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AGENT FEATURES:

**Andy Hasdal And Liz Jones
Melanie Carlson**

COMMERCIAL TEAM:

Triton Realty Group, LLC

PARTNER SPOTLIGHTS:

**Joe Burke, Proper Rate
Eric Bielinski, State Farm**

FALL EVENT:

**Private River North
Luxury Listing
Thursday, October 12th
4PM - 7PM
Details on page 56**

SEPTEMBER 2023



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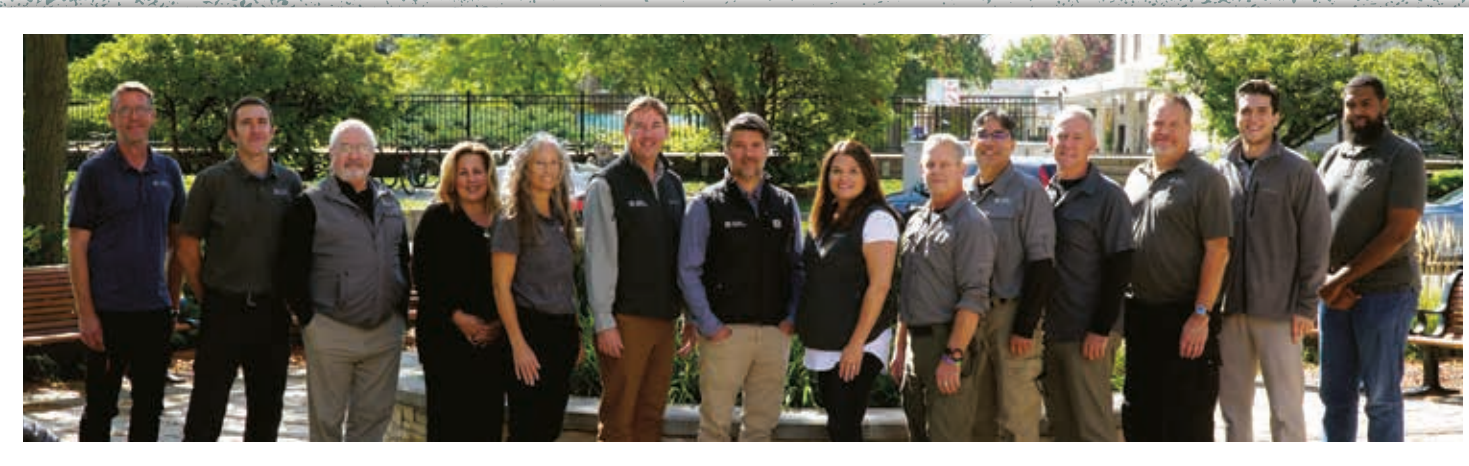
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publisher's NOTE

As I reflected this month, I keep thinking back to the family vacation we had a couple of weeks ago in the California redwoods with my wife's side of the family, her siblings, and the fifteen cousins.

Spending so much time in the towering redwoods, reminded me of the strength of family bonds—unyielding and timeless, much like those trees. Laughter and joy echoed through the woods as we took hikes together, swam in crystal-clear rivers, and created memories that will forever hold a special place in our hearts.

While we had big plans for our vacation, life had its own twists in store. Several of the kids got sick, changing our plans. Although it was unexpected, we still found so much gratitude. The love and support that surrounded us during those moments reaffirmed the depth of our family bond as each family member went out of their way to be flexible and willing to sacrifice.

This time among the redwoods resonates with the essence of the real estate world—a home is not just a structure but a haven where memories are cherished and where families find solace.

Recognizing the parallel between our family vacation and the quest for home was insightful. Sometimes, plans may not unfold as expected, but it is in these moments that we find the true value of gratitude for what truly matters—the love and connection we share with our family.



May we be reminded of the importance of family, the strength of togetherness, and the magic of finding a place to call home.

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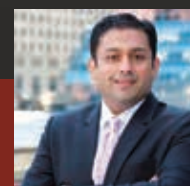
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While they have many complementary qualities, it was their similarities that really drew this dynamic duo together. Neither of them were really looking for a partner, but after discovering how much their businesses and goals aligned, they knew that together, they could improve their service and create greater balance and freedom for themselves outside of the business.

Beyond their shared vision and philosophies, Andy and Liz have many other similarities. They are both from the Chicagoland area,

both attended the University of Illinois Urbana-Champaign the same years, and were both on top-producing real estate teams before going solo. As solo agents, they tended to work with the same kinds of clients and in the same neighborhoods.

And although they worked at the same brokerage, they didn't initially meet until they worked a deal together in 2021. Even then, it wasn't until they both joined the Keller Williams Agent Leadership Council in 2022 that they got to know each other better. "Our personalities matched well, and we connected over our similar histories and current businesses," explains Andy.



It's never too late to renew yourself or elevate your business. Andy Hasdal and Liz Jones are doing exactly that. After years of running their own solo businesses, Andy and Liz have partnered up to create something new: Reveau Residential Real Estate with Keller Williams ONEChicago.

As a combination of the words real estate and nouveau, Reveau Residential aims to offer people a new and modern real estate experience that transcends the transaction and focuses solely on the individual's motivations, desires, and goals in life. By combining their strengths and creating a "yin and yang" kind of partnership, Andy and Liz leave no stone unturned.

"Liz's greatest strength is her empathy and service level to her clients," Andy explains. "She is fiercely dedicated to creating the best experience for her clients while understanding their needs, emotions, and concerns and guiding them accordingly."

"Andy is analytical, data-driven, wicked smart, and forward-thinking—all things that I look to supplement," Liz says.

**“
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DO. KEEP IT
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IT INTIMATE,
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– LIZ**



agent feature

By Chris Menezes
Photos by Sonya Martin

Andy and Liz both have a long history with real estate. Liz always loved looking through homes and had a heart for people. Her mother was a real estate agent and always told her she would be great in the business. After university, however, she began working in the advertising industry and pushed the idea of real estate aside. It wasn't until her husband, Rhys, encouraged her to leave and pursue real estate that she realized she held a greater potential within herself.

“Although I'd reached a point where I felt professionally stagnant, [I hadn't considered leaving because] I am very much a 'head-down, work hard at the task in front of you' kind of person,” Liz explains. “I may never have recognized my potential had my family not encouraged me. Once I realized how much I enjoyed real estate, it felt less like a job and more like something I'd always been doing.”

Like Liz, Andy always had a love for homes, namely architecture and city planning. After earning his master's degree in urban planning and policy, he left his internship in real estate market analysis to pursue a career in urban design. However, that was at the beginning of the 2008 recession when many companies were either laying off employees or folding altogether.

After a couple years of making ends meet by working for an online poker training company and playing poker on the side for extra income—which is how he paid for graduate school as well—Andy was feeling dejected. Then in March of 2010, he got a job leasing apartments. After taking a three-month sabbatical in Thailand to train in Muay Thai, read, and reflect on life, he returned to Chicago ready to take on the world.

“It was a huge turning point in my life,” he says. “It essentially was a rebirth for me. I came back healthier, more confident, and ready for a full-time career in real estate.”

Although Andy was ready to build his business, he struggled for a few years getting it off the ground. It wasn't until he joined the Stephen+Ryan Team, who were then with @properties, in 2016 that things began to blossom for Andy. Under Stephen Hnatow's mentorship, Andy was able to learn the ropes of the

industry while partaking in team deals and building his own book of business. He also met his wife, Danielle, in 2017, which gave him the support he needed in life.

By 2019, Andy was ready to become a solo agent again and went on to have the best years of his career thus far. “I was happy being a solo agent,” he says. “But after getting to know Liz, her business, and her goals, it seemed like the perfect fit.”

Transitioning their solo businesses into one team has been rather seamless for Andy and Liz. “We make each other laugh and don't take ourselves too seriously,” Liz explains. “We know what makes the other 'tick,' and it's really nice to be able to lean on the strength of your partner. We don't want to take over the world, we just want to be the best at what we do. Keep it small, keep it intimate, keep it quality. Eventually, we want to free up as much of our time as possible to spend with family and friends while focusing on what we do best.”



Liz with her husband, Rhys, and their two daughters.



Andy with his wife, Danielle.

Away from the office, Liz loves to spend time outside, travel the world with Rhys and their two daughters, Eden and Maeve, and host backyard BBQs with friends. Her interests extend to functional healthcare and skincare within the beauty industry—a passion she cultivated when she worked for Allure magazine after college.

As for Andy, you're likely to find him at a poker table or relaxing with a good book and cigar on his rooftop deck. He also enjoys spending time with his wife, cooking, exploring Chicago, and traveling the world.

In a world often marked by fierce competition and individualism, Andy and Liz's partnership underscores the potential of collaboration, that success in real estate, as in life, is not a solitary journey but a shared one. Their story serves as a powerful model for what can be achieved when we move beyond our silos, join forces, and strive for shared success.

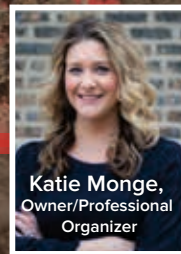
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JOE

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▶ partner spotlight

By **Lauren Young**
Photos by **Sonya Martin**

The One They Lean On

“I would say that the mortgage industry chose me, rather than I chose mortgage lending as a profession,” says Joe Burke, senior vice president of mortgage lending at Proper Rate.

Joe was pondering law school when he was recruited by Lakeshore Funding in Chicago where his mortgage career began. There, Joe quickly learned that his affinity for numbers and problem solving, and his gregarious personality, were a good fit for the industry. “One of the biggest lessons I learned early on was to engage with customers to build authentic relationships,” shares Joe. “While it was important to learn the technical side of the products and processes, it was even more critical to learn what was important to my clients, and how to apply the products to help them achieve their ultimate goal of purchasing a home that fit their wants and needs.”

Today, Joe is still committed to that same level of engagement with his clients and REALTORS®. That and his broad and deep expertise offers them the assurance that he will take care of them and their mortgage, and he will help them through every phase of the process.

After more than twenty years of service, Joe finds the relationships he’s developed along the way the most rewarding part of the job.

Like many industries disrupted by digital technology, some mortgage lending companies now offer such technology to apply and receive mortgages without communicating directly with a broker. While this access can seem empowering and convenient for customers, Joe notes that it can make the process transactional instead of personable and personalized.

“As wonderful as it is that you can go online and fill out a mortgage application and have a verified approval within minutes, there is less ownership at the individual level,” explains Joe. “Every REALTOR® has a story about a pre-approval from a large national lender that fell apart because nobody bothered to consult the client. When something goes

awry, as it often does in this competitive and challenging market, clients don’t have anyone to turn to. And when there is an issue with a mortgage after a contract is written, that can be a stressful for the buyer and detrimental to the deal.”

Joe sees himself as part of the team for his REALTOR® partners. By bringing his varied background in the mortgage industry to Proper Rate—a joint venture between Guaranteed Rate and @properties—his goal is to get the best outcome for REALTORS® and their clients. The Chicago-based, but national-level firm provides an array of residential mortgages including conventional, jumbo, VA, and FHA, as well as portfolio mortgage products, while offering a boutique-like experience to clients and partners. At the top of their priority list is personalized and frequent communication, which is a valuable differentiator in the industry and essential for borrowers during the mortgage process.

There is very little that Joe has not already seen. And with this experience, he knows how to overcome barriers, and give wise counsel and practical advice to clients and REALTORS®—even when the road takes a sharp, unexpected turn.





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A MORTGAGE
TRANSACTION,
BUT FOR A
LONG-TERM
RELATIONSHIP.”

They also enjoy exploring national parks and visiting Door County, Wisconsin, which they do at least once a year. Joe is also becoming a whisky aficionado and is a music lover. In fact, he could talk about music all day. “I think my taste covers everything from the Beatles and the Stones, to Spoon and the Foo Fighters. In

my house, we are big lovers of '80s music, too, but you'll hear no shortage of Jerry Garcia and the Dead if you come over.”

Looking forward, Joe is focused on continuing to build his business and nurture past relationships while reaching out to new partners. Even after two decades, he's still delightfully surprised by the level of success he's been able to achieve, both for himself and his clients.



Joe with his family.

“Some lenders show their true colors when things go wrong: among other things, you see communication come to a screeching halt,” Joe says. “Not every transaction will go smoothly, but if you communicate with your buyer and business partners, it goes a long way toward finding solutions and building long-term relationships, even under difficult circumstances.”

“I think the difficult transactions can be the ones that can really win over clients and referral partners for the long-term,” shares Joe. He has frequently helped the same clients from their first condo purchase to their first and second home purchases, and more. He has even developed lifelong friendships with past and current clients, serving them through their different stages in life.

“People trust and lean on me—not only with their biggest purchases, but with their major life events,” Joe says. “I have past clients who call me for advice with aging parents or send me their college graduates who are ready to buy their first homes. You don't want to call some random person to get advice about these things. You rely on someone you trust and someone who has proven their expertise in the field,” he says. “I can't tell you how much it means to me that people refer me to family and friends. That level of confidence can only be earned.”

When he's not working with borrowers on their homeownership journey, Joe spends his downtime with his wife, Julie, and their two teenage daughters, Fiona and Rory. Both daughters are dancers, so the family seeks out and enjoys events and exhibits in the arts and are frequent theatergoers.




“After all these years, I know who I am and what I have to offer. With every new client, I do all I can to develop a true rapport, not just for a mortgage transaction, but for a long-term relationship.”


“That's really important. It's important to my partners as well as to me,” he adds. “Because, I know, as a top-producing real estate agent, you want to recommend someone who reflects the same level of excellent service, commitment, and communication.”

To reach Joe and to learn more about the services Proper Rate provides its clients, visit their website www.propperrate.com/joeburke or call 773-742-6707.




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» cover story

By Chris Menezes
Photos by Alina Tsvor

Eli Masud

BUILDING A LEGACY

When we first met Eli Masud he had recently finished his first year as a full-time agent, after four years of slowly building his business part-time, and was growing rapidly in the industry. Four years later, he now runs Second City Agents at Compass, a dynamic team of ten multi-faceted professionals with a deep knowledge of the market from the city to the suburbs and beyond.

While the group has grown organically over the past few years, their growth has been impressive, with their sales volume skyrocketing from \$5 million the first year to \$70 million just last year. The strength of Eli's team lies in their extensive geographic footprint, their size, and their collaborative experience. This combination enables them to provide clients



with an authentic pulse of the market: which property types are hot, which are not, and which locations are booming or struggling.

“We hire only the best,” explains Eli. “Everyone either has 5+ years’ experience, self-generates \$5 to \$20 million in annual sales, and came from a top-ten team in the region or is newer and owning their role as a rental expert while they build their careers. Our culture is so strong that we’ve had zero voluntary turnover in three-and-a-half years. Everyone is a hustler, driven, and is an expert in their area of market knowledge.”

The Second City Agents team consists of the following REALTORS®: Jack Brennan, the West Suburbs partner, team lead, is the western suburbs market expert and a luxury broker with experience flipping properties; Aaron Campbell is well-rounded in rentals, buying, selling, and investment properties; Cristina Cordaro specializes in rentals and working with first-time homebuyers; Jarret Jarvis is consistently one of the top two producing agents on the team; Nazy Hosseini, described as the heartbeat of the team, is a social media marketing expert and is relied on her for market information; Regan Grabill is a rentals expert; Rudy Fratto services the west suburban market; Sal Mazzulla, who also holds an insurance license, “is my right-hand team member



for each transaction,” says Eli; Tyler Gregory is the high-rise expert; and Valerie Pondel specializes in new construction. Finally, Christina Georgios, Eli’s sister, handles everything behind-the-scenes: event coordination, contract drafting, photo editing, scheduling showings, etc. “You name it, she can do it,” states Eli.

Despite all of the current market challenges, the team’s determination has remained steadfast. From taking on clients in new geographical areas to handling rental listings and even taking on side jobs at restaurants, every team member has proven willing to go the extra mile. It’s this spirit of grit that is the palpable and inspiring component of Eli’s team.

“We’re not above anything, and everyone is rolling up their sleeves to take on any task on hand, or [apply] any method possible to earn business,” he says.

Eli takes immense pride in seeing each person grow their business and treasure the culture they have created together. “The feeling I get when our team is all together in a group setting and I see the unique culture we have established is something special. A lot of hard work went into building this, and seeing it firsthand is very special to me,” he says.

Eli has certainly come a long way to get to where he is today. From growing up in a two-bedroom/



Eli with his wife, Lauren, and their daughter, Madeline.

Photo credit: Michael Gomez



Photo credit: Michael Gomez

“*Seeing where they came from and what they overcame really molded my work ethic and viewpoint—knowing nothing would be handed to me, but if I put in the effort and worked, I’d get the results I wanted.*”

one-bathroom apartment in a family of six to earning his MBA, coaching collegiate volleyball, and climbing the corporate ladder at James Hardie Building Products, where he built the company’s first inside sales department and was a strategy leader. For Eli, building a successful real estate business was a childhood dream come true in many ways.

When Eli’s parents purchased their first home, it was a life-changing event for the whole family. Nearly everyone in his family immigrated to the USA forty-five years ago from Lebanon. Both his parents were entrepreneurs, all seven of his aunts and uncles were entrepreneurs, his grandfather was an entrepreneur, and nearly all of his closest friends are entrepreneurs.

“I shadowed and worked with my father and uncle at their jewelry store in the summers, with my mother at her nail salon, and with my uncle’s printing company in Houston, Texas. Seeing where they came from and what they overcame really molded my work ethic and viewpoint—knowing nothing would be handed to me, but if I put in the effort and worked, I’d get the results I wanted.”

Eli always pursued his own entrepreneurial endeavors on the side. In grade school, he created and sold bracelets that represented different NBA teams. In junior high, he sold and traded sports cards. In high school, he mowed lawns and detailed cars for friends

and family during the summer and shoveled driveways in the winter. During college, he cut hair for fraternity brothers, and built and sold cornhole sets and customized them with logos. Post-college, he ran beach volleyball clinics and started a limousine brokering service. Even real estate was a side gig for many years.

With his full focus on real estate today, Eli has big plans for the future. He aims to maintain his team’s current business in the city, expand his west suburban team, build coverage in North Shore, and eventually expand into Florida, where he already has his license. Their ultimate goal? To become one of the top-ten teams in Chicago with sales exceeding \$200 million. “In due time,” notes Eli.





On a personal level, Eli is building a real estate portfolio to help support his family, which consists of his wife Lauren, their daughter Madeline, and their rescue pit bull, Kelbi. He just purchased his first three-unit building and plans to own about 100 units by the time he retires. And since the birth of Madeline, Eli now sees his business as something he can potentially pass down to her, which further motivates him to push forward every day.

In his downtime, Eli enjoys a quiet dinner and a movie with Lauren, and has come to enjoy the simpler things in life. A die-hard Chicago Bulls fan, he enjoys attending games and even has an autograph collection featuring his favorite athletes, many of whom share a story of being self-made, overcoming adversity, or being considered an underdog. His collection includes a Michael Jordan signed basketball, a Hakeem Olajuwon signed basketball, an Andre Agassi signed tennis ball, and a Mike Tyson signed boxing glove.



Eli competing in a game of volleyball.

As Eli continues pursuing his own entrepreneurial dreams, he echoes his family legacy of grit, resilience, and SUCCESS, while diligently carving out a path for the next generation. We look forward to catching up with him again and seeing all that he and Second City Agents have accomplished.



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ELEVATING SUCCESS WITH **INNOVATIVE LEAD GENERATION AND MARKETING STRATEGIES**

Lead generation and marketing strategies are lifelines that drive success for top-producing REALTORS® in Chicago. As the city's property market continues to evolve, staying ahead of the game requires REALTORS® to explore innovative ways to attract clients and increase visibility. Here we will uncover valuable insights and tips to help Chicago's REALTORS® reimagine lead generation and marketing strategies.

The Digital Advantage: Harnessing the Power of Digital Marketing Tactics

In today's digitally connected world, REALTORS® recognize the significance of digital marketing tactics in reaching a broader audience. Leverage search engine optimization (SEO), pay-per-click (PPC) advertising, and content marketing to establish a robust online presence. By optimizing websites and content to rank higher in search results, REALTORS® can attract potential clients actively seeking real estate services in the city and surrounding areas.

Social Media Strategies: Building Engaging Connections

Social media has revolutionized the way REALTORS® connect with clients and showcase their expertise. Embrace social media platforms like Facebook, Instagram,



industry. By creating informative and engaging content—such as blog posts, videos, and infographics— REALTORS® can showcase their expertise, share market insights, and provide valuable resources to potential clients. High-quality content not only attracts leads but also fosters trust and credibility.

Embracing Automation and CRM: Streamlining Lead Management

To effectively manage leads and nurture relationships, utilize automation tools and customer relationship management (CRM) systems.

These tools streamline lead follow-up, email marketing campaigns, and client communications, allowing REALTORS® to focus on building connections and providing personalized service.

By harnessing the power of digital marketing, leveraging social media, embracing innovative lead-generation techniques, establishing thought leadership through content marketing, and streamlining lead management with automation and CRM tools, REALTORS® can propel their businesses to new heights.

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Eric Bielinski

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A LEGACY OF SERVICE

▶▶ partner spotlight

By **Chris Menezes**
Photos by **Caleb Pickman**

In the heart of Chicago, a legacy continues. For over half a century, the State Farm office founded by Ron Bielinski and now managed by Eric Bielinski, has stood as a beacon of support for countless individuals and families. Established in 1973, the agency's enduring presence is a testament to its unflinching dedication to its clients. Like father, like son, the Bielinskis have cultivated their client relationships through genuine care and personalized service.



“Our clients’ experience is much different than [what it is] at most other insurance agencies,” says Eric. “One call to our office or to myself will reveal why. Even our clients will tell you that being a part of our office feels like you’re a part of our family.”

State Farm has been part of Eric’s family his entire life, and that family familiarity is not lost in how the business operates today. Eric grew up in Glenview, attended Loyola Academy, and earned a degree in economics from the University of St. Thomas in Minnesota. He initially started his career in commercial insurance but quickly realized his innate desire to own a small business and work with families.

When Eric was training to open his own State Farm office in the suburbs in November of 2019, his father unexpectedly passed away. However, this loss only strengthened Eric's resolve as he pivoted and stepped into his father's shoes to continue the legacy. Because of this experience, being

be doing to help this customer?' The answer might be no, but we are intentional about figuring that out."

Eric is always propelled and motivated by the memory of his father. "The fact that I am in my dad's office, sitting in his chair, is motivation enough," he affirms. "He wouldn't be very happy with me if he knew I wasn't giving full effort."

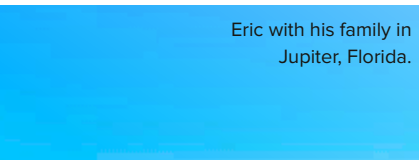
Influenced heavily by his parents and the various football coaches he encountered over the years, Eric embraced the idea that nothing worthwhile comes easy early on—a belief that continues to drive him today. This ethos resonates throughout the office, pushing the team to go above and beyond the basics.

Eric has always been a huge lover of and participant in sports and competition. He approaches everything he does with a top-performing athlete and coach mindset, further contributing to his office's success. Away from his office, Eric enjoys coaching high school football at Loyola Academy, playing 16-inch softball, and golfing in the summer.

In addition to his longtime love of football, Eric has always loved learning about different cultures, the history behind them, and how the world came to be. A family man at heart, he relishes the vibrancy of city life with his wife, Hayley, and enjoys family barbecues in the northern suburbs with his siblings. But the most exciting



Eric playing golf with friends in Pinehurst, North Carolina.



Eric with his family in Jupiter, Florida.

able to help families through their own unexpected life events resonates a bit deeper for Eric and his team. And that resonance is felt by the people they serve.

"I like the motto 'Real work starts after you do what's required,'" says Eric. "I like to think that's how my office operates. There are many things in our industry that can be done quickly and without much thought, but we always ask ourselves, 'Is there anything more we can



“I believe very strongly that being successful means you work to leave something behind that's greater than what you started with.”



thing for Eric is that he and Hayley are expecting their first child this month.

Reflecting on his path, Eric would tell his twenty-five-year-old self to focus less on paychecks and more on honing skills for future success. This wisdom mirrors his dedication to his business, his clients, and his father's legacy. Even on tough days, he reminds himself to simply show up, bolstered by the memory of his father and the significance of his work.

"I believe very strongly that being successful means you work to leave something behind that's greater than what you started with. Whether that be your business, family relationships, communities, etc., it's all going to end at some point. How that'll look when I'm gone is something that motivates me every day," he says.

From its origins under Eric's father to its present standing under his stewardship, the Bielinski State Farm office remains a testament to service, dedication, and legacy—its doors open to anyone seeking insurance solutions served with a personal touch.

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as a team, we can offer comprehensive real estate solutions to our clients. We actively collaborate with agents from different areas, such as residential, commercial, and property management, to provide a holistic and integrated approach. This allows us to tap into a wide network, share market insights, and deliver exceptional service that exceeds our clients' expectations."

University of Illinois Urbana-Champaign with a degree in finance and concentration in real estate, where he was part of the student real estate association, Rho Epsilon. Through a one-day mentorship at Marcus & Millichap, he secured a position as an analyst and broker for a national, multi-family housing team just one week after graduating.

"It is crucial to move away from the traditional separation between residential and commercial agents and instead embrace a collaborative approach that benefits both clients and agents alike," adds Harrison.



Edward Liss



Matthew Fritzshall



Harrison Cohen

Such collaboration has already produced some amazing results for their clients. Edward shares one example of how he was able to help a client purchase a 4-flat to live in, later sell a 400+-unit hotel apartment conversion, and "everything else in between."

More resources, experience, and expertise will, of course, produce better results for clients; however, the other reason the trio value collaboration is because they know how difficult it is for agents to go at it alone in this industry, and they want to fundamentally change that.

Both Edward and Matthew entered commercial real estate in 2008/2009, just as the entire market was sliding off the cliff. Edward had just graduated from

commercial team

By **Chris Menezes**
Photos by **Prestige Real Estate Images Inc**

The Power of Collaboration

Let's face it, commercial real estate can be intimidating. It's a slower, longer process than residential, and it can be difficult to break into, especially alone. Compounded with the already over-saturated industry of real estate, where everyone is trying to build their own business, centered around their own identity

and individualism, competition can be fierce. However, Matthew Fritzshall, Edward Liss, and Harrison Cohen are creating a new way with Triton Realty Group.

"At Triton Realty Group, collaboration is a fundamental principle," explains Matthew. "We believe that by pooling our expertise and working



“In retrospect, 2009 was the perfect time to get into commercial real estate and really understand the business,” he says.

While Edward got into the business right before the market crashed, Matthew got in right after. He had graduated in 2009 with a finance degree in a limited job market and was trying to “think outside the box.” His father, a successful real estate attorney, encouraged him to explore commercial real estate, so he jumped in.

“In my first year as a commercial REALTOR®, I faced a daunting reality: I made \$872 on one closed short-sale deal. It was a humbling

experience, but I used it as fuel to push forward and become even more committed to achieving success in this field. I sought mentorship from seasoned professionals, attended industry conferences, and invested in my own education.”

Investing in education and seeking help within the industry was crucial to not only Matthew and Edward, but also to Harrison. He and Matthew attended Illinois State University together, but Harrison went on to become an attorney. Staying in touch with Matthew over the years, he started questioning whether he’d chosen the right career path. In 2017, he decided to jump in and see for himself.

“When I started in this business, I had limited connections and a relatively small network. Building trust and credibility with clients was a daunting task, especially when competing against established agents and firms. But I focused on expanding my network and establishing meaningful relationships within the industry,” he says.

Having relied on some form of collaboration to build their knowledge and skills in the industry, Edward, Matthew, and Harrison wanted to make a home for collaboration at Triton Realty Group. Edward is specifically passionate about helping younger people get into the business. They are constantly hiring interns who typically turn into analysts or brokers for the company.

“We’ve been able to establish a more collaborative culture,” states Mathew. “Information is shared openly. We can work with more clients, form deeper relationships with them, and work with our peers in the business. My dream was to establish a reputable, multi-family brokerage firm and build a talented team focused on exceptional client service. I also aspire to be a thought leader in the industry, sharing knowledge and experiences through mentorship. By inspiring and empowering the next generation of commercial real estate agents, I plan to contribute to the advancement of the field as a whole.”

“At Triton, we have a saying, ‘any given day.’ This phrase sums up the fact that on any given day we can make something happen.”
– Harrison

“At Triton, we have a saying, ‘any given day,’” Harrison adds. “This phrase sums up the fact that on any given day we can make something happen. My ability to build trust with a client, bring them maximum value for their property, and control my own destiny are a few of the most rewarding aspects of my business.”

More than financial success, the team values the relationships they’ve built along the way with their team, clients, and peers in the business. In addition, they value the impact that they can make in the community

at large, through both charitable organizations and pursuing development opportunities. They see success as doing business the right way, with the right people, while enjoying the journey.

Beyond the business, the trio is passionate about their families, sports, travel, and giving back to their communities. They are also actively involved in the Neighborhood Building Owners Alliance (NBOA), which fosters collaboration among housing providers and advocates on their behalf. Their rich personal lives and shared values strengthen their bond and drive their collective success.

From their individual paths to their shared journey at Triton Realty Group, Matthew, Harrison, and Edward are the epitome of the power of collaboration, talent, and tenacity. This dynamic trio will no doubt continue to make their mark in the world of commercial real estate—and for the benefit of everyone.

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- The Duck Inn
- Triple Crown Restaurant
- Virtue

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Making a Difference

...Zeke enjoys developing young REALTORS® and young professionals in every business sector. He also often counsels and motivates high producers who might run into a "wall" during erratic business cycles. "Real estate is measured in 90-day cycles," he explains. "What you do today impacts you financially in 90 days. Find your niche and build a reputation that positively sets you apart from others in the industry."

When Zeke first joined the Chicago Association of REALTORS® (CAR) in the mid-1990s, he focused on property management issues, then later on government affairs. He became active with the Illinois REALTORS® association in 2002 and has served on multiple committees every year since 2008. He was the first African American leader in the 105-year history of the organization...

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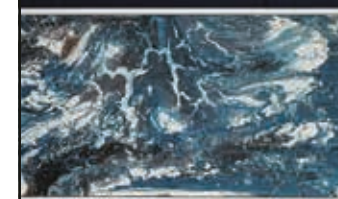


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▶▶ agent feature

By Lauren Young
Photos by Sonya Martin

Melanie Carlson

The Adventurous Agent

“I learned very early in school that even if I wasn’t the best, fastest, or smartest, I could outwork anyone to get to the top,” says Melanie Carlson of @properties in East Lincoln Park.

Melanie’s strong work ethic gave her the drive to constantly push herself to achieve new heights both personally and professionally. A fan of endurance sports and adventure, she’s run a marathon, completed multiple century rides, and last August she completed the 29029 Everesting challenge, climbing 29,029 feet, the equivalent of Mt. Everest, in thirty-six hours. Professionally, she’s sold over \$100M in her nearly decade-long career and isn’t stopping there.

Originally from the small farming community of Elburn, Illinois, Melanie attended the University of Illinois Urbana-Champaign to study choral music education. After graduation, however, a career in teaching wasn’t quite what she’d expected it to be. “I thought I was going to direct high school or collegiate choirs,” says Melanie. “I found elementary school music to not be for me.”

After a few years of teaching and supplementing her income by nannying and waitressing, she decided it was time for a change. She recalls, “I thought to myself, ‘What if I put all this energy toward one goal instead of multiple things?’ I’d always been interested in real estate, design, and architecture.”

So Melanie obtained her real estate license. “And by the end of the school year, I decided to not return to the classroom,” she says.

For her first nine years in real estate, Melanie worked with REALTOR® Bari Levine, first as her assistant, and then as one of the agents on her and Elena Tamiillo’s team, Refine Residential. Those years formed the basis upon which Melanie has built her success.

“I highly recommend finding a seasoned agent you aspire to be like and work alongside them,” advises Melanie. “I

copied everything Bari did, and that helped me build a solid foundation on which I could continue to grow my business year over year. She’s always been a huge inspiration for me.”

Now, after nearly a decade as a REALTOR® on someone else’s team, Melanie has finally made the move to be on her own.

“It took a while to make the leap, especially since I was with an amazing group,” says Melanie. “But I’ve been ready for the next big challenge for a while, and I’m looking forward to creating and growing my own team.”

Over her career, Melanie has built a network of clients, and many of those professional relationships have developed into genuine friendships. A group of her clients once hosted a dinner for her—complete with a giant “Melanie Fan Club” banner—to show their appreciation for her advocacy on their behalf. It’s moments like these, Melanie says, that keep her motivated to do her best for every client.



That network includes clients from more than twenty-four countries, and today, Melanie's business is 100 percent referral-based. "I absolutely love that my clientele is so diverse and from so many different walks of life," she says. "[When it comes to] learning about their lives, I'm all in, and I want to do my absolute best for every person that has placed their trust in me."



Melanie playing with her two rescue dogs, Harley and Willow.

"It took a while to make the leap, especially since I was with an amazing group...but I've been ready for the next big challenge for a while, and I'm looking forward to creating and growing my own team."

When not working hard for her clients, Melanie prioritizes giving back to her local community. She's currently in her second year as president of the @gives back foundation and has spent seven years on the board. This group supports a variety of charities including Habitat for Humanity and local organizations that support women and children, the LGBTQ community, health initiatives, animal rescues, and work to resolve food scarcity. Recently, Melanie was able to combine her passion for travel and adventure and giving back: she completed a volunteer program in Zimbabwe that focused on rhino and elephant conservation in addition to some local community projects.

Melanie spends much of her free time staying active with her two rescue dogs, Harley and Willow, and with her tight-knit family for whom cycling is a favorite activity.

She has also just completed a year-long renovation of her West Loop condo. "I've added a new skill set to my résumé this past year: designer/contractor," she says, happily. "I sourced materials from around the world: London, Morocco, India, France, and Ukraine to name a few. It's truly the home I've been manifesting for years. I'm excited to share my knowledge of renovation and the information I've acquired, and be a greater resource for my clients."

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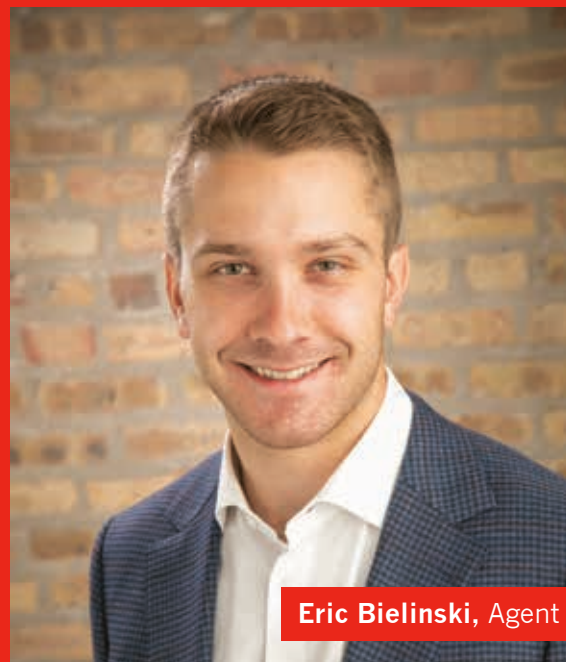
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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	120	\$62,008,092	128.5	\$65,394,911	248.5	\$127,403,003
2	Jeffrey	Lowe	51.5	\$72,420,770	22.5	\$35,629,200	74	\$108,049,970
3	Emily	Sachs Wong	33	\$61,098,329	22	\$28,159,500	55	\$89,257,829
4	Leigh	Marcus	72.5	\$47,111,940	58	\$38,214,000	130.5	\$85,325,940
5	Benyamin	Lalez	37.5	\$24,515,597	121.5	\$59,346,220	159	\$83,861,817
6	Carrie	McCormick	37.5	\$42,005,500	17.5	\$24,924,500	55	\$66,930,000
7	Grigory	Pekarsky	26.5	\$11,068,125	109.5	\$48,075,450	136	\$59,143,575
8	Chezi	Rafaelli	23	\$28,313,501	12	\$15,676,001	35	\$43,989,502
9	Jennifer	Ames	20	\$29,489,000	7	\$8,736,500	27	\$38,225,500
10	Katharine	Waddell	21	\$14,992,000	31.5	\$18,387,415	52.5	\$33,379,415
11	Konrad	Dabrowski	23	\$21,780,248	16.5	\$11,554,280	39.5	\$33,334,528
12	Leila	Zammatta	11.5	\$32,808,528	1	\$520,000	12.5	\$33,328,528
13	Joanne	Nemerovski	11	\$17,663,000	13	\$15,192,500	24	\$32,855,500
14	Alexandre	Stoykov	6.5	\$3,556,000	65	\$29,220,600	71.5	\$32,776,600
15	Mario	Greco	34.5	\$20,834,065	18.5	\$10,293,535	53	\$31,127,600
16	Melissa	Siegal	22	\$13,920,000	30	\$16,529,967	52	\$30,449,967
17	Susan	Miner	6	\$19,095,000	5	\$10,962,000	11	\$30,057,000
18	Hayley	Westhoff	19	\$11,401,255	21	\$17,378,930	40	\$28,780,185
19	Daniel	Glick	17	\$15,155,500	16.5	\$13,299,500	33.5	\$28,455,000
20	Sam	Jenkins	12.5	\$16,491,337	8	\$11,497,850	20.5	\$27,989,187
21	Timothy	Sheahan	22.5	\$15,631,126	10.5	\$12,143,250	33	\$27,774,376
22	Elizabeth	Brooks	22.5	\$26,817,773	1	\$775,000	23.5	\$27,592,773
23	Sam	Shaffer	6	\$5,231,500	35.5	\$22,253,735	41.5	\$27,485,235
24	Amanda	McMillan	23.5	\$16,761,500	13.5	\$10,214,613	37	\$26,976,113
25	Bari	Levine	19	\$11,720,950	15	\$15,192,997	34	\$26,913,947
26	Kelly	Parker	4.5	\$2,640,000	30	\$23,279,000	34.5	\$25,919,000
27	Karen	Biazar	22	\$14,930,926	22	\$10,841,400	44	\$25,772,326
28	Melanie	Everett	11.5	\$6,194,528	36	\$19,467,100	47.5	\$25,661,628
29	Suzanne	Gignilliat	7	\$22,289,000	3	\$2,988,000	10	\$25,277,000
30	Jason	O'Beirne	22	\$19,343,500	12	\$5,350,000	34	\$24,693,500
31	James	D'Astice	7	\$4,189,900	35.5	\$20,439,049	42.5	\$24,628,949
32	Katherine	Malkin	3	\$11,115,000	3	\$13,258,000	6	\$24,373,000
33	Patrick	Teets	15	\$19,493,500	4	\$4,295,000	19	\$23,788,500
34	Brad	Lippitz	13	\$9,416,450	17.5	\$14,356,300	30.5	\$23,772,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Nicholaos	Voutsinas	14	\$7,741,650	22	\$15,851,300	36	\$23,592,950
36	Lauren	Mitrick Wood	9	\$5,190,250	25.5	\$18,383,250	34.5	\$23,573,500
37	Layching	Quek	8	\$3,722,000	28	\$19,205,399	36	\$22,927,399
38	Eugene	Fu	14.5	\$12,166,600	14	\$10,734,000	28.5	\$22,900,600
39	Lance	Kirshner	22.5	\$12,512,300	10	\$10,301,500	32.5	\$22,813,800
40	Darrell	Scott	7	\$6,501,300	32.5	\$16,052,800	39.5	\$22,554,100
41	Sophia	Klopas	15.5	\$10,292,000	21	\$12,068,500	36.5	\$22,360,500
42	Julie	Busby	13.5	\$7,099,900	24	\$15,092,110	37.5	\$22,192,010
43	Rafay	Qamar	30.5	\$11,138,750	30.5	\$10,710,916	61	\$21,849,666
44	Owen	Duffy	21	\$16,126,100	12	\$4,531,700	33	\$20,657,800
45	Karen	Schwartz	18	\$12,863,800	14	\$7,581,900	32	\$20,445,700
46	Colin	Hebson	8	\$4,416,000	28	\$15,813,000	36	\$20,229,000
47	Millie	Rosenbloom	12	\$12,063,250	7	\$7,758,500	19	\$19,821,750
48	Melanie	Giglio	9	\$4,414,000	26	\$15,213,100	35	\$19,627,100
49	Elias	Masud	12	\$5,747,500	29	\$13,244,401	41	\$18,991,901
50	Jennifer	Mills	12.5	\$12,873,500	8	\$5,489,000	20.5	\$18,362,500

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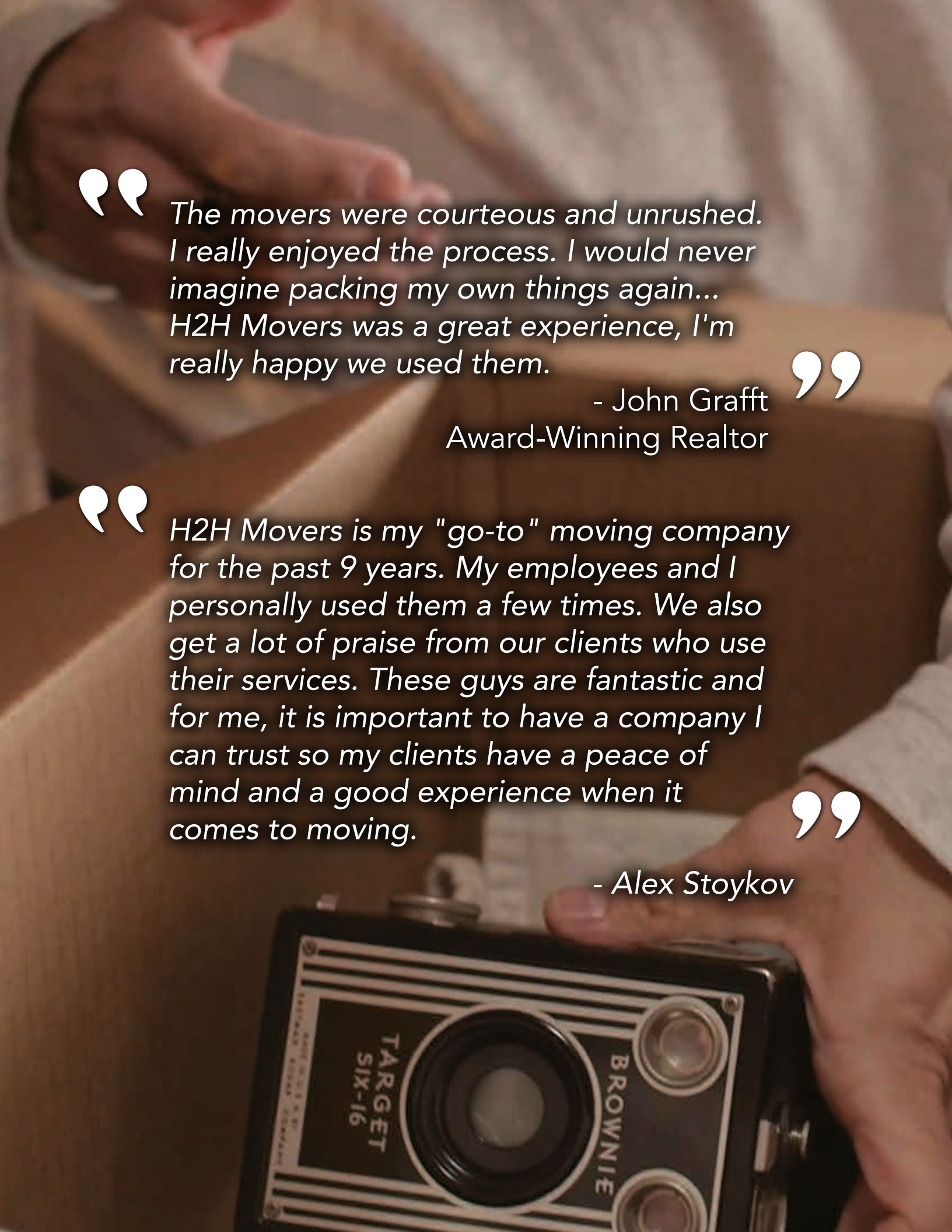


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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Timothy	Salm	5.5	\$15,087,500	3	\$2,770,000	8.5	\$17,857,500
52	Cadey	O'Leary	8	\$12,364,500	5	\$5,444,000	13	\$17,808,500
53	Michael	Maier	20	\$13,365,751	9	\$4,350,000	29	\$17,715,751
54	Benjamin	Lissner	3.5	\$1,345,000	30	\$16,319,000	33.5	\$17,664,000
55	R. Matt	Leutheuser	4	\$12,245,000	2	\$5,300,000	6	\$17,545,000
56	Debra	Dobbs	12	\$7,134,450	13	\$9,986,800	25	\$17,121,250
57	Margaret	Baczkowski	11	\$8,538,052	9	\$8,581,750	20	\$17,119,802
58	Rubina	Bokhari	4.5	\$3,548,200	11	\$13,482,199	15.5	\$17,030,399
59	Scott	Newman	27	\$7,189,962	15	\$9,611,101	42	\$16,801,063
60	Tommy	Choi	14	\$7,431,200	20.5	\$9,103,000	34.5	\$16,534,200
61	Vincent	Anzalone	7	\$6,012,500	10	\$10,432,000	17	\$16,444,500
62	Camille	Canales	4.5	\$2,129,750	23	\$14,198,488	27.5	\$16,328,238
63	Ioannis	Floros	3.5	\$1,639,750	32.5	\$14,424,050	36	\$16,063,800
64	Juliana	Yeager	8.5	\$5,067,750	18	\$10,751,000	26.5	\$15,818,750
65	Ivona	Kutermankiewicz	10.5	\$12,090,900	4	\$3,679,900	14.5	\$15,770,800
66	Elena	Theodoros	14.5	\$9,918,150	3	\$5,819,000	17.5	\$15,737,150
67	Danielle	Dowell	10.5	\$6,282,500	13	\$9,390,000	23.5	\$15,672,500
68	Joshua	Lipton	6.5	\$6,273,678	8.5	\$9,361,500	15	\$15,635,178
69	Kevin	Hinton	8.5	\$4,375,000	21.5	\$11,200,864	30	\$15,575,864
70	Michael	Rosenblum	15.5	\$14,505,000	2	\$692,500	17.5	\$15,197,500
71	Stefanie	Lavelle	13	\$8,590,000	9	\$6,563,100	22	\$15,153,100
72	Cynthia	Sodolski	10.5	\$6,345,650	13	\$8,753,900	23.5	\$15,099,550
73	Matthew	Liss	9	\$7,782,500	6	\$7,133,840	15	\$14,916,340
74	Jill	Silverstein	14	\$9,574,438	10.5	\$5,293,875	24.5	\$14,868,312
75	Kimber	Galvin	2	\$1,804,250	16	\$12,991,000	18	\$14,795,250
76	Susan	Nice	5	\$2,612,500	8	\$12,110,900	13	\$14,723,400
77	James	Sheehan	12	\$13,182,800	2	\$1,379,000	14	\$14,561,800
78	Gail	Spreen	17.5	\$7,397,500	9	\$6,684,500	26.5	\$14,082,000
79	Richard	Kasper	7.5	\$4,724,516	13.5	\$9,317,750	21	\$14,042,266
80	Barbara	O'Connor	11	\$5,326,750	14.5	\$8,671,200	25.5	\$13,997,950
81	Dennis	Huyck	10.5	\$6,416,500	10.5	\$7,581,250	21	\$13,997,750
82	Stephanie	Loverde	11.5	\$6,120,301	12.5	\$7,761,073	24	\$13,881,374
83	Nicholas	Colagiovanni	15	\$8,682,000	5	\$5,170,000	20	\$13,852,000
84	Pasquale	Recchia	11	\$7,716,750	6	\$6,091,500	17	\$13,808,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Brian	Moon	7	\$3,341,000	14	\$10,436,500	21	\$13,777,500
86	Brad	Zibung	15	\$7,763,000	12	\$5,907,300	27	\$13,670,300
87	Daniel	Close	6	\$4,051,000	15.5	\$9,560,900	21.5	\$13,611,900
88	Ryan	Preuett	10	\$11,144,899	2	\$2,414,900	12	\$13,559,799
89	Eudice	Fogel	5	\$4,096,500	8	\$9,269,000	13	\$13,365,500
90	William	Goldberg	10.5	\$12,882,498	0.5	\$377,500	11	\$13,259,998
91	Todd	Szwajkowski	13	\$5,966,650	20	\$7,291,200	33	\$13,257,850
92	Elizabeth	Ballis	10	\$7,701,517	3.5	\$5,505,000	13.5	\$13,206,517
93	Lucas	Blahnik	5.5	\$5,088,500	13	\$8,111,300	18.5	\$13,199,800
94	Lisa	Kalous	4	\$2,978,250	17.5	\$10,188,100	21.5	\$13,166,350
95	Staci	Slattery	18	\$12,934,526	0	\$0	18	\$12,934,526
96	Edward	Grochowiak	4.5	\$2,938,700	17	\$9,860,500	21.5	\$12,799,200
97	Scott	Berg	33	\$12,404,700	1	\$350,000	34	\$12,754,700
98	Julie	Harron	6	\$6,281,000	4	\$6,325,000	10	\$12,606,000
99	Hadley	Rue	12	\$8,899,500	5	\$3,701,900	17	\$12,601,400
100	Douglas	Smith	6	\$7,514,850	5	\$5,010,000	11	\$12,524,850

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Shay	Hata	11.5	\$5,760,250	10	\$6,723,900	21.5	\$12,484,150
102	Lisa	Blume	10	\$5,909,250	15.5	\$6,544,900	25.5	\$12,454,150
103	Linda	Levin	9	\$7,850,900	5	\$4,563,900	14	\$12,414,800
104	Mark	Icuss	4	\$3,633,750	5	\$8,757,750	9	\$12,391,500
105	Bradley	Brondyke	4	\$9,310,000	2	\$3,005,000	6	\$12,315,000
106	Diana	Grinnell	9	\$5,051,900	8	\$7,237,000	17	\$12,288,900
107	Michael	Gaffney	13.5	\$7,298,886	7	\$4,968,400	20.5	\$12,267,286
108	Patrick	Shino	6	\$2,209,450	21	\$10,036,450	27	\$12,245,900
109	Jeffrey	Herbert	7	\$4,899,000	11	\$7,303,175	18	\$12,202,175
110	Jennifer	Liu	16.5	\$12,090,000	0	\$0	16.5	\$12,090,000
111	Sherri	Hoke	4	\$4,944,000	6	\$7,042,500	10	\$11,986,500
112	Scott	Curcio	19.5	\$7,315,550	12.5	\$4,655,901	32	\$11,971,451
113	Keith	Brand	10	\$4,065,480	13	\$7,842,499	23	\$11,907,979
114	Kathleen	Ullo	10	\$11,627,838	0.5	\$262,500	10.5	\$11,890,338
115	Sara	McCarthy	9	\$4,385,000	14	\$7,466,900	23	\$11,851,900
116	Melanie	Carlson	8	\$4,671,000	10	\$7,137,500	18	\$11,808,500
117	Brian	Loomis	5	\$4,100,000	3	\$7,695,000	8	\$11,795,000
118	Kai	Schirmacher	3.5	\$3,586,650	5	\$8,180,000	8.5	\$11,766,650
119	Zachary	Redden	8.5	\$3,951,250	12	\$7,804,120	20.5	\$11,755,370
120	Santiago	Valdez	13.5	\$4,789,250	13	\$6,788,150	26.5	\$11,577,400
121	Michelle	Browne	11.5	\$6,367,600	6	\$5,200,600	17.5	\$11,568,200
122	Thomas	Moran	2.5	\$2,997,000	6	\$8,553,000	8.5	\$11,550,000
123	Cory	Tanzer	18	\$6,841,750	12	\$4,686,400	30	\$11,528,150
124	Nadine	Ferrata	13	\$8,997,500	4	\$2,480,000	17	\$11,477,500
125	Julie	Latsko	4	\$5,065,000	5	\$6,308,000	9	\$11,373,000
126	Megan	Tirpak	10	\$6,913,250	3	\$4,413,856	13	\$11,327,106
127	Annie	Schweitzer	12	\$5,293,899	6	\$5,943,557	18	\$11,237,456
128	Christie	Ascione	3.5	\$2,263,000	5	\$8,892,500	8.5	\$11,155,500
129	Susan	Kanter	8.5	\$4,761,500	9.5	\$6,378,000	18	\$11,139,500
130	Michael	Greco	8	\$4,656,000	10	\$6,460,000	18	\$11,116,000
131	Stephanie	Cutter	15.5	\$8,604,775	5	\$2,501,000	20.5	\$11,105,775
132	Danny	Lewis	5	\$1,902,750	18	\$9,181,000	23	\$11,083,750
133	Peter	Angelo	10	\$11,036,556	0	\$0	10	\$11,036,556
134	Pamela	Rueve	9	\$7,769,000	5	\$3,227,000	14	\$10,996,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Nicole	Hajdu	12.5	\$5,762,500	9	\$5,213,100	21.5	\$10,975,600
136	Lauren	Goldberg	6.5	\$9,220,250	1	\$1,712,500	7.5	\$10,932,750
137	Nicholas	Apostal	11.5	\$6,070,600	3	\$4,839,000	14.5	\$10,909,600
138	Harry	Maisel	11	\$7,499,400	5	\$3,303,500	16	\$10,802,900
139	Samantha	Porter	6.5	\$9,220,250	2	\$1,550,000	8.5	\$10,770,250
140	Dawn	Mckenna	8.5	\$8,470,250	3	\$2,277,962	11.5	\$10,748,212
141	Laura	Meier	6	\$2,728,750	12	\$7,988,400	18	\$10,717,150
142	Alishja	Ballard	7.5	\$3,730,650	12	\$6,831,387	19.5	\$10,562,037
143	Naomi	Wilkinson	5	\$4,095,000	5	\$6,463,000	10	\$10,558,000
144	Philip	Skowron	6.5	\$6,577,501	3	\$3,960,000	9.5	\$10,537,501
145	Robert	Sullivan	13.5	\$8,961,500	4	\$1,544,000	17.5	\$10,505,500
146	Lindsey	Rivollier	8.5	\$10,418,636	0	\$0	8.5	\$10,418,636
147	Peter	Green	5.5	\$2,845,099	11	\$7,545,500	16.5	\$10,390,599
148	Ken	Jungwirth	10	\$4,108,500	6	\$6,240,000	16	\$10,348,500
149	Elizabeth	Lassner	9	\$4,275,000	7	\$6,039,900	16	\$10,314,900
150	Caitlin	Skogsbergh	3	\$2,553,750	8	\$7,711,500	11	\$10,265,250

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Janelle	Dennis	9.5	\$6,503,000	5	\$3,746,511	14.5	\$10,249,511
152	Carol	Collins	9	\$6,217,500	7	\$3,980,000	16	\$10,197,500
153	Mariah	Dell	14	\$7,778,119	4	\$2,419,000	18	\$10,197,119
154	Robert	Picciariello	29	\$10,187,467	0	\$0	29	\$10,187,467
155	Steven	Powers	6	\$3,804,000	7	\$6,294,500	13	\$10,098,500
156	Marlene	Rubenstein	8	\$4,721,000	7	\$5,344,730	15	\$10,065,730
157	Nick	Kluding	3	\$1,900,000	6	\$8,147,000	9	\$10,047,000
158	Christopher	Pertile	5.5	\$3,940,000	10.5	\$6,104,900	16	\$10,044,900
159	James	Buczynski	3.5	\$1,121,000	8	\$8,817,400	11.5	\$9,938,400
160	Leopoldo	Gutierrez	5	\$2,110,500	17	\$7,812,500	22	\$9,923,000
161	Stacey	Dombar	19	\$8,896,900	4	\$1,002,500	23	\$9,899,400
162	Kelsey	Mayher	3	\$2,433,500	7	\$7,462,672	10	\$9,896,172
163	Bogdan	Popovych	14	\$9,845,800	0	\$0	14	\$9,845,800
164	Ian	Schwartz	4	\$1,786,500	8	\$8,049,500	12	\$9,836,000
165	Chris	Gomes	1	\$605,000	16	\$9,195,100	17	\$9,800,100
166	Steve	Dombar	3	\$1,298,000	17	\$8,496,700	20	\$9,794,700
167	Tiffeny	Meyers	5	\$2,077,500	17	\$7,675,400	22	\$9,752,900
168	Brittany	Strale	2	\$954,000	22	\$8,773,707	24	\$9,727,707
169	Diana	Radosta	3	\$2,353,000	7	\$7,346,500	10	\$9,699,500
170	Ilsa	Conover	9	\$6,223,256	7	\$3,456,400	16	\$9,679,656
171	Liz	Jones	4.5	\$1,919,500	12	\$7,735,500	16.5	\$9,655,000
172	Brett	Boudart	6	\$2,764,000	14	\$6,881,000	20	\$9,645,000
173	Amy	Duong	10	\$3,812,900	14.5	\$5,793,650	24.5	\$9,606,550
174	Lauren	Shimmon	6.5	\$2,276,500	11	\$7,280,500	17.5	\$9,557,000
175	Michael	Shenfeld	7.5	\$4,008,930	9.5	\$5,547,500	17	\$9,556,430
176	Jacqueline	Alter	21	\$8,448,750	3	\$1,084,900	24	\$9,533,650
177	Reve'	Kendall	17	\$8,668,250	3	\$807,000	20	\$9,475,250
178	Steve	Otwell	14	\$5,193,600	6	\$4,252,000	20	\$9,445,600
179	Matthew	Engle	6	\$2,277,399	15.5	\$7,145,500	21.5	\$9,422,899
180	Misael	Chacon	24	\$8,760,299	2	\$662,000	26	\$9,422,299
181	Karen	Ranquist	10.5	\$6,512,500	3	\$2,899,500	13.5	\$9,412,000
182	Vikas	Wadhwa	3.5	\$4,010,000	4	\$5,401,000	7.5	\$9,411,000
183	Brady	Miller	7	\$2,951,000	22	\$6,395,900	29	\$9,346,900
184	Susan	O'Connor	4.5	\$3,813,000	6	\$5,512,300	10.5	\$9,325,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Ryan	Gossett	3.5	\$2,164,250	10	\$7,148,550	13.5	\$9,312,800
186	Robert	Yoshimura	12	\$4,264,500	11	\$5,016,500	23	\$9,281,000
187	Kathryn	Barry	4.5	\$1,735,500	13.5	\$7,537,500	18	\$9,273,000
188	Brent	Hall	12	\$9,262,721	0	\$0	12	\$9,262,721
189	Michael	Hall	10	\$5,118,000	6	\$4,049,000	16	\$9,167,000
190	Meg	Daday	8	\$3,862,000	8	\$5,295,000	16	\$9,157,000
191	Kathryn	Schrage	11	\$4,061,500	7	\$5,053,000	18	\$9,114,500
192	Michael	Hampton	8.5	\$9,093,939	0	\$0	8.5	\$9,093,939
193	Mark	Zipperer	12	\$4,505,000	11.5	\$4,556,500	23.5	\$9,061,500
194	Michael	Saladino	13	\$3,830,500	13.5	\$5,199,900	26.5	\$9,030,400
195	Elizabeth	Amidon	11	\$4,902,000	10	\$4,124,000	21	\$9,026,000
196	Ryan	Huyler	9	\$6,826,100	4	\$2,190,500	13	\$9,016,600
197	Qiankun	Chen	12	\$4,211,650	11	\$4,777,000	23	\$8,988,650
198	Xiaojing	Frost	7.5	\$3,247,500	10	\$5,677,500	17.5	\$8,925,000
199	Roman	Patzner	5	\$1,650,000	13	\$7,252,579	18	\$8,902,579
200	Dominic	Irpino	9	\$3,677,900	13	\$5,219,800	22	\$8,897,700

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to July 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Ali	Bakir	2	\$554,000	16	\$8,343,000	18	\$8,897,000
202	Kathleen	Malone	7.5	\$5,248,000	4	\$3,629,000	11.5	\$8,877,000
203	Ashley	Cox	12	\$5,507,623	5.5	\$3,335,300	17.5	\$8,842,923
204	Joelle	Cachey Hayes	5.5	\$7,659,000	3	\$1,170,000	8.5	\$8,829,000
205	Cornelis	Hoogstraten	2.5	\$805,000	13	\$7,948,500	15.5	\$8,753,500
206	Jeremiah	Fisher	7.5	\$4,720,500	9	\$4,032,500	16.5	\$8,753,000
207	Guido	Piunti	6	\$1,948,700	18	\$6,774,031	24	\$8,722,731
208	Nancy	Tassone	5	\$7,835,000	1	\$847,500	6	\$8,682,500
209	Fadya	Kashkeesh	5	\$4,337,000	5	\$4,337,000	10	\$8,674,000
210	Marzena	Frausto	3	\$1,429,000	17	\$7,154,500	20	\$8,583,500
211	Nancy	Mcadam	11	\$7,411,500	4	\$1,152,750	15	\$8,564,250
212	Craig	Fallico	15	\$5,341,000	9	\$3,217,800	24	\$8,558,800
213	Greg	Whelan	2	\$2,560,000	10	\$5,967,750	12	\$8,527,750
214	Blazena	Bilic	7.5	\$7,083,000	2	\$1,370,000	9.5	\$8,453,000
215	Philip	Mistrata	11	\$6,305,500	3	\$2,130,000	14	\$8,435,500
216	Giancarlo	Bargioni	8	\$6,416,400	5	\$2,008,000	13	\$8,424,400
217	Nicole	Flores	10	\$5,825,750	6	\$2,555,500	16	\$8,381,250
218	Rizwan	Gilani	6	\$2,210,000	11.5	\$6,137,500	17.5	\$8,347,500
219	Nancy	Huetteman	15	\$6,722,900	3	\$1,624,000	18	\$8,346,900
220	Anne	Rossley	6.5	\$3,861,250	7	\$4,465,000	13.5	\$8,326,250
221	Mark	Keppy	10	\$4,784,200	6	\$3,525,750	16	\$8,309,950
222	Elizabeth	Lothamer	10	\$4,918,500	7	\$3,376,400	17	\$8,294,900
223	Victoria	Rezin	3.5	\$3,188,000	4	\$5,077,000	7.5	\$8,265,000
224	Benjamin	Turbow	7	\$3,074,512	7	\$5,140,900	14	\$8,215,412
225	Whitney	Wang	4.5	\$1,960,000	12	\$6,240,000	16.5	\$8,200,000
226	Heather	Seidelman	8.5	\$4,758,000	5	\$3,422,000	13.5	\$8,180,000
227	Linda	Shaughnessy	2	\$3,460,000	3	\$4,685,000	5	\$8,145,000
228	Jesus	Rojas	1	\$285,000	19	\$7,831,525	20	\$8,116,525
229	Michael	McGuinness	5	\$1,729,500	16	\$6,315,900	21	\$8,045,400
230	Elizabeth	Caya	4	\$1,595,000	12	\$6,435,500	16	\$8,030,500
231	Maria	Kernahan	3	\$3,230,000	5	\$4,800,000	8	\$8,030,000
232	D	Waveland Kendt	14.5	\$6,903,900	2	\$1,120,000	16.5	\$8,023,900
233	Caroline	Druker	4	\$4,478,250	5	\$3,531,500	9	\$8,009,750
234	David	Dominguez	7.5	\$1,879,000	25.5	\$6,103,800	33	\$7,982,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Erin	Mandel	3	\$2,687,500	4	\$5,295,014	7	\$7,982,514
236	Olivia	Carlson	6	\$2,883,088	6	\$5,070,000	12	\$7,953,088
237	Brenda	Mauldin	7	\$5,687,600	2	\$2,150,000	9	\$7,837,600
238	Michael	Yeagle	3	\$4,725,000	2	\$3,050,000	5	\$7,775,000
239	Connie	Engel	12	\$6,129,000	3	\$1,602,500	15	\$7,731,500
240	Bruce	Glazer	6	\$2,857,500	7	\$4,870,000	13	\$7,727,500
241	Edward	Jelinek	10	\$5,282,477	4	\$2,437,300	14	\$7,719,777
242	Randy	Nasatir	4.5	\$2,116,500	9	\$5,582,500	13.5	\$7,699,000
243	Connie	Grunwaldt	8.5	\$6,242,500	3	\$1,408,000	11.5	\$7,650,500
244	Jaime	Campos	5	\$1,710,000	16	\$5,932,900	21	\$7,642,900
245	Steven	Jurgens	4	\$5,612,500	2	\$2,030,000	6	\$7,642,500
246	Arthur	Rothschild	3	\$1,413,000	12	\$6,216,000	15	\$7,629,000
247	Jacob	Tasharski	3	\$1,815,000	5	\$5,807,000	8	\$7,622,000
248	Nancy	Hotchkiss	12.5	\$5,930,000	4	\$1,688,000	16.5	\$7,618,000
249	Mario	Barrios	3.5	\$2,190,000	8	\$5,407,500	11.5	\$7,597,500
250	Christopher	Mundy	11.5	\$6,159,000	2	\$1,397,500	13.5	\$7,556,500

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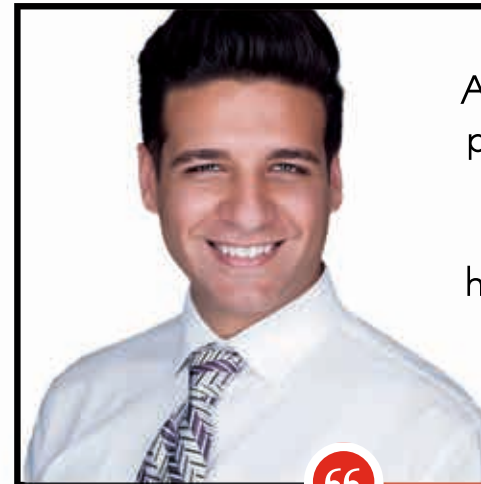
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