



MIDSIZE COMPANIES

## NO.2 Cummings & Co. Realtors

Dave Cummings of Cummings & Co. Realtors with Molly Robinson, Eric Figurelle, left, and Greg Morris, right, at the Federal Hill office. Photos by Lloyd Fox

The agents at Cummings & Co. Realtors are highly experienced, many of them drawn to a company they feel far surpasses anywhere they've worked before — and many more joining with each passing month.

The staff averages more than 12 years in the industry. The company opened two more offices in 2017, including its first in Harford County, bringing the total number of locations up to seven. An eighth is in the works, expanding into Pennsylvania. Their ranks continue to grow, re-

cently passing 300 employees.

“They know that I’m out there every day to help them grow their business,” said Dave Cummings, the namesake broker and founder.

Business has indeed grown over the past three years for Mary Lynne Mullican, a Ruxton-based Realtor who came to Cummings after a dozen years at another agency. She is among the many who see his leadership as a defining factor.

“He streamlined the red tape so we can be more efficient,” Mullican said. “Ironically, I get

to spend more time with my family, and I’m able to take up some hobbies I was never able to before. And my sales have increased.”

Mullican benefits from more than Cummings’ efficient structure. There’s also the business model, in which agents are charged a \$295 flat fee each month, plus a flat fee per transaction.

“I make less than a traditional brokerage off each individual agent, but then that agent brings in more income, reinvests it into their

business and grows their sales,” Cummings said.

It’s not all about money, though. There’s a sense of camaraderie instead of competition, with agents coming together for monthly business development meetings and, more often, giving tips to each other in a private Facebook group.

“You can get on there and post and, by the end of the day, 20 agents have responded,” Mullican said. “It’s great. We all support each other.”