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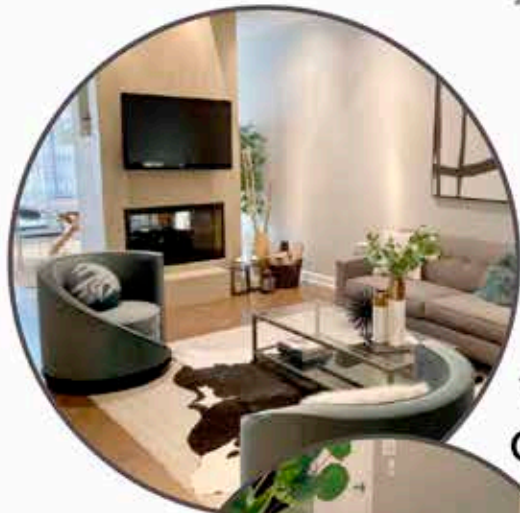


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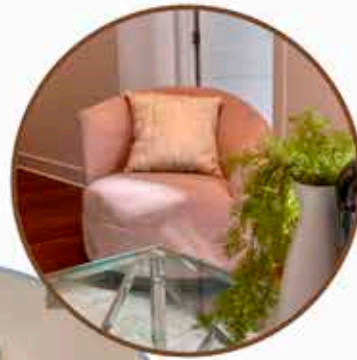
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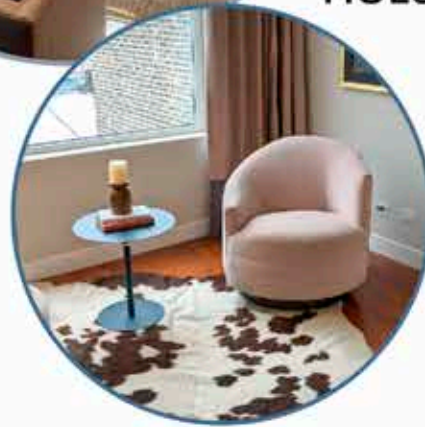
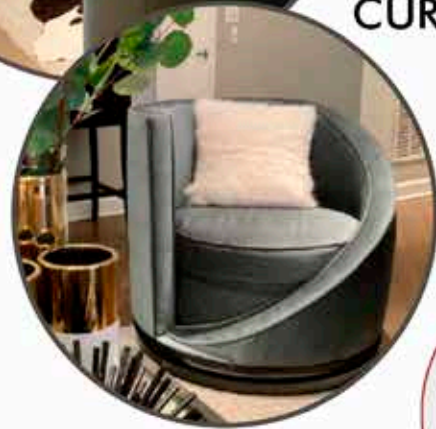
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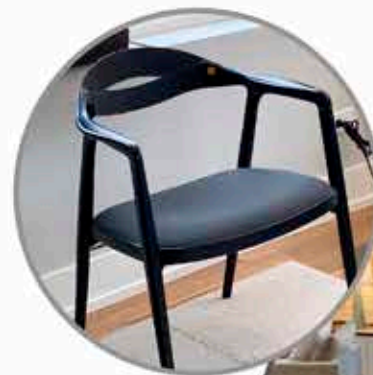
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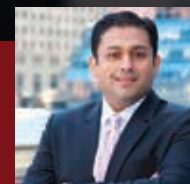


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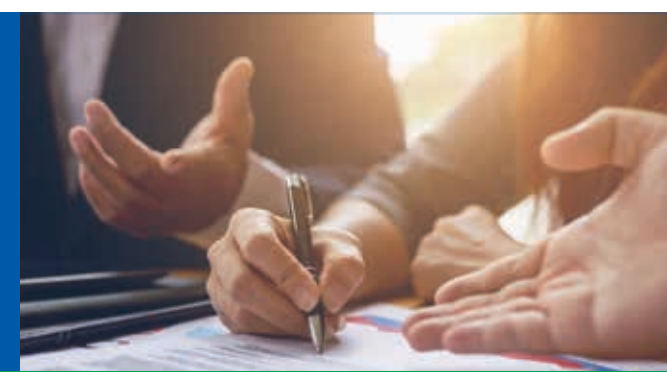
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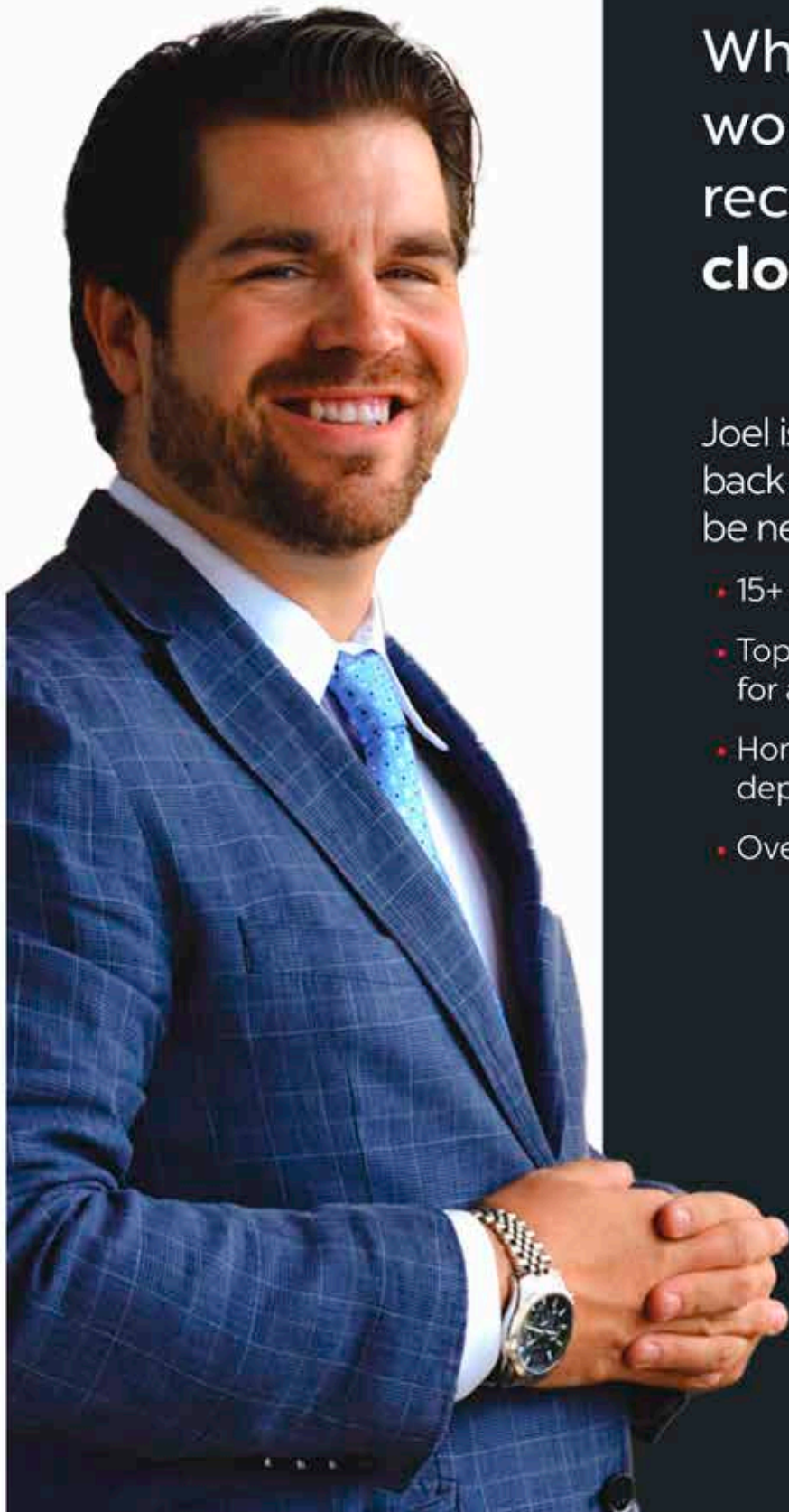
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this create an overwhelming feeling of gratitude toward my wife and the kind of mother she is, but it also made me appreciate my own mom. Memories from my childhood flooded my mind from when we would take road trips from southern California to Seattle to visit my grandma and all the work she did to get us there.

In this issue of Chicago Real Producers, we honor REALTORS® who are part of a mother/daughter team. The Partner Spotlight articles featuring Lisa J. Saul with Forde & O'Meara LLP (page 50) and Agnes Mroczkowski with Saturn Title (page 24), are both mothers who run successful businesses. We hope this issue reminds you to celebrate the motherly figures in your life who have impacted who you are today!



Fighting the good fight,

Andy Burton

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PUBLISHER'S **note**

Family trips are not called vacations for a reason. Depending on the number of children, one could make the argument that it takes more effort to leave town for multiple days than to just stay at home. We have a friend who says family trips are synonymous with "parenting in a different location."

My natural tendency on weekends or days off is to relax and do absolutely nothing productive. My wife, on the other hand, is a planner and loves to create adventure for our family. I am grateful that she proactively rallies the family and overly prepares for these adventures so I can just show up.

We recently went out of town for spring break, and I had countless moments when I was thankful that she was extremely prepared. This caused me to reflect on the amount of energy and thought I put into preparing for our trips—little to none. There are so many moving parts to running a family with small children, and it never stops. There is no break in the action whatsoever. Not only did

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Carol Nevada Duran & Andrea Duran Allen

An Unexpectedly Perfect Partnership

Although mother and daughter, Carol and Andrea, work together at Berkshire Hathaway HomeServices, it wasn't always part of their long-term plan. After Andrea graduated from college, she worked in commercial real estate in a few different roles at Jones Lang LaSalle. When the recession hit in 2009, she was laid off and spent five years managing high-rise condo buildings in Lincoln Park, but she didn't love the work. While she thought about going back into commercial real estate, she decided it was time to consider selling residential real estate. She interviewed at a few places, but ultimately decided to work with her mother "for now," and learn from her expertise. Though she planned to only work with Carol temporarily, they found that they worked seamlessly together and have been working together ever since.



Carol Nevada Duran

"When Andrea decided to become a REALTOR®, we had no idea we would become partners," remembers Carol. "I thought it was important that she interview with other companies and decide what was best for her. She decided to join Berkshire Hathaway HomeServices, and it was soon apparent that our styles of working complemented each other perfectly. It has since evolved into a wonderful partnership."

Over the last seven years, Andrea has learned so much from Carol, who has been in the industry since 1987. After moving from New York to Chicago, Carol started working in home furnishing merchandising. But with two children at home, she wanted the ability to spend more time with them, and at the recommendation of an acquaintance, Carol became a REALTOR®.

"After the first year, I knew I made the right decision," says Carol. "Real estate was the perfect fit for me, and if I could go back in time and talk to my younger self, I'd tell her to trust her instincts and worry far less."



Andrea Duran Allen

...

•••

Carol has had incredible success in her career, and one of the reasons for that is her genuine concern for her clients—a trait she passed down to her daughter.

“My mom goes above and beyond [what’s required of her]; she really wants her clients to find the perfect home and feel good about the process,” notes Andrea. “I feel that I’m a lot like my mom in that way. I really like taking care of people.”

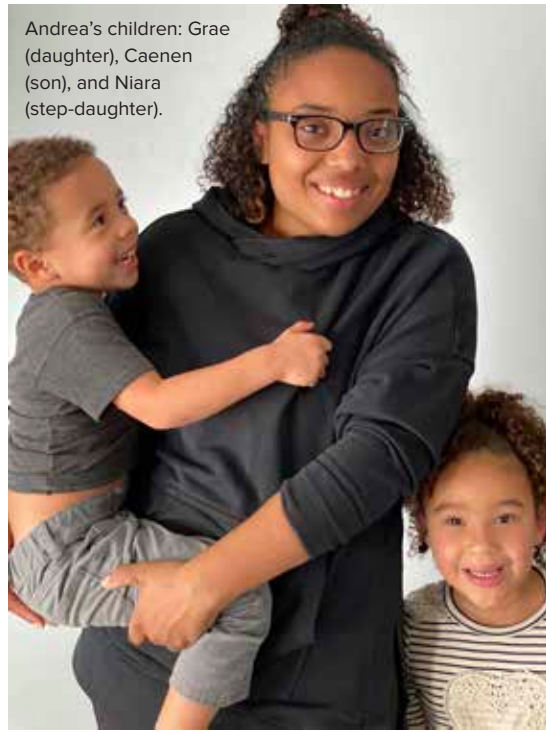
Both mother and daughter are often involved in each transaction, functioning more like a partnership than a team. Andrea handles much of the business’s marketing while Carol’s experience has given her a keen awareness of property value. Regardless of what side of the deal they are on or where they are in the process, they consult each other and offer up their expertise. These leading ladies of real estate are constantly bouncing ideas off each other, holding each other accountable, and motivating each other to be better.

“On the days I don’t feel motivated, I remind myself that I am working with Andrea and that keeps me going,” claims Carol.

For Andrea, one of the biggest lessons she’s learned from her mother is how to feel comfortable stepping away from work when necessary. “During the first year, I felt guilty leaving the office in the middle of the day to take care of a personal matter. But my mom helped me see that we need to take care of ourselves and our families when time allows. In fact, she was a huge help when I had each of my kids. These days, I pay her back for that time by supporting her now that she’s become a part-time snowbird.”

Finding the balance between their business and personal lives is a struggle for many REALTORS®, and Andrea and Carol are no exception. Both care for their clients and their clients’ families, but want to make sure their own family remains their number one priority.

Andrea and her husband, Ryan Allen, have two kids of their own—their daughter, Grae (five years old), and



Andrea’s children: Grae (daughter), Caenen (son), and Niara (step-daughter).



Andrea with her husband, Ryan, and children in Naples, FL



“ON THE DAYS I DON’T FEEL MOTIVATED, I REMIND MYSELF THAT I AM WORKING WITH ANDREA AND THAT KEEPS ME GOING.” – CAROL

son, Caenen (three years old). And Ryan has a daughter, Niara (twenty-three); Andrea likes to refer to Niara as her “bonus daughter.”

In addition to Andrea, Carol has a son, David (forty-three), and a stepson, Jason (forty-two), who is also in real estate. Jason’s father, Michael Parke, and Carol, have been together for over twenty-five years.

Outside of work, both Andrea and Carol love Pilates. Carol introduced Andrea to it and even gifted her with a few virtual Pilates lessons for Mother’s Day last year.

Beyond breaking a sweat, Carol loves to cook, bake, and try new recipes in the kitchen, while Andrea can often be found cheering on the Chicago Bears with her family.

No matter what they do, they always try to find time to spend together.

“Being a mother has to be the most rewarding experience,” says Carol. “To be responsible for guiding someone through life, supporting them and their choices with unconditional love, and to have that love returned—there’s nothing better in the whole world.”



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What's Happening?

Raise your hand if you have a great listing that just won't sell even in today's strong market. I know I have been there and have seen similar frustrations in many other agents. Your listing is well-priced for the market, it has nice finishes, the location is desirable, and it has the type of space that fits with current trends. Sure, it's not new construction, but buyers will see past a little ding here or there, right? Not necessarily. I've been caught completely off guard by the reasons a buyer will decide against a house. For example, I had a recent buyer tell me she wasn't interested in a \$1 million plus listing because of the countertop in the basement bathroom!

Why Is This Happening?

So, what is the issue? Today's buyers want nearly perfect, totally move-in-ready homes and, more importantly, they are willing to pay a premium for it while seemingly unwilling to take a discount for something that isn't quite perfect. This can be jarring for agents who have been selling for a while and knew that just a few years ago, when a listing's price could be reduced a little bit because it had some flaws, it would most likely find a buyer. This doesn't work today and there are some reasons for it:

- Prices have been steadily climbing for a long time. Buyers feel like they are paying top dollar for homes right now, so they don't want to feel like they "settled" for something that doesn't meet their standards.
- Buyers who are interested in new construction are not finding many options: new housing starts are down and construction costs are increasing (largely driven by increasing material costs, most notably, lumber).
- Many buyers right now are moving due to changes in work and/or family situations and don't have the bandwidth to deal with home projects on top of everything else that is on their plate.
- Almost one-third of all home buyers are first-time buyers and unlike most experienced purchasers, many of them are not comfortable with having to do work on a home.

How Do We Succeed In This Market Climate?

Adapting to today's market means listing agents need to be very thoughtful about presenting their homes for sale—even more so than in the past. This doesn't mean that sellers should go crazy doing renovations to get their homes ready for sale, but it does mean that they need to make sure the home is in the best condition possible and to make it as presentable as they can on the budget they have available.

Here are some steps that listing agents should be taking with all their listings to make sure they are providing the quality product that today's buyers are looking for.

- Get a pre-inspection and take care of the needed repairs. This will allow you to identify items that buyers could object to and therefore, help make the entire buying process go smoothly. If you have ever run into the situation where multiple offers end up pushing the price over the list price and the buyer tries to "get it back on inspection," this can be invaluable. If the inspection comes back with few negative results, then the odds of this happening become really low. It also reduces the odds of a long inspection report giving the buyers cold feet.
- Perform a detailed walkthrough of the home to find cosmetic issues and make sure they are repaired by a professional so that it doesn't look like a "DIY fit and finish job."
- Get the home professionally cleaned.
- Prepare the furnishings in the home. If this is done well, it can keep buyers from noticing cosmetic issues with the home that weren't able to be fit into the listing preparation budget. I've found that the home doesn't need to be professionally staged, but making sure everything is the right size, along with de-cluttering and de-personalizing, will go a long way toward making sure buyers feel great about the home.
- Make sure the exterior of the home looks well maintained. If that means

bringing a shovel with you in the winter to be sure the snow is cleared, or constantly staying on your seller to have the yard mowed in summer, do everything you can to make the house look like it is consistently tended to.

In Summary

Let's face it, we have some picky buyers out there in today's market and to succeed in this environment, you need to fight fire with fire. Make sure you are picky when it comes to the condition of your listing and you'll give yourself the best chance to make the sale.

About the Author:

Mark Dollard has built a reputation as a responsive and dedicated broker who uses his market expertise and extensive background in finance to identify and close on prime opportunities for his clients. As a multi-year top-producing agent, he brings an unparalleled level of experience, skills, and customer service to real estate transactions. Constantly looking at the long-term benefits, Mark educates his clients with their future in mind and remains a trusted advisor long after any single transaction has closed.

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AGNES MROCKZKOWSKI

WITH
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▶▶ partner spotlight

By **Chris Menezes**
Photos by **Heather Allison**
Love Photography

High-Level Service with Personal Attention

As a working mother, Agnes Mroczkowski knows the importance of efficient service and personal attention, the balance between performing at a high level without sacrificing that close, personal connection, and the reason behind the work: taking care of people. Her business, Saturn Title, does exactly that.

A strategically competitive title agency, Saturn Title is underwritten by five of the leading underwriters in the title industry, yet they are small enough to personally know their clients and not treat them as “just a number.”

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closing specialists in real estate procedures, title insurance, taxes, and deeds, so that everyone can rest assured that the property and those involved in the transaction are being protected.

“Our employees go out of their way to ensure efficiency and accuracy in their daily operations,” says Agnes. “Their experience and knowledge are key to a smooth closing transaction for all parties.”

Committed to continually striving to enhance their service and technology at all levels, education is a top priority for Agnes and Saturn Title. Agnes emphasizes the importance of educating their clients prior to buying or selling a home, and to showing them how to recognize and protect themselves from such things as wire fraud and title scams.

Agnes has been working in the real estate industry since she was fifteen years old. Needing an after school job growing up, she was hired by a real estate attorney to answer phones. She caught on quickly and after three months, started to do more and more. She scheduled closings, learned how to problem solve closing issues, and became an expert on the transaction procedure. She did that for five years and then joined a title company as a closer. ●●●



Photo credit: Adventure Photos



Agnes with her husband, Mike, and daughter, Maya.

Photo credit: Adventure Photos



...

Now as the manager at Saturn Title with over twenty-five years of experience, Agnes understands just how important each member of a real estate transaction is to a smooth closing. She also understands the importance of time management and needing to balance work with family, so she encourages her employees to have good balance in their lives in order to stay sharp and continually provide the best service they can.

Agnes says the biggest challenge she has as a working mom is finding enough time to spend with her daughter, Maya (five and a half years old), and her husband, Mike. When they can, they love to go on vacation and explore new places together. Agnes views vacations as

“

WE ARE SMALL ENOUGH TO KNOW WHO YOU ARE, YET BIG ENOUGH TO GET THE JOB DONE RIGHT...WE ARE ALL HERE TO HELP EACH OTHER OUT AND PAY IT FORWARD.”

goal motivators—they help her to keep pushing when work becomes challenging.

While COVID-19 impinged on their plans for a fun vacation, they still find fun things to do locally, and enjoy supporting local businesses. They also enjoy swimming, fishing, going to the park, bowling, and watching movies together, especially DC movies.

When asked what movie character she most identifies with, Agnes replied, “Wonder Woman. Because I feel I do the best I possibly can and always look out for everyone’s best interests.”

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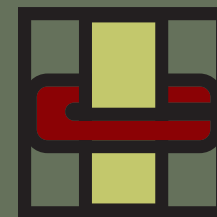


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CATHY & JULIE DEUTSCH

Three Generations of Chicago Real Estate Leaders



Julie and Cathy Deutsch are part of a three-generation real estate dynasty. Bobby Hammel, Julie's mother and Cathy's grandmother, was one of the first female real estate agents in Chicago and worked with Arthur Rubloff & Co. She was one of the premier Gold Coast agents in her day, and according to Rubloff's late CEO, Howard Weinstein, she "set the tone for that market."

"Both my mother and grandmother were powerful role models [for me] growing up," states Cathy. "When I was younger, people would ask me if I knew how incredible my grandmother was and they'd tell me she was the 'go-to agent' for buying in the city. Now, people always tell me how much they admire my mother."

Prior to joining her mom, Cathy spent twenty years raising philanthropic funds for the University of Chicago Medicine and Biological Sciences and for Lurie Children's Hospital. But about five years ago, Cathy was ready to make a career change and her mother urged her to consider coming to work with her in real estate.

"I knew Cathy shared the same values I have around service, professionalism, and connection," explains Julie. "When I thought of everything I had built, I felt confident she could not only carry it forward but build on it in a really positive way."

Cathy saw how successful her mother and grandmother were in their careers and was inspired by the idea of continuing the "family business." (Her mother was also very persuasive.) So Cathy decided to join her mom, and the duo hasn't looked back.

Julie is decisive and loves to trust her gut, and Cathy is skilled at gathering and analyzing market data. Their styles complement each other quite well and have contributed largely to their success as a team.

It also helps that they love spending time together and frequently receive compliments about their dynamic. When Cathy is at a showing, clients sing her mom's praises, and whenever Julie takes clients out, they always want to consult with Cathy as well.

Julie notes that working with her daughter feels like she's working with her best friend. "As soon as Cathy entered the business, work became such a pleasure. I'm so proud of Cathy's sense of responsibility to our clients, and of her judgment, skill, and hard work. It's been rewarding to see how successfully she runs our day-to-day business." ●●●



Julie Deutsch



Cathy Deutsch

...

Cathy, in turn, says she feels really lucky to work with her mother. “My mother has such longevity in the business and has worked through so many different markets over the years. I’m pretty awed by that. But most of all, we share the same values around relationships and understand that relationships drive success. Who wouldn’t rather do business with someone they like?”

When they leave the office for the day, the fun doesn’t stop as they share many of the same hobbies, including traveling, walking and hiking, and cooking.

“My mother is such a great cook,” claims Cathy, “especially her Thanksgiving stuffing. I’ve always marveled at her ability to work all day on Sunday, then cook dinner for fifteen people. She has inspired me to carry on this tradition—to bring friends and family together every chance I get.”

Never ones to kick back and relax, the two Deutsch women are always on the move with Julie getting in anywhere from 10,000 to 20,000 steps per day, and Cathy planning hiking adventures or trips to France any time she can sneak in a vacation. Cathy speaks French and tries to visit France annually. Julie recently went to Antarctica with her sister and had plans to go to Egypt, but the pandemic got in her way.

“When I was younger, people would ask me if I knew how incredible my grandmother was and they’d tell me she was the ‘go-to agent’ for buying in the city. Now, people always tell me how much they admire my mother.” – Cathy



Cathy & Julie at the Grand Canyon.



Shortly before going into business together, Julie and Cathy hiked the Grand Canyon.

“I like to think of it as the launch of our partnership,” says Cathy. “It was an extraordinary experience to do something like that with my mother. The Grand Canyon is humbling, and we really had to rely on each other to make it through the journey.”

In addition to Cathy, Julie has two other daughters, Loren and Leigh, as well as four grandchildren to whom Cathy loves being an aunt. During the pandemic the family made a lot of effort to come together safely.

It’s the family traditions that are most important to Julie. “Being a mom has been the highlight of my life,” she says. “It’s the most important job I’ve ever had.”



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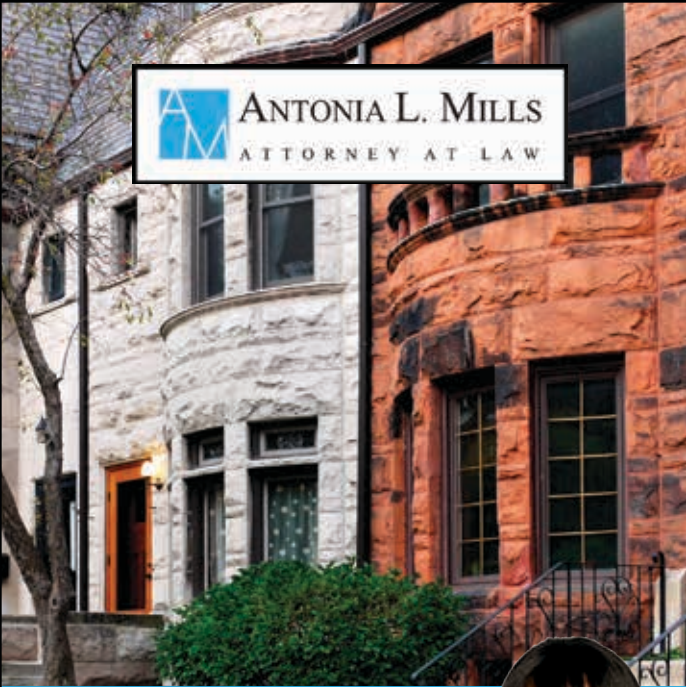
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NOMINATED BY: ASHLEY DONAT & NATHAN WILKS

Name: Alin Schubert

Position/Title: Director of Operations

Office/Company: Bridge Team at Compass

How long have you been working for/with the person who nominated you? Since 2017

How long have you been working in the real estate industry? Since 2015

What did you do before you began working in your current position?

Before stepping into my role as director of operations, I was a broker at Bridge International focusing on commercial real estate. It was through this that Nathan and Ashley saw my potential and promoted me to director of operations.

What does your typical workday look like?

Every morning I hold individual calls with the directors for the Bridge Team. We go over ongoing projects, upcoming ideas, and I coordinate any tasks with each department. Throughout the rest of the day, I am working with the agents on the team with any questions and requests they may have. I act as a liaison between our team and Compass so that any questions or concerns they have, are handled efficiently. My main goal is to take off the excess of work for our agents so that they have more time for their clients.

How would you describe your job in one word?

Organized-chaos

Why do you think you excel at your job?

Because I care about these agents on a professional and on a personal level. I love being the person behind-the-scenes and setting people up for success.

What is the most rewarding aspect of your job?

When a member of our team comes to me with everything. Whether it's a real estate question or they have a general question about life and want to know what I think. I believe that really shows how much trust they have in me.

What is the most challenging aspect of your job?

Time boundaries. I think that's been a challenge across all of corporate America during the pandemic. For me, it's especially difficult because real estate happens all day every day and when an agent on our team needs assistance, I want to be there for them.

What is one thing about you that others might find surprising or interesting?

This is definitely not surprising, but I am a big supporter of the Field Museum. I sit on the Board of Trustees and am President of the Field Associates—the young professional board. It's my favorite place in the city and supporting it is so rewarding. They have so many campaigns going on for projects about conservation—both locally and internationally. If anyone ever wants to go to the museum, I always love to take them.

When you're not working, what do you like to do for fun?

My favorite way to unwind is to just to spend time with my husband and pup and binge on a new TV show. We are currently working our way through *The West Wing*.



“Alin is always available and understands the emotions that come with buying/selling real estate. She is patient and a true problem solver which is a skill set that not many people have and because of this our clients, agents on the team, and both Nathan and I, always feel supported by her.”
- Ashley

How do you feel about being nominated as a Behind-the-Scenes All-Star?

My reward is being behind-the-scenes and seeing the people I support succeed. But having someone stand up and say that I should be recognized, is an incredible honor.

Is there anything else you'd like to share about yourself, about your job, or about your relationship with the person who nominated you?

The Bridge Team is one of the most unique teams in the Chicago real estate industry. Traditional real estate teams focus on the team brand, where everyone works to build up that one identity. But at Bridge, we focus on the individual agent by supporting and building *their* business. It's especially rewarding when an agent that joined the team in a difficult point of their career, starts to kill it.

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JEANINE & ERIN MCSHEA

A Well-Oiled Machine

▶ celebrating mothers
By **Chris Menezes**
Photos by **Sonya Martin**

Mother and daughter team, Jeanine and Erin McShea, have worked well together ever since Erin was five years old when Jeanine would bring her along on showings.

“She was interested in properties and asked really good questions about the homes we were showing,” says Jeanine. “She was so charming to clients when they walked in—a natural salesperson.”

Jeanine entered real estate a few years after college at the suggestion of her husband, John. Erin is

Jeanine and John’s first-born. Erin’s younger siblings, Justin and Kristin, were both later diagnosed with epilepsy. To offset her constant worry about her kids, Jeanine became very involved with the Danny Did Foundation, where she heads events, fundraising, and is passionate about creating epilepsy awareness.

“My mom’s top priority has always been making sure her husband and kids are happy and enjoying life to its fullest,” says Erin. “Even when she was very overstretched at work or working late hours, she always made sure we sat around the table for dinner and talked about our day.”

“She is communicative, reliable, and annoyingly upbeat,” Erin adds with a smile. “She has been an inspiration not only to me, but also to the 800+ agents she’s hired over the years as a managing broker. She has been my role model in business and in life.”

Although Erin grew up in the business, she wasn’t planning on becoming a REALTOR®. Always on the go and never in one place too long, it actually took her quite some time to figure out what she wanted to do in life.

After graduating from Indiana University Bloomington, Erin moved to Germany, where she spent fifteen months working in hospitality. Then one day, Mike Golden, the co-founder of @properties, called to ask if she wanted to work for the Chicago Spire, one of the largest and most prestigious developments in Chicago.

Erin moved back to Chicago, and from 2007–2012, worked as an office manager and contract administrator. She decided to get her real estate license in 2013 and joined Related Realty, where Jeanine was the managing broker. Jeanine, who had been in a managing role for a few Chicago firms over the previous fifteen years, was considering going back into sales.

She decided to sit down with Erin one night for dinner in 2016 to discuss their careers and discovered they could work together. Jeanine knew she wanted to go back to the client experience and restart her sales career. Erin was looking for a partner in the business to learn from. Who could do that better than Jeanine? She’d been part of thousands of transactions in her managing broker position. It seemed like the obvious next step for both Jeanine and Erin to join forces.

“How could I not work with the guru?” Erin says, regarding working with her mother. “Plus, it was the right fit: my knowledge of marketing, social media, and IT mixed with her connections, consistency, and professionalism just made sense. Partnering with my mom, I knew we would never have to rely on anyone else but one another.”

The biggest learning curve that Jeanine and Erin experienced when first working together was divvying up and assigning responsibilities. They both tend to do everything, which created a lot of duplicity at first, but they soon sorted that out and now operate as one “well-oiled machine.”

Erin has taken over the tech responsibilities and implements the marketing ideas that they come up with together. Mother and daughter share the communication roles with their clients, as they have found that their clients like to hear from both of them. Over-communication has been the key to their working beautifully together. ●●●





Erin with her thirteen-month-old son, Johnny.

“She [my mom] has been an inspiration not only to me, but also to the 800+ agents she’s hired over the years as a managing broker. She has been my role model in business and in life.” - Erin

Erin and Joe married in 2017 and now have a thirteen-month-old son named Johnny—the best Mother’s Day present that Erin ever gave Jeanine.

“Even though I think Jeanine wishes she could be my full-time nanny, I know deep down [that] she loves to work,” Erin says. “She always gives 100 percent with every client and property she represents, and she is a wonderful grandmother and mother who constantly shows unconditional love. When you meet her, you just want to become a better person.”

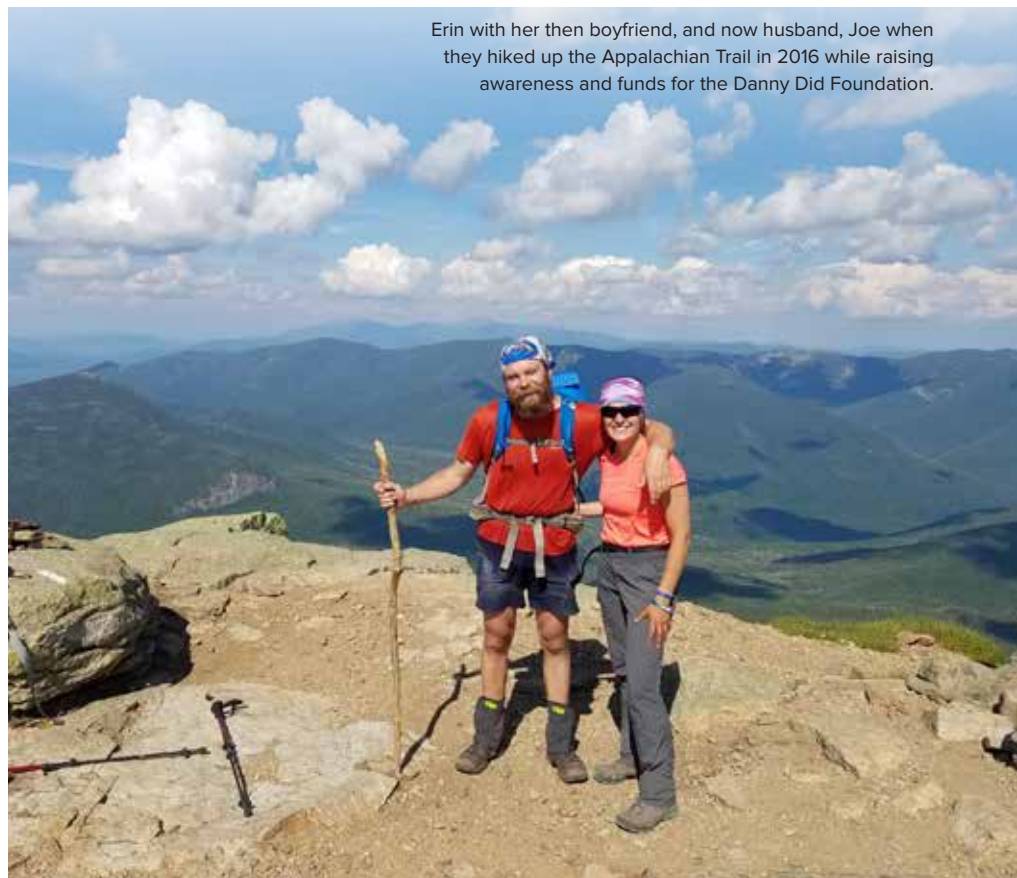
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“I could not do this job without Erin,” states Jeanine. “We seem to finish each other’s sentences. We are lucky to be on the same page with every interaction, client, and transaction in our business.”

Jeanine still adheres to the “family first” adage and makes sure they spend quality time together outside of the business. Erin and Jeanine go on at least one trip a year together and enjoy eating and drinking their way through new cities.

Erin loves hiking and actually did end up hiking the Appalachian Trail in 2016 with her then boyfriend, and now husband, Joe. They hiked 750 miles while raising awareness and funds for the Danny Did Foundation.

“If you can spend three months with someone in the woods, I think you’re meant to be,” Erin says regarding their hike.



Erin with her then boyfriend, and now husband, Joe when they hiked up the Appalachian Trail in 2016 while raising awareness and funds for the Danny Did Foundation.

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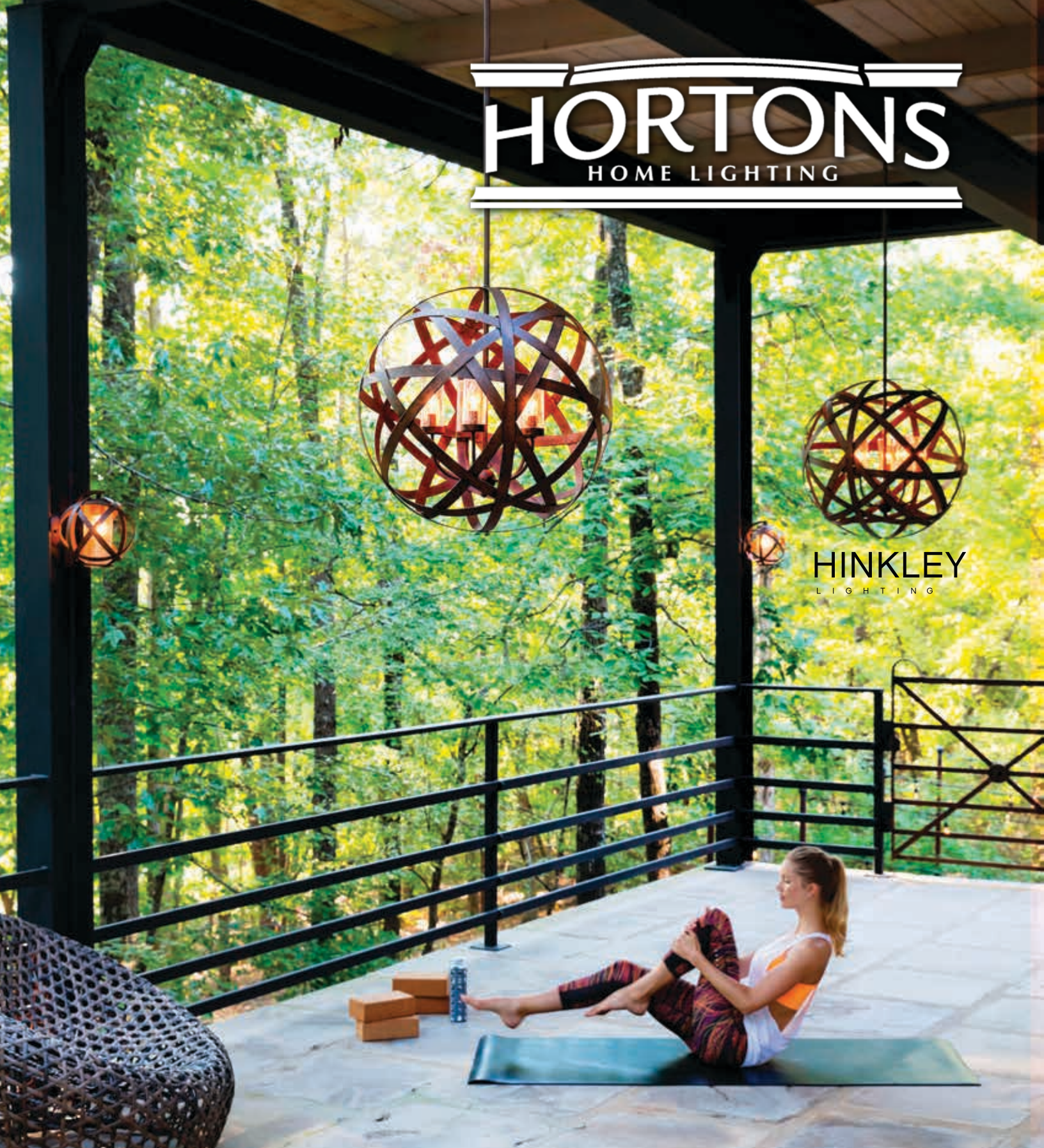
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Top REALTORS® and Preferred Partners Engaging Virtually

We would like to give a huge shout-out to the *Chicago Real Producers* community! It has been awesome to see how everyone has connected, inspired, and elevated one another as we welcome spring!




We started doing jam sessions in May of 2020 as a way to connect and add value to our CRP community while we couldn't meet together in person. Our jam sessions continue to be a success as we gather in small groups on Zoom and we will continue these even when we can meet together. These sessions are designed to get a handful of experts on a call (both REALTORS® and Preferred Partners) to discuss what they are seeing in their industry and to help add value to the individuals who are able to attend. This is a great way to meet people on

a more personal level and to get to know what's happening in different industries in the real estate community.

The jam sessions have been filled with creative ways to encourage our *Chicago Real Producers* community to continue to engage and they have served as a way to build relationships. Plus, it has been great seeing even more engagement as we have recently been streaming sessions on Facebook Live!

A huge thank you to all our amazing REALTORS® and Preferred Partners for your willingness to join together as a community and maintain our human connection!



We have received great feedback about these events so we are continuing to schedule them for the summer! Want to join one? Let us know by emailing us at andy.burton@realproducersmag.com.

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Lisa J. Saul

PARTNER WITH FORDE & O'MEARA LLP



▶ partner spotlight

By **Jennifer Mitchell**
Photos by **Sonya Martin**

Throwing “Working-Mom” Guilt Out the Window

According to Lisa J. Saul, there is no such thing as the perfect work/life balance, and that’s okay. Partner and chair of the Real Estate Group at Forde & O’Meara LLP, and mom to two boys (Jonah, 13, and Max, 11), Lisa has spent her whole career striving to find the right work/life balance. But she has come to accept that balance is more of a fluid goal that changes over time.

Though she grew up in the northern suburbs, Lisa wasn’t often home. She was an avid figure-skater and spent her summers traveling all over the country, competing with her precision drill team. She earned her undergraduate degree at Tulane University in New Orleans and attended law school at Georgetown University in Washington, D.C., where she fell in love with political science and the energy of our nation’s capital.

After her second year of law school, she was a summer associate at Mayer Brown LLP in Chicago, and worked closely with a partner in the real estate group who focused on zoning work.

“I was fortunate enough to have the opportunity to speak at a public hearing that summer and I instantly knew I wanted to work in real estate,” recalls Lisa. “Zoning work was like a puzzle and I loved putting the pieces together. The rest is history.”

After graduating from law school, Lisa came back to Chicago and spent seven years in the real estate group at Mayer Brown LLP before eventually making her way to Forde & O’Meara LLP. The boutique law firm specializes in real estate, commercial litigation, and government affairs. And Lisa is incredibly passionate about the work.

“I like to treat each client like they are my only client,” claims Lisa. “Buying or selling a home is a very stressful and emotional time in their lives and I take great pride in making the process as stress-free and enjoyable as possible, especially if the client is purchasing their first home or selling a long-time home. So it’s important to me that my clients know I am always accessible and that there is no question too small.”

Personal attention is what sets Forde & O’Meara LLP apart. The associates are always accessible and take a detail-oriented approach to every deal. Their goal is to conclude a transaction and hear the client say, “Wow! That was so much easier than I thought it would be.”



Lisa in Puerto Vallarta, Mexico.

...

Being a working mother requires a lot of multi-tasking and efficient processes. Lisa notes that there is never enough time in the day to get everything done and she struggles with a sense of guilt when she isn't able to "shut off" at a certain time—something most working moms can relate to. The pressure to be the perfect mom and the perfect lawyer can be overwhelming, but Lisa notes that it's okay to let those two roles blend a bit.

"I think it's healthy for my kids see how much I love my job, and I hope that will lead them to one day work in an equally fulfilling profession," explains Lisa. "It's much easier to find balance and put in long hours when you enjoy what you're doing. My goal is to do the best I can and not feel guilty about the rest."

It also helps that her sons serve as her motivation to accomplish great things at work. She strives to model a good work ethic so as to teach her boys that on the days when you're feeling down or unmotivated, you still have to get up, go to school or work, and give it your best.



On a Polar Bear Expedition in Churchill, Manitoba, Canada.



“BUYING OR SELLING A HOME IS A VERY STRESSFUL AND EMOTIONAL TIME IN THEIR LIVES AND I TAKE GREAT PRIDE IN MAKING THE PROCESS AS STRESS-FREE AND ENJOYABLE AS POSSIBLE...”

But after the school day and workday, it's time for fun. It doesn't matter what they're doing—as long as Lisa and her sons are together, they're having fun. This summer, they're looking forward to hopefully spending some time at Wrigley Field and fishing. (Max is an avid fisherman, so Lisa has enjoyed learning how to fish.) The more time they can all spend together, the better. And when life gets hectic and stressful, Lisa asks herself one simple question:

“Will this matter in five years?” says Lisa. “If the answer is no, I try to move on. The only constant in life is change. There will be good times and bad times. You just have to do your best to get through the bad times because things do get better.”

To reach Lisa and find out more about Forde & O'Meara LLP, you can email her at lsaul@fordellp.com or call (847) 910-2317.

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▶ business
By Mike Opyd

HOW TO STAY TOP-OF-MIND TO CLIENTS



I want to begin this article with a quick exercise that I have done with many agents to help them understand the importance of marketing and branding:

What is the first pop (or soda) company you think of? Okay, now what's the second? And the third?

I'm guessing you chose either Coke or Pepsi in answer to the first two questions, and maybe something like Sprite or Dr. Pepper for the third. Of the hundreds of times I've asked these questions to agents, the first answer is always Coke or Pepsi, and whichever company the agent names first, they always name the other second. Most struggle to name a third.

So why did I ask you about pop companies? To show you how the power of branding and marketing works.

On average, we are hit with over 5,000 pieces of branding a day. Just think about how many times we see pop ads on TV, hear them on the radio, see them online, see them on billboards, etc. So as REALTORS®, we have to find a way to fit our names into people's congested minds so they will think about us when they hear the words "real estate."

In order to do this, let me first explain a little bit about how the human brain works. Full disclosure: I'm a REALTOR®, not a psychologist or brain surgeon, but I have studied a lot about how the brain works when it comes to branding and marketing, so hear me out.

Our brains are like a huge warehouse full of millions (if not billions) of containers, aka memories. There are many different sections and aisles, all based on our experiences (i.e., what we see, feel, hear, etc.). Each day we have thousands of experiences that our brain stores into these containers.

Why does our brain do this? So it doesn't overwhelm us with everything at once. Another way to think about it is that your brain creates a "zip file" so it can compress all of the data it just took in into a smaller file labeled "What Just Happened."

Now the cool thing with our brain is that it can open these "zip files" whenever it wants. Our brain will go deep into its own warehouse to recall a moment that relates to what is happening with us in the moment. Think about a time when something happened to you and then all of a sudden, you recalled a memory that related to the situation at hand. That is your brain diving into the warehouse!

So how does all of this relate to being the *first* REALTOR® people think of?

As REALTORS®, our goal should be to be the Coke or Pepsi in people's minds. We *need* to be the first REALTOR® they think of. From my experience, most consumers only know two or three REALTORS®. If we are the second or third one on the list, the chances of us getting that person's business goes down tremendously.

In order to be the first, we must make sure we are consistently marketing to our people. This is not difficult to do, but it does take discipline.

Here are two simple ways you can get in front of your audience's mind and stay there!

- Make a plan to market to your database multiple times a month:
- Create a doc and layout the full year of touches in advance. Know what you are going to do each month. Then set reminders or do whatever you need to do to make sure you follow through on your plan.
- Mix things up. Send eblasts (personally, I highly suggest doing a monthly newsletter; MailChimp is an amazing platform for this and it's free), or mail something physical like a postcard or calendar, or do something more personal like make a call, send a text, or mail a handwritten note.
- Create a social media posting schedule. As with your database, you need to be consistent with your posting. Posting sporadically doesn't work. You need to know when you are going to post and what platforms to post on.

- You should plan to post at least once a day, Monday through Saturday. Anything additional is a bonus.
- On top of this, use the other parts of the platforms (i.e., stories to post at additional times). These are not as consistent but are a great way to create more engagement.
- Pro tip: in Facebook you can create something called a "friends list," and you can add all of your past clients to it. This way, you will only see these people when you are on that list

In essence, you are training your people, your audience, to know when to expect your touches or posts. By doing this, you are training their brains to associate your name with real estate, so no matter when or where your people hear the words "real estate," the first file their brain will grab from their warehouse is the one with your name on it!

About the Author:

Mike Opyd is the owner of RE/MAX NEXT, a brokerage specifically designed to help an agent's business grow without the limitations of a traditional real estate company. In addition to owning RE/MAX NEXT, Mike is a top producing agent. He has been recognized by Chicago Agent magazine as a "Who's Who" REALTOR® in 2014, 2015, 2017, 2018, and 2019.

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Joanne & Rachel Nemerovski

THE WINDING PATH THAT LEADS TO HOME

Despite the fact that Joanne and Rachel Nemerovski work together in real estate, it wasn't the career either of them started in. Prior to becoming a REALTOR®, Joanne was an attorney, where she learned about business and finances. Her time as an attorney also allowed her to hone her negotiation skills.

“One of the best parts of my training has been listening to Joanne’s negotiation skills,” claims Rachel. “It’s very nuanced, and it’s one of her biggest assets.”

Rachel, on the other hand, got her start in PR and advertising. (Well, technically, she started Busy Bee Babysitting shortly before high school, but her post-college work was primarily in marketing.) While working for Digitas, she ran campaigns for top-tier brands like Bank of America, eBay, and MillerCoors before transitioning to PR where she worked with the dairy industry, Hilton Hotels and Resorts, and Kellogg’s, helping to launch a cereal-specific restaurant in New York City. Once Rachel felt confident about

the value she could add to her mother’s business, she knew it was the right time to take the leap.

Rachel’s experience in PR and advertising lent itself nicely to her new role in real estate because she’d mastered the art of product and client management as well as development and branding. Her mother says that Rachel’s advertising, PR, and social media knowledge has been invaluable to the business since she joined.

Though their career paths have been different, they’ve both led to the same place: helping people find their place in the world through real estate.

According to Joanne and Rachel, they both knew this was where they would eventually end up. Joanne explained that it was a natural turn of events because they both loved real estate and have always had an incredible bond. She even remembers a day when Rachel was little and at the park with some friends. Joanne suddenly had an uncomfortable feeling about the situation. She left work to stop by the park and check in on Rachel and found that she had crashed into the slide. Joanne rushed Rachel to the ER to get stitched up. “I have so many coincidental stories like that where we’ve felt very connected at a moment in time.”

Perhaps they feel connected because they share so many of the same traits and truly admire each other. Joanne describes how fortunate she feels to be working side-by-side with her daughter, who is smart, capable, motivated, and fun. While Rachel notes that although real estate can be a whirlwind business, the wins are addicting, and she feels lucky to be able to celebrate those successes every day with her mother.

As REALTORS®, both Rachel and Joanne understand the gravity of helping their clients find a home. ●●●



Rachel Nemerovski



“Real estate is a business, but it puts you in a unique position in your clients’ lives,” states Joanne. “You are confidentially privy to their finances, lifestyles, and family makeup. And you’re showing their home, which is their most sacred, intimate space. It’s a very personal business. We get to know our clients and we always keep their confidences and best interests at heart. We consider most of our clients as friends.”

**“FOR MY
MOM,
THERE IS
ALWAYS
TIME TO
MAKE
SOMEONE’S
DAY
BRIGHTER.”
— RACHEL**

Joanne’s ability to connect with her clients on such a personal level is one of the many things Rachel tuned into when they started working together.

“My mom has an innate ability to get close to someone and understand their unstated needs,” explains Rachel. “A lot of this career is based on your ability to speak to people in the ups and downs of their life, and I’ve seen my mother play the role of therapist many times.”



Joanne Nemerovski



Joanne and Rachel with family.



Whenever Rachel and Joanne are able to step away from work, they try to step away together. They love to travel together and experience new cultures or go on adventures with family and friends. One of those special people is Rachel's sister, Nikki, who currently works as the liaison between a large corporation and its giving back program, helping to fund initiatives all over the country.

Rachel is about to go on quite a big adventure, as she will soon marry her fiancé, Connor Sea. But once the big day is over, it's back to the office with mom, which, for both Rachel and Joanne, is something to look forward to.

"Rachel lights up any room and tends to put everyone at ease," says Joanne. "She's always positive, embraces adventure, and adopts a can-do attitude. Most importantly, she makes me strive to be a better person."

Fortunately, the sentiment is mutual.

"My mother is a magician," claims Rachel. "She is so thoughtful—always taking extra time to send a birthday gift, check in with a friend, plan a charity event, or share advice while hopping from showing to showing. This is where her magic shines most. For my mom, there is always time to make someone's day brighter."

Rachel with her fiancé, Connor, and their dog Dakota.



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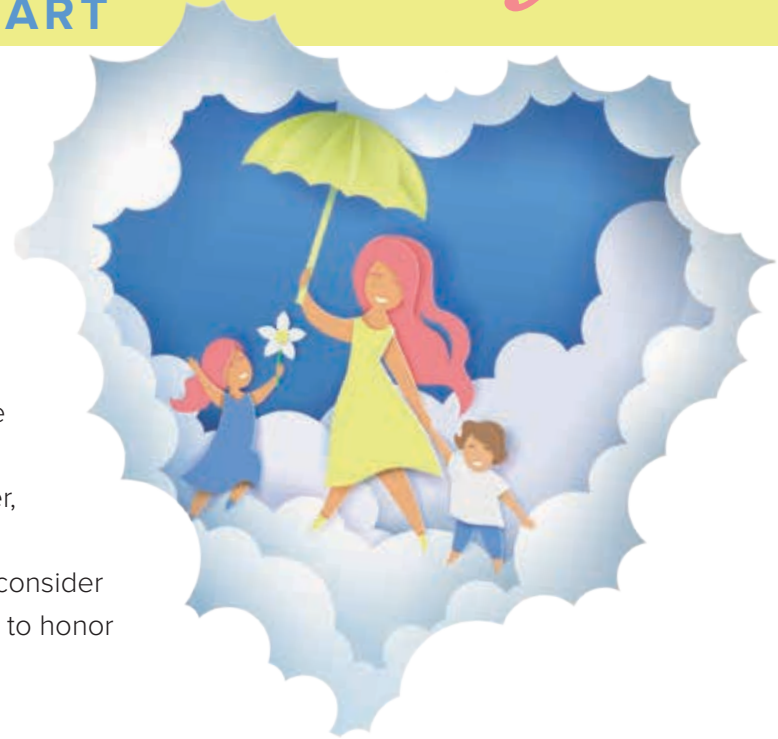


Mother's Day

GOOD FOR YOUR HEART

By Shauna Osborne

Traditionally, when we think of May and Mother's Day celebrations, visions of flowers, sunshine, brunch, and other goodies lavished upon our beloved mothers and mother figures come to mind. While those visions are beautiful and well-deserved sentiments, they cannot always be reality; in some cases, mothers and children find themselves unable to celebrate together, whether due to health, distance, or other difficulties. May is the month of mothers, so consider trying one or more of these alternative ways to honor moms this month!



Spoil a New or Single Mom:

We cannot deny that mothers are the lifeblood of the family ... and they definitely need a break sometimes! Do you know a single or brand-new mama who could use some pampering? Volunteer to babysit, and let her take the afternoon off to take a nap, eat a quiet meal, go to a yoga class, or get a facial – whatever she needs! Bring over her favorite coffee or wine, or make dinner for the whole family, so she doesn't have to cook. Anything you can do to take on some of her workload will mean the world!

Adopt a Senior Mom:

Check with seniors in your neighborhood, church, or community group who may be living alone to see if they have Mother's Day plans. Consider making a regular date with her to check in, visit, and perhaps share a meal or walk.

Practice Meaningful Self-Care:

If you are a mother yourself, give yourself a pat on the back for all the hard work you've done this

year: remote work, school closures, financial stress, housework, health worries, or all of the above. Give yourself permission to step away from the drudgery and do things this month to support your emotional, spiritual, and physical health, whether that's a daily swim or walk, long naps, a weekend away, or just space to process. Rehearse saying "no" to unessential responsibilities and obligations. Remember, you cannot pour from an empty cup!

Give Your Time or Money to a Worthy Cause:

A beautiful way to honor a much-missed mother or mother figure is to make a generous donation in her name to a cause or organization that was near to her heart. You might also seek out a local women's and children's shelter or anti-human-trafficking or domestic-violence organization, particularly as they attempt to recover lost funding from COVID times. International and national organizations such as Feeding America, Planned Parenthood, UNICEF, Moms Demand Action, Girls Inc., and Baby2Baby could also use your bequest to help support and uplift communities of women in need. When COVID risks have passed, you might brighten up spring for senior moms by volunteering in a nursing home or senior center.

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making a difference
By Yolanda Fields

Breakthrough

Breaking Through Barriers, Putting People First



Breakthrough's Permanent Supportive Housing program helped forty-seven families secure long-term housing last year. This is just one of those families.

Breakthrough is a nonprofit organization located in the East Garfield Park neighborhood of Chicago. With a hyper-local, forty-block focus, Breakthrough partners with 15,000 local residents to build connections, develop skills, and open doors of opportunity for those in need.

The residents of East Garfield Park are challenged by a number of factors, including high rates of poverty, violence, and unemployment. In partnership with residents, Breakthrough aims to respond to the needs of the community by providing programming in the key areas of education, health and wellness, food access, violence prevention, housing, and economic mobility.

Breakthrough envisions a safe, stable, and engaged East Garfield Park where success is the norm and families prosper.

Breakthrough began with a simple gesture: a cup of hot coffee. In 1992, Arloa Sutter, founder of Breakthrough, began serving coffee in a church storefront and lending an ear to adults experiencing homelessness. She got to know them, and she discovered a strength and resilience in the individuals she met.

Shortly after, recognizing the need for jobs, Arloa began organizing and employing some of the men to clean streets with the help of local community groups. This served as a catalyst for Breakthrough's housing programs and, nearly thirty years later, a variety of wrap-around programs and services.



In the last year, nearly 1,000 students participated and thrived in Breakthrough's youth programs; 1,200 adults experiencing homelessness or crisis accessed critical basic needs, mental health services, and/or the training and support needed to obtain employment; and as food insecurity increased as a result of COVID-19, more than one million pounds of food were distributed to the community through Breakthrough's Fresh Market food pantry.



Families are vital to a community's ability to flourish. In East Garfield Park, however, families face the challenges of a lack of affordable housing and reduced access to public housing assistance. In response, last year alone, Breakthrough's Permanent Supportive Housing program helped forty-seven families secure long-term housing. Breakthrough is committed to not only finding suitable housing for families and participants, but also to partnering with them to create a home.

For example, one family that had experienced homelessness for two years—Andre, Karla, and their seven children—were connected with Lauren Cole, Breakthrough's associate director of housing, through the nonprofit's partnership with the Department of Family and Support Services (DFSS) and the Chicago Housing Authority (CHA). Lauren and the family worked together to secure a two-story home in the suburbs, and Breakthrough partnered with a local church to fill the home with appliances, furniture, and other household necessities. The family continues to receive case management and support services from Breakthrough to identify, set, and reach goals related to their stability, well-being, and growth.

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A guest at the men's center.

“Homelessness is not the end of the story, and our families know that,” says Lauren. “We are blessed to encounter people who know that with the right assistance, they are able to create a new narrative and control how their stories end. We are honored to walk alongside these families to help them see [and create] that new reality.”

Because Breakthrough knows that having a home changes everything, it aims to eliminate the barriers and support as many individuals and families as it can. To that end, and to provide stable housing for even more families, Breakthrough is building a brand-new family housing facility that will support most vulnerable families in East Garfield Park. They will provide long-term housing and wrap around services. This new facility will be next to Breakthrough's Fresh Market food pantry on Carroll Avenue and contain fourteen apartments.

From serving cups of hot coffee to meeting the needs of families, Breakthrough's mission begins and ends with people.

About the Author:

Yolanda Fields is a committed and passionate non-profit leader with a 20-year career at Breakthrough in the East Garfield Park community. Prior to



Breakthrough's storefront.

becoming the executive director of the organization, Yolanda led Breakthrough's adult programs, including housing, workforce development, violence prevention, behavioral health, and food access. Yolanda is a long-time resident of Chicago's West Side, and her compassionate leadership has created a culture of dignity and respect for all.

To learn more about Breakthrough's work, visit breakthrough.org. You can partner with Breakthrough by making a donation at breakthrough.org/donate, or by exploring volunteer opportunities at breakthrough.org/volunteer.

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PATTY CERNY & KRISTEN HACK

Continuing a Family Legacy



“I was always very proud of my mom as I grew up. Even at a young age, I knew that what she was doing was special. Especially back then (and it still rings true now), to be a mother of three, juggling family life and a career you really love is not easy. And to build your own successful business completely on your own at the same time ... that was inspiring!” Kristen Hack says regarding her mother, Patty Cerny.

Like mother, like daughter, Kristen is raising three children of her own Nora (eleven), Will (nine), and Oliver (seven), while building a successful real estate business. Only she has the pleasure of being able to do it right next to her inspiration: her mother, Patty.

Similar to Kristen, Patty followed in the footsteps of her father (Kristen’s grandfather), a top producer for Baird & Warner who also owned his own investment properties. Patty got her start in real estate by answering phones at the Baird & Warner office while still in high school.

“If the weather was bad, Dad would pick me up from school so I wouldn’t have to lug heavy books on the bus or the ‘L,’” Patty recalls. “On Sundays after his open houses, we always went out to dinner—Mom, Dad, and me, as I was the youngest.”

Sadly, Patty lost her folks not long before she entered real estate. “I can’t help but think they are proud to see the business growing with the next generations. I’m sure they are smiling down from heaven and are so proud of us,” says Patty.

Patty studied education and communications at DePaul University and became a REALTOR® in 1988. She was able to build her business and raise three kids at the same time. She still remembers going to all of Kristen’s softball games, which her husband (Kristen’s dad), Bill, coached.

“When my mom sets her mind to something, there is no stopping her,” Kristen says. “She loves spending time with family most, especially her



grandkids. She is one of the hardest working and most caring people in my life. She goes above and beyond at work, but also for everyone she cares about.”

Kristen worked in advertising for multiple agencies in Chicago for almost ten years before entering real estate. As an account executive, she had the opportunity to work on campaigns and brand launches for major clients like Procter & Gamble, Kellogg, Miller, and more.

After she and her husband, Tom Hack, had their three children, she took some time off to be home and enjoy being a mom. But she quickly realized how much she missed working with clients and being part of a team. Seeing how her mother pulled off raising three kids while running a business of her own, and with Patty still going strong in real estate, becoming a REALTOR® was a natural decision for Kristen. ●●●

...

“I was inspired by what my mom had built, and hoped to grow and add value to her already successful business,” Kristen explains. “She is such a wonderful role model and teacher—working with her was an opportunity I knew I could not pass up!”

When Kristen joined Patty in 2013, she definitely added value. Drawing on her years of experience in advertising, she was able to use her strategic marketing insight and understanding of digital channels to elevate each customer’s experience, which perfectly complemented her mother’s extensive experience, instinctive insight into the market, and expert negotiation skills.

Because they both tend to want to do everything, learning how to delegate and time block their very different schedules, and to divide and conquer, and still find time to overlap on collaborative work items was essential for them. In order to maintain workload balance and consistent growth, they recently added a buyer’s agent to their team and are looking to continually grow in the future.

For Patty and Kristen, real estate isn’t just a career, it’s a family legacy—a legacy of serving people to the best of their ability, of having strong ethics, and of remaining committed to family.



Running a neighborhood turkey trot on Thanksgiving.



Family trip to Disney World in 2019!

“Being a mother will always be my greatest achievement in life,” Patty says. “Kristen is a wonderful mom to our three grandchildren; she is active in their sporting events and dedicated to giving them her time and attention while running a thriving real estate business. She has an instinctive knowledge of the industry, strong business acumen, and serves her clients with the highest level of advocacy, kindness, patience, and dedication. I am so proud of her. Being her mother is a gift for which I will always be thankful.”



“She is such a wonderful role model and teacher—working with her was an opportunity I knew I could not pass up!” - Kristen

WOMEN INFLUENTIAL

In celebrating Mother's Day, we realize that beyond mothers, there are many other women in our lives who have positively impacted who we are today. In this special Mother's Day issue, we wanted to spotlight the women who have influenced the lives of those in our Chicago Real Producers community. Here are just a few stories of the great women behind those in our community:



JILL SCOTT with Compass
Mother and Grandmother -
Lisa Casey and Betty Dodd

My Grandma Betty gave me the best memories I had as a child, (like allowing me to eat spoonfuls of sugar anytime I wanted) and she raised my remarkable mother and her three brothers as a single parent. I look up to their grace, strength, and enormous hearts. My mom's been severely hearing impaired her entire life, yet she's always remained charmingly positive, strong-willed, and successful. If you know my mom then you know her strength is not loud or aggressive. It's soft and admirable. I'm insanely proud to be their daughter and granddaughter.



KRISTINE POKRANDT with Goosehead Insurance
Older sister - Courtney DeArmond

I grew up striving to be as accomplished as my sister was and it was in that pursuit of excellence that I learned success is not always measured in final scores, grades, or accolades, but rather we find success through the growth along the way in our relentless pursuit of the goal!

TYRONE GREEN with RE/MAX NEXT
Mother - Charlene Spellman

Many different people have shared a piece of their soul in my formation. However, it is my mother who is the most important and most influential person in my life. My mother inspires and motivates me to grow without any barriers. I learned from my mother to be honest and how to work hard and how to love. She is a role model in how to overcome challenges and to keep fighting. I respect her a lot. She is my inspiration.



DAN KRUCEK with CrossCountry Mortgage
Mother - Dee Krucek

My mother has been my biggest advocate my entire life. She picks me up when I am down and has always told me there is nothing I cannot do. One of my favorite lines my mother has always told me is "you get one life, Dan—don't waste it". My mother has always told me what I need to hear, not what I want to hear. She has had my back no matter what—whether I was right or wrong. Whenever I am struggling with something my mother is always my first call and she is always there.

KRISTA HARKIN with Weinberg Choi Residential-Keller Williams ONEChicago
Mother - Kathryn Wegmann

My mom has always been a strong and positive influence in my life. Something that she has taught me and still reminds me of often, is that being positive and filling your life with positivity is a choice. There's no such thing as luck. Each day when I wake up, I try to remember that and make a choice to be positive, and to surround myself with positive people, which will then bring positive outcomes. I'm grateful to have a mom who has a strong mindset and attitude, as it makes me want to reflect that and also instill that in my children.

JOANNE NEMEROVSKI with Compass
Cousin - Judy, Daughter - Nikki, Daughter-in-law - Amanda

One of the women in my life who has influenced me the most is my cousin Judy. Judy has worked tirelessly to make the world a better place. She helped in the creation of a nonprofit called Facing History and Ourselves that teaches teachers how to combat hate and bigotry, and helps to promote justice, respect, and understanding in students regardless of color, faith, or gender orientation. It's a fantastic organization impacting millions of students and only one of the many, many things she does!

I'm also influenced by my daughter, Nikki, and my daughter-in-law, Amanda, who find ways to give back in their careers. Through her work, Nikki identifies, funds and supports incredible non-profits in economic justice, voting rights, civil rights, and other important areas. Amanda, through her employer, has built platforms and organized around women's rights at work, and cultural awareness and diversity. I'm constantly inspired for the future by the work that women in my life do every day!

ARMANDO CHACON with Century 21 SGR
Mother - Elena Villanueva

Throughout my whole life, my mom has been my biggest cheerleader and pillar of support. I can do no wrong in her eyes even though I have made my share of mistakes. I can always count on her to lift me up when I'm down or had a rough day. She does it all with a soft touch and an abundance of unconditional love. I can't imagine life without her.





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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to March 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	50	\$89,123,940	24	\$41,325,130	74	\$130,449,070
2	Jeffrey	Lowe	34	\$41,865,900	18	\$26,568,000	52	\$68,433,900
3	Emily	Sachs Wong	18	\$35,816,500	4	\$14,780,000	22	\$50,596,500
4	Matt	Laricy	45	\$19,702,009	51	\$22,674,999	96	\$42,377,008
5	Leigh	Marcus	39	\$25,379,425	14	\$10,466,000	53	\$35,845,425
6	Sophia	Klopas	19	\$18,201,000	13	\$8,493,500	32	\$26,694,500
7	Mario	Greco	36	\$19,572,000	11	\$6,677,351	47	\$26,249,351
8	Grigory	Pekarsky	24	\$11,146,700	24	\$12,274,795	48	\$23,421,495
9	Timothy	Sheahan	20	\$15,925,500	3	\$4,592,000	23	\$20,517,500
10	Alexandre	Stoykov	7	\$3,108,250	38	\$17,219,250	45	\$20,327,500
11	Danielle	Dowell	18	\$10,124,500	13	\$9,390,800	31	\$19,515,300
12	Carrie	McCormick	19	\$12,297,000	7	\$6,424,300	26	\$18,721,300
13	Melanie	Giglio	21	\$11,780,038	12	\$6,634,315	33	\$18,414,353
14	Susan	Miner	2	\$7,806,000	1	\$9,000,000	3	\$16,806,000
15	Millie	Rosenbloom	12	\$10,989,500	8	\$4,735,400	20	\$15,724,900
16	Daniel	Glick	12	\$9,200,000	9	\$6,471,400	21	\$15,671,400
17	Chezi	Rafaeli	9	\$12,591,500	2	\$3,050,000	11	\$15,641,500
18	Benyamin	Lalez	7	\$3,879,000	23	\$11,663,000	30	\$15,542,000
19	Hayley	Westhoff	13	\$7,261,700	12	\$8,240,749	25	\$15,502,449
20	Tommy	Choi	13	\$7,582,150	15	\$7,865,930	28	\$15,448,080
21	Konrad	Dabrowski	13	\$12,353,575	5	\$2,929,000	18	\$15,282,575
22	Emily	Phair	12	\$5,348,000	27	\$9,915,215	39	\$15,263,215
23	Katharine	Waddell	16	\$10,072,000	6	\$4,710,400	22	\$14,782,400
24	Brad	Lippitz	11	\$7,953,000	8	\$5,807,400	19	\$13,760,400
25	Karen	Biazar	22	\$10,157,950	10	\$3,512,800	32	\$13,670,750
26	Darrell	Scott	6	\$3,360,350	17	\$9,302,750	23	\$12,663,100
27	Daniel	Close	8	\$3,852,500	10	\$8,747,947	18	\$12,600,447
28	Owen	Duffy	18	\$10,700,150	4	\$1,789,000	22	\$12,489,150
29	Kevin	Wood	1	\$4,451,659	3	\$6,926,659	4	\$11,378,318
30	Grace	Sergio	15	\$10,995,700	0	\$0	15	\$10,995,700
31	Sam	Shaffer	8	\$3,491,000	15	\$7,421,700	23	\$10,912,700
32	Pamela	Rueve	4	\$10,786,500	0	\$0	4	\$10,786,500
33	Debra	Dobbs	8	\$7,199,500	3	\$3,255,000	11	\$10,454,500
34	Stephanie	Cutter	10	\$4,726,500	5	\$5,587,000	15	\$10,313,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Brian	Pistorius	9	\$5,456,500	7	\$4,550,500	16	\$10,007,000
36	Timothy	Salm	4	\$9,812,000	0	\$0	4	\$9,812,000
37	Barbara	O'Connor	8	\$6,177,500	7	\$3,441,000	15	\$9,618,500
38	Nicholaos	Voutsinas	3	\$1,476,000	13	\$8,106,000	16	\$9,582,000
39	Julie	Busby	10	\$5,423,500	8	\$4,149,500	18	\$9,573,000
40	Jennifer	Mills	11	\$5,760,400	6	\$3,650,002	17	\$9,410,402
41	Ashley	Donat	8	\$3,656,900	14	\$5,673,921	22	\$9,330,821
42	Rizwan	Gilani	9	\$4,273,000	8	\$4,954,900	17	\$9,227,900
43	R. Matt	Leutheuser	3	\$8,575,000	1	\$460,000	4	\$9,035,000
44	Anthony	Torres	3	\$966,900	15	\$8,050,650	18	\$9,017,550
45	Karen	Schwartz	10	\$4,564,500	8	\$4,400,000	18	\$8,964,500
46	Nicholas	Colagiovanni	8	\$7,780,000	1	\$1,100,000	9	\$8,880,000
47	Michael	Rosenblum	7	\$7,060,500	2	\$1,735,000	9	\$8,795,500
48	Joanne	Nemerovski	6	\$5,394,000	5	\$3,300,000	11	\$8,694,000
49	Keith	Brand	3	\$1,122,400	12	\$7,311,000	15	\$8,433,400
50	Joseph	Kotoch	5	\$2,385,000	10	\$6,005,500	15	\$8,390,500

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to March 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Vincent	Anzalone	8	\$5,072,500	4	\$3,250,000	12	\$8,322,500
52	Ashley	Bell	5	\$2,825,400	3	\$5,418,000	8	\$8,243,400
53	Mehdi	Mova	6	\$4,308,500	6	\$3,909,500	12	\$8,218,000
54	Nancy	Tassone	6	\$4,160,500	3	\$3,970,000	9	\$8,130,500
55	Sharon	Gillman	7	\$5,648,500	3	\$2,385,000	10	\$8,033,500
56	Lucas	Blahnik	6	\$3,110,000	8	\$4,901,650	14	\$8,011,650
57	Jennifer	Ames	6	\$4,054,900	4	\$3,882,000	10	\$7,936,900
58	Amanda	Mcmillan	14	\$6,681,150	2	\$1,236,500	16	\$7,917,650
59	Jason	O'Beirne	10	\$6,806,900	4	\$1,097,000	14	\$7,903,900
60	Elias	Masud	4	\$1,462,500	15	\$6,437,099	19	\$7,899,599
61	Elizabeth	Ballis	7	\$3,980,000	4	\$3,789,999	11	\$7,769,999
62	Sarah	Ziehr	13	\$6,194,000	3	\$1,550,000	16	\$7,744,000
63	Scott	Curcio	13	\$4,278,300	10	\$3,305,500	23	\$7,583,800
64	Danny	Lewis	6	\$3,365,000	8	\$4,110,000	14	\$7,475,000
65	Samantha	Porter	8	\$7,473,000	0	\$0	8	\$7,473,000
66	Joel	Holland	12	\$6,279,900	2	\$1,163,000	14	\$7,442,900
67	Margaret	Daday	4	\$1,974,000	7	\$5,461,500	11	\$7,435,500
68	Nicholas	Apostal	7	\$3,915,000	4	\$3,512,500	11	\$7,427,500
69	Colin	Hebson	5	\$3,579,000	8	\$3,824,500	13	\$7,403,500
70	Rafay	Qamar	9	\$3,355,500	15	\$4,029,500	24	\$7,385,000
71	Lauren	Mitrick Wood	7	\$3,981,500	5	\$3,368,900	12	\$7,350,400
72	Patrick	Shino	2	\$905,000	17	\$6,396,750	19	\$7,301,750
73	Alishja	Ballard	9	\$4,477,800	7	\$2,669,500	16	\$7,147,300
74	D	Waveland Kendt	5	\$3,215,470	4	\$3,889,000	9	\$7,104,470
75	Brooke	Vanderbok	10	\$5,542,500	3	\$1,489,000	13	\$7,031,500
76	Mark	Icuss	6	\$5,709,500	2	\$1,272,500	8	\$6,982,000
77	James	D'Astice	2	\$1,142,000	11	\$5,833,500	13	\$6,975,500
78	Lindsey	Richardson	8	\$3,346,500	5	\$3,598,000	13	\$6,944,500
79	Steve	Dombar	0	\$0	12	\$6,885,000	12	\$6,885,000
80	Jeffrey	Brown	0	\$0	1	\$6,850,000	1	\$6,850,000
81	Gloria	Wiekert	4	\$2,692,900	7	\$4,117,000	11	\$6,809,900
82	Kathryn	Barry	2	\$1,065,000	10	\$5,722,000	12	\$6,787,000
83	Christopher	Engelmann	3	\$1,223,900	11	\$5,546,000	14	\$6,769,900
84	Katherine	Malkin	2	\$3,490,000	3	\$3,232,000	5	\$6,722,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Paul	Gorney	1	\$330,000	3	\$6,380,000	4	\$6,710,000
86	Kyle	Jamicich	6	\$3,855,000	3	\$2,830,000	9	\$6,685,000
87	Vincent	Lance	8	\$3,551,760	6	\$3,108,000	14	\$6,659,760
88	Douglas	Smith	1	\$3,649,000	1	\$3,000,000	2	\$6,649,000
89	Lance	Kirshner	8	\$4,167,000	5	\$2,463,500	13	\$6,630,500
90	Chris	Stockwell	4	\$2,605,000	5	\$4,010,000	9	\$6,615,000
91	Natasha	Motev	3	\$3,490,000	2	\$3,112,000	5	\$6,602,000
92	Harold	Blum	5	\$5,158,000	2	\$1,430,000	7	\$6,588,000
93	Eamonn	Stafford	12	\$5,353,525	7	\$1,214,000	19	\$6,567,525
94	Kelly	Parker	2	\$789,000	10	\$5,706,650	12	\$6,495,650
95	Tim	Lorimer	7	\$4,056,250	4	\$2,427,500	11	\$6,483,750
96	Michael	Hulett	7	\$3,587,756	4	\$2,846,000	11	\$6,433,756
97	Elizabeth	Lothamer	2	\$1,230,000	11	\$5,198,560	13	\$6,428,560
98	Leslie	Glazier	3	\$2,656,000	3	\$3,750,000	6	\$6,406,000
99	Joshua	Lipton	6	\$4,540,000	2	\$1,855,213	8	\$6,395,213
100	Lisa	Sanders	9	\$4,167,500	5	\$2,167,500	14	\$6,335,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to March 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Eric	Hublar	2	\$844,375	13	\$5,420,500	15	\$6,264,875
102	Amy	Duong	2	\$650,000	5	\$5,614,365	7	\$6,264,365
103	Paul	Mancini	5	\$2,949,300	6	\$3,285,250	11	\$6,234,550
104	Laura	Topp	7	\$3,114,000	6	\$3,089,100	13	\$6,203,100
105	Layching	Quek	2	\$1,131,000	10	\$5,022,800	12	\$6,153,800
106	Daniel	Fowler	4	\$2,400,000	7	\$3,752,950	11	\$6,152,950
107	Juana	Honeycutt	2	\$1,557,500	3	\$4,580,900	5	\$6,138,400
108	Mark	Bystrowicz	5	\$6,118,464	0	\$0	5	\$6,118,464
109	Suzanne	Gignilliat	2	\$3,690,000	2	\$2,427,000	4	\$6,117,000
110	Stephanie	Loverde	7	\$3,838,900	5	\$2,262,900	12	\$6,101,800
111	Benjamin	Lissner	2	\$1,277,500	9	\$4,818,500	11	\$6,096,000
112	Geoffrey	Zureikat	5	\$2,395,000	6	\$3,700,400	11	\$6,095,400
113	Kathryn	Schrage	13	\$5,479,500	1	\$590,000	14	\$6,069,500
114	Michael	Maier	8	\$3,055,500	7	\$3,008,000	15	\$6,063,500
115	Sara	Mccarthy	7	\$2,828,000	4	\$3,234,900	11	\$6,062,900
116	Thomas	Bezanes	3	\$737,000	11	\$5,247,000	14	\$5,984,000
117	Laura	Meier	8	\$3,732,000	3	\$2,215,000	11	\$5,947,000
118	Marlene	Rubenstein	5	\$3,046,500	4	\$2,895,000	9	\$5,941,500
119	Melanie	Carlson	5	\$2,801,500	4	\$3,102,500	9	\$5,904,000
120	Frank	Montro	20	\$4,051,000	8	\$1,805,700	28	\$5,856,700
121	Jacob	Tasharski	3	\$1,498,000	8	\$4,343,800	11	\$5,841,800
122	Tony	Mattar	7	\$2,643,450	10	\$3,187,000	17	\$5,830,450
123	Richard	Kasper	8	\$4,459,000	4	\$1,323,037	12	\$5,782,037
124	Eudice	Fogel	4	\$1,961,500	4	\$3,809,500	8	\$5,771,000
125	Matthew	Engle	6	\$3,635,000	6	\$2,084,000	12	\$5,719,000
126	Bari	Levine	10	\$4,918,000	1	\$792,500	11	\$5,710,500
127	Lisa	Long-Brown	7	\$5,672,700	0	\$0	7	\$5,672,700
128	Melissa	Siegal	10	\$5,599,000	0	\$0	10	\$5,599,000
129	Brooke	Daitchman	5	\$2,551,000	6	\$2,938,000	11	\$5,489,000
130	Carol	Collins	5	\$3,243,500	2	\$2,243,000	7	\$5,486,500
131	Alice	Berger	4	\$3,155,000	3	\$2,320,000	7	\$5,475,000
132	Lisa	Kalous	4	\$2,321,500	5	\$3,087,000	9	\$5,408,500
133	Melissa	Dondalski	6	\$2,812,000	4	\$2,584,000	10	\$5,396,000
134	Brad	Zibung	1	\$1,080,000	4	\$4,309,000	5	\$5,389,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Matthew	Liss	7	\$3,988,000	2	\$1,390,000	9	\$5,378,000
136	Adam	Zagata	2	\$673,000	12	\$4,701,750	14	\$5,374,750
137	Nathan	Binkley	7	\$3,861,000	3	\$1,485,000	10	\$5,346,000
138	Nick	Rendleman	11	\$2,995,800	7	\$2,328,277	18	\$5,324,077
139	Joe	Zimmerman	4	\$1,364,000	6	\$3,955,000	10	\$5,319,000
140	Kimber	Galvin	2	\$1,340,500	6	\$3,881,000	8	\$5,221,500
141	Nadine	Ferrata	7	\$3,203,500	3	\$2,007,088	10	\$5,210,588
142	Ian	Schwartz	8	\$3,501,500	2	\$1,700,000	10	\$5,201,500
143	Michael	McCallum	0	\$0	5	\$5,192,000	5	\$5,192,000
144	Ryan	Preuett	4	\$5,177,500	0	\$0	4	\$5,177,500
145	John	Lyons	6	\$3,195,500	6	\$1,981,000	12	\$5,176,500
146	Chris	Mccomas	4	\$1,842,500	7	\$3,331,880	11	\$5,174,380
147	Davia	Lipscher	0	\$0	7	\$5,100,500	7	\$5,100,500
148	Cadey	O'Leary	1	\$3,300,000	2	\$1,790,000	3	\$5,090,000
149	Hadley	Rue	6	\$4,030,500	2	\$1,030,000	8	\$5,060,500
150	Melanie	Everett	3	\$840,380	10	\$4,208,100	13	\$5,048,480

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to March 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Michael	Hall	7	\$3,612,900	3	\$1,414,000	10	\$5,026,900
152	Matt	Silver	2	\$1,160,000	5	\$3,854,500	7	\$5,014,500
153	Cory	Tanzer	4	\$1,420,000	7	\$3,573,500	11	\$4,993,500
154	Adele	Lang	5	\$2,572,900	6	\$2,408,500	11	\$4,981,400
155	Annika	Valdiserri	3	\$2,855,000	4	\$2,121,500	7	\$4,976,500
156	Jill	Silverstein	2	\$909,000	6	\$4,065,500	8	\$4,974,500
157	Erin	Mandel	5	\$3,126,000	4	\$1,841,750	9	\$4,967,750
158	Todd	Szwajkowski	9	\$3,951,400	3	\$1,015,000	12	\$4,966,400
159	James	Sheehan	3	\$2,295,000	5	\$2,671,000	8	\$4,966,000
160	Beth	Gomez	3	\$1,899,420	5	\$3,064,000	8	\$4,963,420
161	Matthew	Thomas	2	\$590,500	7	\$4,346,400	9	\$4,936,900
162	Santiago	Valdez	11	\$3,868,562	3	\$1,015,000	14	\$4,883,562
163	Luis	Ortiz	4	\$1,238,999	16	\$3,643,000	20	\$4,881,999
164	Philip	Barone	4	\$4,260,000	1	\$605,000	5	\$4,865,000
165	Justin	Lucas	4	\$981,950	8	\$3,883,000	12	\$4,864,950
166	John	O'Neill	2	\$2,595,000	3	\$2,264,000	5	\$4,859,000
167	Elena	Theodoros	8	\$4,350,500	1	\$498,000	9	\$4,848,500
168	Anthony	Madonia	5	\$4,836,990	0	\$0	5	\$4,836,990
169	Vicky	Keene	4	\$3,194,500	2	\$1,639,900	6	\$4,834,400
170	Greg	Whelan	0	\$0	9	\$4,800,000	9	\$4,800,000
171	Ying	Zhao	0	\$0	2	\$4,761,802	2	\$4,761,802
172	Anne	Rossley	3	\$2,745,500	3	\$1,994,000	6	\$4,739,500
173	Michael	Samm	4	\$1,806,500	8	\$2,908,500	12	\$4,715,000
174	Juliana	Yeager	7	\$3,173,399	4	\$1,514,000	11	\$4,687,399
175	Dominic	Irpino	9	\$3,264,900	4	\$1,414,500	13	\$4,679,400
176	Gina	Purdy	3	\$1,636,375	4	\$3,043,000	7	\$4,679,375
177	Michael	Linden	8	\$4,176,400	1	\$455,000	9	\$4,631,400
178	Armando	Chacon	6	\$3,931,000	1	\$645,000	7	\$4,576,000
179	Margaret	Baczkowski	6	\$3,888,000	1	\$687,000	7	\$4,575,000
180	Dennis	Huyck	3	\$1,582,000	5	\$2,990,000	8	\$4,572,000
181	Ryan	Huyler	6	\$3,262,250	2	\$1,307,500	8	\$4,569,750
182	Ryan	McKane	7	\$3,931,000	1	\$623,800	8	\$4,554,800
183	Christie	Ascione	4	\$2,870,000	2	\$1,670,000	6	\$4,540,000
184	Alex	Wolking	6	\$1,652,900	4	\$2,885,000	10	\$4,537,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Stephen	Schneider	2	\$1,320,000	4	\$3,174,000	6	\$4,494,000
186	Eugene	Abbott	1	\$875,000	3	\$3,610,000	4	\$4,485,000
187	Ryan	Gossett	6	\$2,507,123	6	\$1,976,500	12	\$4,483,623
188	Erlend	Candea	6	\$4,465,000	0	\$0	6	\$4,465,000
189	Jonathan	Garrity	17	\$3,738,058	5	\$717,170	22	\$4,455,228
190	Deborah	Hess	4	\$2,035,800	6	\$2,407,500	10	\$4,443,300
191	Kacia	Snyder	4	\$2,180,000	3	\$2,240,000	7	\$4,420,000
192	Stephanie	Maloney	4	\$2,940,000	1	\$1,480,000	5	\$4,420,000
193	Edward	Jelinek	1	\$412,000	5	\$4,001,500	6	\$4,413,500
194	Lisa	Huber	5	\$2,924,900	4	\$1,480,000	9	\$4,404,900
195	Mark	Buckner	2	\$636,000	7	\$3,762,000	9	\$4,398,000
196	Sean	Glascott	5	\$2,612,500	2	\$1,776,000	7	\$4,388,500
197	Robin	Allotta	6	\$1,958,500	4	\$2,397,000	10	\$4,355,500
198	Salvador	Gonzalez	9	\$2,646,900	7	\$1,684,000	16	\$4,330,900
199	Michael	Yeagle	4	\$3,922,000	1	\$375,000	5	\$4,297,000
200	Ryan	Grober	0	\$0	1	\$4,275,000	1	\$4,275,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to March 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Monica	McCarthy	0	\$0	10	\$4,268,500	10	\$4,268,500
202	Randee	Shapiro Simborg	1	\$191,450	2	\$4,070,000	3	\$4,261,450
203	James	Ziltz	3	\$1,556,000	4	\$2,697,500	7	\$4,253,500
204	James	Streff	5	\$1,582,000	5	\$2,665,500	10	\$4,247,500
205	Michael	Giliano	4	\$2,004,000	5	\$2,228,500	9	\$4,232,500
206	Jaime	Campos	4	\$2,169,000	5	\$2,057,000	9	\$4,226,000
207	Kieran	Conlon	5	\$1,893,900	4	\$2,299,800	9	\$4,193,700
208	Michael	Saladino	5	\$2,245,000	6	\$1,910,400	11	\$4,155,400
209	Robert	Picciariello	13	\$4,151,900	0	\$0	13	\$4,151,900
210	Meredith	Manni	1	\$420,000	4	\$3,730,000	5	\$4,150,000
211	James	Demarco	2	\$1,240,000	5	\$2,910,000	7	\$4,150,000
212	Marlene	Granacki	1	\$2,065,000	1	\$2,065,000	2	\$4,130,000
213	Ted	Kuhlmann	3	\$1,516,400	6	\$2,611,000	9	\$4,127,400
214	Kara	Moll	6	\$2,245,500	6	\$1,879,000	12	\$4,124,500
215	Brendan	Murphy	3	\$1,778,400	3	\$2,330,000	6	\$4,108,400
216	Lauren	Dayton	7	\$4,095,638	0	\$0	7	\$4,095,638
217	Rachel	Krueger	4	\$3,660,000	1	\$432,900	5	\$4,092,900
218	Laura	Rahilly	6	\$2,025,100	3	\$2,058,000	9	\$4,083,100
219	Camille	Canales	1	\$355,562	7	\$3,719,500	8	\$4,075,062
220	Cynthia	Bauer	3	\$2,900,000	1	\$1,150,000	4	\$4,050,000
221	Steven	Zaleski	4	\$2,003,000	2	\$2,025,000	6	\$4,028,000
222	Diana	Grinnell	3	\$1,170,000	4	\$2,852,000	7	\$4,022,000
223	Scott	Berg	11	\$4,020,031	0	\$0	11	\$4,020,031
224	Brittany	Strale	0	\$0	7	\$3,997,750	7	\$3,997,750
225	Cynthia	Sodolski	3	\$2,450,000	3	\$1,534,000	6	\$3,984,000
226	Stacey	Dombar	9	\$3,975,500	0	\$0	9	\$3,975,500
227	Michael	McGuinness	3	\$1,050,000	6	\$2,921,375	9	\$3,971,375
228	Stefanie	Lavelle	7	\$2,681,000	3	\$1,280,000	10	\$3,961,000
229	Nick	Nastos	1	\$499,900	9	\$3,459,000	10	\$3,958,900
230	Pasquale	Recchia	3	\$1,345,000	3	\$2,595,000	6	\$3,940,000
231	Phil	Byers	3	\$793,400	5	\$3,146,000	8	\$3,939,400
232	Elizabeth	Goodchild	1	\$290,000	10	\$3,649,000	11	\$3,939,000
233	Courtney	Kennedy	3	\$1,639,000	4	\$2,296,000	7	\$3,935,000
234	Jenna	Chandler	8	\$3,895,000	0	\$0	8	\$3,895,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Courtney	Welsch	3	\$1,076,000	4	\$2,814,000	7	\$3,890,000
236	Joanne	Desanctis	1	\$2,252,000	2	\$1,615,000	3	\$3,867,000
237	Tiffany	Vondran	1	\$571,000	4	\$3,295,500	5	\$3,866,500
238	Robert	Linn	2	\$2,557,163	1	\$1,301,966	3	\$3,859,129
239	Melissa	Edidin	5	\$2,782,000	4	\$1,076,400	9	\$3,858,400
240	Hasani	Steele	8	\$3,437,100	1	\$390,000	9	\$3,827,100
241	Qizhong	Guan	4	\$1,016,000	6	\$2,804,000	10	\$3,820,000
242	Michael	Frank	6	\$2,113,000	6	\$1,706,500	12	\$3,819,500
243	Bucky	Cross	5	\$2,137,580	5	\$1,676,800	10	\$3,814,380
244	Andres	Olaez	7	\$2,125,300	6	\$1,680,444	13	\$3,805,744
245	Robert	Sullivan	2	\$3,102,000	1	\$702,500	3	\$3,804,500
246	Michael	Shenfeld	5	\$2,723,500	3	\$1,055,000	8	\$3,778,500
247	Steven	Kehoe	4	\$1,255,000	6	\$2,517,000	10	\$3,772,000
248	Michael	Hoover	0	\$0	8	\$3,764,500	8	\$3,764,500
249	Elizabeth	Amidon	4	\$1,611,000	6	\$2,150,947	10	\$3,761,947
250	Boris	Lehtman	5	\$3,755,000	0	\$0	5	\$3,755,000

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