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Publisher's Note

by **Andy Burton**

What a journey! Think about what you've accomplished this year. It is amazing how life and time can just fly by. When I reflect on the year, numerous significant accomplishments come to the forefront of my mind. One of the most exciting milestones that we are celebrating is the success of this magazine. I'm overwhelmed by the positive response we have received. A special thanks to **D.J. Paris, Frank Montro, and Scott Newman** for your willingness to take time out of your busy schedules and contribute valuable content. I'd also like to congratulate our first three cover stories: **Matt Laricy, Melissa Govedarica, and Leigh Marcus**. Most of you know that we choose our features based on a combination of nominations and closed volume. In this month's note, I'd like to give you a few ideas on what I've learned from my own experiences and practices of others.

Plant Seeds

This is the time of year when many Realtors go into "hibernation mode." The transactions typically slow down so Realtors just stop working. As top producers, you have probably learned the hard way that this can be detrimental to your business. Plant the seeds now so the harvest will be strong as we transition into 2018.

Build Momentum

It's interesting how important momentum can be in sales. We have all experienced the roller coaster of sales. We prospect, become extremely busy following up with leads, and then business slows down because we were so busy working "in" the business instead of "on" the business. Take the time this month and early next month to set your ideal schedule. Make the plan. Work the plan. In the famous words of Benjamin Franklin, "If you fail to plan, you are planning to fail."

Celebrate Success

Understanding your strengths and weaknesses is crucial to success. I hold myself to a high standard in life and business. In holding that high standard, there are many times I forget to celebrate the victories. One of the best practices I've found is to write down the three things I'm most grateful for at the end of each day. I want to personally congratulate you for your success in 2017. Enjoy this month's issue of *Chicago Real Producers*!

Chicago Real Producers Quick Facts:

Distribution & Cost

The publication is sent free of charge to the top 500 producing agents based on closed volume in the city of Chicago. Our advertising partners cover the cost of producing, printing, and mailing each issue. It is a badge of honor to receive this publication.

Contribution and Advertising

We are always looking for original content and Realtor nominations for upcoming issues. Below is a list of ways you can contribute:

Rising Star: Do you know an agent who has been in real estate less than 6 years who is consistently putting up big numbers? Please pass along their contact information. We would love to consider them as a feature.

Advertising Partners: We are looking to introduce new affiliates to the top 500 agents. If you have an advertising partner who may benefit from our community, send them our way.



Continued Learning: If you have a niche skill set, knowledge or experience that has been beneficial to your success in the industry, we would love to hear from you. We are regularly in search of contributing writers to share their expertise.

Luxury Residences: If you know of new developments/buildings, construction projects or luxury condos in the city that would make a great feature article, please connect us.

Events

We will host various free events to bring our Realtor community together. They will include social events with free food and drinks at restaurants, bars, breweries, model homes, and other locations. We will also host several educational events with respected speakers and trainers. Look for an event schedule and details in upcoming editions of the magazine. Our launch party will be announced soon via Facebook and online invitation. Be sure to get connected. We don't want you to miss out! Looking forward to hearing from you.

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Stephen Ronan and James Ronan at the ground breaking ceremony for Signature Bank (7292 W. Devon Ave)



RONAN CONSTRUCTION



Building With Irish Pride And Passion

by Chris Menezes

You might find it hard to believe that three brothers can not only work together, but also share a business and still be friends. Well, in the case of James, Stephen, and John Ronan, you better believe it. "I love working with my brothers, we work well together," says James.

The three brothers grew up in the mountains of Ireland on a sheep farm, learning the importance of hard work and cooperation. Their family survived on what they could grow and cultivate, like potatoes, cabbage, and milk from cows. The brothers spent time with their father on weekends, helping neighbors with room additions, and other carpentry needs.

John eventually got into the concrete business and was the first of the family to immigrate to the United States in 1988. Stephen and James immigrated in 1997 and worked in the construction industry as carpenters doing side jobs together. In 1998, James and Stephen decided to start Ronan Construction. Soon after, John left his job joined them.



also our crew, is what sets us apart," says James. "We never tell our workers to do anything that we cannot do ourselves."

It is not unusual to see the brothers jump in on a job and get their hands dirty. Their commitment to excellence ensures a quality product every time. Because of this, they often acquire repeat customers and develop friendships with many of their clients. "We have clients who we've worked with for over 10 years; people who have moved multiple times, from condos to houses, and who call us every time," says James.

James defines success as having wonderful people working around you who also enjoy working for you; to be able to work and enjoy what you're doing and have it translate into quality time with your family is priceless. "Sometimes I feel like I'm not going to work at all," says James. "I love talking with my brothers every day and working alongside them."

Ronan Construction is a full service commercial and residential construction company with a full-time crew of industry elites. Their services range from single-family home renovations to multi-use commercial building build-outs. "Attention to detail and the way we treat not only our customers but

In their free time, the brothers enjoy watching Gaelic Football together which they each played growing up. They also enjoy spending time with their families and traveling back to Ireland when time allows.

For more information on Ronan Construction, visit www.RonanConstruction.com. You can also reach them at 773-588-9164 and info@ronaninvestors.com

LEIGH MARCUS

Timing Is Everything

► cover story

By Brian Ramsey
Cover Photo by Shae Von Huerta

Timing is everything! It has been said before, and it will be quoted often going forward. From cooking or sports to a well-delivered monologue, the examples are endless. For Leigh Marcus, timing shaped him for his ultimate career and success in real estate. With a projected 200 transactions and \$120 million in sales this year, Marcus knows what it is like to persevere.

Leigh graduated from Indiana University with a psychology major and a business minor. His first job took him to beautiful Boulder, Colorado where he served IBM initially in tech support and later in sales. After a couple of years, Marcus migrated to Chicago where he worked in sales for a tech company, and then he worked for a data storage company for a time. These jobs gave Leigh some great preparation in sales training and helped him achieve the kind of focus that would be crucial for later.

In 2005, Marcus secured his license and worked in real estate part-time. The next year, Leigh married Lindsey and the following year joined her to set the residential real estate world on fire. For those who remember (how could we forget), the Marcuses entered the scene just as the market began to slide to a crash. Leigh remembers the time vividly. For most, this would have sounded the death knell for the couple, but Marcus takes a different view of the experience. He notes that the struggle refined them and that it taught them valuable skills in dealing with emo-

tional clients and skills in personal development that would later propel them toward success.

Leigh observes that the market forced them into pro-active efforts which are key when navigating the ever-changing flow of the housing market. Their focus on expired listings, “for sale by owner” and other opportunities provided them with the necessity to market with a different approach. All the habits that were formed during this trial by fire period only provided more mo-

mentum when the market emerged from the ashes. He concludes, “Without the market shift, we would not be where we are today!”

Marcus loves his job. He describes it as the single best thing someone could do and calls it a blessing. It is a win-win, and whether someone is selling or buying, he and his team are helping to make a serious impact on people. The sky is the limit for income, and the top is not crowded. Leigh does not miss the corporate politics and loves the fact that he can create his own work culture.



Real estate is not always without challenge. One of the biggest obstacles for the Marcus husband-wife team was to find a dynamic that worked with precision. At the beginning, they seemed to overlap too much. In time, Lindsey gravitated to the operational side leaving Leigh to focus on the selling and listing. This became their lifeline, and in time, others were hired to provide depth to the processes. As with many agents, the Marcus team felt obscure in the beginning, but Leigh challenges Realtors to not become “secret agents.” The development of that database and the constant reaching out for multiple ways to find business is vital to survival.

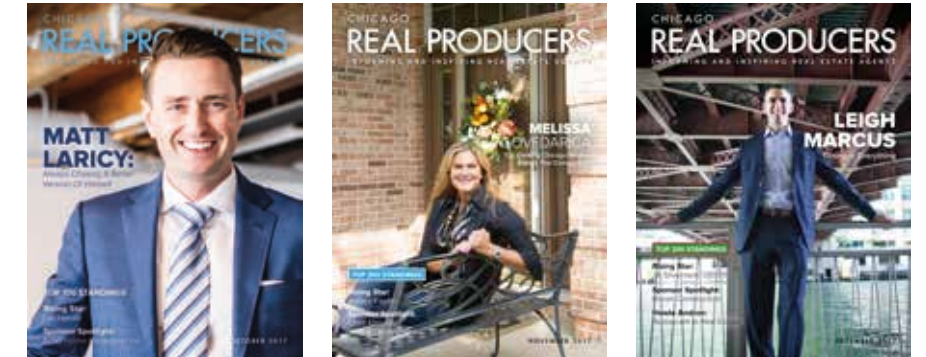

Leigh and Lindsey now have three children: Lily (6), Lauren (5) and London (2.5). The family loves to spend time together outdoors and to travel in the off-season. They have also grown to love volleyball. Leigh is a big proponent of books especially audio versions. He often listens to Grant Cardone, Tony Robbins and Ram Dass, who wrote, Be Here Now. He gives huge kudos to his wife for her support, patience and thoughtfulness.

For Leigh Marcus, timing shaped him in ways that he may not have chosen but is extremely thankful for now. He hopes that going forward, he and his team can continue to build great relationships in the real estate community and provide a friendly and “get-along” culture. As always, Marcus will continue to keep his foot on the gas. He finds that his pursuit to reach his objectives must be “worthwhile.” In a driven culture, Marcus says that one must never lose sight of oneself.



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Jill Silverstein

Hitting Chicago by Storm



Motivated, hard-working, and making a name for herself – Jill Silverstein is a force to be reckoned with. Originally from Michigan, Jill grew up in a small suburb outside of Detroit in a strong, close-knit family. Her father worked in the lending world as an entrepreneur, and Jill remembers walking investment properties with him at the age of five. Although it would take Jill some time to realize her own entrepreneurial dreams, the drive was instilled in her early on. She started serving tables at age 14 and hasn't slowed down since.

Like her parents, Jill attended Michigan State University. Her dream was to become a news reporter. She took an internship at WGN and moved to Chicago to start a career in journalism. After her internship, she sent her resume reel to 150 news stations around the country. Although she was offered positions in Butte, Montana and Beaumont, Texas, she had already fallen in love with Chicago. Jill realized that journalism wouldn't be enough to fulfill her. She thought about her father's company in Detroit and wanted to build something similar in the entrepreneurial space of Chicago.

Jill began looking for opportunities. She interviewed with a woman who sold printers, loved what she did, and was successful. Jill thought, "If she could do it, why not me?" The woman became Jill's mentor and taught her how to be a true salesperson. Jill sold machines primarily to CEO's of big law firms, grinding out 50-75 cold calls per day. Although she loved sales, Jill wanted to work with individual people rather than businesses. She began searching for her "career soul mate."

Despite everyone telling her she should get into real estate, Jill resisted; her rebellious side prevented her from getting into an industry that she felt everyone was involved in. However, an old colleague of Jill's who did real estate on the side began



talking with her about it. Jill found herself becoming extremely interested in how she was helping people. It finally clicked. Once she made the decision, she was hooked on starting her own business and taking Chicago by storm. She didn't sleep for months from excitement.

Jill obtained her license in October of 2015. She didn't make anything the first six months and had to bartend on the side until things got rolling. After meeting a developer who was willing to take a chance on her, she was off and running. Since then, she has sold a total volume of \$30 million. Last year she sold \$11 million, and this year she is projected to hit \$20 million.

Jill is currently passionate about growing her business by doing an impeccable job for her clients and gaining more market knowledge. She has focused her attention on off-market opportunities, and as a result, sells properties before they even hit the market. In fact, 85 percent of her listings sell within four days or less.

The sky is the limit for Jill. She wants to sell \$100 million, develop her own team of REALTORS®, have her own office space, and eventually start a property management company that handles all of her investments throughout the city. "I want to be the name people think of when they think of Chicago real estate," she says.

Secrets Of Successful Real Estate Teams



By D.J. Paris

Odds are if you're reading this magazine, you already have a real estate team. My goal in this article to give you practical advice on what you should do to help your teammates become more successful.

I host a podcast called Keeping it Real where I interview the top one percent of all brokers in Chicago. We often talk about teams and I'm excited to reveal what top producers have shared with me that has helped their team's production. Feel free to take these ideas back to your group and implement them!

1. Meet one new person every day.

I interviewed a top producer at Keller Williams recently who told me that his teammate's goal for

2017 was to meet 365 new people (one per day). When I asked him why they didn't set a sales goal, he said, "Because by meeting one new person every day, we'll meet the sales goals." This is one of those key fundamentals to building your business. And, by the way, the broker that committed to meeting one new person every day wasn't new to the business. He is on his eleventh year and does over 30 million in production per year.

2. Create a marketing calendar for prospects.

Now that your team is out pounding the pavement meeting new people, what should they do with these prospects? A top producer at @properties talked about the importance of a marketing calendar for "new database contacts." Her annual marketing strategy for prospects was 12 mailings, four phone calls, and one meeting. What this meant is that every month her prospects received something in the mail. This could be in the form of a handwritten note, a newsletter or market update, or postcard. Every quarter prospects received a personal phone call from the broker. And once a year, each prospect was invited to go out for coffee.

3. Make a team video.

If you have a team, it's time to introduce them to clients and prospects. Create a video where each member talks about what their specialty is, and how they can help with a client's real estate needs. For example, if a teammate is the comp-specialist, have them tell the camera, "My job is to run comparables to make sure we analyze the market to get you the best possible price!" Having a video professionally shot, edited, and produced, has never been more affordable. Most teams I spoke to said the total cost for a video was under \$300. This is money well-spent as it helps put faces and personalities to your staff and specialties.

In a future issue, I'll talk about recruiting secrets to find the best possible teammates. Go share the ideas listed above and watch your sales increase!

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By Frank Montro

NEXT LEVEL SERIES

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Are you a Realtor living paycheck to paycheck? Are you a hard worker but know you are disorganized and feel as if you're leaving money on the table? This second article in the #NextLevelSeries will show you how to create a schedule that will take you to the next level. Every top producing agent has a schedule. Here is an example of a top producer's schedule:

- 7 a.m. to 7:30 a.m. daily affirmations
- 8 a.m. to 8:30 a.m. script practice
- 9 a.m. to 11 a.m. lead generation
- 1 p.m. to 3 p.m. lead follow up
- 5 p.m. to 7 p.m. showings

If you don't put your schedule on your calendar, it will never get done. The key is purposeful consistent activity. Obviously, there will be days when you have showings and closings that will conflict with your schedule. However, even if you have an unavoidable conflict that takes you off schedule, you have to get right back on track. It is so easy to get distracted and move away from the high ROI activities such as lead follow up.

Like an athlete warming up for a game or practicing their craft, so must an agent practice scripts daily. Many brokerages have scripts or classes that teach scripts. It is imperative that you know your scripts. You can only do that with daily practice. Make no mistake, your competition is doing this and they will routinely beat you because the person that practices their scripts comes across polished and says the exact words that will more likely close the deal.

Next is lead generation. You have to proactively grow your business. Real estate is a lot of phone work. You must be on the phone, doing open houses and running seminars to create new contacts. In my next article, I will go more in-depth on numbers. For now, know that it takes 100 contacts to get one to three deals. So it is vital that you are talking to people daily.

Once you make contact, systematically following up is crucial. I see a lot of agents make that initial contact and never follow up and lose the contact to another agent. Persistent follow up gets you the paycheck.

There are no shortcuts and nothing magical about this process, top producers put in the work. Keep it simple; practice scripts daily, stick to a schedule, and actively pursue both new and old business. See you in the top producers circle!

Frank Montro is currently a broker with Keller Williams Preferred Realty. He has been in the real estate industry for 34 years and has been a top one percent producer in the city of Chicago since 2000. He specializes in finding properties for investors, helping buyers with grants, credit repairs, and loans.



Essential Tech For Top Chicago Brokers



By Scott Newman

Realtors are some of the busiest people and those trying to manage a high volume of clients while simultaneously seeking work/life balance, know how achieving that goal can be difficult.

Fear not, technology has a solution. By taking the time to integrate these simple and inexpensive apps into your daily routine you can expect to save those few precious minutes several times a day which can add up to hours of free time over the course of a week.

Imagine the people you could meet and deals you could close if you had that kind of extra time!

Sly Dial (slydial):



Sly Dial is only a few dollars a month (less than a cup of coffee) and does something ingeniously simple but effective. The app connects you to a person's voicemail as if you called them but got voicemail after they didn't pick up. Think of the potential!

1. Protect your time: fellow brokers, we all know a long-winded or old school broker who talks your ear off and refuses to use text or email. This is the perfect tool for protecting your time and reputation by showing other brokers that you are willing to be respectful and flexible.
2. Provide individual client follow up: for those times when you want the "social credit" of an actual phone call but you have a long list of calls to make. This allows you to get your message across without the otherwise unavoidable small chat which can add hours to your task.
3. Broadcast messages to multiple recipients: Sly Dial also has a broadcast feature which allows you to upload an audio file (i.e. a general "voicemail" message suitable for all recipients) and then push that message out simultaneously to your entire contact list individually. This is an exceptional way to wish people a Happy Thanksgiving or alert specific groups of people to relevant information in a more personal and memorable way than a bulk email or social media post.



Email Spiders

Email spiders are programs which "crawl" through files and websites to extract email addresses for use in marketing campaigns. The value of these programs are the hours

of time saved created by not having to manually enter addresses into your database as you come upon them.

Further, these types of programs can be programmed to scour the internet or even search results for email addresses based on "keywords" allowing the user to identify and capture worthwhile contacts to market to through email.

Of course, be sure to follow all opt-in and spam rules when building your lists, even if some do elect to unsubscribe, you'll likely have thousands of email addresses on your computer to which you've never marketed.

Contact Information Management Apps



These sites and apps are awesome for effectively keeping the most up to date information

in your database on file and most have great add-ins that make keeping in touch with the people easier than ever.

The site that I use is www.postable.com and after over a year of using it, I'm very happy with the results. First, you can create a customized URL (www.postable.com/YOURNAME) that you can share via text, email, or even social media. When the link is clicked, the user is brought to a page that prompts them to provide their information in the categories you've specified.

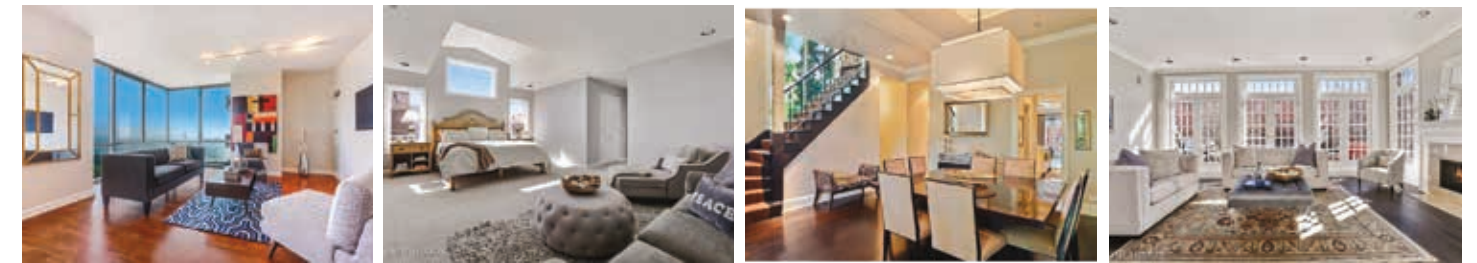
Postable has several little extras which make communicating with your newly updated database easier than ever.

You can preset customized birthday cards for everyone on your list for the entire year. This is a great way for everyone in your network to get a card snail mailed to them on their special day without you having to lift a finger (after initial set up).

Second, the site allows you to upload (or create) stationary which you can use to send "handwritten" notes from their special printer right from the site, including your signature. No more cramped hands, illegible handwriting, or skipping out on this incredibly effective old-school marketing method because it's too time-consuming.

By making Postable or similar programs a part of your follow-up and databasing routines, you'll secure accurate contact information when you need it and ensure you're staying top of mind in a thoughtful and efficient manner that will lead to more referrals and more closed deals.

Time management is a game of seconds and minutes. Aggressively pursuing the most effective way to manage your business is the fastest way to quick growth and scalability. Take the time to integrate these resources into your daily routine and count on more commission income in your bank account and more time to spend with the ones you love!



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Howie Andron:

Restaurant To Real Estate

Belonging To Something Greater



By Chris Menezes
Photos by Shae Von Huerta

The real estate seed was planted in Howie Andron at the age of 15. He was attending high school in Miami Beach and remembers witnessing the gentrification of South Beach at the time. The urban development was inspiring to him; he wanted a piece of it, or to be a part of it somehow. Of course, he was only 15 and had no way to do so. However, that feeling never left him.

The feeling of belonging to something greater than himself has driven Howie throughout his life. His grandparents escaped from a concentration camp during World War II, were separated in the process, and were coincidentally reunited at a refugee camp where his mother was born. “They escaped persecution and death for us to be able to have the life that we live, and that is a big inspiration for me. It is not something I take for granted,” says Howie.

Howie attended Florida Atlantic University with a thirst for knowledge and a passion for writing and communication. He majored in English and was interested in how the world worked. Before becoming a real estate agent, Howie worked in the restaurant industry. He reminisces about a time while working at Joe’s Stone Crab and how he always had a knack for keeping a full section. Howie’s customers loved his attitude of service and Howie genuinely took pride in making their meal experience more enjoyable. He moved to Chicago in 2002 and was married to his wife, Rose, in 2004.

Although he loved the restaurant industry, he wanted to create more autonomy for his life and his family. He remembers walking through the streets of Chicago with his father-in-law, Oz Schoenstadt, and people calling out, “Hey, Oz!” no matter where they were in the city. Howie wanted that for himself. He wanted to be an active cog in the wheel of Chicago and to feel at home in the city. He knew that helping others find homes in Chicago would help accomplish this.

Since obtaining his license in 2004, Howie has sold a career volume of about \$60 million. He is projected to do about \$20 million this year. Howie has earned Top Producer Awards from the Chicago Association of REALTORS® several years in a row and has won the Five Star Award, based on customer satisfaction, from Chicago Magazine.

“I have this wonderful luxury of being immersed in a process that is really huge for people; the biggest investment or change in their life. I get to be a crucial consultant for families and create everlasting



relationships with people. To have that connection with people is really what I am passionate about,” says Howie.

Howie is grateful for his brokerage and the people on his team in addition to his clients. He works as a mentor for junior brokers, helping them develop their own business and grow professionally. “We all support each other and it’s really a beautiful and fun workplace that I am so grateful to be a part of,” he says. Howie and Rose have two children: Sophia (9) and Jacob (6). They live in Logan Square and enjoy touring the neighborhood art galleries, traveling, and making memories together. Howie loves to cook and is currently teaching Sophia how to cook as well.

TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to October 31, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	152	\$143,258,063	65	\$71,119,342	217	\$214,377,405
2	Emily	Sachs Wong	71	\$95,756,000	33	\$41,711,000	104	\$137,467,000
3	Mario	Greco	169	\$98,729,555	57	\$37,667,183	226	\$136,396,738
4	Matt	Laricy	96	\$38,861,417	155	\$76,650,050	251	\$115,511,467
5	Leigh	Marcus	162	\$93,802,858	27	\$17,908,217	189	\$111,711,075
6	Jennifer	Ames	60	\$59,405,500	38	\$41,391,000	98	\$100,796,500
7	Karen	Biazar	125	\$78,130,624	15	\$9,494,300	140	\$87,624,924
8	Chezi	Rafaeli	29	\$44,357,000	15	\$21,348,000	44	\$65,705,000
9	Barbara	O'Connor	63	\$43,107,228	30	\$16,922,400	93	\$60,029,628
10	Jennifer	Mills	60	\$39,438,550	36	\$19,708,235	96	\$59,146,785
11	Joe	Zimmerman	59	\$31,238,018	45	\$26,326,150	104	\$57,564,168
12	Timothy	Salm	28	\$39,492,050	10	\$16,231,500	38	\$55,723,550
13	Sophia	Klopas	49	\$34,305,400	36	\$21,216,838	85	\$55,522,238
14	Melissa	Govedarica	64	\$45,785,650	4	\$6,604,900	68	\$52,390,550
15	Brad	Lippitz	45	\$32,442,733	24	\$19,765,800	69	\$52,208,533
16	Kathleen	Malone	36	\$38,924,250	9	\$11,154,000	45	\$50,078,250
17	Timothy	Sheahan	39	\$39,471,750	12	\$7,314,400	51	\$46,786,150
18	Millie	Rosenbloom	25	\$25,947,150	19	\$19,827,000	44	\$45,774,150
19	Joanne	Nemerovski	20	\$31,277,500	10	\$13,285,150	30	\$44,562,650
20	Lisa	Madonia	13	\$32,480,000	6	\$11,292,500	19	\$43,772,500
21	Joshua	Weinberg	31	\$14,011,000	43	\$27,609,047	74	\$41,620,047
22	Debra	Dobbs	12	\$17,555,000	20	\$23,900,750	32	\$41,455,750
23	Melanie	Giglio	44	\$30,382,509	22	\$10,874,309	66	\$41,256,818
24	Scott	Newman	75	\$21,029,825	49	\$19,781,097	124	\$40,810,922
25	Matthew	Liss	32	\$18,760,900	29	\$19,140,550	61	\$37,901,450
26	Nancy	Tassone	17	\$19,637,500	15	\$17,470,000	32	\$37,107,500
27	Daniel	Close	6	\$2,345,000	56	\$34,039,340	62	\$36,384,340
28	Colin	Hebson	27	\$25,087,900	13	\$10,965,500	40	\$36,053,400
29	Marlene	Granacki	13	\$20,188,363	8	\$15,773,563	21	\$35,961,926
30	Robert	Picciariello	93	\$34,317,930	2	\$1,180,250	95	\$35,498,180
31	Grigory	Pekarsky	11	\$2,980,750	88	\$32,272,818	99	\$35,253,568
32	Michael	Shenfeld	25	\$15,997,725	27	\$18,463,500	52	\$34,461,225
33	Sam	Shaffer	22	\$9,169,000	57	\$25,032,594	79	\$34,201,594
34	Nicholas	Colagiovanni	23	\$15,318,750	25	\$18,735,500	48	\$34,054,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Philip	Skowron	13	\$16,901,000	14	\$16,500,900	27	\$33,401,900
36	Frank	Montro	144	\$27,366,650	41	\$5,475,798	185	\$32,842,448
37	Sam	Jenkins	29	\$25,216,361	9	\$7,554,475	38	\$32,770,836
38	Elizabeth	Brooks	40	\$32,297,052	0	\$0	40	\$32,297,052
39	Ivona	Kutermankiewicz	33	\$22,765,400	11	\$8,531,900	44	\$31,297,300
40	Amanda	Mcmillan	27	\$11,078,000	36	\$19,966,140	63	\$31,044,140
41	Carrie	Mccormick	44	\$26,327,695	10	\$4,702,250	54	\$31,029,945
42	Owen	Duffy	41	\$22,933,600	15	\$7,933,300	56	\$30,866,900
43	Rachel	Krueger	14	\$16,740,250	10	\$14,071,000	24	\$30,811,250
44	Ryan	Preuett	12	\$15,752,500	15	\$15,033,000	27	\$30,785,500
45	Layching	Quek	0	\$0	47	\$30,514,500	47	\$30,514,500
46	Melissa	Siegal	33	\$15,092,600	27	\$15,309,500	60	\$30,402,100
47	Jason	O'Beirne	37	\$24,965,275	18	\$5,214,100	55	\$30,179,375
48	Michael	Tolliver	5	\$15,015,000	6	\$14,957,900	11	\$29,972,900
49	Jacqueline	Colando	64	\$27,379,750	4	\$2,376,000	68	\$29,755,750
50	David	Wienczek	16	\$26,265,000	4	\$3,431,700	20	\$29,696,700

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to October 31, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Bari	Levine	25	\$10,723,075	35	\$18,787,882	60	\$29,510,957
52	Michael	Rosenblum	20	\$13,598,150	18	\$15,829,500	38	\$29,427,650
53	Beata	Gaska	25	\$25,185,000	8	\$4,065,000	33	\$29,250,000
54	Elizabeth	Ballis	25	\$22,168,500	9	\$7,014,000	34	\$29,182,500
55	Julie	Harron	9	\$11,218,000	7	\$17,790,000	16	\$29,008,000
56	Nadine	Ferrata	30	\$20,592,000	11	\$8,312,500	41	\$28,904,500
57	Katharine	Waddell	31	\$14,380,800	27	\$14,506,900	58	\$28,887,700
58	Elena	Theodoros	19	\$11,474,500	29	\$16,320,486	48	\$27,794,986
59	Ian	Schwartz	27	\$15,406,900	11	\$11,383,010	38	\$26,789,910
60	Dennis	Huyck	40	\$19,401,500	15	\$7,265,900	55	\$26,667,400
61	Amy	Pritchard	20	\$17,745,201	7	\$8,713,070	27	\$26,458,271
62	D	Waveland Kendt	22	\$14,071,500	28	\$12,225,050	50	\$26,296,550
63	Christine	Paloian	21	\$22,775,250	7	\$3,159,500	28	\$25,934,750
64	Margaret	Baczkowski	18	\$16,829,000	6	\$8,637,600	24	\$25,466,600
65	Alishja	Ballard	27	\$11,400,199	28	\$14,054,523	55	\$25,454,722
66	Michael	Hall	39	\$20,615,267	10	\$4,829,500	49	\$25,444,767
67	Eugene	Fu	19	\$17,703,000	6	\$6,839,000	25	\$24,542,000
68	Gary	Lucido	20	\$10,270,500	22	\$14,241,750	42	\$24,512,250
69	Juliana	Yeager	24	\$13,285,500	10	\$10,772,150	34	\$24,057,650
70	Scott	Curcio	40	\$12,738,159	28	\$11,008,003	68	\$23,746,162
71	Bruce	Glazer	13	\$6,089,500	32	\$17,607,660	45	\$23,697,160
72	Nicholaos	Voutsinas	0	\$0	49	\$23,563,472	49	\$23,563,472
73	Linda	Levin	11	\$15,128,500	11	\$7,931,500	22	\$23,060,000
74	Eudice	Fogel	12	\$9,790,050	15	\$13,138,250	27	\$22,928,300
75	Michael	Vrieling	14	\$6,143,400	17	\$16,373,540	31	\$22,516,940
76	Steve	Meyer	47	\$21,035,650	2	\$1,398,350	49	\$22,434,000
77	Joshua	Lipton	12	\$7,221,680	25	\$14,980,150	37	\$22,201,830
78	Lisa	Sanders	45	\$15,966,127	21	\$6,212,700	66	\$22,178,827
79	Deborah	Hess	25	\$8,942,150	29	\$13,155,945	54	\$22,098,095
80	Cindy	Weinreb	6	\$2,887,775	35	\$19,118,050	41	\$22,005,825
81	Jeanine	Wheeler	22	\$13,136,200	14	\$8,811,500	36	\$21,947,700
82	Radim	Mandel	26	\$13,421,300	17	\$8,472,500	43	\$21,893,800
83	Sam	Boren	0	\$0	41	\$21,786,200	41	\$21,786,200
84	Naomi	Wilkinson	10	\$14,140,000	5	\$7,615,000	15	\$21,755,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Scott	Berg	48	\$20,012,600	3	\$1,674,500	51	\$21,687,100
86	Karen	Ranquist	15	\$19,188,355	4	\$2,443,000	19	\$21,631,355
87	Chris	Bauer	28	\$11,217,300	21	\$10,290,225	49	\$21,507,525
88	Jennifer	Liu	52	\$21,276,358	0	\$0	52	\$21,276,358
89	Sarah	Ziehr	51	\$20,831,122	1	\$368,500	52	\$21,199,622
90	Natasha	Motev	13	\$13,329,750	8	\$7,782,000	21	\$21,111,750
91	Lance	Kirshner	29	\$10,991,200	18	\$10,098,600	47	\$21,089,800
92	Nicholas	Apostal	22	\$10,612,800	17	\$10,463,834	39	\$21,076,634
93	Danny	Lewis	20	\$9,019,188	21	\$11,829,525	41	\$20,848,713
94	Carol Ann	Edwards-Nasser	9	\$11,842,250	6	\$8,791,500	15	\$20,633,750
95	Jason	Vondrachek	34	\$19,366,600	2	\$1,258,500	36	\$20,625,100
96	Daniel	Glick	13	\$16,396,400	3	\$3,937,000	16	\$20,333,400
97	Steven	Powers	11	\$6,040,900	26	\$14,230,800	37	\$20,271,700
98	Zane	Jacobs	44	\$20,152,800	0	\$0	44	\$20,152,800
99	Sara	Mccarthy	19	\$8,474,800	22	\$11,491,150	41	\$19,965,950
100	Patricia	Young	15	\$13,917,700	7	\$6,008,888	22	\$19,926,588

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to October 31, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Brooke	Vanderbok	18	\$8,895,500	17	\$10,851,718	35	\$19,747,218
102	Philip	Schwartz	28	\$8,949,525	24	\$10,795,388	52	\$19,744,913
103	Greg	Whelan	0	\$0	35	\$19,567,250	35	\$19,567,250
104	Greg	Nagel	17	\$9,512,250	12	\$9,989,000	29	\$19,501,250
105	Kristi	Gunther	11	\$12,720,875	5	\$6,740,625	16	\$19,461,500
106	Harry	Maisel	14	\$8,847,800	9	\$10,516,500	23	\$19,364,300
107	Nathan	Brecht	43	\$19,358,300	0	\$0	43	\$19,358,300
108	Thomas	Moran	14	\$15,129,500	7	\$4,195,000	21	\$19,324,500
109	Richard	Anselmo	20	\$12,835,500	11	\$6,465,000	31	\$19,300,500
110	Leila	Zammatta	6	\$8,838,000	8	\$10,427,500	14	\$19,265,500
111	Joel	Holland	15	\$5,676,900	25	\$13,333,677	40	\$19,010,577
112	Janet	Owen	8	\$16,330,000	1	\$2,550,000	9	\$18,880,000
113	Armando	Chacon	16	\$12,452,000	11	\$6,427,000	27	\$18,879,000
114	Edward	Jelinek	20	\$7,988,900	17	\$10,604,750	37	\$18,593,650
115	Katherine	Malkin	8	\$16,705,612	1	\$1,550,000	9	\$18,255,612
116	Ryan	Huyler	12	\$8,963,725	16	\$9,218,900	28	\$18,182,625
117	Helaine	Cohen	5	\$2,837,500	16	\$15,326,500	21	\$18,164,000
118	Christopher	Mundy	16	\$7,922,250	16	\$10,185,486	32	\$18,107,736
119	Laura	Topp	12	\$5,035,500	17	\$12,780,000	29	\$17,815,500
120	Michael	Vesole	40	\$13,173,650	6	\$4,577,600	46	\$17,751,250
121	Hayley	Westhoff	11	\$5,908,500	13	\$11,809,085	24	\$17,717,585
122	Richard	Kasper	14	\$15,545,313	2	\$2,105,000	16	\$17,650,313
123	Keith	Tarasiewicz	0	\$0	37	\$17,532,200	37	\$17,532,200
124	Susie	Pearson	16	\$10,791,500	10	\$6,433,215	26	\$17,224,715
125	Rizwan	Gilani	15	\$7,277,000	19	\$9,890,050	34	\$17,167,050
126	Erlend	Candea	21	\$12,718,500	3	\$4,431,000	24	\$17,149,500
127	Erin	Mandel	17	\$10,120,130	11	\$7,013,082	28	\$17,133,212
128	Michael	Maier	22	\$12,390,100	9	\$4,712,000	31	\$17,102,100
129	Julie	Busby	8	\$5,553,500	15	\$11,467,950	23	\$17,021,450
130	Arthur	Cirignani	132	\$16,544,377	5	\$394,671	137	\$16,939,048
131	Connie	Engel	18	\$9,131,000	16	\$7,767,000	34	\$16,898,000
132	Mark	Zipperer	19	\$7,679,150	22	\$9,084,344	41	\$16,763,494
133	Nancy	Mcadam	14	\$11,163,000	7	\$5,594,600	21	\$16,757,600
134	Lisa	Mcmillan	20	\$14,171,224	4	\$2,546,000	24	\$16,717,224

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Harold	Blum	18	\$13,067,500	5	\$3,574,400	23	\$16,641,900
136	Jill	Silverstein	5	\$5,170,000	15	\$11,460,750	20	\$16,630,750
137	Hasani	Steele	36	\$13,180,950	11	\$3,411,150	47	\$16,592,100
138	George	Morgan	20	\$8,798,625	13	\$7,702,518	33	\$16,501,143
139	Santiago	Valdez	35	\$9,640,500	21	\$6,685,500	56	\$16,326,000
140	Alfredo	Medina	33	\$16,219,300	0	\$0	33	\$16,219,300
141	Robert	Sullivan	14	\$6,675,500	13	\$9,462,000	27	\$16,137,500
142	Cynthia	Sodolski	12	\$9,345,525	8	\$6,712,900	20	\$16,058,425
143	Brady	Miller	17	\$5,821,500	36	\$10,180,050	53	\$16,001,550
144	Ryan	Gossett	16	\$6,684,875	19	\$9,201,697	35	\$15,886,572
145	Danielle	Dowell	15	\$9,157,950	12	\$6,608,215	27	\$15,766,165
146	R. Matt	Leutheuser	9	\$7,988,500	6	\$7,774,500	15	\$15,763,000
147	Pamela	Rueve	16	\$11,063,000	8	\$4,617,000	24	\$15,680,000
148	Jeffrey	Proctor	23	\$9,302,550	10	\$6,214,000	33	\$15,516,550
149	Brian	Grossman	14	\$9,717,000	6	\$5,687,000	20	\$15,404,000
150	Beth	Wexner	3	\$3,745,000	6	\$11,620,140	9	\$15,365,140

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to October 31, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Ted	Guarnero	9	\$2,972,800	26	\$12,390,300	35	\$15,363,100
152	Jennifer	Teadt Long	14	\$5,758,018	21	\$9,593,340	35	\$15,351,358
153	Terri	Mcauley	12	\$7,751,000	11	\$7,516,000	23	\$15,267,000
154	Brent	Hall	20	\$12,611,037	4	\$2,653,400	24	\$15,264,437
155	Amy	Duong	16	\$6,775,000	9	\$8,390,500	25	\$15,165,500
156	Gail	Spreen	27	\$12,459,025	7	\$2,686,500	34	\$15,145,525
157	Rubina	Bokhari	10	\$6,552,000	16	\$8,562,000	26	\$15,114,000
158	Gregory	Goldstein	0	\$0	41	\$15,108,000	41	\$15,108,000
159	Nancy	Hotchkiss	32	\$10,709,900	13	\$4,352,500	45	\$15,062,400
160	Pasquale	Recchia	17	\$7,007,150	15	\$8,013,900	32	\$15,021,050
161	Brett	Novack	20	\$10,435,800	10	\$4,545,900	30	\$14,981,700
162	Phil	Byers	18	\$6,728,700	17	\$8,251,899	35	\$14,980,599
163	Samantha	Porter	19	\$12,423,000	5	\$2,447,694	24	\$14,870,694
164	Leslie	Glazier	11	\$7,524,000	11	\$7,296,777	22	\$14,820,777
165	Rory	Fiedler	0	\$0	38	\$14,777,160	38	\$14,777,160
166	Nick	Rendleman	13	\$4,112,400	26	\$10,578,500	39	\$14,690,900
167	Paul	Barker	21	\$11,350,900	7	\$3,298,000	28	\$14,648,900
168	Monique	Pieron	16	\$11,242,199	4	\$3,388,199	20	\$14,630,398
169	Keith	Wilkey	10	\$10,962,388	5	\$3,539,900	15	\$14,502,288
170	Christie	Ascione	15	\$8,286,600	7	\$6,198,500	22	\$14,485,100
171	Landon	Harper	11	\$7,633,500	12	\$6,820,000	23	\$14,453,500
172	Weston	Harding	15	\$7,098,200	16	\$7,318,000	31	\$14,416,200
173	Qiankun	Chen	8	\$1,808,000	43	\$12,600,288	51	\$14,408,288
174	David	Smith	1	\$220,000	29	\$14,163,750	30	\$14,383,750
175	Lauren	Schuh	20	\$9,404,100	10	\$4,944,600	30	\$14,348,700
176	David	Nimick	18	\$6,206,700	21	\$8,075,200	39	\$14,281,900
177	James	Ongena	12	\$5,918,400	17	\$8,349,647	29	\$14,268,047
178	Michael	Kelly	18	\$7,221,000	14	\$7,039,900	32	\$14,260,900
179	George	Selas	18	\$7,530,200	15	\$6,716,000	33	\$14,246,200
180	Tara	Leinenweber	38	\$14,232,441	0	\$0	38	\$14,232,441
181	Michael	Saladino	18	\$6,296,900	25	\$7,890,500	43	\$14,187,400
182	Janelle	Dennis	20	\$9,548,800	11	\$4,563,500	31	\$14,112,300
183	John	Berdan	10	\$3,484,900	25	\$10,539,350	35	\$14,024,250
184	Brian	Cargerman	0	\$0	25	\$13,940,801	25	\$13,940,801

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	John	Huebner	8	\$4,316,000	18	\$9,618,000	26	\$13,934,000
186	Pearce	Lashmett	12	\$5,863,100	10	\$8,054,750	22	\$13,917,850
187	Lisa	Kalous	6	\$3,402,500	16	\$10,513,800	22	\$13,916,300
188	Scott	Stavish	14	\$8,868,500	8	\$4,961,500	22	\$13,830,000
189	Robert	Safranski	17	\$8,072,400	13	\$5,736,900	30	\$13,809,300
190	Monique	Crossan	5	\$4,936,000	4	\$8,855,000	9	\$13,791,000
191	Ryan	Hanley	5	\$7,128,000	4	\$6,650,000	9	\$13,778,000
192	Melanie	Stone	5	\$2,094,000	32	\$11,658,800	37	\$13,752,800
193	Ian	Feinerman	5	\$9,085,000	2	\$4,665,000	7	\$13,750,000
194	Michael	Olszewski	92	\$12,483,769	10	\$1,231,000	102	\$13,714,769
195	Phillip	Buoscio	20	\$9,818,864	7	\$3,861,400	27	\$13,680,264
196	Mark	Keppy	16	\$4,797,850	17	\$8,844,500	33	\$13,642,350
197	Gwen	Stark	18	\$7,293,100	11	\$6,347,775	29	\$13,640,875
198	Mark	Dollard	6	\$2,973,500	12	\$10,610,232	18	\$13,583,732
199	Randy	Nasatir	14	\$10,818,150	7	\$2,762,500	21	\$13,580,650
200	Stephanie	Loverde	19	\$6,685,010	17	\$6,890,580	36	\$13,575,590

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