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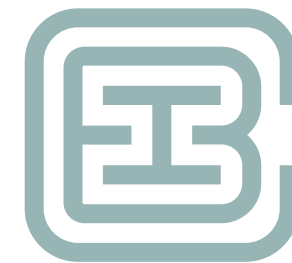
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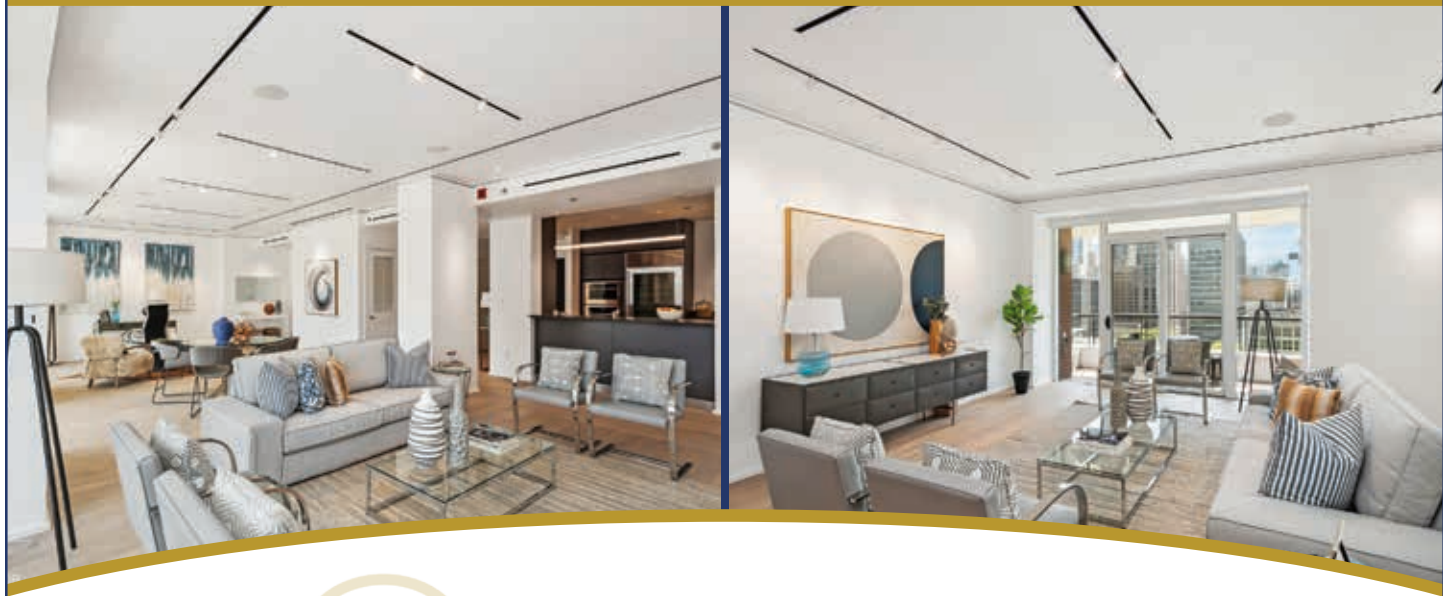
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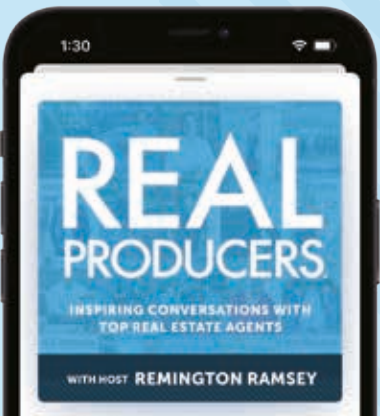
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publisher's
note





This summer has already flown by. I realize that we only have a few weeks left, but there are so many things in my mind that I wanted to complete which haven't been accomplished yet. The emails I need to catch up on, spending quality one-on-one time with each of my kids, being intentional about dating my wife, hiring and training a new staff member, all swirl in my head simultaneously. I have the propensity to dwell on the things that didn't get checked off the list in my brain.

The truth is that there is no amount of time that will satisfy the infinite quantity and unwanted flow of ideas that "need" to be implemented. I have had to retrain my brain to be proud and give honor to the things we have done and to also remember the quote I once read, "rest is productive." It takes intentionality to believe and live out that statement. I hope these words are an encouragement to slow down and take time to rest even among the endless to-do list. I'm looking forward to reconnecting with everyone at our fall event in a couple of months!



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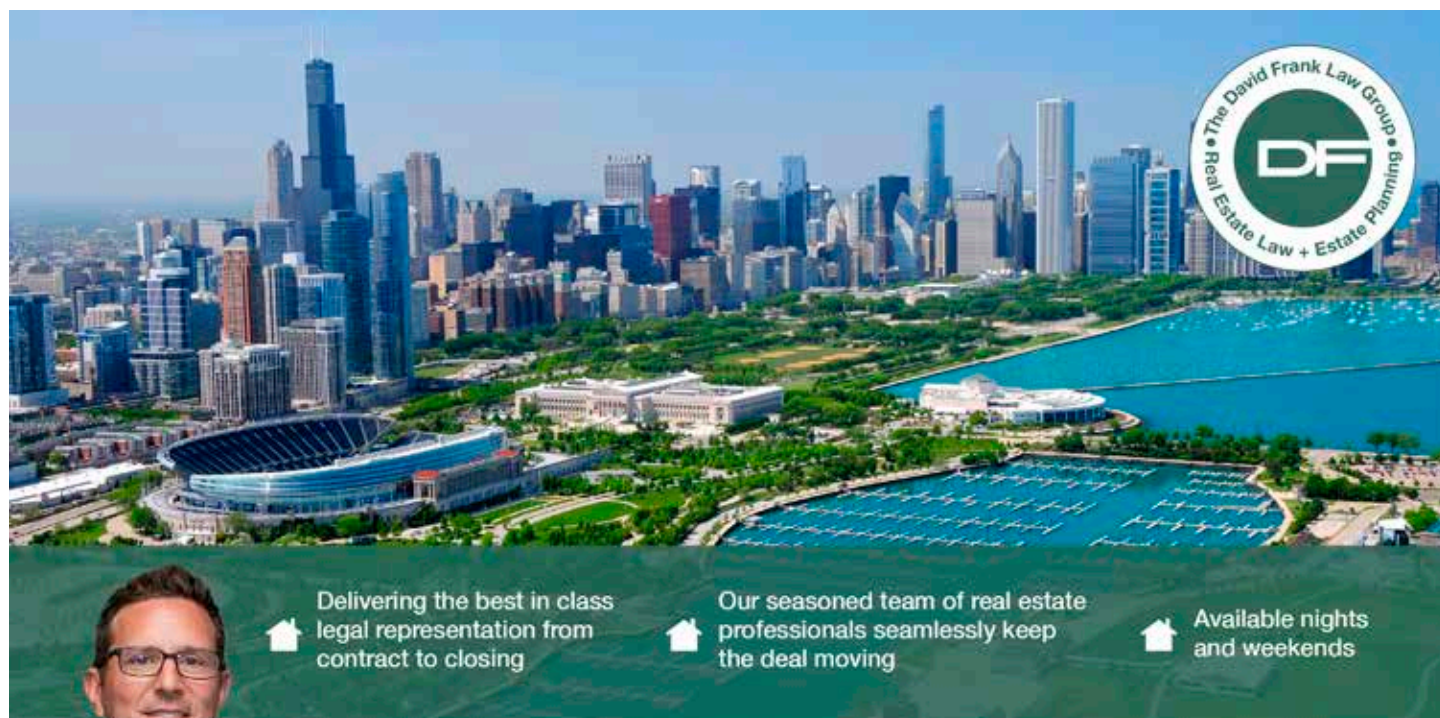
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agent feature
By Lauren Young
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CHRIS GOMES

PICTURE PERFECT

“I look up to hard workers and entrepreneurs,” says REALTOR® Chris Gomes of Jameson Sotheby’s International Realty. “If you have the determination to set out on your own, work hard, make your own living, and benefit others, I respect that.”

Growing up in Fairfield, Iowa, Chris watched his parents own and operate an independent commodities trading company. His strong work ethic and self-motivated, entrepreneurial spirit was directly influenced by their example.

“They were able to create a life that allowed them a lot of flexibility,” he says. “They were always working but still had great relationships and spent quality time with my sisters and me. They always had friends and family over to the house, and were always hosting parties—they really created and nurtured community and were philanthropic. That [example] has shaped me in so many ways.”

After graduating from high school, Chris attended the Brooks Institute of Photography in Santa Barbara, California.

At school, he specialized in black and white, fine art film photography and post-production retouching. After graduation, he started his own retouching business, working with various brands, modeling agencies, and photographers, and became the exclusive post-production firm for all of Callaway Golf’s imagery. Chris’s business grew to include several freelance retouchers.

In 2014, Chris relocated to Chicago from Los Angeles and soon became interested in purchasing a multi-family property in Logan Square to own and occupy. He thought earning his real estate license would help him better understand the buying process and owning real estate in general. So in 2017, he took classes and started his real estate career while still running his post-production business.

“I worked in real estate from 9 am to 7 pm, then I would spend a few hours with my then girlfriend, now wife, Kelly,” says Chris. “From 9 pm to 2 or 3 am, I would work on my retouching projects. And then start all over again the next day.”

Chris followed the routine of 18-hour days for about two years, with Callaway’s annual “Spring Push” adding to the pressure. Ultimately, he saw the lifestyle as unsustainable. So he decided to jump into real estate full-time. He was twenty-six.





Chris with his wife, Kelly, at Flora Farms in San Jose del Cabo, Mexico.

“Being younger in this business certainly has its difficulties,” Chris says. “It’s harder to win listings against senior brokers with more experience. Also, I am covered in tattoos, which is something I usually try to hide to not let it influence someone’s opinion. I’ve adapted to those challenges, though, and I am able to be a fun and light-hearted partner for my clients.”

I’VE ADAPTED TO THOSE CHALLENGES, THOUGH, AND I AM ABLE TO BE A FUN AND LIGHT-HEARTED PARTNER FOR MY CLIENTS.

A self-described chameleon, one of the biggest reasons behind Chris’s success is his ability to adapt to different circumstances and environments, and he sees his internal drive and hard-working personality as useful in any situation.

Right now, he’s intent on improving the overall service experience of his clients. “I’m really focusing on my systems, and identifying my strengths and weaknesses,” states Chris. “I feel responsible for my clients getting into a great home, protecting their best interests, and making sure they’re happy all while making it a fun experience.”

“I have become friends with countless clients of mine. It’s really been my absolute favorite part of my job. I will often meet a new couple [clients] and text my wife, ‘I think I just made new friends!’” he adds. “Getting to meet wonderful people and helping them through what can be one of the most stressful things in their lives is rewarding.”

Ever the entrepreneur and investor, Chris dreams of expanding his property portfolio to include multi-family residences in Chicago and in Michigan, as well as owning a flat in Rome, Italy. He currently owns four properties that house a total of twenty total units, and he is aiming to own 100 units within five years.

Chris says that moving to Chicago was the catalyst to his life changing for the better. “In

California, the price of an average home is simply unattainable,” he explains. “One of the things I love so much about Chicago is that anybody can live well here. I was able to purchase the property in Logan Square, which I still own to this day. I had no idea that it [that purchase] would lead me into the career and life I have now as a REALTOR®.”

Given his determination, passion, and strong sense of community, Chris is clearly on the path to creating a future that’s picture perfect.



Chris enjoying one of his favorite bands, Metallica, at their 40th anniversary concert in San Francisco, CA.





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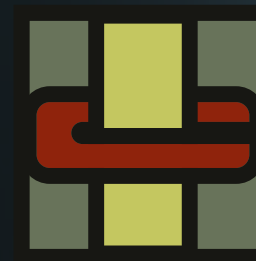
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Leigh & Lindsey Marcus

► cover story

By Lauren Young
Photos by Caleb Pickman

Dream Together, Build Together



In 2007, a few months into their marriage, Leigh Marcus announced to his wife, Lindsey, that he would be leaving his career in technology sales to join her in real estate.

“It was a Monday, and he said he’d be joining me that Wednesday!” remembers Lindsey. “I was excited and nervous, and I thought, ‘That’s a lot of pressure on our relationship, being newly married and all. Now throw in both of us being on 100 percent commission!’ But I felt hope and optimism and said, ‘Okay, let’s do it!’”

Lindsey began her career as a REALTOR® in 2004. After growing up in Cleveland, Lindsey attended Ohio’s Miami University where she founded a group that planned campus-wide events. Her event-planning skills gave her an upper hand with the constant logistics management required of an active agent. Her capacity for working long hours may have earned her some odd looks from real estate colleagues in those early days, but ultimately, helped her to realize long-lasting success.

“I was always the last person at the office, writing cards and calling my database,” says Lindsey. “Few understood why I worked like I was running out of time, but all of my efforts compounded year after year. A lot of the people around me who used to leave the office before I did are no longer in the business.”

Leigh grew up in Long Island, NY, and attended Indiana University where he played club volleyball and studied business. He held roles in tech sales at IBM, CDW, and EMC before finding himself longing for something different. He liked the idea of working with people, not just data, and of selling something he could feel passionately about.

“I had a big presentation coming up at work, and the more time I spent preparing for it, the more I realized I just wasn’t into it,” Leigh recalls. “I told my boss that the role was no longer the right fit for me, and then decided to join Lindsey in real estate.”

Like many couples who work together, the pair bring their individual strengths and backgrounds to the team. Thanks to Lindsey’s inherent event planning talent, the team is well-known in the community for their full calendar of events that are geared for the whole family—something their clients really appreciate. And Leigh’s sales instincts ensure they maximize every business opportunity. Together they have achieved the perfect mix for getting deals done in a thriving, collaborative work culture.



“We like having very clear-cut, defined roles where we are each in charge of our own domain and there is no overlap,” explains Leigh. “We have found that we thrive when we avoid stepping on each other’s toes.”

“For example, when we first started our family, I started a mom’s group and hosted play dates for local families,” says Lindsey. When Leigh joined [me in real estate], he realized we could reach out to the members of my group and offer help when they needed to move. This one realization on Leigh’s part turned my mom’s group into a gold mine of business opportunities for us!”

In addition to their complementary skill sets, the pair finds that having their spouse as their business partner provides huge emotional support.

“We have this really cool equilibrium with each other such that when one of us is stressed, the other buoys up and helps the other one level out,” says Lindsey. “We have healthy checks and balances, and that serves us really well as partners.”

When they’re not working together on their business, the Marcuses find creative ways to give back to their community. A few times a month, they take their kids—Lily (12), Lauren (10), and London (8)—to events run by the Honeycomb Project, a volunteer group designed for families. Their favorite event allows them to write and illustrate uplifting board books for kids staying at Lurie Children’s Hospital of Chicago.

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— LINDSEY



**“WE HAVE
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STEPPING ON EACH
OTHER’S TOES.”**

— LEIGH





The Marcus family.



Leigh with his three children.

“You are never too young to help others,” says Lindsey.

Looking forward, Lindsey and Leigh hope to continue growing their team by finding more like-minded agents who aren’t afraid to work hard and want to take their real estate business to the next level. Now fifteen years into their partnership, Lindsey and Leigh know exactly the kind of people they want to work with and the traits that lead to success. Today, the Leigh Marcus @properties team boasts twenty members, including brokers and support staff.

“We’re not interested in growing our team for growth’s sake. We will add to our team when we find amazing culture fits: people we just can’t be without,” says Lindsey.

As is so often the case, with good reason, the hardest working reap the rewards. “We get to dream together and then build what we dream,” adds Lindsey. And as like attracts like, we won’t be surprised if this dream team couple finds their next dream teammates sooner than later.



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MEG TANGE

► on the rise

By **Chris Menezes**
Photos by **Prestige**
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TAKING CHARGE OF THE WHEEL

Starting her career in real estate in the maelstrom of 2020, Meg Tange set out to build her business in a rapidly evolving global landscape. With a strong background in hospitality, having eighteen years of experience at luxury hotels like the Four Seasons and the Peninsula in Chicago under her belt, she held a deep understanding of luxury service and had a passion for helping others.

The transition from hospitality to real estate wasn't a random choice for Meg: it was a step toward a goal she'd nursed for a while. But it took the COVID-19 pandemic to nudge her into making the move. "I had friends who did real estate on the side and loved it. It felt like something I would really enjoy doing as well. It felt like the right move," she says.



So when Meg found herself jobless in 2020, she was far from disheartened. Also, the prospect of sitting at home and waiting for things to change while collecting a stimulus check was out of the question for her. A natural people person, Meg recoiled from the thought of obtaining a job that would keep her stuck behind a computer. Therefore, just one week after being laid off, Meg signed up for real estate classes.

"I [always] wanted and had a career where I could help people during big events in their lives," she says. "[Moving to] Real estate allowed me to still have that relationship with people. I love being able to make the experience less stressful and more enjoyable. The relationship with my clients extends past the closing date, which is so rewarding and why I have come to love this career so much. I have met, and continue to meet, really amazing people."

It wasn't the first time Meg ventured out on her own to build a career for herself. A small-town girl from Wisconsin, Meg moved to Chicago after college with a mission to make a name for herself in the big city. She started her career from zero and worked diligently to build a thriving career in hospitality. Within two years of moving to the city, she bought her first condo. The year was 2009.

Starting from scratch again in 2020, real estate wasn't the only endeavor Meg was embarking on. At the same time, she had decided to start a family, as well as turn her passion for photography into a business. The pandemic hit just three months after she married her husband, Vitaliy. Sadly, starting a family proved to be a more daunting task than launching a new career. During the early phase of her career in real estate, Meg suffered the loss of three pregnancies and had to undergo multiple surgeries, along with several rounds of IVF.

Despite the heartbreak, she never lost sight of her professional goals. Real estate became her haven—a positive force driving her forward during those challenging times. She used her work as a lifeline, immersing herself in it to keep her mind off her personal struggles. Her first year in real estate was a roaring success, landing some transactions totaling \$5.5 million and a nomination for Rookie of the Year. For Meg, all reaffirmed her belief that hard work and dedication always pay off.

Meg's passion for real estate is palpable. She thrives in the competitive market and constantly seeks to

enhance her skills to serve her clients better. She draws immense satisfaction from starting from nothing and achieving quick success.

Looking ahead, Meg sees a bright future for herself in real estate. She enjoys her work so much that her professional goals are now intertwined with the industry. She is thrilled by the limitless potential she sees for herself, defined only by the boundaries she sets.

Success, to Meg, is maintaining a balance between her personal and professional lives. She strives to maintain this balance while working toward her goals. When she's not in business mode, Meg enjoys traveling with her husband, trying out new restaurants and bars in Chicago, and unwinding with a soothing massage at a spa. She's also passionate about pet rescues and organizes annual events to support local animal charities with her team. Meg adopted her pup, Doji, thirteen years ago.

Meg continues to run the photography business she built, Meg Sturlis Photography, capturing heartfelt moments of families,

Meg with her husband, Vitaliy, and their dog, Doji.

Photo credit:
Elena Grigore



couples, pets, and lifestyle events. Photography serves as her creative outlet, helping her to loosen up and embrace a different side of life. Despite the challenges of managing two businesses simultaneously, she relishes the adventure and the chance to grow.

Perhaps one of the lesser-known facts about Meg is her love for adrenaline rushes, as evident in her enthusiasm for skydiving. Having taken the plunge three times already, she is eager for another thrilling dive, this time possibly in New Zealand. It's one of her top "bucket list" vacations.

Meg's journey thus far has been a testament to her resilience, courage, and unwavering determination. Her advice to up-and-coming real estate agents mirrors her own philosophy: "You get back what you put into it." She believes



in setting personal boundaries while remaining prepared to put in the long hours, especially during busy market times.

In Meg's world, life is about balance, perseverance, and striving for what you truly want, all while enjoying the ride. She has seamlessly woven her love for luxury service, real estate, and photography into a custom-made career that continues to inspire, proving that even in the face of adversity, success is within reach for those who dare to chase it.



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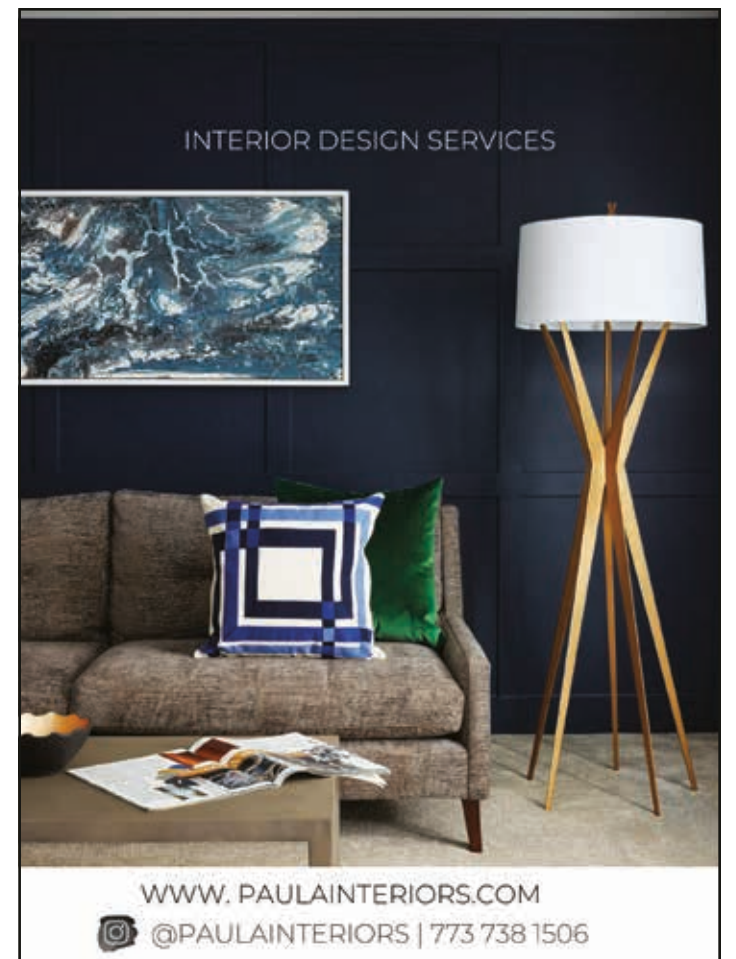
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DAN KIERES

HAVING EARS TO HEAR AND HOMES TO FIND

For Dan Kieres, real estate is more than just a career or selling houses. It is his mission and purpose in life to help people “find home.” After having a memorable experience buying his first home in 2012, Dan instantly knew that he wanted to make the transition from the corporate world, where he was selling copiers, to real estate and helping people “find home.” Soon after becoming a REALTOR®, he experienced something he had never felt before: fulfillment. Everything changed for Dan after that, including his perception on what defines success.

“Success is much deeper than volume and transaction metrics. Success is giving away your talent to make someone else’s life better; helping someone when they need it the most; lifting someone up after they’ve had a bad day; putting a smile on someone’s face. That is success,” he says.



Dan's devotion to his mission led to the formation of Northwest Real Estate Group, his own brokerage of twenty-five agents, which he manages today, in addition to his own referral and repeat client business.

Ever since he was sixteen years old, Dan had dreamed of owning his own local business in Edison Park, where he was born and raised. He attributes this accomplishment to the tireless work ethic he learned from his father while growing up.

"I always looked up to my father," he says. "I watched him go to work every single day, no matter if he was sick, hurt, or tired. He never showed any signs of weakness. His work ethic is something I admire and strive for on a daily basis; [particularly because] unlike typical businesses, the real estate market does not close, it doesn't take any days off, it doesn't care if you're sick, and it doesn't care if your car has a flat tire. It will move without you."

In a way, Dan was made for real estate. In fact, when, as a kid, he came home from school crying one day because his classmates teased him about having big ears, his parents explained that he was given big ears so he could be a good listener and better understand people. Listening to and understanding the needs of his clients remains one of his greatest strengths.

In addition to listening to and understanding client needs, Dan emphasizes the importance of follow-through, professionalism, and continuous learning. If he could go back and tell his twenty-five-year-old self anything, he'd say, "Remain patient, slow down, and keep moving forward. Know that the work you've been putting in will produce the results you have been looking for. Your time is coming."



Dan out fishing for muskellunge.



Success is giving away your talent to make someone else's life better.

When he's not busy with real estate, Dan enjoys boating with friends and family on Fox Lake, taking his nieces and nephews tubing on Big Mable, fishing for muskies (muskellunge), and flying his drone. However, his biggest joy has been spending time with his new son, Daniel, who was born on May 19th.

“Having a new baby is a lot of work, but the work is just like real estate—extremely rewarding. I find that I’ve become more efficient in my daily tasks because of the added responsibility. All good things! Even though he’s still so young, my biggest focus around becoming a new father has been working towards providing an example and being a leader,” explains Dan.

As Dan forges ahead in his real estate journey, his mission to help people “find home” remains the driving force behind everything he does. With full empathy, unwavering dedication, and ears to hear, Dan’s future is sure to be filled with even more satisfied clients and lasting, heartfelt connections.



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...Ryan Preuett is a connector. He genuinely loves having the perfect recommendation for someone, whether it's a dish at a specific restaurant, a trusted local business, or a house. His ability to establish and grow a network of people has benefited him from the day he graduated from the University of Michigan.

"I have learned life is short and you need to enjoy it," says Ryan. "I try to pack as much into every day that I can, knowing I will never look back and wish I had slept more. It is important for me to spend as much time with family and friends as possible as that is ultimately going to be what I remember versus how many millions I sold one year?"...

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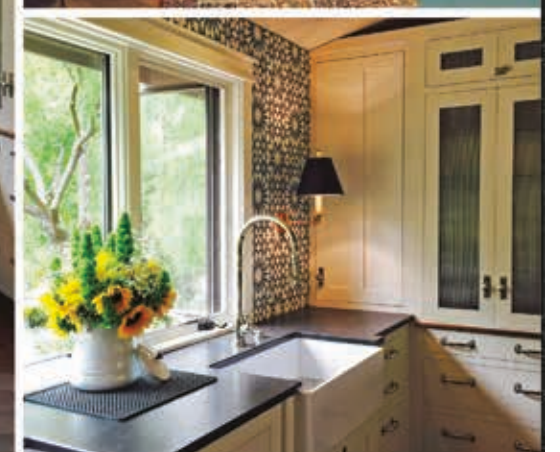
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Cheri Kasella

and HAVEN Home Staging



▶ partner spotlight

By Chris Menezes
Photos by Sonya Martin

A Haven in the Storm

The last time we caught up with Cheri Kasella and HAVEN Home Staging, we were in the grip of the COVID-19 pandemic. Of course, a lot has changed since then, especially for Cheri. Navigating all the post-COVID turbulence required many changes. Now, as her company celebrates its fourteenth year in business, it's ready for just about anything.

Despite the unpredictable swings in the market the past few years, Cheri and HAVEN Home Staging has remained mostly steady, business-wise. And there's good reason for that. They had just implemented a system in 2020 that automated their entire process, which, with the subsequent restructuring of roles, allowed the team to operate more efficiently.

In addition to massively improving their marketing, Cheri created an incentive program for their good and long-standing REALTOR® partners. The goal of the program was to reward their referral partners for their relationships, giving them special perks and other incentives that they could then pass along to their sellers and improve their own businesses.

Some of these incentives have included social media cross-promotions; marketing materials that REALTOR® partners can give to their sellers; and sponsored lunches, open houses, golf outings, and other events. HAVEN Home Staging also supports their partners' favorite individual charities. Examples include Envision Unlimited for Mark Jak of @properties, LYDIA Home Association for Steve McEwen of @properties, and the Boots for Babes holiday boot drive for the Dorger McCarthy Group.

In fact, Envision Unlimited was the recipient of Cheri's recent inventory purge. You see, to keep up with the latest trends and styles, every so often, HAVEN Home Staging holds a huge sale-off and donation of older inventory. This past year was one of those years. In addition, this year saw the rollout of a brand-new website for HAVEN and a complete rebranding of the company.



Also key to the company's thriving success are the long-term employees who have grown with HAVEN, each of whom bring unique talents to the table. Among them are Brad Pierce, the creative director; Julie Gathman, a consultation leader; Deniz Hedden, the operations manager; and Charlotte Speranza, who previously served as a talented stager, but now works remotely managing the company's social media and marketing. Their contributions, coupled with the dedicated work of stagers Natalie, Laura, and Ellie, have been instrumental in HAVEN's growth.

"I am proud to have been able to assemble a team that has been so dedicated to our success as a company," says Cheri.

As HAVEN continues to grow, Cheri is focusing on "smart growth," prioritizing efficiency over size, and putting the right people in the right place.

MEET THE TEAM



DENIZ HEDDEN
OPERATIONS MANAGER

Photo Credit: Reup Productions



BRAD PIERCE
CREATIVE DIRECTOR

Photo Credit: Reup Productions



JULIE GATHMAN
STAGING CONSULTANT

Photo Credit: Reup Productions



CHARLOTTE SPERANZA
SOCIAL MEDIA & MARKETING
CONSULTANT

Photo Credit: Tricia Koning



NATALIE JODWALIS
STAGING ASSOCIATE

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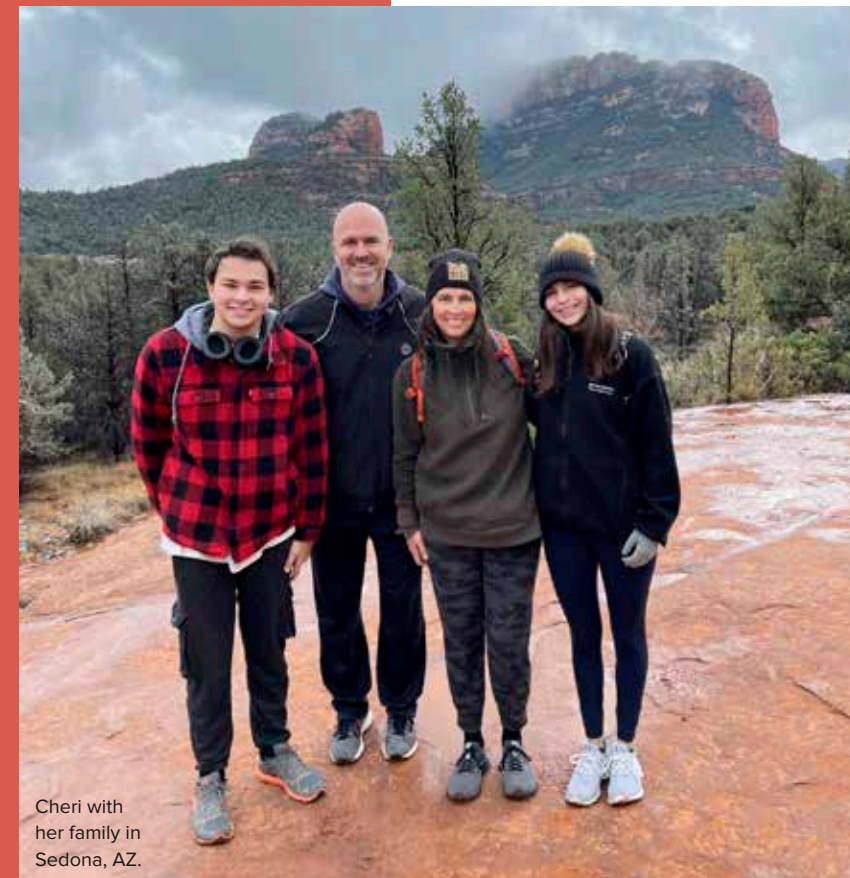
LAURA SCHORSCH
STAGING ASSOCIATE

Photo Credit: Reup Productions



ELLIE BLACKWOOD
STAGING ASSOCIATE

Photo Credit: Reup Productions



Cheri with
her family in
Sedona, AZ.



“““

Our motto from day one has been ‘quality over quantity’...Not only in our work and the designs that we create, but also in our customer service, communications, and processes to ensure staging is an easy customer experience.

– Cheri

“Our motto from day one has been ‘quality over quantity,’” states Cheri. “Not only in our work and the designs that we create, but also in our customer service, communications, and processes to ensure staging is an easy customer experience. This ease applies not only to our sellers, but also to the REALTOR® client who introduced that [homeowner] client to us. We recognize we are a reflection of our REALTOR® clients,” she adds. “I think to sustain success, you have to be a complete company, balancing all the things that contribute to your success, not just your designs, which are very important as well.”

Achieving balance in her personal life has been something Cheri has always focused on. She tries to spend as much extra time with her kids as possible. Though, with her son, Charlie, about to head off to college; her daughter, Olivia, pursuing more of her own activities and interests; and her husband,

Jim, traveling a lot for work, much of that time is siphoning back into her business, which she says is a “welcomed distraction” at times.

As a family, they have been traveling quite a bit since the COVID restrictions were lifted, however. Cheri has also been spending more time with her mother since the recent passing of her father, and she is always trying to maintain her many friendships in her free time, too.

Through the challenges of the COVID-19 pandemic and the shifts in the market as well in her personal life, Cheri has navigated everything with grace and strength, embracing change and leveraging it as an opportunity to grow. As Cheri and HAVEN Home Staging move forward, though the road ahead may curve unexpectedly, one thing is certain: they will be ready for whatever comes next.

To contact HAVEN Home Staging or learn more, visit www.havenhomestager.com, or email them at info@havenhomestager.com, or call HAVEN at 312-380-1276.



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The Rose team in 1930.

In the mid-1800s, a chemist by the name of Solomon Rose concocted an early form of arsenic. During the Civil War, his expertise caught the attention of none other than President Abraham Lincoln, who, as commander in chief of the US Army, was seeking ways to protect his soldiers from rat bites and body lice. Solomon's success eventually led to the expansion of Rose Pest Solutions across the nation by way of his son, Daniel Rose, in the early 1900s. Chicago was their steadfast headquarters. The torch was eventually passed to C. Norman Dold, then to Robert "the Chief" Dold, and today, the company is proudly led by Bob Dold II. Bob "Bobby" Dold III, who just



Solomon Rose, a chemist, who concocted an early form of arsenic in the mid-1800s.



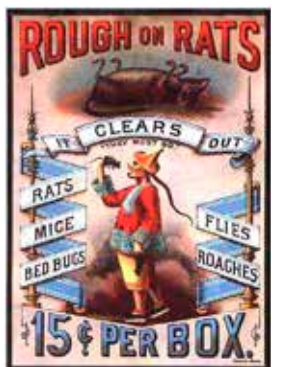
graduated from high school, has joined the Rose Pest Solutions team for the summer.

Rose Pest Solutions's approach extends beyond the mere elimination of pests: they focus on addressing the root cause, ensuring long-lasting, preventative solutions.

By pushing pest pressures back into nature, Rose Pest Solutions is able to restore balance and a healthier environment for all. Their intentional shift from traditional, product-reliant extermination to the conscientious Integrated Pest Management (IPM) reflects their ability to evolve and innovate—traits that lie at the core of their success.

Because the nature of their work is based on Mother Nature constantly shifting, staying nimble and adapting their methods and practices to her changes as they go is an art that Rose Pest Solutions has been practicing for over 160 years, transitioning from being called exterminators to pest control technicians to pest management professionals.

That's because their methods and approach change to address the concerns people have about pest control and the environment. A good example of this is the current concern about the health of pollinators. "People think they cannot use pest products at all if they want to save the bees, but this is a myth," notes Bob. "The way we apply materials these days is targeted and specific to the breeding zones and harborage areas of pests. It



A 1980s Rat Poison Trading Card.

“People think they cannot use pest products at all if they want to save the bees, but this is a myth...The way we apply materials these days is targeted and specific to the breeding zone and harborage areas of pests. It is all very scientific.”
- Bob Dold

is all very scientific. Having a mosquito prevention service does not mean you will not have butterflies in your garden anymore.” IPM is a far more scientific and targeted approach than the old-school method of spraying or fogging without proper identification of the specific pest. IPM solves a pest problem at the root.



C. Norman Dold and Daniel Rose with Bill and Helen Beutner.

One vital member of the team, Marketing Director Janelle Iaccino, known by many as “the Bug Lady,” is an integral part of the success story of Rose Pest Solutions. With a remarkable eighteen-year tenure working alongside the Dold family, she has become a force to be reckoned with in marketing. Her passion for insects, nature, and education is contagious as she effortlessly combines her knowledge with her enthusiasm for her work. You may have spotted her sharing her expertise on WGN radio or TV, captivating audiences with her wealth of insect information and love of all things creepy crawly.



Bob Dold, the pest control industry’s ultimate “people person.”

She is also a familiar face at *Real Producers* events, food industry events, children’s museums, and Girl Scout functions, always eager to engage and educate. Her contributions have not gone unnoticed: she was honored with the prestigious Influential Women in Business Award by the *Daily Herald Business Ledger* in 2021, and was one of the 2023 recipients of the Impact Award given by the National Pest Management Association, solidifying her status as an industry leader.

Along with Janelle, Rose Pest Solutions has a robust and passionate team of professionals who exemplify excellence, are passionate about their work, and go above and beyond the call of duty, such as noticing and offering to change a burnt-out lightbulb during a routine inspection, to ensure the well-being of their customers. They’ve cared for client families for years, witnessing their children grow up and bringing treats for the befriended family dog at each quarterly visit.

This level of dedication, attention to detail, and genuine care sets the company’s team apart as true rockstars in their field.

Rose Pest Solutions also understands the unique needs of REALTORS®. Through the experience of Bob Dold I, a broker and investor, and Bob Dold II, also a commercial real estate investor, the team understands the urgency of last-minute pest inspections. They appreciate their REALTOR® partnerships, are happy to host educational seminars for REALTOR® teams, and are proud of the value and expertise they are able to provide their REALTOR® partners during a transaction.

The company invests in its people through education, and supports their personal and professional growth. They also invest in their industry. Like



A map of Rose Pest Solutions from coast to coast.



The Dold family.

many other industries, the pest management field is experiencing a shortage of talent as seasoned professionals retire. Recognizing this, Rose Pest Solutions is actively engaging with young students, showcasing the fascinating and essential nature of careers in public health and the environmental sciences. Through STEM career programs, school visits, and outreach initiatives, they are working to inspire the next generation to consider these vital professions.

The company envisions continued growth and expansion, too. To their current eleven locations and team of 160 employees, they plan to establish additional branches over the next five



A taxidermy rat currently in the Rose Pest Solutions Chicago office window.

years to better serve communities across the region. But to Rose Pest Solutions, success is not measured by numbers alone. True success, they say, lies in the collective efforts of their team, harmonizing their skills, streamlining procedures, and maintaining the personal touch, trust, and peace of mind that their customers have come to expect for 163 years.

“Creating long-lasting relationships with our employees, partners, and customers is what we aim to do,” says Janelle.

To let the experts at Rose Pest Solutions help make your life easier and to learn more about their services, visit their website, [rosepestcontrol.com](https://www.rosepestcontrol.com), or call 1-800-GOT-PESTS?

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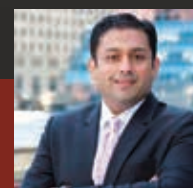
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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	104	\$53,194,597	110.5	\$54,495,611	214.5	\$107,690,208
2	Jeffrey	Lowe	45	\$65,691,000	18.5	\$29,163,400	63.5	\$94,854,400
3	Leigh	Marcus	65.5	\$43,586,440	53	\$33,532,000	118.5	\$77,118,440
4	Emily	Sachs Wong	29.5	\$54,927,329	17	\$21,153,500	46.5	\$76,080,829
5	Benyamin	Lalez	32.5	\$21,125,599	109	\$51,929,219	141.5	\$73,054,818
6	Grigory	Pekarsky	23.5	\$9,918,125	96.5	\$41,033,950	120	\$50,952,075
7	Carrie	McCormick	26.5	\$30,107,500	14.5	\$20,062,000	41	\$50,169,500
8	Chezi	Rafaelli	18	\$22,536,000	9	\$12,196,000	27	\$34,732,000
9	Jennifer	Ames	18	\$27,134,000	3	\$7,270,000	21	\$34,404,000
10	Katharine	Waddell	19.5	\$14,503,000	25.5	\$15,426,665	45	\$29,929,665
11	Leila	Zammatta	10.5	\$28,658,528	1	\$520,000	11.5	\$29,178,528
12	Joanne	Nemerovski	7	\$15,394,000	12	\$13,742,500	19	\$29,136,500
13	Alexandre	Stoykov	6	\$3,243,500	54.5	\$24,005,350	60.5	\$27,248,850
14	Sam	Shaffer	6	\$5,231,500	33.5	\$21,443,735	39.5	\$26,675,235
15	Melissa	Siegal	18	\$10,904,500	28.5	\$15,762,467	46.5	\$26,666,967
16	Susan	Miner	6	\$19,095,000	3	\$7,537,000	9	\$26,632,000
17	Elizabeth	Brooks	22	\$26,474,023	0	\$0	22	\$26,474,023
18	Sam	Jenkins	11.5	\$15,507,500	7	\$10,582,850	18.5	\$26,090,350
19	Mario	Greco	29	\$18,487,615	13.5	\$7,058,385	42.5	\$25,546,000
20	Katherine	Malkin	3	\$11,115,000	3	\$13,258,000	6	\$24,373,000
21	Hayley	Westhoff	15.5	\$9,882,005	17.5	\$14,040,180	33	\$23,922,185
22	Timothy	Sheahan	19.5	\$14,048,676	8	\$9,861,000	27.5	\$23,909,676
23	Patrick	Teets	14	\$19,473,500	3	\$4,275,000	17	\$23,748,500
24	Konrad	Dabrowski	19	\$15,872,250	11.5	\$7,818,229	30.5	\$23,690,479
25	Lauren	Mitrick Wood	9	\$5,190,250	22.5	\$17,641,250	31.5	\$22,831,500
26	Karen	Biazar	19	\$12,512,000	19	\$8,861,900	38	\$21,373,900
27	Suzanne	Gignilliat	6	\$18,339,000	3	\$2,988,000	9	\$21,327,000
28	Kelly	Parker	3.5	\$1,935,000	24	\$19,096,500	27.5	\$21,031,500
29	James	D'Astice	6	\$2,839,900	32.5	\$17,985,149	38.5	\$20,825,049
30	Daniel	Glick	12	\$9,993,500	12.5	\$10,708,500	24.5	\$20,702,000
31	Darrell	Scott	7	\$6,501,300	28.5	\$14,174,900	35.5	\$20,676,200
32	Melanie	Everett	7.5	\$4,052,500	30	\$15,954,100	37.5	\$20,006,600
33	Rafay	Qamar	26	\$10,174,250	27	\$9,748,416	53	\$19,922,666
34	Amanda	McMillan	15.5	\$10,110,500	12.5	\$9,664,613	28	\$19,775,113

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jason	O'Beirne	18	\$14,293,600	12	\$5,350,000	30	\$19,643,600
36	Nicholaos	Voutsinas	11	\$6,170,150	19	\$13,221,400	30	\$19,391,550
37	Bari	Levine	15	\$9,831,950	12	\$9,512,500	27	\$19,344,450
38	Eugene	Fu	12	\$9,116,600	11.5	\$9,071,500	23.5	\$18,188,100
39	Owen	Duffy	19	\$14,571,100	9	\$3,441,700	28	\$18,012,800
40	Karen	Schwartz	13	\$10,923,000	13	\$6,926,900	26	\$17,849,900
41	Colin	Hebson	7.5	\$4,292,750	22.5	\$13,373,000	30	\$17,665,750
42	Sophia	Klopas	11.5	\$7,663,750	16	\$9,636,000	27.5	\$17,299,750
43	Lance	Kirshner	13.5	\$6,927,050	10	\$10,301,500	23.5	\$17,228,550
44	Melanie	Giglio	9	\$4,414,000	18	\$12,768,300	27	\$17,182,300
45	Margaret	Baczkowski	11	\$8,538,052	9	\$8,581,750	20	\$17,119,802
46	Julie	Busby	9	\$3,576,625	22	\$13,374,360	31	\$16,950,984
47	Rubina	Bokhari	4	\$2,863,200	11	\$13,482,199	15	\$16,345,399
48	Scott	Newman	25.5	\$6,890,462	14	\$9,346,101	39.5	\$16,236,563
49	Jennifer	Mills	11.5	\$12,332,000	5	\$3,564,000	16.5	\$15,896,000
50	Michael	Maier	16.5	\$11,742,251	8	\$4,133,000	24.5	\$15,875,251

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Brad	Lippitz	11	\$7,243,450	13	\$8,050,800	24	\$15,294,250
52	Joshua	Lipton	6	\$6,163,678	7.5	\$8,311,500	13.5	\$14,475,178
53	Camille	Canales	4.5	\$2,129,750	19	\$12,250,488	23.5	\$14,380,238
54	Millie	Rosenbloom	10	\$7,363,250	5	\$6,763,000	15	\$14,126,250
55	Ioannis	Floros	3.5	\$1,639,750	28.5	\$12,409,050	32	\$14,048,800
56	Elias	Masud	6	\$2,916,250	24.5	\$11,076,551	30.5	\$13,992,801
57	Susan	Nice	5	\$2,612,500	6	\$11,236,000	11	\$13,848,500
58	Danielle	Dowell	9.5	\$5,411,500	10.5	\$8,316,500	20	\$13,728,000
59	Cynthia	Sodolski	9.5	\$6,105,650	10	\$7,466,400	19.5	\$13,572,050
60	Dennis	Huyck	10.5	\$6,416,500	9.5	\$6,986,250	20	\$13,402,750
61	Jill	Silverstein	12	\$8,434,438	9.5	\$4,958,875	21.5	\$13,393,312
62	Richard	Kasper	5.5	\$4,042,066	13.5	\$9,317,750	19	\$13,359,816
63	Tommy	Choi	12.5	\$6,343,700	16.5	\$6,968,000	29	\$13,311,700
64	Matthew	Liss	7	\$6,177,500	6	\$7,133,840	13	\$13,311,340
65	Juliana	Yeager	8	\$4,530,250	14	\$8,773,500	22	\$13,303,750
66	Kimber	Galvin	2	\$1,804,250	14	\$11,491,000	16	\$13,295,250
67	Cadey	O'Leary	6	\$7,770,500	5	\$5,444,000	11	\$13,214,500
68	Ivona	Kutermankiewicz	9	\$10,465,900	3	\$2,384,900	12	\$12,850,800
69	Brian	Moon	6	\$3,051,000	12	\$9,755,000	18	\$12,806,000
70	Michael	Rosenblum	12.5	\$12,100,500	2	\$692,500	14.5	\$12,793,000
71	Kevin	Hinton	8	\$3,960,000	15.5	\$8,735,864	23.5	\$12,695,864
72	Benjamin	Lissner	3	\$1,147,500	24.5	\$11,434,500	27.5	\$12,582,000
73	Elizabeth	Ballis	9	\$7,037,517	3.5	\$5,505,000	12.5	\$12,542,517
74	Layching	Quek	6	\$3,035,000	18	\$9,444,900	24	\$12,479,900
75	Ryan	Preuett	8	\$9,827,399	2	\$2,414,900	10	\$12,242,299
76	Nicholas	Colagiovanni	10	\$7,057,000	4	\$5,130,000	14	\$12,187,000
77	Lisa	Blume	9	\$5,624,250	15.5	\$6,544,900	24.5	\$12,169,150
78	Lisa	Kalous	3	\$2,350,750	16.5	\$9,793,100	19.5	\$12,143,850
79	Mark	Icuss	4	\$3,633,750	4	\$8,489,000	8	\$12,122,750
80	James	Sheehan	10.5	\$11,647,800	1	\$429,000	11.5	\$12,076,800
81	Edward	Grochowiak	4.5	\$2,938,700	15	\$9,100,600	19.5	\$12,039,300
82	Todd	Szwajkowski	11.5	\$4,932,650	19	\$7,066,200	30.5	\$11,998,850
83	Douglas	Smith	6	\$7,514,850	4	\$4,450,000	10	\$11,964,850
84	Elena	Theodoros	12	\$8,548,650	3	\$3,300,000	15	\$11,848,650

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Melanie	Carlson	8	\$4,671,000	10	\$7,137,500	18	\$11,808,500
86	Gail	Spreen	12	\$5,105,500	9	\$6,684,500	21	\$11,790,000
87	Kai	Schirmacher	3.5	\$3,586,650	5	\$8,180,000	8.5	\$11,766,650
88	Sara	McCarthy	8.5	\$4,091,500	14	\$7,466,900	22.5	\$11,558,400
89	Brad	Zibung	14	\$7,508,000	9	\$3,973,400	23	\$11,481,400
90	Brian	Loomis	4	\$3,725,000	3	\$7,695,000	7	\$11,420,000
91	Julie	Latsko	4	\$5,065,000	5	\$6,308,000	9	\$11,373,000
92	Debra	Dobbs	11	\$5,529,450	11	\$5,811,800	22	\$11,341,250
93	Sherri	Hoke	4	\$4,944,000	5	\$6,285,000	9	\$11,229,000
94	Keith	Brand	10	\$4,065,480	12	\$6,982,499	22	\$11,047,979
95	Peter	Angelo	10	\$11,036,556	0	\$0	10	\$11,036,556
96	Eudice	Fogel	3.5	\$1,764,000	8	\$9,269,000	11.5	\$11,033,000
97	Barbara	O'Connor	8	\$3,481,250	12.5	\$7,421,200	20.5	\$10,902,450
98	Santiago	Valdez	12.5	\$4,094,750	13	\$6,788,150	25.5	\$10,882,900
99	Daniel	Close	5	\$3,386,000	11.5	\$7,471,900	16.5	\$10,857,900
100	Jennifer	Liu	14.5	\$10,770,200	0	\$0	14.5	\$10,770,200

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Thomas	Moran	1.5	\$2,217,000	6	\$8,553,000	7.5	\$10,770,000
102	Nicholas	Apostal	11	\$5,840,600	3	\$4,839,000	14	\$10,679,600
103	Stefanie	Lavelle	12	\$5,900,000	8	\$4,778,100	20	\$10,678,100
104	Christie	Ascione	3	\$1,763,000	5	\$8,892,500	8	\$10,655,500
105	Sharyl	Mackey	0	\$0	1	\$10,650,000	1	\$10,650,000
106	Stephanie	Loverde	9.5	\$4,947,401	9.5	\$5,681,073	19	\$10,628,474
107	Michael	Greco	8	\$4,656,000	9	\$5,960,000	17	\$10,616,000
108	Jeffrey	Herbert	6.5	\$3,261,500	11	\$7,303,175	17.5	\$10,564,675
109	Naomi	Wilkinson	5	\$4,095,000	5	\$6,463,000	10	\$10,558,000
110	Staci	Slattery	15	\$10,515,600	0	\$0	15	\$10,515,600
111	Pasquale	Recchia	8	\$5,344,250	5	\$5,142,500	13	\$10,486,750
112	Lindsey	Rivollier	8.5	\$10,418,636	0	\$0	8.5	\$10,418,636
113	Dawn	McKenna	8	\$7,995,750	3	\$2,277,962	11	\$10,273,712
114	R. Matt	Leutheuser	3	\$8,900,000	1	\$1,350,000	4	\$10,250,000
115	Harry	Maisel	11	\$7,499,400	4	\$2,737,000	15	\$10,236,400
116	Cory	Tanzer	15	\$6,034,750	10.5	\$4,081,000	25.5	\$10,115,750
117	Nicole	Hajdu	10.5	\$4,900,500	9	\$5,213,100	19.5	\$10,113,600
118	Lucas	Blahnik	5	\$4,738,500	8	\$5,336,400	13	\$10,074,900
119	Zachary	Redden	6.5	\$3,236,250	10	\$6,838,120	16.5	\$10,074,370
120	Danny	Lewis	3	\$1,228,750	17	\$8,811,000	20	\$10,039,750
121	Diana	Grinnell	8	\$4,414,900	7	\$5,612,000	15	\$10,026,900
122	Michelle	Browne	10	\$5,542,700	5	\$4,450,600	15	\$9,993,300
123	Peter	Green	4.5	\$2,428,099	11	\$7,545,500	15.5	\$9,973,599
124	Shay	Hata	9.5	\$4,870,250	7	\$5,002,900	16.5	\$9,873,150
125	Julie	Harron	5	\$5,630,000	3	\$4,225,000	8	\$9,855,000
126	Megan	Tirpak	9	\$5,413,250	3	\$4,413,856	12	\$9,827,106
127	Elizabeth	Lassner	9	\$4,275,000	6	\$5,544,900	15	\$9,819,900
128	Alishja	Ballard	7.5	\$3,730,650	9	\$6,059,899	16.5	\$9,790,549
129	Robert	Sullivan	12.5	\$8,206,500	4	\$1,544,000	16.5	\$9,750,500
130	Diana	Radosta	3	\$2,353,000	7	\$7,346,500	10	\$9,699,500
131	Steven	Powers	6	\$3,804,000	6	\$5,809,500	12	\$9,613,500
132	Pamela	Rueve	8	\$7,329,000	4	\$2,278,000	12	\$9,607,000
133	Lauren	Shimmon	6.5	\$2,276,500	11	\$7,280,500	17.5	\$9,557,000
134	Hadley	Rue	9	\$6,932,500	4	\$2,601,900	13	\$9,534,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Linda	Levin	7	\$6,045,900	3	\$3,454,000	10	\$9,499,900
136	Scott	Berg	24	\$9,100,400	1	\$350,000	25	\$9,450,400
137	Karen	Ranquist	10.5	\$6,512,500	3	\$2,899,500	13.5	\$9,412,000
138	Ilsa	Conover	8	\$5,911,256	7	\$3,456,400	15	\$9,367,656
139	Patrick	Shino	4	\$1,452,450	16	\$7,902,450	20	\$9,354,900
140	Leopoldo	Gutierrez	4	\$1,852,500	15	\$7,403,000	19	\$9,255,500
141	Brittany	Strale	2	\$954,000	20	\$8,273,707	22	\$9,227,707
142	Michael	Gaffney	11	\$5,860,861	6	\$3,248,400	17	\$9,109,261
143	Timothy	Salm	3	\$6,337,500	3	\$2,770,000	6	\$9,107,500
144	Michael	Hampton	8.5	\$9,093,939	0	\$0	8.5	\$9,093,939
145	Stephanie	Cutter	12.5	\$6,969,025	4	\$2,111,000	16.5	\$9,080,025
146	Steve	Dombar	2	\$958,000	15	\$8,121,800	17	\$9,079,800
147	Brett	Boudart	6	\$2,764,000	12	\$6,312,500	18	\$9,076,500
148	Scott	Curcio	15.5	\$5,450,650	10.5	\$3,525,901	26	\$8,976,551
149	Kelsey	Mayher	2	\$1,823,500	6	\$6,976,672	8	\$8,800,172
150	Marlene	Rubenstein	7	\$4,371,000	6	\$4,409,730	13	\$8,780,730

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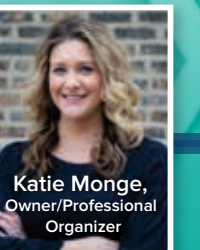
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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Cornelis	Hoogstraten	2.5	\$805,000	13	\$7,948,500	15.5	\$8,753,500
152	Qiankun	Chen	11	\$3,973,650	11	\$4,777,000	22	\$8,750,650
153	Fadya	Kashkeesh	5	\$4,337,000	5	\$4,337,000	10	\$8,674,000
154	Stacey	Dombar	17	\$7,645,900	4	\$1,002,500	21	\$8,648,400
155	Laura	Meier	5.5	\$2,593,750	9	\$6,038,400	14.5	\$8,632,150
156	Michael	Shenfeld	7.5	\$4,008,930	7.5	\$4,617,500	15	\$8,626,430
157	Matthew	Engle	5.5	\$2,027,399	14.5	\$6,560,500	20	\$8,587,899
158	Caitlin	Skogsbergh	3	\$2,553,750	6	\$6,013,500	9	\$8,567,250
159	Tiffany	Meyers	5	\$2,077,500	14	\$6,474,900	19	\$8,552,400
160	Ashley	Cox	11	\$5,197,623	5.5	\$3,335,300	16.5	\$8,532,923
161	Chris	Gomes	1	\$605,000	13	\$7,848,100	14	\$8,453,100
162	Nicole	Flores	10	\$5,825,750	6	\$2,555,500	16	\$8,381,250
163	Misael	Chacon	21	\$7,945,299	1	\$425,000	22	\$8,370,299
164	Joelle	Cachey Hayes	5.5	\$7,659,000	2	\$670,000	7.5	\$8,329,000
165	Christopher	Pertile	4.5	\$3,652,000	8.5	\$4,649,900	13	\$8,301,900
166	Kathryn	Schrage	9	\$3,236,500	7	\$5,053,000	16	\$8,289,500
167	William	Goldberg	8	\$7,905,750	0.5	\$377,500	8.5	\$8,283,250
168	Elizabeth	Amidon	10	\$4,277,000	9	\$3,969,000	19	\$8,246,000
169	Ian	Schwartz	3.5	\$1,464,000	6	\$6,755,500	9.5	\$8,219,500
170	Nadine	Ferrata	10	\$6,857,500	2	\$1,355,000	12	\$8,212,500
171	Heather	Seidelman	8.5	\$4,758,000	5	\$3,422,000	13.5	\$8,180,000
172	Dominic	Irpino	8	\$3,118,900	12	\$5,054,800	20	\$8,173,700
173	Linda	Shaughnessy	2	\$3,460,000	3	\$4,685,000	5	\$8,145,000
174	Robert	Picciariello	24	\$8,092,067	0	\$0	24	\$8,092,067
175	Vincent	Anzalone	6	\$5,325,000	4	\$2,767,000	10	\$8,092,000
176	Bradley	Brondyke	2	\$5,065,000	2	\$3,005,000	4	\$8,070,000
177	Giancarlo	Bargioni	7	\$6,052,400	5	\$2,008,000	12	\$8,060,400
178	Annie	Schweitzer	6	\$2,843,999	5	\$5,194,557	11	\$8,038,556
179	Maria	Kernahan	3	\$3,230,000	5	\$4,800,000	8	\$8,030,000
180	Benjamin	Turbow	6	\$2,854,512	7	\$5,140,900	13	\$7,995,412
181	Mark	Zipperer	9	\$3,493,000	11	\$4,486,500	20	\$7,979,500
182	Ken	Jungwirth	7	\$2,737,500	4	\$5,200,000	11	\$7,937,500
183	Susan	Kanter	5.5	\$3,307,500	7.5	\$4,622,000	13	\$7,929,500
184	Ryan	Huyler	9	\$6,826,100	3	\$1,100,500	12	\$7,926,600

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Lauren	Goldberg	3.5	\$6,175,750	1	\$1,712,500	4.5	\$7,888,250
186	Mariah	Dell	12	\$5,733,119	3	\$2,139,000	15	\$7,872,119
187	Jesus	Rojas	1	\$285,000	18	\$7,586,525	19	\$7,871,525
188	Guido	Piunti	6	\$1,948,700	15	\$5,791,531	21	\$7,740,231
189	Samantha	Porter	3.5	\$6,175,750	2	\$1,550,000	5.5	\$7,725,750
190	Kathleen	Ullo	7	\$7,448,338	0.5	\$262,500	7.5	\$7,710,838
191	Roman	Patzner	3	\$815,000	12	\$6,877,579	15	\$7,692,579
192	Kathleen	Malone	6.5	\$4,873,000	2.5	\$2,816,500	9	\$7,689,500
193	Connie	Grunwaldt	8.5	\$6,242,500	3	\$1,408,000	11.5	\$7,650,500
194	Jacob	Tasharski	3	\$1,815,000	5	\$5,807,000	8	\$7,622,000
195	Nancy	Hotchkiss	12.5	\$5,930,000	4	\$1,688,000	16.5	\$7,618,000
196	Mark	Keppy	8.5	\$4,391,900	5	\$3,180,750	13.5	\$7,572,650
197	Erin	Mandel	2	\$2,272,500	4	\$5,295,014	6	\$7,567,514
198	Jacqueline	Alter	17	\$6,443,750	3	\$1,084,900	20	\$7,528,650
199	Randy	Nasatir	4	\$1,908,500	9	\$5,582,500	13	\$7,491,000
200	Cara	Buffa	6	\$5,112,600	4	\$2,376,500	10	\$7,489,100

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Brady	Miller	7	\$2,951,000	16	\$4,537,400	23	\$7,488,400
202	Blazena	Bilic	6.5	\$6,103,000	2	\$1,370,000	8.5	\$7,473,000
203	Patricia	Young	6.5	\$4,629,000	3	\$2,839,000	9.5	\$7,468,000
204	Liz	Jones	3.5	\$1,709,500	10	\$5,756,000	13.5	\$7,465,500
205	Sarah	Robins	4	\$2,746,000	2	\$4,710,000	6	\$7,456,000
206	Kathryn	Barry	4.5	\$1,735,500	11.5	\$5,712,500	16	\$7,448,000
207	Jeremiah	Fisher	5.5	\$3,816,500	8	\$3,553,500	13.5	\$7,370,000
208	Amir	Fouad	10	\$5,772,000	2	\$1,592,000	12	\$7,364,000
209	Eamonn	Stafford	10	\$3,411,700	12	\$3,948,700	22	\$7,360,400
210	Robert	Yoshimura	9	\$2,814,500	10	\$4,539,000	19	\$7,353,500
211	Amy	Duong	6	\$2,498,000	10.5	\$4,855,150	16.5	\$7,353,150
212	Susan	O'Connor	2.5	\$2,676,000	4	\$4,604,800	6.5	\$7,280,800
213	Anne	Rossley	5.5	\$3,586,250	6	\$3,690,000	11.5	\$7,276,250
214	Reve'	Kendall	12.5	\$6,418,250	3	\$807,000	15.5	\$7,225,250
215	Alexa	Hara	6	\$1,948,700	6	\$5,214,000	12	\$7,162,700
216	Phillip	Buoscio	11	\$5,753,675	2	\$1,403,675	13	\$7,157,350
217	Michael	Saladino	11	\$2,892,000	11	\$4,262,400	22	\$7,154,400
218	Xiaojing	Frost	6.5	\$2,811,000	7	\$4,310,000	13.5	\$7,121,000
219	Marzena	Frausto	3	\$1,429,000	14	\$5,691,500	17	\$7,120,500
220	Thomas	Campone	8	\$2,301,500	8	\$4,777,500	16	\$7,079,000
221	Ryan	Gossett	3	\$1,675,250	8	\$5,395,550	11	\$7,070,800
222	Victoria	Rezin	3	\$2,713,500	3	\$4,352,000	6	\$7,065,500
223	Alexander	Cohen	5	\$2,917,500	5	\$4,147,000	10	\$7,064,500
224	Janelle	Dennis	7	\$4,488,000	4	\$2,561,511	11	\$7,049,511
225	Gwen	Stark	8	\$4,655,000	4	\$2,393,000	12	\$7,048,000
226	Michael	Yeagle	3	\$4,725,000	1	\$2,300,000	4	\$7,025,000
227	Brent	Hall	10	\$7,017,721	0	\$0	10	\$7,017,721
228	Greg	Whelan	2	\$2,560,000	8	\$4,436,750	10	\$6,996,750
229	Stephanie	Klein Trout	2.5	\$4,415,000	2	\$2,500,000	4.5	\$6,915,000
230	Bridget	Sheahan	8.5	\$6,891,776	0	\$0	8.5	\$6,891,776
231	Vikas	Wadhwa	2.5	\$2,167,500	3	\$4,712,000	5.5	\$6,879,500
232	Eric	Hublar	6	\$2,585,500	8	\$4,292,500	14	\$6,878,000
233	Daniel	Csuk	4	\$2,725,000	9	\$4,106,500	13	\$6,831,500
234	Joel	Holland	8	\$4,550,500	6.5	\$2,276,500	14.5	\$6,827,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Connie	Engel	11	\$5,829,000	2	\$962,500	13	\$6,791,500
236	Craig	Fallico	13	\$4,541,000	5	\$2,247,900	18	\$6,788,900
237	Elizabeth	Caya	4	\$1,595,000	11	\$5,185,500	15	\$6,780,500
238	Richard	Aronson	5.5	\$4,860,000	3	\$1,902,500	8.5	\$6,762,500
239	Olivia	Carlson	5.5	\$2,528,200	5	\$4,188,000	10.5	\$6,716,200
240	Rohit	Malik	2	\$1,335,000	4	\$5,375,000	6	\$6,710,000
241	Naja	Morris	14	\$6,098,550	2	\$590,500	16	\$6,689,050
242	Melissa	Edidin	5	\$3,239,000	6	\$3,448,500	11	\$6,687,500
243	Mario	Barrios	1.5	\$1,255,000	8	\$5,407,500	9.5	\$6,662,500
244	Whitney	Wang	3.5	\$1,540,000	11	\$5,115,000	14.5	\$6,655,000
245	Alice	Berger	4	\$2,910,300	4	\$3,710,000	8	\$6,620,300
246	Ali	Bakir	1	\$325,000	11	\$6,255,000	12	\$6,580,000
247	Philip	Skowron	6.5	\$6,577,501	0	\$0	6.5	\$6,577,501
248	Charles	Gullett	4	\$834,000	9	\$5,738,000	13	\$6,572,000
249	Sarah	Basken	2.5	\$6,542,046	0	\$0	2.5	\$6,542,046
250	Natasha	Motev	4	\$6,243,388	1	\$295,000	5	\$6,538,388

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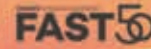


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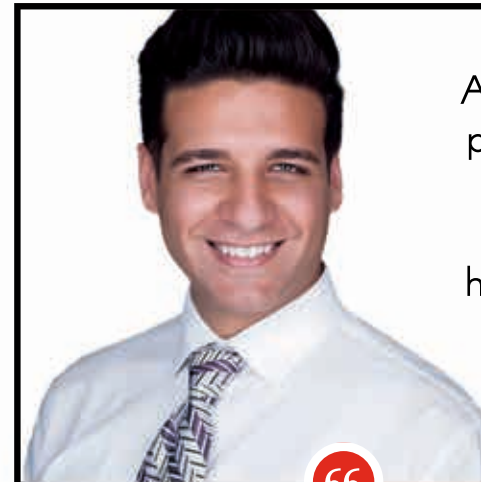
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