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PARTNER SPOTLIGHT:

HORTONS HOME LIGHTING

RE-PRODUCER:

SABRINA & DANNY GLOVER

SPRING EVENT:
Thassos Greek Restaurant
Thursday, June 8th
12PM - 3PM
Details on page 44

APRIL 2023



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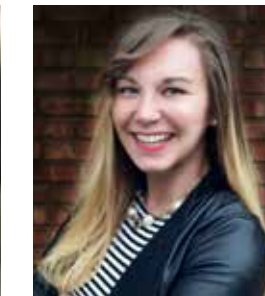
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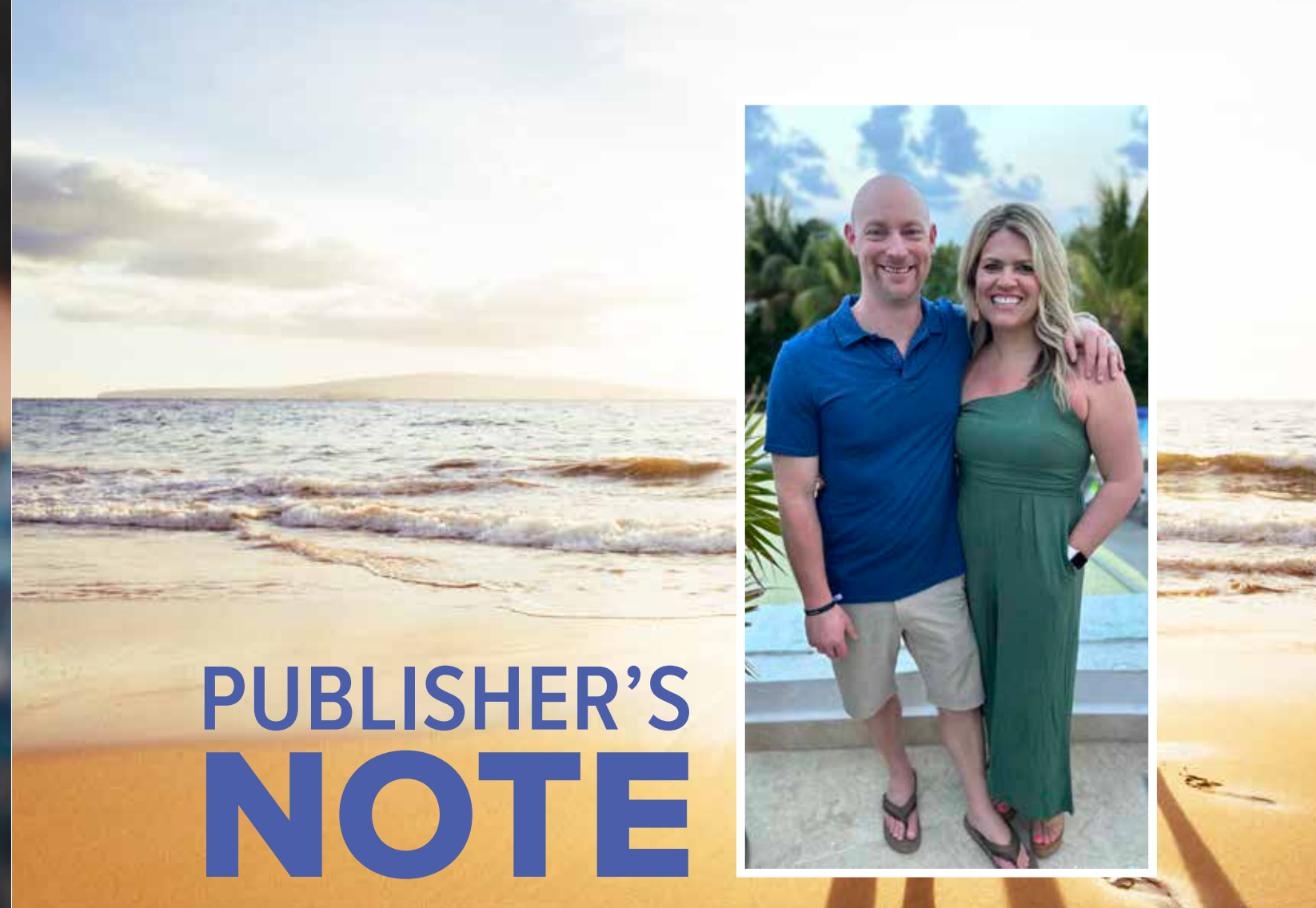
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Marriage is the most difficult relationship but by far the most rewarding relationship I've ever endured. The word endured is intentional. Countless people have bounced in and out of my life during my forty-three years on this planet. My wife, Emily, and I met on my twenty-first birthday (that's a separate story all by itself). I recently came to the realization that I have now lived longer with her in my life than without.

Last month, my parents graciously flew in from California for a week to watch our kids while Emily and I had the opportunity to go on vacation to Mexico. We had a relaxing time together knowing our kids were taken care of and we didn't have to manage the household and keep up with the day-to-day demands of raising four children. It was nice to unplug and stare at a beach.

Even while on vacation, I still found myself discontent at some moments. I would catch

myself and think "What's wrong with me? Most people on earth do not have the chance to experience anything like this!" However, as imperfect as I am, it made me appreciate the fact that my wife has chosen to walk through her own life with me. Sharing life with other people is a gift. As business activity is at its peak in the spring, cherish the concept that people in your life have chosen to be in relationship with you just as much as you choose to continually connect with them!



Andy Burton
Publisher

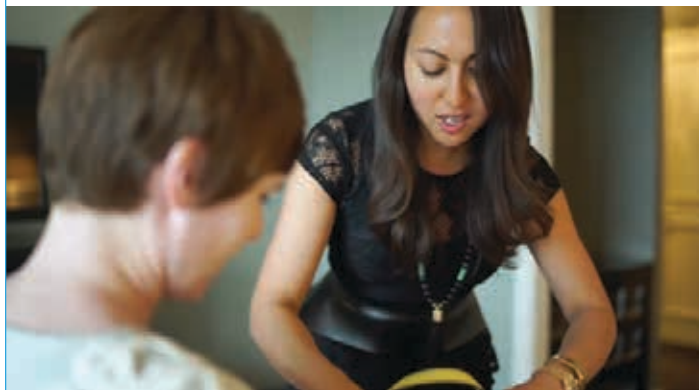
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Q: How does tristin styling obtain the latest exclusive luxury items first every time?

A: We have access to the hottest items before they become available to the general public through the relationships I've cultivated within the world's leading luxury retailers throughout my 20+ years in the styling industry. We are able to generate and maintain these connections partly through the combined spending power of all our clientele.

Q: How can hiring tristin styling 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 tristin styling 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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Leslie L. Levy

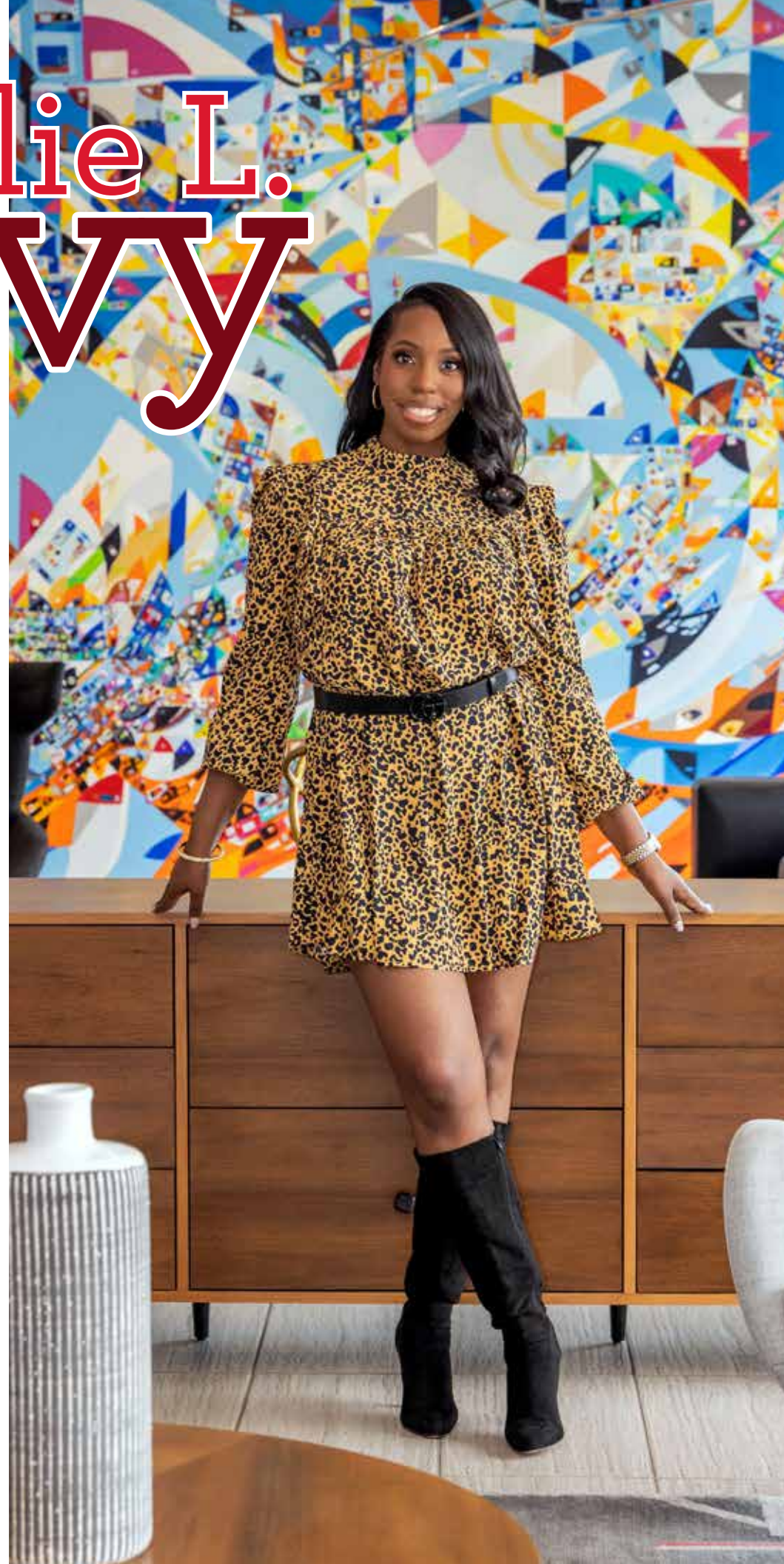
► agent feature
By Lauren Young
Photos by KDE Photography

MOTIVATED TO ACHIEVE

“I originally wanted to be a pediatrician,” says REALTOR® Leslie L. Levy of Coldwell Banker. “After one year of medical school, I realized that I really enjoyed and found value in helping people, but I didn’t want to do that as a physician. I love my career as a REALTOR® so much because it’s a helping profession where I get to positively impact the lives of the people that I work with. I don’t view it as a sales job.”

Growing up on the South Side of Chicago, Leslie watched closely as her parents worked and invested their resources to provide for their family. They’d both moved to the area from the South shortly after graduating high school to capitalize on the many opportunities Chicagoland offered for a better life. Her father was able to retire young thanks to his smart real estate investments, something which always appealed to Leslie.

“My husband and I wanted to become real estate investors, which we did in 2010, to create additional sources of income while still working traditional jobs,” she says. “But it eventually became my career.”



After graduating from the University of Michigan and attending graduate school, Leslie took on roles in government and nonprofit organizations. She would serve as a project coordinator for the City of Chicago’s Plan to End Homelessness, and as the director of two homeless services and agencies. Later, while operating her own consulting firm focused on grant writing, strategic planning, and employee training, Leslie began selling real estate on the side.

“After some time though, the opportunity was there for me to jump into my real estate business with both feet,” Leslie says. “I was afraid because I was very comfortable being a dual-career agent. I had to accept the challenge and invest in myself, but it was the best decision that I could have made,” she affirms.

Initially, Leslie grew her business through friends and family. She has since expanded her network and business through referrals and old-fashioned hard work. That hard work has earned her various awards including Coldwell Banker’s President’s Elite Award, which ranks her in the top 2 percent of CB agents worldwide. When she started, having just the chance to help others was enough of a reason for Leslie to appreciate her new profession. However, now that she has an active family—her son, Austin, is thirteen, and her daughter, Laila, is seven—she has added reason to value the opportunities provided by the lifestyle of a REALTOR®.

“As a mom, I’ve found ways to incorporate my business into my lifestyle,” she explains. “Many women that have young children may think that they have to sacrifice their family for their business or choose one over the other. I think that both are important and that you can do both. For me, the key [to success] was making sure that in all of my personal interactions, people knew that I was a real estate agent.”

“I’d also always wanted to grow a business that not only allowed me to have flexibility [in my schedule], but also allowed me to determine [for myself] how little or how much I could earn,” she adds.

As a broker, Leslie is able to help provide access to housing to a diverse group of people—a mission that has been meaningful to her since her nonprofit days.

“The majority of my clients are first-time home buyers and others are ‘moving on up’ buyers, so it’s always gratifying being a part of people accomplishing something that they have worked very hard for,” Leslie says. “It’s also rewarding when my clients refer me to their network and I become part of their extended family.”

The self-determination, motivation, and service needed to be a successful agent also appeals to Leslie’s inner drive. Because she was raised in an environment that celebrated academic achievement and personal growth, Leslie thrives in an industry that requires constant learning and professional evolution.





“This career requires consistent hard work and the ability to manage and operate a business,” says Leslie. “You are the business, and you have to invest in it and yourself.”

To continue her own personal and professional development, she connects with other professional women through her membership in The Links, Incorporated. And she is the president-elect of the local chapter of the Women’s Council of REALTORS®, a trade organization of other industry professionals across the country.

When not working hard to serve her clients, Leslie spends her downtime with her high school sweetheart and husband, Abdul. Together with their kids, they find ways to give back to their community through various groups and causes. Leslie is specifically active in Jack and Jill of America, a national organization which provides educational, cultural, and recreational opportunities for children and their mothers. She is the foundation and community service chairperson for its South Suburban Chicago chapter.

While Leslie didn’t initially see herself as a full-time real estate pro, she’s happy that life has taken her down this path. In her role as a REALTOR®, she is able to combine all of her life’s passions, aspirations, and personal skills.

“Real estate allows me to live a fulfilled life where I have financial freedom and my children get to have their mom present,” Leslie says. “It means that I have influence and opportunity. I get to help others achieve their dreams while also achieving my own.”

Leslie with her family.

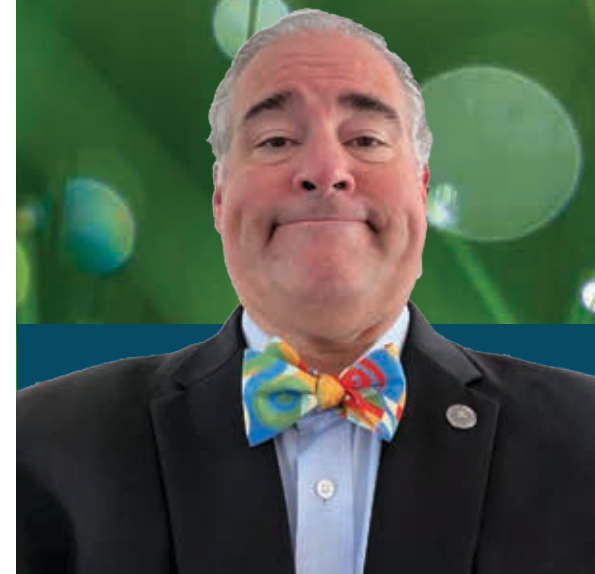


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John Rot

with Hortons Home Lighting

Illuminating DuPage Homes and Communities

As the real estate market in DuPage County continues to boom, it's critical for top-producing REALTORS® to have trusted partners in every aspect of their business. When it comes to lighting, one destination that's known to stand out above the rest is Hortons Home Lighting. With a 10,000 sq. ft. showroom that features the latest lighting trends and inventory, and with lighting and hardware specialists at the ready, this premiere lighting showroom has been a favorite of homeowners and designers for over 125 years.

For owner John Rot, it's not just the products that make Hortons Home Lighting unique. Their lighting consultants and lighting specialists are all certified by the American Lighting Association. And the staff of this family-owned business pride themselves on the relationships they have established and continue to grow with their clients and the community. "Our lighting specialists are there to help you find the right fixture for your home, and the hardware team is dedicated to solving problems," shares John. "For Hortons, providing the highest quality customer service is at the core of our business."

Over the past several years there has been a much stronger push to shop local and work with trusted partners. And John notes that over the past two years, the Hortons family became even closer and their relationships with clients have become even stronger.

For this, John points with pride to the management team at Hortons Home Lighting, which he says is truly the foundation of the business and organization. "Each manager has also taken on the role of a true "owner" of the company," notes John. "They are committed to the [company] culture, the business, their work family, and to our clients and community—the strengths of the business. We don't just talk about service. We live it every day."

REALTORS®, homeowners, and designers alike can rely on the lighting consultants and specialists at Hortons Home Lighting to understand the markets and provide the right product at the ideal price point. Hortons carries the latest trends and styles and continued new inventory throughout the year. They assist home seller clients achieve the right "look" for staging their homes, and provide product and resources for the buyer clients who are ready to make their dream house a home.

Hortons's client care is backed up by their company culture. Few companies can say what Hortons can: most of their managers have been with the company for decades, and their sales and support team members boast longevity and tenure too. "Our entire organization is like a family, and we treat our clients and community the same. Having stood the test of time, [we know] our model is working," notes John.





“
For Hortons,
providing the
highest quality
customer service
is at the core of
our business.
- John
”

For John, owning a family business that focuses on clients, teams, and communities has always been the goal. He wants to continue to create and cultivate the same type of company culture that his father, who passed just before the pandemic in 2019, inspired—a culture of leadership, mentorship, and family.

The family that is Hortons Home Lighting and Ace Hardware faced a challenge in 2001 when one of the employees, Pam, was diagnosed with breast cancer at the young age of thirty-one. Pam was a beloved member of the community, a sister, daughter, mother, and friend. “As a passionate supporter of the cause, I spend my free time contributing to the H Foundation’s efforts, and collaborating with others to plan our annual fundraising events, particularly our signature Goombay Bash,” shares John. “Every year, we gather at the Aon Grand Ballroom on Navy Pier to unite with friends and supporters to make a difference in the fight against cancer.”

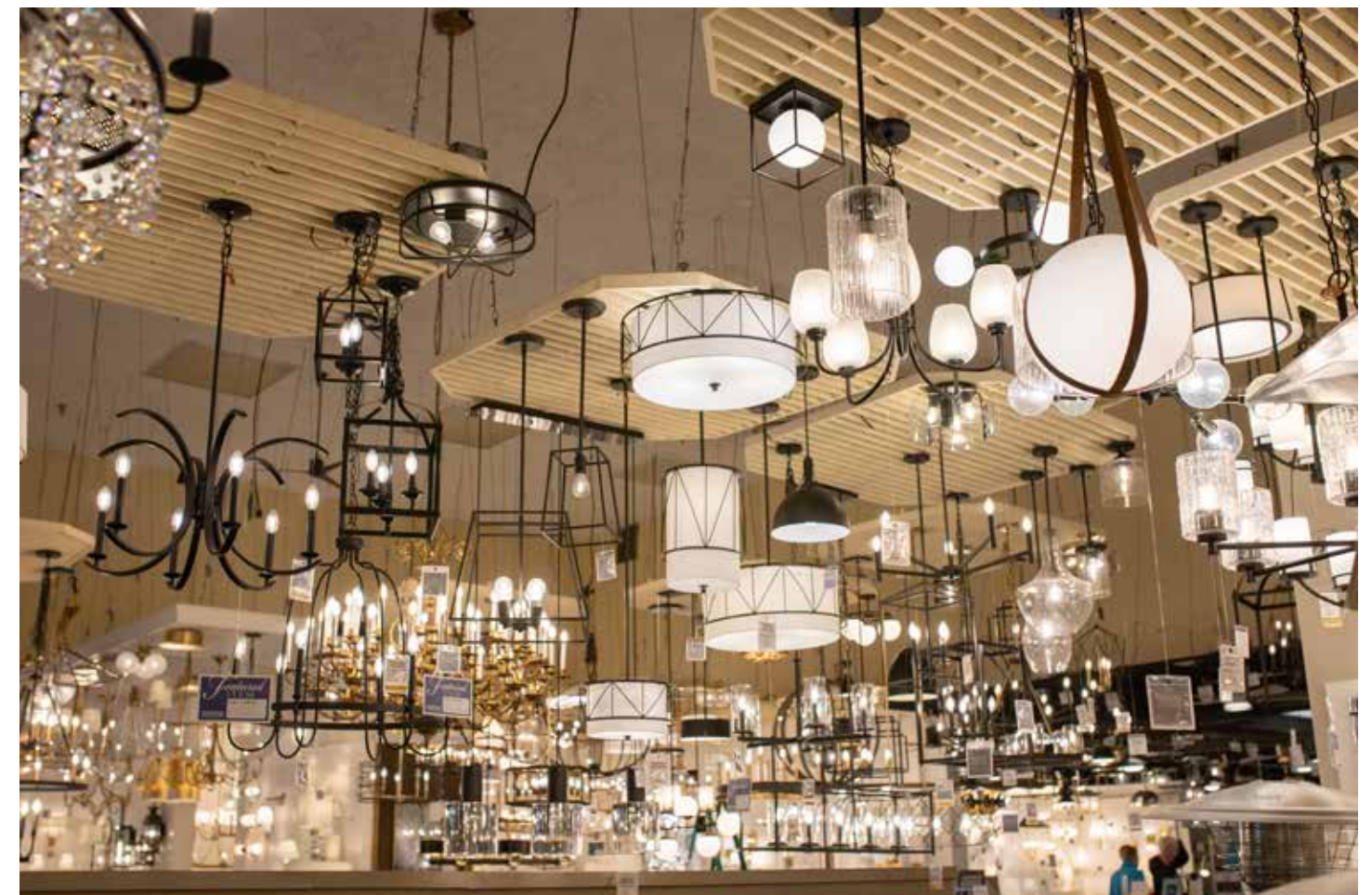
John’s team is a significant source of motivation for him and says they are the driving force behind his determination to succeed. He knows the competition that small, family-owned, brick-and-mortar businesses

face from the internet and big-box companies. “The lighting showroom business is a part of a small industry, and I want to continue to be one of the showrooms that is considered a premier showroom in the country. My team not only helps me find the latest, on-trend products to stock in the store, but also develop innovative strategies to better serve our customers.”

Looking ahead, John’s vision for Hortons also includes continuing to provide a place for personal growth and facing challenges for the management team and the associates. He wants everyone to be proud to work for Hortons, and using their history, continue to make a difference in their community, both locally and through the H Foundation.

For John, being successful is about leaving a legacy in both the industry and the community. “It is about giving back—making a difference in something bigger than the business,” he says. He also believes success includes knowing who you want to be. “It is important not to allow others to influence your goals or the way you achieve them. My definition has not changed: it is the same as when I started my career.”

To reach John and to learn more about the services and expertise Hortons Home Lighting’s consultants and specialists provide their clients, visit their website www.HortonsHome.com or call 708-352-2110.





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MARGARET GILFILLIN & MARGI HAMILTON

▶ cover story
By Lauren Young
Photos by AbiV Photography

THE CONCIERGE APPROACH



“We refer to ourselves as ‘Your Home Concierge Team,’ because we connect our clients with the right people to help make their dream home a reality. Whether they’re buying or selling, we want them to have the best possible experience from start to finish,” says Margaret Giffin, REALTOR® and co-founder of Ellyn & Main. “It’s not just about the end game for us. It’s about creating and establishing strong relationships with clients—they need to trust we have their best interests at heart.”

A trained journalist, Margaret worked as an executive at a worldwide public relations and marketing agency before staying home to raise her three children. During those years, she found herself volunteering and leading fundraising efforts for her local school districts, and starting her own charitable organization with friends. Over time, she developed an interest in real estate.

“After moving to Glen Ellyn, I was asked by some agents to help them stage some homes,” says Margaret. “They urged me to get my real estate license because I was giving them so many referrals.”

“My husband, Bill, and I also rehabbed three homes on our own and had built one from scratch,” she adds. “I was very involved in the process, redoing both structural and interior plans and design. I was always very visual and could ‘see’ the possibilities of what a home could be. It’s something I truly love to do.”

Margaret took the agents’ advice and earned her license and then joined the team at Keller Williams Premiere Properties. “[I quickly realized that] Selling homes is incredibly similar to the PR world—you’re working behind-the-scenes to make others stand out, delivering strong messages, etc.,” she notes. After several years of success, Margaret developed a vision for a different kind of focus—one that integrated her passion and skills for staging and rehabbing. Around this same time, she met REALTOR® Margi Hamilton through mutual friends.

Margi had transitioned into real estate after working for many years as a marketing and business development executive in the pharmaceutical and food service industries. Her decision was highly influenced by her sister, Lynn, who had owned a thriving brokerage in Zionsville, Indiana, and had had a tremendous impact on her community. When Lynn passed away of a rare terminal disease, Margi was blown away by the response of some of her clients.

“At Lynn’s funeral, one of her clients told me that Lynn helped her out when life seemed hopeless,” says Margi. “She said she couldn’t have gotten through that situation without Lynn’s help in selling her home and finding



“Together we work tirelessly to help our clients get maximum value from their home sale or buying experience. There’s nothing more important.”
– Margaret

“We always, always aim to create two winners in every transaction: the buyer and the seller.”
– Margi



a new place to live. It was then that I realized I wanted a career that was more meaningful and connected me to others on a more personal level.”

Over the years, Lynn had encouraged Margi to make the jump into real estate. As Margi would come to see, the professional skill set she had built over thirty years in advertising and marketing—building teams, creating and implementing sound marketing plans, managing large budgets, etc.—aligned well with the abilities of a successful REALTOR®. After a few years at RE/MAX, Margi moved to Keller Williams Premiere Properties and began to partner up with Margaret.

“We were both busy agents with high-school-age kids. We started to lean on each other when our schedules got crazy and a little overwhelming,” recalls Margi. “We both started to realize the power of two and took it from there.”

They launched Ellyn & Main in the beginning of 2020.

“I live on Ellyn Avenue, and Margi lives on Main Street in Glen Ellyn,” explains Margaret. “We’d both worked on teams named after agents. We wanted something that was a bit more sustainable—a team where the members felt they had a growth path with us. We also have dreams of growing into other areas out of state.”

“I’m a connector by nature and use that ‘superpower’ to get others where they need to be,” says Margaret. “Margi is extremely caring and honest. Together we work tirelessly to help our clients get maximum value from their home sale or buying experience. There’s nothing more important.”

Part of this duo’s vision is to bring in extra services, when needed, to assist with home listings. Their three levels of service include staging expertise, large renovation projects, and project management. Their approach is similar to concierge service at a hotel. “If our clients need something, we find it for them.

We will even pay for the management of the project if it helps our clients,” affirms Margaret. The partners call their approach ‘transformation management,’ and it is a key differentiator for their team.

“Recently we helped a family estate refurbish the family home, which hadn’t been updated since they built it in 1960,” says Margaret. “We explained their options along with the prices we felt we could net for them: either sell as-is, sell with a few updates, or renovate



Margi with her family.

[the house] and make it wonderful for a new family. They chose to renovate, and the result was spectacular!”

“We always, always aim to create two winners in every transaction: the buyer and the seller,” adds Margi. “For the most part, I truly see that happening. I’m amazed at the professionalism in our industry. There is so much emotion in what we do, but our mission is to orchestrate a smooth transaction while managing all those emotions.”

Looking forward, Margi and Margaret hope to continue building out their Ellyn & Main team, living and working together “by design.”

“It’s awesome to have someone you can trust and rely on to be there to get it done, especially through the ups and downs,” says Margaret.

“In every real estate transaction it takes a team to get to the closing table, and it takes someone to orchestrate and lead the team,” says Margi. “I think we do a good job at orchestrating because we both love the process.”



Margaret with her family.

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Sabrina & Danny Glover

In a Beautiful Growth Mode



RE-Producer

By **Lauren Young**
Photos by **AbiV Photography**

REALTOR® Sabrina Glover has been in “growth mode” recently, and it’s not just due to her husband, Danny, joining the Glover Team in early 2022. Two other fresh faces have been welcomed by Sabrina and Danny in the past couple of years: their son, Camren, who was born in July 2021; and their daughter, Jocelyn, who was born in September 2022.

“We found out we were pregnant when Camren was only six months old,” says Sabrina. “So caring for him while growing baby Jocelyn was challenging.”

“As my scheduled C-section date approached, my heart began to ache with the thought of leaving Camren,” she adds. “I had not spent one night away from him since he was born. I also knew it was going to be extremely hard for the six-week period after, when I wouldn’t be able to pick him up because of the recovery time.”

Jocelyn Carenn Glover was born on September 19, 2022, at 1:22 pm at Advocate Good Samaritan Hospital in Downers Grove, weighing 7 pounds, 6 ounces. They chose “Jocelyn” because Sabrina always thought the name was beautiful and unique. Sabrina also handed down her own middle name, Carenn, which is a combination of Sabrina’s parents’ names: Carey and Glenn. After four days of recovery for Sabrina, the Glovers brought Jocelyn home to be introduced to her brother.

“It was so special to witness Camren meet Jocelyn when we brought her home,” says Sabrina. “He immediately ran to her, and you could tell there was an instant connection and bond.”

Before they knew they were pregnant with Jocelyn, Danny had sold his successful restaurant to join Sabrina as a broker and partner. Mere weeks later, they were given the news about baby number two.

“Danny officially sold his restaurant on December 31, 2021, and we found out we were expecting on January 16, 2022,” she explains. “The timing could not have been more perfect—not only on account of having a second baby, but also because of the amount our business has grown,” she states. “Having Danny join me has been key to our continued success. Together we can continue to provide the high level of service I’ve always loved to give to each and every one of my clients.”

“It was so special to witness Camren meet Jocelyn when we brought her home...He immediately ran to her, and you could tell there was an instant connection and bond.” – Sabrina

And the Glover Team has grown even more. Sabrina and Danny recently added agent Krysti Cioch to their stable to be their Chicago city expert. Having her on the team allows them to better serve city-based clients and referrals. The extra hands have also gone a long way in helping the Glovers adapt to their new family life yet meet the growing and changing needs of the market.

“Especially in real estate, a career where you don’t necessarily get a maternity leave, it can be challenging to balance work with your home life,” Sabrina says. She’s grateful for all the support she’s been given, especially by Danny, their family, and their nanny throughout her pregnancy and after Jocelyn’s arrival. “Having a baby is always

a major adjustment. Having people around you who can help both you and your family is a great way to make the experience easier and more enjoyable.”

“Even though on some days it’s been hard to find that balance, I do feel incredibly grateful for my career, my husband, and our team,” she adds. “My career gives me the flexibility to be a part of, and enjoy, the day-to-day life of my family and fulfill my passion for real estate as I lead the Glover Team toward continued success.”



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VIPIN GULATI

▶ agent feature

By Lauren Young
Photos by KDE Photography

HUMBLE BEGINNINGS, HUMBLE ATTITUDE

“I started my real estate career with humble beginnings, and throughout my life, I’ve continued to remember to be humble,” says Vipin Gulati, REALTOR® at RE/MAX Professionals Select in Naperville. “Honesty and hard work have helped me come a long way.”

After growing up, completing his undergraduate degree, and working in pharmaceutical sales for two years in India, Vipin knew he was ready and passionate about further pursuing a career in sales. He moved to the US in 1986, and although he kept an open mind about his job options, real estate quickly rose to the top of his list.

“Unlimited potential, a flexible schedule, and the thought of working with families [who would be] buying their dream house was enough for me to dive into a real estate career,” says Vipin.

From the beginning, Vipin faced the usual challenges of starting a business, while also having to learn how to navigate and adapt to life in a new country. Thankfully, his family encouraged him to stay focused.

“I had to overcome a lot initially, as I was new to the culture and the business and I did not have a mentor, proper training, or a sphere of influence,” says Vipin. “My brother supported me and encouraged me from the start. I strongly believe that he influenced my building a solid foundation to grow on.”

Vipin spent many, and often long, hours making cold calls and hosting open houses in those early days. Thanks to his strong background in sales, he knew taking care of clients was top priority.

“I’ve always treated my business like a little plant,” he says. “It needs nurturing in order to grow, and each branch (client), when taken care of, will produce more branches. Take good care of your clients and they will help you grow your business.”

This mindset was put to the test with his very first buyers. “The couple’s loan was denied prior to the closing. The buyer needed to secure a part-time position as a bank teller to get the loan approved,” Vipin explains. “I knew that my clients were credible, so I myself called several banks about job opportunities. By the following

week, my buyer had a new job and the new house based on my extra efforts. My office manager and co-workers were pretty impressed and that made me feel great.”

Now, over thirty-five years later, Vipin’s sales have surpassed \$350 million on deals across the Western Suburbs and Chicagoland. He also has the distinction of being ranked number seven on RE/MAX’s recently released list of its top 100 REALTORS®. Vipin enjoys the grind of hard work as much as ever, and he gets energy from continuous prospecting.



Vipin with his wife, Mala, and his son, Rohin.



I've always treated my business like a little plant... It needs nurturing in order to grow, and each branch (client), when taken care of, will produce more branches. Take good care of your clients and they will help you grow your business."

"My advice to new or struggling agents is not to give up," he says. "You have to sustain self-belief that you will succeed sooner or later as long as you continue to work hard." Vipin then cited a quote attributed to Tim Notke, a high school basketball coach: "Hard work beats talent when talent doesn't work hard."

"Hard work never goes to waste," he adds. "If you plan your work and work your plan, good things are bound to happen."



"Even on the days when I feel less motivated, I pick up the phone and call my past clients and prospects to generate future business," says Vipin. "I don't stop till I get at least two new clients to work with. Then I feel motivated again."

Vipin also attributes his long-lasting success to embracing a "constantly learning" attitude—he's been able to keep up with the changing market and new technology through his usual blend of hard work and willingness to remain open-minded—and to the support of his family.

"I owe part of my success to my wife, Mala, for her support during my [ever] challenging work schedule," he says. "She inspires me to achieve higher goals, year after year."

When he's not working hard for his clients, Vipin enjoys watching sporting events, or relaxing with a glass of wine and engaging in warm conversation with Mala and their daughters, Divya (27) and Shaina (32), and sons, Rohin (22) and Kahrun (27). But also, he says, "I love karaoke and dancing, and having a good laugh with friends over a few drinks." In addition, he supports community organizations like Shriners Hospitals for Children and the Children's Miracle Network Hospitals.

Looking forward, Vipin aims to maintain his financial goals, stay healthy, and enjoy life. He also wishes to help motivate other REALTORS® through challenging seasons and encourage new agents to power through their growing pains.

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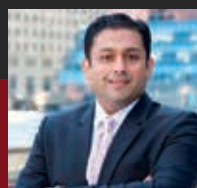
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2	Dawn	McKenna	3	\$4,145,000	3	\$4,805,000	6	\$8,950,000
3	Ginny	Stewart	2	\$2,538,000	3	\$4,655,000	5	\$7,193,000
4	Bryan	Bomba	4	\$6,349,000	1	\$730,000	5	\$7,079,000
5	Patricia	Wardlow	7	\$3,434,000	7	\$3,282,000	14	\$6,716,000
6	Tim	Schiller	9	\$4,081,500	3	\$2,055,000	12	\$6,136,500
7	David	Gust	2	\$3,015,000	2	\$2,667,500	4	\$5,682,500
8	Nathan	Stillwell	3	\$2,783,533	4	\$2,489,900	7	\$5,273,433
9	Megan	McCleary	3	\$4,864,900	0	\$0	3	\$4,864,900
10	Sarah	Leonard	4	\$1,541,000	9	\$3,240,800	13	\$4,781,800
11	Maureen	Rooney	5	\$2,525,000	4	\$2,205,000	9	\$4,730,000
12	Christine	Wilczek	6	\$4,015,500	1	\$445,000	7	\$4,460,500
13	Tracy	Anderson	2	\$2,038,845	2	\$2,038,845	4	\$4,077,690
14	William	White	3	\$1,910,000	2	\$1,825,000	5	\$3,735,000
15	Jennifer	Iaccino	1	\$1,840,000	3	\$1,844,900	4	\$3,684,900
16	John	Barry	3	\$3,480,910	0	\$0	3	\$3,480,910
17	Sarah	Swanson	2	\$3,465,000	0	\$0	2	\$3,465,000
18	Margaret	Smego	1	\$1,075,000	2	\$2,373,000	3	\$3,448,000
19	Pat	Murray	3	\$1,330,000	4	\$2,062,500	7	\$3,392,500
20	Larysa	Domino	2	\$2,080,000	1	\$1,285,000	3	\$3,365,000
21	Julie	Sutton	1	\$1,425,000	1	\$1,900,000	2	\$3,325,000
22	Sylvia	Kos	2	\$3,300,000	0	\$0	2	\$3,300,000
23	Linda	Little	8	\$3,293,980	0	\$0	8	\$3,293,980
24	Lance	Kammes	5	\$2,069,000	4	\$1,197,250	9	\$3,266,250
25	Holly	Mateer	2	\$3,251,900	0	\$0	2	\$3,251,900
26	Stephanie	Herbert	0	\$0	1	\$3,200,000	1	\$3,200,000
27	Michael	Oliverio	1	\$3,200,000	0	\$0	1	\$3,200,000
28	Christopher	Lobrillo	11	\$3,083,000	0	\$0	11	\$3,083,000
29	Kenneth	Carn	0	\$0	1	\$3,075,000	1	\$3,075,000
30	Katie	Minott	1	\$1,550,000	1	\$1,195,000	2	\$2,745,000
31	Nicholas	Solano	5	\$2,729,017	0	\$0	5	\$2,729,017
32	Slav	Polinski	3	\$1,204,000	3	\$1,460,000	6	\$2,664,000
33	Bernard	Cobb	2	\$1,250,000	2	\$1,360,100	4	\$2,610,100
34	Kristine	Strouse	4	\$2,269,000	1	\$330,000	5	\$2,599,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Elaine	Pagels	4	\$2,561,000	0	\$0	4	\$2,561,000
36	Lindsey	Paulus	0	\$0	1	\$2,550,000	1	\$2,550,000
37	Kevin	Layton	2	\$1,174,900	3	\$1,356,000	5	\$2,530,900
38	Nutan	Bansal	2	\$2,202,725	1	\$270,000	3	\$2,472,725
39	Beth	Gorz	2	\$1,380,000	2	\$1,040,000	4	\$2,420,000
40	Eric	Andersen	2	\$1,601,000	1	\$800,000	3	\$2,401,000
41	Jeff	Salhani	0	\$0	3	\$2,366,000	3	\$2,366,000
42	Jennifer	Vande Lune	2	\$1,745,999	1	\$609,000	3	\$2,354,999
43	Christine	Thompson	1	\$1,035,000	2	\$1,318,000	3	\$2,353,000
44	Laura	McGreal	2	\$1,028,000	2	\$1,285,000	4	\$2,313,000
45	Diane	Coyle	5	\$2,300,800	0	\$0	5	\$2,300,800
46	Kelly	Stetler	1	\$585,000	3	\$1,690,000	4	\$2,275,000
47	Virginia	Jackson	1	\$475,100	2	\$1,788,000	3	\$2,263,100
48	Giana	Mattioda	1	\$2,200,000	0	\$0	1	\$2,200,000
49	Cindy	Banks	6	\$2,195,400	0	\$0	6	\$2,195,400
50	Paul	Baker	5	\$1,924,000	2	\$269,000	7	\$2,193,000

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TOP 100 STANDINGS

Teams and Individuals January 1, 2023 to February 28, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Debbie	Obradovich	1	\$475,000	3	\$1,710,000	4	\$2,185,000
52	Jeff	Stainer	2	\$1,348,715	1	\$830,000	3	\$2,178,715
53	Cindy	Purdum	2	\$974,000	2	\$1,198,400	4	\$2,172,400
54	Crystal	DeKalb	1	\$431,000	1	\$1,725,000	2	\$2,156,000
55	Michael	Muisenga	2	\$1,662,853	2	\$483,500	4	\$2,146,353
56	Vipin	Gulati	1	\$325,000	4	\$1,820,190	5	\$2,145,190
57	Debra	Cuchna	1	\$637,500	1	\$1,493,600	2	\$2,131,100
58	Lisa	Wolf	3	\$1,394,675	2	\$726,900	5	\$2,121,575
59	Ryan	Smith	3	\$2,121,286	0	\$0	3	\$2,121,286
60	Christopher	Crawford	1	\$1,285,000	1	\$830,000	2	\$2,115,000
61	Misael	Chacon	5	\$1,933,662	1	\$178,662	6	\$2,112,324
62	Beth	Burt	2	\$2,105,000	0	\$0	2	\$2,105,000
63	Wendy	Pawlak	2	\$885,000	2	\$1,215,900	4	\$2,100,900
64	Shannon	Hormanski	1	\$130,100	3	\$1,970,000	4	\$2,100,100
65	Simmi	Malhotra	1	\$995,000	2	\$1,103,000	3	\$2,098,000
66	Betsy	Stavropoulos	1	\$234,900	2	\$1,845,000	3	\$2,079,900
67	Margaret	Giffin	1	\$1,250,000	2	\$823,000	3	\$2,073,000
68	Joseph	Champagne	3	\$1,389,500	1	\$680,000	4	\$2,069,500
69	Rick	O'Halloran	2	\$814,000	2	\$1,231,000	4	\$2,045,000
70	Carol	Santi	1	\$265,000	5	\$1,770,000	6	\$2,035,000
71	Deborah	Krone	2	\$2,025,000	0	\$0	2	\$2,025,000
72	Patti	Cella	0	\$0	1	\$2,000,000	1	\$2,000,000
73	Linda	Feinstein	2	\$835,000	2	\$1,155,000	4	\$1,990,000
74	Laura	Michicich	1	\$470,000	3	\$1,490,000	4	\$1,960,000
75	Mary Beth	Ryan	2	\$859,000	1	\$1,073,000	3	\$1,932,000
76	Gary	Leavenworth	2	\$1,175,000	1	\$750,000	3	\$1,925,000
77	Margaret	Costello	1	\$652,000	2	\$1,255,000	3	\$1,907,000
78	Sean	Farley	1	\$950,000	1	\$950,000	2	\$1,900,000
79	Jennifer	Anteliz	3	\$1,310,000	1	\$535,000	4	\$1,845,000
80	Maureen	Burk	0	\$0	1	\$1,840,000	1	\$1,840,000
81	Terrie	Whittaker	2	\$1,410,000	1	\$414,900	3	\$1,824,900
82	Neveen	Michael	1	\$670,000	2	\$1,149,000	3	\$1,819,000
83	Theresa	Hill	1	\$480,000	1	\$1,325,000	2	\$1,805,000
84	Timothy	Kelly	2	\$1,800,000	0	\$0	2	\$1,800,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Keith	Dickerson	0	\$0	1	\$1,800,000	1	\$1,800,000
86	Penny	O'Brien	2	\$1,785,000	0	\$0	2	\$1,785,000
87	Sanjay	Marathe	0	\$0	5	\$1,775,000	5	\$1,775,000
88	Joanna	Matthies	2	\$1,155,000	1	\$611,000	3	\$1,766,000
89	Linda	Conforti	2	\$955,000	2	\$809,000	4	\$1,764,000
90	Kelly	Kirchheimer	0	\$0	1	\$1,750,000	1	\$1,750,000
91	Thomas	Pilafas	3	\$1,730,000	0	\$0	3	\$1,730,000
92	Bridget	Salela	1	\$1,725,000	0	\$0	1	\$1,725,000
93	Riz	Gilani	0	\$0	2	\$1,725,000	2	\$1,725,000
94	Cathy	Balice	0	\$0	2	\$1,720,000	2	\$1,720,000
95	Tom	Fosnot	2	\$465,000	5	\$1,247,000	7	\$1,712,000
96	Michael	Thornton	2	\$1,045,000	1	\$637,500	3	\$1,682,500
97	Matt	Pittman	2	\$607,000	3	\$1,065,000	5	\$1,672,000
98	Doreen	Booth	2	\$1,002,000	1	\$649,000	3	\$1,651,000
99	John	Wilt	1	\$678,000	2	\$966,000	3	\$1,644,000
100	Cynthia	Stolfe	0	\$0	3	\$1,610,000	3	\$1,610,000

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