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AGENT FEATURES:

ADAM STARY
ORIANA VAN SOMEREN

PARTNER SPOTLIGHT:

DAN ROCK
GUARANTEED RATE

WINTER EVENT:

Agent Panel
Hosted by Santo Cielo
Wednesday, February 8th, 10 AM
Details on page 42

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Santo Cielo Wednesday, February 8th

MEET THE DUPAGE REAL PRODUCERS TEAM



Andy Burton
Publisher



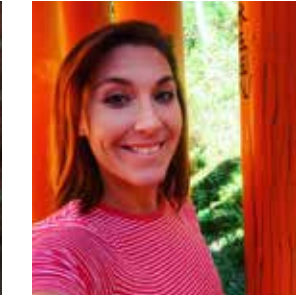
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3 publisher's note YEAR ANNIVERSARY!

Approximately two years ago, my wife and I were wrestling with the decision to acquire ownership of the DuPage Real Producers platform. Looking back over the past twenty-four months, I'm so grateful we sought the counsel of people close to us who steered us in that direction. It's been hard work, but the blessings we've received paired with the personal growth we've experienced, have far outweighed the cost.

We hope to see you all at our winter event next month at Santo Cielo in Naperville on Wednesday, February 8th at 10 AM (details can be found on page 42). We had such good feedback last year that we will be doing a similar format this year with a social following the educational panel. Save the date and I'm looking forward to reconnecting with everyone on February 8th!



Andy Burton
 Publisher
 andy.burton@RealProducersMag.com

Something I learned is that one does not jump into a new organization with instant credibility. Maybe I was naive at the time (or just flat-out arrogant), but I thought people would view what we accomplished in Chicago and instantaneously transfer that success to DuPage. Little did I know, the uncharted territory I was about to embark upon. I believe I can speak on behalf of our entire team that I'm glad we chose to go down that road!

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ADAM STARY

Like Father, Like Son

Of all the influencers in the life of Adam Stary, his parents are at the top of the list. Adam's dad, especially, has remained his ideal example.

"My dad has always been my biggest fan, and is someone I talk to every morning before I start my day," says Adam. "I'm constantly striving to be as good a father to my two kids as he was to me. I truly couldn't have had a better childhood or had two more supportive parents."

After high school, Adam realized that college, and continuing to learn in a classroom setting, was not his intended path to success. He preferred to learn on the job.

"I still remember sitting at the kitchen table with my parents when I was eighteen, and they had circled a couple of job options for me," Adam recalls. "One of them said, 'You talk a lot, why don't you try sales?' and pointed to a car dealer that was hiring."

"I only picked car sales because I couldn't get licensed to sell real estate, like my parents, until I was twenty-one," he says. "It wasn't my first choice, but it was where my love for sales began."

After a few years of earning his sales stripes, Adam finally transitioned into real estate. Over his sixteen-year career, he's worked with Coldwell Banker, RE/MAX, and John Greene REALTOR®. In the beginning, being one of the youngest agents in the area, he faced an uphill battle to build his network and business.

"I was young and looked young, so it was harder for some people to take me seriously," Adam says. "I was going up against established agents who had been in the business for years, so trying to prove myself in this industry was challenging. I knew I had to work harder, and I did."



Adam with his team (Nikki Stary, Brittany Perez, Crystal Velazquez, Dave Coppes, John Fitzgerald, Eric Mavec, and Jonathan Jochum)



Adam with his wife, Nikki, and their two children.
Photo Credit: Jessica Thompson



"I was always very competitive by nature," he adds. "Between playing sports and competing in trapshooting and my parents' influence, it created the agent I am today."

Last year, Adam went into business for himself, opening an eXp Realty office with his wife, Nikki, in Yorkville.

"Working side-by-side with my wife has been amazing," he says. "It's the best decision I've ever made. I get to spend every minute with my best friend. She is the yin to my yang; we are each strong where the other is not."

"Watching my team grow and seeing their accomplishments is incredibly rewarding," Adam adds. "Their success is my success. We've built an atmosphere where it's fun to come to work every day with this group of amazing people that feel like family. I feel blessed." ●●●



...

Aside from Nikki and his parents, Adam also credits his mentor, Steve Malik, for contributing to his next-level success.

“When I first met Steve, he was selling 150 homes and I was selling thirty to forty,” says Adam. “He taught me how to run a real estate business at a higher level. He also connected me to the Mike Ferry Organization where I met Steve Powers. Powers has been there by my side, helping me every step of the way, and I can’t thank him enough for all he has done for me. He has been one of the single biggest contributors to my success. I can’t stress enough how being involved in some type of coaching organization is so influential in any agent’s growth.”

When Adam is not managing his real estate business, he gives back to his community through organizations like Feed My Starving Children, CASA (Court Appointed Special Advocates), and St. Jude’s Children’s Research Hospital. He

“Watching my team grow and seeing their accomplishments is incredibly rewarding. Their success is my success.”

also prioritizes family time, attending the sports events of his children, Joey (9) and Ava (7). The family also retreats to their farm in central Illinois when they want some down-time together.

“It’s become our happy place where we ride four-wheelers, go fishing, hunting, swimming, hiking, and connect with nature,” says Adam. “It’s truly a place to unplug and get away from the hustle and bustle of everyday life. Some of the best memories we have were made there.”

Reflecting on his chosen lifestyle, valuing family and personal time, Adam knows that not everyone measures success the same way. Through real estate, he’s found his perfect definition of success: personal freedom.

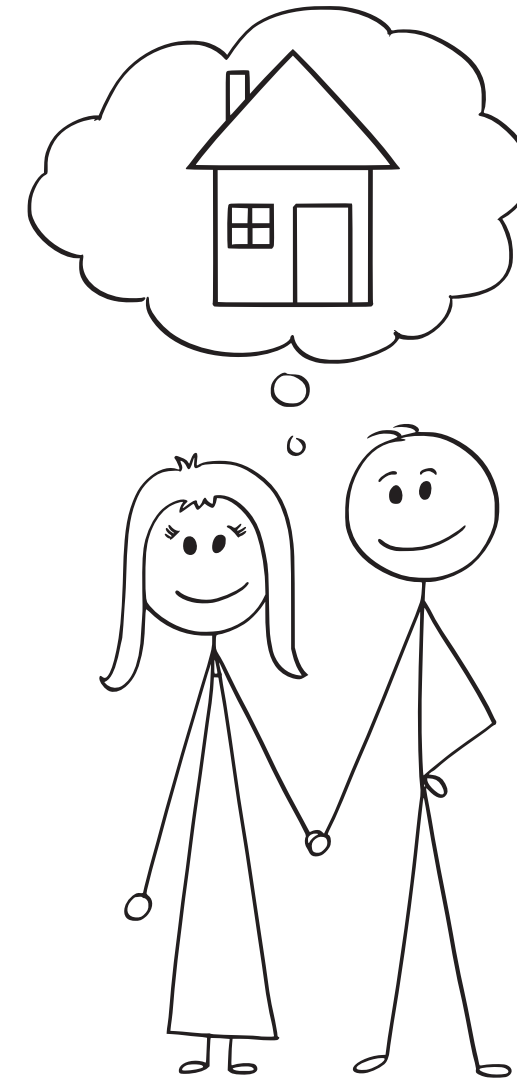
“My dad used to say that they can’t ever take your license away,” Adam says. “Some people get fired from a job, but when you work for yourself, no one can tell you what you can and can’t do.”

“Real estate allows me the ability to enjoy all the things I love in this world,” he says. “It’s what I was put on this earth to do.”



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DAN ROCK

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Over his nearly three decades in the mortgage industry, Dan Rock can identify a number of the influences on his success, but namely, it was his competitive, sports background, and the mentorship of a few key advisers (that include two other Dans, ironically) early in his career.

Growing up in Wheaton, Dan was active in soccer, baseball, and wrestling. His athletic pursuits allowed him to practice perseverance through setbacks, or what he calls “pushing through challenges when you don’t want to.” He also practiced for a career in finance, enjoying calculating interest on certificates of deposit he acquired as a kid. Upon graduating from Indiana University, Dan entered the mortgage industry, thanks to his early mentors.

“After talking to one of my key mentors, Dan Sears, I joined his mortgage company in 1995 and worked there for a decade,” says Dan. “Next, I moved to BancGroup Mortgage to collaborate with two other influential people: Jeff Slater and Dan Rogers. I have had so many great mentors over the years, but these three had the greatest influence on how I do business today.” ...



•••

Because Dan knows the area well, he decided to focus on Wheaton, Glen Ellyn, and the surrounding suburbs upon opening his own Guaranteed Rate office in 2018 where he serves as the senior vice president and branch manager. The Rock Team processes all loans out of their Glen Ellyn location, and has a strong reputation among real estate pros in the community.

“I am lucky to be friends with so many great local REALTORS® and attorneys,” says Dan. “Everyone on The Rock Team is motivated to make sure our customers are happy with the lending process. We focus on educating our customers and keeping them well-informed—from pre-approval to closing and beyond.”

One of the foundational mindsets he learned from his mentors is to always put customers first by always doing what is right for them. That means chasing fairness and trust, not revenues or profits.

“Honesty and integrity may seem basic,” notes Dan. “But we have seen so many people in bad situations where we needed to step in to counsel, educate, and guide them to the best outcome.”

“Our team strives to always deliver on what we say we will do: close loans quickly and efficiently while being advocates for the customer through the whole process,” states Dan.

Because the mortgage loan industry is so dynamic, no year is the same. Each market season brings unique challenges and rewards. This reality keeps Dan and his team on their toes, constantly evolving with the changing market and customer expectations.

“Compared to what it was twenty-seven years ago, when I started in the business, the mortgage process is almost unrecognizable today,” explains Dan. “The changes require us to always stay educated on new products, guidelines, and trends in the market.”

“Our up-to-date knowledge allows our team to help REALTORS® do more business while never having to worry if that pre-approval was



Dan with one of his team members, John Gorey.

IF WE MAKE OUR REALTORS® LOOK GOOD, WE'VE DONE OUR JOB.



done correctly or if a loan will close on time,” he adds. “If we make our REALTORS® look good, we’ve done our job.”

When Dan is not managing his business, you will find him in Madison visiting his daughter, Mikaela, and attending the University of Wisconsin football games. His son, Jake, plays junior hockey for the New Jersey 87s, so Dan makes frequent trips to ice rinks around the country to watch his son play. When his kids are home for the summer or holidays, the family enjoys golfing, working out, playing board games, and vacationing together.

“I love this industry because it allows me to live a successful life,” says Dan. “To me, that means being able to make a great living while spending time with those I love.”

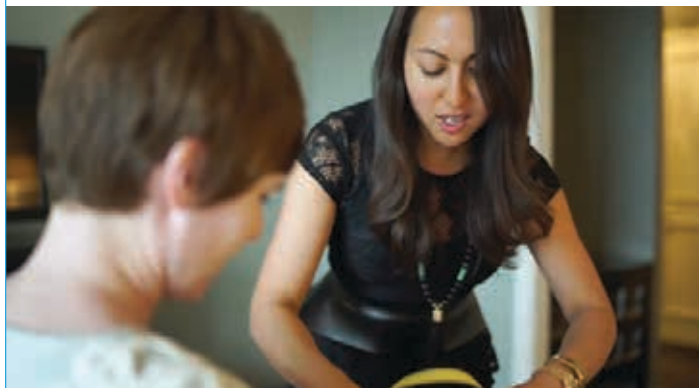
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Q: Why do people need tristinstyling when so many retailers offer styling services for free?

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THREE TIPS FOR BETTER REAL ESTATE NEGOTIATIONS



Much of your job as a REALTOR® is to lead your clients through negotiations, whether they are buying or selling a home. Negotiations in real estate can differ from those outside the industry because as an agent, you often negotiate on behalf of your clients, and the nature of the transaction is personal for buyers and sellers alike.

To help your clients negotiate and close the deal, regardless of the real estate climate, keep these three negotiation practices in your back pocket.

Set realistic expectations for buyers and sellers

Clients who work with a REALTOR® have an advantage because they are

partnered with someone who is deeply familiar with their local real estate market. As the expert in your city, town, and region, you can provide insights to your clients about the types of homes and properties in the area, average home prices, how quickly inventory is moving, and more.

This information is important because it allows you to set realistic expectations and establish trust with your clients. For example, if a seller's home is priced at the top of the market, you can prepare them for a lower-than-expected offer, and as negotiations unfold, you can remind them to account

for closing costs as well as the cost of inspection items when countering.

When representing buyers, make market value your starting point

While a seller's asking price will give you an idea of their expectations, crafting an offer based on market value can be a smarter strategy because, in a hot market, homes may be selling above list price, while in a slower market, they may be selling for under list price. With this in mind, use your knowledge about local market supply and demand, data about comparable homes, and what has been happening in the market over the past thirty, sixty, or ninety days to help your buyers craft an offer based on market value.

As a REALTOR®, your aim is to help your clients get negotiations started. Use market value to find a number, then craft an offer that you think is slightly below the minimum the seller is willing to accept. Doing so allows the seller to either accept the offer or counter, which will start the negotiations. Landing on the right number is important because if the initial offer is too low, buyers may take themselves out of the negotiations altogether.

Always start negotiations with a phone conversation

It may seem quicker and easier to start negotiations by email or text message, but if you don't start with a direct connection, you'll miss the

opportunity to truly understand what is important to the buyers or sellers, as well as the opportunity to lay the foundation for good negotiations. A phone conversation allows you to explore topics and discover concerns, such as if the buyer needs a contingency or if the sellers have preferred terms. Another example of the benefit of picking up the phone: it allows a buyer's agent the chance to ask direct questions which may elicit more insightful responses about the seller's expectations, and that will help them shape the offer.

These are three of the most tried-and-true negotiation strategies that the REALTORS® with the Mainstreet

Organization of REALTORS® have found successful. We hope you do too.

About the Author

Kate Sax is a graduate of Illinois State University and has been a staff member of Mainstreet since 2003. Kate provides strategic management of many departments; including education, commercial and global services, professional and ethical practices, YPN and senior services, and member outreach departments. She develops and executes programs and services related to the mission of the organization. Overall, Kate just helps REALTORS® succeed in their business through an integral lens of education and professionalism.



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MICHAEL

TEAMING UP
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THORNTON





Michael and his team (from left to right: Paige Nolan, Director of Operations, Kyle Keck, REALTOR®, Michael Thornton, Team Lead & REALTOR®, Allison Borton, REALTOR®, and Lindsey Wyllys, Director of Marketing & Client Services).

...

“When I was growing up, I thought, ‘I’ll never do what Dad does,’” remembers REALTOR® Michael Thornton. “But that’s exactly what I’m doing today.”

Michael learned the ropes of real estate from his father, an accomplished REALTOR® in the Shelby Township area north of Detroit. While attending Michigan State University, to earn some money, Michael obtained his license and got some practical experience working for his dad. He says he had a lot of fun, but ultimately decided to move to Wheaton to take a full-time job at Kraft Foods.

Roles in supply chain management and sales—calling on

grocery chains like Albertsons, Jewel-Osco, Kroger, and others—helped form Michael’s professional approach. But after several years, he decided to return to real estate to pursue investing and scratch the entrepreneurial itch he could no longer ignore.

“I partnered with a local investor on a flip in 2015 and later started buying rental properties myself,” says Michael. “I was doing this on the side. After much thought, I floated the idea to my wife of quitting my job to pursue real estate full-time on the brokerage side. Although investing was invigorating, it was working with buyers and sellers that excited me the most; I wanted to build a brokerage business.”

Michael’s wife, Taylor, supported his decision because she knew how passionate he was about the idea. Together, they built a two-year transition plan and started saving up for a business start-up fund.

“I used up every penny, but the Lord really blessed us,” says Michael. “I started to gain serious momentum just as resources started to dry up. The momentum has continued, which I’m beyond grateful for.”

“I’m entrepreneurial, I love people, and I am fascinated with identifying opportunities that will make something better or more valuable,” he adds. “My career in real estate has been the one in which all those things intersect—it allows me to do and be who I am.”

Michael didn’t stay a solopreneur for long. He quickly grew a strong team at his Glen Ellyn-based Compass office, starting with REALTOR® Kyle Keck. “Our clients absolutely love working with Kyle,” says Michael. “He’s smart, compassionate, and reliable. He knows how to educate clients so they feel equipped to make good decisions.”

REALTOR® Allison Borton serves the Wheaton market and is a strong negotiator, talented marketer, and Michael believes she is a rising star in the business. “She exemplifies what it means to be a team player: always there to pitch in to ensure clients are having a great experience,” says Michael.

Their director of marketing and client services is Lindsey Wyllys. She quarterbackes client touchpoints and events, social media, email marketing, and other channels. She is also a part-owner of Dwell Home Staging Co. “We’d be in trouble without Lindsey,” says Michael with a grin. “She’s really the CEO of the team.”

Before Paige Nolan became the team’s director of operations, she was a client. Now, she manages compliance, paperwork, contracts, client checklists, and other tasks for the firm. “Paige

has a positive attitude all the time—it lifts up everyone around her,” observes Michael.

“Overall, what I love about our team is that we provide a systematic experience so that clients can feel comfortable referring us,” says Michael. “They know that their loved one will experience the same care and attention they received. We’re also good at staying in touch through client events and other points throughout their [life] journeys.”

When Michael is not collaborating with his teammates to serve their clients, he prioritizes quality time with his wife and their five children: four boys and a baby girl. Playing golf is high on his list of favorite hobbies, as is wine tasting, coffee consumption, and collecting baseball cards with his sons. Michael consistently looks for ways to give back to his local community, too. He supports his local church, Gospelife, and a few local charities including Outreach Community Ministries. ...



Michael with his family.

“Overall, what I love about our team is that we provide a systematic experience so that clients can feel comfortable referring us.”



Michael with his five children.

Though the definition of success has changed over the years for Michael, what's remained consistent is his appreciation for his connections with other people; his relationships with his clients and team members mean so much to him.

“I especially love reminiscing with clients long after our business partnership is complete,” says Michael. “It’s gratifying to learn how much they appreciated our team’s support, especially when the transaction proved to be a stressful one.”

“What a blessing it is to walk alongside folks during these important life moments,” he adds. “Providing for my family in a way that’s life-giving, fun, challenging, and meaningful. Real estate checks all the boxes.”

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DRAMA

- The Leftovers (HBO Max / Hulu) 96%
- The Queen's Gambit (Netflix) 96%
- The Wire (HBO Max) 94%
- Band of Brothers (HBO Max) 94%
- Peaky Blinders (Netflix) 92%
- Broadchurch - Season 1 (Amazon) 92%
- The Crown (Netflix) 90%
- Narcos (Netflix) 89%
- Downton Abbey (Amazon) 86%
- Yellowstone Amazon (Buy) 80%

DRAMA / HORROR

- The Haunting of Hill House (Netflix) 93%
- Castle Rock (Hulu) 88%

COMEDY

- Barry (HBO Max) 99%
- Ted Lasso (Apple TV) 94%
- Veep (HBO Max) 93%

COMEDY-DRAMA

- Fleabag (Amazon Prime) 100%
- Russian Doll (Netflix) 97%
- Insecure (HBO Max) 96%
- Dear White People (Netflix) 95%
- GLOW (Netflix) 92%
- Succession (HBO Max) 90%
- Orange is the New Black (Netflix) 90%
- The Boys (Amazon Prime) 90%
- Upload (Amazon Prime) 88%
- The Marvelous Mrs. Maisel (Amazon Prime) 88%
- Enlightened (HBO Max) 87%



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Oriana Van Someren

ARCHITECTURE ENTHUSIAST FINDS HER WAY INTO REAL ESTATE

► agent feature

By **Lauren Young**
Photos By **KDE Photography**

Oriana Van Someren has always called Chicago's western suburbs home; she continues to live and work there as a real estate agent, and her husband, Adam, builds custom homes in the area. But architecture and design have been a part of her life for as long as she can

remember, as her family has always been involved in some aspect of building or development.

"I grew up going to see Frank Lloyd Wright homes and museums with my dad on the weekends," Oriana remembers fondly. "Architecture, design, and decor have always interested me. I have a long-standing appreciation for traditional and modern architecture."

From the gilded mansions of Newport, Rhode Island, to Daniel Burnham's

architectural feats here in Chicago, Oriana explains she has always been in awe of the craftsmanship and creativity that goes into building a home that stands the test of time.

An alumnus of Benet Academy High School and Loyola University in Chicago, Oriana continues to use the business knowledge she learned from her teachers, coaches, and mentors in her real estate career. She was classically trained in piano and at one time, considered a career in music.



Photo credit: Sea Island Resort



"I decided at the last second to not study music in college and went in another direction," she explains. "I try to find more time to play [piano], though, because it's a great stress reliever and helps me center myself."

After college, Oriana worked in luxury retail as a brand representative, a training specialist, and then in management. She also oversaw sales and operations for a design-and-build landscape architecture firm that worked within the commercial, residential, and municipal sectors.

"I have worn many hats in the jobs I've held," says Oriana. "And I have worked full-time, part-time, and been a stay-at-home mom. But it wasn't until I became a REALTOR® that I found my calling."

Once she found herself in the "right time" situation, Oriana made the leap and obtained her real estate license. That was in February 2018. Her background in sales training, particularly in luxury goods, allows her to provide clients with a trained eye for detail.

"I have always believed in the mantra 'find a need and fill it' in regard to creating a business," Oriana shares. "It took me many years to find my path. I hemmed and hawed about getting my license for a long time."

It's been five years since Oriana began selling real estate. In that time she has found it invaluable to surround herself with positive people and ideas, and to maintain a supportive environment. The easiest way to do so, she says, is to stick to the Golden Rule. ●●●

“

EVERY DAY IS DIFFERENT. I LIKE THE SURPRISES AND HAVING TO THINK ON MY FEET.

”



as a supporter and Thornhill Steering Committee member for the Morton Arboretum. Most recently, Oriana has been involved with a local organization called Hope for Tanzania, through her parish, Saints Peter and Paul, to help build facilities and provide medical care for children in Tanzania, Africa.

When Oriana is not managing her real estate business at Compass, she spends time with her husband of twenty-two years, Adam, and their two sons, Will and Jake. The family adores their golden retriever, Ellie. They frequently head to Downtown Naperville to explore, eat at their favorite restaurants, walk along the Riverwalk, and attend concerts in the park at Naper Settlement.

What Oriana loves most about being a REALTOR® is the freedom to do things her way and on

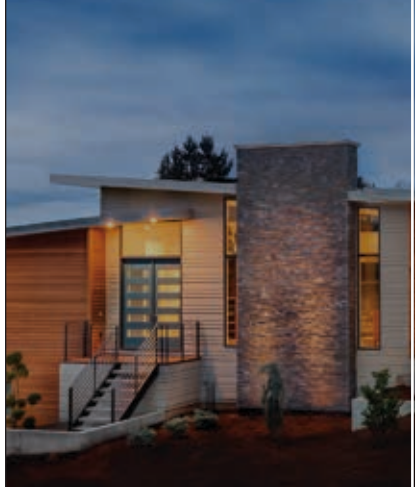
her time, while also helping others—with the added bonus of seeing all the lovely architecture.

“Every day is different,” she adds. “I like the surprises and having to think on my feet.”

Looking ahead, Oriana’s many goals and dreams will motivate her for years to come. “Perhaps my kids will want to get into real estate one day,” she muses. “I would love to grow my business in another region of the country. Maybe have a full team, too.”

“It’s important to always be growing, to always challenge yourself and others to be better, and to be uncomfortable,” she adds. “When we are uncomfortable, we are growing. I never want to stop learning and growing.”

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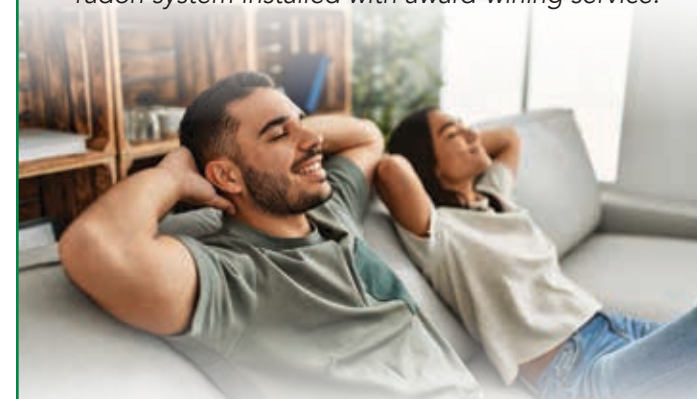
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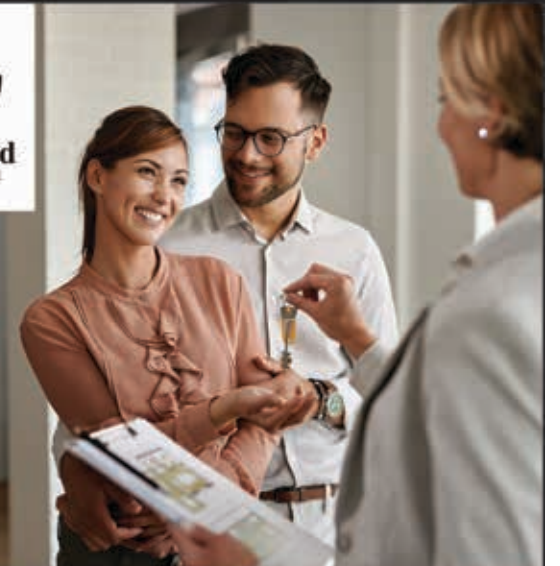


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TOP 100 STANDINGS

Teams and Individuals January 1, 2022 to November 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	76	\$138,195,499	45	\$79,113,599	121	\$217,309,098
2	Tim	Schiller	97	\$68,902,320	88	\$58,477,270	185	\$127,379,590
3	Bryan	Bomba	45	\$60,108,000	37	\$46,892,782	82	\$107,000,782
4	Julie	Sutton	27	\$30,986,168	26	\$36,667,500	53	\$67,653,668
5	Kris	Berger	27	\$37,328,220	19	\$28,871,742	46	\$66,199,962
6	Linda	Feinstein	51	\$46,016,291	17	\$18,466,193	68	\$64,482,484
7	Lance	Kammes	85	\$36,163,575	62	\$25,620,938	147	\$61,784,513
8	Pat	Murray	69	\$35,627,064	33	\$19,805,800	102	\$55,432,864
9	Kim	Dalasky	41	\$32,273,200	35	\$21,560,100	76	\$53,833,300
10	Nicholas	Solano	85	\$47,057,116	0	\$0	85	\$47,057,116
11	Maureen	Rooney	36	\$25,509,500	30	\$20,343,155	66	\$45,852,655
12	Patricia	Wardlow	55	\$23,791,025	41	\$22,031,750	96	\$45,822,775
13	Larysa	Domino	27	\$24,351,400	20	\$16,989,827	47	\$41,341,227
14	Megan	McCleary	18	\$26,065,000	9	\$13,923,000	27	\$39,988,000
15	Lina	Shah	27	\$24,717,000	13	\$14,677,000	40	\$39,394,000
16	Nathan	Stillwell	41	\$19,689,163	29	\$18,580,549	70	\$38,269,712
17	Alice	Chin	39	\$24,941,171	19	\$13,247,250	58	\$38,188,421
18	Julie	Schwager	30	\$23,511,200	21	\$14,517,100	51	\$38,028,300
19	Lori	Johannesson	37	\$19,864,000	25	\$16,077,900	62	\$35,941,900
20	William	White	37	\$22,969,251	17	\$10,332,900	54	\$33,302,151
21	Tracy	Anderson	21	\$21,695,236	12	\$11,598,662	33	\$33,293,898
22	Penny	O'Brien	33	\$21,247,026	20	\$11,979,500	53	\$33,226,526
23	Christine	Wilczek	43	\$25,494,718	16	\$6,949,749	59	\$32,444,467
24	Sarah	Leonard	30	\$11,382,703	41	\$16,439,400	71	\$27,822,103
25	Chris	Pequet	14	\$19,189,770	8	\$8,368,000	22	\$27,557,770
26	Renee	Hughes	25	\$15,514,450	20	\$11,583,500	45	\$27,097,950
27	Kelly	Stetler	18	\$14,017,800	20	\$12,188,950	38	\$26,206,750
28	Linda	Little	64	\$25,029,158	2	\$965,000	66	\$25,994,158
29	Natalie	Weber	21	\$17,474,231	11	\$8,374,200	32	\$25,848,431
30	Michael	Berg	50	\$21,184,050	9	\$4,617,000	59	\$25,801,050
31	Katie	Minott	20	\$20,401,999	6	\$4,980,814	26	\$25,382,813
32	Jeffrey	Proctor	9	\$11,217,000	14	\$14,126,550	23	\$25,343,550
33	Elaine	Pagels	25	\$13,851,750	12	\$9,339,000	37	\$23,190,750
34	Courtney	Stach	22	\$18,070,500	6	\$4,630,000	28	\$22,700,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jan	Morel	16	\$11,595,700	14	\$10,181,021	30	\$21,776,721
36	Denis	Horgan	29	\$13,212,800	18	\$8,470,000	47	\$21,682,800
37	Susan	Hoerster	17	\$13,226,000	14	\$8,378,500	31	\$21,604,500
38	Natasha	Miller	25	\$14,339,500	8	\$7,021,837	33	\$21,361,337
39	Justin	Greenberg	15	\$8,763,500	31	\$12,571,009	46	\$21,334,509
40	Donald	Romanelli	15	\$14,405,950	7	\$6,581,500	22	\$20,987,450
41	Yvonne	Despinich	20	\$15,960,300	8	\$4,949,800	28	\$20,910,100
42	Lisa	Byrne	20	\$11,529,800	14	\$8,840,194	34	\$20,369,994
43	Caroline	Senetar	25	\$15,461,700	8	\$4,805,800	33	\$20,267,500
44	Cindy	Banks	33	\$13,874,400	16	\$5,884,500	49	\$19,758,900
45	Simran	Dua	17	\$11,285,900	18	\$8,422,523	35	\$19,708,423
46	Carrie	Foley	17	\$11,064,004	13	\$8,475,400	30	\$19,539,404
47	Bridget	Salela	14	\$13,481,030	7	\$5,812,000	21	\$19,293,030
48	Walter	Burrell	14	\$13,224,000	8	\$5,775,114	22	\$18,999,114
49	Ginny	Stewart	9	\$12,746,760	6	\$6,135,000	15	\$18,881,760
50	Paul	Baker	36	\$13,187,475	14	\$5,341,400	50	\$18,528,875

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51	Kim	Lotka	13	\$11,916,250	7	\$6,604,000	20	\$18,520,250
52	Chris	Lukins	17	\$11,878,000	11	\$6,621,878	28	\$18,499,878
53	Julie	Kaczor	30	\$15,906,400	7	\$2,419,500	37	\$18,325,900
54	Michael	Thornton	21	\$9,289,700	20	\$9,032,000	41	\$18,321,700
55	Juliet	Mills-Holubowicz	14	\$9,509,800	10	\$8,541,400	24	\$18,051,200
56	Michael	LaFido	14	\$16,132,000	2	\$1,895,000	16	\$18,027,000
57	Tom	Fosnot	36	\$11,710,127	17	\$5,638,175	53	\$17,348,302
58	Courtney	Monaco	18	\$8,159,702	18	\$8,639,499	36	\$16,799,201
59	Katherine	Karvelas	8	\$13,941,000	4	\$2,792,000	12	\$16,733,000
60	Keith	McMahon	14	\$8,668,400	13	\$8,045,310	27	\$16,713,710
61	Vipin	Gulati	10	\$3,706,000	27	\$12,863,000	37	\$16,569,000
62	Michael	Muisenga	16	\$12,260,402	6	\$4,118,002	22	\$16,378,404
63	Kevin	Layton	8	\$7,886,801	14	\$8,468,900	22	\$16,355,701
64	Christine	Thompson	17	\$9,186,976	13	\$7,166,500	30	\$16,353,476
65	Elizabeth	Behling	31	\$12,671,800	6	\$3,568,000	37	\$16,239,800
66	Moin	Haque	14	\$5,305,000	17	\$10,881,401	31	\$16,186,401
67	Jill	Clark	12	\$9,555,900	7	\$6,607,563	19	\$16,163,463
68	Cathy	Balice	6	\$8,930,000	4	\$7,165,000	10	\$16,095,000
69	Eric	Logan	22	\$10,847,400	12	\$5,205,400	34	\$16,052,800
70	Beth	Burt	14	\$11,575,800	7	\$4,457,900	21	\$16,033,700
71	Kathryn	Pinto	16	\$8,344,000	15	\$7,535,000	31	\$15,879,000
72	Mike	Wolson	14	\$6,894,900	15	\$8,875,900	29	\$15,770,800
73	Jennifer	Iaccino	14	\$8,658,000	10	\$7,076,000	24	\$15,734,000
74	Kim Schultz	Moustis	13	\$4,681,400	26	\$11,013,800	39	\$15,695,200
75	Diana	Ivas	14	\$11,001,000	7	\$4,602,000	21	\$15,603,000
76	Paul	Mancini	7	\$7,414,500	10	\$7,996,500	17	\$15,411,000
77	Kimberly	Heller	29	\$11,302,000	9	\$4,084,000	38	\$15,386,000
78	Cindy	Purdom	14	\$8,665,777	12	\$6,623,850	26	\$15,289,627
79	Trevor	Pauling	12	\$12,018,772	6	\$3,170,000	18	\$15,188,772
80	Robert	Picciariello	36	\$15,075,350	0	\$0	36	\$15,075,350
81	Michael	Mandile	15	\$8,188,366	12	\$6,585,274	27	\$14,773,640
82	Margaret	Giffin	9	\$7,003,000	12	\$7,724,000	21	\$14,727,000
83	Richard	Babb	40	\$14,083,608	2	\$507,500	42	\$14,591,108
84	Ryan	Cherney	36	\$14,024,775	1	\$545,000	37	\$14,569,775

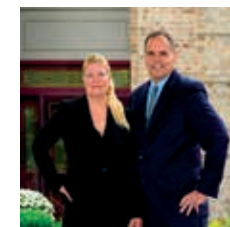
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Lisa	Zeller-O'Malley	9	\$6,695,000	9	\$7,845,000	18	\$14,540,000
86	Dimpi	Mittal	10	\$7,138,000	20	\$7,400,800	30	\$14,538,800
87	Wendy	Pawlak	20	\$8,872,000	11	\$5,616,670	31	\$14,488,670
88	Holley	Kedzior	11	\$5,981,500	15	\$8,482,944	26	\$14,464,444
89	Sairavi	Suribhotla	8	\$3,367,900	21	\$11,078,512	29	\$14,446,412
90	Lea	Smirniotis	9	\$6,838,000	10	\$7,491,300	19	\$14,329,300
91	Anna	Fiascone	5	\$8,824,000	3	\$5,367,500	8	\$14,191,500
92	John	Barry	8	\$9,014,010	6	\$5,153,520	14	\$14,167,530
93	Puneet	Kapoor	8	\$4,024,000	18	\$10,098,245	26	\$14,122,245
94	Patti	Michels	12	\$8,345,000	9	\$5,708,000	21	\$14,053,000
95	Joann	Coghill	20	\$11,851,613	3	\$2,009,000	23	\$13,860,613
96	Diane	Coyle	16	\$8,024,900	12	\$5,797,100	28	\$13,822,000
97	Jeff	Stainer	11	\$7,959,802	10	\$5,643,000	21	\$13,602,802
98	Tracy	Driscoll	15	\$11,017,750	6	\$2,441,000	21	\$13,458,750
99	Litsa	Lekatsos	15	\$8,281,217	10	\$5,133,709	25	\$13,414,926
100	Stacey	Harvey	7	\$4,735,000	12	\$8,627,250	19	\$13,362,250

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