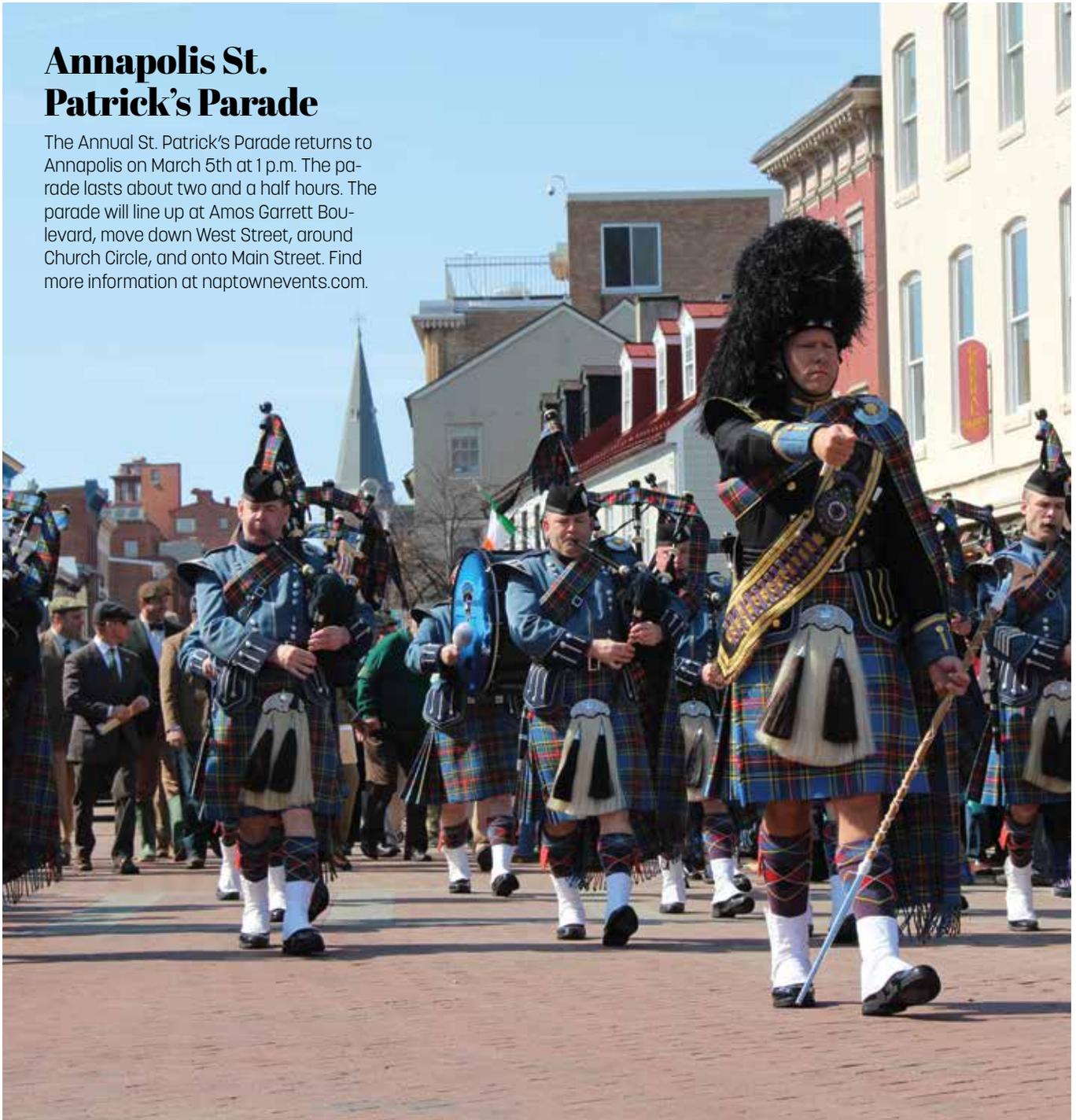




Photo by Jay Fleming

↑ Oyster Roast & Sock Burning

Annapolis Maritime Museum's Oyster Roast and Sock Burning is back at the museum on March 18th. Each year, this event celebrates the spring equinox and the beginning of boating season by burning those old winter socks and roasting some delicious oysters. This tradition dates to the late-1970s and is looked forward to by the people of Annapolis every year. Naptown Brass Band and the Eastport Oyster Boys will be providing live music, there will be all-you-can-eat oysters, a shucking contest, fun activities and exhibits and more. Order tickets now at amaritime.org.

Bosom Buddies Ball

Soar to new heights with Bosom Buddies Charities at their 16th annual ball. On March 25th, Bosom Buddies' black-tie ball will be at the Westin Annapolis Hotel starting at 5:30 p.m. The night will include fine cuisine, a live auction, along with several raffles. Dance the night away to the tunes of Sly 45 at the party of the year. Funds raised at the ball will help promote breast cancer awareness, encourage early detection, support treatment, and celebrate healing. Help support breast cancer patients, survivors, and their families with a fun night out! Find more information and purchase tickets at bosombuddiescharities.com.



↑ 2023 HOOLEY

The Annapolis Hooley is the official St. Patrick's parade kick-off party at the Susan B. Campbell Park in Annapolis. The 8th annual Hooley will be 5 to 10 p.m. on March 3rd to honor Grand Marshals of past and present. This is also the perfect chance to enjoy live Irish music, traditional Irish fare, an open bar with specialty cocktails, and celebrate all that is Irish with family and friends. Visit naptownevents.com for more information.



ANNAPOLIS RUNNING FESTIVAL

Corrigan Sports Enterprises and the City of Annapolis and Anne Arundel County are hosting the 1st Annual Annapolis Running Festival on March 11th. The event will consist of three distance races: a half-marathon, a 10K, and a 5K, which all start and finish at Navy-Marine Corps Memorial Stadium. Each year, the festival will raise money for a local charity; this year, the Annapolis Police Foundation is the recipient. Find more information at annapolisrunfest.com.



↑ Petite Squares Exhibit

The 10th annual Petite Squares Exhibit at Wimsey Cove Framing & Fine Art Printing in Annapolis will be on display from March 6th through April 22nd. This year's theme is "Square One" for which artists are to get back to square one and show who they are in miniature. All works are smaller than 12 inches framed. Be sure to enjoy the show's reception on March 12th from 1 to 3 p.m. For more information, visit annapolis-arts-alliance.com.

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ROTARY CLUB OF ANNAPOLIS BLACK TIE & DIAMONDS

Join the Rotary Club of Annapolis for its annual Black Tie & Diamonds fundraiser! Black Tie & Diamonds is being held on March 4th at the Graduate Annapolis Hotel from 6 to 11 p.m. The proceeds of this year's event will benefit the Annapolis Police Foundation to help increase the capacity of police programs and community outreach events. Attendees will enjoy a surf and turf dinner, open bar, music, dancing, live and silent auctions, and two raffles. Tickets cost \$170 per person. For more information, visit annapolisrotary.org/black-tie-diamonds.



↑ Shamrock the Dock

Shamrock the Dock continues the Irish party in Annapolis with a two-day music and cultural festival with global and local acts at Susan Campbell Park in Annapolis. The festival will be noon to 10 p.m. on March 4th and 1 to 8 p.m. on March 5th. Main stage bands include Seven Nations, Scythian (pictured), Dublin 5, and, all the way from Scotland, Skerryvore. The second stage will include Irish Dancing, pipe bands, and other acts. Find more information at naptownevents.com.

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OUT ON THE **TOWNE**



MARYLAND DAY WEEKEND

We know we are lucky to live in Maryland, but let's have a weekend to really celebrate it. March 31st through April 2nd is Maryland Day Weekend. This is a unique heritage-based group of events throughout the state to experience local history, culture, and heritage of the region. Visit marylandday.org for a full list of events.



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↑ **WILD & SCENIC FILM FESTIVAL**

The Alliance for the Chesapeake Bay is hosting their 5th annual Wild & Scenic Film Festival at Stage & Screen Studios in Millersville on March 16th. This one-of-a-kind fundraiser for the Alliance selects 10 to 15 short films for audiences to enjoy highlighting topics like nature, community activism, adventure, conservation, water, indigenous culture, and so much more. Find more information and buy tickets at allianceforthebay.org.



American Craft Council America Craft Made Marketplace

On March 3rd through 5th, visit the Baltimore Convention Center for the American Craft Made Marketplace. The American Craft Council is a national nonprofit dedicated to supporting craft artists. This three-day marketplace is a celebration of all things handmade featuring a juried selection of artists from across the country working in a variety of mediums including ceramics, glass, jewelry, clothing, furniture, and more. Find more information about the 350 contemporary craft artists, the jury process and the market itself at craftcouncil.org.



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Towne Calendar

A collection of noteworthy community events taking place this month across the Chesapeake Bay region

March 1

Vanessa Carlton with Daphne Eckman at Rams Head On Stage in Annapolis, 8 p.m.; rams-headonstage.com; See Vanessa Carlton, singer of "A Thousand Miles" and "Ordinary Day" perform in Annapolis!

March 2

Annapolis Maritime Museum Winter Lecture Series: Sea Turtles and Their Hunters in the Caribbean at Annapolis Maritime Museum, 7 p.m.; amaritime.org.

March 3

Easton Night Out in Downtown Easton, 5 p.m.; tourtalbot.org; Come out for a fun night in Downtown Easton every first Friday. The streets will be filled with music and excitement.

Annapolis Symphony Orchestra: Doomed: Mahler's 6th at Maryland Hall in Annapolis, 8 p.m.; annapolisssymphony.org.

March 4

BSO Music Box: In the Treetops at the AMP by Strathmore in North Bethesda, 10 a.m.; strathmore.org; an ensemble of Baltimore Symphony Or-

chestra musicians perform light-hearted classical and children's songs.

50+ Resource Fair at Calvary United Methodist Church in Annapolis, 10 a.m. to 2 p.m.; resourcefair.wintergrace.org; meet resource providers and expert speakers all passionate about making our later years the best years.

Brian Curry Family Show at Children's Theatre of Annapolis in Annapolis, 2 p.m.; childrenstheatreofannapolis.org; Back by popular demand, Brian Curry will read your thoughts, predict your future and blow your mind!

Maryland Spring Home and Garden Show at Maryland State Fairgrounds in Timonium, through March 12th; mdhomeandgarden.com; 400 exhibitors showcase the latest trends for home and yard.

Miss HBCU Teen Pageant at Bowie Center for Performing Arts in Bowie; misshbcuteen.com; 30 talented high school students compete to earn over \$6,000 in scholarships to pursue higher education.

March 5

Sunday Runday in Severna Park, 3 p.m. Braveheart-kids.com; Brave Heart Kids' new program meets

on Sundays in Severna Park from 3-4 p.m. and is designed to coach your kids to feel and become stronger, faster, and more agile. Each Sunday through March.

March 8

Bus Trip to the Philadelphia Flower Show leaving at 10 a.m. from Maryland Hall in Annapolis, returning at 8 p.m. Tawesgarden.org; tickets include luxury motor coach transportation, admission to the show, snacks, and beverages.

March 11

Women of Achievement at Lawyers Mall Maryland State House in Annapolis, 1-3 p.m.; watermarkjourney.com; learn women's roles in society through the centuries and how they laid the groundwork for future women.

Annapolis Betterment Bash at Annapolis Market House in Annapolis, 7 p.m.; communitybetterment.org; Save the date for Community Betterment's annual night of light food, drinks, and live music.

March 14

Arts on Stage Presents: Super Scientific Circus at Hammonds Lane Theatre in Brooklyn Park, 10:15 a.m. and Noon; chesapeakearts.org; students will learn about friction, inertia, centrifugal force, and more.

March 15

Smores and Stories at Wonder Wild Outdoor School in Stevensville, 6:30 p.m.; wonderwildoutdoorschool.org; seasonal craft and hands-on environmental education activity. Then gather around the fire to hear a story and roast s'mores.

March 17

The Marriage of Figaro at Maryland Hall in Annapolis, 7:30 p.m.; annapolisopera.org; Annapolis Opera is bringing Mozart's beloved opera to the stage. Also March 19th at 3 p.m.

Maryland Black Bears Ice Hockey at Piney Orchard Ice Arena in Odenton, 7 p.m.; marylandblackbears.com; vs. Johnstown Tomahawks on March 17, 18, and 19.

March 18

International Anime Music Festival at the Gaylord National Resort & Convention Center at the National Harbor, 8 p.m.; nationalharbor.com.

Friends of Annapolis Symphony Orchestra Mardi Gras in March at Live Arts Studio in the Annapolis Mall, 6 p.m.; annapolisssymphony.org; Join Friends of Annapolis Symphony Orchestra for an evening to celebrate Mardi Gras.

March 21

Arts on Stage Presents: Wilma Jean Worry Machine at Hammonds Lane Theatre in Brooklyn Park, 10:15 a.m.; chesapeakearts.org; fun and humorous musical adaptation offers creative strategies for parents and teachers to use that can lessen the severity of anxiety.

March 23

Annual Annapolis Film Festival in various locations in Annapolis. Continues through March 26th; annapolisfilmfestival.com.

March 25

Rowan's Run 5K at Eastern Shore Performance Center in Stevensville, 9 a.m.;

Facebook; This 5th annual run/walk will be conducted locally, as well it is a Virtual Walk/Run for those that wish to participate but are not on the Eastern Shore.

23rd Annual Casey Cares Hollywood Gala at American Visionary Art Museum in Baltimore, 6:30 p.m.; caseycares.org.

Blossom Kite Festival at the Washington Monument in Washington D.C.; 10 a.m. to 4:30 p.m.; nationalcher-ryblossomfestival.org.

Annapolis Runs for Love 5K at Annapolis High School, 8 a.m.; This is a community event hosted by the One Love Club of Annapolis High School to benefit the One Love Foundation and the YWCA of Annapolis and Anne Arundel County.

March 29

Talbot County Country Club Winter Lecture Series: The Pollinator Victory Garden: Wine the War on Pollinator Decline at Talbot County Free Library in Easton, 11 a.m.; talbotcountyygc@gmail.com.

March 31

Maryland Day Weekend 2023 at sites throughout Maryland, through April 2nd; marylandday.org; Events highlight the area's unique heritage, culture, history and environment.

Navy Men's Lacrosse at Navy-Marine Corps Memorial Stadium in Annapolis, 7:30 p.m.; navysports.com; vs. Boston University.

Annapolis Symphony Orchestra: Two Romantics at Maryland Hall in Annapolis, 8 p.m.; annapolisssymphony.org.



EXPERT OF THE MONTH

JONATHON RONDEAU

President & CEO | The Arc Central Chesapeake Region

Jonathon Rondeau joined The Arc in 2017, bringing nearly 20 years of experience in providing leadership across diverse organizations to create opportunities for self-sufficiency and independence for people with disabilities and those traditionally underserved. As President and CEO, he partners with the board of directors to establish the strategic vision of the organization and make an impact on people with intellectual and developmental disabilities across Anne Arundel County and Maryland's Eastern Shore.

To commemorate Developmental Disabilities Awareness Month, which is observed in March, Rondeau shares his passion for serving people with intellectual and developmental disabilities, his pride in his team's holistic approach, and his insights on how to support a loved one.

What inspired you to pursue a career working with people with intellectual and developmental disabilities?

When I was 15, I had the opportunity to be a junior counselor for a camp for kids and adults with disabilities. That experience changed my life and put me on the path towards a career that allowed me to create opportunities for people with disabilities that would enable them to work, live, and connect with their community.

What makes The Arc Central Chesapeake Region stand out from other organizations in the area?

Our services are truly individualized to the needs and desires of people with intellectual and developmental disabilities. We incorporate a holistic approach—looking at the whole person, including their personal life, work and community life, and spiritual life—to provide the necessary support and resources.

Our staff consists of a dedicated team of experts. From our direct support professionals to our support team to our senior leadership, everyone is committed to our mission and facilitates a culture of equity, belonging, and collaboration.

What is the most rewarding aspect of the work you do?

It's truly rewarding to see the people who we serve grow, gain independence, and achieve a life goal.

How can I help a loved one with intellectual and developmental disabilities?

Raising and/or supporting a person with an intellectual and developmental disability can be challenging, and every family needs community support and resources to thrive.

Connecting families who have children with disabilities to the necessary resources, such as The Arc's Family Navigator, advocating for full inclusion of everyone, and ensuring accessibility in public settings is critical.

Jonathon Rondeau

The Arc Central Chesapeake Region
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Fish For A Cure

The 16th annual Fish For A Cure tournament, Paul C. Dettor Captain's Challenge, and Shore Party was held at the South Annapolis Yacht Centre on November 5th. The catch-and-release fishing tournament raised over \$575,000 to support the Cancer Survivorship program at Luminis Health Anne Arundel Medical Center's Geaton and JoAnn DeCesaris Cancer Institute. Team Reel Counsel won the Captain's Challenge fundraising competition with a fundraising record of over \$144,000. And Team PYY Fishing captured first place for the three-rockfish stringer award. Visit fishforcure.org to learn more about supporting cancer care in our community.

Photography courtesy Anne Arundel Medical Center Foundation.





TOWNE SOCIAL

CASAblanca Gala

On Saturday, November 5, Anne Arundel County Court Appointed Special Advocates (CASA) celebrated 25 years of standing up for children in foster care with the organization's annual black-tie gala. Held at Westin Annapolis Hotel, guests enjoyed a dazzling evening of drinks, dinner, dancing, and live and silent auctions. Altogether, the event raised \$160,000! Learn more at aacasa.org.

Photography by KRR Photography, courtesy CASA.





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TOWNE SOCIAL

The Chesterton Gala

On November 12th, The Chesterton Academy of Annapolis held its annual, formal gala at The Byzantium in Annapolis. The evening of fellowship and merriment included a sit-down dinner, live and silent auction, dancing, and more. Learn more about the school and its growing community at chestertonacademyofannapolis.org.

Photography by Tony Lewis, Jr.





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MARCH 4
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MARCH 5
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MARCH 10
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MARCH 11
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MARCH 12
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MARCH 17
AL STEWART
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↑ Wreaths Across America Donation

Last holiday season, Lockheed Martin made a \$240,000 donation to sponsor 16,000 veterans' wreaths for placement at local and national veterans cemeteries during National Wreaths Across America Day, held on December 17th. "Lockheed Martin has proudly supported Wreaths Across America for five years and its mission to remember, honor, and teach," said Tiffany King, Manager of Social Impact at Lockheed Martin. "About one in five Lockheed Martin employees has served in uniform, and as a military spouse, I know that this partnership is personal to many of our colleagues. We are grateful for this solemn opportunity to honor all those who have served. Learn more at wreathsacrossamerica.org.



Vince Leggett



Anne Richardson

CRAB AWARDED \$94,000 GRANT ↓

Chesapeake Region Accessible Boating (CRAB) recently received a \$94,000 grant award from Phillips Charitable Foundation for the Don Backe Learning Center at the new Adaptive Boating Center currently under construction in Annapolis. The learning center, named for CRAB's founder, is an ambitious, first-of-its-kind project and will be the prototype state-of-the-art learning center for people with disabilities. Learn more about the organization and project at crabsailing.org.



2022 CHAMPIONS OF THE CHESAPEAKE

Chesapeake Conservancy recently announced the 2022 Champions of the Chesapeake, the organization's highest honor, which recognizes extraordinary leaders from across the Chesapeake region for their significant and exemplary accomplishments that protect and restore our natural systems and cultural resources. Rappahannock Tribe Chief Anne Richardson and Vince Leggett, founder and president of Blacks of the Chesapeake Foundation, were named Champions of the Chesapeake for demonstrating that tireless work leads to notable achievements in conservation. Learn more about the prestigious honor and the Chesapeake Conservancy at chesapeakeconservancy.org.



Jing Ying Donates to Good Neighbors Group

Jing Ying Institute of Kung Fu & Tai Chi, based in Arnold, celebrated its 22nd anniversary in 2022 with a series of fundraising activities throughout the year that raised over \$11,000 for multiple charitable organizations. The year ended with its 19th annual Silent Auction in December. The recipient of the auction was local nonprofit Good Neighbors Group, dedicated to strengthening communities by engaging people to help one another in and around Anne Arundel County. Projects are based around human services and environmental issues.

Jing Ying owners, Nancy and Billy Greer, presented a check for \$4,500 to Julie Shay, Executive Director of Good Neighbors Group at Jing Ying's Lunar New Year celebration on January 25, 2023. Learn more at jingying.org and goodneighborsgroup.org.

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NEW CHESAPEAKE BAY COMMISSION DIRECTOR CHOSEN

Chesapeake Bay Commission members recently selected Anna M. Killius as the Commission's new Executive Director. She will follow Ann Swanson who retired from the Commission in November. "As the Chair of the Commission and as a member of the search committee, it is a privilege to select Anna Killius for this role," said Maryland Senator Sarah Elfreth (District 30). "Anna's breadth of experience at the state and federal level working with policymakers to find commonsense, bipartisan solutions for protecting the Bay, combined with a keen vision for the future of this work, will continue the legacy of accomplishment that has defined CBC." The Chesapeake Bay Commission is a tri-state legislative commission advising the general assemblies of Maryland, Virginia, and Pennsylvania on matters of Bay-wide concern. Learn more at chesbay.us.



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TOWNE ATHLETE

Amourie Porter

Glen Burnie High School Basketball

By Tom Worgo

It's nice to be a wanted athlete. Blossoming basketball player Amourie Porter had some enticing options when it came to where she would play in high school. Four private schools recruited Porter, a combo guard, leading up to her freshman year in 2019, according to her father Sam.

Two of them were St. Vincent Pallotti in Laurel and Baltimore City's Saint Frances Academy, which perennially ranks among the area's best teams. Amourie appealed to the schools because of her high level of play for AAU's Maryland Lady Shooting Stars.

Sam asked her, "Where do you want to play in high school?" She said, "Glen Burnie." Sam is in his second year as Glen Burnie's girls basketball head coach.

Porter, now a senior, explains her quick response to her father's question by saying, "I told him I want to help build the program up and improve its reputation."

At that point, the reputation couldn't have been much worse. The Gophers won only one game in 2019. It took a few years, but Porter and her father helped to revive Glen Burnie. She led the Gophers to their best season in school history in 2022, as the team went 22-1 and advanced to the state semifinals for the first time since 1983.

The team's rise began during Porter's freshman season when she started playing well right out of the gates. The team went 12-8 that season, and she averaged 17.9 points, 9.0 rebounds, and 3.6 assists per game.

"We had done some major things the school had never accomplished before," Sam explains. "In years past, we have had 30 girls trying out for basketball. This year, we had 46. That's a big plus."

Porter gets as much credit as anybody for the team's resurgence by pushing for

a culture change. "She is a builder," Sam says. "When she sees anything wrong, she wants to fix it and contribute to success"

The 5-foot-10 Porter ranked first in scoring (19.1), rebounds (10.2), and steals (4.4) to earn County Player of the Year and Baltimore Sun First-Team All-Metro honors in 2022. She has been rewarded for her success at Glen Burnie and on the AAU circuit, and will attend California State Bakersfield University on a basketball scholarship. She plans to major in kinesiology. Porter also received strong interest from Georgetown University.

"I chose California State Bakersfield because the coach (Greg McCall) was very committed to me," says Porter, who carries a 3.9 grade-point average. "He kept in contact with me throughout the entire recruiting process. I really like how he wants his program to be very successful. I also loved the school and the atmosphere there."

Porter's time on the AAU circuit will prepare her well for college basketball. The Shooting Stars competed in high-profile tournaments up and down the east coast, and in Kentucky, Alabama, and as far away as Texas. Many opponents featured Division I recruits and Porter's team featured a few, too.

“We played the best AAU teams,” Sam says. “And she got a chance to showcase her skills.” Porter adds, “I have played since seventh grade. The girls are the best out there. The level of play is just amazing.”

You could describe Porter’s career at Glen Burnie similarly. She would take over in games. She scored 34 points in December of 2021 as the Gophers beat Meade for the first time in a decade. Porter even elevated her play in the postseason, averaging 25 points per game during the championship run.

“She can do things at all three levels,” California State Bakersfield Women’s Basketball Coach Greg McCall says. “Get to the basket, shoot in the mid-range area, and hit the three-ball as well.”

Porter has accomplished a lot at Glen Burnie, but she set a lofty goal before this season—win a Class 4A state championship. The Gophers were two wins away from doing so last year. “I want to wear that ring around the school,” she says. “We need to finish things off and not stop until we are done.”

McCall likes Porter’s attitude and ambition. “She went there and made that high school team,” he says. “She is going to have her name etched in stone there forever.”

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2023

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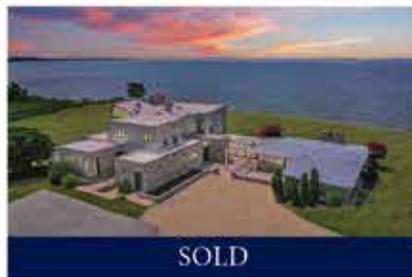


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WHAT'S UP? MEDIA
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COUNSEL
Erin Shaffer



COUNSEL
Paul Skrickus



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COUNSEL
Abby Moynihan



ASSOCIATE
Andre Habib



ASSOCIATE
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Alanna Casey



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An aerial photograph of a suburban neighborhood. The houses are arranged in a grid-like pattern with streets and green lawns. Several houses have solar panels installed on their roofs. The text "LEADING REAL ESTATE & HOME PROFESSIONALS" is overlaid in white, bold, sans-serif font on the left side of the image.

LEADING REAL ESTATE & HOME PROFESSIONALS



David Orso

You Deserve The Best.

If real estate agents charge about the same fee then why wouldn't you hire the absolute best to represent you? Similar fee with different client outcomes doesn't seem fair. The market has shifted and the stakes have been raised which make it paramount to hire the professional you deserve; the very best in their field. David Orso is celebrating his 20th year in real estate which has led to a curated system for maximum client outcomes for both sellers and buyers. Since 2013, David Orso has been the #1 agent in Anne Arundel County for total real estate sales. This unprecedented accomplishment is wholly due to his CEO level marketing and negotiation skills combined with his deep commitment to superior client outcomes. When asked his secret to year over year elite performance he stated, "When my clients win; I win. Always in that order." This new market requires more than glamour shots and a couple good years during the real estate boom. Now is the time to evaluate your potential real estate representation closely and dig deep into their experience in challenging markets.

#1 Agent Across All Brokerages in Anne Arundel County Since 2013



LEADING REAL ESTATE & HOME PROFESSIONALS

DAVID ORSO

OF BERKSHIRE HATHAWAY HOMESERVICES PENFED REALTY



David Orso
Owner/Real Estate Agent



Megan Huebner
Partner Agent to David Orso

RECENTLY SOLD PROPERTIES



1039 Whitehall Cove
SOLD
\$2,000,000
Annapolis - Buyer Represented



202 Norwood Road
SOLD
\$4,500,000
Annapolis



1314 Windsor Ridge Lane
SOLD
\$1,675,000
Annapolis



457 Old Orchard Circle
SOLD
\$1,275,000
Millersville



669 Shore Road
SOLD
\$1,615,000
Severna Park



809 Homestead Lane
SOLD
\$2,850,000
Crownsville

DAVID ORSO

OF BERKSHIRE HATHAWAY
HOMESERVICES PENFED REALTY

O: 443-372-7171
david@davidorso.com
1997 Annapolis Exchange
Annapolis, MD 21401
8 Evergreen Road
Severna Park, MD 21146
davidorso.com





Brad Kappel

Make Your Move with Brad Kappel

Brad Kappel, Executive Vice President with TTR Sotheby's International Realty is the #1 Waterfront Real Estate Agent in Maryland. Brad has been serving residents of Anne Arundel County and the Eastern Shore for over fifteen years in real estate, home construction, and renovation. Brad's unique experience allows him to offer authentic insight into each property's current condition, value, and potential. Brad is grateful for the clients, colleagues, friends, and family who supported his success throughout his career and contributed to his record-breaking year in 2022 with sales totaling over \$209 million! Brad adheres to the philosophy that "clients deserve nothing short of excellence." From the initial meeting, to navigating important decisions and the final settlement transaction, Brad works diligently to ensure 100% customer satisfaction. Brad doesn't just sell the waterfront lifestyle—he lives it! The Kappel family has called Annapolis their home town for three generations. When he's not pursuing his passion in real estate, he is exploring the waterways of the Chesapeake Bay by boat or paddle board or spending time with his wife and two children at their home on the Severn River.

Brad Kappel

410-279-9476 (c)

410-280-5600 (o)

brad.kappel@sothebysrealty.com

BradKappel.com



TTR | **Sotheby's**
INTERNATIONAL REALTY

Annapolis Brokerage
209 Main Street Annapolis, MD



RECENTLY SOLD PROPERTIES

LEADING REAL ESTATE & HOME PROFESSIONALS



3235 Harness Creek Road
SOLD \$12,000,000



2701 Willow Hill Road
SOLD \$7,750,000



964 Melvin Road
SOLD \$7,000,000



225 Wardour Drive
SOLD \$6,480,000



107 Bay Drive
SOLD \$5,350,000



1310 Saint Pauls Way
SOLD \$5,200,000



Werrlein Properties has a solid reputation in the building industry for providing high-quality home renovations and new home development. We pride ourselves in building strong relationships with our customers. Our primary focus is quality craftsmanship and turning our client's vision into reality!

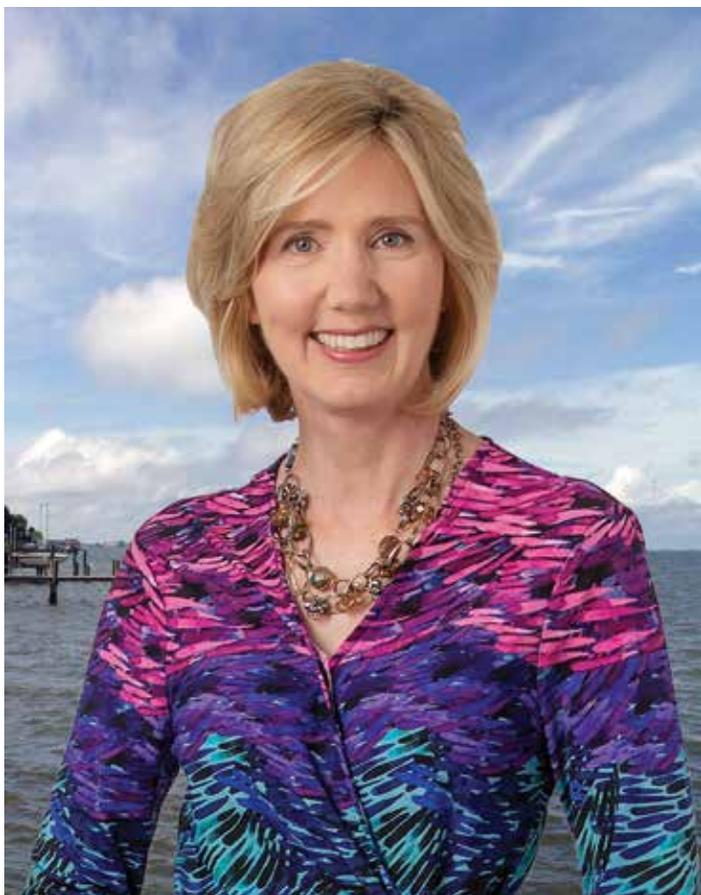
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522 Defense Hwy. | Annapolis, MD 21401



Reid Buckley

Mr. Waterfront Team of Long & Foster

Under Reid Buckley's leadership, the Mr. Waterfront Team of Long and Foster Real Estate excels at providing a collaborative, client-first approach. Our winning combination of home preparation, staging, and digital outreach, supported by print and personal connection, means sellers get the highest price for their asset, while buyers rely on us for our extensive waterfront knowledge.

Sophisticated waterfront buyers and sellers have long known that information is power. In this incredibly fast-paced market, it's critical to get time-sensitive data to leverage your negotiating position. Both buyers and sellers benefit from years of negotiations – totaling more than \$1.3 billion – in Anne Arundel and Queen Anne Counties. The Mr. Waterfront Team has helped more people LIVE the waterfront dream than any other agent in Maryland.

REID BUCKLEY'S

Mr. Waterfront® Team

OF LONG & FOSTER REAL ESTATE

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320 Sixth Street, Annapolis, MD 21403
BOM: 410.260.2800

WaterfrontHomes.org

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Jennifer Chino

**Stahley Thompson Homes of TTR
Sotheby's International Realty**

As an Annapolitan native, Jennifer has witnessed many changes to our bustling city that continues to retain a small-town feel. Her intimate knowledge of the region, and experiences of having lived there all of her life, has cemented her as one of Annapolis' most trusted agents, including numerous business and community leaders.

As a Team Leader of the Stahley Thompson Homes Team, Jennifer works with individuals, investors, and developers interested in the city's most coveted properties – with a particular focus on the Eastport, Annapolis, and Severna Park communities.

Jennifer is deeply connected to Annapolis. A Saint Mary's Graduate with a passion for detail, she is known for her extensive market knowledge and unmatched devotion to clients, with a commitment to work hard, discreetness and follow through.

Stahley Thompson Homes is ranked among the best in Annapolis and with more than over \$140 million sold and the recipient of numerous awards. Jennifer is a graduate of Leadership Anne Arundel and is CLHMS designated.

Her team works with both buyers and sellers, and cater to those looking for unique waterfront properties in Annapolis. She demonstrates the highest level of integrity and commitment, and a little fun, into every real estate transaction.

Jennifer Chino

Sr. Vice President

443-494-9091 | 410-280-5600

209 Main Street

Annapolis, Maryland, 21401

www.stahleythompsonhomes.com

TTR | Sotheby's
INTERNATIONAL REALTY



FEATURED PROPERTY

16 N LINDEN AVE | ANNAPOLIS, MD

Welcome home to this one of a kind Boho chic bungalow! This beautiful home is the perfect combination of modern finishes with classic details. Enjoy single level living with a 2nd story loft that has an amazing tree house vibe. Located in the desirable Homewood neighborhood in Annapolis, you can take advantage of being close to downtown and all it has to offer while still having off-street parking, a detached garage and large backyard for additional outdoor space. Plus, significant improvements have already been taken care of for you - featuring new HVAC, new water heater, and new electric throughout.





Scott "Shrek" Schuetter & Crew

- ▶ Personal
- ▶ Professional
- ▶ Pressure Free



Scott Schuetter is a dedicated and professional real estate agent surrounded by an amazing team. Using experience as a graduate of the U.S. Naval Academy and former naval aviator, he has closed over \$400 million in transactions since 2008. He is truly committed to making your real estate transaction an enjoyable, stress free process. His military background and training taught him to remain calm in any and all situations. These invaluable life skills have been finely tuned daily in his career as a realtor. When things are most chaotic, it is extremely important to have a steady, guiding and trusting voice. Every real estate transaction involves a series of complex personal choices intermixed with emotions, finances and futures. It may not be as stressful as landing a plane on an aircraft carrier, but to his clients it may feel like it and he is there to lead them every step of the way!



Scott Schuetter, Realtor®

(C): 410-900-7668 (O): 410-266-0600
 1997 Annapolis Exchange Pkwy, Suite 101
 Annapolis, MD 21401
 ScottSchuetter.com
 Scott@ScottSchuetter.com



PROPERTIES RECENTLY SOLD



9 Saint Ives Drive
 \$1,475,000
 SOLD
 Severna Park, MD



3102 Landfall Lane
 \$1,720,000
 SOLD
 Annapolis, MD



7 Loudon Lane
 \$4,100,000
 SOLD
 Annapolis, MD



Shane Hall

Shane Hall stated his real estate career in October of 2013, while the market was still very much recovering from the Great Recession. Shane evolved from a novice into one of the top producers in real estate through hard work, client advocacy, and innovative thinking. He quickly built a strong reputation in the marketplace as one of the youngest real estate agents in the Annapolis area, heading sales spanning from new builds to luxury estates.

Shane's seasoned experience, sharp instincts and ability to anticipate market trends, enables him to lead and create opportunities for buyers and sellers in changing markets. Living in the area for 20+ years now, Shane is an expert on the Greater Annapolis market. In 2016, he set out to become a more efficient service provider and started The Shane Hall Group - a team of full time professionals dedicated to selling, marketing and consulting on homes for their clients. In 2020, he joined Compass, ranked number as the nation's largest independent brokerage and developing technology and tools entirely in-house designed to help sell homes faster and at a higher price point.

Shane graduated from the University of Maryland in 2011 with a degree in Marketing and Communication. He lettered in Varsity Lacrosse with the Terps winning an ACC Championship and a National Runner-Up during his 4 years. He now lives in Severna Park with his wife Emily, daughters Hunter and Holden, who most recently made her grand entrance. He has two dogs as well, Decker and Reese.

Shane Hall

shane.hall@compass.com
410.991.1382
www.shanehallre.com



COMPASS

PROPERTIES FOR SALE AND RECENTLY SOLD



29 Homeport Dr. | Edgewater, MD
For Sale \$5,000,000



3317 Old Point Rd. | Edgewater, MD
For Sale \$4,700,000



3200 Bennett Point Rd. | Queenstown, MD
Sold \$1,150,000



1836 Milvale Rd. | Annapolis, MD
Sold \$2,650,000 - Represented Buyers



1100 Spy Glass Dr. | Arnold, MD
Sold \$2,075,000 - Represented Buyers



1102 Spy Glass Dr. | Arnold, MD
Sold \$1,800,000 - Represented Buyers



Erica Baker

TTR | Sotheby's International Realty

Erica pairs knowledge of the clients' goals with the needed steps for selling and buying property, with market trends, integrity, creativity, and innovation to purposefully market a home or structure a winning offer for her clients. She is ranked as a top Realtor in our region, won top negotiator and fast seller, has glowing reviews from satisfied clients and is the go-to Realtor to achieve top dollar in today's market.

She has a burning passion for culture and traveling. Staying abreast the global industry truly has helped her guide clients. She is an active sponsor within the communities of Annapolis, including Live Water Foundation who works diligently to improve the health, wellness and environment of our communities, Bay Bridge Paddle which benefits the Annapolis chapter of the Foundation for Community Betterment and the Annapolis Rotaract Rock The Dock event to support various charities each year.

Being a full-time, qualified, knowledgeable, and experienced realtor, she shows extreme drive daily to help her clients. If you do ever find her off work, she is most certainly planning her next adventurous trip, Paddle Boarding around Spa Creek or walking her Great Dane, Darwin around Annapolis. With an impressive sale portfolio and a strong business initiative and drive, Erica is constantly working towards a future that will inspire her clients' and their life goals. If you're considering listing your home, the time is now. For a home value evaluation and a personalized marketing package to get your home sold, call Erica today.

Erica Baker

TTR | Sotheby's
INTERNATIONAL REALTY

Erica Baker, Realtor®
410-919-7019 | 410-280-5600
209 Main Street
Annapolis, MD 21401
Ericabaker.ttrsir.com 

PROPERTIES RECENTLY SOLD



1110 Steamboat Rd.
Shady Side, MD
SOLD
\$2,350,000



1707 S Harbor Ln.
Annapolis, MD
SOLD over asking price
\$1,051,000



204 Bowen Ct.
Annapolis, MD
SOLD
\$899,000



12 Willow Spring Dr.
Edgewater, MD
SOLD
\$715,000



250 Gough Ct
Severna Park, MD
SOLD
\$750,000



Christy Bishop

Christy Bishop is incredibly passionate about protecting her clients' wealth and accordingly takes her profession very seriously. Her affiliation with Warren Buffet owned "Best of the Best" real estate brand Berkshire Hathaway HomeServices paved her career to becoming a Berkshire Hathaway HomeServices Luxury CollectionSM Marketing Specialist providing special expertise for the real estate market in Maryland with true concierge service.

"When you're negotiating someone's largest asset, there's a lot of intrinsic value in the trust clients place on real estate professionals, and I take it very seriously. It's incredibly important to me to represent their best interests." A recent client sent a special thank you of gratitude *"We would not have gotten the sale price for our home without your help. Thank you a million times!"* Treating her clients money as her own sets her apart from others. "Being knowledgeable and full of expertise is important; additionally, it is very emotional to buy and sell real estate. They say the three greatest stresses in life are death, divorce, and moving. The fact that I get to be a part of someone's life during this process and they trust me to alleviate the stress and make it the best experience possible is what I enjoy. It's about the relationship but also the integrity and trust placed upon us." Whether selling a condominium, townhouse or gated estate her clients can be assured of the highest caliber of representation available.

Christy has 27 years of Experience and over 225 Million in industry sales. She is a Maryland native and the daughter of 2 former United States Marines and Naval Academy graduates. Growing up between water surrounded Severna Park and Annapolis she headed west for the mountains at 18 years old and settled in Idaho. After graduating from the University of Idaho with a B.S. in Marketing, Christy entered the financial service industry in ski resort town Sun Valley, Idaho. Driven by desire for greater career opportunities, Christy moved back home in 1996 and was offered the opportunity to market new home subdivisions in Crofton. Her new passion was discovered and the builder named her Sales Manager and subsequently Director of Marketing and Sales. In 2004 she transitioned out of new construction to focus on resale of residential real estate.

Active locally in her industry, she has served on the legislative & community service committees of Anne Arundel County Association of Realtors. She is a lifetime member of the top one percent of Anne Arundel County Realtors Masters Club who exhibit high professional and ethical standards as well as exemplary sales records.

Christy is a host of *The American Dream Television* show airing on CBS, FOX, ABC cable affiliates along with Amazon, Bloomberg, Apple, ROKU and Amazon Fire TV. It is a national show featuring uplifting stories of gratitude, communities, lifestyle and of course local real estate on an EMMY nominated show. If you know the owner of a business, special event, favorite place or nonprofit she should interview, even a home owner thinking about selling and wants their home showcased, reach out and let her know. Send a text message directly to her at 443-994-3405 and request to see recent episodes featuring the epic Odenton community of Two Rivers or Historic Downtown Annapolis Midnight Madness Christmas event.

When she is not working with clients, Christy loves spending time with her soon to be husband, family, friends and her beloved German Shepherd Dury. She enjoys boating, fishing, gardening, writing, motorcycles and time away at a second home at the beach in Delaware.



As seen on




CHRISTY BISHOP
A Spirited Vision

 
BERKSHIRE HATHAWAY HomeServices | PenFed Realty

Christy Bishop

443-994-3405 | 410-647-8000
Christy@CBMoving.com
www.CBMoving.com

  @MarylandWaterfront

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NEWLY LISTED



2178 Chesapeake Harbour Drive

Annapolis, MD 21403 | \$1,075,000 in amazing Chesapeake Harbour



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“Travis was absolutely wonderful to work with. He went above and beyond in all aspects of listing and selling our home. Travis left no stone unturned in researching and understanding our property. He then launched a far-reaching and effective marketing campaign.”

- Seller, Eastern Shore Waterfront \ Sold Price \$5 Million US Dollars

For more about Travis & for more reviews ...



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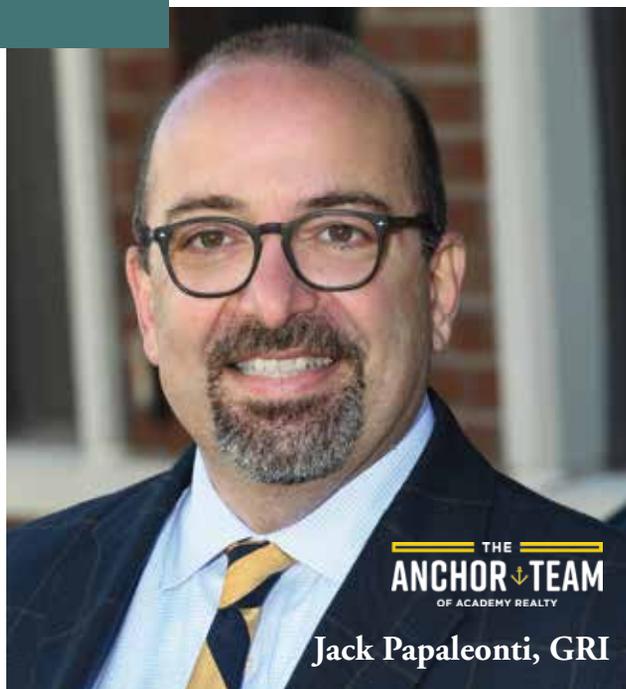
From Annapolis to Abu Dhabi and everywhere in between, Engel & Völkers opens the door to a world of possibilities. Whether it’s a family house across the street or a holiday home in Tuscany, with over 16,000 real estate advisors across the globe, our network allows me to provide an experience unlike any other.

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Travis Gray | Associate Broker
Engel & Volkers Private Office
C 301.641.0809 | O 443.292.6767
Travis.Gray@evrealstate.com
138 West Street · Annapolis · MD 21401





Emily Marsh



Ginnie Henry



Jessica Manning



Kathy Whitlock



Zack Papaleonti



801 Compass Way, Suite 7
Annapolis, MD 21401
www.AcademyRealty.com
Tel# 410-263-9105
Cell# 410-991-4465



The Anchor Team of Academy Realty

Experience matters! Introducing the Anchor Team led by Jack Papaleonti GRI, who brings years of experience and a team mentality to real estate. There are so many obstacles and challenges that come up during a real estate transaction. An agent has to be in several places at once, so having a team that is always there pays off. With over 65 years of combined experience, we have extensive experience with waterfront homes, historic homes, condos, COOPs, investment properties, retirement homes, condemned homes, foreclosures, bank owned homes, and commercial real estate, as well as dealing with homeowner's associations, well and septic properties, and more.

Buying or selling a home is one of the biggest financial and personal decisions for anyone, whether for personal usage or investment. Academy Realty is an organization you can trust that brings a team of experience with integrity and commitment to get the deal done right. At Academy Realty we also offer special incentives for first responders, teachers and veterans when using our service. Part of our mission is to give back to our community and support those that dedicate their lives to the betterment of our communities. Contact us to preview waterfront homes from Anchor Time, or to preview homes in Historic Annapolis or Heritage Harbour from our street legal jazzy golf cart to experience home buying at a whole new level!





The Gough Group

Lori Gough, Associate Broker

Long & Foster Real Estate, Forbes Global Properties



Lori has been selling real estate in Annapolis and Anne Arundel County since 1996, and has a proven track record of success! She was “Rookie of the Year” at her Brokerage, and hasn’t stopped selling and advocating for her clients since that time. **EXPERIENCE MATTERS!**

Lori has achieved numerous awards over the years. See her resume, customer testimonials, and portfolio of homes at goughgrouphomes.com. She is proud of the fact that the majority of her business is the result of repeat clients and/or word of mouth...”When you always keep your clients’ needs first and they are happy with the results, they keep coming back and sending us their friends and family.”

Lori is proud to announce the addition of her daughter, Kellie Gough McLendon, to the team. Kellie graduated from Lehigh University in 2019, and has hit the ground running! She is joined by teammate Karin Gielen, who has assisted Lori for the past five years. Karin, a Harvard graduate, “keeps us organized and is always on the move!” says Lori. Stacy Coffin is the team administrator and cheerleader, and Lori’s husband Tim is the CEO of Bay Capital Mortgage in Annapolis. Lori says having a local lender in their corner has been especially helpful in this competitive market: “Listing agents want to see a reputable local lender involved, and not someone from the Internet in the Midwest. When you are representing a Buyer in a multiple contract situation, this really helps!”

Together, this team has your real estate and mortgage needs covered from start to finish!

Call the GOUGH GROUP today, and find out what we can do for YOU!



The Gough Group

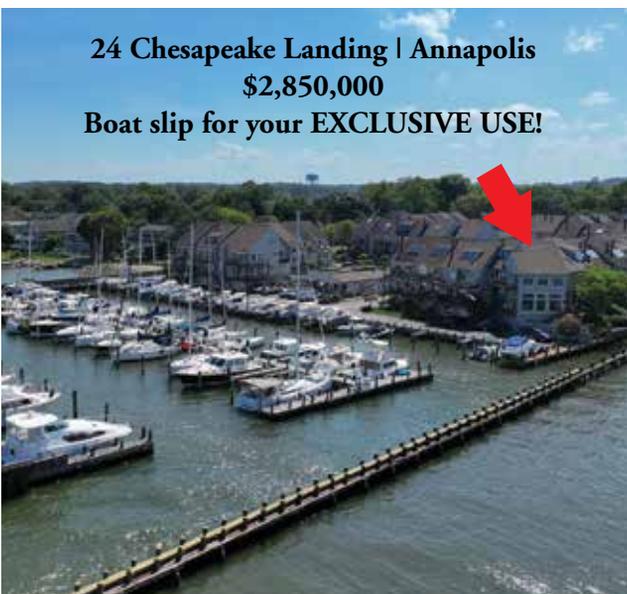
Lori Rutherford Gough, Associate Broker
lori.gough@LNF.com
 Cell: 410-320-0851 Office: 410-224-0600
GoughGroupHomes.com

Karin Gielen
 Cell: 410-212-7553
karin.gielen@LNF.com

Kellie Gough McLendon
 Cell: 410-703-3327
kellie.gough@LNF.com



NEW LISTING



24 Chesapeake Landing | Annapolis
\$2,850,000
Boat slip for your EXCLUSIVE USE!

RECENTLY SOLD PROPERTIES



614 Overhill Drive - \$2,002,000



3493 Monarch Dr. - \$1,325,000



2071 Haverford Dr. - \$1,260,000



7015 Bay Front Dr. - \$2,300,000



1223 Cherry Tree Ln. - \$1,852,000



3121 Fern Hill Ct. - \$1,630,000



1222 Thomas Point Ct. - \$1,475,000



308 Dawnwood Dr. - \$560,000



229 Bowen Court - \$765,000



Joanna Dalton

REALTOR® of Coldwell Banker Realty

Joanna has quickly grown in the ranks as a multi-million dollar sales agent at Coldwell Banker Church Circle, the #1 office in the Mid-Atlantic & Baltimore/Metro Region. Joanna's work ethic, grit, determination, local market knowledge, and personal connections allow her clients to succeed in every aspect of the home buying & selling process. Global Luxury Certified, Joanna has been consecutively awarded numerous awards amongst top agents in the industry.

Joanna earned her BA degree from Loyola University of Maryland where she excelled as a student athlete and served as Captain of the Women's Division I Lacrosse program. Her knowledge, ability to listen, lead, execute, inspire, and communicate is what makes her so successful off the field - as a real estate agent and in anything that she sets out to do, including; buying & selling homes in the now high paced and advancing Real Estate Market. She is an astute, tech savvy, financially literate REALTOR® who displays outstanding service & commitment to her clients.

Her premier and professional experience, knowledge, and networking tools help to successfully complete the process from the first consultation to the sale of their home. Creative, and energetic Joanna goes above and beyond the norm for her clients. She states, "Everyone is important - I love working for people! Buying and selling a home is a major life decision and I want to be there to support my clients every step of the way."

Joanna Dalton

REALTOR®

410.980.8443

Joanna.Dalton@CBMove.com

Coldwell Banker Realty | 3 Church Circle
Annapolis, MD 21401 | 410.263.8686



COLDWELL BANKER
REALTY



PROPERTIES FOR SALE AND RECENTLY SOLD



215 King George Street | Annapolis
Active \$3,850,000



1945 Orchard Point Road | Pasadena
Active \$1,699,000



200 Middle Fox Farm Lane | Centreville
SOLD \$1,500,000



10 Goodrich Rd | Annapolis
SOLD \$610,000



1062 Carriage Hills Pkwy | Annapolis
Under Contract \$890,000



LEADING REAL ESTATE & HOME PROFESSIONALS



Diane & Crew

of Taylor Properties

Diane & Crew of Taylor Properties understands that buying or selling a home is more than just a transaction: it's a significant financial and emotional investment. That's why our team of real estate professionals is dedicated to providing exceptional, valuable, personalized service to all of our clients. We take great pride in the relationships we build and always work relentlessly on our client's behalf to help them achieve their real estate goals.

Our philosophy is simple: clients come first. We pledge to be in constant communication with our clients, keeping them fully informed throughout the entire buying or selling process. We believe that if you're not left with an amazing experience, we haven't done our job. We don't measure success through achievements or awards, but through the satisfaction of our clients.

Diane & Crew of Taylor Properties

410-279-3868
 175 Admiral Cochrane Dr #112A
 Annapolis, MD 21401
www.DianeAndCrew.com 

RECENTLY SOLD PROPERTIES



45 Boone Trail, Severna Park
 Sold \$3,625,000



403 Holland Road, Severna Park
 Sold \$2,300,000



108 Westholme Lane, Severna Park
 Sold \$1,084,350



868 Doris Drive, Arnold
 Sold \$926,000



300 Cattail Passage Ct, Severna Park
 Sold as Buyer's Agent \$985,000



2324 Patuxent River Rd, Gambrills
 Sold as Buyer's Agent \$965,000



LEADING REAL ESTATE & HOME PROFESSIONALS



Betsie Russell



Wendy Oliver

Betsie Russell

C: 443-818-8641
O: 410-263-8686

Wendy Oliver

C: 443-336-5091
O: 410-263-8686



Coldwell Banker Realty
3 Church Circle
Annapolis, MD 21401
CBhomes.com



Betsie Russell Wendy Oliver

Luxury Properties with a View
(whichever your desire)

No matter what kind of view you fancy in your dream home, Betsie and Wendy truly provide the best of all worlds.

Betsie Russell is widely recognized in the industry as an expert in waterfront properties, critical area, zoning, and land usage. Betsie has successfully assisted hundreds of clients throughout the region with riparian rights, pier permits, land acquisitions, and subdivisions. Her collaboration with **Wendy** Oliver, a certified Global Luxury REALTOR®, adds a unique and significant value to real estate transactions. As a Top Producer for Coldwell Banker Realty, Wendy brings the experience that comes with selling over \$400 million in Anne Arundel County.

From ideal property pairings to negotiations to innovative global marketing, Betsie and Wendy truly provide the *best of all worlds*. And that's exactly what you need when you're buying or selling your home...the setting for future Sunday brunches, cozy nights by the fireplace, summer barbecues, quiet work spaces, first steps and tooth fairy visits, and elegant wine tastings with special friends and neighbors. When you're ready to make your next move, you deserve to experience the results of the industry's most knowledgeable and passionate experts.

RECENTLY SOLD PROPERTIES



860 Governors Bridge Road | Davidsonville
SOLD - \$1,900,000 | Wendy Oliver



3717 Parke Drive | Edgewater
SOLD - \$1,390,000 | Wendy Oliver



8122 Orchard Point Road | Pasadena
SOLD - \$1,900,000 | Wendy Oliver



557 Broadwater Road | Arnold
SOLD - \$2,650,000 | Wendy Oliver



The Tower Team

Established in 1969, The Tower Team enjoys a stellar reputation, offering clients unsurpassed local knowledge, collaboration and integrity. A top area team for decades, they are experts in Downtown Annapolis/Eastport, historic renovation, luxury and waterfront properties including starter and second homes and condos in and around Anne Arundel County.

The Tower Team carefully advises and manages all aspects of buying and selling. They excel in helping sellers prepare their homes for the market, recommending cost-effective changes - and pitfalls to avoid - to maximize return. They provide staging, skilled photographers, and savvy print and online marketing to present each property in the best possible light to optimize results.

The Tower Team knows that successful outcomes begin with listening to clients and communicating openly. Whether buying or selling a property big or small, every client receives exceptional service. The team also works closely with its extensive network of skilled local professionals to ensure that client transactions are smooth sailing all the way to the settlement table.

The Tower Team believes in giving back and proudly supports Annapolis Light House, a local organization that rebuilds lives by providing shelter and employment opportunities to prevent homelessness. For every sale it makes, The Tower Team donates \$250 - totaling more than \$12,000 in 2022 - to help Annapolis Lighthouse achieve its worthy mission.

From initial consultation, complimentary staging and personalized marketing to skillful negotiating and closing, The Tower Team works for you and with you to provide expert advice and guidance. If you're looking for a trusted REALTOR® who will go above and beyond to deliver the best results, The Tower Team is your one-stop solution. Call them today to find a wonderful new home or to receive a home evaluation and tailored marketing plan that sells your home quickly for top dollar.



The Tower Team
 REALTOR®
 443.254.5661 (c)
 towerteamhomes@gmail.com
 thetowerteam.com

Annapolis Brokerage
 410.280.5600 (c)
 209 Main Street
 Annapolis, MD 21401



RECENTLY SOLD PROPERTIES



1360 E West Shady Side Rd
 Shady Side, MD
 Sold for \$3,850,000



908 Creek Drive
 Annapolis, MD
 Sold for \$2,650,000



57 Bay Drive
 Annapolis, MD
 Sold for \$2,500,000



114 Duke of Gloucester Street
 Annapolis, MD
 Sold for \$1,995,000



302 Holly Drive
 Edgewater, MD
 Sold for \$1,975,000



81 Market Street
 Annapolis, MD
 Sold for \$1,375,000



22 Wainwright Avenue
 Annapolis, MD
 Sold for \$1,025,000



27, 29, 31 College Avenue
 Annapolis, MD 3-unit property
 Sold for \$840,000, \$850,000, \$450,000



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Diana L. Klein

Lawyer's Realty

Regardless of whether it's a seller's market or a buyer's market, you need Diana Klein with Lawyer's Realty to negotiate the transaction and prepare a contract with terms that protect your interests. Working in the real estate industry as an attorney for over 22 years and operating her own real estate brokerage and title company, Diana understands all aspects of the real estate transaction. This experience has given her the knowledge to handle all types of real estate transactions, including residential and commercial, luxury or standard sales, R.E.O properties, foreclosures and short sales, and Diana has the vast number of contacts to connect buyers with sellers. Diana is attentive to each client's real estate needs, which vary depending on the type of property being bought or sold. She aggressively markets her client's properties, acts as a problem solver, and gets the deal to closing.

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Diana L. Klein, Broker

Lawyer's Realty, LLC

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443-569-4576

inquiry@lawyersrealtymd.com



Vaneska Adams

Born and raised in Maryland, Vaneska has an intimate knowledge of the area, with over 20 years working locally as well as in Washington D.C. and Baltimore. Prior to entering the real estate industry, she worked in sales and marketing and gained expertise in market research, social media, and customer relationship management on behalf of her clients. She has leveraged those skills into a successful career in residential sales. Vaneska believes real estate is about developing relationships and is passionate about helping her clients. After gaining a thorough understanding of their priorities, she develops a comprehensive marketing plan that focuses on the unique needs and goals and partners with her clients every step of the way—whether it’s finding a home in a certain school district, finding a good mortgage broker, or even recommending home improvement contractors. She is fluent in English and Spanish and lives in Crofton with her husband, 3 kids, and rescue cat. She enjoys gardening, trying out local restaurants, is actively involved in the local community, and strongly believes in giving back to local businesses.

Vaneska Adams, REALTOR® 

eXp Realty, Maryland
 Cell: 410-989-5220
 vaneskaadams.exprealty.com
 888-860-7369
 8115 Maple Lawn Blvd, Suite 350
 Fulton, MD 20759



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Laurel, MD
 SOLD \$447,000



Bowie, MD
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 SOLD \$515,000

Q & A WITH THE EXPERTS



Q: Is the market shifting?

A: Simply stated: sales are way down but values are holding. 2021 was a record breaking year for home sales in Anne Arundel County with 12,153 homes settled. 2022 dropped 25% to a total of 9,137 home sold for last year. On the

surface this would suggest lagging buyer demand but that is obviously relative to supply (homes listed) which was down 21% in 2022 compared to 2021. Therefore the market condition described in 2021 is actually the same market condition driving the housing market in 2023; more buyers than sellers. Until we see more listing inventory counterbalance or outweigh the buyer demand then we will remain in a solid seller's market.

The David Orso Team
 of Berkshire Hathaway Home Services | Pen Fed Realty



Q: What are the three most common features that buyers look for in a top tier waterfront property?

A: Privacy is paramount, many of the buyers coming to the Annapolis area in search of a retreat to relax and escape from the hectic city life. Waterview is also extremely

important. Unobstructed panoramic views always fetch a premium in this market and the most coveted feature is the waterfront pool. The local critical area laws are very restrictive and having a pool on the waterside can be a challenge to have permitted, so an existing waterside pool is a major value add.

Brad Kappel
 TTR | Sotheby's International Realty



Q: When is the best time to put your home on the market?

A: Regardless of market conditions, interest rates or time of year, the best time to list your home is when the house is "Ready"! That happens when your home and property look their best which involves effort.

Excellent photography is key to great marketing and results from quality staging. Decluttering, cleaning carpets, adding fresh paint, touching up landscaping, getting a home inspection, and making necessary repairs will add to any Seller's bottom line. We have great resources to help. Buyers are looking for a house that presents well and it behooves Sellers to deliver such a product!

Georgie Berkinshaw
Coldwell Banker Church Circle



Q: What can i do to attract more showings and possibly receive multiple offers on my home?

A: Taking the time to get your home in prime condition is so important. A qualified Realtor will have the resources to guide you to be the hottest house in town. Buyers want

new paint, new flooring, upgraded baths, and great new upgraded kitchen with updated appliances.

Giving your home a facelift prior to entering the market will pay off in price, a short time on the market and the possibility of multiple offers.

Christina Janosik Palmer
Christina Janosik Palmer Group of Keller Williams Flagship of Maryland



Q: What are the advantages of using an experienced local agent and lender as opposed to someone not immersed in the local market?

A: Experienced, top producing local agents and lenders KNOW the market. They have relationships with other agents,

who gain confidence in knowing that the deal will get done when working with those who are established, fully understand the process, and care about their reputation. Experienced agents have insight on local market values and trends, upcoming potential inventory, and possess valuable experience that only time can create. It is one of the largest investment decisions you will make, so it's extremely important to make sure that you are in good hands!

Lori Gough
The Gough Group of Long & Foster RE, Forbes Global Properties



Q: How should I price my home in this market?

A: Sellers fall into the trap of incorrectly pricing their home in a hot market and it costs them lots of money. If you want to obtain top dollar then you need to let the buyers compete to drive the price and terms to an optimal

point in the negotiation; which will happen very quickly. The "profit" comes from a competitive buyer pool outbidding one another. Professional experience, market research and understanding pricing strategy is more important than ever in a fast market because there is NO time to recover from an error. It's truly binary: win fast -or- lose fast.

The David Orso Team
of Berkshire Hathaway Home Services | Pen Fed Realty



Q: What would you say is the most important factor to consider when selling a waterfront property?

A: In order to generate the sizzle when you first list your home you need to price it right, make sure your home is polished

up so it shines and don't forget high quality aerial photos. That said, the key factor is to make sure you hire a brokerage that effectively targets the Washington D.C. / Metro market. Recent sales data indicates that most premier waterfront properties are sold to buyers who are migrating this way to experience the Annapolitan lifestyle.

Brad Kappel
TTR | Sotheby's International Realty



Q: What are the critical factors that influence a home's value?

A: Home prices fluctuate depending on multiple factors and the current market conditions. An experienced real estate professional will present many different factors and assist sellers on how to accurately list their home for sale. These factors include: prices of comparable

properties, property size and usable space, location, the home's age & condition, upgrades and updates to the home and the state of the housing market. A Comparative Market Analysis (CMA) is a crucial tool used by the agent for estimating the value of real estate. A CMA is an in-depth report on recently sold homes taking into consideration square footage, year built, type of home, number of bedrooms & bathrooms, amenities, neighborhood and recent updates to the home. A professional real estate agent's knowledge of the local market and access to home listing and sales data is vital through the entire process of listing your home at the right price.

Melissa Blohm
Annapolis Fine Homes of Long & Foster



Q: My husband and I bought our house before the wedding, is there a benefit to retitling our real estate?

A: Yes, owning a property as husband and wife (tenants by the entireties) creates certain creditor protections that Tenancies in Common and Joint

Tenancies don't have. The ownership does not automatically change when you get married, you will need to record a new deed to get the benefits.

As always, consult with your attorney and tax advisor whenever changing ownership of your assets.

Feel free to reach out for a quick conversation about your real estate needs with an experienced Real Estate Attorney.

Call Cooch, Bowers & Schuller to discuss in more depth. 410-974-1900.

M. Clare Schuller, Esq.
Progressive Title / Cooch, Bowers & Schuller



Q: What is the biggest challenge in today's market?

A: I would say the biggest challenge is active inventory. Inventory has been an ongoing challenge. Currently, we have lower inventory than before the pandemic. Fewer homes for sale means buyers

have fewer choices than they did prior to the pandemic — and that frustration is leading some to give up on the homebuying process altogether. But with mortgage rates sitting lower than they were at the peak last fall, more buyers are willing to come back into the process — they just need to find homes to buy. This is welcome activity for the spring market, especially if you're thinking of selling your house.

Erica Baker
TTR | Sotheby's International Realty



Q: How is the market?

A: This market is still hyper-competitive with more emphasis now than ever on quality of life. There's a ton of variables factoring into that but buyers are continuing to pull out all the stops for the

right property in the right condition. It will continue to be a limited inventory market through 2023 with increasing demand as buyers have adjusted to the new interest rate reality.

Shane Hall
of Compass Real Estate



Q: What do you attribute your success to after being in the business for over 15 years?

A: A relentless work ethic combined with an unwavering commitment to my clients' best interests. It has been and always will be the foundation of our business. Over

the last couple of years, I have been able to surround myself with like-minded and amazing people on my team that have the same exact vision and philosophy for the business, and that has me very excited for the next 15 years.

Scott Schuetter
Berkshire Hathaway Home Services



Q: Can I sell my investment real estate using a 1031 exchange and buy a vacation home that I can enjoy with my family during the summer months?

A: No. You can sell your investment real estate and reinvest the gain, tax deferred, to purchase your vacation or second home, the challenge is making sure it will qualify as a 1031

investment property. Meaning that during the initial 24 months of ownership there are strict rules to follow regarding personal use. The important rule is that you can only use the property for 14 days each year or 10% of the actual days that you rent it out. For example, if you lease it for 200 days each year, your personal use can be up to 20 days. If you are able to abide by these rules, after two years the dream vacation home is yours to use as often as you like without any more requirements.

Jack Papaleonti, GRI/Realtor®
The Anchor Team of Academy Realty



Q: When is the best time to buy or sell real estate and what do we do if we think we need to do updates or repairs before the property goes on the market?

A: The spring market which starts in January and runs through May has always been historically the best time to sell real estate. As temperatures start warming we expect to see inventory increase and more buyers return to the market. Timing the market depends on what is truly best for your own individual situation to make that decision. To get the very best guidance and advice, consulting an experienced local realtor is the first step. Before undertaking any updates or repairs let us advise you of the most up to date marketing recommendations. We even have partners that will make renovations or licensed repairs to your property and delay the cost until closing. You get valuable marketing expertise and guidance as to what is necessary or recommended to increase your property value and avoid wasted time and money.

Christy Bishop
Berkshire Hathaway HomeServices PenFed Realty



Q: Wendy, what's your secret?

A: In this constantly changing and competitive real estate marketplace, the most successful sellers are those taking an assertive approach showcasing their estates across nationally and internationally recognized marketing campaigns.

With decades of experience, I have the knowledge, skills, and methods my sellers need to ensure their properties are properly showcased to attract the ideal buyers.

My sellers receive maximum exposure throughout targeted campaigns appealing to qualified buyers across national and international markets. My process and existing networks lead the forefront in bringing motivated Sellers and sophisticated Buyers together. I understand the market and my results are apparent in my record of millions of dollars in sales and closings of luxury assets.

Wendy Oliver
of Coldwell Banker Realty



Q: When should I list my home?

A: Right now. Despite the current inventory shortage, sellers have a great opportunity to move their properties quickly if priced correctly. Expect lively interest and multiple offers!

Jennifer Chino
Sr. Vice President
Stahley Thompson Homes of TTR Sotheby's International Realty



Q: How much will it cost for my renovation?

A: That is an excellent question, and one that we know is incredibly important to any homeowner considering a renovation project! Every renovation project we do is unique and so is the overall budget clients wish to spend

in bringing their vision to life. We work hand in hand with you to create the renovation plan and bring the desired result into focus. The finishing selections can really impact not only the aesthetic, but also the budget and overall project costs. Our job is to blend your budget and vision together to deliver a new space that you love to live in!

Jonathan Werrlein
Werrlein Properties



Q: Why do you feel staging is so important?

A: In an occupied home, there is a very important transition from living in the home to selling the home. The owner can only see the home in one way, as the home they

live in. Therefore, it is extremely critical for a staging professional to come into the home to help them make that transition. That is exactly why we pay for staging for every one of our listings. We want our sellers to get top dollar, so it was an easy business decision for us many years ago.

Scott Schuetter
Berkshire Hathaway Home Services



Q: As an Active Duty service member, or Veteran, can I buy a home (as a primary residence) and finance 100% using my VA eligibility?

A: Yes, if you have a certificate of eligibility, you can finance up to 100% of your offer price on a home AND wrap the funding fee (a percentage of the loan amount that

the VA assesses every borrower, unless exempt, to fund the VA home loan program) into the loan. As a VA buyer, you will still be responsible for closing costs and required items for the loan such as an appraisal and termite inspection. As of June 2022, buyers are now allowed to pay for the required termite inspection. Please consult a loan officer for VA eligibility details.

Lindsey Yokitis
Diane & Crew of Taylor Properties



Q: As a Seller, what can I expect with today's market?

A: Through January, inventory remained low while the Buyer pool remained consistent. Interest rates were reduced which was helpful to Buyers. Homes priced right with very good condition sold quickly with multiple offers-at

times. Today's buyers have the luxury of inspections and some negotiation. This is very different from the last couple of years. Call Me Today for your Personal Market Evaluation. 410-980-5812. I look forward to our conversation.

Mary Beth Paganelli
410-980-5812 (cell)
Annapolis Fine Homes of Long and Foster Real Estate



Q: Should I put my home in a life estate?

A: There are certain situations where placing your property into a life estate can add strategic value. However, it should be part of an overall estate plan that analyzes the total picture as you may create

issues related to financing on the property and could subject your property to unintended consequences related to judgment creditors and/or property rights to individuals other than yourself.

Terry Liff, Esq.
Executive Vice President
Eagle Title



Q: Do you expect the Seller's Market conditions that we have seen for the last couple years will continue for the remainder of 2023?

A: We have never experienced a time when there were less homes listed for sale. This unprecedented lack of supply

coupled with high demand has continued to propel our local market. There are a plethora of cash Buyers currently searching for their waterfront escape. If you want to sell your home for Top Dollar, don't wait, sell now and catch this hot seller's market.

Brad Kappel
TTR | Sotheby's International Realty



Q: What are easy and affordable updates to increase my home value when selling?

A: The following updates will give you the most return on your investment and make a big impact when selling your home: paint, staging & decor, light fixtures, and a deep clean. These

updates quickly transform your space to help attract potential buyers and usually cost less than a whole kitchen transformation and bathroom remodels. Please consult with a real estate agent for suggested paint colors, fixtures, and some agents are even providing staging as part of their listing services.

Diane Mallare
Diane & Crew of Taylor Properties



Q: Betsie, why would a Seller list their home with you? Why would a Waterfront Buyer want to work with you?

A: I am a Top Gun in my field. I have been involved with the Critical Area Law since its inception in 1985 when my mentors wrote the laws. As the only certified instructor in Critical Area regulations, I can help evaluate a waterfront on all levels, from creating views, Forest Conservation Easements,

working with Historic Properties, Pier permits, and shared pier agreements. I know how to research riparian rights, versus community-owned waterfront. Correctly advertising any waterfront property is crucial to getting the highest price possible. I have been involved with hotels, marinas, and the sales of properties to the State. My contacts are at the State, County and Federal level. On the selling end I can get you the highest price based on my intimate knowledge of your property. I will know all permits and what can be done to create value. As a Buyer's Agent, I will know the property you are purchasing inside and out and can direct you to the experts for any questions regarding possible expansion, pools, etc. and I will vigorously negotiate on your behalf.

Betsie Russell
of Coldwell Banker Realty



Q: Why shouldn't a homeowner sell their own home?

A: An experienced agent will price the home based on current market data and ensure the Seller is negotiating with qualified Buyers. The result is a higher sale price that covers commission, often netting the

Seller 13%-18% more than if they sold it themselves. A REALTOR® will protect the Seller's interests. A REALTOR® will make sure the home puts its "best foot forward" -- prepped, staged, and professionally photographed. A REALTOR® will market to the widest audience. Selling a home is a major life transition and a complex transaction that should be handled by a full-time, seasoned pro!

Jean Tullier
Coldwell Banker Church Circle

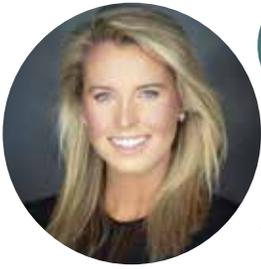


Q: What are the qualities I should look for in selecting a Realtor to work with?

A: Things that should matter...An agent's dedication to their business as a full-time Realtor and their dedication to making your real estate goals a reality. Request the agent's track record for the last 12 months, don't be afraid to ask for references and what their reputation in the industry is.

(Networking among our peers is crucial to a Realtor's success). Ask for a 90-day business plan in writing for your sale or purchase. Keep in mind this is a business transaction and make sure you handle it exactly that way (you can become friends after the transaction). Ask for a realistic "days on the market" strategy and a marketing game plan when listing your home. When buying a home, make sure you meet and interview to decide if all the personalities mesh. Most of all make sure you select an adequate and knowledgeable guide and advisor to one of your largest purchases or sales.

Christina Janosik Palmer
Christina Janosik Palmer Group of
Keller Williams Flagship of Maryland



Q: In a competitive market, why is selecting the right realtor important to you?

A: In a highly competitive market, it is important to choose your realtor wisely. Consider their market knowledge and if they are well-connected with local buyers and sellers. Do

they know the area well? Knowing the local market, laws, and industry standards sets apart the successful realtor. A realtor's ability to network, communicate, be strategic, and establish relationships with other top realtors, lenders, home improvement providers and other industry contacts is critical. Ultimately, your choice of a KNOWLEDGEABLE, SAVVY, WELL-CONNECTED realtor will provide you with the confidence and a successful real estate experience.

Joanna Dalton
of Coldwell Banker Realty



Q: Can I shield my deed from public record?

A: Yes, select buyers can receive shielding of their personal information through the "Maryland Safe At Home Address Confidentiality Program." The program, run through the Office of

the Secretary of State, serves survivors of threatened, attempted or actual domestic violence, sexual assault, human trafficking, stalking, and harassment. Protection is also available for at-risk professions, including attorneys, judges, and safety officers. Using this program completely shields the deed, and any liens, from public view, by providing the purchaser with a legal substitute address and mail forwarding service.

Cheryl Odell-Duffy
Severna Park Branch Manager | Settlement Officer
Eagle Title



Q: Watching everything going on around us in the world, on Wall Street, mortgage interest rates, and negative reports regarding inflation, what's going on as a result of all this in today's real estate market?

A: The real estate market is strong and houses are being bought and sold. Inventory is low but slowly increasing. Less competition and

the possibility of multiple offers exists. Buyers still need to act fast. Mortgage rates have come down since the recent peak. This means fewer Buyers to buy homes and increased time to sell. Prices are still going up and the same is expected in 2023, but at a slower rate. Sources say a real estate crash is unlikely. Even with interest rate fluctuation, the lower supply of homes to support demand will keep things competitive and prices steady.

Teresa Dennison
Annapolis Fine Homes of Long & Foster



Q: How do I make my house stand out on the market?

A: Hire a REALTOR® who offers staging services, professional photography including videography, and an effective marketing plan. A staged home

makes it easier for buyers to visualize themselves living there. According to the National Association of REALTORS®, staging sells properties 3-30 times faster than comparable homes that are not staged. With 97% of buyers using the internet for home searches, having your listing advertised online with exceptional photos, videos, and virtual tours is essential. You want an agent who knows how to show your property in its best light and maximize its presence on the digital map.

Alex Tower Sears
The Tower Team of TTR | Sotheby's International Realty



Q: What changes have you seen in the market?

A: The market has reacted and changed in many ways that me and my peers expected. We are honestly experiencing a very normal market. Demand has gone

down, but inventory remains low so they are now balanced creating a very healthy market. Homes that are prepared well, priced well and brought to market properly are finding great success.

Scott Schuetter
Berkshire Hathaway Home Services



Q: Can I close my transaction electronically?

A: Yes, homebuyers can close transactions electronically through an electronic signature or a remote online notarization platform. However, those are primarily cash transactions.

Potential lender-specific restrictions may prohibit an electronic closing when a transaction involves a loan. Check with your title company at the beginning of the transaction to understand your options.

Brad Walsh, Esq.
President
Eagle Title



Q: Why should I work with a Waterfront Specialist to sell my home?

A: There are 3 components that should go into your decision about whom to hire for what is probably your largest asset, your waterfront home. The foundation of your choice should be the agent's knowledge base. Has he/she been working with waterfront properties for a number of years so that they understand the property's nuances beyond lot size, bedroom count, and view? Does the agent have a compelling marketing plan to attract waterfront buyers, such as a website dedicated to waterfront properties? Finally, has the agent negotiated enough waterfront sales to show a track record of success? As you think about selling in the coming months, make sure you place your trust in someone who can best analyze your property's strengths, attract interested buyers, and get you to the settlement table successfully.

Reid Buckley

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Casie Biller
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Property Forecast

2023



Story by **DYLAN ROCHE**

Despite a challenging economy, experts offer a cautiously optimistic outlook for the residential construction and real estate industries



The biggest investment you'll make in your life—that's how most homeowners think of real estate. And for the average person, it's an accurate description. But in an ever-surprising economy fraught with increasing interest rates, the possibility of inflation, supply chain disruptions, labor shortages, and many other challenges, this big investment becomes an even bigger challenge than it normally has been. Buyers looking to invest in a brand-new construction or build their dream home, or homeowners who want to boost their property's value with a renovation or addition, have more to consider than they did even as recently as one year ago.

In short, new home construction is going through a period of dramatic change. But insight from local economic experts, along with professionals in the home building industry, see reason to be cautiously optimistic.

At the time of this writing (mid-January), the national economy was (is) teetering between rebound and

recession. Several indicators—decreased consumer spending, a robust job market, declining home sales, and easing inflation—seem conflicting and are giving the Federal Reserve fits in deducing its approach to 2023 policy to combat recession.

On industry frontlines, however, the reality is that challenges—many brought about by the Covid pandemic—still exist. In the world of residential construction and real estate, financing and ownership became more difficult within the past year, and that has translated to less homes being built. “The average 30-year fixed mortgage rate has increased from 3.22 percent at the start of 2022 to well above 6 percent at the start of 2023,” says Zachary Fritz, COO of Sage Policy Group in Baltimore, the renowned economic advisory firm. “That’s had a severe impact on home buying activity, which is beginning to have a negative effect on residential construction activity.” He adds that authorizations for new residential construction peaked in December 2021 but are down 28.7 percent and now back to pre-pandemic levels. “The same is true of housing starts [a housing start is counted as soon as groundbreaking begins, and each unit in a multi-family housing project is treated as a separate housing start], which are down 20.9 percent from the April 2021 peak,” he says.

New construction could remain stalled until the economy fully rebounds. Jason R. Pearce, AIA, CDT, LEED AP, senior associate and architect with Becker Morgan Group Inc., says he doesn't want to predict a recession for 2023, “But the fear of one certainly exists and continues to loom over anyone in the construction business,” as he puts it. Fewer people are buying and building single-family real estate because interest rates



are high, but he sees the multifamily residential sector remaining strong. “If we do enter a recession this year, it will be more problematic for housing in 2024 and 2025,” he says. “We were fortunate enough to still experience a ‘post-pandemic’ surge in housing, but this has resulted in an overstock of completed homes in comparison

“One of the things I always tell clients is it gets worse before it gets better.”

—MELANIE HARTWIG-DAVIS

to new projects,” he says. “This along with rising interest and inflation most likely translates to less housing starts.”

Fritz agrees and expects these dynamics to remain in place in the early part of 2023. But he believes circumstances could get better later in the year, when supply chains normalize, and demand starts to rise.

On the other hand, some homeowners are finally getting around to realizing their renovation and construction dreams, according to Melanie Hartwig-Davis, principal and CEO of HD Squared Architects. “People are still coming forward with projects they’ve been putting off for years,” she says. “One of the things I always tell clients is it gets worse before it gets better.”

It’s hard to say exactly how many people are opting to renovate their existing homes as an alternative to buying a new home. Fritz points out that higher borrowing costs likely mean many current homeowners are choosing, instead of buying new, to renovate the home they’re currently in. However, the assertion isn’t exact because most construction data doesn’t distinguish new home construction from renovation projects.

And because the economy is ever-changing and adjusting, the construction and housing markets correspondingly contract or expand. Most Americans are aware of supply chain disruptions and labor shortages, which make project scheduling and exact cost estimates more difficult. This means everyone

“...By the latter parts of the year...borrowing costs may subside and inventory levels are likely to improve.”

—ZACHARY FRITZ

involved in the process—including the homeowners themselves—have had to be adaptable and open-minded, according to Hartwig-Davis, who explains that availability from suppliers can often affect the way the initial design is carried out.

“We have all had to be much more flexible and deal with longer construction times,” she says. “Contractors don’t know when they’re going to get X, Y, and Z. We’ve had families who have had to move into their homes without, say, kitchen cabinets.”

One of the big challenges this year, as far as supply goes, will be cement and concrete, according to Pearce, whereas last year’s shortages were in lumber, plywood, and steel. “The price increase for raw material and transportation continue to drive up material costs and lead times

continue to present challenges for contractors,” he explains.

Aside from these challenges, home design and functional trends in 2023 will continue to evolve for the better. Today’s homes look very different from how they were even as recently as five years ago. More homeowners are interested in smart technology—and they’re willing to invest in it. They want lights, appliances, HVAC systems, home safety systems, and other aspects of their home to be sync-able and accessible from apps on their devices.

Today’s homeowners also have a different approach to space than they did in the recent past. Open floor plans are becoming less trendy as people favor separate spaces, something families realized they needed during the pan-



demographic when many adults were setting up remote offices and children were doing virtual school. “Also, we’ve seen an increase in home gyms and theaters,” Hartwig-Davis highlights. “And there’s certainly been an increase in screened porches, pools, and amenities for people to escape the day-to-day stresses of the pandemic and all that it’s brought.”

She also notes that people are thinking in terms of safety as climate change brings more extreme weather every year. People want their homes to have a place where they can shelter from a tornado or hurricane if the need arises, for example.

Furthermore, people want their homes to be eco-friendlier and more efficient. Hartwig-Davis has seen increased interest in electric over natural gas, a fossil fuel, as well as the removal of oil tanks, commonly seen in older homes. “It’s become more known that heat pumps are a better choice for air quality, efficiency, and, overall, for the environment,” Hartwig-Davis says.

So, for those planning to buy or sell a home in 2023, what should they expect? Fritz says the beginning of the year is likely to continue having low inventory levels, high prices, and lofty borrowing costs. “That may very well change by the latter parts of the year, as borrowing costs may subside and inventory levels are likely to improve,” he says. Sellers can still expect to gain healthy returns on their property investments, though they may not approach the astronomical highs from a couple years ago.

And if somebody is set on building a new home, or having their current home undergo construction? Pearce suggests homeowners can



expect premium costs for material and construction, and potentially long lead times. The good news is that, by now, many contractors and homeowners have learned to buy and store materials in advance to alleviate worry over potential cost hikes. “Until we see both inflation and COVID-19 under control, the housing industry will continue to experience swings in lead times and construction costs,” Pearce says.

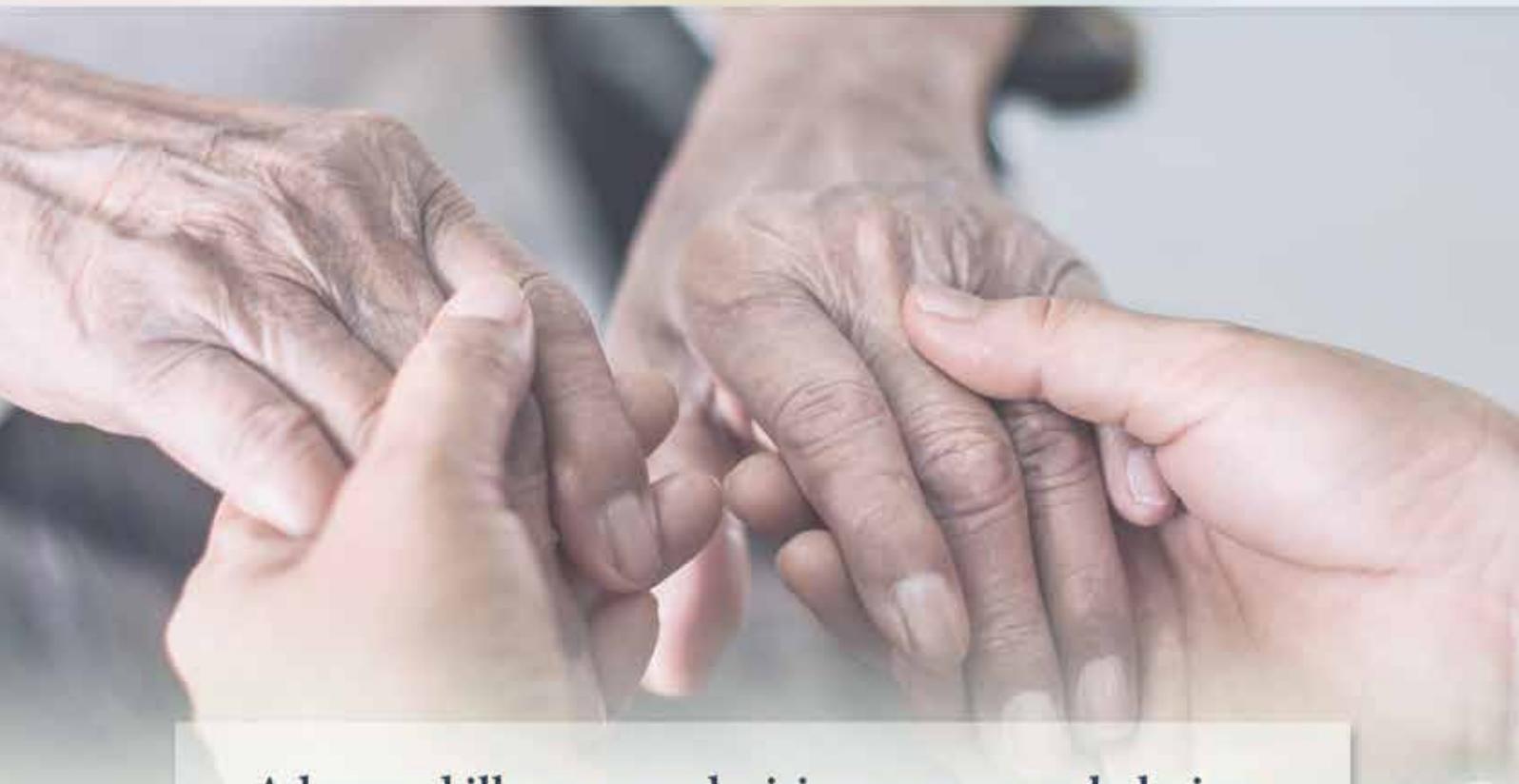
No single person can say for certain what’s going to happen in 2023. But no matter what happens, whether circumstances improve or continue to present challenges, many experts agree that consumers have a lot to consider when it comes to their biggest investment—their home—and whether they want to buy, sell, build, or renovate.

“Until we see both inflation and COVID-19 under control, the housing industry will continue to experience swings in lead times and construction costs”

—JASON R. PEARCE

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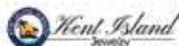


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The Chesapeake's Father of Modern Sailing

Story by **ELLEN MOYER**

Photography courtesy **ANNAPOLIS MARITIME MUSEUM**

Reflections of the ascension of legendary mariner, Arnie Gay, and his influence on the sport

Arnold Channing Gay, champion yachtsman, steered into Annapolis Harbor in his wooden schooner *Delilah* in 1946 with \$1.26 in his pocket. An experienced ocean sailboat racer who had grown up in famous Massachusetts boatyards since age four, Gay had taken a year off after World War II to sail the East Coast before planning to go into the boat-crafting business.

As fate would have it, he ended his journey with near-empty pockets in Chesapeake Bay waters. Gay landed in Oxford, Maryland, for a short while before obtaining a job building Indian Landing 20s (boats) in the Severn River.



Delilah under full sail—the boat that brought Arnie Gay to Annapolis for the first time, in 1946.



“Originally when I came here, you had a guy tonging for oysters in the winter, and in the summertime would paint bottoms on boats.” —**ARNIE GAY**

“I knew how to run a boat yard and when space became available on Spa Creek in Eastport, I used my GI loan to buy it,” Gay once recounted in an interview. “When the bank president asked what I had as collateral, I said, ‘I’ve got a lot of sandpaper.’ And we shook hands. That was 1946 and times were different then.”

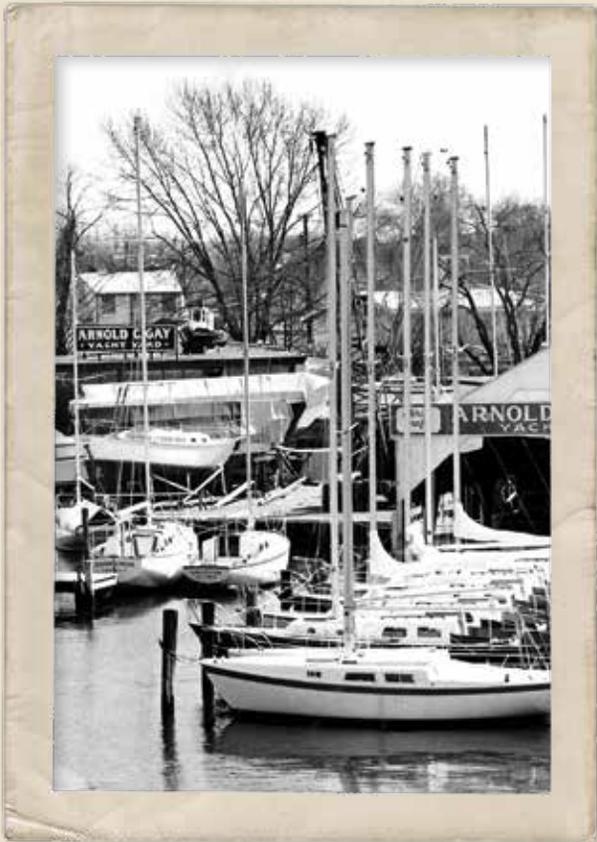
Maritime sailing competition was non-existent in Annapolis at the time. It was a town of rotting, workingman’s docks. Spa Creek, in particular, was described as a ratty location...quite literally. From Gay’s new boat yard, one could shoot rats all day. It was a dump of a site with beat-up, old buildings. And Eastport was a tough place with rough guys who would “just as soon haul off and whack you.”

Gay was not a quiet guy or one to be intimidated—a risk taker, he was once reported to have flown under a bridge in Cape Cod while on submarine surveillance. He gave back as good as he got and earned the respect of Eastport rough necks.

In quick order, Gay stabilized his new boat yard, upgraded the facilities, and hired good carpenters, cabinet makers, and painters. To maintain payroll in the early years, Gay painted houses, repaired station wagons, and built up the ocean racing clientele by harnessing the Newport to Annapolis Race.

And the boat business started to grow just as Gay felt it would. A natural leader, within 10 years Gay would find himself Chair of the Annapolis Chamber of Commerce testifying before Congress on boat safety. The reason for which, was ominous.

1954 and ’55 were bad weather years on the Chesapeake Bay. Hurricane Hazel had dumped rain and sustained high winds and flooding that destroyed boats and marinas in its path. But it was Hurricane Connie, in August ’55, that grabbed the attention of U.S. Congress. Connie’s destructive impact across multiple states and into Canada resulted in 77 deaths. So catastrophic, its name was retired from future use.



The Arnold C. Gay Yacht Yard was an Annapolis mainstay along the banks of Spa Creek during the 1960s and '70s.

In Maryland, the capsizing of the vacation schooner *Levin J Marvel* just off North Beach during Connie resulted in 14 deaths of its 27 passengers. As a result, local Congressman Dick Lankford introduced federal legislation to require safety inspections of any vessel with six or more passengers. Gay testified in quasi-support of the legislation, urging an amendment of three passengers instead of six. Gay's amendment request, which could have impacted small fishing boat charters, failed but Congress did pass the legislation authorizing the Coast Guard to inspect any boat carrying six or more passengers.

Gay remained committed to building up the maritime industry in and around Annapolis. Early on he challenged the United States Naval Academy to change the sea wall that was deflecting waves back across Spa Creek and damaging boats anchored in the harbor. After a tough struggle, but with the help of Congressman Lankford, funds were secured to build the rock jetty we see today to absorb the wave action. And by Gay's account, having mooring anchorage driven into the harbor's riverbed, which prevented moored boats from

dragging anchors and crashing into each other, was his longest fought battle. Twenty-five years until successful, stable mooring prevailed.

Unhappy with residential opposition to the boating industry, particularly Ward One's, Gay paid his employees with \$2 bills to illustrate the economic impact of the then-growing industry. Journalist Frank Young reflected on the value of the industry. If the shopping center in Parole closed, he opined, you would notice it. The maritime industry, he asserted, had just as many employees. If it failed, you would notice the diminished quality of life. In time and thanks to Gay's commitment, the maritime industry became one of the City's most lucrative...and, in large part, responsible for Annapolis' government funding.

Gay also found ways to mix fun with work. The Newport Bermuda Race was the premier "World Series" of sailing races. Except for 1978, Gay never missed a race. Winning the race and the prestigious St. David's Lighthouse Trophy with his wooden boat *Babe*—long after boat building had shifted to sleek fiber glass—was his greatest thrill.

As a boat builder, he understood the change fiberglass would bring to the industry—radically altering the skilled carpentry workman into slap and dash painters. Gay, however, held a long fondness for the ambiance, grace, and comfort of classic wooden boats. His Shipwright Street boatyard, a site that had been a boatyard since 1695 and the only wooden one remaining on the Western Shore of Spa Creek, reflected his interest in history.

Always willing to give back to the city that had given so much to him, Gay volunteered his time on numerous boards and commissions. He chaired the City Clean and Beautiful committee, bringing flower planters to Main Street, chaired the city liquor board, and the elections board. He coached the USNA offshore racing team, and gifted boats to the St. John's College boating program. As Commodore of the Annapolis Yacht Club, he helped open the doors for Jewish and African American members. He fostered a sailing program for disadvantaged youth. He advised the leadership of the Whitbread Around the World Race and Maryland's entry *Chessie*. Sadly, he would not see the impact this race would have on the City of Annapolis, the Chesapeake Bay region, and the State Treasury. Having devoted so much to the industry, he would have been pleased when our



state capital was designated as the site for the National Sailing Hall of Fame and equally devastated when it departed to Newport, Rhode Island—a city that grew to honor its ocean racing roots.

The sailing industry honored Gay in a big surprise February 14th birthday bash, attended by fellow sailors from around the country and abroad when it became obvious that his racing years were over. On January 26, 1994, Arnold Channing Gay, championship winning yachtsman and industry leader, died at age 74 from complications of the rare arthritic disease Scleroderma.

Through his advocacy, leadership, risk-taking, volunteerism, self-confidence, and the vision of what a ratty waterfront could become, Gay built an industry and became “the father” of the Annapolis and Chesapeake maritime industry.

Above: Arnie Gay in his beloved wooden racing sailboat, *Babe*, in which he won the 1978 Newport Bermuda Race and with it the coveted St. David’s Lighthouse Trophy. **Right:** A lifelong sailor, yachtsman, and ship builder, Arnie Gay helped usher the Annapolis and Chesapeake maritime industry into the modern era.

A plaque at Waterfront Park on Fourth Street and Spa Creek describes him as one of the city’s visionaries that brought a new quality of life to Annapolis:

“A New England native, born on February 14, 1919, sailor Arnie Gay steered into Annapolis Harbor in 1945 with a few dollars in his pocket and an enthusiasm to bring a sailing empire to the City’s neglected and abandoned waterfront...Through his leadership, the ‘father of our maritime industry’ paved the way for Annapolis to become the Sailing Capital City that is so much a part of our Annapolis Quality of Life.”





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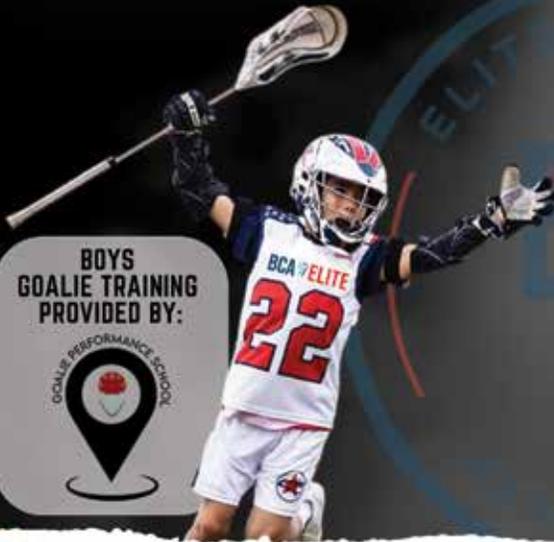
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An Artist for All

ONE YEAR AGO, JACKIE COLEMAN WAS APPOINTED AS THE NEW EXECUTIVE DIRECTOR OF MARYLAND HALL; THIS IS HER STORY

Story by **Ellen Moyer** Photography courtesy **Maryland Hall**

At age three, like many precocious children, Jackie Coleman would dance around her living room. Most would move on to other things, but not young Jackie. Early on, she liked performing, even if it was just for her parents. By seven years old, she performed as a “Bon Bon Candy” in *The Nutcracker*. And...she knew that acting was for her, forever and ever.

Coleman’s father believed one should never ignore their passion and he recognized hers. So, acting class was next and a role as a monkey in *The Wizard of Oz*. During her formative high school years, she attended a performing arts school in Massachusetts. When her father took her to see *Cats*, an opportunity was presented to some members of the audience to come on stage and view the sets up close. Coleman says she viewed the audience from center stage and felt at home.

Her developing passion took her to the University of Connecticut to major in Theater. From there, she

took a giant leap to New York City, where, she proudly says, she did get paid for her acting efforts. Most fun for her, however, was a nearly-five-month stint at the Lake George Dinner Theatre, performing the lead role in *Jest A Second!*, the sequel to the hit play *Beau Jest*.

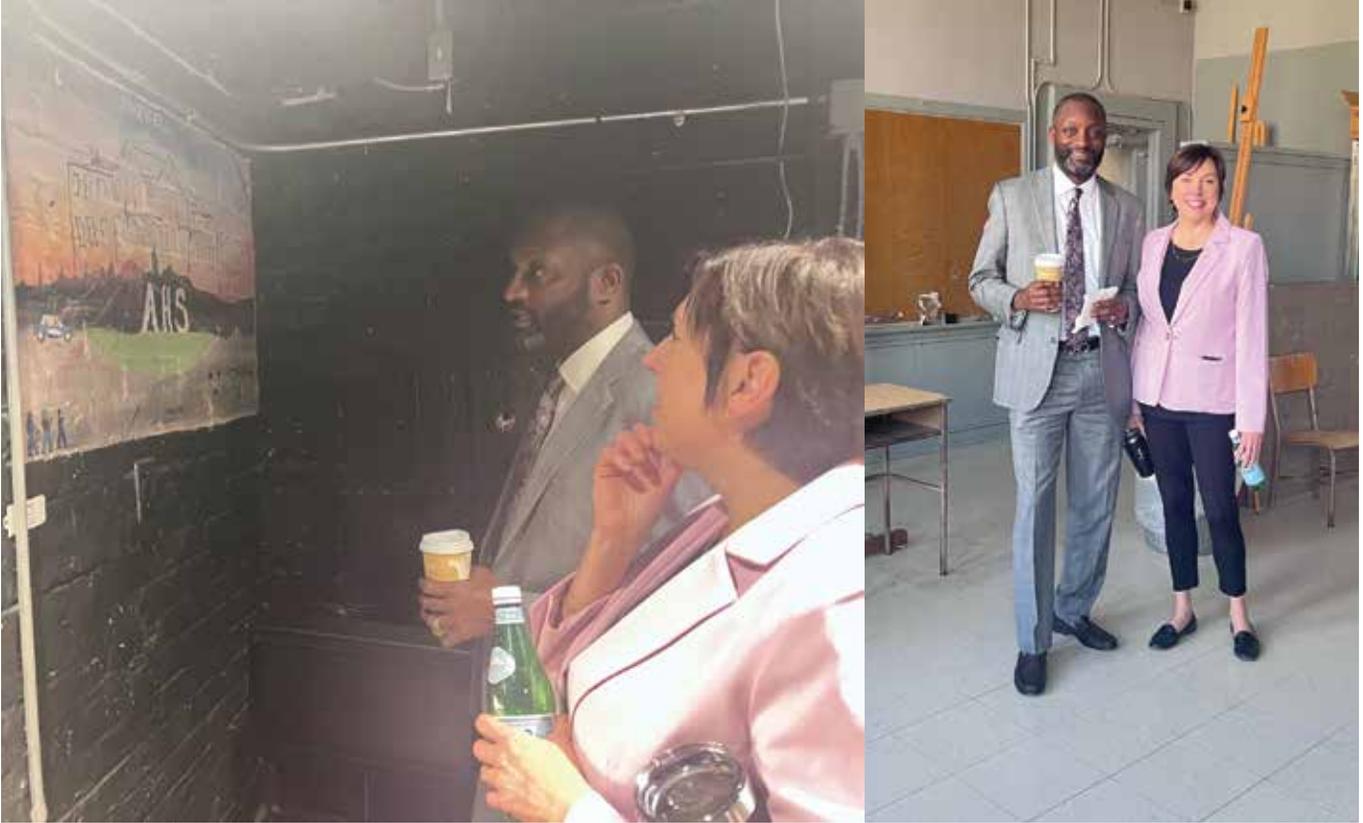
But after 10 years, Coleman felt, intuitively, she had to do something else...still in theater, of course. That notion landed her at the University of South Carolina in pursuit of a Master of Fine Arts. Here, she caught the teaching bug and was selected for an intern program to work with 4th grade students. She was inspired by the way acting opened and cultivated their minds. She felt passionate again and teaching became the right fit for her.

In 2003, she landed in Hartford, Connecticut, as director of education for Hartford Stage. And then, as a founding executive director of Hartford Performs, a program for Hartford public schools. She also became an arts education consultant for the Connecticut Department of Education.

The performing arts, as an industry, exists on the ability to raise dollars. So, Coleman stepped her foot into public giving—a bit different than the acting she once thought she would do forever and ever. Along



Left to right, April Nyman, president & CEO of the Arts Council of Anne Arundel County, Kristen Pironis, executive director of Visit Annapolis & Anne Arundel County, and Jackie Coleman, executive director of Maryland Hall, at Visit Annapolis’ recent 2023 kickoff celebration.



Jackie Coleman offers a tour of Maryland Hall to new Anne Arundel County Schools Superintendent Dr. Mark T. Bedell.

the way she became enamored with the National Coalition for Arts Standards organization and its values, and describes herself as an expert in identifying these core values. The values in dance, music, theater, and the visual arts are the artistic processes “that guide educators in providing a unified quality arts education for students in Pre-K through high school.” Common values for all art are balance, harmony, movement, pattern, repetition, rhythm, unity, and variety. Harmony may be the most important. By teaching students to think like artists, they learn to think creatively and develop problem solving skills .

Coleman brings this vision to Maryland Hall, as it restores itself after the years of Covid lockdown. Maryland Hall faces challenges in

funding, outreach, and a diminished staff. Coleman has engaged her board and staff by creating a new vision for the arts institution that she calls, “re-imagine, re-build, reach beyond.” You can bet the NCAS values will be integrated in the mission as Maryland Hall moves forward through the next decade.

Maryland Hall was founded in 1979 as an organization and space dedicated to the performing and visual arts. Today, five thousand students of all ages are actively engaged in arts education classes annually, and 20,000 students attend school performances in the 725 seat auditorium. Over 100,000 visitors pass through Maryland Hall each year. The Annapolis Symphony Orchestra, Annapolis Opera, Annapolis Chorale, and Ballet Theatre of Maryland

are resident companies. Thirty artists exhibit in its three visual arts galleries. The Peabody Preparatory is a partner. Volunteers provide 3,000 hours of service. Its \$27 million operating budget is supported by the government, individuals, corporations, and foundations.

Jackie Coleman, with a background in the performing arts and who always knew when things felt just right, experienced this feeling when she stepped into Maryland Hall. Her leadership for the Hall's future has just begun, and the hope is that—like so many endeavors in her life—it will be a *magna cum laude* performance.

Ellen Moyer is the former mayor of Annapolis and the last living founder and incorporator of Maryland Hall.

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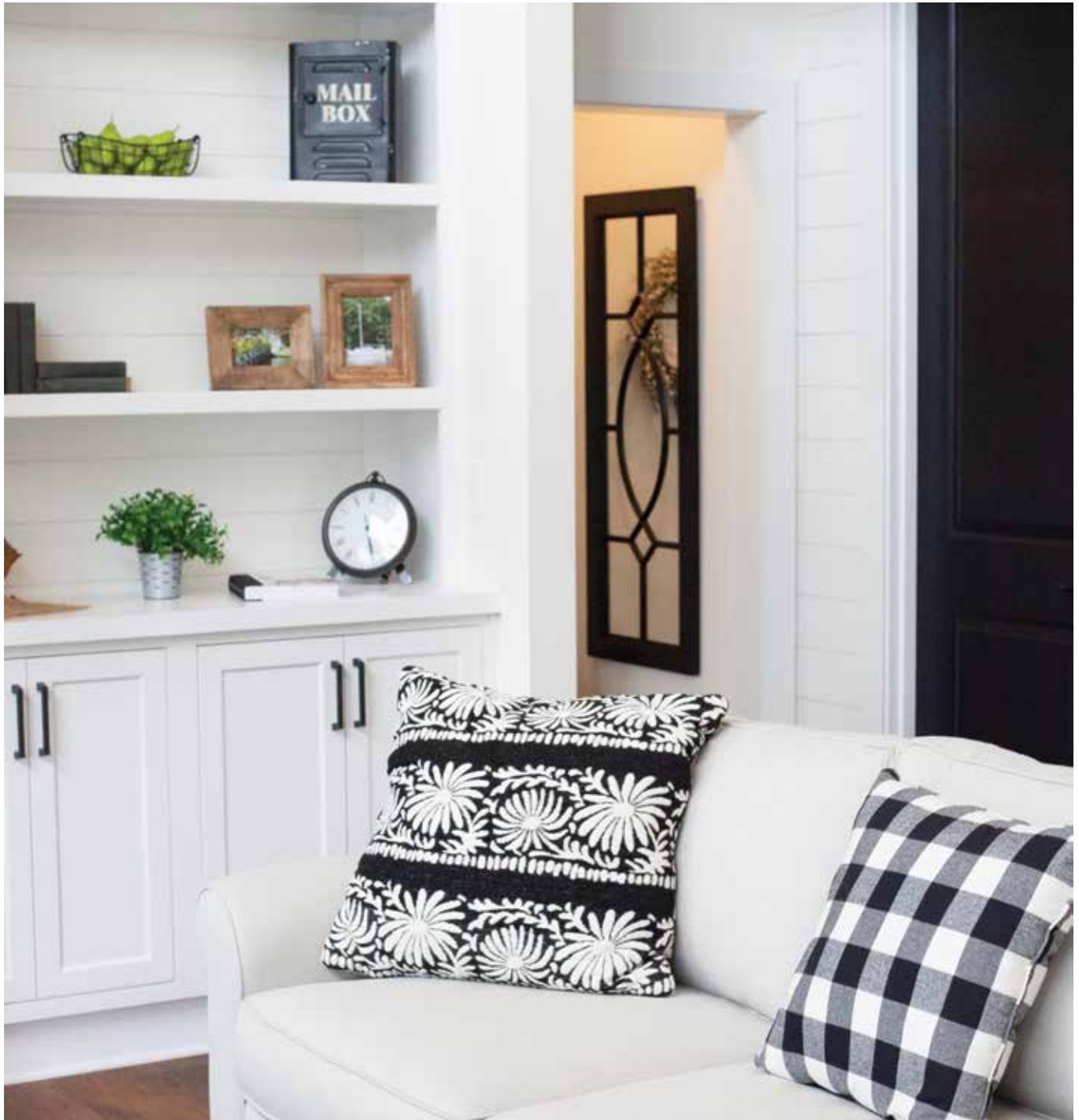


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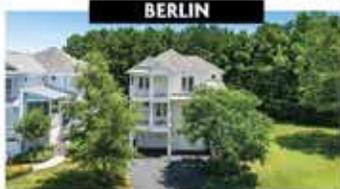


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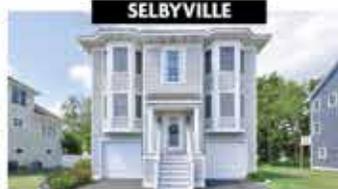
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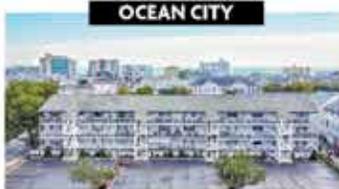
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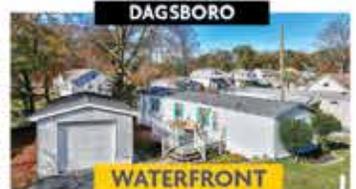
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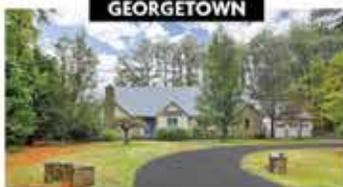
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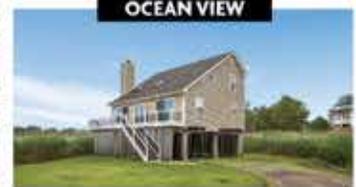
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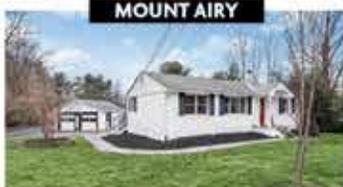
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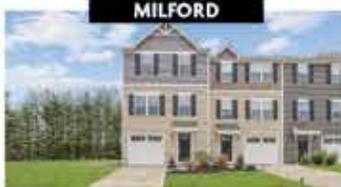
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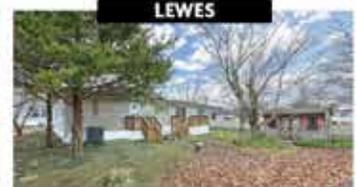
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Heart OF THE



From farmland to farmhouse modern in St. Michaels

Story by **LISA J. GOTTO** Photography by **HOME VISIT**

A

classic Chesapeake lifestyle would not be complete without a few annual road trips to the many, varied towns that dot the shoreline of the Bay and beyond, including the bigger destinations of Ocean City and Rehoboth.

Staci and Erick Lang can certainly attest to embracing such a lifestyle and racking up those miles along the way while raising their twins Megan and Jordan.

“After we married, we lived in Rockville, but we would come to the Eastern Shore to visit the towns and do some touring, but we also went to the beaches over there quite a bit,” Erick explains.



The Backstory

Each of these trips left watermarks on the family’s collective heart, fostering their life-long love of the water and instilling that in their kids. And over the years, the couple would develop a framework and wish list for what their lives might look like once those kids had grown, and their own careers in education no longer rooted them to the bustling Rockville suburb.

Years later, their excursions brought the couple to Chestertown after their daughter, Megan, expressed interest in attending Washington College. That trip would go down in their travel journals as a complete success as Megan was soon sold on the college and the couple was totally enamored by the quaint cobblestones and river vibes of the town. The trip provided the inspiration to explore further, because they were now convinced that if they were to plant some new roots any place else, that place would have to provide a tranquil water view and unlimited access.

Having a daughter in school on the Eastern Shore provided them with the opportunities over several years to conduct thorough research. So, with every trip, they covered a bit more Eastern Shore territory, heading east and then a tad south.

“We started out looking in the Grasonville-Stevensville area, but we kind of kept working our way south,” Staci says.

And by the time their daughter was ready to graduate from Washington College, they were ready to take the plunge into their next adventure in home ownership, having discovered a new, small subdivision planned on the periphery of St. Michaels.

The Location

The development would come to be known as San Domingo Cove and a person they met there helped them put the modern farmhouse spin on the new home of their dreams that would, indeed, have the much-anticipated view of the water they'd been hoping for.

"I like the idea of the small town St. Michaels, but yet 15 minutes away, you can get pretty much anything you need [in Easton]," Staci adds.

The day the Langs stopped to check out the model home on the 109-acre subdivision, they were surprised to learn, and then even meet, the owner of the

home next to the model, who happened to be the builder of many of the San Domingo Cove properties, Brent Paquin of Paquin Design Build in Stevensville. The Langs would not only see the model that day, they also received a personal tour of Paquin's own home.

"He came right over to us—and this was on a Sunday, too, not even a workday," Staci says of the impromptu tour. "He was very open and fun to talk to; explaining that he had some design features in his own home he would like us to see."

The meeting had the Langs walking away with one of the 16, two-acre lots and much confidence in their new builder, who obviously thought enough of the location to want to build his own home there.



The Plans

At that time, the development was just beginning to take shape, but Paquin had some exciting, existing home plans that he told the Langs he could tweak to meet whatever the homeowners' hearts desired. The one that most closely aligned with their new-home goals was the "Hatton" plan, named for Hatton Garden Farms, the originator of the 109-acre tract of land.

The tweaks would provide the Langs with 3,500 square-feet of heated living space, according to Paquin, and would address the following goals: Advantageous views of the water along San Domingo Creek; a judicious, open floorplan for entertaining (something their home in Rockville lacked); two, open-air porches; a modern, classic farmhouse feel throughout; and four bedrooms, each with its own *en suite* bath, including two primary suites with one located on the main floor.



San Domingo Cove is now home to 16 distinctive private homes and a 60-acre environmental conservation area rich in wildlife and opportunities like walking trails to enjoy its unique natural resources.



The Finished Product: Inside & Out

“The big goal with all the homes in that community, was to maximize the water views,” Paquin explains. “So, we stacked the waterfront side of the home with as much glass as we could get in there.”

To accomplish this, the Langs chose the plan option that removed some bedrooms from the second-story layout. This enabled the ceiling-to-the-sky effect in the great room. The homeowners are absolutely thrilled with the visual impact this area provides, as you wouldn’t necessarily expect it from the inviting, yet unassuming entry.

“You are fooled when you come in and see the one-story entry, and then all of a sudden, you’re in this huge two-story area, and it all connects—living, dining room, and kitchen,” Erick says.



The discriminating black and white décor scheme throughout the home begins at the entry, where not only first glimpses of San Domingo Creek can be seen through the glass front door panel, but also of the home’s enhanced architectural aspects of design. This includes its black and stainless cable rail system staircase that leads to a stunning overlook effect from the residence’s second floor.

“When you’re up there, there’s a door for each bedroom. So, essentially when you walk out of each bedroom, you look out to those windows for a high-level view down the creek,” Erick says.

Other areas of the home that the Langs take particular pride in, include their custom-designed kitchen with rustic wood beams, first-floor powder room with water-pump style faucet, three guest bedrooms, each with its own bath, and the home’s cherished front and back porches.

“We love to have guests come to stay, and we felt it very important that each one feels they have their own personal space when they’re staying with us,” Staci says of their accommodations.

And despite the many options for outdoor living these days, the Langs chose to keep these spaces simple and accommodating, as well.

PAQUIN'S PERSPECTIVE ON DESIGN > NEXT-LEVEL FARMHOUSE VIBES

While getting the nuts and bolts of what made the Lang's home design such a winner, we also posed some forward-looking design industry questions to Brent Paquin about what he is seeing and hearing from clients about their most recent wish lists.

Based on that information, he says farmhouse style remains extremely popular, but clients are asking for the design to be streamlined.

"A little bit of a younger generation is coming into a financial place [in their lives] where they feel comfortable designing and building their homes, and I think, a lot of that is bringing a little more of the modern aspects in," Paquin explains.

"What happens with this creeping further into the modern is [an emphasis on the] less decorative and more of an easy, straight-lined, less-is-more-approach to design."



"We did not want the porches screened in; we preferred them to have an open-air effect, and we use them and the pool a lot—even when we don't have guests over," Staci says.

Erick adds that the patio area surrounding the pool was specifically designed to provide an unobstructed view of the water from the inside out. "When you're looking out to the water, you don't have patio furniture in the way of the view."

Each living space is detailed to reflect every aspect of how the family lives and what they enjoy, right down to the essential mudroom that the family also uses often when returning from their waterfront adventures in paddleboarding, boating, and kayaking.

For a brief period after the home was finished in 2018, the Langs were content to use it primarily as a weekend and vacation retreat, but that situation did not last long. Erick confirms that they have wrestled away those last suburban roots from the ground in Rockville.

"And now we feel like we're on *vacation* all of the time."



The Details

Impeccable interiors make this house a home. Here are some of homeowner, Staci's notes on the subject.



IN THE DINING ROOM: Our dining set was custom-made by a craftsman in Thurmont, Maryland. This was one of the cases where we did lots of looking before we made a decision. Interestingly, he took the front porch spindles/columns from an old house that had been torn down and used them for the legs. The top is made from walnut. We wanted the bench on one side and the chairs on the other. We met with him and described the (farmhouse) style that we wanted, the length, etc., and he delivered!

ON THE FLOOR: The floors are from Castle Combe Artisans and the color is Rookwood. They are oak. We were looking for something rustic and it took us months of searching to find these floors. (Which we actually did during a trip to South Carolina). Ultimately, we found them locally at Chesapeake Family Flooring in Chestertown.

SUSPENDED FROM THE CEILING: The chandelier is Elk Lighting's 8-Light, 1-Tier Chandelier from The Natural Rope Collection, Model:63043-8. The lantern pendants over the kitchen island, in the hall, and in the stairway are Generation Lighting's, "Labette" 3-Light, 10" Wide Pendant from the Sea Gull Collection, Model:5140603-12.

ON THE COUNTERTOPS: To personalize the home, Staci says she added final touches of tobacco baskets with barn-cured leaves from her family's farm in Smith Mountain Lake, Virginia, to countertops and shelves. The kitchen countertops were crafted of Calacatta Laza Quartz.

ON THE WALL: The barn door, purchased at 84 Lumber is made of Knotty Pine Alder Wood. Style: KA-181, V-Groove.



“”

Every time we went on vacation, or anywhere we visited—we went to college in Barnville, Virginia (they have a furniture market down there), or Myrtle Beach, Hilton Head—we gathered ideas from each. Many of them are coastal areas, so we were able to get ideas for how to decorate on the water.

—Staci Long



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PEACEFULLY CO-EXISTING WITH YOUR HOME'S TECH

By Lisa J. Gotto

Unless you're professionally tech savvy, the concept of creating an entirely "smart" home can have you frantically searching Amazon for the latest version of *Home Automation for Dummies*. While many consumers have been comfortably adjusting to new in-home features like programmable thermostats and door cams on a piecemeal basis, the thought of an entirely wired home remains a far-off prospect for a great many others.

We are getting there, however. According to Statista's *Digital Market Outlook*, it is anticipated that by 2025, 77.1 million households in the U.S. will carry the designation of a "smart home." If those statistics surprise you, or even instill in you a pang of FOMO, remember, even the longest destinations begin with one step.

Perhaps, if we strategically divided the primary aspects of the concept into more easily digestible parts, we can co-exist with your home's world of tech more comfortably. Because that's really what's it's all about; isn't it? Being more comfortable and secure in your home, and adding a layer of convenience that makes life at home easier—an overall better quality of life.

So, let's break this down into several smart categories: Security solutions, comfort control, appliances and accessories, the kitchen, and device integration.

Security Solutions

This sector has become increasingly important to homeowners, and for many, it's more than just safeguarding the home against break-ins. Security includes video surveillance to see who's at the door and when, alerts if the home has been compromised by fire, or if poisonous gases have been detected. Security systems also monitor a home's access control system; these systems have specifically been predicted by a global 2022 *Research and Markets* report, to be the fastest-growing solutions-based aspect of home automation. The report, which forecast global market trends in tech for the period of 2022 through 2030, also indicates that the Do-It-Yourself (DIY) category will experience the fastest growth in terms of installation of systems.

If you're a trailblazing DIY'er, not all systems are created equal, and you will have a plethora of providers to choose from, each drilling down to a menu

of security and surveillance option packages. For those looking for the “Best of” aspect in this category, *This Old House*, recently rated them as follows: SimpliSafe, Best for Easy Installation; Blue by ADT, Best for No Contract; Abode, Best for Customization; Alder, Best for Medical Alerts; Cove Security, Best for DIY Value; and Ooma, Best for Self-Monitoring. *This Old House* also weighed in that when it comes to pets and security systems, ADT gets high marks because its sensors do the best job at detecting the difference between a pet and an intruder.

Choosing to self-monitor your home’s security system is a great way to cut costs, but there are so many plans and options available per plan, that costs here are normally manageable with a monthly service fee, some starting as low as less than \$30 per month. This option provides for the expedient notification of a breach to the homeowner and to local law enforcement, which for many consumers has immeasurable value. Your plan cost will also increase as you add video surveillance cameras to the equation. Cameras have proven time and again to be a worthy addition, as they not only identify individuals in the home that shouldn’t be there, they also provide a timestamp as to when people who should be there, got home. Hashtag, parenting!

After a slight dip in 2020, sales of programmable thermostats in the U.S. have rebounded and are surpassing pre-pandemic levels according *Fortune Business Insights*. And the market is forecast to grow from the 1.1-million-dollar mark in 2021 to 3.2 million in 2028. These devices, which are easy to install, use Artificial Intelligence to detect patterns in use and personal preferences, which help conserve energy over time resulting in lower utility bills. For this utility, consumers are turning most often to Google’s Nest, the Honeywell Home Wi-Fi Thermostat, and Ecobee. The average cost of installing one programmable thermostat is \$300—a small price that will easily pay for itself.



Photo by moritz-kindler for Unsplash



Comfort Control

This aspect of the Smart Home is beginning to look like the biggest no-brainer going. Why pay for something you do not immediately need? The truth is, there is absolutely no reason to waste money overly heating or cooling a home that is not being actively lived in. Whether it’s a second home, a multi-zone home, or just a weekend away, it makes sense to adjust your usage requirement accordingly—and remotely via application.

Appliances & Accessories

This is perhaps where most of us have some experience with Smart Home applications. If you just got done streaming the latest docu-series on Harry & Meghan then you have, most likely, already purchased a **Smart TV**, and you are considerably likely to have more than one of them in your home, as consumers continue to cut the cable cord for good.

The advent of the **virtual voice assistant** has not been without its detractors. As it was initially so cool to ask a willing Siri or Alexa to play your favorite song, it became something else altogether when we realized that not only were these techno gals listening when we needed them to, they were “listening” all the time. Since those early days, consumers have had to become smarter about how much convenience is too much convenience. *Caveat emptor!* The conscientious Echo Dot owner now knows the ins and outs of connectivity and is personally tasked via the device’s menus and options with making sure they are “available” on pre-determined basis only.

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Probably the easiest way to start making your home “smarter” is to introduce your outlets to a **Smart plug**. Simply plug this device into your outlet, add the device application to your phone, and *viola!*—once your appliance is plugged into the upgraded outlet, you will be to control any appliance plugged into that outlet via your Smart phone. So, you won't be able to duck out of that seminar because you left your flat iron on anymore, but you will be able to turn off the duck you're roasting in the oven from the tub when the timer goes off. Pick up a Smart plug for about \$25 and start taking longer soaks today!

A **Smart bulb** works a lot like the outlet. Replace a standard bulb with a Smart bulb, and you can control the lighting in your home via app, even if you aren't in your home. This is another money-saved-over-time scenario. With the average cost of a Smart bulb coming in at \$15 per bulb, you will need more time to see the savings.



Photo courtesy of blackandbeekitchen.com

The Smart Kitchen

Not only is there a myriad of smaller kitchen appliances that have revolutionized the way we fry chicken, or mix a cocktail (we're looking at you, *bev*, Black and

Decker's answer to pod-produced java), entire lines of Smart major appliances are in-demand by conscientious and time-strapped consumers everywhere. To answer the demand, manufacturers like LG are already on their second and third generations of Smart high-end major appliances like their Smart ThinQ refrigerator that works with proprietary apps that help track food freshness, manage healthy eating strategies, and even create a grocery shopping list. Their Smart Pro-Bake convection range is wi-fi enabled, and offers air-frying and *sous vide* cooking modes in one unit.

As consumer expectation around technology continues to grow, manufacturers are definitely thinking outside the "big box" to provide experiences that take some of guess work out of managing a home, and provide next-level tools that were inconceivable even a decade ago.

Smart Device Integration Services

So, what if you would prefer the option to "swipe left" on all this installation and subsequent tweaking, but still want the benefit of the technology? No worries, not everyone has the time or mindset for tech. Fortunately, there are **device integration services** that will create a customizable plan if you're starting from ground zero or have an older home that now needs it all, and you're ready for the ultimate home tech upgrade. These premium services will work with you to customize your automated home profile, so it is convenient, reliable, and unlike Alexa, requires little to no continual tweaking.

Come to think of it, shouldn't we be able to just ask Alexa to explain this whole home automation thing to us?



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Please Don't Eat the Daisies

DINING ON YOUR GARDEN'S FLOWERS

By Janice F. Booth

“You are what you eat” is a familiar adage. If that viewpoint makes sense to you, why not add flowers to your diet? Flowers are serene and lovely and we all can use a bit more serenity and beauty in our lives. Let's also consider our gardens' beautiful blooms for their flavor and health benefits.

There are two basic groups of edible flowers, those that are **nutritious** adding proteins, vitamins and/or minerals, and those recognized as **herbs** adding flavor and aroma. Both types of edible flowers provide specific **taste enhancements** and many offer potential **health benefits**. Since herbs are more familiar, I'll save them for last, and begin with the nutritious flowers.

NUTRITIOUS BLOOMERS



BORAGE: also known as Starflower, has a slightly sweet flavor, a cross between honey and cucumber, if you can imagine that. Both its flowers and leaves can be eaten to treat coughing and sore throat. Borage can be used in salads, or in soup.



CHAMOMILE: a pretty, daisy-like flower with fern-like foliage, has a mildly sweet and earthy flavor that makes a popular tea or smoothie. It can also enhance baked goods and other desserts. For centuries, chamomile has been used to treat fever and cure all sorts of conditions, including anxiety, stress, and insomnia.



DANDELIONS: those ubiquitous beauties get a pretty bad rap. Every part of the dandelion is edible—roots, stems, leaves, and flowers. Their flavor is honey-like, and they provide antioxidants that help protect us from heart disease, cancer, and other illnesses.



DAYLILIES: are hardy and prolific; you'll have no trouble gathering unopened buds. Fry or stir-fry the buds. The result will be a sweet, crunchy fritter that provides a healthy dose of protein and vitamin C. Daylily fritters treat constipation as well as colds and swelling/edema.



HIBISCUS: those colorful, blousy beauties taste sweet and slightly acidic, and can be brewed as tea, and added to salad or cocktails for beauty and taste. Hibiscus can help lower blood pressure and cholesterol levels.



HONEYSUCKLE: is a bit tricky. As the name suggests, the flower has a sweet taste, which makes excellent tea or lemonade. The blossoms can even be used as a sugar substitute. But a caution: Do Not Eat the berries, leaves, or stems which are toxic!



HOSTAS: our grow-anywhere darling of low-maintenance flower beds is more than just a pretty puff of variegated green. Their leaves and the mid-season flowers are tasty, rather sweet. In addition to being a great source of minerals, hostas' leaves reduce inflammation and pain. Caution: While hostas leaves are good for people, they are toxic to dogs and cats, causing vomiting and diarrhea.



MARIGOLDS: are those easy-to-grow, little fuzzy-headed blossoms. Not only do they repel mosquitoes and other insects, but they can be made into ointments for abrasions, burns, and wounds, and as extracts they help with fever and ulcers. Their scent and flavor are citrusy, and, get this, the petals can be ground and used as a substitute for saffron (which you may not keep on hand.)



NASTURTIUM: once known as Indian Cress, have colorful autumnal blossoms of yellow, orange, and gold. They taste peppery and

spicy when garnishing a salad. Indigenous people recognized the nasturtium's antibiotic properties as well as its ability to stave off scurvy. (Just in case you haven't kept up with your vitamin C.)



PANSY: these tough, little cuties are more than just a pretty face. They add a minty zing to fruit salad or cocktails. You might try mixing them with a soft cheese for a delicious spread. Pansies provide antioxidants and anti-inflammatory benefits.



ROSES: Rose petals can add a floral flavor and fruity scent to jam, tea, soup, and even popsicles. You may find you're a bit less stressed and even losing some of those unwanted pounds...okay, ounces perhaps.

That list is not exhaustive, but it does cover quite a few flowering plants that are easy to grow as well as attractive in flowerbeds. But, let me offer just a few of the herbs that are attractive in the garden as well as in the soup or on the roast.

BLOOMING HERBS



CHICORY: has a long and honorable resume as a filler with or replacement for coffee beans. During both World Wars, chicory was the only "coffee" available to folks at home, while the real stuff was kept for the soldiers and sailors. Chicory leaves can be brewed as tea, and the delicate, blue flowers are a pretty addition to salads. Medicinally, chicory can calm an upset stomach and cure constipation, among other uses.



FENNEL: has a rather bulbous base with feathery greens, and every bit of the plant is edible. It tastes something like licorice. It's an antioxidant to keep us young. Fennel seeds can be chewed to aid digestion.



LAVENDER: lovely in our gardens, it can be equally endearing in our kitchens. With a citrusy flavor, lavender is recognized for its capacity to ease anxiety and help with sleep or depression. Serve it as tea or add to baked goods and sorbet. Beautiful for the eye and good for the body.

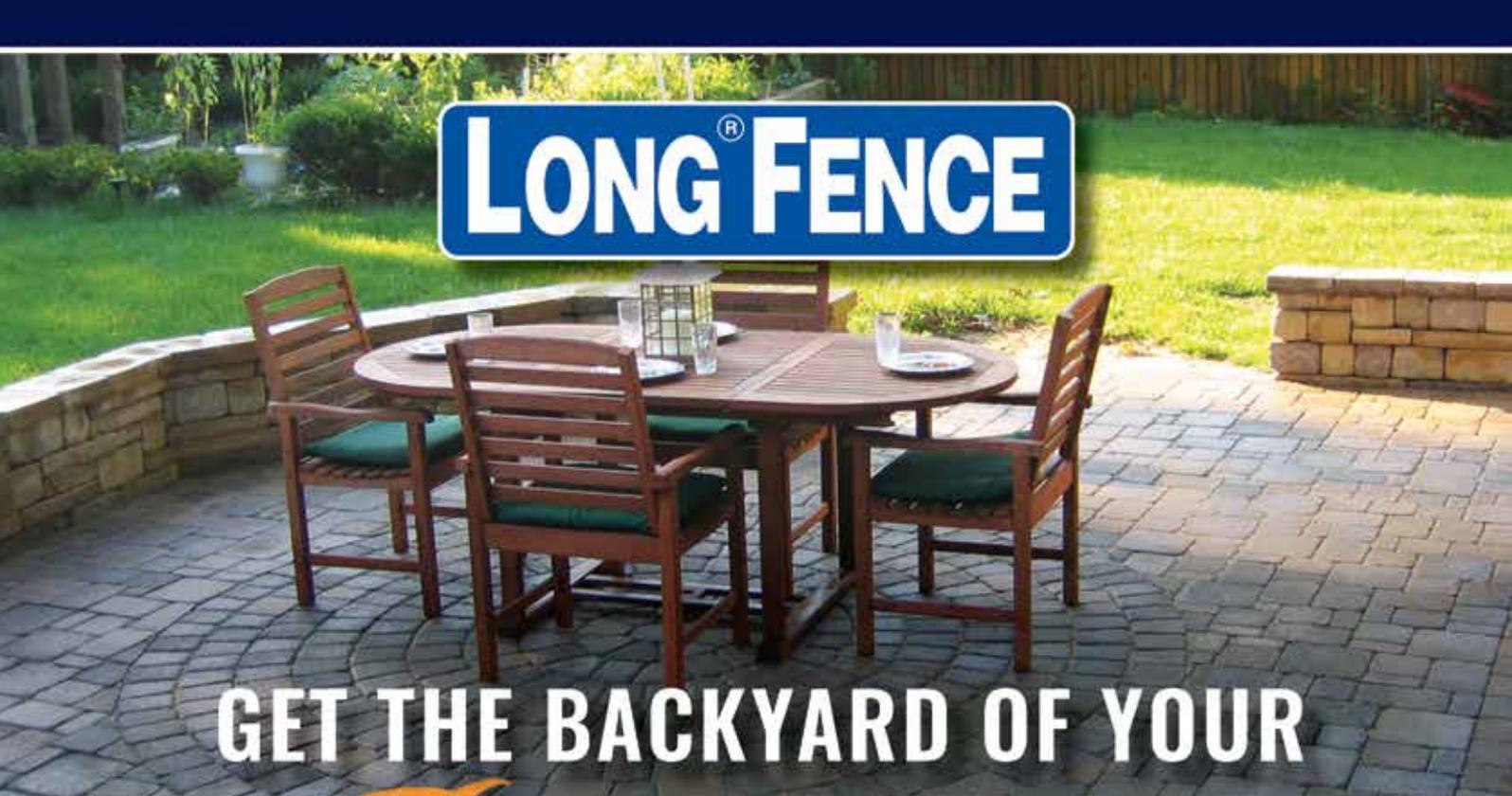


SAGE: is sweet and savory. Crushed it can be sprinkled on almost any dish, and it's particularly tasty on eggs. Sage is noted to reduce blood sugar levels, sharpen memory and brain health, lower cholesterol levels, and provide antioxidants to keep us feeling younger.

*Finally, I feel I must add a quick warning about eight flowers you definitely **SHOULD NOT EAT**; they're **toxic**:*

- Azalea • Daffodil • Dogbane • Hyacinth
- Hydrangea • Oleander • Wisteria

While I trust that the information in this article is accurate, if you or others for whom you might prepare food have any likelihood of an allergic reaction, do not use flowers or plants in your food preparation. It is possible that ingesting any plant or plant product could cause illness.



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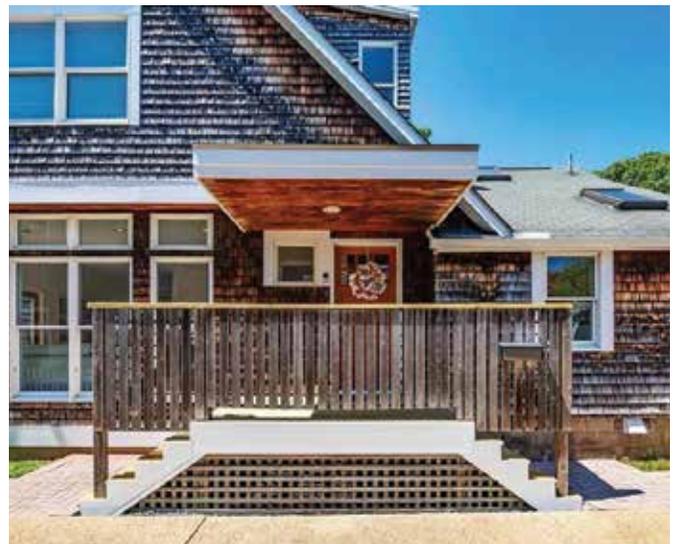


The Perfectly Located Classic

By Lisa J. Gotto | Photography by Nima Mohammadi of RECreative Visual

In the heart of the Eastport Peninsula, this 2,300-square-foot, Cape Cod classic home built in 1997, boasts a gorgeous cedar shingle exterior and marvelously updated floorplan with many contemporary upgrades, which are noted as soon as you cross the threshold.

Rich, hardwood floors greet you immediately at the entry, which steps down to the left into a sumptuous sunken living room where a central, wood-burning fireplace with dramatic marble surround takes center stage. Crisp, white walls are enhanced by a wealth of natural light brought in from a series of large sash windows with accent panels above, and a set of French doors on the opposite wall.



This home's new residents will enjoy stepping up into an additional seating area that is located behind the fireplace, which opens on one side to reveal another main level living space perfect for a home office. This room offers nice square footage to accommodate a desk and separate seating area. It is designed with a glass panel access door to the deck, plus another set of French doors that provide this space with tons of restorative, natural light.



The additional seating area leads down the hall to the home's light-and-bright formal dining room, and then into the sunny kitchen with its vaulted ceiling detail and rich, maple cabinetry. This room's crisp, white backsplash tiles work well with its contrasting dark countertops and all-stainless-steel appliances. The additional seating area leads down the hall to the home's architecturally enticing staircase to the upper levels.



Listing Agent: Vic Pascoe—Keller Williams Select Realtors; 1997 Annapolis Exchange Pkwy., Annapolis; m. 301-252-7771; o. 410-972-4000; vicpascoe@kw.com; kw.com **Buyers' Agent:** Brad Kappel—TTR Sotheby's International Realty; 209 Main St., Annapolis; m. 410-279-9476; o. 410-280-5600; brad.kappel@sothebysrealty.com; ttrsir.com

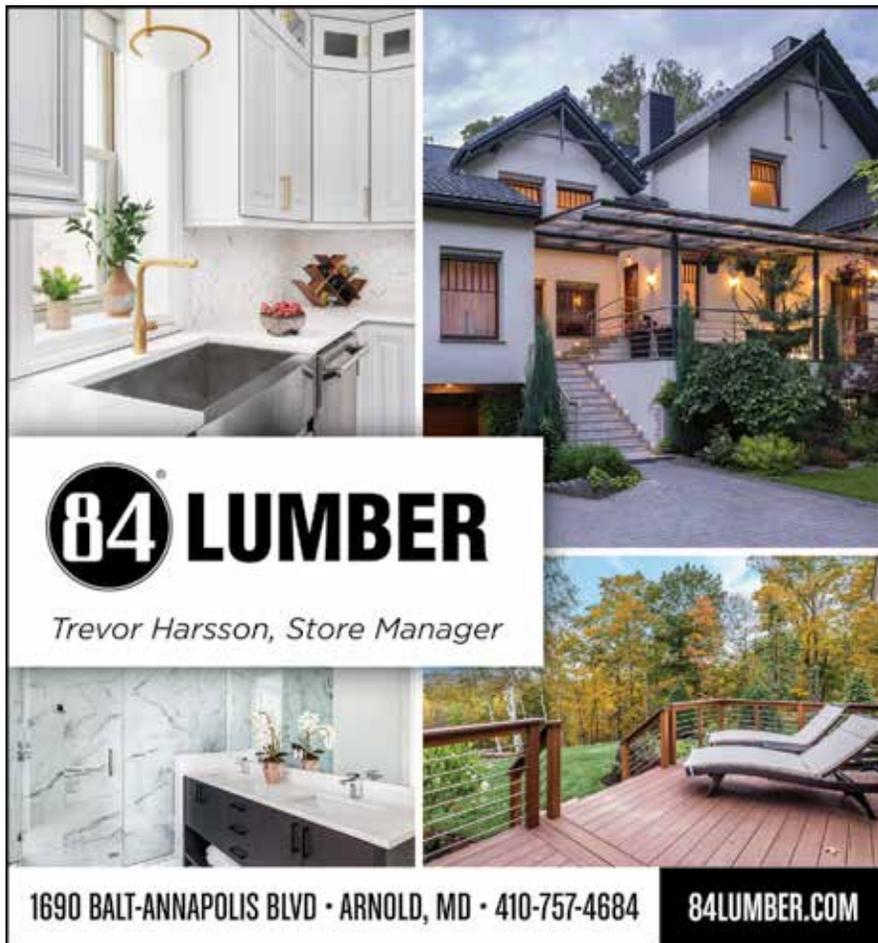
Primary Structure Built: 1997
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Original List Price: \$1,225,000
Bedrooms: 3
Baths: 2 Full, 1 Half
Living Space: 2,360 Sq. Ft.
Lot Size: .19 acres

On level two there are three bedrooms, including the large, primary suite with the same beautiful hardwood floors throughout, and an attractive *en suite* bath with more crisp, white tiles, pedestal sink, and maple cabinetry. There are two additional bedrooms that share a bath on this floor.

On the third level, the home boasts a roomy, carpeted loft area that works so well with the complementary placement of upper-level windows, providing the space with great natural light. This is the perfect place for yoga, creative arts, or additional office space.

Heading back downstairs, the home offers multiple access points to its large, surrounding deck with built-in bench seating, and to a lush backyard well-suited for the play-time adventures of young children.

This residence is just steps from the end of the street and a waterfront park, where the new homeowners will be able to hop into the creek via kayak or paddle board. And with just a short walk to Annapolis via the Eastport drawbridge, this home is a prime example of what coastal contemporary living can look like.



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Fresh Take

AVOCADO

By Dylan Roche

You might have heard of them referred to as alligator pear or butter fruit, but the most common name for these creamy, green, rough-skinned fruits is avocado. Botanically, they're a type of berry, but don't let that classification fool you. Instead of the ultra-sweet juiciness you enjoy with a strawberry or blueberry, avocados have a mellow, slightly sweet, subtly savory buttery-ness that make them incredibly versatile in all your favorite dishes.

Initially cultivated thousands of years ago in South and Central America, avocados were central to Mesoamerican tribes that prized them for what they believed were strength-giving properties. Today, avocados are primarily grown in Mexico and California, where they thrive easily in the warm climate, and are available in most supermarkets year-round. (And based on their nutritional profile, modern consumers might expect to gain divine strength by eating them just as the Mesoamerican tribes did.)

Avocados are known primarily as being rich in monounsaturated fat, often referred to as "good fat" for its ability to lower your cholesterol. This dietary fat is also important for absorbing certain nutrients, such as vitamins A, D, K, and E, as well as supporting healthy skin and hair.

They are also full of fiber for good digestion. Along with the monounsaturated fat, this fiber improves your satiety, meaning it helps you feel full and keeps you full between meals, which can help you maintain a healthy weight.

From a vitamin and mineral perspective, avocados deliver significant amounts of vitamin K for strong bones, vitamin E for good



cognitive health, vitamin C for immunity, and potassium for fluid balance.

When you're picking out avocado at the grocery store, you'll notice there is slight variety among their shapes—some are ovular or pear-shaped whereas others are rounder. Their bumpy skin will range from light green to dark green or brown. This skin color indicates their ripeness, with unripe avocado having a lighter color than ripe ones (overripe avocado will start turning black). Another indicator of ripeness is the fruit's softness—it should have a slight give without being squishy.

Bear in mind that avocados are what's known as a climacteric fruit, meaning they will continue to ripen after harvesting. So, if you find an avocado that is completely firm with a light green skin, don't worry—it'll be fully ripe in a few days of sitting at room temperature on your counter or in your pantry.

Once you cut the skin open, an avocado's green flesh will brown quickly because of air exposure. Although this appearance is less than ideal, the avocado is still safe to eat and will still taste fine. You can avoid the browning by coating the avocado flesh in oil, lemon juice, or tight plastic wrap. Be sure to place a cut avocado in the fridge to avoid spoilage.

Avocados don't require much preparation and can often be enjoyed as they are. Mash them up and use them as a sandwich spread (their creaminess makes them a great substitute for mayonnaise), or you can stir



Ranch-Style Avocado Dressing

INGREDIENTS

- 1 cup plain Greek yogurt
- 1 medium avocado
- 1 tablespoon lemon juice
- 1 clove garlic
- 2 teaspoons dried parsley
- 1 teaspoon dill
- 2 teaspoons chives
- 1 teaspoon onion powder
- 1 teaspoon salt
- 1 teaspoon black pepper
- 3 tablespoons milk
- 3 tablespoons olive oil

Peel and core the avocado. Add all ingredients to a food processor or high-powered blender, reserving milk and olive oil for last. Process until smooth, and transfer to an airtight container. Chill before serving.

them into your oatmeal for a nice buttery flavor with lots of added nutrients. You can also make an easy guacamole by mixing it with a pinch of lime juice, cilantro, salt, diced onion, minced garlic, and cayenne pepper to taste.

Ready for more ideas? Here are some easy but impressive ways to incorporate avocado into your next menu:



Avocado Brownies

INGREDIENTS

1 avocado
 1/2 cup cocoa powder
 2 eggs
 1/2 cup brown sugar
 1/2 cup granulated sugar
 1/4 cup nut butter (peanut, almond, or cashew)
 1 teaspoon baking powder
 1 teaspoon vanilla extract
 1/4 teaspoon salt
 3/4 cup chocolate chips

Preheat the oven to 325F and line a 9-inch square glass baking dish with parchment paper. Remove the peel and pit from the avocado and mash until smooth. Use a food processor if necessary. In a medium-sized mixing bowl, combine eggs, vanilla, brown sugar, granulated sugar, and nut butter. Slowly add in the pureed avocado. In a small bowl, combine cocoa powder, baking powder, and salt. Stir into the wet ingredients. Add the chocolate chips last. Spread the batter into the pan and bake for 45-50 minutes. Allow the brownies to cool completely before serving. (The avocado flavor will be distinct when the brownies are still warm from the oven, but it will subside as the brownies cool.)

Why Do I Get Headaches When the Weather Changes?

By Dylan Roche

Ever notice that fluctuating temperatures during springtime (not to mention the frequent rain) make your head pound? You're not alone. Many people report having weather-related headaches—sometimes as part of a migraine. And there's a scientific explanation behind it.

One major part of weather that you can't see is barometric pressure. This refers to the pressure in the air, which is measured in pounds per square inch and affects everything from the temperature to precipitation. Rising temperatures usually mean rising air pressure—until cool air and rain come through, and the air pressure starts to drop.

But even though you can't see changing air pressure, you can definitely feel it. Your sinuses are full of air, and when the pressure changes in the air around your head, it also changes the air inside you. Hence, you start to feel it in the form of a headache.

At least, that's the thinking. But the American Migraine Foundation explains that although many people experience this, the scientific research is mixed. Still, many health experts—including those with the Mayo Clinic and the Cleveland Clinic—say weather changes can trigger or worsen headaches, both for people who are prone to migraines and those who are not.

The Cleveland Clinic notes that it's important to distinguish between



migraines and headaches, as they are not the same thing. A migraine is a neurological condition, of which a severe headache is a symptom, along with sensitivity to light, nausea, dizziness, and fatigue.

Although you can't control the weather, there are steps you can take to minimize its effects as spring weather brings rain showers and fluctuating temperatures.

If you're prone to weather-related headaches, you can try:

- Avoiding other common headache triggers, such as caffeine or alcohol.
- Talk to your doctor about medication you can take to alleviate your headache.
- Manage any stress you're experiencing through meditation, relaxation, deep breathing, and exercise.
- Drink water to stay hydrated and maintain good fluid balance.

Fitness Tips

BURPEES

By Dylan Roche

Pushups and squats feeling a little boring or repetitive lately? Then maybe it's time to combine them. That's the idea behind burpees, which target all your major muscle groups by combining the movements of a pushup, a squat, and a jump, all in rapid succession.

Categorically, burpees are considered a plyometric exercise, meaning they entail bursts of intense, powerful movement—just like skipping rope or doing box jumps. Burpees use your whole bodyweight for resistance, so you build strength while burning energy and improving your speed and endurance from the rapid movement. When you do burpees, you'll be engaging (and in turn, strengthening) your glutes, quads, calves, core, shoulders, chest, and triceps. Burpees also improve your mobility, posture, and balance.

You might even be surprised by just how effective burpees are, from a cardio perspective. A 2019 study published in the *Journal of Science and Medicine in Sports* looked at how burpees compare with sprinting as a form of high-intensity interval training (sometimes referred to as HIIT). Test subjects did an intense workout of sprinting and burpees a week apart from each other, and researchers found that burpees caused more fatigue than sprinting did.

But maybe the best thing about burpees is that you don't need any special equipment or facility to do them. You can do them outside or inside, even in the smallest of rooms (just make sure you have enough overhead space and won't hit the ceiling when you jump). Burpees might even be more convenient than sprinting because you can do them barefoot.



HOW TO DO A PROPER BURPEE

If it helps, you can think of a burpee as going from a squat to a plank to a pushup to a plank to a squat to a jump. But that can be a lot to process, so consider each step of the movement individually before you put them together:

Start standing with your feet shoulder-width apart and your hands down by your sides. Drop into a squat, bending your knees and lowering your hips down as far as you can go while remaining stable.

Drop forward and place your hands on the floor in front of you, shoulder-width apart, assuming a pushup pose. Kick your legs out behind you so your bodyweight is resting on your hands and toes. Lower your chest to the ground and perform one pushup; then return to your planking position.

Bend your knees and kick your feet forward to move back into squat position, ideally in one fluid motion.

Jump as high as you can, using your quads and glutes to push yourself off the ground. Raise your arms above your head and reach.

Land with your feet shoulder-width apart and begin the rotation of movements again. Repeat quickly and without rest until fatigued.

Get the most out of your burpee workout by setting a repetition goal (for example, you're going to do 10 burpees, or maybe even 25 burpees!) or set a timer and see how many burpees you can do in one minute. Remember to prioritize form—a few well-done burpees are better than many sloppy burpees, as these are most efficient at building strength while avoiding injury.

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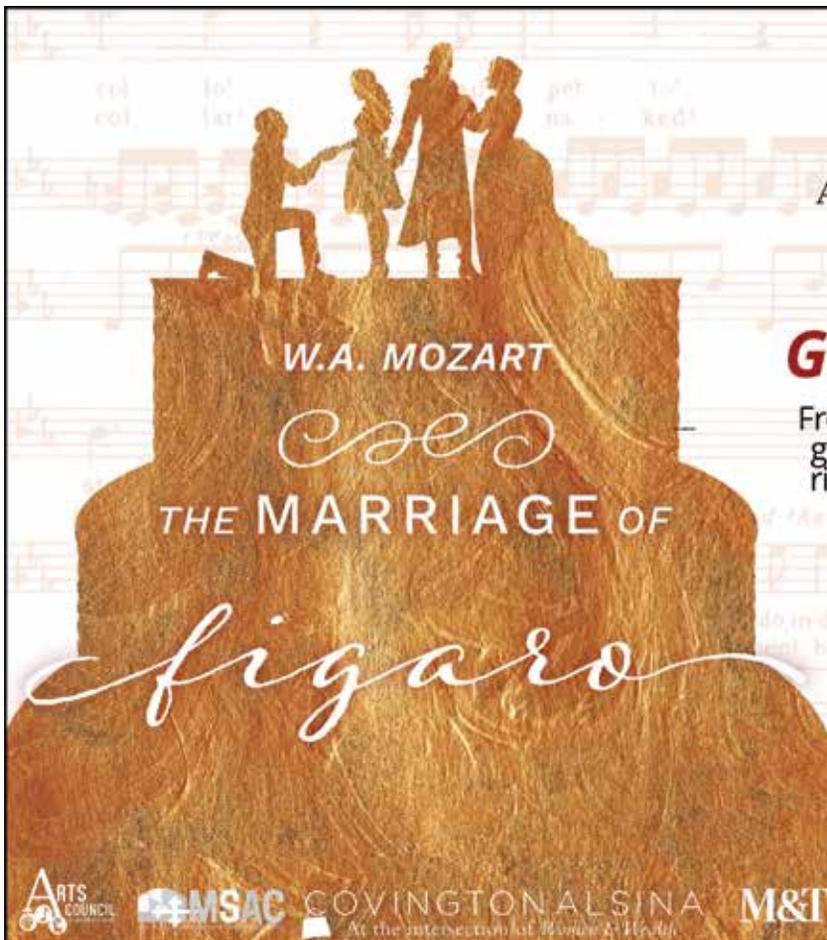
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Microneedling Your Body's Natural Healing

By Dylan Roche

Predicted to be a growing cosmetic trend throughout 2023, microneedling entails sticking your skin with tiny needles to prompt your body's natural healing response. Also known as collagen induction therapy, it's minimally invasive but can yield great effectiveness in improving your skin's appearance.

According to the Cleveland Clinic, the idea behind microneedling is that when the thin needles touch walthough they won't draw blood, will be enough to stimulate healing, prompting your body to produce collagen and elastin that can reduce the appearance of:

- Acne and enlarged pores
- Mild scarring
- Wrinkles
- Stretch marks
- Uneven skin tone

And it's not just on your face that microneedling is effective. Dermatologists have used it to great success on patients' neck, back, arms, and legs.

It's important to distinguish microneedling from microdermabrasion, which entails exfoliating the skin using a device with a rough surface rather than piercing the skin with small needles. Although microderm-

abrasion can remove dead skin cells and other debris collecting on your skin's surface, it does not penetrate as deeply as microneedling and won't prompt your body's natural healing process.

The American Academy of Dermatology emphasizes that you shouldn't rely on at-home microneedling devices, which are available on the market but are not effective enough to get results. Microneedling should be performed by a board-certified dermatologist or other trained physician.

When you undergo microneedling, the procedure will start with anesthetic cream to limit any discomfort. Then your physician will select the appropriate device with needles long enough for your specific skin goals, and roll it over your skin. Expect the entire process to take about a half-hour, with some minor redness and irritation lasting for one to three subsequent days. Depending on what you want to accomplish with your skin, you may need follow-up appointments.

If you're thinking about trying microneedling, start with a consultation with your health care provider. To find a physician certified by the American Academy of Dermatology, visit aad.org.

Flower Up Your Fashion

By Dylan Roche

With spring just around the corner, flowers will soon be in full bloom. But don't let Mother Nature be the only one dressing up with bright colors and unique patterns this season. Spring gives you the perfect excuse to start incorporating florals into your fashion, whether you want to achieve a look that's subtly sophisticated or impressively bold.

But even though florals are always bound to make a statement, there are a few guidelines you want to observe to save yourself from looking like a flowery fiasco. With that in mind, here are eight tips for dressing up with floral patterns this spring.

Don't do too much.

Look, floral prints are pretty. But they look best when there's only one print at play. Pairing two or more floral prints in the same outfit will clash and create an overall way-too-busy appearance. If you have a floral blouse, don't wear it with floral pants or a floral skirt. In fact, to play it safe, let your floral pieces be the focus of your outfit by keeping it subdued with simple patterns on your other pieces—nothing more complicated than small stripes or checks. However, solids are always your safest bet. And on that note...

Keep other elements simple, including accessories.

Let the floral print be the statement piece of your outfit. Adding too many other flashy or eye-catching pieces will just make your outfit too busy. That includes jewelry and accessories. A large necklace or a sparkly handbag will work better when you're not wearing florals. Keep jewelry understated and accessories less ostentatious than usual.



Remember that florals draw attention.

Wherever you have the floral prints in your outfit, that's where eyes will be drawn. So, if there's a part of your body that is a point of insecurity or that you don't want to draw too much attention to, it's best to avoid wearing floral patterns on that part of your body. This can be especially true when it comes to large prints, which will make those parts of your body wearing them look larger than they would if you were wearing a much smaller floral print.

Pairing with neutral is always safe.

If you're choosing to pair florals with solids, you might be inclined to go with a bright color found in the print—maybe you have a skirt in the same shade of pink as the flowers on your favorite scarf. That's a great choice to make! But if you're unsure, or if you don't have anything in the right color, pairing a floral print with neutrals is always safe. Go for shades of brown or gray to make that colorful floral pattern stand out.

Find a juxtaposing element for a more daring look.

Florals can be ultra-feminine, but you can always give your outfit a little bit of extra interest by pairing them with something that is slightly edgier. A sleek leather jacket or a pair of distressed jeans will juxtapose the florals nicely without being distracting or overwhelming.

Keep everything fitted—don't hang loose.

Unless you're going for a hippie flowerchild look, it's best to avoid anything that drapes, flows, or hangs. Oversized garments with floral patterns might have been all the rage in the '60s and '70s, but wearing them in the 21st century will make you look outdated and out of place. Instead, make sure all your floral clothing is fitted and well-tailored.

Florals work well for men, too.

Men shouldn't be afraid of incorporating floral prints into their outfits. But don't go for large, bold prints you would typically see on a Hawaiian camp shirt. Instead, choose smaller, subtler floral patterns, even in traditionally feminine shades like pink or lilac (though masculine colors like blue or green also work well). Choose accessories like neckties, pocket squares, or socks with floral patterns, or find a jacket with a floral-patterned lining. For safest pairing, always wear these with a white or light blue shirt.

Don't be afraid to wear florals year-round.

Yes, let's hype up florals for spring. It's the time of year when everyone wants to see flowers everywhere they look. But that doesn't mean you should be afraid of wearing florals all year-round. Wear them through the summer, and even in the fall and winter—people might even be more appreciative of seeing bright flowers in November!

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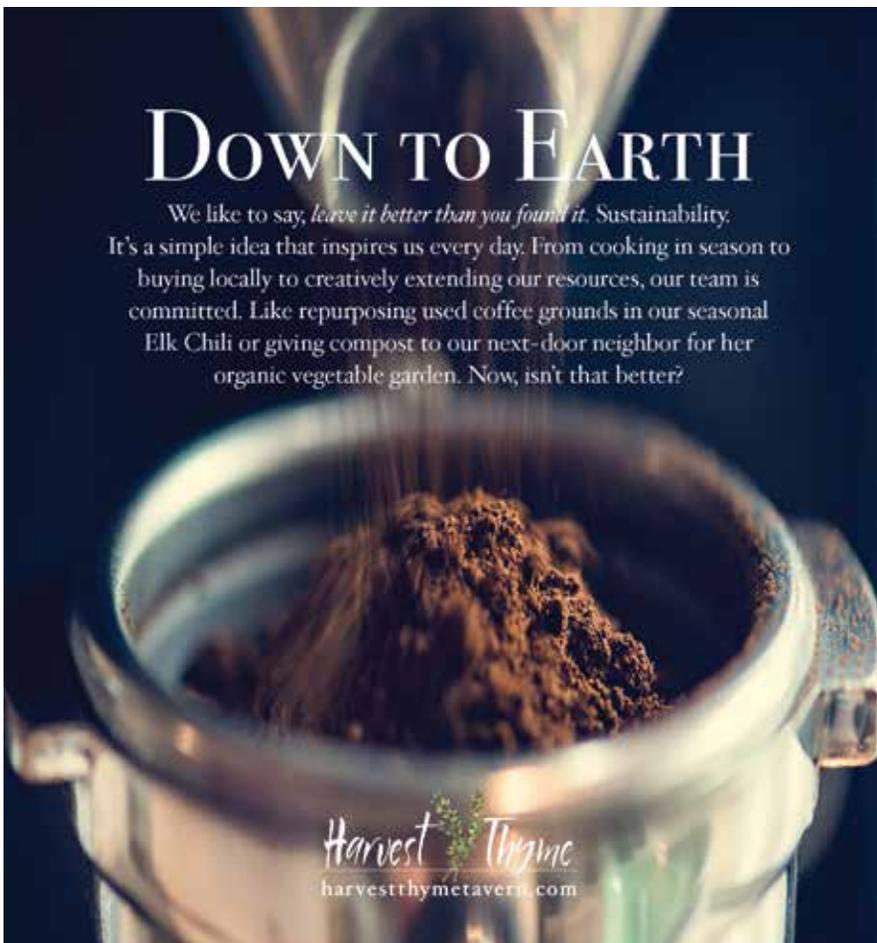
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photo by Stephen Buchanan



Savor the Chesapeake

Restaurant news and culinary trends throughout the Chesapeake Bay region

By Megan Kotelchuck

We are very lucky to live in a region with so many delicious dining options. We also have new places for cocktails and light fare opening, old favorites reopening, contest winners announced, culinary events, and more. Take a look!

On the Dining Scene...

↑ **Annapolis Restaurant Week** began February 25th, but continues through March 5th. Grab your family and friends and enjoy prix fixe menus for breakfast, lunch, and dinner at more than 40 participating restaurants in Annapolis (pictured: salad at Carpaccio). This year, select locations will also offer carry-out deals to enjoy at home! Find more information and participating restaurants at downtownannapolispartnership.org.

A new 1920s themed cocktail bar opened in Downtown Annapolis in November: **Parley Room**. Parley Room is a sophisticated, 30-seat cocktail bar located on the ground level of the Capital Hotel (formally State House Inn) and can be entered at 25 State Circle in Annapolis. Enjoy one of their many signature cocktails, build your own charcuterie board, or enjoy their light fare. Find more information on their Facebook page.

In September 2021, beloved **Chris's Charcoal Pit** in Annapolis closed its doors because of the damage caused by a tornado in the area. But this past December, the Greek, American, and Italian restaurant announced that they will be reopening in a new location! Chris's will be opening at 3283 Solomons Island Road within the Market South River Colony Shopping Center in Edgewater. Find more information on the website, chrischarcoalpit.com.

Last holiday season, The Irish Restaurant Company hosted its first-ever **Galway Bay Irish Eggnog Cocktail Recipe Contest** and have just announced their winner! The contest asked aspiring bartenders and eggnog enthusiasts to create a unique cocktail featuring Galway Bay Authentic Irish Eggnog. After 32 entries were received and tasted by expert bartenders at each of The Irish Restaurant Company's locations (Killarney House in Davidsonville, Galway Bay Irish Pub & Whiskey Bar in Annapolis, Brian Boru Irish Pub in Severna Park, and Pirates Cove Restaurant and Dock Bar in Galesville), Nancy Solem's Chocolate Mint Nog was announced the winner. Solem, of Glen Burnie, used Galway Bay Eggnog, chocolate mint liqueur, dark rum, and shaved chocolate in her recipe to claim the title. Susan Canter of Davidsonville earned second place honors with the Banana-nana Nog (Eggnog, banana liqueur, and chocolate syrup).

Drink Up...

Looking for a little luck this St Patrick's Day? Well, let's see if these recipes help.



The Lucky Irish Girl Cocktail

INGREDIENTS

- 1 ounce Baileys
- 1/2 ounce Kahlua
- 1/2 ounce Frangelico
- 2 ounces Milk of choice
- Green Food Coloring

INSTRUCTIONS

Mix all ingredients in a cocktail shaker with a little ice. Shake, strain, pour, and bottoms up!

Shamrock Sour

INGREDIENTS

- 2 tablespoons Lime Juice
- 1/2 tablespoon Lemon Juice
- 1/2 cup Simply Syrup
- 2 ounces Irish Whiskey
- 1 tiny drop of Green Food coloring
- Lime Wedges for garnish

INSTRUCTIONS

Combine ingredients and shake well. Strain over ice. Garnish with a lime wedge and a shamrock stirrer.

Photo and recipe courtesy of pizzazzerie.com

Recipe courtesy of fitnessista.com



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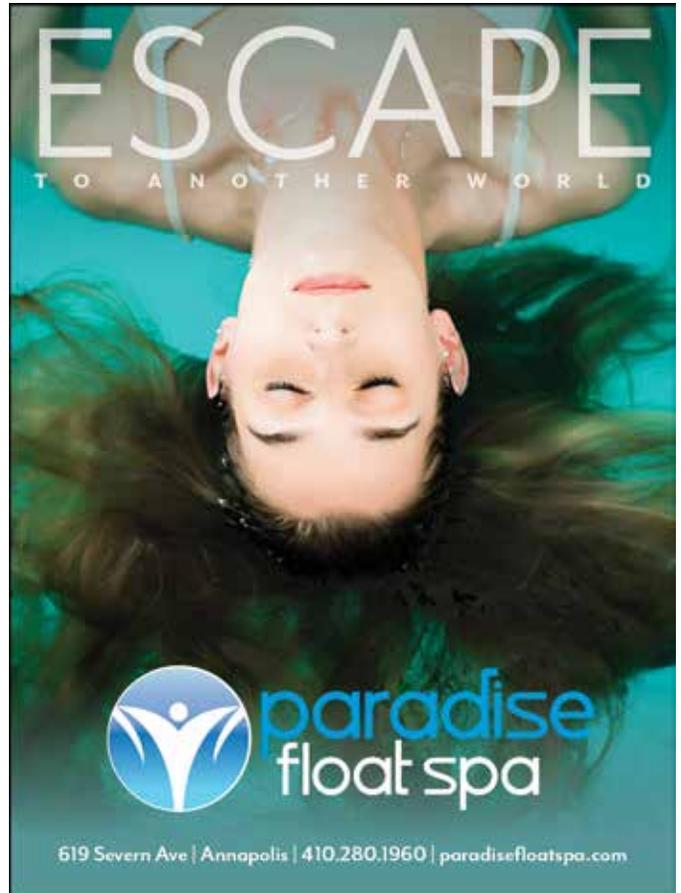
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The What's Up? Media mascot, Wilma, is catching those whipping March winds as she flies from Chesapeake town to town in search of the best shops and restaurants! She's feeling lucky that she'll find a "pot of gold"—that perfect place where she can land and visit the area's finest establishments and services. But where will she land next?

Here's how the contest works: Wilma appears next to three different ads in this magazine. When you spot her, write the names of the ads and their page numbers on the entry form online or mail in the form below and you'll be eligible to win. Only one entry per family. Good luck and don't forget to submit your restaurant review online at whatsupmag.com/promotions for another opportunity to win a prize.

Congratulations to David W. of Severna Park, who won a \$50 gift certificate to a local business.

Mail entries to: Where's Wilma? Annapolis, 201 Defense Hwy., Ste. 203, Annapolis, MD 21401 or fill out the form at whatsupmag.com/promotions



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