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ALL IN THE FAMILY:

HOMES BY JONES TEAM

PARTNER SPOTLIGHT:

LAW OFFICE OF
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FALL EVENT:

PHOTOS ON PAGE 38

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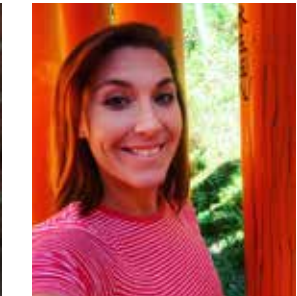
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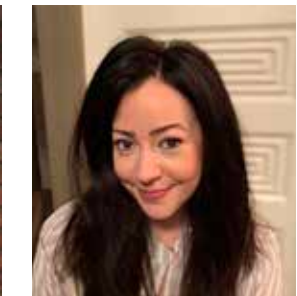
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As we wind down the year (and for some of you this means working up until 11:47 pm on New Year's Eve), I'm sitting here reflecting on why many of us strive so hard in the first place. For some of us, it's out of necessity; for others, we want to feel important. Many of us want to build a legacy that will last beyond our generation, and I'm sure the vast majority desire to serve the people they work with in order to enhance their lives.

Real estate is a beautiful and challenging industry. It is a profession that requires an insane amount of focus, energy, patience, tenacity, risk, adapting, passion, and a plethora of other adjectives that I don't have space on this page to list. Coming off of our

fall event a couple of months ago has really put things in perspective of how lucky I am to be in my position. I'm honored to be surrounded by successful entrepreneurs. Each of you motivates me in your own unique way, and I am fortunate to be in a community with all of you. Please enjoy the photos of our fall event hosted by

McGrath Lexus of Westmont on page 38, and we can't wait to see you in 2023!



Andy Burton
Publisher

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▶ all in the family
 By Lauren Young
 Photos by KDE Photography



A Better World, Better Together

Barbara Jones has created a booming, family firm of three thriving pros in the industry she's always loved and flourished in. The first stage of her career was in the late 1980s. She worked as a new construction sales manager in Vernon Hills.

"I was inspired by my aunt, a multimillion-dollar producer in the '70s. She sparkled! I definitely wanted to sparkle

too." And Barbara did: "I made a great living in real estate and earned many awards from the firm I was with," she says. "This industry is dear to my heart."

After several seasons as an agent, Barbara packed up and relocated to Phoenix with her now husband, Carlton. She would work as a flight attendant for American West Airlines

for the next seven years. Her job allowed her to connect with friends and family, thanks to her free-flights perk.

"It was a fabulous career of travel, hospitality, meeting cherished friends, and creating memories," she says.

After having her third child, though, Barbara resigned, and she and Carlton also decided to move back to the Chicago area

to be near family. Barbara chose to be a stay-at-home mom for the next decade, but all along, she knew she'd go back into real estate. In 2002, she did just that.

"The flexible schedule, socializing, and playing a part in what is usually the largest investment in our clients' lives is an honor and a privilege," Barbara states. "When you love what you do, it never feels like work."

Starting in the '90s, Barbara and Carlton owned and operated rental properties as investments. They "volunteered" their kids—Samantha, CJ, and Andrew—into landlord duty, where they frequently shampooed carpets and painted units between tenants. It gave the kids a taste of real estate that, it would turn out, two of them happily wouldn't be able to shake.

In 2014, Barbara's mother became ill. To help Barbara out, Samantha, now in her twenties, took a leave of absence from her dream job as a television news

reporter and anchor for an ABC News affiliate station, moved back home, and obtained her real estate license, considering being an agent for an interim job. But as Samantha learned how fulfilling real estate could be, a mother-daughter partnership blossomed.

"My career in real estate really began before I could drive," says Samantha, laughing. "I would earn part of my school tuition by assisting my mother in creating and binding brochures, uploading photos, and watching my brothers. I could comp a home's value before I graduated high school. Little did I know how much that skill set would serve me later on."

Although Barbara had an established network of clients, Samantha was starting from zero and was responsible for bringing in her own business. Soon, even veteran agents were asking her for tips. She was named

Coldwell Banker's Rookie of the Year in 2015 and has helped triple the team's business over her tenure.

"I ultimately became a REALTOR® because I always saw how much of a difference my mother made in people's lives," says Samantha. "I realized I could do the same by educating and empowering homeowners through an authentic approach, and by acting as an advocate rather than as a salesperson."

While Samantha may not have planned on becoming a REALTOR®, for Barbara's son, Andrew, it was something he always dreamed of. Like Samantha, he was put to work at Barbara's office when he was a child, where he would often envision himself as a REALTOR®. Once he graduated from Northern Illinois University in 2019, where he served as the public relations chair for his fraternity, he dove headfirst into real estate. ●●●





**“We’ve built a family business that’s filled with humility, laughter, and an abundance of gratitude—even throughout life’s trials and tribulations.”
— Barbara.**

...
“It was something that intrigued me at a young age and stuck with me,” says Andrew. “Once I finished college, I couldn’t wait to get my license.” And with that, the award-winning mother, daughter, and son Homes By Jones Team was born.

During his university years, Andrew worked as a valet at Butler National Golf Club and the Waldorf Astoria Chicago. He was able to build relationships during those years, and many of those connections have become his clients.

“In real estate, success entirely depends on how hard you are willing to work,” Andrew says. “I have always thought of myself as an entrepreneur and being a real estate broker seemed to align perfectly with that.”

With their different backgrounds and experiences, the trio brings unique skills to the team. Barbara’s longevity and ability to adapt gives them a solid foundation. Samantha’s expertise in journalism boosts their opportunities with market listings, and her uncanny storytelling ability connects quickly with new clients and prospective buyers. Andrew’s tech savviness keeps them on the cutting-edge of innovations, and his communication bonafides help the team gain online



The Jones family seizing the day in Rome.

exposure. Collectively, they reach clients in all generations and at all life stages.

“We’ve built a family business that’s filled with humility, laughter, and an abundance of gratitude—even throughout life’s trials and tribulations,” says Barbara. “It’s all centered on our mission to make our corner of the world a better place.”

Extending this mission into the community is a key focus for the family. They regularly support local causes like the Knights of Columbus, St. Jude

Children’s Research Hospital, the March of Dimes, and the Gift of Hope Organ & Tissue Donor Network.

On their days off, the family often chooses to spend more time with each other. They frequently boat on the Chain O’ Lakes, spending summer evenings around the fire pit, telling stories and eating s’mores with extended family.

“Family is forever, and we’re stronger together,” says Barbara. “We consider it a gift that we’re able to support and uplift other families, sharing the positive impact of real estate with our clients and partners. Real estate isn’t about real estate, it’s about relationships.”



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▶▶ partner spotlight
By Lauren Young
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LAW OFFICE OF STUART D. POLIZZI

ATTORNEY “FOLLOWS HIS BLISS” IN REAL ESTATE PRACTICE

“In his interview with Bill Moyers, Professor Joseph Campbell famously advised, ‘Follow your bliss.’ I took that to heart: find your personal passion and do something that allows you to express that passion every day,” explains real estate attorney, Stuart D. Polizzi. “Once you find it, everything clicks.”

For Stuart, everything clicked when he focused his practice on real estate transactions: buying, selling, short sales, and litigation. He made this shift after working for twenty years at Neal, Gerber & Eisenberg and then Jenner & Block, two of Chicago’s largest and most well-regarded firms.

“I was blessed to work with several outstanding attorneys at these firms, including Jerry Santangelo, Howard Suskin, and others who taught me how to be client-focused,” says Stuart. “I remember Jerry teaching me to always approach the client with solutions, not just problems. I have never forgotten that mindset.”

Why real estate law? Stuart is convinced that there’s no better blessing than to help people through one of their most complicated and important, financial and personal decisions.

“I view my clients’ purchases and sales not as transactions but as part of our broader relationship that will go on for years and years,” he says. “I try to educate my clients about the purchase and sales processes as much as possible.”

“My motto is ‘We treat our clients like family,’” Stuart says. “That means that my focus is always on our long-term relationship. That shows itself in the time I take to get to know, communicate, and educate my clients based on their goals.” ●●●



•••

He also offers his clients estate planning, business formation, and business litigation services so that he can be a go-to resource for all their needs. Fulfillment in his work comes when he helps his clients deal with these big issues. To that end, he has incorporated technological innovations to make working together easier and more efficient.

“We’ve implemented a number of tech advancements from service providers like title companies,” says Stuart. “So whether the client lives locally or across the country, we can work seamlessly together throughout—even through the most complex workflows.”

When not finding new ways to serve his clients, Stuart also looks for opportunities to give back to worthy causes. Approximately, one out of every fourteen Americans have served in the military,² including Stuart’s father, a former Marine. Because of this, military-focused charities hold a special place in Stuart’s heart. Homes For Our Troops, a group that supports veterans and their families throughout their lives, is his current favorite organization.

“When my dad died, I wanted to find a way for others to honor him that went beyond flowers,” he says. “I found this group which builds and purchases homes for veterans who have been severely wounded since the September 11 attacks.”

“This amazing charity doesn’t just build homes for these men and women, it also helps them rebuild their lives,” he adds. “I plan on continuing to work with them from now on because we can never do enough for those who have defended us.”

Stuart spends much of his downtime with his children, Nicholas (22), Sana (18), and Matthew (17). Each year since 2010, they have taken a family road trip to explore different regions of the United States. On their last

trip, they visited Yellowstone National Park where they were able to see grizzly bears, wolves, elk, and an enormous bison herd. Next year, they will fly to Argentina to board a cruise ship bound for Antarctica—an adventure that will include numerous day trips on that continent.

“ I HAVE ALWAYS ENJOYED EDUCATING OTHERS AND PROTECTING THEM...AND THAT IS ESSENTIALLY WHAT I DO EVERY SINGLE DAY AS AN ATTORNEY.”



To stay active, Stuart participates in boxing classes six days a week. He also lifts weights at Erlenbuilt Health & Fitness in Plainfield twice a week. Through grit and determination, he has dropped more than forty pounds over the last few months. He brings that same drive to his everyday client work, which he doesn’t consider work at all; it’s his bliss.

“Ever since I was young, I have always enjoyed educating others and protecting them,” he says. “And that is essentially what I do every single day as an attorney. It is a joyful way to live.”

¹Full quote: “I say, follow your bliss and don’t be afraid, and doors will open where you didn’t know they were going to be.” J. Campbell and B. Moyers, *The Power of Myth*, ed. Betty Sue Flowers (New York: Doubleday, 1988), 120. (See also the video/DVD of the same name.)

²Everett Bledsoe, “What Percentage of Americans Have Served in the Military?,” *The Soldier’s Project*, October 2, 2022, https://www.thesoldiersproject.org/what-percentage-of-americans-have-served-in-the-military/#What_Percentage_of_the_US_Population_Serves_in_the_Military.

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» cover story
By Lauren Young
Photos by AbiV Photography

CARRIE & RENEE MORRIS & HUGHES

POTENTIAL RIVALS TURNED POTENT PARTNERS

In 2001, REALTOR® Renee Hughes had been in real estate for two years and was humming along. She was excited to get an out-of-the-blue call from someone in her Glenbard West neighborhood who wanted to list their home. What's better than selling a home in your own backyard?

Shortly after, the seller called back and told Renee they'd been convinced by their neighbor to sell on their own . . . with the neighbor's help. Renee's sister happened to be good friends with that neighbor, Carrie Morris, an aspiring REALTOR® who was just finishing up her license.

"Living in the same neighborhood, I saw that our potential spheres would definitely overlap," says Renee. "I realized I needed to think about joining forces with Carrie."

"Renee cold-called me and asked me, a virtual stranger, if I wanted to partner with her. The rest is history," states Carrie. "It's hard to believe it has been twenty-one years since that phone call."

The pair often reflect on the early days of their partnership and laugh. Over the years, they've become best friends, as have their families. Carrie's husband, Steve, took their initial headshots in Renee's living room. They would load up Carrie's girls, Madeline and Megan, with Renee's girls, Maggie and Molly—"the M's" collectively—into the same car to go play tennis and other activities. While the kids were watching Disney movies and enjoying snacks, Carrie and Renee would take turns viewing homes on REALTOR® tour day. •••



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Alina Tsvor

...

“We have built our business on throwing our hearts and souls into every deal,” says Renee. “That and getting to know our clients, listening to what they want to achieve, and giving it our all to make it happen.”

“Our in-depth understanding about the idiosyncrasies of the market and perspective we provide on the positives and negatives of each home are crucial in guiding our clients on their home-buying decision,” says Carrie. “We want clients to purchase a home that is the best investment for them. It also allows them to feel confident about reselling the home, if they need to, down the road.”

“We have built our business on throwing our hearts and souls into every deal.”
— Renee

Prior to real estate, Carrie sold contract office furniture for Kimball International out of Chicago’s Merchandise Mart. She called on dealers, architects, and designers across the country, and even lived in Cincinnati and Boston for a time. After settling in Chicago and connecting with many neighbors who were looking to buy and sell homes, she was inspired to become an agent.

“I’ve always loved touring homes and redesigning them,” says Carrie. “Becoming a REALTOR® was enticing because it would enable me to have flexibility and work in my community instead of having to travel for work.”

...



Carrie with her family.



Renee with her family.



“Thanks to my background in furniture and training in design, I can see the potential of spaces,” Carrie adds. “I can envision what the end results will be if someone remodels or moves furniture around.”

Growing up as a first-generation Polish-American, Renee heard stories of perseverance about

“Thanks to my background in furniture and training in design, I can see the potential of spaces.”
— Carrie

her grandfathers, both concentration camp victims, and her dad, a Siberian labor camp survivor. Her parents met in England after the war and raised their family on the west side of Aurora.

“I’ve always looked up to my parents’ friends that had war stories and were survivors in the truest sense,” says Renee. “I think what has shaped me the most is my dad’s philosophy of working hard, keep pushing, and having no excuses. There was no coddling or networking opportunities from my family.”

“That’s why our business tagline—‘Integrity, Passion, Dedication, Longevity’—truly reflects our business,” Renee adds.

Carrie and Renee have added three licensed REALTORS® to their team. Even though today’s market is as challenging as any they’ve faced, they’re as committed as ever to continue their impressive journey of success.

“This year, 2022, has been so competitive and tough for buyers,” reflects Carrie. “We feel like we are just as thrilled as our clients are when they win the bidding war for a property. However, I always say that if the sale or purchase does not work out, it’s Karma—it happened for a reason. Good things happen to those who are patient.”



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Caitlin MCLAIN

» agent feature
By Lauren Young
Photos by Abi Voigtmann

Agent Hits Jackpot After Trading Vegas for Real Estate

Caitlin McLain has always had a strong internal drive to be successful. She just needed the right tools and guidance to pursue her dreams of success.

After growing up in Westmont and attending Downers Grove North High School, Caitlin honed her inner entrepreneurial spirit with a degree in business management from Illinois State University. She graduated in 2004, then bounced around several jobs until she headed out to the bright lights of Las Vegas.

“I ended up selling mattresses for three years and was extremely successful and very happy,” says Caitlin. “The rise of mattress sales was directly caused by the housing boom in the mid-2000s. I had toyed with the idea of getting into real estate, but the housing crash stopped that train of thought.”

Next, Caitlin moved back to Illinois and started work at Chase Bank, where she learned the ins and outs of financial investing and home mortgages.

Within a few years, she was ready to move on again, envisioning becoming a massage therapist. During this same time of reflection, however, Caitlin and her husband were shopping for their first home and the experience reengaged her curiosity about real estate.



“We lost three houses in multiple-offer situations,” she recalls. “I knew then that the housing market was coming back, and that it was now or never to take a chance on my dream of being a REALTOR®.”

During the buying process, the couple found a house they liked and wanted to put in a full-price offer. Their agent, Chris Strauel,

...



...

took the time to sit with them and review all the comparable closed properties to show how significantly overpriced the home was. In that moment, Caitlin learned how a successful REALTOR® takes care of their clients, in all the details.

“I looked up to our agent, who showed me that effective REALTORS® have integrity and put their clients first,” she adds. “She protected us in so many ways by walking so closely with us throughout the whole process.”

Caitlin launched her own career in real estate soon after, making customer care and professional integrity her top priorities. She’s been able to leverage her diverse past experiences in sales and finance, as well as her own entrepreneurial spirit.

“I credit all my success to keeping my integrity,” says Caitlin. “I listen to my gut, and I treat people the way I would want to be treated. I especially love helping young families sell their first home so they can upgrade to their forever home. With increased property values, current homeowners can use their equity to find their dream house.”

In addition to caring for her clients, Caitlin also strives to care for her community. Animal charities are her favorite to support, particularly the Almost Home Foundation and Illinois Doberman Rescue Plus because she adopted her two dogs from those two organizations. With Covid restrictions lifting, she hopes to become more involved in organizations in the area that support people with autism and their families. Caitlin’s son, Spencer, was diagnosed with autism at the age of two; she longs to connect with families who share the same struggles, as well as support families who must overcome the same challenges.

In her free time, Caitlin enjoys spending time with her husband, Sean, and their two sons, Spencer (6) and William (4),

“ Real estate has made me believe in fate...”

exploring parks and playgrounds near their home. On any day of the week, you might find Caitlin walking her dogs, Molly and Wade, through the Green Trails subdivision. She loves a glass of wine and a good British murder mystery, whether a book or television show. She also has an amazing support system of other women and moms who she connects with to relax and get away from the pressures of homelife for a bit.

“Real estate has made me believe in fate,” she notes. “When everything falls into place, it’s like it was meant to be. When things line up and work out magically, I just know I am where I am supposed to be: helping my clients get everything they ever hoped for. I know moving is stressful and I always feel so amazing when my clients tell me everything was worth it because they love their new home.”

Caitlin says she has never felt so happy in a career, and states that she is “a REALTOR® for life.” Even now, almost a decade since starting in real estate, she still maintains a strong passion for advocating on behalf of her clients, and looks to continue her upward trajectory for years to come. “I think I always wanted to be the best at everything I have ever tried, and that definitely carries over to my real estate career. I want to be the best, and I haven’t reached the top of the tree yet. I can’t wait to see how high I can get.”

“Success is when you wake up [feeling] happy,” says Caitlin. “As well as being grateful for everyone around you, and for the road that led you to where you are.”



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business article
 By Kate Sax

NEW LAW BANS DISCRIMINATION BASED ON SOURCE OF INCOME: AN AMENDMENT TO THE ILLINOIS HUMAN RIGHTS ACT

The ability to rent a home is in closer reach for some families and individuals as a result of a new law that will go into effect on January 1, 2023. Signed by Governor J.B. Pritzker in May 2022, the law, an amendment to the Illinois Human Rights Act, bans discrimination in housing based on source of income, which includes HCVs (housing choice vouchers, also referred to as Section 8 vouchers).

This is a win for housing providers as it opens up a new market of potential tenants, and it is a step toward a more just and equitable housing market for individuals and families in Illinois who are looking to rent a home.

As this new law goes into effect, there are a few important things that renters and housing providers need to know.

HCVs require significant effort on the part of applicants. Applications must be submitted to a local public housing agency (PHA), which in DuPage County is the DuPage Housing Authority. PHAs receive federal funding from the U.S. Department of Housing and Urban Development (HUD) to administer the voucher programs.

An applicant's eligibility is based on their annual income, assets, and family composition. Once submitted to the PHA, the application is verified by the applicant's bank and employer. Once eligibility is confirmed and the application is approved by the PHA, the applicant is placed on a waiting list—the wait time to receive an HCV can be as long as two years.

Once the applicant is accepted into the HCV program, they then need to identify properties that meet the program's requirements. For example, all properties that accept HCVs must meet acceptable health and safety codes as well as keep up with necessary maintenance and repairs, to be approved for the program. The properties must also pass annual inspections.

Once an HCV program participant moves in to one of these properties, they typically pay a portion of the monthly rent—the amount varies, applicant to applicant—while the HCV covers the rest.

For housing providers, there is an added advantage to accepting housing choice vouchers: HCVs mean a majority of a tenant's monthly rent is

guaranteed, even if the tenant experiences financial troubles.

Housing providers can still apply the rental history and utility payment criteria that they would use for any applicant, and housing providers are not required to lower fair market rent to accommodate HCVs. It is unlawful for housing providers to increase rent amounts to avoid HCV applicants.

Clearly, there are many advantages this new law brings to both housing providers and tenants that will benefit communities across Illinois.

About the Author

Kate Sax is a graduate of Illinois State University and has been a staff member of Mainstreet since 2003. Kate provides strategic management of many departments; including education, commercial and global services, professional and ethical practices, YPN and senior services, and member outreach departments. She develops and executes programs and services related to the mission of the organization. Overall, Kate just helps REALTORS® succeed in their business through an integral lens of education and professionalism.



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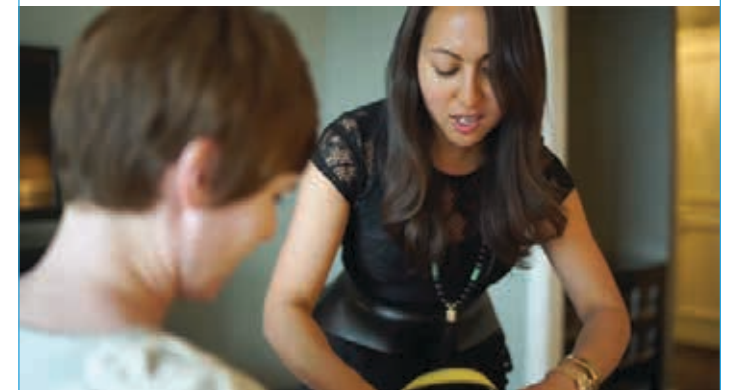
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Q: How can hiring tristinstyling save people money?

A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

Q: Why do people need tristinstyling when so many retailers offer styling services for free?

A: While styling services in retail stores are nice to have access to, customers are limited to shopping only in that one store. Clients who want to create a cohesive wardrobe that is unique to their personal style choose to hire us for personal shopping audits because they benefit from learning how to expand their own wardrobe by shopping all the current trends available from all retailers.

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DuPage Real Producers

FALL EVENT

Hosted by McGrath Lexus of Westmont

Photos by **KDE Photography** and **AbiV Photography**



IT WAS A GREAT EVENING WITH THE DUPAGE REAL PRODUCERS COMMUNITY AS EVERYONE RECONNECTED AND ENJOYED THE LINEUP OF LEXUS LUXURY VEHICLES.

We are so thankful that Alan Stern and McGrath Lexus of Westmont opened their incredible showroom. When we first met Alan, he shared how when most people were asked if they enjoyed the car-buying experience that the majority responded that they disliked something about buying a car. However, he viewed this as a massive opportunity to change up the process.

This has led to Alan's desire to deliver a "car-buying experience that's so smooth... you'll brag about it." This is the slogan that he has become well known for. Alan has put together the "Ultimate Used Car Cheat Sheet" which was designed to give

the buyer all the information they need before driving off in that perfect new car.

You can download his "Ultimate Used Car Cheat Sheet" by visiting www.ultimateusedcarcheatsheet.com. If you're interested in having a conversation with Alan directly, you can reach him at 847-917-4210.

We are grateful to everyone who joined us, provided raffle prizes, and helped make it a fantastic event. We look forward to seeing you again in the new year for the next event. Enjoy the photos!





Jennifer Anteliz won a Spode woodland Thanksgiving tray and cake stand from Kathy Lobkovich and Margaret Gehr with Chicagoland Home Staging.



Diane Crisp won Ray-Ban Stories smart glasses from Dan Rock with Guaranteed Rate.



FALL EVENT RAFFLE Winners

A huge thanks to our Preferred Partners who never disappoint with great raffle prizes at all of the events. Check out the winners!



Cynthia Windeler won Barefoot Dreams his and her robes from Alan Stern with McGrath Lexus of Westmont.



Slav Polinski won a Tumi cross-body bag from Kevin Camden with Camden Law Office.








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- 200: A Space Odyssey 1968
- A Clockwork Orange 1968
- All the President's Men 1968
- American Graffiti 1968
- Annie Hall 1977
- Apocalypse Now 1979
- Blade Runner 1982
- Bonnie and Clyde 1967
- Butch Cassidy and the Sundance Kid 1969
- Cabaret 1972
- Chinatown 1974
- Do the Right Thing 1989
- Dr. Strangelove 1964
- E.T. the Extra-Terrestrial 1982
- Easy Rider 1969
- Forrest Gump 1994
- Goodfellas 1990
- In the Heat of the Night 1967
- Jaws 1975
- Lawrence of Arabia 1962
- M*A*S*H 1970
- Midnight Cowboy 1969
- Nashville 1975
- Network 1976
- One Flew Over the Cuckoo's Nest 1975
- Platoon 1986
- Pulp Fiction 1994
- Raging Bull 1980
- Raiders of the Lost Ark 1981
- Rocky 1976
- Saving Private Ryan 1998

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TOP 100 STANDINGS

Teams and Individuals January 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	71	\$127,295,499	42	\$73,363,599	113	\$200,659,098
2	Tim	Schiller	79	\$55,666,650	82	\$51,976,100	161	\$107,642,750
3	Bryan	Bomba	43	\$57,202,000	38	\$47,390,282	81	\$104,592,282
4	Kris	Berger	27	\$37,328,220	18	\$27,912,720	45	\$65,240,940
5	Julie	Sutton	25	\$28,061,168	25	\$35,080,000	50	\$63,141,168
6	Linda	Feinstein	49	\$44,267,391	16	\$16,591,193	65	\$60,858,584
7	Lance	Kammes	84	\$35,688,575	52	\$21,476,093	136	\$57,164,668
8	Pat	Murray	66	\$35,017,064	29	\$18,045,800	95	\$53,062,864
9	Kim	Dalasky	40	\$31,988,200	33	\$20,715,100	73	\$52,703,300
10	Nicholas	Solano	80	\$44,109,108	0	\$0	80	\$44,109,108
11	Patricia	Wardlow	51	\$22,026,025	41	\$22,031,750	92	\$44,057,775
12	Maureen	Rooney	31	\$22,565,500	29	\$19,808,155	60	\$42,373,655
13	Lina	Shah	27	\$24,717,000	12	\$14,389,000	39	\$39,106,000
14	Megan	McCleary	17	\$24,865,000	8	\$13,383,000	25	\$38,248,000
15	Larysa	Domino	25	\$22,223,500	19	\$15,194,827	44	\$37,418,327
16	Alice	Chin	36	\$23,656,171	18	\$13,007,250	54	\$36,663,421
17	Julie	Schwager	27	\$21,548,200	20	\$14,144,100	47	\$35,692,300
18	Nathan	Stillwell	38	\$18,759,163	25	\$16,360,549	63	\$35,119,712
19	Lori	Johannesson	36	\$19,339,000	23	\$14,540,900	59	\$33,879,900
20	William	White	35	\$21,869,251	16	\$9,731,900	51	\$31,601,151
21	Penny	O'Brien	30	\$19,487,026	18	\$11,440,500	48	\$30,927,526
22	Tracy	Anderson	18	\$18,745,236	12	\$11,598,662	30	\$30,343,898
23	Christine	Wilczek	38	\$22,011,172	13	\$5,760,526	51	\$27,771,698
24	Chris	Pequet	14	\$19,189,770	8	\$8,368,000	22	\$27,557,770
25	Renee	Hughes	24	\$15,174,450	19	\$11,104,500	43	\$26,278,950
26	Kelly	Stetler	18	\$14,017,800	20	\$12,188,950	38	\$26,206,750
27	Natalie	Weber	21	\$17,474,231	11	\$8,374,200	32	\$25,848,431
28	Sarah	Leonard	28	\$10,906,302	37	\$14,913,400	65	\$25,819,702
29	Katie	Minott	20	\$20,401,999	6	\$4,980,814	26	\$25,382,813
30	Linda	Little	62	\$24,214,268	2	\$965,000	64	\$25,179,268
31	Jeffrey	Proctor	8	\$9,947,000	14	\$14,126,550	22	\$24,073,550
32	Michael	Berg	44	\$18,739,050	9	\$4,617,000	53	\$23,356,050
33	Elaine	Pagels	24	\$13,696,750	12	\$9,339,000	36	\$23,035,750
34	Courtney	Stach	22	\$18,070,500	5	\$4,330,000	27	\$22,400,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jan	Morel	16	\$11,595,700	13	\$9,936,021	29	\$21,531,721
36	Denis	Horgan	29	\$13,212,800	17	\$8,270,000	46	\$21,482,800
37	Donald	Romanelli	15	\$14,405,950	7	\$6,581,500	22	\$20,987,450
38	Justin	Greenberg	15	\$8,763,500	30	\$12,170,900	45	\$20,934,400
39	Susan	Hoerster	16	\$13,076,000	13	\$7,772,500	29	\$20,848,500
40	Caroline	Senetar	25	\$15,461,700	8	\$4,805,800	33	\$20,267,500
41	Natasha	Miller	24	\$13,615,500	7	\$6,591,837	31	\$20,207,337
42	Yvonne	Despinich	18	\$14,683,800	8	\$4,949,800	26	\$19,633,600
43	Carrie	Foley	17	\$11,064,004	13	\$8,475,400	30	\$19,539,404
44	Walter	Burrell	14	\$13,224,000	8	\$5,775,114	22	\$18,999,114
45	Ginny	Stewart	9	\$12,746,760	6	\$6,135,000	15	\$18,881,760
46	Simran	Dua	15	\$10,310,900	17	\$8,186,523	32	\$18,497,423
47	Lisa	Byrne	18	\$10,171,800	13	\$8,310,194	31	\$18,481,994
48	Cindy	Banks	30	\$12,594,400	16	\$5,884,500	46	\$18,478,900
49	Julie	Kaczor	30	\$15,906,400	7	\$2,419,500	37	\$18,325,900
50	Michael	Thornton	21	\$9,289,700	20	\$9,032,000	41	\$18,321,700

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TOP 100 STANDINGS

Teams and Individuals January 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Chris	Lukins	17	\$11,878,000	10	\$6,336,878	27	\$18,214,878
52	Michael	LaFido	14	\$16,132,000	2	\$1,895,000	16	\$18,027,000
53	Bridget	Salela	13	\$12,110,030	7	\$5,812,000	20	\$17,922,030
54	Paul	Baker	34	\$12,409,575	14	\$5,341,400	48	\$17,750,975
55	Juliet	Mills-Holubowicz	14	\$9,509,800	9	\$7,941,500	23	\$17,451,300
56	Katherine	Karvelas	8	\$13,941,000	4	\$2,792,000	12	\$16,733,000
57	Keith	McMahon	14	\$8,668,400	13	\$8,045,310	27	\$16,713,710
58	Tom	Fosnot	35	\$11,335,127	16	\$5,213,175	51	\$16,548,302
59	Kevin	Layton	8	\$7,886,801	14	\$8,468,900	22	\$16,355,701
60	Courtney	Monaco	17	\$7,811,702	17	\$8,454,499	34	\$16,266,201
61	Moin	Haque	14	\$5,305,000	17	\$10,881,401	31	\$16,186,401
62	Cathy	Balice	6	\$8,930,000	4	\$7,165,000	10	\$16,095,000
63	Mike	Wolson	14	\$6,894,900	15	\$8,875,900	29	\$15,770,800
64	Beth	Burt	13	\$11,275,800	7	\$4,457,900	20	\$15,733,700
65	Kim	Lotka	12	\$9,966,250	6	\$5,705,000	18	\$15,671,250
66	Eric	Logan	22	\$10,847,400	11	\$4,585,400	33	\$15,432,800
67	Elizabeth	Behling	30	\$11,826,800	6	\$3,568,000	36	\$15,394,800
68	Kathryn	Pinto	14	\$7,665,000	15	\$7,535,000	29	\$15,200,000
69	Jennifer	Iaccino	12	\$8,027,500	10	\$7,076,000	22	\$15,103,500
70	Paul	Mancini	7	\$7,414,500	9	\$7,589,000	16	\$15,003,500
71	Margaret	Giffin	8	\$6,849,000	12	\$7,724,000	20	\$14,573,000
72	Christine	Thompson	14	\$7,935,576	12	\$6,606,500	26	\$14,542,076
73	Lisa	Zeller-O'Malley	9	\$6,695,000	9	\$7,845,000	18	\$14,540,000
74	Dimpi	Mittal	10	\$7,138,000	20	\$7,400,800	30	\$14,538,800
75	Robert	Picciariello	34	\$14,477,850	0	\$0	34	\$14,477,850
76	Vipin	Gulati	8	\$2,821,000	25	\$11,613,000	33	\$14,434,000
77	Diana	Ivas	12	\$9,808,000	7	\$4,602,000	19	\$14,410,000
78	Kimberly	Heller	26	\$10,297,000	9	\$4,084,000	35	\$14,381,000
79	Anna	Fiascone	5	\$8,824,000	3	\$5,367,500	8	\$14,191,500
80	Puneet	Kapoor	8	\$4,024,000	18	\$10,098,245	26	\$14,122,245
81	Sairavi	Suribhotla	8	\$3,367,900	20	\$10,716,512	28	\$14,084,412
82	Kim Schultz	Moustis	12	\$4,371,400	22	\$9,649,800	34	\$14,021,200
83	Ryan	Cherney	34	\$13,392,775	1	\$545,000	35	\$13,937,775
84	Wendy	Pawlak	18	\$8,280,000	11	\$5,616,670	29	\$13,896,670

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Diane	Coyle	16	\$8,024,900	12	\$5,797,100	28	\$13,822,000
86	Michael	Mandile	14	\$7,611,805	11	\$6,008,713	25	\$13,620,518
87	Holley	Kedzior	11	\$5,981,500	13	\$7,592,944	24	\$13,574,444
88	Jill	Clark	11	\$8,090,900	6	\$5,404,900	17	\$13,495,800
89	Trevor	Pauling	11	\$10,688,772	5	\$2,670,000	16	\$13,358,772
90	Shane	Halleman	24	\$9,326,166	10	\$4,011,900	34	\$13,338,066
91	Tracy	Driscoll	14	\$10,812,750	6	\$2,441,000	20	\$13,253,750
92	Litsa	Lekatsos	14	\$7,971,217	10	\$5,133,709	24	\$13,104,926
93	Richard	Babb	36	\$12,539,499	2	\$507,500	38	\$13,046,999
94	Jeff	Stainer	10	\$7,220,802	10	\$5,643,000	20	\$12,863,802
95	Stacey	Harvey	7	\$4,735,000	11	\$8,119,500	18	\$12,854,500
96	Kelly	Kirchheimer	10	\$9,219,000	7	\$3,592,500	17	\$12,811,500
97	Joann	Coghill	18	\$10,791,613	3	\$2,009,000	21	\$12,800,613
98	Michael	Muisenga	15	\$10,663,400	4	\$1,891,000	19	\$12,554,400
99	Ann	Sproat	4	\$4,182,350	10	\$8,274,350	14	\$12,456,700
100	Jennifer	Oukrust	15	\$6,582,000	10	\$5,862,500	25	\$12,444,500

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