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**Partner Spotlight:**  
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**SPRING EVENT:  
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Thursday, June 9th  
1 PM - 4 PM  
Details on page 60

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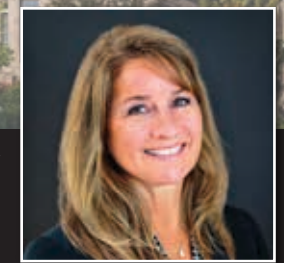
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# Publisher's NOTE

We have a teenager in our home now. It's surreal that those words are even true. Our oldest child just turned thirteen at the beginning of the month. I remember holding her in my arms after she was born, and relatives would come up to me and say, "cherish every moment because it goes by fast." Of course, at the time, I didn't really think anything of it because it seemed so far in the distance. I was busy adjusting to the logistics of life, helping to care for another human being.

This Father's Day is extremely special to me as it has caused me to process that our four kids will not live under our roof forever. We have many years to go until this occurs, but the reality is that our oldest child could be on her own in five years. I know the real estate market is demanding but cherish the moments, no matter how difficult or rewarding. Someday you'll look back and realize that you have a "teenager," so appreciate and be intentional about soaking up your experiences.

Speaking of quality experiences, we can't wait to see everyone again at our spring event on June 9th from 1 p.m. to 4 p.m. *North Shore Real Producers* is linking arms with NSBAR (450 Skokie Blvd. Building 1200 Northbrook, IL 60062), so come check out the newly remodeled facility, which includes a business center and tech bar. Photos of the venue and details can be found on page 60!



**Andy Burton**

Publisher

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▶▶ on the rise

By Jennifer Mitchell  
Photos by Joe Castello



# Jen Corcoran

## *Merging Passion and Skills to Land Her Dream Job*

---

Jen Corcoran has finally found her calling. Though she's only been in the real estate game for two years, she's already a rising star, and she feels she's landed in a career that combines her passions and her skill set—a winning combination.

...



...

In the third grade, Jen moved from Atlanta to Wilmette, which is where she grew up. Her siblings are ten and thirteen years older than her, and she always looked up to them and tried to follow in their footsteps. Growing up, Jen's mom was also a role model, showing love to the people around her and working hard to make a positive impact on other people's lives.

Jen flew the coup in college, studying psychology at the College of Charleston in South Carolina. She was thinking of becoming a counselor, and although she didn't pursue that career path, she's grateful to have studied psychology; she jokes that it has helped her immensely in her work as a REALTOR®.

It was in college that Jen also discovered her strong Christian faith. Though faith had always been an important part of her mom's life, it didn't click for Jen until college. And it was then that she also made some huge life shifts that set the tone for her adult life.

"I absolutely loved living in Charleston for college and would have considered staying there," recalls Jen. "But my now-husband lived in Chicago, so I decided to make the move back home."



After getting married and having kids, Jen spent ten years as a stay-at-home mom. After that, she worked as a pre-school teacher for six years. But as her daughter approached her college years, Jen wanted to transition into a career where she could earn more. She loved forming relationships with people and helping others, and she had always been intrigued by real estate. So in September of 2020, she decided to give it a try.

"Throughout my adult life, many people told me that real estate would be a perfect fit for me," claims Jen. "I knew that it would match my skill set, so I dove right in and was determined to get my business up and running quickly. I am not very good at dealing with slow business, so I was very motivated to get clients fast."

As it turns out, Jen was right. She was a natural. She adds, "The mentorship I've received from Brandy Issac, my team lead and mentor, has made a huge difference in my career. I was her first licensee, and she poured her knowledge and expertise into me, and that has been invaluable in giving me such a successful start in this business."

Jen loves helping people, putting their minds at ease, and removing anxiety during a very stressful time in their lives. She also loves the feeling of adding value, especially in the current chaotic market.

"There are a lot of strategies for getting an offer accepted in this extremely competitive market," explains Jen. "I love sharing my knowledge and expertise to help clients win a listing."

Jen is not only focused on helping clients, but she also works to

...

“I wish I’d had more guidance and mentorship early in life in terms of my career. If I had better direction, I could’ve spent more of my career doing something that I love and something I’m really good at.”







...

support other REALTORS® as well. She believes that collaboration among REALTORS® is a necessary part of the business and advises young REALTORS® to view other REALTORS® as colleagues, not competition. She also tells up-and-coming REALTORS® to stay humble, work hard, and keep priorities in check—something Jen is quite skilled at.

Despite the demands of her new career, Jen makes time for family, helping others, playing, and traveling. She considers herself blessed because she and her husband, Mike, truly enjoy each other's company and they love going out to dinner, attending concerts, and riding bikes together. They also enjoy traveling with their two kids, Payton (seventeen) and Mason (eleven).

“We have the best time traveling together,” notes Jen. “Because my daughter is six years older than my son, they’re not always interested in the same things. But traveling is something we can *all* enjoy.”

Although Jen loves family time, she definitely appreciates having time alone. She loves to read, take baths, watch her favorite shows

and listen to music—though perhaps not the music you’d expect. Growing up, Jen loved the Grateful Dead and still listens to a wide variety of music.

Jen is thrilled to be in real estate, and she wishes she had gotten into the industry earlier in life. The job aligns incredibly well with her skill set, and she feels like she’s doing something she really excels at for the first time in her life.



“I wish I’d had more guidance and mentorship early in life in terms of my career,” notes Jen. “If I had better direction, I could’ve spent more of my career doing something that I love and something I’m good at.”

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# IRIT JACOBSON

## THE AMERICAN DREAM

### ► agent feature

By **Laura Zickert**  
Photos by **Joe Castello**

Before moving to the United States, Irit Jacobson, who was born and raised in Tel Aviv, Israel, attended Tel Aviv University, where she received her BA in education and philosophy.

Originally, she planned to visit her brother here in the United States and then return to her career in Tel Aviv. However, once she arrived, she says, “I decided to pursue my graduate degree and went on to have almost two master’s degrees.” She studied at Arizona State University and received an MA in elementary education. During her time there, she met her husband, Jack, and says, “the rest is a very, very happy history.”

Irit and Jack have two “terrific, accomplished kids,” Danit (forty-three) and Oren (forty), and five grandchildren. “I am blessed to have a wonderful family,” Irit says. “We enjoy many activities together, especially traveling, sports activities, and going to museums and theaters. Most importantly, we have a good time together.” Some of







“There is a great reward in knowing that I help people reach their American Dream. I am especially proud of the professional way I conduct my business.”

...

their favorite places to travel (before the pandemic hit) are the Caribbean, Mexico, and Israel. When it comes to sporting events, you can find their family supporting the Bulls and attending their games.

Staying active, reading, and being involved in cultural experiences are important to Irit. She enjoys going to the Goodman Theatre, the Chicago Symphony Orchestra, Broadway in Chicago, the Art Institute, and the Chicago Botanic Garden. Jogging was a favorite activity of hers until she had an unfortunate knee injury. She now enjoys using the stair master and elliptical machines and spinning workouts.



Irit with her husband and her son.

While her children were growing up, bilingual Irit taught at a Hebrew school in the afternoons. “I was looking for a job to fill up my days,” she explains. When Irit and Jack decided to move to a new home, they, unfortunately, had an unsatisfactory experience with their agent. Irit said, “I just knew in my heart that it should have been different. The broker should have been more knowledgeable,

...



...

dedicated, honest, and protective.” At that point, Irit decided to take the licensing class and experience it for herself. “I became very intrigued and decided to help and protect the people I would work with. Many of my clients have become friends for life,” she says.

With a dedication to professionalism and a passion for client care, real estate became the step forward she was looking for. “I’ve always had a passion for interacting with people—getting to know them, and helping others in one form or another,” says Irit. In 1990, Irit began her career as a broker associate at RE/MAX North. She would stay there until 2010, when she decided to move to her current Coldwell Banker office.



Irit with her family at Disney's Animal Kingdom.

Now, thirty-two years into her career, Irit is as passionate about her career as ever. She says, “I still have the same energy and enthusiasm as when I started. I love the people I work with; lots of them have become good friends and always think of me when they know or hear about anybody looking to buy or sell.”

“There is a great reward in knowing that I help people reach their American Dream. I am especially proud of the professional manner in which I conduct my business,” states Irit. “I do understand that real estate is more than properties. Exceptional client service and unparalleled client satisfaction are my only concerns.”



Irit and her husband, Jack.

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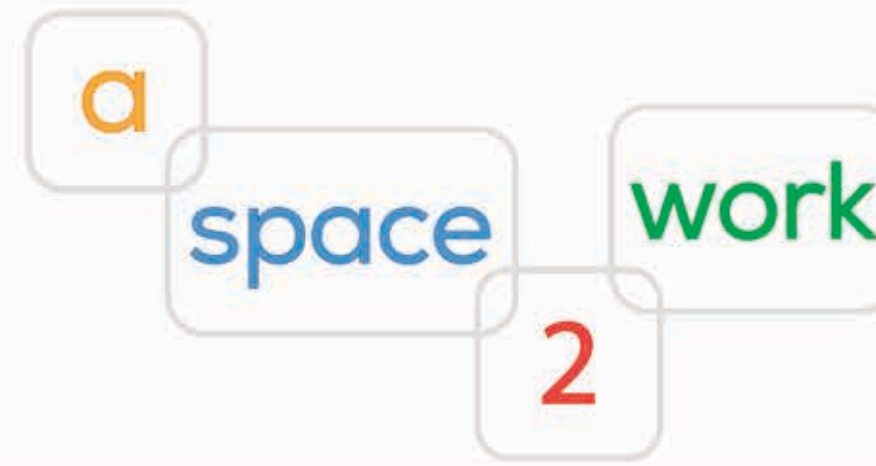


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# Jim Gregory

with L.R. Gregory and Son

## Family Pride

▶▶ partner spotlight

By **Laura Zickert**  
Photos by **Annette Patko**

Since 1952, L.R. Gregory and Son has been providing its customers with attentive service and quality products for all of their HVAC, plumbing, and roofing needs.

L.R. Gregory and Son has always been a family business, and it has stayed in the family. “My grandfather, Leroy Roman Gregory, left his job at U.S. Steel in Waukegan to take over a sheet-metal shop in Lake Forest,” says Jim. “Back then, much of the work was with general contractors building new homes.”

Leroy went on to found L.R. Gregory and Son in 1952, and since it started, the company has been a sheet metal-based business that creates and installs ductwork for HVAC systems, as well as gutters and flashings for roofing systems. In 1965, Jim’s father, Roy Gregory, took over the business. And while Jim planned to help in the business—he had been cleaning the shop and making drive cleats since he was eleven years old—he never expected to take on responsibility so early. In 1981, Jim was twenty-three and had just graduated from Lake Forest College. That same year, the family experienced tragedy when his father was killed in a plane crash. “It left our family and community devastated,” states Jim.

Jim took over the business, and his energetic

...







...

passion for investing in his family's business has seen to its growth and continued success. Jim's sister, Lori Baker, who has since become a founder of the Lake Forest Compass office, was a great help to the business. "She brought a [needed] woman's perspective to a mostly



male-dominated trade," notes Jim.

"At L.R. Gregory and Son, we separate ourselves by thinking outside the box and educating our customers on the various options that exist to enhance their HVAC and roofing systems," says Jim. "We strive to provide quality service and installations in these areas. We provide all HVAC services as well as roofing repairs

and replacements." For buyers and sellers alike, Jim and his team excel at getting current systems in working order and suggesting practical and possible enhancements to the existing systems. Of late, in following customers' needs, they've been concentrating more on renovation and new additions, often working directly with homeowners, as well as servicing and replacing furnaces, boilers, air conditioners, and tankless water heaters.

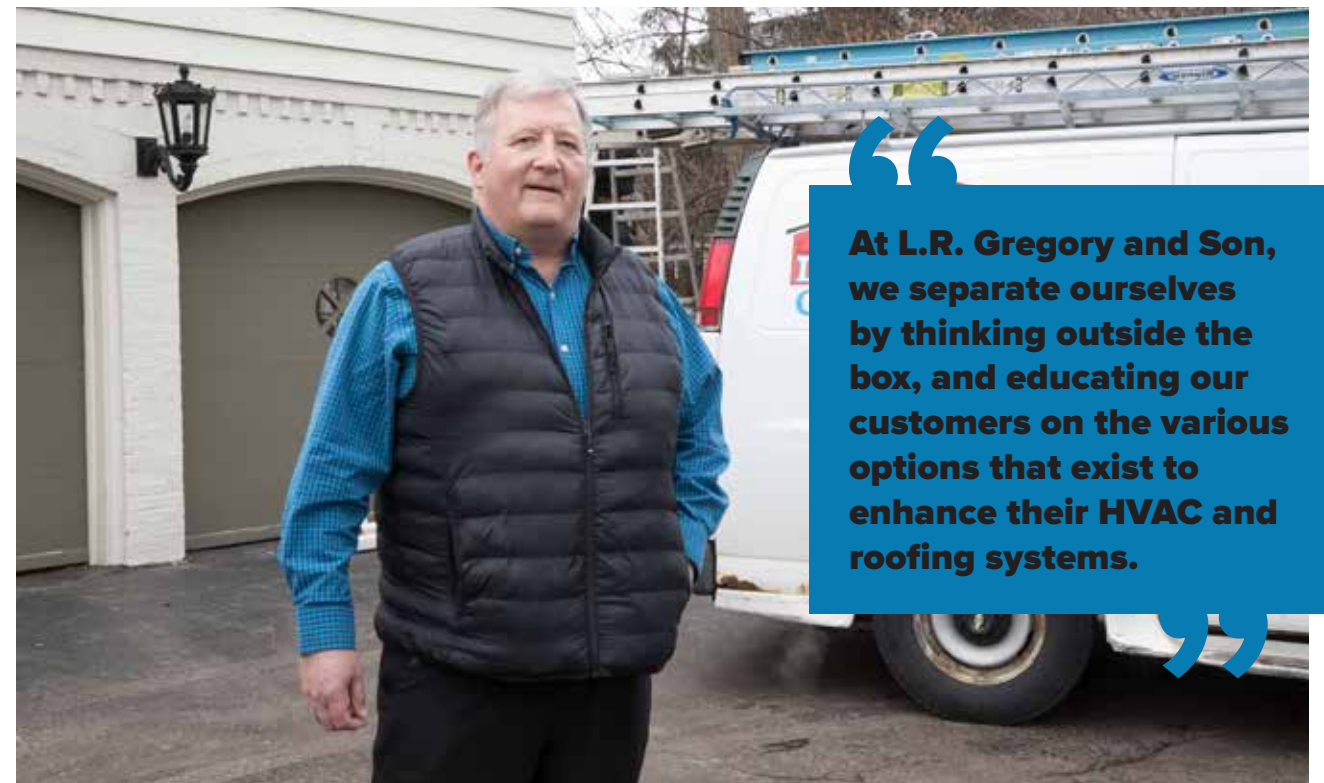
In the years since Jim took the helm at his company, the industry has seen many changes and advancements in technology. Jim notes, "We have seen more efficiency in heating, cooling, humidification, and air cleaning systems. With roofing, there [are now] a lot more options available with different roofing and gutter materials." The team at L.R. Gregory and Son finds success in finding the right solutions for each customer.

To offer an example of their customer care and quality of service, Jim says,

"I like to pass on my knowledge of ventilation, specifically in the attic." The team will assess whether or not any excessive heat or moisture is getting into the space and whether or not all bathroom fans, kitchen fans, and dryers are all venting properly through the roof. They'll find out in particular if a dampered roof vent is installed and working properly. Improper ventilation can lead to many mildew and mold issues. The team will assess all and investigate all areas of concern. Jim says, "Only then can we make rational decisions and proposals to accomplish the goal of a healthy house."

That level of attention and the company's policy of remaining "brand agnostic," as Jim explains, reassures their customers that the company's sole goal is to recommend the most efficient and cost-effective solution to their needs. Another reason why they've earned the trust of their clients, and what also sets them apart, is that L.R. Gregory and Son is fully licensed and insured.

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**“At L.R. Gregory and Son, we separate ourselves by thinking outside the box, and educating our customers on the various options that exist to enhance their HVAC and roofing systems.”**





...  
 Their care, innovation, and skills were also evident with a job on a Frank Lloyd Wright house in Lake Forest that needed a new roof. “We had to remove two layers of old cedar shakes,” Jim explains. “We saw that Wright’s original blueprint had a Bermuda-style roof, so we decided to create horizontal copper paneling using copper drive cleat connections, which are usually used to connect ductwork. It was challenging to do, but very satisfying to achieve what Frank Lloyd Wright had originally intended.”



Jim with his two daughters and their dog, Cocoo.

For Jim, success means balancing work, family life, and time with friends. He and his wife, Max, have three children—Royce (twenty-five), Meredith (twenty-three), and Mallory (twenty-one)—and together have built a life

they love. The family enjoys vacationing together—whether fishing in Wisconsin, sitting on the beach in Florida or skiing in Colorado—and seeking some adventure. One such adventure was hiking the eight miles to the Conundrum Hot Springs—located just outside Snowmass, Colorado—the highest natural hot spring in the country. “My son, two nieces, brother-in-law, and I hiked up through rough terrain and had to cross the glacial river about six times before we finally got to a campsite about a mile from the hot springs, and then it started to rain. We were all wet and soggy the next morning, but stepping into the warm, natural hot spring, surrounded by beautiful snowcapped mountain peaks, was incredible. It was an arduous goal, but one worth achieving,” he says. “So I

always say to try to think about taking ‘the road less traveled’ and to always stay curious so that you can pass on your knowledge to customers and family alike.”

Along with playing racquetball, paddle ball, golf, and bocce, in his spare time, Jim is involved in the local Lions and Rotary Clubs, as well as the chamber of commerce, and is currently serving as president of the Lake County Heating, Cooling Association. “I believe in belonging to local organizations and giving back to my community,” he says.

Long-established in the community, Jim’s family business has been able to help the individuals and families of their community through their services for generations.

To reach Jim and to learn more about the full array of services L.R. Gregory and Son provides its clients, visit their website at [www.LRgregory.com](http://www.LRgregory.com) or call 847-247-0216.

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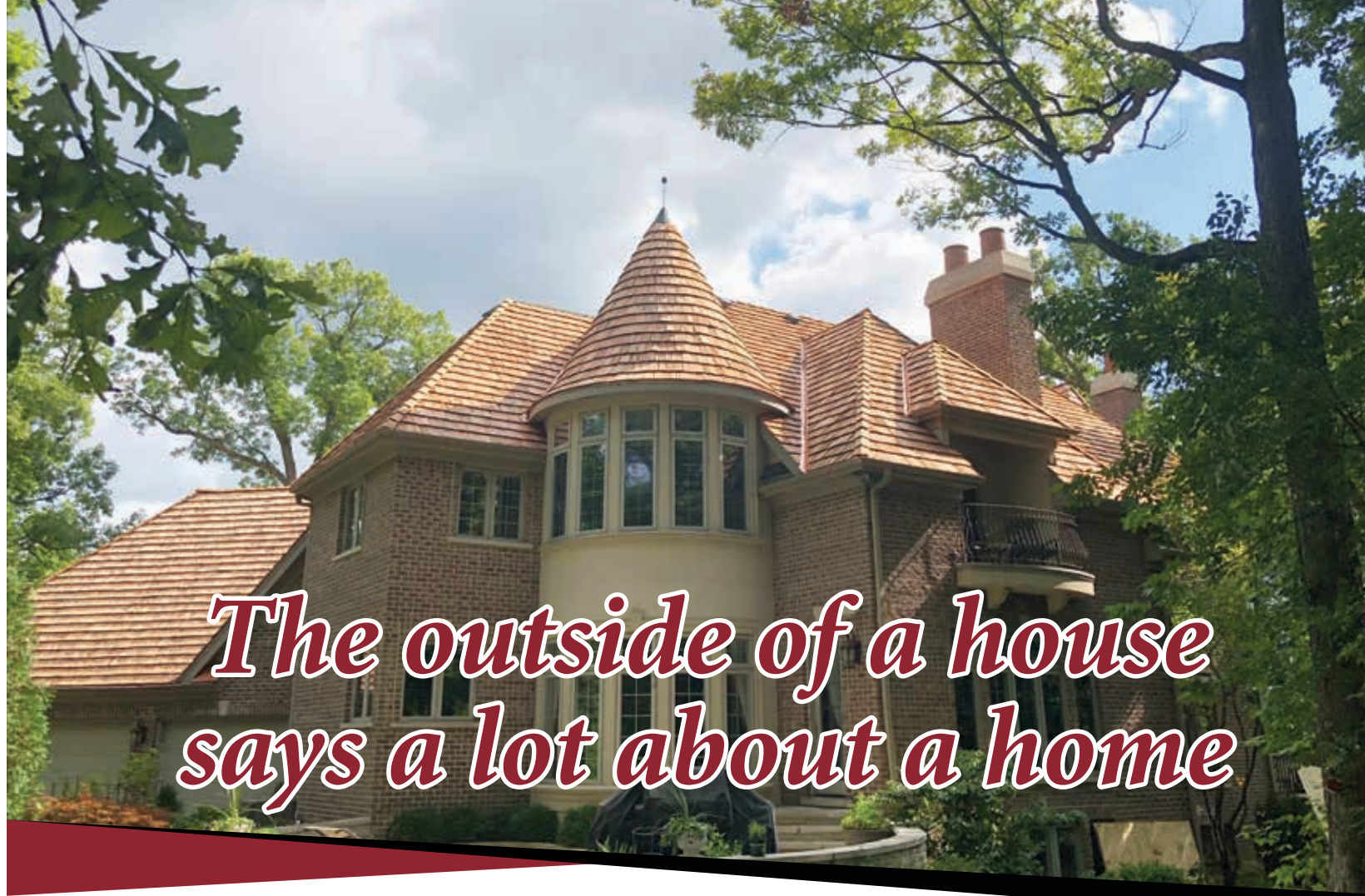



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# Stefanie & Vince RIDOLFO

▶▶ cover story

By Laura Zickert  
Photos by Joe Castello

## STAGING, SELLING, AND SUCCESS

Stefanie and Vince Ridolfo are a husband-and-wife real estate team in the North Shore. They have used their entrepreneurial gifts to help buyers and sellers with passion and purpose. Additionally, they have created a staging and remodeling interior design company called LIV Design. This business utilizes experts to “sell your listing for more money in less time.”

Prior to real estate, Stefanie was working in corporate sales. She says, “I wanted to truly feel like I was making a positive impact in someone’s life.” While Stefanie was pregnant with twins in 2014, she had trouble imagining going back to her existing career. When her brother encouraged her to explore real estate, she did, and ended up receiving her license in February of 2015.

The first home she sold was her own. They then entered a season of transition as they awaited to see how the business would grow. “After six months in the business, I made my first commission, and the rest is history,” said Stefanie. “The opportunities in real estate are endless, you just have to go and get them.”

Stefanie sees how generations before her made sacrifices that impacted those to come. “I’ve always looked up to both sets of my grandparents,” she says.

Like Stefanie, Vince looked up to his grandfather. When Vince was six years old, his father passed away and his grandfather stepped in to help raise him. “He always had a great perspective on life and taught me valuable lessons about being a good person,” says Vince. His grandparents were immigrants from Italy who valued a strong work ethic, and taught the value of family and

...







“I love building relationships with people and real estate was a vehicle to do that. Real estate is truly a business where we can help people through all their different stages and transitions of life.” – STEFANIE



... the importance of staying humble. “My grandfather passed away when I was twenty-two, and I feel like everything I do is to make him and my father proud of who I have become, as a grandson and son, and also as a father.”

When Vince first started his career, he began working in sales. “I had immediate success and that skill, to this day, is the most valuable skill I have. I have used it to propel my career,” he states. While he was working in corporate sales with ADP, Vince watched Stefanie grow her real estate business. Vince says, “I loved hearing stories about her day and interactions with clients. I always loved the investing side of real estate, and I wanted to help people navi-

gate the largest purchase they will ever make.” In October of 2017, Vince joined Stefanie and they created a team.

Together, they saw how staged homes sell 87 percent faster than non-staged homes. LIV Design has become an excellent wing of their real estate business. LIV Partners is a team of real estate agents affiliated with Compass Real



Stefanie & Vince with their three children: Domenic, Giulliana, and Joey.

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••• Estate in the Chicago, IL, office. Stefanie says, “We want everyone to *love* where they live, and we want to help them sell it for top dollar!”

Vince and Stefanie have seven-year-old twins named Domenic and Giuliana, and their younger son, Joey, is six. As a family, they love to go on vacations to Mexico, Florida, and California. Stefanie and Vince value family time—whether they are cheering on their kids at their sports games or sitting down with the whole family for Sunday dinner. They consider themselves big foodies, too, and enjoy exploring new restaurants.

When life is busy, burnout is possible. After experiencing a time of overextending herself, Stefanie shares, “I made a decision to change and become the best version of myself, so I changed my priorities to: God, family, work. There is just no other way. I started my daily practice of meditation/

prayer, journaling, and yoga. It has been instrumental in my journey back to health.”

In addition to the blessing of renewed health, Stephanie feels very blessed that she gets to work alongside Vince every day. She says, “I found my partner in life and in business. To be able to do it all together is awesome!”

With many goals for both businesses ahead, Vince says, “I am passionate about creating a business that provides a work-life balance and allows me to be present in my children’s lives. I also want to create a company that allows our employees to thrive and accomplish their goals.”

Stefanie and Vince Ridolfo are excited to continue growing their real estate investments, educate others on the process, and flip short- and long-term luxury properties.

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# TOP 100 STANDINGS

Teams and Individuals from January 1, 2022 to April 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jena	Radnay	15	\$39,350,700	11	\$25,398,000	26	\$64,748,700
2	Paige	Dooley	5.5	\$6,343,304	11.5	\$21,643,525	17	\$27,986,829
3	Jane	Lee	23	\$16,336,950	13	\$8,681,160	36	\$25,018,110
4	Susan	Maman	6	\$10,136,921	5.5	\$10,672,500	11.5	\$20,809,421
5	Connie	Dornan	16.5	\$13,487,322	6.5	\$6,784,000	23	\$20,271,322
6	Laura	Fitzpatrick	9	\$9,795,000	8	\$10,369,900	17	\$20,164,900
7	Ann	Lyon	4.5	\$15,150,000	5	\$4,687,500	9.5	\$19,837,500
8	Pam	MacPherson	12	\$14,740,000	7.5	\$3,717,475	19.5	\$18,457,475
9	Anne	Dubray	13	\$8,659,500	12	\$8,245,000	25	\$16,904,500
10	Karen	Arenson	4.5	\$11,762,000	2	\$4,230,000	6.5	\$15,992,000
11	Ted	Pickus	5.5	\$4,615,000	12	\$9,647,634	17.5	\$14,262,634
12	Megan	Mawicke Bradley	4.5	\$8,102,436	3	\$5,876,000	7.5	\$13,978,436
13	Dinny	Dwyer	5	\$9,919,600	4	\$3,446,000	9	\$13,365,600
14	Lori	Baker	3.5	\$7,229,500	2.5	\$5,626,750	6	\$12,856,250
15	Elizabeth	Jakaitis	4	\$6,105,500	3	\$6,700,000	7	\$12,805,500
16	Margie	Brooks	3.5	\$3,890,500	8.5	\$7,980,000	12	\$11,870,500
17	Katherine	Hudson	5	\$6,068,875	5	\$5,687,000	10	\$11,755,875
18	Alissa	McNicholas	3	\$6,807,000	2	\$4,885,750	5	\$11,692,750
19	Michael	Thomas	12	\$7,101,500	10	\$4,358,900	22	\$11,460,400
20	Jacqueline	Lotzof	1	\$1,002,500	13	\$10,228,000	14	\$11,230,500
21	Kathryn	Moor	1.5	\$3,749,000	4	\$7,440,000	5.5	\$11,189,000
22	Andra	O'Neill	4	\$5,715,500	4	\$5,260,000	8	\$10,975,500
23	Honore	Fru mentino	6	\$5,342,450	7	\$5,284,900	13	\$10,627,350
24	Nancy	Adelman	5	\$5,154,500	5	\$5,203,000	10	\$10,357,500
25	Brandy	Isaac	6	\$7,448,000	3.5	\$2,425,250	9.5	\$9,873,250
26	Marina	Carney	5.5	\$8,675,468	1	\$1,095,000	6.5	\$9,770,468
27	Andrew	Mrowiec	5	\$6,925,468	1.5	\$2,724,000	6.5	\$9,649,468
28	Missy	Jerfita	8.5	\$8,754,644	1	\$855,000	9.5	\$9,609,644
29	Annika	Valdiserri	6	\$7,750,000	2	\$1,825,000	8	\$9,575,000
30	Joanne	Hudson	5	\$5,729,525	4.5	\$3,454,500	9.5	\$9,184,025
31	Frank	Capitanini	2	\$2,947,500	2	\$6,005,000	4	\$8,952,500
32	Jody	Dickstein	5	\$8,922,500	0	\$0	5	\$8,922,500
33	Kathryn	Mangel	3	\$7,562,500	1	\$1,350,000	4	\$8,912,500
34	Catherine	King	2	\$6,840,000	2	\$1,980,000	4	\$8,820,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	James	Roth	5	\$5,561,000	4	\$3,126,954	9	\$8,687,954
36	Suzanne	Myers	9	\$6,754,900	2	\$1,910,000	11	\$8,664,900
37	Lisa	Trace	2.5	\$3,278,250	2	\$5,310,288	4.5	\$8,588,538
38	Roni	Nanini	7	\$5,935,500	2	\$2,630,000	9	\$8,565,500
39	Katharine	Hackett	2	\$3,200,000	4	\$5,362,000	6	\$8,562,000
40	Flor	Hasselbring	3	\$3,471,000	2	\$5,076,500	5	\$8,547,500
41	Annie	Flanagan	2	\$3,644,166	2	\$4,880,000	4	\$8,524,166
42	Alan	Berlow	10	\$6,792,500	3	\$1,656,000	13	\$8,448,500
43	Annie	Royster Lenzke	1.5	\$4,695,850	2.5	\$3,708,750	4	\$8,404,600
44	Geoff	Brown	3.5	\$2,369,950	10	\$5,993,000	13.5	\$8,362,950
45	Nathan	Freeborn	4	\$1,767,125	7	\$6,191,900	11	\$7,959,025
46	Mary	Summerville	6	\$2,846,400	5	\$5,055,900	11	\$7,902,300
47	Leslie	Maguire	5	\$6,109,000	2	\$1,690,000	7	\$7,799,000
48	Alyson	Tesar	1	\$837,500	5	\$6,930,000	6	\$7,767,500
49	Maureen	O'Grady-Tuohy	4.5	\$5,916,850	3	\$1,559,900	7.5	\$7,476,750
50	Marlene	Rubenstein	1	\$652,500	8	\$6,813,242	9	\$7,465,742

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. North Shore Real Producers and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

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for event details



# TOP 100 STANDINGS

Teams and Individuals from January 1, 2022 to April 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Lyn	Wise	6	\$5,025,000	2	\$2,355,000	8	\$7,380,000
52	Aaron	Share	5	\$4,325,100	5	\$2,983,100	10	\$7,308,200
53	Audra	Casey	5	\$4,782,000	4	\$2,439,000	9	\$7,221,000
54	Deborah	Hepburn	7	\$4,468,500	3	\$2,726,000	10	\$7,194,500
55	Kelly	Dunn Rynes	3	\$2,024,000	2	\$5,150,000	5	\$7,174,000
56	Monica	Corbett	2	\$5,394,000	3	\$1,761,400	5	\$7,155,400
57	Altran	Payne	7	\$3,264,500	8	\$3,861,000	15	\$7,125,500
58	Jackie	Mack	8.5	\$4,643,500	4.5	\$2,465,000	13	\$7,108,500
59	Carrie	McCormick	2.5	\$4,392,500	3	\$2,713,500	5.5	\$7,106,000
60	Susan	Teper	6.5	\$3,157,500	7	\$3,714,900	13.5	\$6,872,400
61	Howard	Meyers	0	\$0	4	\$6,869,000	4	\$6,869,000
62	Kimberly	Shortsle	1.5	\$1,765,000	5	\$5,078,000	6.5	\$6,843,000
63	Brooke	Bakalar Sloane	0.5	\$269,000	4	\$6,269,000	4.5	\$6,538,000
64	Janet	Borden	4	\$4,160,500	3	\$2,316,000	7	\$6,476,500
65	Leslie	McDonnell	5	\$3,084,000	5	\$3,345,612	10	\$6,429,612
66	Carrie	Healy	4	\$2,210,000	3	\$4,210,000	7	\$6,420,000
67	Beth	Wexler	4.5	\$2,705,750	5.5	\$3,689,350	10	\$6,395,100
68	Barbara	Shields	3.5	\$4,993,000	2	\$1,390,000	5.5	\$6,383,000
69	Meredith	Schreiber	2	\$1,662,000	3	\$4,700,000	5	\$6,362,000
70	Robert	Picciariello	9	\$6,354,724	0	\$0	9	\$6,354,724
71	Lindy	Goss	5.5	\$3,508,938	4	\$2,837,900	9.5	\$6,346,838
72	Katharine	Waddell	2	\$1,162,000	3	\$5,061,871	5	\$6,223,871
73	Jeff	Ohm	4	\$4,837,071	1	\$1,276,500	5	\$6,113,571
74	Linda	Levin	6	\$2,520,000	3	\$3,579,000	9	\$6,099,000
75	Mary	Grant	2.5	\$2,508,750	3.5	\$3,434,000	6	\$5,942,750
76	Nancy	Gibson	2	\$2,227,500	6	\$3,654,256	8	\$5,881,756
77	Mohammed	Iftikhar	8	\$3,246,499	3	\$2,573,786	11	\$5,820,285
78	Courtney	Cook	1.5	\$1,350,000	3	\$4,346,000	4.5	\$5,696,000
79	Katherine	Harris	0.5	\$587,500	5	\$5,082,500	5.5	\$5,670,000
80	Lori	Mattice	24	\$4,152,390	7	\$1,419,900	31	\$5,572,290
81	Chris	Veech	4	\$3,500,000	2	\$2,020,839	6	\$5,520,839
82	Elizabeth	Iantoni	2	\$3,582,644	2	\$1,924,000	4	\$5,506,644
83	Glo	Rolighed	3	\$3,000,000	2	\$2,496,529	5	\$5,496,529
84	Janice	Hazlett	2.5	\$1,177,500	5	\$4,304,000	7.5	\$5,481,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Mona	Hellinga	3	\$3,471,000	2	\$1,901,500	5	\$5,372,500
86	Harris	Ali	3.5	\$1,681,450	9	\$3,682,000	12.5	\$5,363,450
87	Sally	Mabadi	4.5	\$3,541,750	1	\$1,800,000	5.5	\$5,341,750
88	Betsy	Burke	2	\$3,269,000	2	\$2,025,500	4	\$5,294,500
89	Cheryl	O'Rourke	4	\$2,649,000	3	\$2,610,500	7	\$5,259,500
90	Kati	Spaniak	6	\$3,353,000	2	\$1,902,927	8	\$5,255,927
91	Victoria	Stein	5	\$3,018,000	4	\$2,220,500	9	\$5,238,500
92	Richard	Giese	5	\$2,570,000	5	\$2,570,000	10	\$5,140,000
93	Mark	Ahmad	8	\$3,714,000	4	\$1,401,000	12	\$5,115,000
94	Marla	Schneider	5.5	\$3,236,450	3.5	\$1,841,000	9	\$5,077,450
95	Daria	Andrews	4.5	\$3,334,000	2	\$1,690,000	6.5	\$5,024,000
96	Allison	Silver	2	\$2,794,527	4	\$2,221,000	6	\$5,015,527
97	Jane	Goldman	2	\$545,000	3	\$4,467,100	5	\$5,012,100
98	Christie	Ascione	0.5	\$53,600	4	\$4,958,000	4.5	\$5,011,600
99	Jeannie	Kurtzhals	3	\$2,864,000	3	\$2,145,000	6	\$5,009,000
100	Nathan	Wynsma	3	\$3,630,892	1	\$1,300,000	4	\$4,930,892

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