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EILEEN KENAH

PARTNER SPOTLIGHT:

SIZZLE HOME STAGING

**TOP 100
STANDINGS**

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

MAY 2023



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Andy Burton
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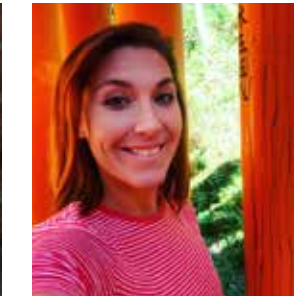
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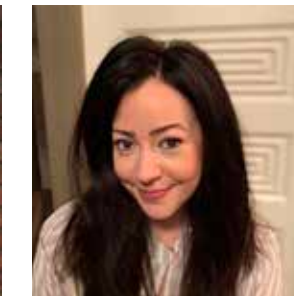
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PUBLISHER'S NOTE

One of the most heart-warming things about Mother's Day is the opportunity it provides to express our gratitude and love for the amazing women in our lives. Whether it's through a thoughtful gift, a heartfelt card, or a simple phone call, acknowledging all that these women (wives, mothers, grandmothers, aunts, sisters, and daughters) have done for us is a wonderful way to show our appreciation!

Many of you know my wife, Emily. I have to give her a huge shout-out because she is not only one of the biggest encouragers in my life, but also cares for and supports our four children every day with so much love and grace. Emily is the one who believes in me even when I don't believe in myself. Her unwavering love and support give me the courage and strength to pursue this dream.

I cannot help but also think of all the amazing women I get to work with through the Real Producers platform. I am continuously in awe of

how they show up for their teams and communities and thankful to call them both colleagues and friends.

So, as we welcome May, take a moment to think about all the women in your life who have cheered you on and helped you when you have fallen short. I know this month I will thank the women in my life for shaping me into the person I am today and for encouraging me to grow into an even better version of myself.

I am also happy to share how registration is officially open for the *DuPage Real Producers* spring event hosted by Thassos Greek Restaurant on Thursday, June 8th from 12pm - 3pm. Be sure to check out more details on page 44! See you there!



Andy Burton
Publisher
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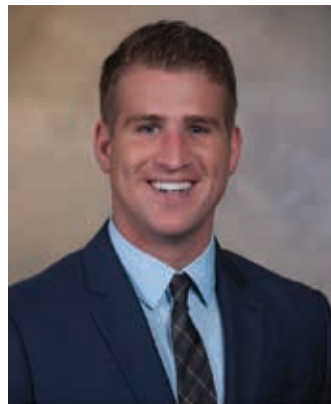
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Eileen Kenah

THE THIRD TIME'S THE CHARM

“When I was younger, I would check out books at the library that contained only house floor plans,” says Eileen Kenah of Keller Williams Experience Realty in Downers Grove. “My father thought I should be an architect, but I knew I didn’t want to design them, I just wanted to look at them.”

Eileen grew up in the town of Hillsdale, New Jersey, which lies within the NYC metropolitan area. In her family, working hard was expected. She and her siblings each took their turn at the family paper route. By age fourteen, Eileen was working at the local library, and during high school, she worked at the community grocery store. Next, she attended the University of Notre Dame where she majored in accounting.

“I wanted to major in psychology, but my dad told me I would not make any money in that field,” Eileen recalls. “I decided to major in accounting instead. It amuses me that I have to use some psychology in my role as a REALTOR® today.”

After graduation, Eileen got a job as a certified public accountant for Deloitte & Touche (Deloitte Touche Tohmatsu Limited). As she advanced in her career, Eileen felt an increasing expectation to sell accounting services, so she took an internal auditor position at the Hertz Corporation. Eventually she was relocated to the Chicagoland area to be the Midwest region controller. When she got married and had children, her growing family caused her to pause and consider her lifestyle.

“I always said I would be a stay-at-home mom if I had a third child or when my oldest went to school; those two things happened at the same time for me,” she

says. “I quit my nine-to-five job at Hertz while I was pregnant, but after a week I realized I could not handle the demands of being a stay-at-home mom.”

So Eileen revisited the idea of becoming a REALTOR®—a path she had started twice before but never committed to. In 2003, she earned her license for the third time and kept going. As she transitioned into her new career, she pulled on her past business experience, skills, and natural aptitudes.

Eileen and her husband.



“My roles as an accountant and auditor taught me how to think and search for information that is not readily available,” Eileen explains. “I am also a rule follower, which makes me a great fit for the Main Street Organization of REALTORS®’s professional standards and citation committees. And when dealing with issues or conflict, I have a very logical mind, so I am able to simplify the issue at hand to come to a best resolution.”

During this time, Eileen and her husband, Don, learned that their newborn son, Brian, had agenesis of the corpus callosum, a rare birth disorder where the tissue that connects

the left and right hemispheres of the brain is not developed properly or is missing. This means Brian is non-verbal and will never be able to support himself or live on his own. Eileen believed this would mean she would have to give up her new real estate career.

“With the support of my husband and many others, however, I was able to continue working in this business that I love,” she says. “There are so many amazing people I would have never met if it weren’t for Brian: therapists, teachers, other parents, and others. Having Brian has changed who I am as a person in a good way.”

“I love seeing our brand new agents launch their businesses. The collaborative environment at Keller Williams Experience allows me to thrive.”



Eileen with her husband, Don, and her daughter, Katie, celebrating a birthday!



Eileen with her son, Gerry, while visiting Los Angeles, CA.



Now, nearly twenty years later, Eileen is the designated managing broker of Keller Williams Experience and recently earned her pre-licensing instructor license, which allows her to teach continuing education courses. For her, being able to pour her knowledge back into new and experienced brokers is very fulfilling. She appreciates that teaching others forces her to stay up-to-date on the latest trends and techniques, too.

“I love seeing our brand new agents launch their businesses,” she says. “It means I’m always learning. I read everything that comes across my email from Inman News, Illinois REALTORS®, and Mainstreet Organization of REALTORS®, plus the e-newsletter *Morning Brew*.” She adds, “The collaborative environment at Keller Williams Experience allows me to thrive.”

In her downtime, Eileen is an avid reader, a crossword puzzle doer, and a golfer—she even got a hole in one at the Downers Grove Golf Club course last summer. Her older son, Gerry, lives in Los Angeles and works in the film and TV industry. Her daughter, Katie, is finishing up her degree at DePaul and hopes to follow Gerry into the entertainment industry. To keep up with them, Eileen has started to watch more movies and TV and discuss all with them. The family has long attended St. Mary of Gostyn church, and supports organizations like SEASPAR (South East Association for Special Parks And Recreation) and the supportive and emergency housing organization, DuPage PADS.

Looking ahead, Eileen and Don are considering a future relocation to a state where they can access better resources for Brian. Wherever they end up, Eileen hopes to continue her journey as a REALTOR® so she can help others reach their dreams.

“The market has been challenging the last couple of years, so finding the perfect home for my clients is extra rewarding,” Eileen says. “I always tell my clients that when they find the right house they will just know. I see it on their faces when they walk into ‘the one.’”





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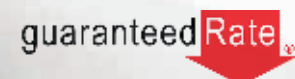
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PHIL & ASHLEY STOUT

WITH SIZZLE HOME STAGING

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For many top-producing REALTORS®, getting a property sold for top dollar is all about presentation, and that's where Sizzle Home Staging comes in. Sizzle is a full-service staging firm that has been providing its services to the Chicagoland area for twenty years. As both owners and designers, Phil and Ashley Stout have established a trusted company with excellent reviews, and they continue to strive to deliver value for their REALTOR® partners.

Sizzle Home Staging specializes in vacant properties of all sizes—from studios to large estates—and provides expert staging services for single-family homes, condos, and model units. For clients familiar with the Sizzle team and process, Sizzle will offer partial and occupied-space staging to meet the unique needs of a variety of seller situations.

Phil and Ashley's backgrounds have allowed them to bring unique skills to their business: Phil, who studied engineering and obtained an MBA, uses his business acumen and communication skills for handling sales and company finances. He puts his practical engineering skills to use with any repairs and maintenance. Meanwhile, Ashley brings her human resources management expertise to the table, and she oversees design, inventory management, scheduling, and staffing.

What sets Sizzle apart from other staging companies is the easeful and enjoyable experience they provide for their clients and partners. They understand the importance of prompt responses to inquiries, sticking to set schedules, and delivering an excellent final product. Sizzle Home Staging has a dedicated full-time crew, multiple trucks, and a warehouse of furnishings, which allows them to be more flexible, and faster, than other companies.

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— ASHLEY

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— PHIL



Ashley with one of her daughters, Florence.

Phil with one of his daughters, Hailey.



“We are a team you can put in front of your clients confidently,” says Phil. “Agents are pleasantly surprised at the ease of the process, and agents without prior staging experience should feel comfortable reaching out for information. We are here to help.”

Sizzle serves clients throughout Chicagoland—from Lake Forest, to Naperville, to Orland Park and everywhere in between. “Our team is experienced and knowledgeable. They likely know the maintenance guy at your condo building because they’ve been there before, and will make a point to remind us if there is a Cubs game to consider when planning our day to avoid traffic. Their experience is invaluable in servicing both city and suburban listings,” says Ashley.

Ashley and Phil have staging down to a science, and their clients see that in how smooth it is to work with them. “Getting a quote for staging and then moving from that quote to actually having the staging installed is relatively easy,” says Phil. “With the REALTORS® that frequently use us, there are cases where it only takes a couple of emails between both parties before the staging is installed and ready for photography,” notes Ashley.

The projects Phil and Ashley find most fulfilling are the estates and older properties they get to stage and bring new life to them. They love seeing their clients’ listings go under contract quickly, and feel like superheroes “swooping in to save the day” for properties that were sitting without offers before staging.

Over the years, Sizzle has seen clients become more targeted about which rooms they stage, such as the main floor only or odd rooms.

They also observe that the shift toward REALTORS® sharing the cost of staging with clients speaks to REALTORS® belief in the necessity and value of staging.

Phil and Ashley always encourage agents to communicate to clients the potential savings staging can bring. “Investing in staging can result in a higher sale price and save time on the market, which can save the client the monthly costs of carrying the home,” explains Phil. “Taking the time to explain the financial advantages can make the client more comfortable about making the investment themselves, which is ideal for everyone.”

When Phil and Ashley aren’t working, they enjoy spending time with their family. They have two children, Florence (6) and Hailey (4), and four pets: beagles Gus and Kagi, and cockatiels Ben and Tweety.

“We enjoy visiting our family’s lake house,” says Ashley. “Phil is a Pisces, so he needs water nearby. He actually installed a small pond near our patio to get his daily fix!”

As a family, they have been to Disney “an embarrassing number of times;” love being active outdoors, walking the many nearby nature preserves; and enjoy attending community events.

When looking at both their personal lives and the business that they are continuing to build, Phil and Ashley believe that success can be defined as knowing you have done your best for your client and are continuously striving to improve.

To reach Phil and Ashley and to learn more about the services Sizzle Home Staging provides its clients, visit their website www.sizzlehomestaging.com, call 847-212-3352, or reach them via email at contact@sizzlehomestaging.com.

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Q & A WITH **CHRISTINE MATSUNAGA**
FASHION STYLIST OF

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

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

Q: How can hiring tristinstyling save people money?

A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

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

A: While styling services in retail stores are nice to have access to, customers are limited to shopping only in that one store. Clients who want to create a cohesive wardrobe that is unique to their personal style choose to hire us for personal shopping audits because they benefit from learning how to expand their own wardrobe by shopping all the current trends available from all retailers.

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business article
By Kate Sax

MAINSTREET REALTORS® LEARN HOW THEY CAN HELP HVC CLIENTS ACCESS HOMEOWNERSHIP AT AFFORDABLE HOUSING SUMMIT



Mainstreet REALTORS® gathered to learn about the role they can play in making affordable housing accessible to all at the Affordable Housing Summit and Expo, which was hosted by Mainstreet Organization of REALTORS® on February 1, 2023, in Orland Park.

The event included presentations from such speakers as Cook County Assessor Fritz Kaegi, and National President of the Asian Real Estate Association of America (2023) Kurt Nishimura, as well as several panels that were led by experts in affordable housing.

In their panel discussion, “Building an Affordable Future,” panelists Matricia Jackson (Keller Williams Elite), Moises Figueroa Hernandez (Chase Bank), Yvette Jones-Swanson (Real People Realty), and Tracey Royal (Coldwell Banker Realty) discussed what Jackson deemed an “eye-opening truth” for many REALTORS®: housing choice vouchers (HVCs) can be used to purchase a home.

The US Department of Housing and Urban Development describes the Housing Choice Voucher program—formerly known as Section 8—as “the federal government’s major program for assisting very low-income families, the elderly, and the disabled to afford decent,

safe, and sanitary housing in the private market.” Matricia Jackson explained that a common misconception is HCVs can only be used to pay rent, when in fact, buyers can use their vouchers to secure and pay a mortgage.

“This [fact] is something that’s not talked about,” Jackson said. “REALTORS® are not advocating it enough—we’re not sharing with those voucher holders that they can have the American Dream, just like anyone else.”

The option to buy a home using an HCV is available through a program called the HCV Homeownership Program, which is administered by local public housing agencies in communities across the country.

The US Department of Housing and Urban Development states that in order to be eligible for the program, families must “meet specific income

and employment requirements (the employment requirement does not apply to elderly and disabled families), be a first-time homeowner as defined in the regulation, attend and satisfactorily complete the pre-assistance homeownership and housing counseling program required by the PHA [Public Housing Authority], and meet any additional eligibility requirements set by the PHA.” The panelists clarified that voucher holders must be part of the general HCV program for at least one year before they can use their voucher to buy a home, condo, or other property.

Despite these stipulations, the panelists touted the impact the HCV Homeownership Program has already had in the lives of many veterans, and individuals and families living with low incomes or disabilities. Several panelists went on to share stories of families and individuals that were able to buy their first homes because of the housing choice voucher option—people who otherwise wouldn’t have access to homeownership.

Figueroa Hernandez relayed, “I worked with a married couple on social security and disability who thought they could never afford a home and had [no choice but] to throw their money away on rent. But they had a housing choice voucher and a small pension, and we found [that with both,] they had a combined income of \$7,000 per month to put toward a mortgage.”

As other panelists shared similar stories, they discussed the creative ways they had combined housing choice vouchers with federal and nonprofit grant programs to bring homeownership into reach for veterans, survivors of domestic abuse, and families who were struggling to get by after facing health issues or losing employment.

The panelists emphasized that REALTORS® stand to benefit from helping prospective buyers access mortgages with housing choice vouchers, grants, and similar resources because, as Yvette Jones-Swanson pointed out, “We all still get paid to sell these houses.”

“If you’re an agent, don’t push back,” she said. “Learn what you can do to help someone. All they need is one hand. This is money that the federal government allots to these people to help them live, thrive, and survive—[to have] a better life in a nice place.”

As the event continued, speakers shared the ways housing professionals can increase the supply of affordable housing, which included


everything from becoming involved in grassroots advocacy, to encouraging land use reforms, to changing the way they [housing professionals] view, talk about, produce, and preserve housing that’s affordable to Illinois’s most vulnerable populations.

Dawn Stewart, executive director and senior lending manager at Chase Bank, left the REALTORS® with an important reminder: “If you’re in this industry, you are here to serve others. Homeownership isn’t a privilege, it’s a right.”

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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▶ cover story
By Lauren Young
Photos by KDE Photography

Tom Fosnot

HOME IS WHERE THE HEART IS

Tom Fosnot's grandfather, Joe Wagner, launched Elmhurst's popular outerwear retailer, York Furrier, in 1931 after arriving in the US from Germany. Many relatives, including Tom and his father, put in shifts at the family-run business. Tom worked at the furrier part-time while attending Elmhurst College and then started as a full-time salesman upon marrying his wife, Lynda, in 1987.

Tom also brought lessons from his many supporters into his new career, starting with his REALTOR® mother. Watching her run a successful agency gave him a strong background understanding of the industry.

Tom also leaned on his father and boss at York Furrier, Tom Sr., for advice in the early days of his real estate journey.

"We had forty employees and ten were family members," says Tom, now a broker at J.W. Reedy Realty in Lombard. "In addition to sales, I was also involved with the marketing aspect of the business and with merchandise purchasing."

"My father was a quiet guy, so when he had something to say, you knew that it was important," he says. "When I left the furrier he told me to work hard and take care of my family, and that I would be fine, which was exactly what I needed to hear."

With so many family members involved, Tom felt like there was no room for personal and professional growth. In 1998, after working ten years in the family business, he left to pursue a career in real estate.

"Looking back, working in a retail setting was the perfect training for my future real estate career," Tom says. "My thought was, 'My sales and marketing skills along with my deep roots in the Villa Park, Elmhurst, and Lombard communities would be beneficial to a real estate career.'"

"Leaving the business that I knew to go out on my own was a big turning point for me," he says. "Doing so allowed me to forge my own path and know that my successes were my own."

Tom's family originally moved to Villa Park when it was incorporated in 1916, and he has lived on the same block his entire life. His home, built on four lots, was one of the first houses built in Villa Park. For Tom, being able to work in and help develop his hometown gives him an immense sense of pride.

Even though he was now "on his own," he not only had years of valuable customer-facing experience under his belt, but





“
THE BEST SALESMAN KNOWS AND LOVES THE PRODUCT HE SELLS, AND I'M THAT GUY. I HAVE A DEEP HISTORY IN THE COMMUNITY, SO I HAVE A LOVE FOR THE TOWN AND THE PEOPLE.
 ”

“The best salesman knows and loves the product he sells, and I’m that guy,” says Tom. “I have been a top-producing agent for Villa Park for over twenty years. I have a deep history in the community, so I have a love for the town and the people.”

Over the past two decades, Tom has faced many challenges, but none more so than the market drop in the mid-2000s. He was forced to devote longer days to make ends meet. Over that difficult period, Tom began to feel burned out. The challenging economic environment required a renewed shift in focus and attitude.

“It was during that time that I changed my mindset from thinking of real estate work as transactional to focusing on how rewarding it was to help people,” Tom says. “I realized that I really enjoyed working with my clients and helping them through the important changes in their lives.”

Those lessons of perseverance helped Tom through the uncertainty of the COVID market of 2020.

“When everything shut down I had sixteen deals pending, and I was worried about what was going to happen and what the future of the market was going to be,” he explains. “But I realized that people’s homes are the center of their lives and what

REALTORS® do is important. During the slow days when I didn’t have appointments, I built my customer base. The work you do on those days can be the difference between success and failure.”

When not working on his business, Tom coaches the freshman baseball team at Villa Park’s Willowbrook High School, which he has done for the past eighteen years. Because he learned so much through athletics while a student there, including how to collaborate with others and win and lose gracefully, he sees instilling those values in the next generation through coaching as an important part of giving back to his community.

Looking forward, Tom aims to continue building on the essentials he’s established over his twenty years in the business. He’s still excited about the opportunities to help people and to extend his vast experience in a thoughtful and caring way. He’s fully embraced current technologies and the newest marketing strategies, while remembering the basics he was taught in his earliest days in the family business.

“My Grandfather Joe would always tell me, ‘I’m not the boss. The customer is the boss!’” Tom says. “When you’re feeling down, doing something for someone else makes you feel better. I’ve been able to make a career out of helping people and I’m grateful for it.”

“Most real estate agents look forward to closing day, but it actually makes me kind of melancholy,” he adds. “I enjoy building relationships with my clients, so it can be a little sad when we part ways.”



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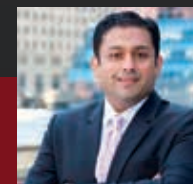


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Fabio Brancati

New-Age Tech and Old-Fashioned Hustle

▶▶ agent feature

By Lauren Young
Photos by ABiV Photography



“I’ve always loved technology and the aspect of new things,” says Fabio Brancati, broker with @properties in Naperville. “Even though sometimes we see new tech or platforms trying to replace the REALTOR® experience, I see that the future will belong to the REALTORS® who really have the experience and tools to guide their clients to the finish line.”

Fabio grew up in Brazil and earned his degree in systems analysis in 2004, graduating with honors. Just prior to graduating, his group won best project within the school for successfully implementing their concept of a virtual

student education support program where people from all over the world could donate online and financially support the educational needs of youth in impoverished areas of Brazil.

He held various roles in technology sales and business development. His career with the IT services and consulting company, Softtek, where he held the position of SAP (systems applications and products) vice president of business development, brought him to Mexico, then Canada, and eventually the Chicagoland area where he and his family decided to call Naperville home. In 2014, Fabio met REALTOR® Scott Gerami, and the two immediately connected over a shared passion for technology.

“This was about the time when drones and quadcopters were just emerging,” says Fabio. “Together we started to dream and have fun thinking about how they could be used. From there, we began to try aerial photography for real estate. We became better friends through working together, and then Scott guided me into my real estate life.”



Fabio with his team (Joanne Besterfield, Broker Buyer/Seller Agent, and Holly Mateer, Executive Assistant and Broker Buyer/Seller Agent).

Fabio and Scott would work together as brokers for several years. During his first two years as an agent, Fabio regularly worked over weekends and didn’t take any holidays. The hard work paid off when Fabio was selected as Rookie of the Year in 2015.

“Those days were just constant open houses, broker tours, workshops, and events; I had to create my network of clients and friends,” he explains. “Now my business is 98 percent referrals.”

While Fabio was learning the nuts and bolts of being an agent, Scott and he would envision how they could change the industry for the better by leveraging the newest business systems and processes to help people in a more seamless way. Leaning on his skills and experience in his past customer-facing roles, Fabio also began to develop his paradigm for how he would meet their clients’ needs.



Fabio serving on the tech team at his church.

“I’ve always envisioned my approach as one with respect, professionalism, and above all, transparency,” he says.

That simple approach has worked well for Fabio. Now nearly a decade into his real estate career, he has surpassed \$90 million in sales and has been frequently recognized with many awards for his success. He’s built a strong reputation among other agents, and he has developed a network of resources to add value to his client relationships.



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“Through my knowledge and connections, I can overcome almost any challenge for my clients,” he affirms. “I believe strongly in not just ‘know how’ but ‘know who.’”



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PROFESSIONALISM,
AND ABOVE ALL,
TRANSPARENCY.



Fabio enjoying a ride at the Forest Preserve.

“In the past, we have helped people find jobs, create new businesses and implement them, and overcome financial or logistical obstacles,” he adds. “Anything [we can do] that will improve our clients’ and their families’ lives, we will lend a hand. If we can’t, we know someone who can.”

When not connecting with and helping his clients, Fabio prioritizes family time. He’s been married to his wife, Elilian, for twenty-two years and they have four children. The busy family of six stays active through sports, music, and school activities, and they love to travel. They also are active in their local church, charities, and community.

me perspective, and I am always thankful to be where I am. In our family, we try to teach our kids the same.”

Looking forward, Fabio aims to continue to find new ways to serve his clients and help his fellow REALTORS®. His ability to adopt new tools and processes connects with his interests. But he knows it will never replace the human touch or good old-fashioned hustling.

“I grew up in a very simple family,” says Fabio. “We were not rich, but we were loved and we had what we needed. My childhood always gives

“Don’t be afraid of work. There is a lot of good technology behind the scenes that supports my business,” he says. “Even with those tools, though, this is not a magic business. There is no secret recipe or system that will bring you business without [your putting in] hard work.”



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Teams and Individuals January 1, 2023 to March 31st, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	4	\$6,835,000	5	\$8,384,000	9	\$15,219,000
2	Tim	Schiller	16	\$8,293,600	13	\$6,645,900	29	\$14,939,500
3	Kim	Dalasky	7	\$7,035,500	8	\$5,793,000	15	\$12,828,500
4	Larysa	Domino	3	\$4,979,000	5	\$6,880,000	8	\$11,859,000
5	Patricia	Wardlow	13	\$5,384,100	11	\$4,715,000	24	\$10,099,100
6	Lina	Shah	5	\$7,323,500	3	\$2,442,000	8	\$9,765,500
7	William	White	7	\$5,685,000	4	\$2,648,000	11	\$8,333,000
8	Maureen	Rooney	10	\$5,587,000	5	\$2,640,000	15	\$8,227,000
9	Bryan	Bomba	4	\$6,349,000	3	\$1,440,000	7	\$7,789,000
10	Ginny	Stewart	3	\$3,033,000	3	\$4,655,000	6	\$7,688,000
11	Christine	Wilczek	9	\$6,532,068	2	\$655,000	11	\$7,187,068
12	Pat	Murray	8	\$3,900,000	8	\$3,166,500	16	\$7,066,500
13	Nathan	Stillwell	5	\$4,223,277	6	\$2,816,900	11	\$7,040,177
14	Lance	Kammes	9	\$3,316,500	9	\$3,652,250	18	\$6,968,750
15	Nicholas	Solano	12	\$6,793,308	0	\$0	12	\$6,793,308
16	Tracy	Anderson	3	\$3,238,845	4	\$3,507,945	7	\$6,746,790
17	Kelly	Stetler	3	\$2,885,000	5	\$3,795,000	8	\$6,680,000
18	David	Gust	4	\$3,742,000	2	\$2,667,500	6	\$6,409,500
19	Jeff	Stainer	4	\$2,354,215	6	\$3,719,500	10	\$6,073,715
20	Katie	Minott	2	\$2,675,389	3	\$3,075,389	5	\$5,750,778
21	Kris	Berger	6	\$5,741,500	0	\$0	6	\$5,741,500
22	Alice	Chin	4	\$2,385,000	5	\$3,199,000	9	\$5,584,000
23	Sarah	Leonard	5	\$1,761,000	11	\$3,699,700	16	\$5,460,700
24	Julie	Sutton	2	\$2,315,000	2	\$3,100,000	4	\$5,415,000
25	Alexandra	Shaban	0	\$0	3	\$5,325,000	3	\$5,325,000
26	Margaret	Smego	2	\$1,655,000	3	\$3,473,000	5	\$5,128,000
27	Megan	McCleary	3	\$4,864,900	0	\$0	3	\$4,864,900
28	Betsy	Stavropoulos	3	\$1,144,900	5	\$3,635,000	8	\$4,779,900
29	Linda	Little	11	\$4,642,080	0	\$0	11	\$4,642,080
30	Laura	McGreal	3	\$1,698,000	5	\$2,899,000	8	\$4,597,000
31	Christopher	Lobrillo	15	\$4,499,000	0	\$0	15	\$4,499,000
32	Tom	Fosnot	7	\$2,909,900	6	\$1,582,000	13	\$4,491,900
33	Natasha	Miller	4	\$3,020,000	2	\$1,457,000	6	\$4,477,000
34	Sarah	Swanson	2	\$3,465,000	1	\$940,000	3	\$4,405,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Beth	Gorz	3	\$1,760,000	4	\$2,565,500	7	\$4,325,500
36	Paul	Baker	8	\$3,641,500	4	\$670,000	12	\$4,311,500
37	Lori	Johanneson	4	\$2,232,000	4	\$2,048,000	8	\$4,280,000
38	Diane	Coyle	6	\$2,655,800	3	\$1,610,000	9	\$4,265,800
39	Mike	Long	2	\$965,000	5	\$3,235,000	7	\$4,200,000
40	Penny	O'Brien	5	\$4,154,100	0	\$0	5	\$4,154,100
41	John	Barry	4	\$4,130,810	0	\$0	4	\$4,130,810
42	Vipin	Gulati	2	\$451,000	8	\$3,405,190	10	\$3,856,190
43	Eric	Andersen	3	\$2,518,000	2	\$1,312,500	5	\$3,830,500
44	Ryan	Smith	8	\$3,698,186	0	\$0	8	\$3,698,186
45	Diana	Ivas	4	\$3,685,000	0	\$0	4	\$3,685,000
46	Jennifer	Iaccino	1	\$1,840,000	3	\$1,844,900	4	\$3,684,900
47	Crystal	DeKalb	3	\$1,060,000	2	\$2,545,000	5	\$3,605,000
48	Michael	Berg	8	\$3,086,000	1	\$361,130	9	\$3,447,130
49	Linda	Feinstein	3	\$1,061,000	4	\$2,297,000	7	\$3,358,000
50	Doreen	Booth	2	\$1,002,000	4	\$2,348,900	6	\$3,350,900

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Contact
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TOP 100 STANDINGS

Teams and Individuals January 1, 2023 to March 31st, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Elaine	Pagels	5	\$3,011,000	1	\$305,000	6	\$3,316,000
52	Sylvia	Kos	2	\$3,300,000	0	\$0	2	\$3,300,000
53	Slav	Polinski	4	\$1,804,000	3	\$1,460,000	7	\$3,264,000
54	Kevin	Layton	3	\$1,905,900	3	\$1,356,000	6	\$3,261,900
55	Holly	Mateer	2	\$3,251,900	0	\$0	2	\$3,251,900
56	Stephanie	Herbert	0	\$0	1	\$3,200,000	1	\$3,200,000
57	Michael	Oliverio	1	\$3,200,000	0	\$0	1	\$3,200,000
58	Cindy	Banks	9	\$3,139,300	0	\$0	9	\$3,139,300
59	Shannon	Hormanski	3	\$1,150,100	3	\$1,970,000	6	\$3,120,100
60	Carol	Santi	1	\$265,000	9	\$2,826,000	10	\$3,091,000
61	Kenneth	Carn	0	\$0	1	\$3,075,000	1	\$3,075,000
62	Ginny	Leamy	4	\$1,316,000	4	\$1,680,000	8	\$2,996,000
63	Victoria	Tan	2	\$1,355,000	3	\$1,615,800	5	\$2,970,800
64	Cynthia	Stolfe	1	\$480,000	5	\$2,490,000	6	\$2,970,000
65	Craig	Doherty	3	\$1,815,750	3	\$1,099,000	6	\$2,914,750
66	Nicole	Giudice	2	\$1,810,000	1	\$1,060,000	3	\$2,870,000
67	John	Wilt	3	\$1,498,000	3	\$1,366,000	6	\$2,864,000
68	Cindy	Purdum	3	\$1,444,000	3	\$1,418,400	6	\$2,862,400
69	Michael	Thornton	3	\$1,530,000	3	\$1,329,100	6	\$2,859,100
70	Rick	OHalloran	3	\$1,240,000	3	\$1,566,000	6	\$2,806,000
71	Sanjay	Kumar	0	\$0	1	\$2,800,000	1	\$2,800,000
72	Tina Marie	Mateja	2	\$935,000	5	\$1,837,600	7	\$2,772,600
73	Kristen	Jungles	2	\$2,019,800	1	\$725,000	3	\$2,744,800
74	Debra	Cuchna	1	\$637,500	2	\$2,073,500	3	\$2,711,000
75	Josie	Morrison	5	\$1,403,100	3	\$1,293,000	8	\$2,696,100
76	Simmi	Malhotra	1	\$995,000	4	\$1,701,000	5	\$2,696,000
77	Kris	Maranda	3	\$2,006,000	2	\$690,000	5	\$2,696,000
78	Courtney	Stach	2	\$1,920,000	2	\$770,000	4	\$2,690,000
79	Juliet	Mills-Holubowicz	3	\$2,400,000	1	\$290,000	4	\$2,690,000
80	Julie	Schwager	3	\$1,890,000	2	\$800,000	5	\$2,690,000
81	Bridget	Carroll	3	\$2,221,950	1	\$435,000	4	\$2,656,950
82	Kelly	Kirchheimer	1	\$880,000	1	\$1,750,000	2	\$2,630,000
83	Lisa	Byrne	3	\$1,874,000	2	\$750,000	5	\$2,624,000
84	Margaret	Giffin	2	\$1,800,500	2	\$823,000	4	\$2,623,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Virginia	Jackson	1	\$475,100	3	\$2,145,500	4	\$2,620,600
86	Cathy	Balice	1	\$900,000	2	\$1,720,000	3	\$2,620,000
87	Briana	Murray	1	\$755,000	2	\$1,860,000	3	\$2,615,000
88	Bernard	Cobb	2	\$1,250,000	2	\$1,360,100	4	\$2,610,100
89	Margaret	Costello	3	\$1,342,000	2	\$1,255,000	5	\$2,597,000
90	Tom	Makinney	2	\$620,000	3	\$1,976,500	5	\$2,596,500
91	Terri	Christian	3	\$2,586,000	0	\$0	3	\$2,586,000
92	Jeff	Salhani	1	\$190,000	3	\$2,366,000	4	\$2,556,000
93	Lindsey	Paulus	0	\$0	1	\$2,550,000	1	\$2,550,000
94	Eric	Logan	2	\$498,000	5	\$2,044,000	7	\$2,542,000
95	William	Anderson	2	\$1,200,000	2	\$1,330,000	4	\$2,530,000
96	Peggy	Sersen	0	\$0	4	\$2,530,000	4	\$2,530,000
97	Kim	Alden	2	\$753,000	5	\$1,728,853	7	\$2,481,853
98	Nutan	Bansal	2	\$2,202,725	1	\$270,000	3	\$2,472,725
99	Catherine	Smith	5	\$1,070,000	5	\$1,390,000	10	\$2,460,000
100	Mary Beth	Ryan	2	\$859,000	2	\$1,588,000	4	\$2,447,000

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