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AGENT FEATURE:

Evan Smeenge

ON THE RISE:

Monika Stepniak

PARTNER SPOTLIGHT:

Prestige Real Estate Images

SPRING EVENT:

Fountain Blue

Tuesday, May 21st 1PM - 4PM

Details on page 40

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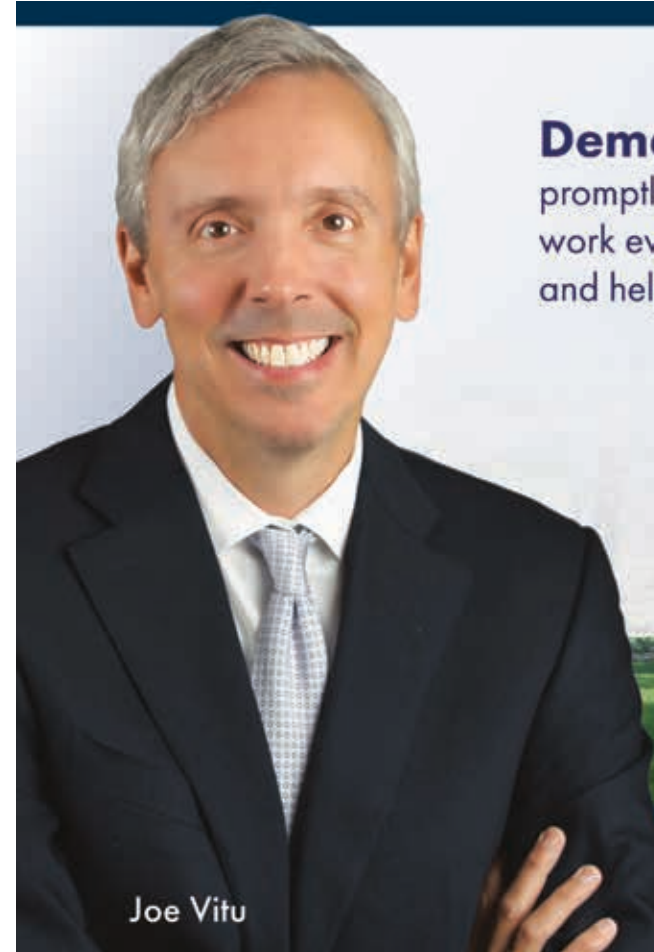
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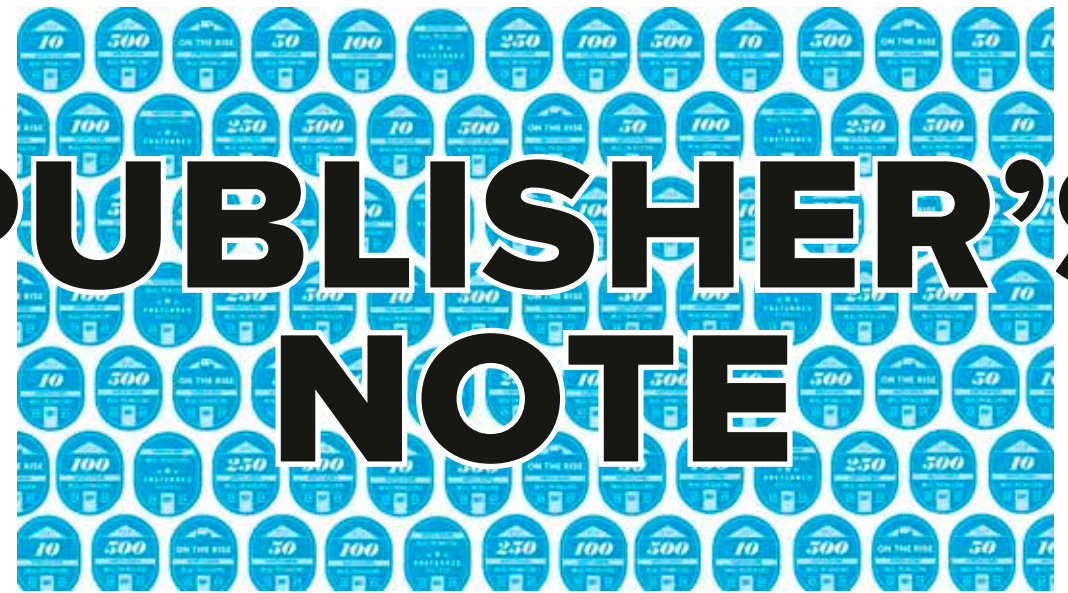
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PUBLISHER'S NOTE



Ever since the birth of *North Shore Real Producers* in 2020, recipients of the hard copy have repeatedly communicated that it is a badge of honor to be on our distribution list. Receiving the hard copy indicates you are among the top 500 producing REALTORS® in the North Shore for the previous year (based on closed production filtered by NSBAR). Most people know by now that we are not subscription based. However, every now and then, someone reaches out to me inquiring why they don't receive the physical magazine. After I explain how our platform works, people typically respect the fact that being on our distribution list has to be earned.

confirmed, you will receive your 2024 *North Shore Real Producers* badge. Our Preferred Partners are eligible to receive their own specific badge as well. Letting everyone know that you are a Real Producer is just another credible way to help you stand out from the crowd. We're excited to announce that we are bringing together our Chicago, DuPage, and North Shore Real Producers markets for a combined spring event on Tuesday, May 21st! Details can be found on page 40.



Scan to request your 2024 badge

I'm happy to announce that we have created a badge image for your email signature, social media, website, listings, and marketing materials! We officially made the announcement at our winter event a couple months ago, but in case you missed it, scan the QR code and follow the prompts. Once some basic information has been submitted and your 2023 production has been



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Quick Guide to Short Form Content

By Travis Heberling

The 2 things you need to do in 2024 to shine.

01.

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After a long day, your possible viewers don't want to be sold to, they want to zone out and laugh. When you post, you should be adding value to that viewers life. One of the ways to do this is by entertaining the viewer. A funny TikTok Dance is fine, but what is even better is if you can find ways to promote your service while still entertaining. It's a WIN-WIN.

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02. Educate

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CHRISTOPHER FABIE

NOMINATED BY: MICHAEL DICKSTEIN

Name: Christopher Fabie

Position/Title: Front Desk Administrator/ Glencoe

Office/Company: @properties/ Christie's International Real Estate

How long have you been working with the person who nominated you?

7 years

How long have you been working in the real estate industry? 7 years

What did you do before you began working in your current position?

I was an administrator with Coldwell Banker

What does your typical workday look like?

Being the sole administrator in the Glencoe office my day starts with opening the office and making sure it is clean, organized, and ready for the agents. Throughout the day, I assist the agents who come into the office with whatever they may need help with, this could be anything from a new listing, contract, marketing ideas, or general technology assistance. In addition, I help support the MLS duties for the @properties Chicagoland offices.

How would you describe your job in one word?

Dynamic

Why do you think you excel at your job?

I am very good at multi-tasking, and I also have strong listening skills. I am a person who likes to respond quickly to questions, requests and issues that arise. I am always willing to go out of my way to support the @properties agents!

What is the most rewarding aspect of your job?

Working with a fantastic team at @properties/ Christie's International Real Estate. Helping agents, and/or their clients, solve a problem

“Chris is always one step ahead...He truly understands the industry so well and understands his agents and their specific needs, which allows him to fit so seamlessly into this role.” - Michael Dickstein

and helping to facilitate their transaction. Often a purchase or sale can be stressful at times during the process, and being able to provide calm and responsive assistance can help facilitate the process.

What is the most challenging aspect of your job?

Having to deal with a wide variety of tasks that change from day to day, you never know what the day will bring.

What is one thing about you that others might find surprising or interesting?

I am a musician, and my wife and I ran a music school in Ireland for 12 years.

When you're not working, what do you like to do for fun?

Play music and ride my bike.

How do you feel about being nominated as a Behind-the-Scenes All-Star?

It's wonderful! Completely unexpected.

Is there anything else you'd like to share about yourself, about your job, or about your relationship with the person who nominated you?

I would like to thank Michael Dickstein who nominated me for this honor. Michael is an integral part of the @Glencoe office. Michael and I get along very well, we have a similar sense of humor, which always helps when the business gets stressful. I would also like to add that Mike Golden and Thad Wong the founders of @properties, as well as my @properties co-workers, are essential in assisting me in creating a strong and supportive and fun culture at the @Glencoe - Christies International Real Estate office. It's a great place to work!



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Evan Smeenge

A GAZE SET ON THE FUTURE

In 2019, with rosy cheeks and a great sense of anticipation, Evan Smeenge embarked on his real estate career, unaware of the whirlwind that awaited just six months later with the onset of the COVID-19 pandemic.

Evan's story, however, begins in Holland, Michigan, where he was born and raised. His upbringing deeply shaped his perspective, which is anchored in self-reflection and a relentless pursuit of growth. In high school, he'd start his day with a massive cup of coffee, the business section of the *New York Times*, and by playing the stock investment simulator on Investopedia. It was at this young age when he first became focused on the future and improving himself.

As Evan grew up, he looked up to his father, a carpenter turned teacher, and to his mother, a homemaker who later found herself in supporting roles in the health-care industry. But more than anything, Evan looked up to himself, or rather, the person he aspired to become.

"Specifically, [with my future goals in mind] I focused on who I am, where I am, and how I am. I've always been so focused on the next thing in life that I [really] never stopped to

think about the present," admits Evan. While he has since learned to take more joy in the present, Evan's outlook imbued in him a desire to always push toward the next goal.

Before donning the hat of a REALTOR®, Evan's professional journey took him through various roles in the museum industry, where he delved into prospect management and fundraising. It was life's subtle nudges and pivotal moments that steered him toward the world of real estate.

One of the catalysts that set Evan on the path to real estate was his move from Rhode Island to Chicago in 2017. "Family located in Chicago started having children. That pushed us, my wife and me, to rethink living on the East Coast. It made me rethink my goals in life, too," explains Evan.

With new families blossoming around him in Chicago, Evan's mind began to shift toward a different plan for the future. He wanted to buy rental properties and knew that his nine-to-five job at the Museum of Science and Industry did not offer the resources he needed to do that—neither the income nor the time to learn how to do it. So he decided to get his license and jump fully into real estate; it was the quickest path to meet both goals, but of course, the path to success in real estate is not without its obstacles.





Evan at Sophia Steak in Wilmette.

“Specifically, with my future goals in mind I focused on **who I am, where I am, and how I am.**”

Like many, Evan weathered the storm of COVID-19, grappling with market uncertainties and personal challenges. Yet, amidst the chaos, he found solace in embracing life’s ebbs and flows, focusing on what truly mattered: family, resilience, and adaptability.

Looking back at 2023, Evan says much of his year involved “nesting,” as he and his wife, Shelby, had their first child, Theodore (Ted), that spring. “Everything changed last year,” shares Evan. “But I had a new ‘why,’ and I have absolutely loved seeing my family grow.”

Today, as Evan reflects on his journey, he finds himself driven by a passion for

innovation in the real estate landscape. He says that while traditional methods hold merit, he believes in embracing new technologies and strategies to stay ahead of the curve. Moreover, amidst the hustle of the business world, he cherishes the connections forged with clients, many of whom have become treasured friends.

In many ways, Evan sees himself as part of a larger, younger generation of agents who are entering the industry hungry and ready to



take it on and make it their own. To those aspiring agents, Evan offers a simple piece of advice: “Embrace failure as a stepping-stone to success and prioritize self-care amidst life’s hustle and bustle.”

When he is not working or cuddling up with little Ted at home, there’s nothing Evan loves more than to travel. In fact, before Ted will turn two, he will have already been to three European countries.

As for Evan’s wife, she is his rock. “I wouldn’t be where I am today without Shelby,” shares Evan. “She has been a great partner through everything.”

A lover of men’s fashion, Evan also enjoys going to his sports club to shoot clays and smoke cigars. His favorite place to eat in town is Great Coast Commons in Kenilworth, and he can’t resist the Detroit style pizza at DeSalvo’s in Evanston.

As Evan continues building on the momentum he’s created thus far and gazes toward the future, he will undoubtedly continue to experience success in the exact way he sees it:

“For me, success is continuity, happiness, clarity about your life goals, and solid relationships. Success is stoking that fire in my chest to do more, as well as children that run to you when you get home.”

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By Chris Menezes
Photos by Elliot Powell

MONIKA STEPNIAK

WITH CLEAR VISION AND RESOLVE

Monika Stepniak's life has been marked by great change. Predicated by an adventurous spirit and remarkable ability to adapt and do what needs to be done to achieve success, her story begins in Kraków, Poland, in 1999, when she, at the age of seven, and her mother decided to leave their homeland and everything they knew to start afresh in America.

"We were fortunate to have some of my mother's siblings already established in the United States, which offered us a support system and a sense of familiarity," explains Monika. "Yet, starting this adventure tested the resilience and determination of both my mother and me. My mother is someone I've looked up to because she is such a strong, hard-working woman, raising me as a single parent and accomplishing what she's accomplished while barely speaking English."

Monika inherited her mother's work ethic. After graduating high school in 2011, she started as a sales associate at T-Mobile and became a manager just a few years later. While she'd put her sights on the position of district manager, she left in 2015 after she started her new journey, working at Abt—a family-owned and operated electronics and appliance store.

Monika spent six years with Abt. She credits the experience with allowing her to develop strong customer service skills, attention to detail, and a deep appreciation for quality products and service. However, after a decade of working long hours in retail, having to work every holiday and weekend, she craved more freedom.

"So many things [about] working in retail made me second-guess my career," explains Monika. "I missed

friends and families' important life events: weddings, birthdays, baby showers, etc.; I lacked the personal time to focus on being healthy; but most of all, the ability to grow was limited, along with the rewards."

Real estate was in the back of Monika's mind for years. She always loved interior design and knew she had a natural ability to walk into an old or rundown home and immediately imagine what she could do to it. However, she put the idea off for quite some time. "I really did procrastinate on starting in this field. I doubted myself on what I would be able to accomplish," she confesses.

In the Spring of 2021, however, Monika finally took the leap, marking a pivotal moment in her professional and personal life. Although she didn't quite know what to expect, she was ready to make this career her own.





“I started my career in real estate with a clear goal in mind: to achieve financial freedom on my own terms,” she says. “The idea of building my own business, where I’m not beholden to anyone else but myself, was a powerful motivator. Beyond the financial aspect, I was drawn to the idea of helping people navigate the complexities of the real estate market. The flexibility of making my own schedule was another enticing prospect, as it would enable me to prioritize what truly matters: spending quality time with the important people in my life.”

All has proven true. Real estate has allowed Monika to pursue these dreams and to achieve great personal and professional growth in the process. As she navigated the complexities of the real estate market these past couple years, she found herself constantly learning and growing and eager to apply her retail experience. Starting out as a solo agent, however, she struggled with feeling lost and alone at times. Until she met Anam Hargey.

“Anam took me under her wing and was able to mentor me. We’ve become best friends outside of work as well, and I’m so grateful for her help and friendship,” Monika emphasizes.

Two-and-a-half years into her career today, Monika is currently focused on “getting back to basics” with door-knocking and cold-calling on expired and cancelled

listings. Getting out of her comfort zone is the name of the game, and for Monika, that means making a special effort to build her social media image, something she has never been inclined to do. However, she has a clear goal that she is working toward and that keeps her focused.

“Two to three years from now when I have children, I imagine being there for them when they need me most—school pick-ups, sports, plays, etc.—and still be able to work and focus on my business,” she says.

Monika’s other pursuits of happiness include getting together with her mom once or twice a week to take her dogs—Baby, Buddie, and Buster—to The Glen in Glenview, or to cook a Polish dish together. Monika describes Gołąbki (stuffed cabbage rolls), one of their special dishes, as labor-intensive but more fun and easier to make with two people.



Monika with her three dogs, Baby, Buddie, and Buster.

Monika also loves a good “retail therapy” session by herself or a fun round of bowling with friends when she isn’t at the gym and focusing on her health. With a love for

“

I STARTED MY CAREER IN REAL ESTATE WITH A CLEAR GOAL IN MIND: TO ACHIEVE FINANCIAL FREEDOM ON MY OWN TERMS.”

traveling and experiencing different cultures, especially their foods, Monika also has a goal of visiting every state in the US and spending an entire month in Europe.



Monika enjoying a Chicago Cubs game with a friend.

From the historic streets of Kraków to the suburbs of Illinois, Monika’s life has been a testament to the idea that with perseverance and a clear vision, anything is possible. She exemplifies that success is not just measured in financial terms but also in the joy of helping others, the ability to be present for family, and the freedom to live life on one’s own terms. It will be exciting to see everything she will continue to build for herself.



ESTIMATE

▶▶ cover story

By Chris Menezes
Photos by Prestige Real Estate Images Inc.

A Testament to Resilience and Strength





One of those accomplishments is the recent formation of the Lyn Wise

Group with her husband, Bob. When it became evident that Lyn's business needed additional support to continue thriving and growing, Bob joined the team. "He was quickly able to put together a roadmap for success, which included a

well-thought-out business plan and a streamlining of operations and systems," says Lyn. Bob provides back-end support to the team, keeping the business organized. "Support and collaboration are the main values that drive the Lyn Wise Group," Lyn adds.

"We built our team with a vision to support each of our members and

their quest for growth," Lyn expresses. "People often ask me if I built a team because I was so busy that I needed help, but the opposite is actually the case: we weren't looking to have the team support our business. Rather, our vision for the Lyn Wise Group, and my personal goal, was to build a team where Bob and I would support each member and foster their growth, and I think we are finding success with that vision."

The Lyn Wise group is comprised of Emily Kordick, Melissa Lerner, and Shelley Stolman. Lyn describes the team as being very cohesive and respectful of everyone's ideas.

"Our goal is to be super collaborative and value what each team member brings to the table," she notes. "In just a short amount of time, we have really bonded, and I can honestly say we thrive on being and working together. Bob and I feel incredibly lucky that we were able to bring on three driven, focused, go-getters with great ideas and deep connections to their communities. Most importantly, they are kind, empathetic, honest, and just fun to be with."

Lyn is thankful to @properties| Christie's International Real Estate for their support. "No one does it better," she claims. "They are consistently

Real estate was the career Lyn Wise always wanted. It was just a matter of finding the right time to get started. She was all-in for about two years, but the dream had to be put on hold when she and her family moved to California for a short time. The right time came in 2017, and since then, she has both persevered and launched the Lyn Wise Group, which aims to be a model of support and resilience and is grounded in the desire to help others.

Lyn worked in corporate sales and marketing after earning her MBA from Loyola University. It was hard to juggle the corporate life with young children, though, so she sought a career with more flexibility. She was thrilled to find real estate the ideal match for her personal interests and ambitions, but she quickly realized that raising three young sons—Alec, Jake, and Jeremy—while having a husband who traveled frequently for work, was not conducive to jump-starting a real estate business. So, she kept her license on hold and waited for the right time.

"Working for a large company made me realize I wanted to run my own business. For me, seeing a

process through from beginning to end and controlling my own destiny were paramount," Lyn explains. "I have always liked 'the thrill of the move,' and the excitement of new beginnings. Meeting new people means every day and every situation is different—no two people or situations are alike. I also love all things home, décor, and architecture, and exploring different neighborhoods."

Upon returning from California in 2017, she jumped in with both feet and at full speed with @properties| Christie's International Real Estate. But as Lyn was growing her business, her oldest son, Alec, was diagnosed with a brain tumor. After an intense battle, with Lyn fighting constantly by his side and traveling across the globe in search of the latest treatments, tragically, Alec passed away.

"The loss of my oldest son is something I will never overcome, but somehow, each day, I try to channel his personality and drive for success and incorporate them into my own ethos. He was a very driven, successful, smart young man, and I know he would be proud of my accomplishments," shares Lyn.



“Our goal is to be super collaborative and value what each team member brings to the table...”

and constantly creating the best tech, training, and personal support that's encircled by a collaborative spirit which facilitates growth."

When Lyn isn't focused on her team or her clients, she enjoys yoga, paddle tennis, and indulging in one of her "guilty TV pleasures" like *The Bachelor* and *Million Dollar Listing*. She also loves traveling with her family, finding "restaurant gems" in faraway places, and hanging out with friends. "My friends have been incredibly supportive. They met me where I was throughout the journey [with Alec]," she says. "I love having the time and energy to focus more on them and the joys in their lives."

Giving back to the community is especially important to Lyn and her family. They support a number of organizations related to their experience,

including the Rory David Deutsch Foundation, which supports brain tumor research. Another organization, Experience Camps, holds a very special place in their hearts. Experience Camps provide one-week camps for kids experiencing grief. "Camp was Alec's favorite place on earth, so this charity is a perfect fit. Jeremy has volunteered as a counselor with them the last two summers," Lyn shares.

Lyn's commitment to her team's growth, her passion for giving back to causes close to her heart, and her ability to find joy and fulfillment beyond her professional accomplishments are a testament to her strength and character. As she presses forward, she will continue to create a legacy of support, resilience, and hope that resonates far beyond the real estate industry and into the lives of many.

The Lyn Wise Group.

Photo credit: Martha Abelson



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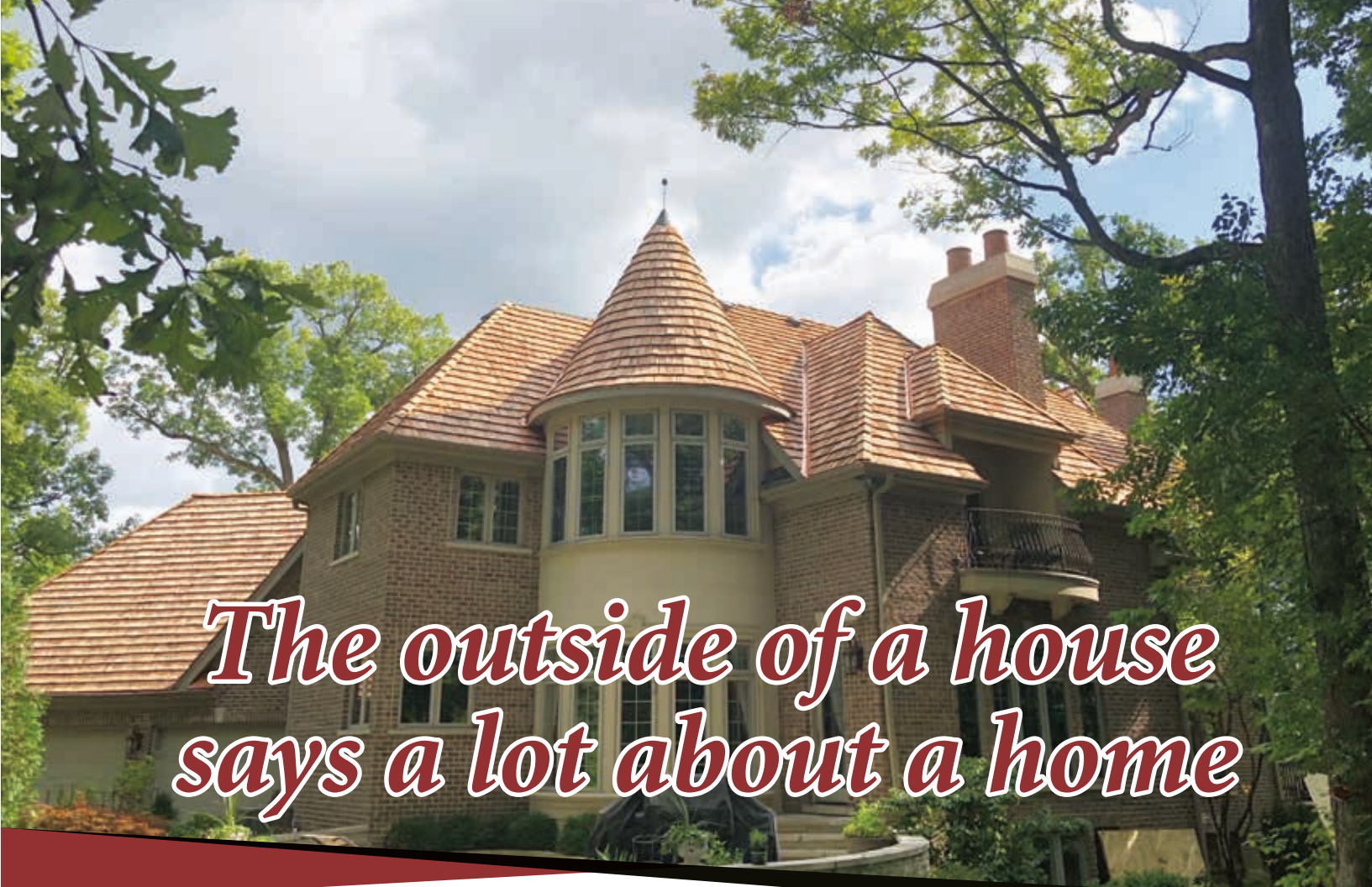
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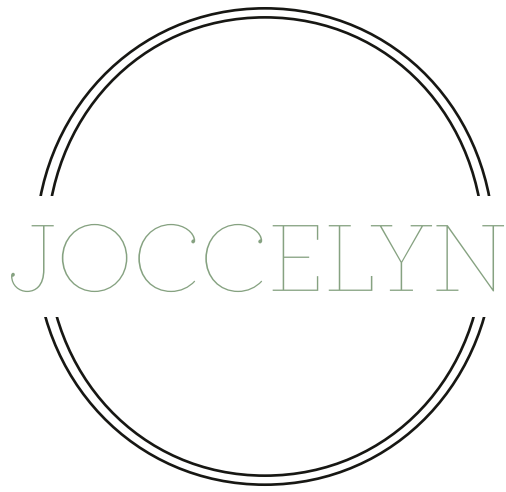
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ortiz

and Prestige Real Estate Images

It's amazing what can happen in just two years. For Joccelyn Ortiz and Prestige Real Estate Images, it can mean whole new kind of life. The last time we caught up with Richard Camacho and Manuel Valdovinos about their real estate photography business, Joccelyn was mostly involved with administrative tasks, and all three of them were working from a small desk in the basement of a real estate office.

Today, Joccelyn is the COO at Prestige, overseeing a team of eleven: the six photographers/videographers are out in the field, while the remaining five—the booking coordinator, photo editor, video editor, CFO, and bookkeeper—and Joccelyn herself, work in-house at the company's brand-new studio located in Garfield Ridge.

“Becoming a part of the Garfield Ridge community has allowed us to get so much more involved with the community and our clients,” Joccelyn notes. “This change has made such a positive impact on our team. We now have a space to call our own, where we can work more efficiently and even host photoshoots for our clients.”

Prestige Real Estate Images has not just changed in quantity, with more photographers and in-house team members, as Joccelyn notes, but in quality as well, in every aspect of the company—from the management to the staff, to the systems, and even their environment. This commitment to quality comes from the passion that first started with Richard and has now been instilled into each person on the team, as Joccelyn explains:

“Most of our photographers came to us without having any real estate photography experience, but they all came in with a passion for photography, a drive to better their craft, and a hunger to get out there and become the best version of themselves.”

Joccelyn recalls her own entrance into the company and how the culture that Richard set inspired her to take greater ownership of her work and strive to continually improve. She started in 2019, just two years after the company was founded. At the time, her work wasn't particularly challenging. She was just answering phone calls and scheduling shoots here and there.


“Richard made it a mission of his to teach and involve me in as much as he could,” she explains. “He would always tell me, ‘One day you will be doing all this [what he was doing] yourself.’ I didn't really believe it, but the next thing I knew, I was in charge of scheduling shoots, routing out schedules to photographers, learning Photoshop, and delivering the final photos to our clients. I even do client headshot sessions now too.”

Joccelyn credits Prestige with getting her back into a leadership role, having

stepped away from the workforce after her daughter was born, and for getting her back into what she truly loves doing: helping people. The passion with which she approaches her work today comes directly from the company's culture and core values—something each team member imbues—whether she's working directly with a client or with a referral partner.

“Our goal is to make sure our REALTOR® partners are proud to show off their listings to potential buyers, and that each one looks perfect in all marketing materials,” Joccelyn emphasizes. “We believe beautiful pictures, worth a thousand words, can truly help showcase properties to their fullest potential.”



partner spotlight 

By Chris Menezes
Photos by Prestige Real Estate Images Inc.

We not only want to become the best in real estate photography, but to also become greater individuals..”

- Jocelyn



Jocelyn with her daughter.

one of the best Chicago real estate photography teams around. Every year, she looks to level the company up—whether through coming up with a new, innovative idea or restructuring, as well as keep up with the media and new trends—to do all they can to provide the best service and experience for their clients.

“We not only want to become the best in real estate photography, but to also become greater individuals,” Jocelyn notes. “My vision is to see each team member become the very best version of themselves. Our work culture promotes and supports that level of personal growth, and we know that when our people get to be their best selves, it means all that flows from Prestige will only be better and better. We are a very family-oriented company and want our team members to be and feel great, not just at work but in their personal lives as well.”

Jocelyn nourishes her personal life in many ways. She loves spending time with her daughter and going to Chicago White Sox and Blackhawks games. A huge coffee lover, she enjoys discovering new coffee shops in the city and taking her dog for a walk to Dunkin Donuts for an iced coffee. Jocelyn also loves to sing, and she led worship at her church at a young age, was a youth leader for a few years, and was even a regional worship leader.

Given the asset that Jocelyn’s passion and like-minded, empowerment-focused leadership style is to Prestige Real Estate Images’s already notable growth and success, we cannot wait to see what they will accomplish in the next two years.

To get the full Prestige treatment for your next listing, visit www.prestigelistingsphotos.com, or give them a call at 708-244-5937.

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service charges” for things like photo editing, a window view, sky replacements, or other photo enhancements.

“Working with Prestige goes beyond the imaging services we provide. It’s about building a personal connection with our clients,” Jocelyn emphasizes. “We love to see our REALTOR® partners prosper and grow.”

Jocelyn’s vision for Prestige over the next couple years includes seeing her team continuing to win and become

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	16.5	\$9,281,000	18	\$10,402,754	34.5	\$19,683,754
2	Anita	Olsen	41	\$14,523,095	0	\$0	41	\$14,523,095
3	Kim	Alden	5.5	\$3,150,250	25	\$8,411,500	30.5	\$11,561,750
4	Annie	Royster Lenzke	1	\$3,825,000	3.5	\$7,063,000	4.5	\$10,888,000
5	John	Morrison	5.5	\$5,450,000	4	\$4,760,000	9.5	\$10,210,000
6	Cory	Green	2	\$1,269,000	9	\$7,862,000	11	\$9,131,000
7	Paige	Dooley	2	\$5,050,000	2.5	\$3,425,000	4.5	\$8,475,000
8	Sarah	Leonard	13.5	\$5,479,750	8	\$2,976,800	21.5	\$8,456,550
9	Jeff	Ohm	3	\$4,059,898	3	\$4,059,898	6	\$8,119,796
10	Jennifer	Olson Jones	14	\$7,732,763	0	\$0	14	\$7,732,763
11	Nicholas	Solano	13	\$7,445,395	0	\$0	13	\$7,445,395
12	Dominick	Clarizio	1	\$1,492,500	4	\$5,747,222	5	\$7,239,722
13	John	Barry	3	\$3,955,270	2	\$2,605,270	5	\$6,560,540
14	Andra	O'Neill	2	\$2,038,750	2	\$4,400,000	4	\$6,438,750
15	Jean	Royster	1	\$3,825,000	0.5	\$2,575,000	1.5	\$6,400,000
16	Jena	Radnay	2	\$6,265,000	0	\$0	2	\$6,265,000
17	Kelly	Malina	13	\$5,560,245	1	\$430,000	14	\$5,990,245
18	Grace	Sergio	1.5	\$5,411,200	1	\$550,000	2.5	\$5,961,200
19	Michelle	Hasten	0	\$0	1	\$5,065,000	1	\$5,065,000
20	Shaun	Raugstad	1	\$2,300,000	3	\$2,760,000	4	\$5,060,000
21	Sam	Shaffer	0	\$0	1	\$4,919,900	1	\$4,919,900
22	Oskar	Wiatr	1	\$2,900,000	5	\$1,888,000	6	\$4,788,000
23	Anne	Dubray	4	\$3,803,500	1	\$925,000	5	\$4,728,500
24	Lisa	Wolf	6	\$3,188,500	4.5	\$1,492,212	10.5	\$4,680,712
25	Maria	DelBoccio	1.5	\$715,000	10	\$3,929,600	11.5	\$4,644,600
26	Leslie	McDonnell	8	\$3,122,000	2	\$1,375,000	10	\$4,497,000
27	Amy	Zern	0	\$0	1	\$4,400,000	1	\$4,400,000
28	Linda	Little	10	\$4,398,220	0	\$0	10	\$4,398,220
29	Cheryl	Bonk	10	\$4,398,220	0	\$0	10	\$4,398,220
30	Katie	Hauser	0.5	\$870,000	2	\$3,395,514	2.5	\$4,265,514
31	Deborah	Hepburn	1	\$1,550,000	2	\$2,340,000	3	\$3,890,000
32	Jamie	Hering	5	\$1,653,500	6	\$2,226,900	11	\$3,880,400
33	Pat	Kalamatas	5	\$2,414,082	3	\$1,353,945	8	\$3,768,027
34	Michael	Thomas	2	\$697,250	2	\$2,975,000	4	\$3,672,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Kate	Fanselow	0.5	\$178,750	7	\$3,371,500	7.5	\$3,550,250
36	Justin	Greenberg	1	\$2,650,000	1	\$845,000	2	\$3,495,000
37	James	Ziltz	7	\$3,479,590	0	\$0	7	\$3,479,590
38	Sarah	Toso	6	\$3,439,721	0	\$0	6	\$3,439,721
39	Kimberly	Shortsle	1	\$1,667,500	2	\$1,765,000	3	\$3,432,500
40	Nancy	Adelman	1	\$2,322,222	1	\$1,100,000	2	\$3,422,222
41	Joe	Gerber	2	\$720,000	2	\$2,700,000	4	\$3,420,000
42	Jacqueline	Harding	1	\$305,000	2	\$3,105,000	3	\$3,410,000
43	Juliet	Towne	3	\$2,510,000	2	\$760,000	5	\$3,270,000
44	Katharine	Hackett	0	\$0	2	\$3,220,000	2	\$3,220,000
45	Susan	Carey	0	\$0	1	\$3,200,000	1	\$3,200,000
46	Scott	Berg	1	\$3,200,000	0	\$0	1	\$3,200,000
47	Connie	Dornan	5.5	\$2,764,500	0.5	\$243,250	6	\$3,007,750
48	Mary	Grant	0	\$0	2	\$2,935,500	2	\$2,935,500
49	Jim	Starwalt	3	\$603,500	7.5	\$2,321,400	10.5	\$2,924,900
50	Lori	Progar	4	\$2,230,000	1	\$690,000	5	\$2,920,000

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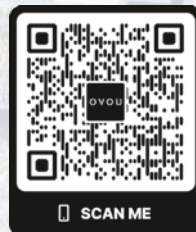
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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Brandy	Isaac	3	\$2,918,000	0	\$0	3	\$2,918,000
52	Jodi	Cinq-Mars	3.5	\$1,337,500	4	\$1,547,000	7.5	\$2,884,500
53	Kathryn	Mangel	1	\$1,053,600	2	\$1,825,000	3	\$2,878,600
54	Jacqueline	Lotzof	0	\$0	1.5	\$2,875,000	1.5	\$2,875,000
55	Lisa	Trace	1	\$1,890,000	2	\$975,000	3	\$2,865,000
56	Judy	Gibbons	2	\$986,000	2	\$1,871,950	4	\$2,857,950
57	Natasha	Motev	1	\$2,825,000	0	\$0	1	\$2,825,000
58	Ann	Lyon	1	\$1,795,000	2	\$1,025,000	3	\$2,820,000
59	Vaseekaran	Janarthanam	2	\$724,902	6	\$2,092,000	8	\$2,816,902
60	Lital	Avnet	1.5	\$2,172,000	1	\$585,000	2.5	\$2,757,000
61	Vikram	Sagar	2	\$1,640,000	2	\$1,114,900	4	\$2,754,900
62	Amy	Diamond	3	\$1,088,250	4	\$1,659,900	7	\$2,748,150
63	Lynda	Sanchez-Werner	8.5	\$2,694,650	0	\$0	8.5	\$2,694,650
64	Christopher	Lobrillo	8.5	\$2,694,650	0	\$0	8.5	\$2,694,650
65	Daniel	Timm	4	\$2,690,000	0	\$0	4	\$2,690,000
66	Brady	Andersen	1	\$1,695,000	1	\$960,000	2	\$2,655,000
67	Janeth	McDonough	0	\$0	1	\$2,650,000	1	\$2,650,000
68	Kelly	Duff	0.5	\$1,047,500	0.5	\$1,600,000	1	\$2,647,500
69	Emily	Smart Lemire	0.5	\$1,047,500	0.5	\$1,600,000	1	\$2,647,500
70	Sherry	Esenberg	3	\$1,176,500	3	\$1,465,900	6	\$2,642,400
71	Michelle	Parnell	1	\$960,000	2	\$1,660,000	3	\$2,620,000
72	Pam	MacPherson	1.5	\$1,847,400	1	\$756,000	2.5	\$2,603,400
73	Eleni	Pappas	1	\$2,600,000	0	\$0	1	\$2,600,000
74	Ted	Pickus	1.5	\$917,000	2	\$1,674,000	3.5	\$2,591,000
75	Anam	Hargey	0	\$0	3	\$2,575,000	3	\$2,575,000
76	Ashlee	Fox	1	\$725,000	2	\$1,825,000	3	\$2,550,000
77	Christopher	Paul	4	\$1,830,000	2	\$710,500	6	\$2,540,500
78	David	Schwabe	4	\$1,654,350	3	\$885,000	7	\$2,539,350
79	Joan	Couris	6.5	\$2,334,500	1	\$200,000	7.5	\$2,534,500
80	Janet	Borden	4	\$2,140,500	0.5	\$390,000	4.5	\$2,530,500
81	Marina	Britva	1	\$2,530,000	0	\$0	1	\$2,530,000
82	Karen	Mason	0	\$0	1	\$2,500,000	1	\$2,500,000
83	Edie	Love	0	\$0	1	\$2,500,000	1	\$2,500,000
84	Connie	Barhorst	5	\$1,845,300	2	\$652,000	7	\$2,497,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	R. Matt	Leutheuser	0	\$0	1	\$2,495,000	1	\$2,495,000
86	Tim	Stassi	0	\$0	1	\$2,449,000	1	\$2,449,000
87	John	Herman	4	\$1,431,900	2	\$999,732	6	\$2,431,632
88	Todd	Trawinski	0	\$0	2	\$2,415,000	2	\$2,415,000
89	Samantha	Kalamaras	4	\$1,899,500	1	\$490,000	5	\$2,389,500
90	Allison	Silver	3	\$1,975,500	0.5	\$390,000	3.5	\$2,365,500
91	Diana	Matichyn	4	\$1,778,900	2	\$574,950	6	\$2,353,850
92	Julie	Jensen	0	\$0	4	\$2,351,000	4	\$2,351,000
93	Craig	Fallico	5	\$2,150,000	1	\$173,000	6	\$2,323,000
94	Lindsay	Schulz	2	\$1,040,800	4	\$1,277,500	6	\$2,318,300
95	Lynn	Fleishman	1	\$950,000	1	\$1,350,000	2	\$2,300,000
96	Mary	Hoffman	6	\$2,275,500	0	\$0	6	\$2,275,500
97	Lori	Baker	1.5	\$2,029,750	0.5	\$245,000	2	\$2,274,750
98	Alissa	McNicholas	1.5	\$2,029,750	0.5	\$245,000	2	\$2,274,750
99	Lisa	Rome	0	\$0	3	\$2,269,000	3	\$2,269,000
100	Anne	Hardy	2	\$2,245,000	0	\$0	2	\$2,245,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024.


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Anthony	Erangey	0	\$0	2	\$2,236,250	2	\$2,236,250
102	Sohail	Salahuddin	3	\$1,282,900	2.5	\$945,000	5.5	\$2,227,900
103	Gina	Shad	2	\$1,302,000	2	\$920,000	4	\$2,222,000
104	Lynn	Romanek-Holstein	3	\$2,215,000	0	\$0	3	\$2,215,000
105	Shaunna	Burhop	3	\$1,296,500	2	\$879,995	5	\$2,176,495
106	Patrick	Milhaupt	1.5	\$2,172,000	0	\$0	1.5	\$2,172,000
107	Joel	Holland	1	\$1,456,250	1	\$660,000	2	\$2,116,250
108	Andrew	Mrowiec	1	\$1,245,475	1	\$870,000	2	\$2,115,475
109	Sheila	Doyle	2	\$595,000	2	\$1,504,490	4	\$2,099,490
110	Vasi	Koufis	2	\$1,046,501	3	\$1,022,000	5	\$2,068,501
111	Judy	Greenberg	1.5	\$1,012,500	1.5	\$1,053,000	3	\$2,065,500
112	Cherie	Smith Zurek	4	\$1,545,000	1	\$510,000	5	\$2,055,000
113	Carrie	Tarzon	1	\$1,373,000	1	\$680,000	2	\$2,053,000
114	Nancy	Gibson	1	\$325,000	2	\$1,715,555	3	\$2,040,555
115	Katie	Bishop	0	\$0	2	\$2,035,000	2	\$2,035,000
116	Greg	Klemstein	6	\$1,729,226	1	\$291,000	7	\$2,020,226
117	Tami	Leviton	0	\$0	1	\$2,001,000	1	\$2,001,000
118	Pamela	McClamroch	1	\$1,995,000	0	\$0	1	\$1,995,000
119	Elizabeth	Jakaitis	2	\$1,980,000	0	\$0	2	\$1,980,000
120	Rebecca	Gilberg	1	\$1,975,000	0	\$0	1	\$1,975,000
121	Randall	Brush	3	\$1,000,000	2	\$939,100	5	\$1,939,100
122	Jill	Thomas	1	\$670,000	2	\$1,264,000	3	\$1,934,000
123	Marybeth	Durkin	1	\$649,000	1	\$1,285,000	2	\$1,934,000
124	Esther	Zamudio	4.5	\$1,029,400	4	\$898,000	8.5	\$1,927,400
125	Misael	Chacon	3	\$1,469,000	1	\$435,000	4	\$1,904,000
126	Anne	Jacobs	0	\$0	3	\$1,895,000	3	\$1,895,000
127	Samantha	Trace	1	\$1,890,000	0	\$0	1	\$1,890,000
128	Beth	Wexler	2	\$1,887,500	0	\$0	2	\$1,887,500
129	Kelly	Baysinger	1	\$406,250	4	\$1,481,000	5	\$1,887,250
130	David	Leigh	4	\$1,536,000	1	\$350,000	5	\$1,886,000
131	Elise	Dayan	1	\$464,000	0.5	\$1,412,500	1.5	\$1,876,500
132	Bryan	Mercado	1	\$1,875,000	0	\$0	1	\$1,875,000
133	Mark	Ranallo	0	\$0	1	\$1,875,000	1	\$1,875,000
134	Kimberly	Meixner	1	\$1,050,000	1	\$822,000	2	\$1,872,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Peter	Gialamas	5	\$1,519,000	1	\$350,000	6	\$1,869,000
136	Anil	Chittalakattu	0	\$0	2	\$1,860,000	2	\$1,860,000
137	Jay	Upadhyaya	1	\$1,375,000	1	\$475,000	2	\$1,850,000
138	Robert	Picciariello	5	\$1,847,500	0	\$0	5	\$1,847,500
139	Marco	Amidei	3.5	\$1,842,450	0	\$0	3.5	\$1,842,450
140	Heather	Schweitzer	2	\$1,305,000	1	\$529,900	3	\$1,834,900
141	Robert	Housh	1	\$1,225,000	1	\$595,000	2	\$1,820,000
142	Ashley	Arzer	1	\$350,000	2	\$1,467,000	3	\$1,817,000
143	Nevin	Nelson	0	\$0	4	\$1,805,500	4	\$1,805,500
144	Benjamin	Hickman	2	\$490,000	4	\$1,312,500	6	\$1,802,500
145	Peggy	Glickman	0.5	\$341,000	2	\$1,461,000	2.5	\$1,802,000
146	Tamara	Vankrevelen	1	\$1,800,000	0	\$0	1	\$1,800,000
147	Dorota	Gessek	1	\$1,800,000	0	\$0	1	\$1,800,000
148	Marlene	Rubenstein	0	\$0	1	\$1,800,000	1	\$1,800,000
149	Victoria	Waliczek	0	\$0	1	\$1,795,000	1	\$1,795,000
150	Lindsey	Kaplan	1.5	\$536,500	3	\$1,250,000	4.5	\$1,786,500

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Liz	Salinas	0	\$0	1.5	\$1,782,500	1.5	\$1,782,500
152	Yuriy	Nydza	0	\$0	5	\$1,780,000	5	\$1,780,000
153	Cathy	Oberbroeckling	3	\$1,777,100	0	\$0	3	\$1,777,100
154	Gergana	Todorova	1	\$1,590,000	1	\$185,000	2	\$1,775,000
155	Dawn	Kasten	0	\$0	3	\$1,770,000	3	\$1,770,000
156	Debbie	Glickman	1	\$640,000	2	\$1,124,100	3	\$1,764,100
157	Mohammed	Iftikhar	2	\$879,999	1	\$881,500	3	\$1,761,499
158	Connie	Antoniou	2	\$1,260,000	1	\$500,000	3	\$1,760,000
159	Heidi	Seagren	0	\$0	3	\$1,757,500	3	\$1,757,500
160	William	Volpe	4	\$1,749,250	0	\$0	4	\$1,749,250
161	Anthony	Disano	4	\$1,749,250	0	\$0	4	\$1,749,250
162	Rajasekhar	Potluri	0.5	\$253,500	3	\$1,495,711	3.5	\$1,749,211
163	Alan	Berlow	2	\$1,160,000	1	\$589,000	3	\$1,749,000
164	Brian	Ban	1	\$455,000	3	\$1,292,500	4	\$1,747,500
165	Linda	Schwartz	1	\$1,740,000	0	\$0	1	\$1,740,000
166	Suzanne	Myers	2	\$1,735,000	0	\$0	2	\$1,735,000
167	Lori	Christensen	5	\$1,149,900	2.5	\$571,450	7.5	\$1,721,350
168	Denise	D'Amico	1.5	\$1,101,000	1	\$620,000	2.5	\$1,721,000
169	Paul	Mancini	0	\$0	1	\$1,700,000	1	\$1,700,000
170	C. Steven	Weirich	1	\$315,000	2	\$1,382,500	3	\$1,697,500
171	Vicki	Nelson	1.5	\$1,695,500	0	\$0	1.5	\$1,695,500
172	Yevhen	Hurtovyi	0	\$0	7	\$1,691,760	7	\$1,691,760
173	Tony	Stoychev	1	\$385,000	1	\$1,300,000	2	\$1,685,000
174	Lyn	Wise	1	\$316,000	2.5	\$1,367,500	3.5	\$1,683,500
175	Robbie	Morrison	3.5	\$1,327,500	1	\$352,500	4.5	\$1,680,000
176	Joey	Gault	1.5	\$1,675,000	0	\$0	1.5	\$1,675,000
177	Charles	Vasbinder	0	\$0	2	\$1,674,000	2	\$1,674,000
178	Adriana	Cook	2	\$737,500	3	\$934,000	5	\$1,671,500
179	Lauren	Field	1	\$1,125,000	1	\$545,000	2	\$1,670,000
180	Carleigh Mia	Goldsberry	1	\$1,667,500	0	\$0	1	\$1,667,500
181	Mary	Summerville	2	\$730,000	2	\$936,500	4	\$1,666,500
182	Nathan	Freeborn	0	\$0	3	\$1,660,000	3	\$1,660,000
183	Sara	Sogol	3	\$1,070,000	2	\$581,500	5	\$1,651,500
184	Darren	Reagan	0.5	\$550,000	1	\$1,100,000	1.5	\$1,650,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Lisa	Buncic	1	\$1,049,000	1	\$600,000	2	\$1,649,000
186	Janice	Hazlett	0	\$0	1	\$1,641,620	1	\$1,641,620
187	Jackie	Mack	1	\$1,641,620	0	\$0	1	\$1,641,620
188	Desislava	Vukov	3	\$872,500	2	\$763,000	5	\$1,635,500
189	Jay	Krupp	1	\$255,500	1	\$1,375,000	2	\$1,630,500
190	Abhijit	Leekha	2	\$823,500	2	\$802,100	4	\$1,625,600
191	Missy	Jerfita	1	\$252,000	2	\$1,369,000	3	\$1,621,000
192	Connie	Scott	1	\$1,300,000	1	\$310,000	2	\$1,610,000
193	Samuel	Lubeck	1	\$452,000	1	\$1,150,000	2	\$1,602,000
194	Chris	Veech	0	\$0	1	\$1,600,000	1	\$1,600,000
195	Sadie	Winter	1	\$167,500	4.5	\$1,431,250	5.5	\$1,598,750
196	David	Yocum	0	\$0	3	\$1,587,000	3	\$1,587,000
197	Tyler	Lewke	2.5	\$862,000	2	\$721,000	4.5	\$1,583,000
198	Kim	Pape	2	\$1,200,000	1	\$382,500	3	\$1,582,500
199	Nancy	Keogh	2	\$1,340,000	1	\$240,000	3	\$1,580,000
200	Dean	Tubekis	2.5	\$940,000	3	\$632,000	5.5	\$1,572,000

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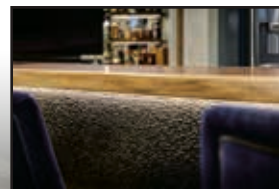
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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to February 29, 2024.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Leigh	Marcus	0	\$0	2	\$1,570,000	2	\$1,570,000
202	Svetlana	Gilman	2	\$1,282,000	1	\$286,000	3	\$1,568,000
203	Celeste	Barr	1	\$450,000	2	\$1,115,000	3	\$1,565,000
204	Susan	Maman	1	\$1,562,500	0	\$0	1	\$1,562,500
205	Margie	Brooks	1	\$370,000	2	\$1,190,000	3	\$1,560,000
206	Luigui	Corral	2	\$790,000	1	\$770,000	3	\$1,560,000
207	Vincent	Romano	3	\$1,555,000	0	\$0	3	\$1,555,000
208	Meg	Sudekum	1	\$1,550,000	0	\$0	1	\$1,550,000
209	Melinda	Lawrence	0	\$0	1	\$1,550,000	1	\$1,550,000
210	Eve	Bremen	0	\$0	1	\$1,550,000	1	\$1,550,000
211	Jay	Rodgers	1	\$1,185,000	1	\$365,000	2	\$1,550,000
212	Matthew	Messel	1.5	\$772,500	3	\$774,500	4.5	\$1,547,000
213	Andee	Hausman	2.5	\$773,000	3.5	\$771,500	6	\$1,544,500
214	Julia	Alexander	0	\$0	4	\$1,535,000	4	\$1,535,000
215	Jill	Lovinger	0	\$0	1	\$1,530,000	1	\$1,530,000
216	Matthew	Lysien	1	\$370,000	3	\$1,155,000	4	\$1,525,000
217	Nannette	Porter	1.5	\$294,500	3	\$1,227,000	4.5	\$1,521,500
218	Sue	Hall	1.5	\$887,400	1	\$619,900	2.5	\$1,507,300
219	Catherine	King	0	\$0	2	\$1,505,000	2	\$1,505,000
220	Fernando	Godoy	3	\$1,076,000	1	\$425,000	4	\$1,501,000
221	Brie	Crum	0.5	\$199,500	6	\$1,300,000	6.5	\$1,499,500
222	Carrie	McCormick	0	\$0	1	\$1,499,000	1	\$1,499,000
223	Geri	Katz Emalfarb	1	\$1,499,000	0	\$0	1	\$1,499,000
224	Chicky	Johnson	2	\$484,750	1	\$1,010,000	3	\$1,494,750
225	Judie	Fiandaca	1	\$1,492,500	0	\$0	1	\$1,492,500
226	Jodi	Taub	0.5	\$324,500	2	\$1,167,000	2.5	\$1,491,500
227	Katie	Twyman	0	\$0	1	\$1,487,200	1	\$1,487,200
228	Rocio	Mena	2	\$339,900	5	\$1,144,900	7	\$1,484,800
229	David	Moreno	0	\$0	4	\$1,476,000	4	\$1,476,000
230	Stanca	Oltean	1	\$1,475,000	0	\$0	1	\$1,475,000
231	Michael	Lohens	2	\$720,000	2	\$744,900	4	\$1,464,900
232	Dawn	Bremer	3	\$1,155,000	2	\$308,600	5	\$1,463,600
233	Judy Ann	Bruce	2	\$825,000	2	\$635,000	4	\$1,460,000
234	Ryan	Pavey	2	\$481,500	3	\$976,400	5	\$1,457,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Robert	Zacharias	0	\$0	2	\$1,457,500	2	\$1,457,500
236	Frank	Denovi	4	\$1,454,000	0	\$0	4	\$1,454,000
237	Honore	Fru mentino	1.5	\$1,007,500	1	\$445,000	2.5	\$1,452,500
238	Linda	Levin	1	\$450,000	1	\$1,000,000	2	\$1,450,000
239	Nancy	Karp	2	\$1,450,000	0	\$0	2	\$1,450,000
240	Holly	Connors	3	\$1,011,500	1	\$430,000	4	\$1,441,500
241	Connie	Hoos	2.5	\$872,600	1	\$555,000	3.5	\$1,427,600
242	Natalie	Moore	1	\$589,000	2	\$833,000	3	\$1,422,000
243	Lauren	Rabin	1	\$464,000	1	\$950,000	2	\$1,414,000
244	Jesus	Perez	3	\$808,000	3	\$602,000	6	\$1,410,000
245	Joseph	Defrancesco	0	\$0	4	\$1,409,285	4	\$1,409,285
246	Sally	Mabadi	1.5	\$1,404,000	0	\$0	1.5	\$1,404,000
247	Sang	Han	1	\$1,400,000	0	\$0	1	\$1,400,000
248	Robert	Wisdom	2.5	\$955,000	1.5	\$445,000	4	\$1,400,000
249	Eudice	Fogel	0	\$0	1	\$1,400,000	1	\$1,400,000
250	Michelle	Nunez	1	\$374,000	3	\$1,023,900	4	\$1,397,900

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