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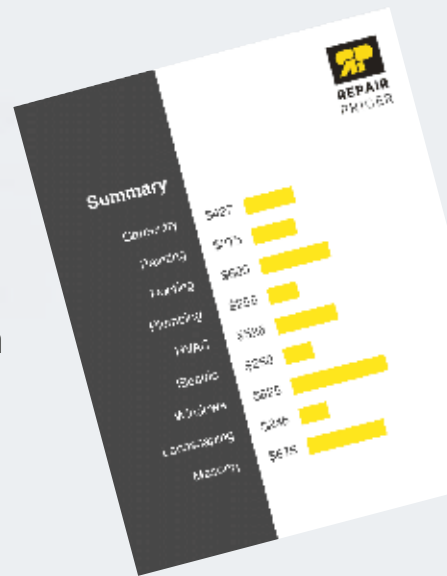
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@realproducersmag.com

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PUBLISHER'S NOTE

What a ride we had in 2023! Amid the hustle and bustle that comes as we close out the year, I wanted to be intentional about pausing to share my sincere appreciation for all of the Preferred Partners and REALTORS® of *DuPage Real Producers* who continue to engage with the RP community. It brings me so much pleasure to sit back and reflect on all the times we were able to connect, elevate, and inspire you throughout the year. I am so glad that you continue to welcome a growing RP team into your businesses, community, and families.

It is my goal that we continue this mission through every interaction as we dive into 2024. Keep an eye out for upcoming issues outlining future event dates. We have also been sprinkling in smaller Real Producers meetups between our larger events. Feel free to contact me directly for more information and details about getting involved.

We're in the process of gathering content for next year. Which REALTORS® should be spotlighted in a 2024 issue? Don't hesitate to connect them with our team. In the spirit of the season, we wish you a relaxing holiday filled with love, joy, and success in the new year!



Andy Burton
Publisher

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ANN PANCOTTO

FAITH
AND
FAMILY

Even after thirty years in real estate, you'd think Ann Pancotto would be content with continuing business as usual. But standing still has never been in Ann's plan.

"Even from a young age, real estate has always been my passion," Ann explains. "I will continue to expand the Pancotto Group well into the future. I have no plans on slowing down."

Like many other brokers, Ann was encouraged to pursue a career in real estate from family members. After two years of college, Ann joined her sister's company, a wholesale warehouse copier company in Elk Grove Village, in a sales role. But their mother, a successful and influential REALTOR®, inspired Ann to use her natural sales aptitude as a real estate agent.

"My mother has always been my rock throughout my life. She has always encouraged me, prayed for me, and been there for me," Ann says. "She was a hardworking REALTOR® who raised seven children on her own after my father died at the age of forty-one. She is such an inspiration."

Ann's husband and business partner, Nick, has a similar story. He is a third-generation builder and developer, as well as a licensed broker who specializes in commercial real estate. Between the two of them, the Ann Pancotto Group at Compass in Hinsdale offers nearly seventy years' combined experience in all facets of real estate.

"We both come from real estate families and have great experience in every area of the market," notes Ann. "It makes us a potent team for our clients."

Throughout her life, Ann has leaned on her faith to help her persevere through everyday and career challenges. She is active in a few area churches, gives back through various charities, and prays daily. All keep her focused on the things that matter most, instead of focusing on and allowing difficult circumstances to get her down.



"I've found that my faith helps me to stay strong when I feel weak," Ann explains. "I also try to smile at everyone I encounter; it shows love and makes you feel love."

Ann has also traveled across the globe to visit holy sites and deepen her faith. These pilgrimages include eight trips to Medjugorje in Bosnia and Herzegovina, near the border of Croatia; Lourdes in France; and most recently, Holy Land sites in Israel, Nazareth, and Jerusalem.

"Going on pilgrimages is when and where I feel the most peace," Ann explains. "Medjugorje is where I feel like I am getting 'a taste of Heaven.'"

Ann has brought her daughters, Brittany Simon and Ava Maria Pancotto, on some of these trips with her. Together, they also vacation and spend quality time with one another, as well as with Ann's two grandchildren. You'll regularly find them

going on neighborhood walks, trying new local restaurants, and enjoying the arts as a family.

Brittany is a decorated REALTOR® in her own right. She's the leader of her own Chicago-based office with Compass and is a recently featured Real Producer. So, as you may well guess, real estate is a frequent dinner table conversation topic. Ann's mother, now ninety-one, still provides insider tips, too, from time to time.

You will also find Ann leading the Pancotto Group. In addition to her, there are three other agents - Nick Pancotto, Andrea Achimas, and Matthew Fuhrman. A wide range of real estate services is offered by this group, including residential, commercial, and leasing properties. Over the years, she has been recognized within Compass for her extraordinary work and sales.

This year, Ann celebrated three decades in real estate and over \$100 million in career volume. Today, just as in her early years, she still finds the most satisfaction in the happiness she's able to bring about for her clients.



“

The most rewarding part of my job is seeing how happy my clients are when they are moving into their new home or moving onto their new chapter in life...



Ann with her youngest daughter, Ava Maria, at the Sea of Galilee.



“The most rewarding part of my job is seeing how happy my clients are when they are moving into their new home or moving onto their new chapter in life,” she says.

Looking forward, Ann hopes to mentor a new generation of REALTORS® as she keeps up on the latest market trends and newest techniques, and continues to serve her clients—all while leaning on her faith and the lessons that got her where she is today.

“My main advice to any new agent I meet is simple: don't give up,” states Ann. “Persevere and stay strong. Get back up when you fall and try again. Time goes by fast, so try not to waste it.”

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In recognizing how flooring can play a pivotal role in transforming properties set for sale or renovation, the Great Western Flooring team can guide their REALTOR® partners and respective clients in the right direction, empowering REALTORS® to confidently address questions about flooring types, repairs, and maintenance.

“There is such a natural partnership in what we do with REALTORS®” states Kate MacConnell, the design consultant at Great Western Flooring and a familiar face within the world of flooring. “Sometimes that perfect-sized house in the perfect neighborhood needs an update to the interiors. We focus on helping REALTORS® and their clients see the potential and transform a dated space.”

Great Western Flooring is a small, family-owned business that offers a diverse range of flooring solutions—from tile and hardwood to



laminates, vinyl, and carpet. They also collaborate with partners to provide quartz countertops and Hunter Douglas window treatments.

Whether clients are seeking materials for a contractor-led project or to do a full installation, Kate and her team are committed to delivering tailored, high-quality service and personalized solutions.

“When I’m making selections with a client, all of my suggestions are based on what I truly believe will work best for their home, not on whatever overstock we need to get rid of that week,” she affirms. “Our focus is on being great: great products, great service, Great Western!”

Kate’s journey into the flooring industry was influenced by her grandfather’s restoration business, where she gained early exposure and education about flooring materials and their significance. “I grew up ‘selling’ carpet samples to my cousins in my grandfather’s conference room, and climbing over rolls of carpet and piles of rugs in his warehouse,” shares Kate. Though her grandfather has since passed away, he continues to be a guiding force in her life, inspiring her decision-making and pushing her to make choices he would be proud of.

“
OUR
FOCUS IS
ON BEING
GREAT:
GREAT
PRODUCTS,
GREAT
SERVICE,
GREAT
WESTERN!
”



Kate’s career took her from her small hometown in Northwest Ohio to Chicago in 2004, where she joined a carpet manufacturer housed in the Merchandise Mart. She would work there for the next thirteen years. She says that during this time, “I discovered that flooring is really my calling. I love knowing the ins and outs of how a product is made as much as I love playing with different colors and textures to create a beautiful space.”

When the opportunity arose for her to join Great Western Flooring, Kate didn’t hesitate. “This company is such a natural extension of who I am as a person,” she shares. “Kindness, trust, community, respect, integrity—these words are literally written into our company values, and they’ve always been guiding principles for me as a person.”

Kate and her team have a unique way of working with REALTORS® and clients—one that allows them to dive deeper into discovering their flooring needs. For example, as Kate notes, “Going into a listing and not sure exactly what type of flooring you’re seeing? I can help with that!”

This kind of consultation normally leads to her educating those involved on how to determine when flooring can be repaired, versus replaced, and providing strategies on how to freshen up homes that are more dated.



What fulfills Kate most is taking care of people. She finds immense joy in receiving feedback from satisfied customers who appreciate the beautiful spaces they’ve created together. Their return business and referrals fuel her passion and keep her inspired. “It’s also so important to me that my kids see me working hard to achieve my goals,” shares Kate.

In her many years in the industry, Kate has witnessed significant changes, especially when COVID-19 disrupted supply chains, emphasizing the need for well-trained installers. Great Western Flooring has actively lobbied for increased education and training programs for installers. They also contribute to local initiatives aimed at attracting more young talent to the flooring trade.

Beyond work, Kate enjoys the simple pleasures of cuddling up on the couch together for a movie night or playing board games with her family—her two young children and husband, Jason. “I finally got my ‘suburban mom dream car’ last year—a blue Honda Odyssey—and we’re really enjoying going on road trips to Wisconsin and Ohio to visit family,” she says. Kate and Jason are big theater lovers and enjoy getting out to see the latest plays and shows whenever possible. Kate also enjoys spending time cooking and baking treats to share with others. “At Christmastime the kids and I spend a whole weekend making treats that I take to the warehouse as a gift to our team there,” shares Kate.

Kate defines success as having the majority of her business come through repeat and referral customers. She says, “I approach my work very much the same way I approach life: a stranger is just a friend you haven’t made yet, so give everyone your best!”

To get the expert assistance of Kate MacConnell and her team at Great Western Flooring with your next listing’s flooring questions and needs, visit their website, www.greatwesternflooring.com, or call 630-357-3331, Ext. 62, or email Kate at katem@greatwesternflooring.com.

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cover story

By Lauren Young
Photos by KDE Photography

HARMONIOUS THIRD ACT

“The number one sacrifice that a REALTOR® makes is their personal time,” says Jeff Stainer of RE/MAX Action in Lisle. “When clients want to list or search for homes, your time schedule may not always align with their time schedule. Plus, you may have to give up family time or events to accommodate your clients’ schedules.”

Even with these sacrifices, Jeff is still glad he made real estate his “third career” more than twenty years ago. After graduating from Northern Illinois University in 1984

with a bachelor’s in accounting, Jeff worked as an accounting manager for the Chicago Sun-Times.

“This was long before the Internet, so when news happened, I knew about it first,” he says. “When the Challenger space shuttle exploded after lift-off in 1986, all the presses were stopped and new plates were made with the breaking news story,” he recalls. “I was also fortunate to work with some famous reporters of that time like Roger Ebert, Irv Kupcicet, and Eppie Lederer (Ann Landers).”

After his stint at the Chicago Sun-Times, Jeff opened his own music instrument retail store, Pro-Am Music, Inc., where he sold all types of musical instruments, PA equipment, and stage lighting. He eventually expanded into the wholesale side of the business, selling high-end bass and acoustic guitar amplifiers. During these years he managed 162 major endorsers who used the product line including Aerosmith, Garth Brooks, Def Leppard, and George Strait. But as Jeff’s young family grew, he wanted his schedule to settle down.





“

I'M WITH MY CLIENTS EVERY STEP OF THE WAY...

”

He was right. Two decades and more than 900 transactions later, it's clear that his formula has proved successful. Throughout his career, Jeff has earned numerous prestigious accolades. Notably, he has been recognized by Five Star Professional and not only received RE/MAX's Chairman's Club Award but was also honored with their Lifetime Achievement Award. He has also consistently garnered many sales awards from third-party organizations.

In addition, Jeff has been a dedicated member of the Certified Luxury Home Institute since 2008, and proudly holds the distinction of Guild Member—a testament to his unwavering commitment to excellence in the luxury real estate market. His ability to embrace new techniques and stay at the forefront of industry trends has been instrumental to his ongoing success and adaptability in these ever-changing times.

“You can never stop learning in this profession,” notes Jeff. “New technologies, marketing platforms, regulations, rules, and paperwork guidelines will always continue to change.”

Several years ago, Jeff organized an innovative marketing event. He hosted a live comedy show at Center Stage Theatre in Naperville with help from family members, professional comedians, and actors. The show, titled *The Funniest Moments in Real Estate*, included hilarious reenactments of events that actually occurred in his career.

“Mike Toomey from WGN-TV and John Da Cosse from WGN Radio 720 closed out the show with an incredible real estate comedy routine,” says Jeff. “It was a free event for the 300 people that attended with food, drinks, and amazing giveaways.”

“When my daughter was born in 2001, I was looking to travel less and spend more time at home with the family,” says Jeff. “The world economy and the music industry were changing, too. It was the perfect time to look for my third career.”

One of Jeff's frequent customers was Gary Jacklin, broker and owner of RE/MAX Action. Several meetings with Gary convinced Jeff to transition into real estate. Jeff sold his wholesale company to the Gibson guitar company, found a buyer for his retail store building, and joined Gary's team.

“I love sales, negotiating, marketing, customer service, and growing a business—a lot of the things I was doing on an everyday basis were the same,” says Jeff. “The one thing I had to learn was the process: the flow of the transaction.”

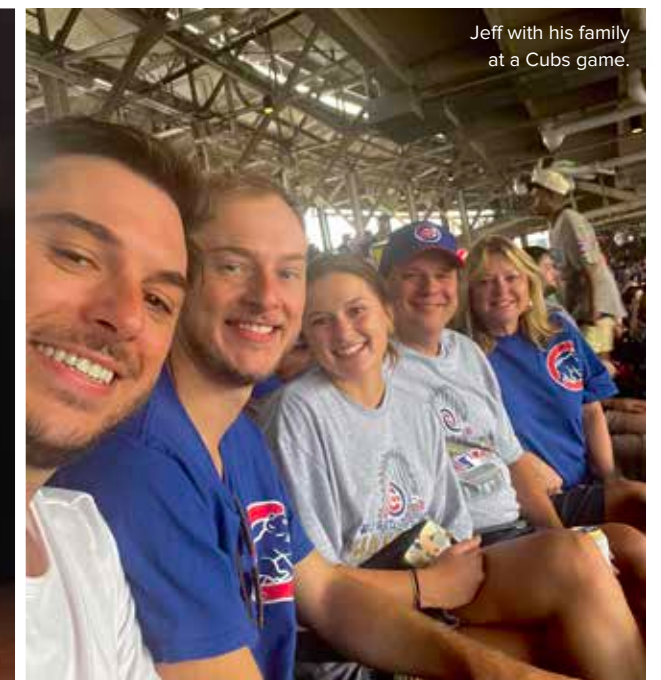
With the goal of mastering the real estate industry and laying the foundations for his business, Jeff adopted a three-step strategy. First, he immersed himself in a comprehensive exploration of all aspects of real estate, encompassing homes, condos, townhouses, vacant land, leases, and

commercial properties. Second, he took a more traditional approach to network-building by connecting through phone calls, texts, and emails, maintaining round-the-clock responsiveness. And third, he aspired to treat every client as if they were family, prioritizing their needs and well-being over commissions.

“I became a REALTOR® because I wanted to elevate what I thought an agent was at that time in my mind,” Jeff says. “I felt if I worked hard and over-delivered to each and every client, then all the benefits would follow.”



Jeff acting in a live comedy show called *The Funniest Moments in Real Estate* where they reenacted events that actually occurred in his career.



Jeff with his family at a Cubs game.



Aside from constantly trying new tactics to grow his business, Jeff prioritizes balancing his work and personal life. Every year since their honeymoon in 1985, Jeff and his wife, Carla, have visited the Atlantis Paradise Island resort in the Bahamas. Jeff also gives back to the community through volunteering at the DuPage Symphony Orchestra, local swim and soccer clubs, the American Cancer Society, and Children's Miracle Network Hospitals.

Through it all, he adheres to his "old school" client availability mindset, and he aspires to be involved at every touchpoint possible to make sure everything meets his clients' expectations for service.

"I'm with my clients every step of the way," states Jeff. "From preparing the house to staging, arranging professional photography and videography,

handling paperwork and negotiations, being present during home inspections and guiding clients through inspection requests, managing social media and creating marketing materials, conducting numerous follow-ups, and attending every closing. I handle it all."

"Whether they are purchasing or selling a home, I do not want my clients to feel any stress," he says. "I want them to enjoy the moment." He adds, "Success to me is making my life, my family's life, and my clients' life better, one transaction at a time."

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Dismantling Human Trafficking

Exploitation is a complex issue that requires a comprehensive solution. That's where Atlas Free comes in.

By Shauna Osborne, National Editor

Did you know human trafficking is the fastest-growing illegal enterprise in the world, generating over \$150 billion in profits annually? That's more than megabrands McDonald's, PepsiCo, and Disney combined.

Thankfully, N2GIVES nonprofit partner Atlas Free is taking a stand against this grave injustice. Since 2012, this passionate nonprofit has led the charge to put human trafficking out of business globally. Uniting trailblazers, explorers, and everyday heroes, they're creating a powerful movement to combat this critical issue. As experts in supporting frontline initiatives, they equip communities with the necessary tools and resources to make a lasting impact. Working alongside more than 40 local organizations across 29 countries, Atlas Free is dedicated to preventing trafficking, freeing victims, and helping survivors on their journey toward restoration.

Consider the story of Jessica*, which played out here in the U.S. last year. She grew up with two parents battling addiction and turned to drugs and alcohol at just 17. Her trafficker was a man she met online; she eventually escaped



“ We are motivated by people and a desire to see them flourish in freedom.”

while in Alabama, where a police officer recognized the signs of trafficking. With the help of an Atlas Free local partner organization, Jessica received medical and emotional support, education, and life-skill training. Thanks to the program, Jessica has graduated and found a job, saying the organization “has done so much to help me break strongholds and rebuild foundations in my life. I ... can see that there is still hope for a future that I deserve.” Her story shows survivors of trafficking can rebuild their lives with the proper support and resources.

exploitation in N2GIVES. By donating 2% of all revenue to organizations involved in the global movement against trafficking, N2GIVES has become a crucial partner in the fight for freedom. This philanthropic collaboration has already made a significant difference in the fight against trafficking, and together, they will continue to work toward a world where exploitation is a horror of the past.

*name changed

Atlas Free has found a valuable ally in the fight against human trafficking and





Oakbrook to support her studies. It was there that she fell in love with marketing and retail. So, now going into her junior year, she switched her major to marketing and reengaged her natural entrepreneurial aptitude.

“I discovered an interest in studying consumer trends, as I often worked with the fashion merchandising team at Lululemon,” Madison says. “Besides being on the sales floor, I helped them plan many community events, including fitness classes, local animal shelter donation drives, and coffee giveaways for commuters.”

“I always thought real estate would be something I could do as a side hustle,” she says. “But my business quickly grew, and real estate became my full-time career. I saw it as an opportunity to blend my interests and skill sets, which include marketing a product, educating my clients, and supporting my community.”



Throughout college, Madison held roles as a fitness instructor, resident assistant, nanny, and student recreation center manager. In 2020, while still in school, she was forced to move off campus and back home due to COVID restrictions. While there, she started and operated her own e-commerce business, selling clothing directly to consumers. Within a year she had to move again, but this time into her own apartment because her thriving business inventory had outgrown her parents’ garage. “I started ordering wholesale pallets to my parents’ house and was selling more clothing than I ever had before,” she explains.

Only two-and-a-half years into her career as a broker, Madison has had to face the same challenges as other new REALTORS®. Plus, starting out at age twenty-one, she has had to overcome the skepticism from some clients over trusting someone so young with such a big responsibility.

“Despite living in my hometown where I am deeply connected, I’ve had to battle being young in this business,” Madison explains. “Everyone knows a REALTOR®, so I needed to figure out how to be the person that my friends and family would call for their real estate needs, even though I had way less experience than many of the REALTORS® within my community and networks.”

“As much as we can try and plan our lives out, things can change in the blink of an eye,” she says. “I realized education didn’t connect with my passions.”

While attending college full-time, she got a part-time job at Lululemon in

“[Through my experience] As the CEO of my e-commerce business, I knew I wanted to be a full-time entrepreneur postgrad, [and be] on my own schedule. My many jobs in college gave me a unique skill set that I believe led me to becoming a REALTOR®.”

During her last semester at Lewis, a friend suggested Madison earn her real estate license and sell houses part-time to earn extra income. Madison started in an administrative role on a real estate team that spring, and she became a solo agent that summer.

“My dilemma is that most of my friends are too young to buy, as they are either still in college or wanting to rent in the city,” she adds. “And my parents’ friends are not ready to downsize yet. I needed to find a way to get business outside of my immediate sphere.”

▶▶ on the rise
By Lauren Young
Photos by Cris Cunningham

MADISON VERDUN

PLANTING SEEDS OF SUCCESS

“I’ve always been a bit of a serial entrepreneur,” says Madison Verdun of Keller Williams Premiere Properties in Glen Ellyn. “Growing up, I had lemonade stands every weekend, helped my mom with garage sales, and started babysitting in middle school. I’ve had all kinds of jobs over the years.”

Born and raised in Lombard, where she’s lived all her life, Madison graduated from Glenbard East High School in 2017. To pursue her then dream of having a career as a Spanish teacher, she attended Lewis University in Illinois, but two years into her studies, she decided to change her direction.



the community. I quickly realized how awesome it would be to connect all of my first-time homebuyers so that they could meet new friends in the area. Plus, I like being their go-to for local services and vendors.”

She also plans on expanding her knowledge of the investment side of real estate in the future, having a goal to own multiple properties within the next few years. And she’s still running her e-commerce business, though she has handed off a lot of the day-to-day responsibilities. Overall, Madison has found true fulfillment in real estate.

“I find myself living my best life when I feel like I’m helping others,” she says. “Real estate fits my dreams and goals in many ways.”

In order to break into new networks, Madison began hosting open houses every weekend. She found a routine that worked when it came to converting potential clients. In the past two years, more than 35 percent of her closings have come from those open-house leads.

“THE MOST REWARDING PART OF MY BUSINESS HAS BEEN BEING THE CONNECTOR BETWEEN MY CLIENTS AND THE COMMUNITY...”

“Many agents don’t enjoy doing open houses, but I was willing to do whatever it took to succeed,” says Madison. “They often say in this business that success just takes ‘planting seeds.’ I spent all last year doing just that, and my success so far this year is the result of all those seeds I’ve been planting.”

Going forward, Madison plans on continuing her process for open houses, while also mixing in regular community involvement and nurturing her expanding network. She is a member of the Lombard Chamber of Commerce, actively supports the Lombard Junior Women’s Club, and collects donations for the Rescued Rascals pet adoption nonprofit in Oswego.

Says Madison, “The most rewarding part of my business has been being the connector between my clients and



Madison with her dog, Mallie, at her “birthday party” where they collected over 150 items to donate to Rescued Rascals in Oswego, IL.



Madison out enjoying the golf course with KW colleagues.



Madison at this year’s the Lombard Chamber of Commerce Lilac Ball with her two lenders, Dan Rock and John Gorey, with the Dan Rock Team .



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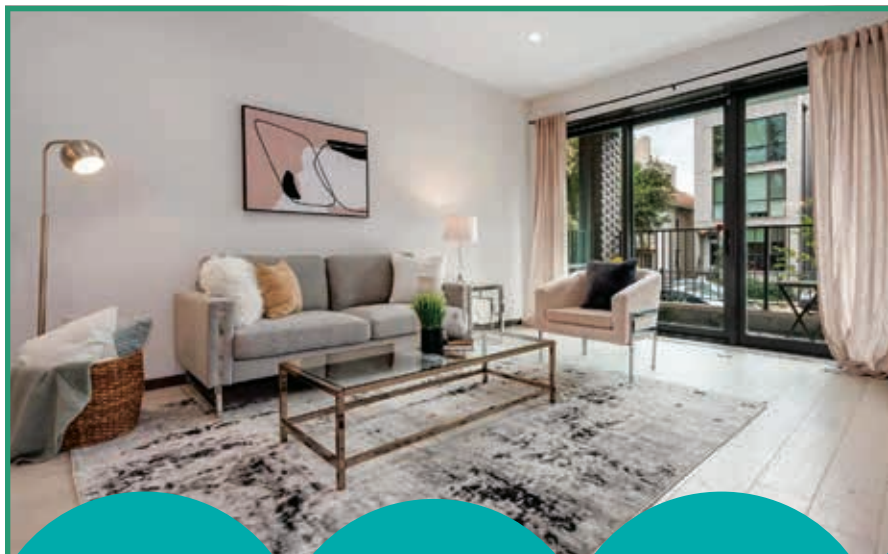
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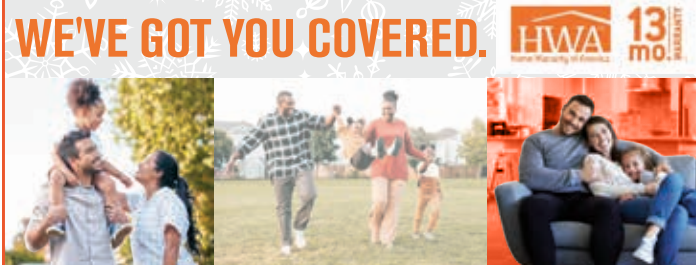
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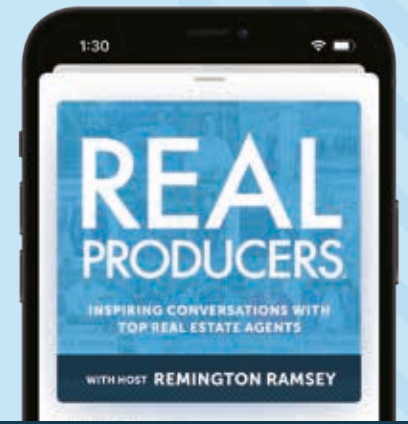
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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to October 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	86	\$67,147,625	67	\$47,059,100	153	\$114,206,725
2	Dawn	McKenna	25	\$52,696,500	25	\$39,410,170	50	\$92,106,670
3	Larysa	Domino	22	\$22,736,736	34	\$34,843,500	56	\$57,580,236
4	Kris	Berger	21	\$30,600,500	14	\$21,182,300	35	\$51,782,800
5	Kim	Dalasky	32	\$23,585,900	39	\$27,171,900	71	\$50,757,800
6	Kelly	Stetler	32	\$31,340,766	23	\$19,195,487	55	\$50,536,253
7	Lina	Shah	23	\$30,024,500	14	\$13,786,500	37	\$43,811,000
8	Lance	Kammes	53	\$23,611,541	49	\$18,961,951	102	\$42,573,492
9	Patricia	Wardlow	42	\$23,008,617	37	\$19,251,000	79	\$42,259,617
10	Pat	Murray	52	\$27,829,250	28	\$14,377,750	80	\$42,207,000
11	Bryan	Bomba	26	\$25,882,025	22	\$15,897,100	48	\$41,779,125
12	Linda	Feinstein	28	\$27,514,500	16	\$11,316,000	44	\$38,830,500
13	Maureen	Rooney	36	\$22,168,350	22	\$14,876,000	58	\$37,044,350
14	Julie	Sutton	16	\$22,037,045	12	\$13,473,500	28	\$35,510,545
15	Christine	Wilczek	43	\$29,063,468	14	\$6,176,814	57	\$35,240,282
16	Nicholas	Solano	55	\$34,828,636	0	\$0	55	\$34,828,636
17	Nathan	Stillwell	35	\$20,165,967	21	\$14,273,500	56	\$34,439,467
18	William	White	27	\$19,316,288	20	\$14,928,100	47	\$34,244,388
19	Tracy	Anderson	15	\$16,091,161	16	\$17,719,554	31	\$33,810,715
20	Julie	Schwager	34	\$21,362,500	18	\$9,777,000	52	\$31,139,500
21	Sarah	Leonard	28	\$12,160,300	41	\$18,449,400	69	\$30,609,700
22	Linda	Little	58	\$27,564,840	1	\$515,000	59	\$28,079,840
23	Megan	McCleary	12	\$21,352,400	5	\$6,670,000	17	\$28,022,400
24	Lori	Johannesson	25	\$18,873,302	13	\$8,290,601	38	\$27,163,903
25	Ginny	Stewart	9	\$16,352,000	7	\$9,866,900	16	\$26,218,900
26	Paul	Mancini	7	\$5,179,500	14	\$19,323,500	21	\$24,503,000
27	Alice	Chin	19	\$13,122,000	17	\$11,098,025	36	\$24,220,025
28	Michael	Berg	35	\$14,906,934	15	\$9,131,130	50	\$24,038,064
29	Beth	Burt	14	\$14,345,000	9	\$9,495,000	23	\$23,840,000
30	Tom	Fosnot	43	\$15,807,686	22	\$6,476,200	65	\$22,283,886
31	Trevor	Pauling	12	\$14,400,635	8	\$6,845,000	20	\$21,245,635
32	Justin	Greenberg	13	\$6,573,500	37	\$14,277,395	50	\$20,850,895
33	Elaine	Pagels	22	\$13,918,500	8	\$6,388,000	30	\$20,306,500
34	Margaret	Smego	9	\$9,761,000	9	\$10,402,900	18	\$20,163,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Katie	Minott	10	\$11,962,389	8	\$7,362,379	18	\$19,324,768
36	Penny	O'Brien	17	\$12,830,100	9	\$5,421,000	26	\$18,251,100
37	Paul	Baker	40	\$12,212,800	16	\$6,020,600	56	\$18,233,400
38	Moin	Haque	5	\$2,700,995	14	\$15,295,501	19	\$17,996,496
39	Vipin	Gulati	9	\$3,288,500	30	\$14,211,190	39	\$17,499,690
40	Natasha	Miller	17	\$12,772,000	6	\$4,503,000	23	\$17,275,000
41	Lisa	Byrne	21	\$13,059,500	8	\$4,044,900	29	\$17,104,400
42	Michael	LaFido	9	\$10,167,400	3	\$6,790,000	12	\$16,957,400
43	Jan	Morel	8	\$5,974,249	9	\$10,966,249	17	\$16,940,498
44	Jeff	Stainer	12	\$8,468,316	14	\$8,086,900	26	\$16,555,216
45	Patti	Michels	18	\$13,072,900	6	\$3,235,300	24	\$16,308,200
46	Michael	Thornton	14	\$6,622,067	21	\$9,411,290	35	\$16,033,357
47	Kevin	Layton	7	\$5,690,900	14	\$10,107,309	21	\$15,798,209
48	Julie	Kaczor	18	\$11,264,800	7	\$4,433,870	25	\$15,698,670
49	Cindy	Purdom	10	\$6,531,525	14	\$9,085,025	24	\$15,616,550
50	Jennifer	Iaccino	10	\$7,905,000	11	\$7,580,900	21	\$15,485,900

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to October 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Stacey	Harvey	8	\$6,672,100	10	\$8,714,000	18	\$15,386,100
52	Bridget	Salela	8	\$9,434,839	9	\$5,905,339	17	\$15,340,178
53	Ann	deVane	6	\$5,720,000	9	\$9,496,900	15	\$15,216,900
54	Beth	Gorz	13	\$7,381,600	10	\$7,602,000	23	\$14,983,600
55	Diane	Coyle	17	\$8,047,500	14	\$6,896,700	31	\$14,944,200
56	Alexandra	Shaban	3	\$4,870,000	7	\$10,003,000	10	\$14,873,000
57	Ginny	Leamy	19	\$7,380,050	17	\$7,485,900	36	\$14,865,950
58	Michael	Muisenga	10	\$7,931,853	8	\$6,735,900	18	\$14,667,753
59	Renee	Hughes	16	\$10,603,600	10	\$3,934,500	26	\$14,538,100
60	Natalie	Weber	12	\$9,089,850	7	\$5,287,950	19	\$14,377,800
61	Diana	Ivas	10	\$8,125,500	4	\$6,015,000	14	\$14,140,500
62	Sophia	Su	15	\$7,474,200	14	\$6,619,230	29	\$14,093,430
63	Caroline	Senetar	15	\$8,308,666	9	\$5,542,900	24	\$13,851,566
64	Courtney	Stach	12	\$11,061,500	3	\$2,469,000	15	\$13,530,500
65	Lisa	Zeller-O'Malley	8	\$8,073,000	8	\$5,360,500	16	\$13,433,500
66	Kelly	Kirchheimer	7	\$5,875,000	10	\$7,555,500	17	\$13,430,500
67	Walter	Burrell	10	\$8,265,200	4	\$5,130,000	14	\$13,395,200
68	Cindy	Banks	28	\$10,791,300	8	\$2,248,617	36	\$13,039,917
69	Mary Beth	Ryan	7	\$3,568,101	11	\$9,452,000	18	\$13,020,101
70	John	Barry	10	\$10,684,210	4	\$2,310,900	14	\$12,995,110
71	Virginia	Jackson	12	\$7,832,600	8	\$5,042,000	20	\$12,874,600
72	Christopher	Lobrillo	44	\$12,717,375	0	\$0	44	\$12,717,375
73	Eric	Logan	16	\$7,123,400	13	\$5,519,500	29	\$12,642,900
74	Terri	Christian	16	\$12,630,165	0	\$0	16	\$12,630,165
75	Tracy	Driscoll	15	\$10,273,500	4	\$2,265,000	19	\$12,538,500
76	Michael	Odeh	20	\$7,099,844	12	\$5,328,500	32	\$12,428,344
77	Diane	Salach	9	\$6,899,500	10	\$5,477,500	19	\$12,377,000
78	Natalie	Ryan	4	\$6,719,000	7	\$5,410,000	11	\$12,129,000
79	Tom	Makinney	12	\$5,842,401	10	\$6,253,400	22	\$12,095,801
80	Carrie	Foley	10	\$7,089,400	7	\$4,826,500	17	\$11,915,900
81	Jennifer	Drohan	15	\$6,616,300	5	\$5,295,000	20	\$11,911,300
82	Margaret	Giffin	8	\$5,650,450	13	\$6,164,050	21	\$11,814,500
83	Jeffrey	Proctor	4	\$3,925,000	7	\$7,748,900	11	\$11,673,900
84	Kimberly	Heller	20	\$7,267,102	9	\$4,358,800	29	\$11,625,902

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jill	Clark	10	\$8,639,000	2	\$2,875,000	12	\$11,514,000
86	Thomas	Pilafas	19	\$11,374,000	0	\$0	19	\$11,374,000
87	Chris	Lukins	9	\$4,782,500	10	\$6,525,210	19	\$11,307,710
88	Eric	Andersen	7	\$4,652,000	14	\$6,580,750	21	\$11,232,750
89	Simran	Dua	10	\$4,354,501	11	\$6,813,003	21	\$11,167,504
90	Kelly	Bitto	10	\$6,773,000	5	\$4,385,135	15	\$11,158,135
91	Julie	Roback	15	\$6,441,150	10	\$4,706,400	25	\$11,147,550
92	William	Anderson	5	\$3,640,000	10	\$7,464,500	15	\$11,104,500
93	Mike	Long	12	\$6,093,400	9	\$5,009,000	21	\$11,102,400
94	Laura	McGreal	9	\$4,766,500	11	\$6,323,000	20	\$11,089,500
95	Bernard	Cobb	12	\$6,350,000	9	\$4,620,200	21	\$10,970,200
96	Sarah	Swanson	2	\$3,465,000	5	\$7,504,000	7	\$10,969,000
97	David	Gust	12	\$6,614,250	5	\$4,337,500	17	\$10,951,750
98	Shelly	Perkowski	3	\$3,795,500	4	\$6,966,045	7	\$10,761,545
99	Naveenasree	Ganesan	5	\$3,114,000	16	\$7,622,602	21	\$10,736,602
100	Bridget	Carroll	9	\$4,341,950	11	\$6,385,000	20	\$10,726,950

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to October 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Cynthia	Windeler	16	\$8,009,100	5	\$2,547,900	21	\$10,557,000
102	Gail	Niermeyer	5	\$3,827,000	7	\$6,648,000	12	\$10,475,000
103	Linda	Conforti	7	\$5,724,750	5	\$4,657,000	12	\$10,381,750
104	Cathy	Balice	5	\$7,049,000	4	\$3,305,000	9	\$10,354,000
105	Joseph	Champagne	10	\$4,734,400	9	\$5,572,500	19	\$10,306,900
106	Yvonne	Despinich	11	\$7,245,000	5	\$2,894,000	16	\$10,139,000
107	Edward	Hall	12	\$5,893,184	9	\$4,233,775	21	\$10,126,959
108	Richard	Babb	21	\$7,119,770	7	\$2,771,000	28	\$9,890,770
109	Debbie	Obradovich	5	\$5,370,000	8	\$4,427,500	13	\$9,797,500
110	Kim	Moustis	13	\$5,611,500	10	\$4,145,000	23	\$9,756,500
111	Robert	Picciariello	17	\$9,710,100	0	\$0	17	\$9,710,100
112	Charles	McCann	16	\$6,226,000	9	\$3,457,500	25	\$9,683,500
113	Wendy	Pawlak	16	\$6,210,225	8	\$3,461,400	24	\$9,671,625
114	Courtney	Monaco	9	\$4,448,500	14	\$5,169,600	23	\$9,618,100
115	Scott	Wiley	5	\$2,113,000	13	\$7,488,000	18	\$9,601,000
116	Sairavi	Suribhotla	3	\$1,493,000	13	\$8,096,556	16	\$9,589,556
117	Jennifer	Niederbrach-Soszko	18	\$7,511,527	8	\$2,015,950	26	\$9,527,477
118	Chris	Pequet	9	\$7,890,000	2	\$1,600,000	11	\$9,490,000
119	Denis	Horgan	13	\$6,010,000	8	\$3,419,000	21	\$9,429,000
120	Patrick	Roach	8	\$2,434,000	18	\$6,983,400	26	\$9,417,400
121	Keith	McMahon	12	\$6,291,000	5	\$3,100,000	17	\$9,391,000
122	Nicole	Bokich	9	\$5,530,000	5	\$3,850,000	14	\$9,380,000
123	Adam	Stary	14	\$6,128,438	7	\$3,241,000	21	\$9,369,438
124	Catherine	Bier	6	\$4,098,316	12	\$5,267,571	18	\$9,365,887
125	Christopher	Cobb	5	\$3,060,000	9	\$6,246,930	14	\$9,306,930
126	Kathy	McKinney	6	\$3,927,000	8	\$5,354,500	14	\$9,281,500
127	John	Wilt	13	\$6,484,906	6	\$2,761,000	19	\$9,245,906
128	Matthew	Kombrink	21	\$7,870,400	4	\$1,357,240	25	\$9,227,640
129	Josie	Morrison	18	\$6,378,630	7	\$2,787,000	25	\$9,165,630
130	Puneet	Kapoor	7	\$2,577,500	11	\$6,549,499	18	\$9,126,999
131	Misael	Chacon	20	\$8,909,262	1	\$178,662	21	\$9,087,924
132	Holly	Pickens	9	\$5,705,000	7	\$3,375,500	16	\$9,080,500
133	David	Aranki	5	\$6,216,209	5	\$2,800,000	10	\$9,016,209
134	Dimpi	Mittal	7	\$4,167,000	10	\$4,816,000	17	\$8,983,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jennifer	Vande Lune	8	\$5,742,899	5	\$3,207,900	13	\$8,950,799
136	Carl	Cho	10	\$4,907,500	11	\$3,946,652	21	\$8,854,152
137	ElizaBeth	Schoonenberg	8	\$5,912,520	6	\$2,926,000	14	\$8,838,520
138	Beverly	Lannon	14	\$7,110,067	3	\$1,681,888	17	\$8,791,955
139	Sarah	Machmouchi	17	\$6,049,100	5	\$2,715,000	22	\$8,764,100
140	Casselyn	Tertell	7	\$3,032,875	12	\$5,691,750	19	\$8,724,625
141	David	Swanson	6	\$2,953,999	8	\$5,769,000	14	\$8,722,999
142	Kris	Maranda	11	\$5,239,699	9	\$3,445,199	20	\$8,684,898
143	Litsa	Lekatsos	8	\$3,931,500	9	\$4,752,000	17	\$8,683,500
144	Sabrina	Glover	12	\$5,113,000	8	\$3,475,500	20	\$8,588,500
145	Kimberly	Brown-Lewis	5	\$1,609,900	16	\$6,894,000	21	\$8,503,900
146	Angela	Corcione	10	\$4,633,100	6	\$3,807,000	16	\$8,440,100
147	Donald	Romanelli	7	\$5,212,500	4	\$3,204,000	11	\$8,416,500
148	Diana	Hardek	10	\$4,884,800	8	\$3,327,000	18	\$8,211,800
149	Craig	Sebert	9	\$5,508,000	4	\$2,703,000	13	\$8,211,000
150	Fabio	Brancati	5	\$3,316,000	6	\$4,890,000	11	\$8,206,000

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