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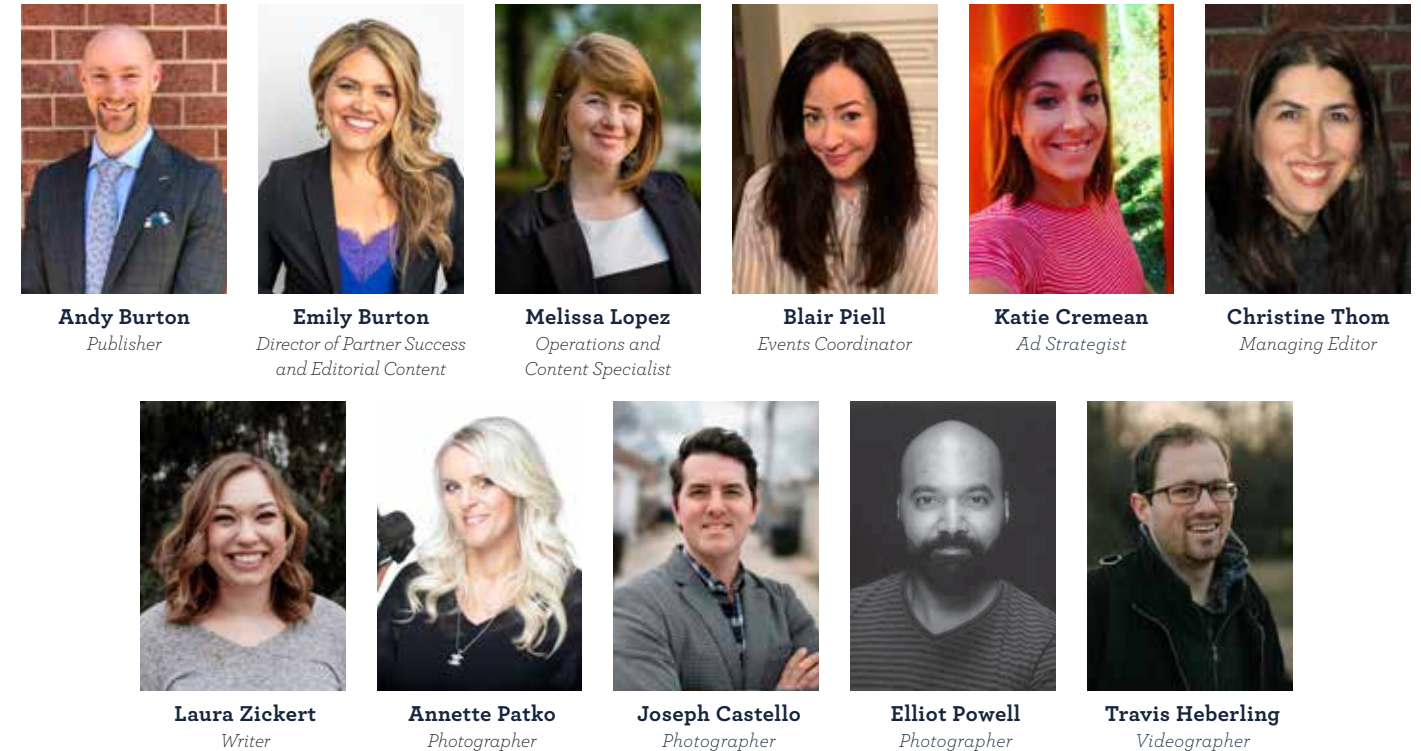
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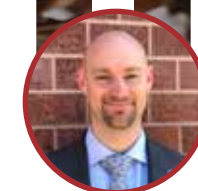
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➤ publisher's note

GRATITUDE



Andy Burton

Publisher

andy.burton@RealProducersMag.com

November: the stereotypical month of giving thanks. I do my best to live my life with gratitude daily, but if you're anything like me (human), my best isn't quite 100 percent sufficient. Faith, family, friends, food, and my flat (trying to stick with an "F" theme here) are things that have always been present in my life. Intentionally directing my thoughts toward these five elements has made me realize the privilege I have of never having to worry about one of them becoming scarce or absent.

I completely understand the industry we are working in. We have goals we want to achieve, we want to help more clients, we want to raise the bar and surpass our numbers from last year, and there is nothing wrong with striving for such things—it's the reason many of us felt an attraction to real estate in the first place. However, when sheer ambition and greed jeopardize our thoughts of being grateful for what we do have, perhaps it's time to step back and take a blessings inventory.

Speaking of blessings, I was overjoyed to see everyone at our fall event last month at 28 Mile Distilling Company. Photos to come in the December issue!

I love this town.



Thanks, North Shore.

I love being here to help in a community where people are making a difference every day. Thank you for all you do.

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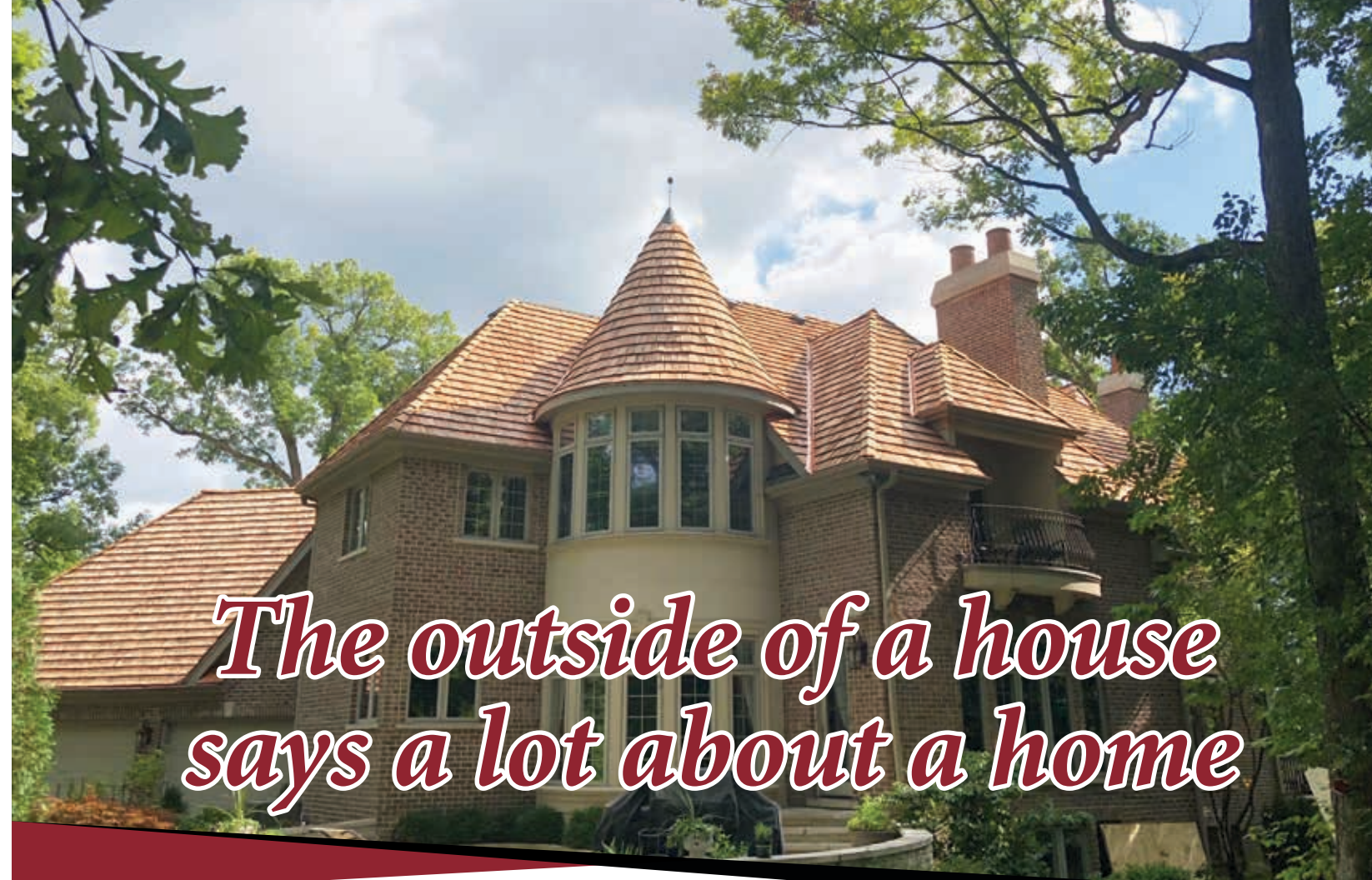
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ELAINE

Bykerk Glidden



Former Hair Stylist Highlights Social Skills in REALTOR® Second Act

► agent feature

By Lauren Young
Photos by AbiV Photography

Many of Elaine Bykerk Glidden's uncles and cousins worked in real estate. One listed and sold hotels. Another invested in and flipped mobile home parks. One cousin, a builder, listed and sold the homes he constructed, while another cousin was a successful residential REALTOR®. So it seemed like a natural second career for her after her many years working as a successful hairstylist.

"They all did well. They were very successful and loved what they did. I saw that from a young age," says Elaine, who grew up in western Michigan. "It just seemed to make sense for me to pursue real estate when my children were old enough."

In 1990, Elaine, who is now with Berkshire Hathaway HomeServices Chicago, decided it was time to transition into her real estate career. "I didn't want to still be doing hair as I aged, standing on my feet for hours or bending over a shampoo bowl when I was old," she explains. "My first career prepared me well. You become a good listener when you're talking to people about their life all day, every day."

Over time, Elaine took fewer hair appointments and more real estate gigs. Her earliest real estate clients came from her happy network of her then current and past salon customers.



"The trust we had with each other already existed," Elaine says. "It was fun when those customers became home buyer clients, and they still come to me with house questions. Everyone is always asking how the market is, especially now."

It certainly was not as easy a shift as she expected. During this time, Elaine overcame many personal challenges, including a long divorce, acting as a single mom for eleven years, taking care of her home, and juggling her daily tasks. She persevered through those tough seasons by focusing on her clients and staying in constant contact with them. It's a mindset she adopted after her own home selling experience.

"Prior to my time in real estate, I had my own home on the market," Elaine remembers. "My children were small and keeping the house neat for showings was not easy. When I listed my home with a REALTOR®, the agent put a sign in front but then I never heard from her again."

"Communication was missing, and I didn't know what to expect," she adds. "I learned that was not the way clients should be treated. That stuck with me. So now I talk with my clients weekly, if not more often."

Happily, Elaine found love again. When she married her husband, Dick, her sons were in college. Dick's



new people and making friends along the way is fun for me.”

As if she weren't busy enough, Elaine serves as the president of her neighborhood homeowners association of 304 homes. She also serves as her office's co-ambassador for BHHS Chicago's Week of Kindness initiative, for which she recently led a Project Linus blanket-making event at her office. She is active in her church's garden group and sponsors a seven-year-old child in Honduras, to whom her family writes frequent letters. Elaine also enjoys spending time with their kids and grandkids, sharing meals, golfing, and playing games.



Elaine and her husband, Dick.

As she reflects on her long career in real estate, Elaine feels fortunate to still be in touch with those early, happy clients who were her customers back when she was a hairstylist and be able to call them true friends.

“It's so rewarding to not only know [for yourself] that you've made a client happy, but to also have them tell you as much,” she reflects. “I think real estate will always be a part of my life. I love what I do, and I don't feel that I will ever really want to retire from this, nor do I have to.”

children were grown and out of the house, too, which left them empty nesters. While others might be tempted to slow down, having more time gave Elaine renewed passion for life as an engaged REALTOR®.

“Being an agent got easier once the kids were older and I found Dick,” says Elaine. “I could focus on my new life and sell real estate with more enthusiasm. I am thankful for having lots of energy, and I've noticed that I seem to be happier when I'm busy.”

Throughout her thirty-two years as a full-time real estate pro, Elaine has held many roles in addition to her

agent work. She has been an assistant manager, has managed an office, and she has trained agents in eight different offices. Today, Dick supports Elaine's business by providing writing and editing support that includes proofing her brochures, and he helps her prepare her postcards. His attention to tasks in the background frees up Elaine to concentrate on client care.

“Wearing those other hats gave me a greater appreciation for what goes on within an office and company,” says Elaine. “In the end, going back to work with sellers and buyers is still my favorite part of the job. I like the flexibility that I enjoy, and meeting



“
I think real estate will always be a part of my life...”



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▶ partner spotlight

By Chris Menezes
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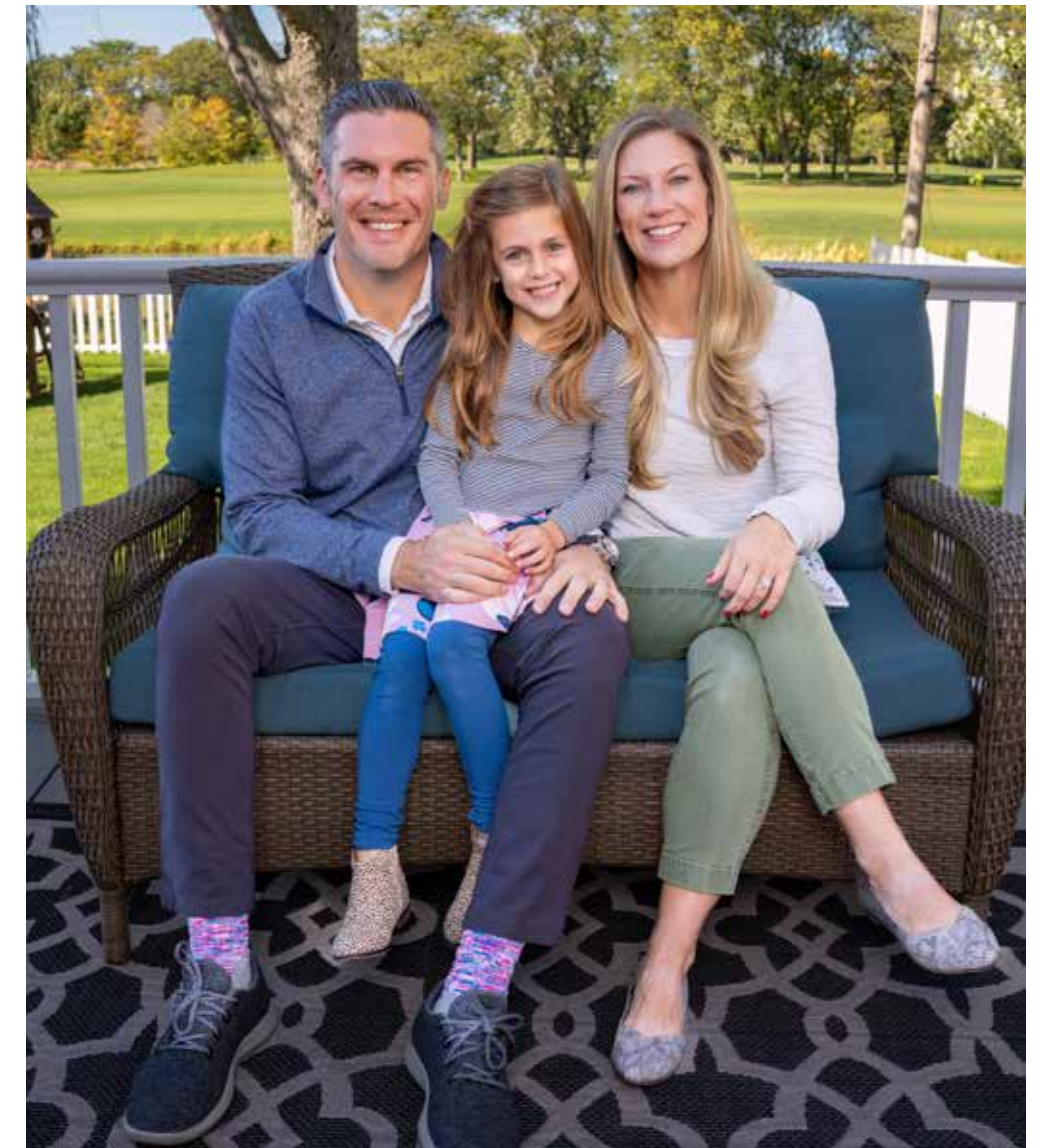
Winning in the Mortgage Industry: The Rewards of Relationships

For Alex Filin of Guaranteed Rate, the mortgage business is much more than helping people finance a property: it's about relationships, the American Dream, and creating a life that is fulfilling because of the people you work with every day. Alex has built a thriving mortgage business because he goes above and beyond for people, impressing them with his service. And making lifelong friends out of his business partners and clients is one of his biggest rewards.

Alex worked as a financial advisor for New York Life and in just three years, at the age of twenty-six, he became a partner. During his final year, however, a change in management and the overall environment made him reconsider his future in the industry.

As he was beginning to consider other career paths, he happened to go golfing with one of his best friends, Justin Lopatin, a mortgage lender with Guaranteed Rate, and Amir Syed, a branch manager at Guaranteed Rate. Alex is a big believer in everything happening for a reason, and he feels that this day was a huge blessing in disguise.

...



Alex with his wife, Jennifer, and daughter, Piper.

Alex golfing.



“I have won numerous deals for my buyers by simply picking up the phone and making a call.”



Alex is very proud and grateful for his daughter, Piper. He and his wife, Jennifer, are open about their journey with having Piper through IVF, knowing many people go through the same struggle to have a family. They plan to have a second child to round out their family, which also includes their Goldendoodle, Jeffrey. When Alex isn't working, he loves to be with his family. A past Division I football player, Alex also loves sports. He enjoys playing golf these days and is an avid Bears and Bulls fan.

“There are many mortgage lenders in Chicago, and especially at Guaranteed Rate (the number one lender in Illinois), but having a lender you can count on (evenings, weekends, etc.) goes a long way,” Alex says. “So, work with a lender who will truly help you grow through the business relationship and beyond, and is there for you and your clients when you need them most.”

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...

“They could tell something was off and that I was unhappy with my work situation,” Alex explains. “After our round of golf we had a two-hour conversation in the parking lot, and I went home that night with a lot to consider. Three months later (with my wife’s approval, of course!) I took the leap of faith. I now work with one of my best friends and Amir, who has become a great friend as well. Not only do we all work together, but we also golf and vacation with our families together. I am truly grateful for them!”

Empowered to thrive in a positive work environment with like-minded people, Alex went on to build the kind of business he always wanted: one that was based on doing the right thing by people to achieve the goal of homeownership. This is why he intentionally and consistently goes out of his way to make things happen for his referral partners and their clients. It’s also why he always calls the listing agent after an offer is submitted, and does a follow-up call with the client after closing.

“Unfortunately, many real estate agents have been burned by bad lenders in the past for not closing on time; not truly pre-approving a buyer, causing issues to arise two weeks into the loan process; next to no communication; and so much more. So, the listing agent wants to vet the buyer, and they want to talk to the person providing the loan or mortgage. I have won numerous deals for my buyers by simply picking up the phone and making a call,” he says.

Alex is driven by more than just maintaining his business and partnerships. He has a sincere belief in the American Dream of homeownership, and a deep conviction to love and honor his family. He recalls the story of when his parents came to the United States from Latvia (former USSR/Russia) in 1990 with only \$640 to their name, and how they lived in an apartment until Alex was sixteen years old.

“When my parents bought their first home (a true American Dream), I remember how happy and proud I was of them. Living in a home and not an apartment at [age] sixteen made me feel [I was] very cool! My parents sacrificed a lot to leave their home country, and I will always feel indebted to them for the sacrifices they made. My parents risked it all to make sure their son (me) had a better life and more opportunities than they ever had. I now do the same for my daughter,” he explains.

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John Morrison



Photo credit: Linda Barrett

▶▶ cover story

By **Chris Menezes**
Photos by **Joe Castello** and **Linda Barrett**

Riding the Waves

John Morrison doesn't mess around. As the number one real estate broker in Barrington for closed volume since 2010, ranking among the Top 1% of agents nationwide, he contributes much of his success to a tenacious work ethic—a work ethic that was instilled in him from a young age.

"I got my work permit at age fourteen and worked at my dad's office in Wauconda, cleaning the office and clearing two acres of weeds behind the warehouse," he says.

Following the example of his father, who ran his own business while raising John and his brother as a single parent, John sought to work for himself. While he wasn't that great of a student, barely getting into Southern Illinois University (SIU) as a "C" student, he was determined

to become successful. After two years at SIU, he transferred to University of Illinois Chicago and lived in the city for three years.

While in college, John studied business and thought about opening a restaurant. However, after working for a time as a bartender at a friend's restaurant, he decided it wasn't the right industry for him. He discovered real estate shortly afterward, and within two days of graduating, was starting a five-day crash course in real estate to get his license.

Starting his real estate career at such a young age was a challenge for John. The average agent in his area at the time was fifty-seven years old. It was when the internet was just starting to change the industry and many brokers were still intimidated by it. John embraced the internet and used it to his advantage. He also noticed that many brokers weren't doing any personal branding. So, he'd sit in on open houses of other broker's listings and was able to pick up a lot of clients.



Photo Credit: Joe Castello



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“ I need to be challenged in almost every aspect of my life to feel I am working hard to improve and overcome obstacles. **THAT IS WHAT MAKES ME HAPPY.** ”

...

The scariest time for John was during the market crash of 2008. “I think we all thought that the market would never come back,” he recalls. “I actually got licensed as an EMT. I went to night classes for months after working my real estate business during the day. I thought I was going to have to find a new income elsewhere. At the same time, I adjusted my real estate business and pivoted to meet the market needs. I did end up completing my EMT licensure and tested at a few fire departments, but my real estate business took off, with all the changes I’d implemented, and I have never looked back.”

John became the number one agent for closed volume in Barrington in 2010 and has held that position ever since. He says much of his success comes from systems. He explains that because he has

OCD tendencies, he needs everything to operate within some type of organizational pattern, especially because real estate can be a “crazy business.” In fact, he says that if he could speak to his twenty-five-year-old self, he would say:

“Get an assistant and start delegating more; buy more real estate investments, of course; and look at the market from the outside.”

“We could have seen what was coming in 2008 if we’d backed out of the day-to-day and analyzed the market,” he continues. “The next

...



John and his family.

Photo credit: Yellow Coat Photography

...

buying opportunity is upon us now in this changing market.”

The most interesting thing about John’s success as a real estate agent is that he sees himself as an introvert. While he might be more reserved, he has found that after a full day of interacting with people, he feels fulfilled. “I need to be challenged in almost every aspect of my life to feel I am working hard to improve and overcome obstacles. That is what makes me happy,” he says.

John also supports organizations that care for the community including Barrington Children’s Charities, Barrington Youth & Family Services, and the Shepherd’s Circle.

Because John has been working hard since the age of fourteen, he is beginning to focus on carving more time

out for his family and personal improvement. He does agree, however, that his wife, Priscilla, has the hardest job of the two of them: raising their two daughters, Gianna and Gabriella. Both Gianna and Gabriella are heavily involved in school, softball, cheerleading, and tumbling. As a family, they love to vacation and go boating.

John usually gets up before anyone else to get in a quick workout or swim to clear his head. He confesses his only vice is cars, having bought and sold many over the years. However, you can usually find him poolside at his home, listening to his favorite music when he really wants to relax.



Photo Credit: Joe Castello

When it comes to real estate, however, John doesn’t mess around. No matter how the markets decide to turn in the future, one thing is for sure; John will continue to ride the wave and let his work ethic speak for itself. It will be hard to supplant this top producer from the number one seat for volume in Barrington.



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▶▶ on the rise

By Chris Menezes
Photos by Joe Castello

Jodi Cinq-Mars has always been an outside-the-box thinker with the good of others at heart. An educator, ministry director, top-producing REALTOR®, and team leader, she has lived a life of service and built her success on helping people and doing right by others.

Jodi was taught to “live out loud,” growing up on a farm in a small town in Central Illinois. Her parents told her the only things she could not achieve were the things she never tried. And when she was confronted with a problem, even as a kid she knew how to get to the heart of it and find the best solution.

For example, when she was in fourth grade, she would always get a jump rope from her older sister, who had recess right before her. Because there were only a limited number of jump ropes and everyone wanted one, kids would always ask to play with

her. Knowing she couldn’t play with everyone, Jodi made a sign-up sheet for them and whoever’s name was on the list first would have a turn. Then one day, a girl asked if she could pay a dollar to sign up in advance.

Before she knew it, the principal was calling her out of class. “He said several kids had stopped eating lunch because they were giving me their money!” explains Jodi. “He told me this was a big problem, and I said, ‘I agree!’ He asked me, ‘How much money did you take?’ I said, ‘I didn’t take any money. All \$44.00 is in my desk.’ He said, ‘Well, I think you are the problem.’ I politely disagreed and said, ‘I think the real problem is that we need more jump ropes. Let’s take this money and get some more!’”

That was only the beginning of Jodi’s efforts to improve the lives of kids at school. She went on to earn a bachelor’s in education, a master’s in curriculum and design, and a master’s in educational administration. She was the first person in her family to graduate college and to become a teacher and assistant principal. When she eventually left the school system, she became the director of the children’s ministry at her church and revamped the curriculum and layout of children’s religious education.

It was around this time that Jodi first got into real estate as well. “A friend asked me to go with her to get her license,” Jodi explains. “I thought real estate would be another great

way to bring together my passion for serving and educating. I absolutely love that real estate, education, and ministry (serving others) go hand-in-hand.”

However, when Jodi obtained her real estate license in 2018, her husband, Bob, received a job opportunity in Pittsburgh and they ended up moving there. So, Jodi obtained her Pittsburgh license and decided to start her career in a place where she knew absolutely no one. Although she felt it would be nearly impossible to start a real estate business in a place where she even got lost going to the grocery store, she joined a team and was able to work with some fantastic agents who gave her hands-on lessons and taught her the day-to-day management of a real estate transaction. She quickly networked with

a top-producing agent who personally mentored her every step of the way.



“Cathy W. introduced me to the power of networking, which is one the most important things I learned in Pittsburgh. I watched, listened, took classes, and assisted on as many transactions as possible,” she explains.

In 2020, Jodi had a chance to move back to Chicago. They not only moved back, but Jodi also called the people they’d sold their home to and asked if they could buy it back from them.

After a couple of days, they agreed, and Jodi’s family was able to move back into their very own home. Another great out-of-the-box solution!

“To me, success happens every single day, one deal at a time...”

Jodi Cinq-Mars

OUTSIDE THE BOX



Jodi and her husband with the team: Alli, Jill, Pam, and Laura (not pictured Joan and Dale).

Jodi joined a team out of Grayslake and hit the ground running. Using everything she had learned in Pittsburgh, she closed sixteen transactions within her first six months, and an additional sixty-three the following year. This past year, she decided to go on her own and formed the Cinq-Mars Group.

“I have always been a people person, and I know that what I do in this business is not about me at all,” she says. “What makes me successful as an agent is the network of people that I surround myself with day in and day out. My preferred lenders, attorneys, contractors, my administrators, my team, my family, my office—we, together, can accomplish anything!”

Jodi and Bob have two grown sons, Zack and Tyler, a brilliant

daughter-in-law Sarah, and a spunky little Goldendoodle, Oakley, that keeps them on their toes. “My family is fantastic!” Jodi says. “Bob is my everything. He often shakes his head when I call and say, ‘I left a guinea pig on the table, but don’t worry, I’m not keeping it,’ or ‘I need nine deer heads picked up,’ or ‘I’ll be filling the garage with some things until we can figure out a pickup time,’” she says, laughing. “The list literally goes on and on. I always end with the words, ‘Just love me!’ And luckily, he does.”

As Jodi continues to build her team and focus on building up her agents while serving her clients, there is no doubt she will continue to provide those out-of-the-box solutions that always make the difference.

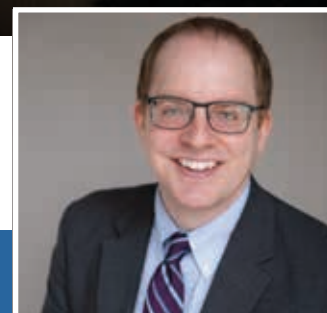


Jodi and her family enjoying Lake Minnetonka in Minnesota.

“To me, success happens every single day, one deal at a time. I don’t think we ever get to a certain point and say, ‘I have arrived.’ Each day we get up and hit it hard and do the right thing. It’s not about the finish line, it’s about the journey. I have read that where your passion and the world’s needs collide, you find your purpose. I have absolutely found my purpose in real estate.”



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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	121	\$73,563,455	88.5	\$47,774,531	209.5	\$121,337,986
2	Jena	Radnay	22.5	\$52,316,100	21	\$61,936,000	43.5	\$114,252,100
3	John	Morrison	71	\$65,666,318	39.5	\$35,453,078	110.5	\$101,119,396
4	Paige	Dooley	23.5	\$46,091,804	25.5	\$47,895,550	49	\$93,987,354
5	Connie	Dornan	45.5	\$35,344,207	32.5	\$29,160,898	78	\$64,505,104
6	Kim	Alden	35	\$14,017,801	132	\$47,886,253	167	\$61,904,054
7	Holly	Connors	66	\$36,512,500	45.5	\$22,636,764	111.5	\$59,149,264
8	Maria	Delboccio	52.5	\$26,570,125	53	\$31,895,225	105.5	\$58,465,350
9	Sarah	Leonard	88.5	\$31,282,646	82.5	\$26,146,323	171	\$57,428,970
10	Ann	Lyon	12.5	\$40,135,000	9	\$10,632,500	21.5	\$50,767,500
11	Leslie	McDonnell	63.5	\$29,134,371	43	\$21,093,437	106.5	\$50,227,808
12	Dean	Tubekis	34.5	\$31,454,675	22.5	\$15,761,000	57	\$47,215,675
13	Daynae	Gaudio	125	\$46,691,930	0	\$0	125	\$46,691,930
14	Craig	Fallico	46.5	\$23,134,000	36	\$20,180,400	82.5	\$43,314,400
15	Anne	Dubray	33	\$28,225,000	22	\$14,622,500	55	\$42,847,500
16	Pam	MacPherson	18	\$21,535,500	21.5	\$19,240,715	39.5	\$40,776,215
17	Joanne	Hudson	20	\$33,046,525	6	\$6,861,500	26	\$39,908,025
18	Milena	Birov	5.5	\$22,258,000	2	\$17,575,000	7.5	\$39,833,000
19	Missy	Jerfita	25	\$27,683,810	10	\$8,151,400	35	\$35,835,210
20	Jacqueline	Lotzof	9	\$7,338,500	32	\$28,351,900	41	\$35,690,400
21	Susan	Maman	12	\$21,738,921	8.5	\$13,761,500	20.5	\$35,500,421
22	Vaseekaran	Janarthanam	27	\$12,367,700	49	\$21,524,800	76	\$33,892,500
23	Nicholas	Solano	50	\$32,113,063	0	\$0	50	\$32,113,063
24	Beth	Wexler	24.5	\$17,787,300	19.5	\$14,190,350	44	\$31,977,650
25	Lisa	Wolf	51	\$22,635,326	23.5	\$7,835,996	74.5	\$30,471,322
26	Nancy	Gibson	21	\$18,087,269	14	\$11,788,676	35	\$29,875,945
27	Ted	Pickus	15	\$13,859,250	22.5	\$15,702,384	37.5	\$29,561,634
28	Mary	Grant	5.5	\$10,767,750	11	\$17,116,000	16.5	\$27,883,750
29	Andrew	Mrowiec	10	\$16,094,210	7.5	\$11,676,291	17.5	\$27,770,500
30	Jim	Starwalt	53	\$14,163,699	44.5	\$13,535,100	97.5	\$27,698,799
31	Margie	Brooks	9.5	\$10,590,000	16.5	\$17,104,000	26	\$27,694,000
32	Bill	Flemming	40	\$22,631,189	9	\$5,040,508	49	\$27,671,697
33	Abhijit	Leekha	21	\$8,031,900	42	\$19,638,442	63	\$27,670,342
34	Danny	McGovern	23.5	\$15,918,900	12	\$11,528,900	35.5	\$27,447,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Megan	Mawicke Bradley	7	\$12,605,936	8.5	\$14,090,500	15.5	\$26,696,436
36	Kati	Spaniak	21	\$13,750,958	15.5	\$12,362,927	36.5	\$26,113,885
37	Mona	Hellinga	8	\$13,593,615	4	\$12,094,000	12	\$25,687,615
38	Linda	Little	44.5	\$25,687,566	0	\$0	44.5	\$25,687,566
39	Cheryl	Bonk	44.5	\$25,687,566	0	\$0	44.5	\$25,687,566
40	Matthew	Messel	42	\$15,751,875	22	\$9,572,533	64	\$25,324,408
41	Lori	Rowe	24	\$17,693,200	13	\$7,483,250	37	\$25,176,450
42	Samantha	Kalamaras	26	\$12,787,420	22	\$12,366,149	48	\$25,153,569
43	Jody	Dickstein	9	\$20,531,500	3	\$4,277,000	12	\$24,808,500
44	Anita	Olsen	62	\$24,224,175	0	\$0	62	\$24,224,175
45	Marina	Carney	10.5	\$17,844,210	4	\$6,274,000	14.5	\$24,118,210
46	Robbie	Morrison	23	\$15,475,083	13	\$8,383,000	36	\$23,858,083
47	Kathryn	Moor	1.5	\$3,749,000	9.5	\$19,827,000	11	\$23,576,000
48	Andra	O'Neill	15	\$15,710,000	6	\$7,610,000	21	\$23,320,000
49	Kathryn	Mangel	6.5	\$14,617,500	4	\$8,450,000	10.5	\$23,067,500
50	Vittoria	Logli	18	\$15,549,660	9.5	\$7,122,250	27.5	\$22,671,910

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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51	Jeannie	Kurtzhalts	11	\$14,515,000	8	\$7,870,000	19	\$22,385,000
52	Marlene	Rubenstein	7	\$5,982,450	21.5	\$16,186,642	28.5	\$22,169,092
53	Susan	Teper	15	\$9,368,500	17	\$12,689,122	32	\$22,057,622
54	Caroline	Starr	21.5	\$11,197,961	24.5	\$10,747,800	46	\$21,945,761
55	Robert	Picciariello	52	\$21,279,273	0	\$0	52	\$21,279,273
56	Jamie	Hering	29.5	\$10,178,050	33.5	\$11,011,000	63	\$21,189,050
57	Karen	Arenson	7	\$14,849,500	4	\$6,325,954	11	\$21,175,454
58	Flor	Hasselbring	8	\$13,593,615	3	\$7,354,000	11	\$20,947,615
59	Alissa	McNicholas	5	\$7,817,000	9.5	\$13,068,750	14.5	\$20,885,750
60	Janet	Borden	17	\$12,752,340	9	\$7,730,750	26	\$20,483,090
61	Laura	Fitzpatrick	3	\$2,230,000	14	\$18,177,400	17	\$20,407,400
62	Alan	Berlow	21	\$12,943,438	12	\$7,414,623	33	\$20,358,061
63	Annie	Flanagan	2.5	\$4,144,166	7	\$15,970,657	9.5	\$20,114,823
64	Honore	Fru mentino	16.5	\$13,320,950	11	\$6,763,650	27.5	\$20,084,600
65	Pat	Kalamatas	35	\$17,413,140	8	\$2,312,500	43	\$19,725,640
66	Linda	Levin	14	\$11,114,750	6	\$8,439,000	20	\$19,553,750
67	Lisa	Trace	6	\$8,961,250	8.5	\$10,523,288	14.5	\$19,484,538
68	Stephanie	Andre	15.5	\$10,960,975	12	\$8,418,900	27.5	\$19,379,875
69	Lindsey	Kaplan	13.5	\$5,920,550	21	\$13,439,100	34.5	\$19,359,650
70	Bonnie	Tripton	9	\$12,819,824	3	\$6,520,000	12	\$19,339,824
71	Katherine	Hudson	8.5	\$10,731,875	7	\$8,570,000	15.5	\$19,301,875
72	Nancy	Adelman	11.5	\$13,447,500	6	\$5,278,000	17.5	\$18,725,500
73	Katharine	Hackett	5.5	\$8,657,500	6	\$9,437,000	11.5	\$18,094,500
74	Cory	Green	6	\$5,225,000	12	\$12,844,000	18	\$18,069,000
75	Winfield	Cohen	26.5	\$11,966,100	14	\$6,077,300	40.5	\$18,043,400
76	Connie	Antoniou	14.5	\$13,059,175	8	\$4,964,305	22.5	\$18,023,480
77	David	Schwabe	18	\$7,229,900	23.5	\$10,618,700	41.5	\$17,848,600
78	Tamara	O'Connor	32	\$11,429,400	21	\$6,282,300	53	\$17,711,700
79	Judy	Greenberg	17	\$11,319,500	11	\$6,309,900	28	\$17,629,400
80	Audra	Casey	17	\$12,279,888	9	\$5,331,527	26	\$17,611,415
81	Kimberly	Shortsle	5	\$6,115,000	11	\$11,439,275	16	\$17,554,275
82	Elizabeth	Jakaitis	7	\$8,723,400	4	\$8,800,000	11	\$17,523,400
83	Susan	Pickard	26	\$8,645,508	21.5	\$8,776,700	47.5	\$17,422,208
84	Frank	Capitanini	2.5	\$4,166,006	4	\$13,189,500	6.5	\$17,355,506

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jeff	Ohm	15	\$12,049,050	7	\$5,191,508	22	\$17,240,558
86	Dinny	Dwyer	7	\$13,689,600	4	\$3,446,000	11	\$17,135,600
87	Debra	Baker	13	\$6,810,100	18	\$9,901,518	31	\$16,711,618
88	Sue	Hall	18.5	\$9,457,500	14	\$7,156,900	32.5	\$16,614,400
89	Maureen	O'Grady-Tuohy	16	\$13,917,600	4	\$2,681,000	20	\$16,598,600
90	Elizabeth	Goodchild	20.5	\$7,909,500	25.5	\$8,586,650	46	\$16,496,150
91	Roni	Nanini	12	\$9,717,000	6	\$6,697,500	18	\$16,414,500
92	Andee	Hausman	19.5	\$8,445,565	16.5	\$7,866,275	36	\$16,311,840
93	Catherine	King	4	\$9,909,000	5	\$6,399,000	9	\$16,308,000
94	Jodi	Taub	6.5	\$6,309,500	14	\$9,977,900	20.5	\$16,287,400
95	Sheryl	Graff	12.5	\$11,756,500	6	\$4,469,000	18.5	\$16,225,500
96	Corey	Barker	29	\$11,886,750	14	\$4,312,890	43	\$16,199,640
97	Amy	Kite	28	\$8,215,555	26	\$7,957,250	54	\$16,172,805
98	Julia	Alexander	12	\$4,139,900	40	\$11,969,143	52	\$16,109,043
99	Leslie	Maguire	5	\$10,503,000	5	\$5,504,000	10	\$16,007,000
100	Jen	Ortman	14	\$6,455,550	20.5	\$9,479,500	34.5	\$15,935,050

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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Christopher	Paul	42	\$14,417,174	3	\$1,351,000	45	\$15,768,174
102	Allison	Silver	9.5	\$7,786,018	10	\$7,752,000	19.5	\$15,538,018
103	Heidi	Seagren	14.5	\$7,551,000	11.5	\$7,938,400	26	\$15,489,400
104	Joan	Couris	38	\$10,843,912	15	\$4,413,268	53	\$15,257,180
105	Jean	Anderson	7	\$8,883,000	5	\$6,253,500	12	\$15,136,500
106	Cathy	Oberbroeckling	27	\$13,609,325	4	\$1,509,709	31	\$15,119,034
107	Aaron	Share	9	\$6,980,100	11	\$8,104,100	20	\$15,084,200
108	Lauren	Mitrick Wood	0.5	\$1,375,050	7.5	\$13,500,000	8	\$14,875,050
109	Benjamin	Hickman	21	\$5,996,800	25	\$8,850,300	46	\$14,847,100
110	Randall	Brush	29	\$9,149,751	17.5	\$5,611,900	46.5	\$14,761,651
111	Kelly	Dunn Rynes	3.5	\$2,637,500	7	\$12,099,000	10.5	\$14,736,500
112	Anna	Klarck	21.5	\$10,471,000	13	\$4,218,400	34.5	\$14,689,400
113	Beth	Alberts	10.5	\$10,313,832	3.5	\$4,163,000	14	\$14,476,832
114	Deborah	Hepburn	12.5	\$7,655,200	8	\$6,737,000	20.5	\$14,392,200
115	Amy	Diamond	16.5	\$7,004,350	17.5	\$7,371,290	34	\$14,375,640
116	Ryan	Pavey	22	\$7,318,676	14	\$7,034,861	36	\$14,353,538
117	Esther	Zamudio	21.5	\$5,670,350	35.5	\$8,647,140	57	\$14,317,490
118	Harris	Ali	8	\$3,050,000	26	\$11,263,600	34	\$14,313,600
119	Carrie	McCormick	5	\$6,985,000	6	\$7,245,227	11	\$14,230,227
120	Van Ann	Kim	12	\$12,982,500	1.5	\$1,151,500	13.5	\$14,134,000
121	Brandy	Isaac	9	\$8,001,659	8.5	\$6,122,250	17.5	\$14,123,909
122	Venera	Cameron	3	\$794,900	34	\$13,243,260	37	\$14,038,160
123	Mark	Kloss	17	\$8,244,300	12	\$5,729,000	29	\$13,973,300
124	Sara	Sogol	34	\$13,050,298	2	\$785,000	36	\$13,835,298
125	Teresa	Stultz	22.5	\$6,615,038	24	\$7,197,800	46.5	\$13,812,838
126	Stefanie	Ridolfo	9.5	\$5,006,480	21	\$8,763,040	30.5	\$13,769,520
127	Tyler	Lewke	22	\$6,478,500	25.5	\$7,286,176	47.5	\$13,764,676
128	Robert	Wisdom	31	\$9,245,320	14.5	\$4,438,800	45.5	\$13,684,120
129	Annika	Valdiserri	6	\$9,396,500	4	\$4,237,000	10	\$13,633,500
130	Beth	Repta	23	\$8,453,862	14.5	\$5,148,500	37.5	\$13,602,362
131	C Bryce	Fuller	15	\$6,148,400	12	\$7,415,000	27	\$13,563,400
132	Maria	Ruiz	32	\$11,907,090	6	\$1,481,800	38	\$13,388,890
133	Dawn	McKenna	3	\$4,321,100	4	\$8,967,750	7	\$13,288,850
134	Katherine	Koca	25	\$12,984,489	0	\$0	25	\$12,984,489

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kelly	Baysinger	11.5	\$4,406,725	19	\$8,557,525	30.5	\$12,964,250
136	Sarah	Lyons	2.5	\$9,470,000	3	\$3,493,500	5.5	\$12,963,500
137	Tara	Kelleher	15.5	\$8,250,200	11.5	\$4,602,090	27	\$12,852,290
138	Caroline	Gau	15.5	\$8,840,955	6	\$3,998,795	21.5	\$12,839,750
139	John	Mawicke	6	\$10,895,936	1.5	\$1,935,500	7.5	\$12,831,436
140	Vanessa	Carlson	25	\$12,792,099	0	\$0	25	\$12,792,099
141	Joseph	Giampa	4.5	\$7,716,587	3	\$4,946,928	7.5	\$12,663,515
142	Steve	McEwen	8.5	\$5,464,100	10	\$7,174,071	18.5	\$12,638,171
143	Izabela	Dianovsky	3.5	\$10,389,000	4	\$2,184,000	7.5	\$12,573,000
144	Gloria	Matlin	7	\$6,289,000	6	\$6,240,000	13	\$12,529,000
145	Jamie	Roth	7	\$9,877,000	4	\$2,637,000	11	\$12,514,000
146	Karen	Mason	4	\$8,501,954	3	\$3,974,000	7	\$12,475,954
147	Kelly	Mangel	5.5	\$12,417,500	0	\$0	5.5	\$12,417,500
148	Suzanne	Myers	8	\$6,542,900	4	\$5,867,000	12	\$12,409,900
149	Rafay	Qamar	13	\$5,903,000	13	\$6,475,000	26	\$12,378,000
150	Joey	Gault	12.5	\$10,970,000	1.5	\$1,340,850	14	\$12,310,850

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