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Terri and Kristine Strouse

PARTNER SPOTLIGHT:

Michael Leitner
Marvin's Mailers

SPRING EVENT:

Photos on page 40

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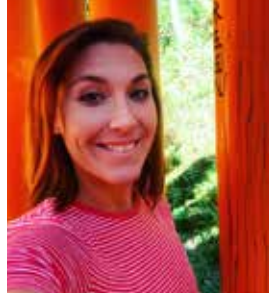

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PUBLISHER'S NOTE

Last month my oldest daughter graduated from 8th grade. It has taken a month for me to come to terms with the fact that we now have a high schooler in our house. She has been at the same school since preschool so needless to say, it was difficult for my wife and I to watch her say goodbye and part ways with her friends. She has known many of her classmates since she was four years old so it was an emotional goodbye. The reality is that the majority of them will attend separate high schools as they embark on this new journey of life.

On the same day, my son “graduated” from kindergarten and our elementary school held a ceremony for the students to honor them. The teachers asked the students beforehand what profession they wanted to be when they grew up. The principal announced it to the audience as each individual student walked across the stage to receive their certificate. It made the event quite memorable when half of the students wanted to be Spider-Man for a future occupation.

Everyone had a good laugh, but this is truly the mindset of five and six-year-olds. Their young brains have no limits or boundaries and it made me appreciate that we live in a country where we have the freedom and opportunity to become superheroes in our field. I’m grateful to have reconnected with most of you at our spring event last month. Please enjoy the photos on page 40!

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Jennifer NEWSOM



An Agent to “Account” On

“Success is about hard work and doing my job well,” says REALTOR® Jennifer Newsom, of Jennifer Newsom Real Estate with Berkshire Hathaway HomeServices. “Sometimes things don’t turn out the way we want them to, but that’s okay as long as you’ve given it your best effort and learned something from the experience. Failure is success if we learn from it.”

Jennifer’s background has given her plenty of opportunities for successful learning. Her blue-collar family has a long history of working in the trades. They have been truck drivers, factory workers, nurses, and hairdressers, and have worked other frontline jobs. Jennifer and her three younger sisters all gained respect for hard work from their bricklayer father.

“He would wake up at 4:30 am every day to work outside, whether it was below-zero cold or really hot,” says Jennifer. “We didn’t have extravagant things, but we always had food on the table and stability.”



After graduating from Wheaton North High School, Jennifer, encouraged by her parents and friends, went on to attend College of DuPage before transferring to North Central College. When she obtained her degree in accounting in 2002, she became the first person in her extended family to graduate from college.

“As soon as my parents turned eighteen, they were on their own; college wasn’t an option for them,” she explains. “I have always felt empowered to know that if I could put myself through college on my own, I could do anything in life.”

To start her career, Jennifer worked as a staff and cost accountant for two manufacturing companies. Not long after, though, she found herself feeling miserable and bored crunching numbers in a cubicle all day. Not knowing what to do next, she took multiple personality tests. The results pointed to aptitudes in sales, teaching, and counseling. She knew that moving into teaching or counseling would likely require additional schooling.

Around this time, Jennifer’s mother connected her with a family friend, Deborah Cassidy, a successful REALTOR® in Long Grove, to explore real estate as an option.

“The market was hot and it just so happened that she was looking for someone to handle her buyer clients,” says Jennifer. “I quickly earned my license and worked with her buyers. I also shadowed her on all of her listing appointments. She was an amazing mentor to me.”

Jennifer took a big risk to trade in a steady income for a new career where compensation is based entirely on commission. So early on, she also worked as a waitress and bartender to supplement her income. By the time she felt like she knew what she was doing and was able to support herself as a full-time REALTOR®, the market crashed. While she postponed going out on her own, Jennifer was ready to take on the challenges ahead.

“I feel proud to say that I worked through those difficult times where every transaction felt like a short sale or REO,” Jennifer says. “It was awful, but being able to tell my clients that I’ve made it through all types of markets says a lot about me and my experience in this industry.”

In the five years she worked with Deborah (2005–2010), Jennifer saw what it took to be successful on her own. Over the next several years, Jennifer gained invaluable experience

working part-time in real estate under her own name, and in sales at a scrap metal company while also marrying and starting a family. In 2016, she transferred her license to Berkshire Hathaway HomeServices in Wheaton, ready to go back to full-time and grow her business.

Jennifer notes that to this day, she'll find herself thinking about her mentor Deborah, who has since retired. "I always felt she was so polished and confident, and I saw that her clients trusted her and valued her opinion," says Jennifer. "I remember wanting to be just like her: to become that ultimate resource to my clients."

From day one of her journey as an agent, Jennifer has committed to continuous learning—everything from the tangible aspects of real estate—like construction, interior design, and architecture—to the psychological aspects of the process.

"It's an ever-changing and always-evolving industry that I'm truly passionate about." She adds, "I am always looking at inventory on the MLS and at local data from Infosparks so that I can always feel like an expert on what is going on in my market."

It's an ever-changing and always-evolving industry that I'm truly passionate about.



When not keeping up with the latest market evolutions, Jennifer is spending quality time with her family. Jennifer and her husband, Kurt, are raising their two children, Emmy (8) and Jack (6), to love golf like they do, so they can one day play

together. The family also supports People's Resource Center in Wheaton, an organization that provides food and supplies to families in need in DuPage County. Jennifer also plans to run in the Chicago Marathon with one of her sisters this year.



Jennifer with her husband, Kurt, and their two children, Emmy and Jack.

Looking forward, Jennifer looks to continue to build her invaluable referral base, make a name for herself, and improve the public's opinion of REALTORS®.

"I wish our profession had a better reputation with consumers," she notes. "There are some people who highly respect what we do, but it seems there's a larger number of people who compare REALTORS® to [stereotypical] used car salesmen. We have to work that much harder to earn the respect of the general public in most cases. Being nice goes a long way."

Given that most of Jennifer's business comes from referrals and repeat clients, continually winning the trust of so many, she's well on her way to achieving her goals and making a difference in the profession she wishes to see.

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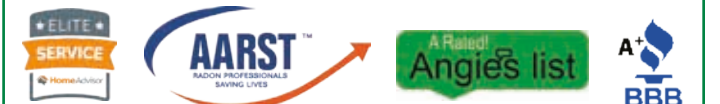
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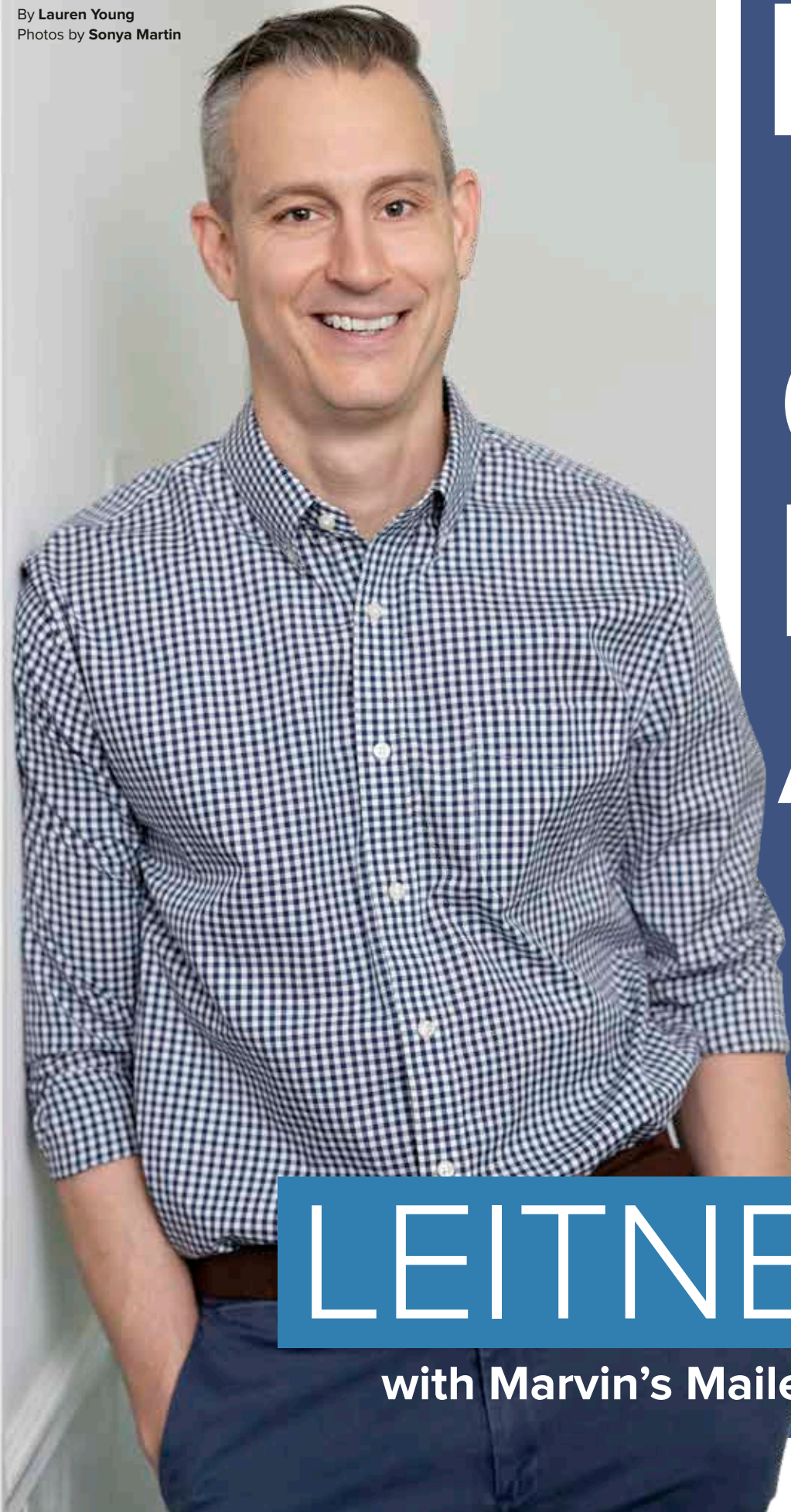
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By Lauren Young
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LEITNER

with Marvin's Mailers



WINNING BIG WITH SMALL THINGS

“We grow our business by helping our clients grow theirs,” states Michael Leitner, owner and COO of Marvin’s Mailers, a dynamic, localized direct-mail firm. “As our clients’ businesses grow, they mail to more addresses and refer us to more businesses, and the more our mailers are seen in their clients’ homes, the more referrals they receive. We are truly in this together.”

Marvin’s Mailers is not your typical postcard distributor. Their fresh approach sees to it that their cards, which are sent out monthly, have a dedicated topic—such as useful household tips, local restaurant guides, sports team schedules, seasonal festivals, farmers market calendars, and binge-worthy TV lists—and feature their client’s branding and contact information. Many REALTORS® throughout Chicagoland use this Marvin’s Mailers service to stay top of mind with current and potential clients.

“What differentiates our mailers is the useful, local content that recipients will want to keep in reach for months,” says Michael. “We also manage contact lists, offer address exclusivity, and other services. Clients also have the option to share the cost of mailers by splitting [it] with a partner, like another REALTOR®, or a law firm, or a mortgage lender.”

The evolution of Marvin’s Mailers began in 2021, when Michael, a successful portfolio manager for a NYC-based hedge fund, and his business partner, a twelve-year Google professional, purchased Prospect Marketing, Inc. The pair wished to leave their demanding corporate jobs and blaze their own path. They were eager to offer digital marketing services to the company’s existing clients.

But once the company was completely in their hands, “We realized it provided a unique service that its clients loved,” says Michael. “At the time, the company only operated in DuPage County. We quickly realized there was a need for our product across Chicagoland and throughout the country.”

Looking forward, Michael is franchising the business across the US and recently made this opportunity available to select franchise candidates. The company’s growth is a testament to the effectiveness of its promotional materials for their partners, as well as one of its biggest service features: their “set it and forget it” process.

“We understand that REALTORS® are busy running their businesses,” affirms Michael. “Our goal is to provide them with a monthly customer touchpoint that doesn’t require any work on their part.”

Michael can easily relate to REALTORS® who left more rigid careers for the flexibility of real estate. He too enjoys a similar freedom since leaving the pressures of corporate life.

“I would be at the office from 7 am to 5 pm, then log on after dinner and work late into the night,” Michael remembers. “Now I can

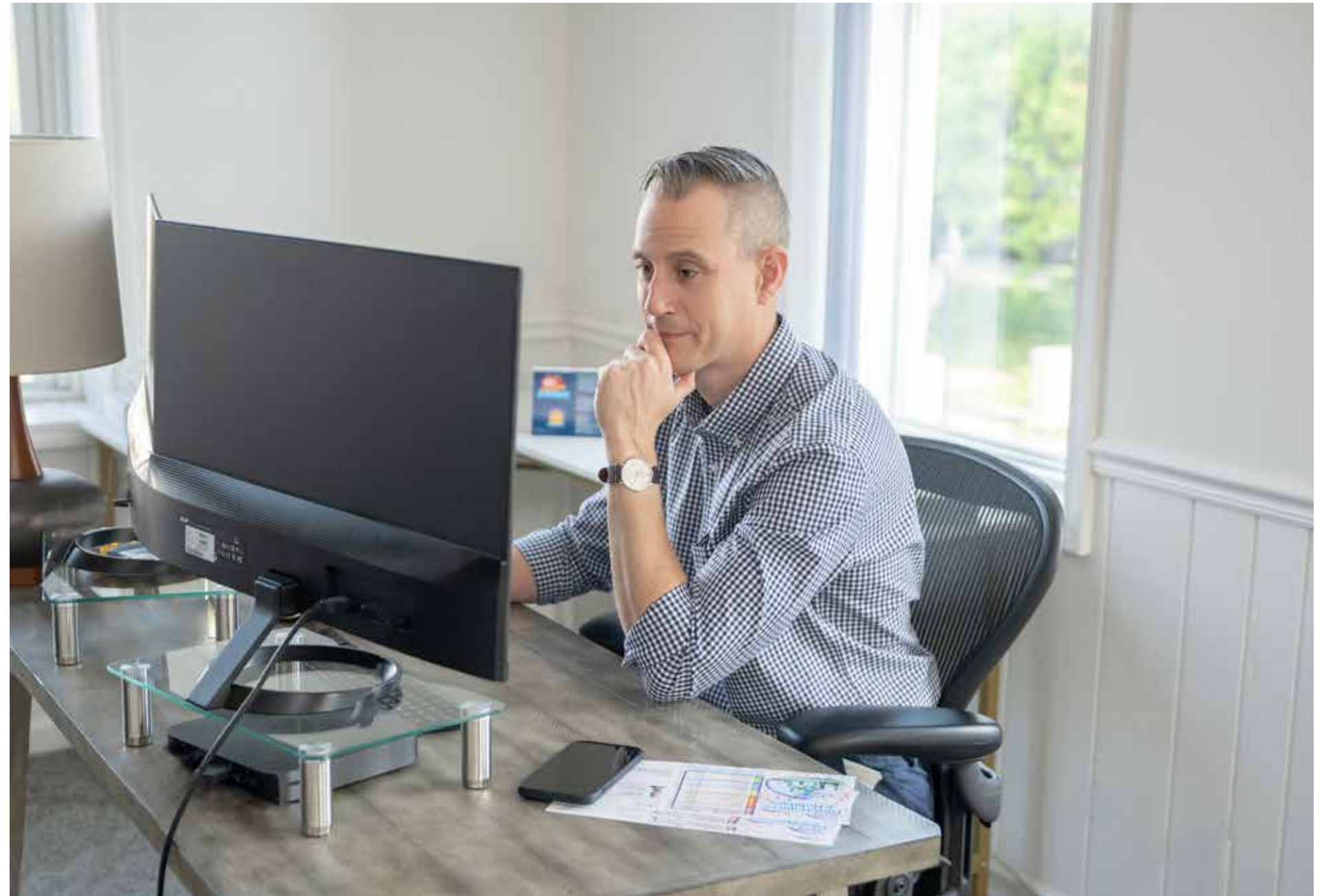
shut things down for a few hours and spend evenings with my kids at their various activities, help out at school functions, take more trips, and enjoy long weekends.”



Michael with Nick Donato (a client) in the Keller Williams Naperville office.

Michael’s trick for the days when he’s not feeling the wind in his sails is to “try to find the easiest task on my list and finish that. More often than not, I find myself able to build momentum from there and have a productive day overall. I find that approach is common among real estate professionals too.”

At the beginning of a new partnership with a REATLOR®, Michael actually encourages



Some examples of beautiful mailers created specifically for REALTORS® by Marvin’s Mailers

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them not to start with a large mailing plan. Instead, he advises them to start with or within their existing sphere and build from there. He attests that many of his agent clients receive regular feedback that their mailers are interesting, relevant, and stand out from other mailings and materials. Being remembered is often a little win that can lead to big future success.

“In my experience, [attaining] consistent, small successes is the path people often take to reach their end goal,” he says. “Success doesn’t have to be large to matter: what matters is if it moves you closer to your goals.”

If you are interested in contacting Michael and Marvin’s Mailers to help build your brand across your SOI and farming areas, call Michael at 630-546-2850 or visit www.marvinmailers.com.

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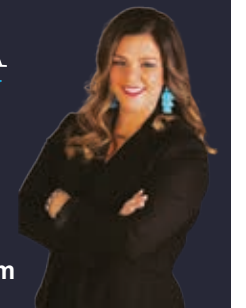
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► cover story

By Lauren Young
Photos by ABIV Photography

Kelly Kirchheimer



“Community has always been important to me,” says Kelly Kirchheimer of @properties Christie’s International Real Estate in Hinsdale. “It is important to do things that support others—that we help each other, day in, and day out.”

Kelly grew up in a small Illinois farming community located forty-five minutes northeast of St. Louis, where she was surrounded by people who worked hard and advocated for those around them. Her innate entrepreneurial mindset saw her pursue projects in 4-H in grade school, and later in high school, created her own swimming program at one of the local clubs where she offered and managed private lessons. “It was really great even back then—making calls and managing my own schedule on my terms that worked for me and my clients,” she recalls.

Curious by nature too, Kelly has always loved learning. At the University of Illinois Champaign, she explored a number of study areas before landing on journalism. “I was still finding myself: I started as a pre-med major but quickly changed,” she explains. “I ended up changing majors four times in four years. Ultimately, I gained a bit of deeper knowledge in a lot of areas.” Her penchant for dipping deep into various subjects for a bit of time is something that she enjoys and thrives on to this day.

After college, she worked in technology sales, management, and business development at a Fortune 500 company. When she and her husband were in the process of selling their home in Chicago on their own, Kelly’s insatiable curiosity persuaded her to begin earning her real estate license, but she realized she could only do so much



*Where
Community
and Curiosity
Combine*



at once: she had, after all, just started an MBA degree in entrepreneurship at DePaul University and was busy with her career that she did not want to transition from at that time.

But after some years—she'd completed her graduate studies, grown her family (she had three kids in a little over three years), and surpassed a decade at her company—she began to evaluate her future. "It was a good time to regroup and become more available for my kids, who were then all under age four," says Kelly. "It seemed one of them was always sick, and it was really hard to provide the care they needed while also having to work in the city every day. My job required some travel too. At that stage of life, I really wanted to be living it up with the little ones."

While considering her next move, Kelly remembered her fond and consistent interest in real estate—an interest that began well before she sold her house: in high school, Kelly would scour home listings in the newspaper for fun, and for one summer in college, she worked at a real estate firm, leasing apartments to other students. With her background in business development, knowledge of running a business, and love of people, Kelly saw that the job of a REALTOR® would be a natural fit. "I like using my business sense to help clients make great decisions on their home choices," says Kelly. "But more than that, it's about helping them with

how to understand a community and neighborhood, as well as when to choose to sell."

"Real estate is very hands-on, and you have to know a good deal about a whole lot of areas," adds Kelly. "My varied interests are some of my greatest strengths."



Kelly attending a "night in emerald city" themed event she recently sponsored.

"Knowing how to run a business, build a sales team, and be in the field is really fun for me," she continues. Thanks to real estate's constantly changing markets, Kelly's

inner student gets to "geek out" on buyer data, market times, marketing strategies, and what triggers people to make buying decisions. She constantly watches the trends and recently earned her managing broker license.

Since community has been a priority for Kelly since childhood, she makes it a priority to give back: she contributes a portion of every sale to @properties's nonprofit charitable foundation, @gives back.



“This fund donates to Habitat for Humanity and other local organizations,” she says. Kelly also annually sponsors events and fundraisers for the Clarendon Hills Infant Welfare Society, the Clarendon Hills Witches Ride, Clarendon Hills Middle School and Prospect School, the Maercker School’s band, the Bridge Communities organization which assists the homeless, the Mend a Heart Foundation, Sharing Connections, and others. She is also an active board member and professional partner with the D181 Foundation, as well as an active member of the Clarendon Hills Chamber of Commerce. “Overall, about 5 percent of my profits go directly back into the local area,” says Kelly.

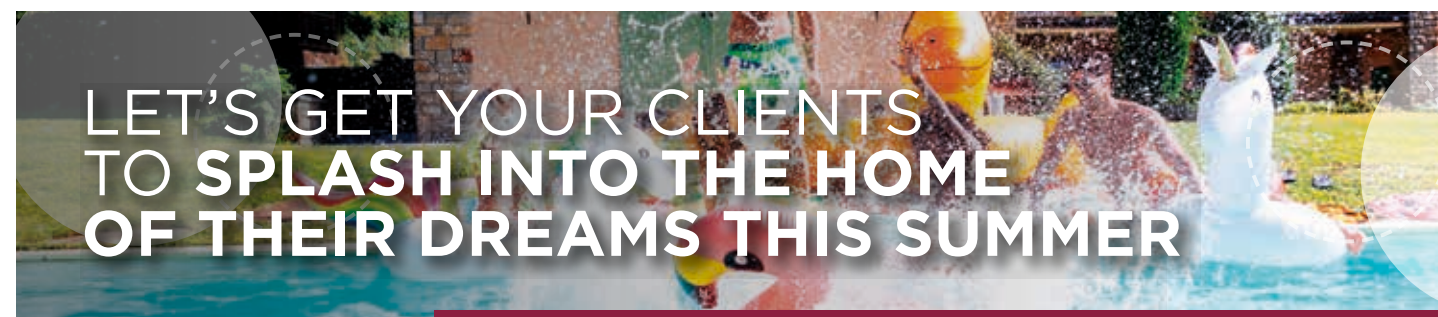
Kelly spends her available free time with her family: her husband, Tim, and their three sons, Ryan, Matthew, and Grant, who are now ages fourteen, twelve, and eleven, respectively. She credits her shift into real estate as a key for finding personal and professional balance.

“Many people get into real estate for the flexibility, but I think it’s about freedom even more,” says Kelly. “Looking to the future, real estate will always be part of my lifestyle. I love how it integrates into my life, and while it is a crazy busy life at this stage, it works great for us.”



Kelly and her family.

“Community has always been important to me. It is important to do things that support others—and that we help each other, day in, and day out.”



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Terri & Kristine
STROUSE



Strouse in the HOUSE



▶▶ agent feature

By Lauren Young
Photos by KDE Photography

“My mother and I rarely turn off ‘business talk,’” says REALTOR® Kristine Strouse, describing the relationship between her and her mother and partner, Terri. “We find ourselves diving into conversations about the market and strategies any time of day and during any occasion—driving in the car or at family dinners. Our family has learned to love it ... or so they tell us,” she says, laughing.

After working in accounting and then being a stay-at-home mom, Terri Strouse began her real estate career in 1997. When Kristine and her brother, Matt, were attending school, Terri decided to take real estate classes with three neighborhood friends.

“Both my parents and my grandfather had their own businesses,” explains Terri. “I liked the idea of being an independent contractor and helping people [either] find their dream home or get it ready to sell.”

“We treat our clients like we would like to be treated and make them feel important...”
-Terri

Kristine grew up watching Terri grow into her REALTOR® role, flourish, and form her own team, Team Strouse, with Baird & Warner. After graduating from Michigan State University, Kristine taught preschool for a brief time before joining her mother’s team in 2012, first as an assistant and then as a full-time agent. The two have always been close, so they jumped at the chance to form a business partnership.



Over the years we have learned that we both have ideas that are valid, and we work toward a solution that is going to be the best for our team and clients.

- Kristine

“I loved the idea of teaming up with my mom and taking on this exciting next journey,” says Kristine. “I think part of it comes from my teaching background. I love being able to help educate our clients and get them from start to finish through a smooth process.”

From the beginning, the two found a balance between their individual strengths. Terri excels at building client relationships and leveraging her knowledge of the Chicago suburbs, having lived in so many of its areas throughout her life including Northbrook, Spring Grove, Wilmette, Glenview, Elmwood Park, and finally, Naperville. Kristine brings logistical skills to the team in addition to fresh perspectives, innovative ideas, and a positive approach. They both appreciate having someone to lean on and bounce off ideas with, especially someone they know so well.



Terri with her husband, Larry.

“We treat our clients like we would like to be treated and make them feel important,” adds Terri. “We especially appreciate opportunities to collaborate with other agents in the community to improve the experience.”

Thanks to this dynamic duo’s now decade-plus partnership, mother and daughter have found their closest collaborator in each other.

“It’s another way for us to bond and create another level in our relationship,” states Terri. “To be able to share the same career is such a reward.”



Kristine with her husband, Christopher King, and their one-year-old son, CJ.

“Over the years we have learned that we both have ideas that are valid, and we work toward a solution that is going to be the best for our team and clients,” says Kristine. “We have learned to voice our opinions and

then take a step back to find a win-win solution together.”

If they already didn’t spend enough time together, Terri, Kristine, and other members of the family regularly vacation, celebrate, and stay active with each other. Kristine always brings her husband, Christopher King, and their one-year-old son, CJ, along for the fun. Larry Strouse, Terri’s husband, and Kristine’s dad, is the team’s biggest cheerleader. And Matt Strouse, Terri’s son, and Kristine’s brother, regularly joins the

close-knit group on family outings. In fact, the family is so close that when Kristine and Christopher purchased their home, they chose one that was only ten minutes from her parents so they could remain nearby.

Going forward, Team Strouse looks to continue their growth and add on more people—maybe even other family members. Matt occasionally contributes to the team by moving staging items and delivering marketing materials, all while working full-time. Christopher is also quick

to lend a hand or just listen to ideas. Regardless of who interacts with clients, they all consistently prioritize the customer experience beyond all else.

“I always try to come back to how our clients are feeling,” says Kristine. “I have been on the other side [of a transaction] and know the feeling of wanting to hear from your agent and the feeling of being taken care of. Knowing those feelings is what helps push me on the days when I need a boost.”



The Strouse family

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▶▶ events
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Spring Event Raffle Winners

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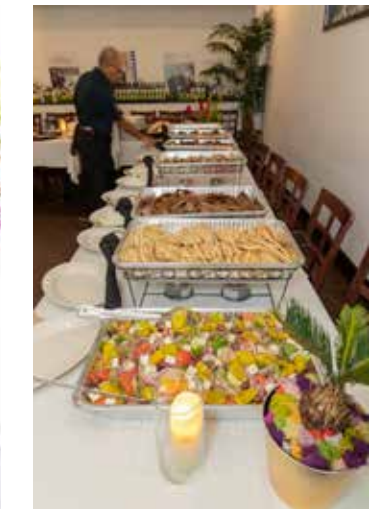
Lori Johanneson won a beach bundle that included a Tommy Bahama chair and a JBL portable bluetooth speaker from Pat Cannone with loanDepot.



April Fernandez won a wine experience which included a bottle of wine, traveling wine glasses, wine case, and a gift card to Cooper's Hawk from Angus Kroll with Select Surfaces.



Jeff Stainer won Cubs tickets and a gift card to the Hotel Zachary Chicago from Paul Erickson and Scott Stanley with Rose Pest Solutions.





TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to May 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	12	\$23,242,500	9	\$12,774,000	21	\$36,016,500
2	Tim	Schiller	26	\$17,972,650	25	\$14,195,400	51	\$32,168,050
3	Larysa	Domino	12	\$13,443,829	15	\$14,564,500	27	\$28,008,329
4	Kim	Dalasky	16	\$12,048,000	18	\$11,774,000	34	\$23,822,000
5	Pat	Murray	23	\$12,116,500	14	\$7,936,000	37	\$20,052,500
6	Tracy	Anderson	10	\$9,365,982	10	\$9,799,228	20	\$19,165,210
7	Nicholas	Solano	29	\$18,361,980	0	\$0	29	\$18,361,980
8	Bryan	Bomba	12	\$11,079,025	9	\$6,909,000	21	\$17,988,025
9	Patricia	Wardlow	20	\$9,832,600	17	\$8,100,500	37	\$17,933,100
10	Maureen	Rooney	17	\$9,607,100	10	\$7,051,000	27	\$16,658,100
11	Julie	Sutton	8	\$11,628,045	4	\$4,925,000	12	\$16,553,045
12	Lina	Shah	7	\$9,993,500	7	\$6,170,000	14	\$16,163,500
13	Kris	Berger	7	\$9,966,500	2	\$5,575,000	9	\$15,541,500
14	Kelly	Stetler	9	\$7,009,000	10	\$8,374,900	19	\$15,383,900
15	Lance	Kammes	22	\$8,194,400	20	\$7,145,050	42	\$15,339,450
16	Christine	Wilczek	20	\$13,113,968	6	\$1,859,000	26	\$14,972,968
17	Nathan	Stillwell	14	\$8,446,977	10	\$6,314,400	24	\$14,761,377
18	Julie	Schwager	16	\$8,913,000	11	\$4,844,000	27	\$13,757,000
19	Ginny	Stewart	4	\$6,608,000	4	\$6,905,000	8	\$13,513,000
20	Linda	Little	30	\$12,702,970	0	\$0	30	\$12,702,970
21	William	White	9	\$6,300,000	7	\$5,329,000	16	\$11,629,000
22	Linda	Feinstein	10	\$7,427,000	6	\$4,009,000	16	\$11,436,000
23	Sarah	Leonard	11	\$4,144,500	18	\$7,223,200	29	\$11,367,700
24	Michael	Berg	18	\$8,684,400	4	\$2,538,130	22	\$11,222,530
25	Margaret	Smego	6	\$5,955,000	4	\$4,813,000	10	\$10,768,000
26	Alexandra	Shaban	2	\$2,720,000	5	\$8,000,000	7	\$10,720,000
27	Katie	Minott	5	\$6,517,389	4	\$3,705,389	9	\$10,222,778
28	Alice	Chin	7	\$5,265,000	8	\$4,934,525	15	\$10,199,525
29	John	Barry	8	\$8,534,410	2	\$1,290,900	10	\$9,825,310
30	Jan	Morel	7	\$5,224,249	4	\$4,492,249	11	\$9,716,498
31	Michael	Muisenga	5	\$3,962,853	6	\$5,748,400	11	\$9,711,253
32	Christopher	Lobrillo	27	\$8,239,325	0	\$0	27	\$8,239,325
33	Tom	Fosnot	14	\$5,265,986	11	\$2,962,400	25	\$8,228,386
34	Kevin	Layton	5	\$3,875,900	6	\$4,306,000	11	\$8,181,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Natasha	Miller	10	\$6,576,000	2	\$1,457,000	12	\$8,033,000
36	Vipin	Gulati	5	\$1,413,500	16	\$6,545,190	21	\$7,958,690
37	David	Gust	6	\$4,259,000	3	\$3,267,500	9	\$7,526,500
38	Beth	Gorz	5	\$2,460,100	6	\$5,035,500	11	\$7,495,600
39	Cindy	Purdum	5	\$3,065,000	8	\$4,293,400	13	\$7,358,400
40	Diane	Coyle	8	\$3,252,800	9	\$4,092,000	17	\$7,344,800
41	Shelly	Perkowski	2	\$2,245,500	2	\$5,043,045	4	\$7,288,545
42	Eric	Andersen	5	\$3,898,000	6	\$3,381,150	11	\$7,279,150
43	Paul	Baker	14	\$5,693,500	6	\$1,487,100	20	\$7,180,600
44	Penny	O'Brien	8	\$6,327,100	1	\$810,000	9	\$7,137,100
45	Jeff	Stainer	5	\$2,921,715	7	\$4,199,400	12	\$7,121,115
46	David	Swanson	3	\$1,680,000	7	\$5,436,000	10	\$7,116,000
47	Elaine	Pagels	10	\$6,125,000	2	\$980,000	12	\$7,105,000
48	Justin	Greenberg	4	\$2,207,500	15	\$4,773,600	19	\$6,981,100
49	Laura	McGreal	4	\$1,925,500	7	\$4,724,000	11	\$6,649,500
50	Lisa	Byrne	9	\$4,967,000	4	\$1,671,900	13	\$6,638,900

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Saturdays	Wilmette	8am - 1pm	Apr 15 - Oct 28
Sundays	Cary	9am - 1pm	Jun - Sep
Sundays	Chicago (Roscoe Village)	8am - 12pm	Jun 11 - Oct 8
Sundays	Chicago (Wicker Park)	8am - 2pm	May 15 - Oct 30
Sundays	Chicago (Maxwell Street)	9am - 3pm	Apr - Dec
Sundays	Geneva	9am - 2pm	Apr - Nov
Sundays	Glen Ellyn	9am - 1pm	May 7 - Oct 22
Sundays	Highland Park	10am - 3pm	Jul 2 - Sep 24
Sundays	Mount Prospect	8am - 1pm	Jun 4 - Oct 29
Sundays	Oswego	9am - 1pm	Jun 4 - Sep 24
Sundays	Plainfield	12pm - 4pm	Jun 2 - Sep 15
Sundays	Western Springs	4pm - 7pm	May 5 - Sep 29
Saturdays	Arlington Heights	8am - 12pm	May 13 - Oct 14
Saturdays	Aurora	8am - 12pm	Jun 10 - Oct 14
Saturdays	Batavia	8am - 12pm	May 20 - Oct 28
Saturdays	Chicago (Northcenter)	8am - 1pm	Jun 10 - Oct 28
Saturdays	Chicago (Lincoln Park)	7am - 1pm	Apr - Nov
Saturdays	Chicago (Lakeview)	8am - 2pm	Apr 15 - Oct 28
Saturdays	Downers Grove	7am - 12:30pm	May - Sept
Saturdays	Huntley	8am - 1pm	May - Oct
Saturdays	Lisle	8am - 1pm	May 6 - Oct 14
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TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to May 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Bridget	Salela	4	\$4,534,839	2	\$1,941,839	6	\$6,476,678
52	Diane	Salach	3	\$2,302,000	7	\$4,161,500	10	\$6,463,500
53	Natalie	Weber	5	\$3,845,900	4	\$2,487,000	9	\$6,332,900
54	Marty	Dunne	4	\$1,785,000	3	\$4,454,000	7	\$6,239,000
55	Margaret	Giffin	5	\$3,734,500	6	\$2,202,050	11	\$5,936,550
56	Denis	Horgan	8	\$3,744,000	5	\$2,174,000	13	\$5,918,000
57	Isabel	Wolf	2	\$1,085,500	4	\$4,770,158	6	\$5,855,658
58	Patti	Michels	8	\$5,277,900	1	\$544,900	9	\$5,822,800
59	Sarah	Swanson	2	\$3,465,000	2	\$2,355,000	4	\$5,820,000
60	Betsy	Stavropoulos	5	\$1,861,400	6	\$3,899,500	11	\$5,760,900
61	Lori	Johanneson	6	\$3,397,000	5	\$2,358,000	11	\$5,755,000
62	Mike	Long	5	\$2,484,900	5	\$3,235,000	10	\$5,719,900
63	Jennifer	Iaccino	3	\$2,875,000	5	\$2,735,900	8	\$5,610,900
64	Kathy	McKinney	4	\$2,760,000	4	\$2,844,500	8	\$5,604,500
65	Michael	Thornton	5	\$2,545,000	7	\$3,057,600	12	\$5,602,600
66	John	Wilt	8	\$3,772,006	4	\$1,811,000	12	\$5,583,006
67	Julie	Kaczor	6	\$3,613,400	3	\$1,883,870	9	\$5,497,270
68	Kelly	Kirchheimer	3	\$2,125,000	4	\$3,360,000	7	\$5,485,000
69	Shannon	Hormanski	4	\$1,470,100	7	\$3,949,000	11	\$5,419,100
70	Edward	Hall	7	\$3,765,074	4	\$1,620,500	11	\$5,385,574
71	Karen	Reicher	3	\$2,399,900	5	\$2,889,900	8	\$5,289,800
72	Michael	Odeh	11	\$3,850,800	4	\$1,398,000	15	\$5,248,800
73	Virginia	Jackson	4	\$2,415,100	4	\$2,693,000	8	\$5,108,100
74	Kris	Maranda	7	\$3,639,500	4	\$1,420,000	11	\$5,059,500
75	Bridget	Carroll	4	\$2,401,950	4	\$2,585,000	8	\$4,986,950
76	Indu	Sethi	7	\$3,481,500	3	\$1,501,000	10	\$4,982,500
77	Agnieszka	Janowski	3	\$4,449,900	1	\$470,000	4	\$4,919,900
78	Megan	McCleary	3	\$4,864,900	0	\$0	3	\$4,864,900
79	Tom	Makinney	6	\$1,802,301	5	\$3,046,400	11	\$4,848,701
80	Bernard	Cobb	4	\$1,800,000	5	\$3,042,100	9	\$4,842,100
81	Ginny	Leamy	6	\$2,170,500	5	\$2,655,000	11	\$4,825,500
82	Josie	Morrison	9	\$2,848,600	5	\$1,897,000	14	\$4,745,600
83	Simran	Dua	7	\$2,874,501	4	\$1,867,000	11	\$4,741,501
84	Wendy	Pawlak	7	\$3,095,000	3	\$1,645,900	10	\$4,740,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Michael	Mandile	5	\$2,501,543	4	\$2,198,043	9	\$4,699,586
86	Colleen	Verbiscer	4	\$3,085,000	2	\$1,602,500	6	\$4,687,500
87	Christopher	Crawford	6	\$3,851,569	1	\$830,000	7	\$4,681,569
88	Naveenasree	Ganesan	1	\$661,000	8	\$4,016,500	9	\$4,677,500
89	Julie	Roback	7	\$2,943,500	5	\$1,726,500	12	\$4,670,000
90	Sabrina	Glover	7	\$2,608,000	5	\$2,054,500	12	\$4,662,500
91	Cindy	Banks	11	\$3,614,300	3	\$1,018,410	14	\$4,632,710
92	Juliet	Mills-Holubowicz	3	\$2,400,000	3	\$2,222,500	6	\$4,622,500
93	Stacey	Harvey	2	\$895,100	5	\$3,722,000	7	\$4,617,100
94	Thomas	Pilafas	8	\$4,574,100	0	\$0	8	\$4,574,100
95	William	Anderson	2	\$1,200,000	5	\$3,364,500	7	\$4,564,500
96	Diana	Ivas	5	\$4,557,500	0	\$0	5	\$4,557,500
97	Joseph	Champagne	5	\$2,449,400	4	\$2,107,000	9	\$4,556,400
98	Tracy	Driscoll	7	\$4,119,500	1	\$425,000	8	\$4,544,500
99	Catherine	Bier	3	\$2,028,316	6	\$2,484,371	9	\$4,512,687
100	Paul	Mancini	4	\$3,462,500	2	\$1,026,000	6	\$4,488,500

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TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to May 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Courtney	Stach	4	\$3,715,000	2	\$770,000	6	\$4,485,000
102	Ryan	Smith	11	\$4,364,686	0	\$0	11	\$4,364,686
103	Joanna	Matthies	5	\$3,715,000	1	\$611,000	6	\$4,326,000
104	James	Lotka	0	\$0	4	\$4,260,000	4	\$4,260,000
105	Patrick	Roach	3	\$761,000	11	\$3,498,500	14	\$4,259,500
106	James	Garry	7	\$2,253,792	6	\$1,998,600	13	\$4,252,392
107	Mary	Braatz	8	\$3,206,100	2	\$1,031,000	10	\$4,237,100
108	Cathy	Balice	1	\$900,000	4	\$3,305,000	5	\$4,205,000
109	Carrie	Foley	4	\$2,397,500	3	\$1,805,000	7	\$4,202,500
110	Ann	deVane	1	\$670,000	3	\$3,532,000	4	\$4,202,000
111	Jessica	Lee	0	\$0	1	\$4,200,000	1	\$4,200,000
112	Doreen	Booth	4	\$1,849,000	4	\$2,348,900	8	\$4,197,900
113	Rick	OHalloran	5	\$2,221,000	4	\$1,975,000	9	\$4,196,000
114	Chris	Lukins	2	\$1,257,000	4	\$2,933,710	6	\$4,190,710
115	Deb	Ritter	5	\$4,172,500	0	\$0	5	\$4,172,500
116	Fabio	Brancati	3	\$1,126,000	3	\$3,038,000	6	\$4,164,000
117	Kenneth	Carn	2	\$1,080,000	1	\$3,075,000	3	\$4,155,000
118	Beverly	Lannon	7	\$3,506,000	1	\$635,304	8	\$4,141,304
119	Jason	Nash	2	\$4,140,000	0	\$0	2	\$4,140,000
120	Eric	Logan	5	\$1,405,000	7	\$2,711,500	12	\$4,116,500
121	Joe	Cirafici	4	\$4,114,500	0	\$0	4	\$4,114,500
122	Victoria	Tan	3	\$1,590,000	5	\$2,497,800	8	\$4,087,800
123	Christine	Thompson	4	\$2,256,500	3	\$1,778,000	7	\$4,034,500
124	Maria	Orozco	1	\$1,285,000	2	\$2,744,000	3	\$4,029,000
125	Trevor	Pauling	2	\$2,310,135	2	\$1,700,000	4	\$4,010,135
126	Margaret	Costello	4	\$1,652,000	4	\$2,357,500	8	\$4,009,500
127	Amy	Hill	1	\$407,200	6	\$3,583,500	7	\$3,990,700
128	Crystal	DeKalb	3	\$1,060,000	3	\$2,910,000	6	\$3,970,000
129	Jennifer	Vande Lune	3	\$3,020,999	2	\$943,000	5	\$3,963,999
130	Courtney	Monaco	4	\$2,132,500	7	\$1,792,600	11	\$3,925,100
131	David	Fidanza	3	\$1,181,000	3	\$2,737,000	6	\$3,918,000
132	John	Bourjaily	5	\$3,321,000	1	\$563,000	6	\$3,884,000
133	Michael	LaFido	4	\$3,842,500	0	\$0	4	\$3,842,500
134	Jeff	Salhani	3	\$1,425,000	3	\$2,366,000	6	\$3,791,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kim	Alden	2	\$753,000	9	\$3,035,853	11	\$3,788,853
136	Mary Beth	Ryan	4	\$1,799,101	3	\$1,978,000	7	\$3,777,101
137	Matt	Laricy	0	\$0	3	\$3,763,000	3	\$3,763,000
138	Yvonne	Despinich	6	\$3,735,000	0	\$0	6	\$3,735,000
139	Shane	Halleman	9	\$3,341,000	1	\$375,000	10	\$3,716,000
140	Sylvia	Kos	3	\$3,715,000	0	\$0	3	\$3,715,000
141	Scott	Wiley	3	\$1,113,000	4	\$2,568,000	7	\$3,681,000
142	Jeanne	Jordan	5	\$1,770,000	5	\$1,909,500	10	\$3,679,500
143	Amy	Kite	8	\$3,382,500	1	\$269,500	9	\$3,652,000
144	Craig	Doherty	4	\$2,062,650	4	\$1,586,000	8	\$3,648,650
145	Debbie	Obradovich	2	\$1,935,000	3	\$1,710,000	5	\$3,645,000
146	Jennifer	Newsom	2	\$2,310,000	2	\$1,310,000	4	\$3,620,000
147	Sophia	Su	5	\$2,140,000	3	\$1,455,000	8	\$3,595,000
148	Cynthia	Windeler	8	\$3,309,100	1	\$285,000	9	\$3,594,100
149	Emily	Kaczmarek	5	\$1,940,100	4	\$1,636,500	9	\$3,576,600
150	Lisa	Wolf	3	\$1,394,675	6	\$2,141,943	9	\$3,536,618

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