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If you're anything like me, this takes intentionality and extracts a significant chunk of energy. However, once you get to a spot when you're not thinking about deadlines, who to respond to, and which boxes to check, it can be extremely refueling!

We're looking forward to seeing all of you again in a couple of months on October 16th at our fall event. Specifics and early registration details can be found on page 32.

Andy Burton
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PUBLISHER'S
note

It's nearly impossible to unplug and truly take a mental break to turn off our "work brains" in our industry. It doesn't happen often, but that's exactly what I was able to do recently on our family vacation in Rhode Island. We had the opportunity to visit our former next-door neighbors in Chicago who moved to Providence a few years ago. It was an amazing time catching up, reminiscing about our kids, and experiencing all of the rich American history the city has to offer in person. After the trip, I felt energized not only from physically being away from Chicago, but to put my mental workload on a shelf for a week.

I feel it's healthy to let your mind wander and get lost in your non-work-related thoughts.

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THE PERSONAL TOUCH

“There is nothing better than sitting at the closing table after a transaction and hearing about my client’s goals for their lives moving forward, and how they plan to make a home their own,” says Niko Maniakouras of Niko Law LLC.

Niko Law LLC specializes in real estate law, trusts and wills, and property tax appeals—the latter being something every member of his firm can handle in Cook and Will Counties. Niko was drawn to real estate law, specifically, because it gives him the opportunity to connect with people while still contributing his legal expertise.



“The real estate process allows me to connect with my clients on a personal level while performing legal work that helps them achieve homeownership,” he says. “Ultimately, I want to help people achieve one of the happiest moments of their lives.”

Growing up in the Chicago suburbs, Niko is a first-generation American from a family of Greek immigrants. A graduate of the University of Illinois Chicago and the then John Marshall Law School, he is the first lawyer in his family. With his multicultural background and diverse perspective, Niko is able to bring an empathetic approach to every transaction that his clients appreciate.

“I focus on fostering a personal relationship with my clients,” says Niko. “For example, I personally appear at purchase real estate closings with the client. I also avoid teleconferencing or closings over Zoom.”

This is a personal touch that some other firms began to abandon during the COVID pandemic, representing clients digitally and virtually instead, and many never reinstated their former in-person



procedures. This personal touch is a seemingly simple thing, but Niko sees it as essential to offering the best service possible.

“I think the biggest change we have seen in the post-COVID era is that a lot of professionals are no longer attending closings or being personally available,” notes Niko. “I think many aspects of a transaction become a lot more difficult when the personal relationships that are fostered by being in-person have been removed.”

Aside from emphasizing the availability of his staff, Niko also works to keep himself open for communication as much as he can. In fact, he approaches each partnership as if he were the one buying or selling. This mindset keeps him grounded and focused on what’s really important.

“I do not want to hide behind my staff or have people feel like they are both-ering me when they call my office to discuss their transaction,” says Niko. “I

assure my brokers that I am in direct con- tact with their clients. I have a full staff, but I believe trust is earned by speaking directly to my clients. I want my clients to know that I care about them and am acces- sible when they need me.”

While Niko leans on his experience and expertise in his interactions with clients, he also tries to bring peace of mind where he can. Bringing levity to an otherwise stressful situation is his go-to for lifting the mood.

“Buying and selling a house, or establish- ing a will or trust, is a major milestone in many people’s lives,” Niko says. “There is nothing better than getting to the closing, or the final stage of the will or trust pro- cess, and being able to make some jokes, get through the documents, and learn more about your clients when the stress has been removed.”

“I enjoy being able to guide my clients through a process and show them how to navigate it without making mistakes,” he adds.

Niko is looking forward to achieving a life milestone of his own soon. He and his wife are expecting their first child at the end of August. They’ve been busy prepar- ing their home with many DIY projects, something they both really enjoy doing. Niko’s growing family and active life give him all the reasons he needs to expand his business and help his clients enjoy their own homes.

“I’m motivated by remembering that I am affecting people’s lives,” he says. “Even when you do not feel like it, you have a duty to make certain you protect your clients at all costs.”

“Success is the ability to feel fulfilled in your everyday life, and do what you enjoy professionally and still be able to enjoy your free time with your family,” Niko says.

“ I believe trust is earned by speaking directly to my clients. I want my clients to know that I care about them and am accessible when they need me.”



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KAREN JOY Spangler & BOBBI Banfield

agent feature

By Lauren Young
Photos by Cris Cunningham

TEACHER
TEAMMATES

“They say two heads are better than one,” says REALTOR® Bobbi Banfield, one-half of Naperville Team Homes. “Working as a team helps us maximize our tools to best help our clients. We share leads, marketing collateral, and other resources that can be challenging to acquire alone.”

Bobbi joined forces with fellow REALTOR® Karen Joy Spangler, the other half of Naperville Team Homes, nearly two decades ago. Before entering real estate, Bobbi was an elementary and middle school teacher for twelve years. Initially drawn to real estate because of its flexibility, unlimited earning potential, and true independence, Bobbi’s time in the classroom prepared her to thrive in agent life.

“The best teachers are known for being empathetic and for possessing strong negotiation skills,” Bobbi says. “Master-level real estate professionals possess the same skills. It’s important in both career paths to meet people where they are. That means listening to their story and educating them on the next steps.”

While Bobbi was working to inspire her students, Karen was teaching in her own way. Through her many years in software and hardware sales in Silicon Valley, working for both start-ups and a large public

company, Karen cultivated a different kind of educational approach as her success relied upon informing clients about her products and their benefits. Although different, their experiences prepared the future REALTORS® for the business and for success.

“Being able to adapt to different personalities and understanding what drives people are important,” says Karen of the commonalities in her past and current careers. “That means being able to put ourselves in someone

else’s shoes and truly understand what is important to them. Like Bobbi said, having empathy in this business is crucial.”

Bobbi and Karen each sought change in their career journeys and felt a call toward real estate. In fact, for Karen, it had been a lifelong dream. Early in her time as a REALTOR®, she met Bobbi, who had become an agent just few a years before, and the two clicked instantly.

“We lived in the same neighborhood and had mutual friends through a wine club,” remembers Karen. “We connected as friends and co-workers, and formed a partnership together almost immediately.”

As is true for many teams, the pair found that their skill sets and experiences were well-balanced—where one is particularly strong, the other may not have a natural aptitude. This dynamic is the key to their prolonged success.

“Karen is a people person, and real estate is a people-oriented career,” says Bobbi. “You need a personality that can woo prospective clients and gain their confidence. Karen’s friendly personality can score a lot of points right away.”

“Bobbi is very knowledgeable, having been in the business for over twenty years, and she is extremely dedicated to our clients,” adds Karen. “She has great insights and the ability to read people well.”

The partners also know the importance of adaptability in the constantly changing real estate market. Over the years, they’ve adopted new technologies and techniques to better serve their clients.

“As I learned in my past teaching experience and in life, there are twists and turns, many of which are totally unexpected,” observes Bobbi. “Life and experience teach us how to cope with uncertainties. No textbook or classroom can teach you that. This has been helpful as we change with the real estate environment.”

Recently, Naperville Team Homes has incorporated new advances like virtual property tours to enable clients to view homes remotely. They’ve also dabbled in AI to analyze data and automate some work processes. These and other tactics have made their lean but mighty team gain efficiencies and make a major impact for their clients.



Looking forward, the duo hopes to grow their team, either by adding buyers' agents or expanding their network. They've seen year-over-year sales growth since they started nearly two decades ago now, and have no plans to slow down anytime soon. Both Karen and Bobbi are lifelong learners and adventure seekers, but both say they find adrenaline thrills in the everyday of being REALTORS®.

"I believe a successful life is marked by continuous learning and personal growth. This extends beyond the workplace to all aspects of life," notes Bobbi. "It's important to embrace new experiences, cultivate hobbies, and engage in lifelong learning. Furthermore, it equips us with a broader perspective that can be invaluable in our professional endeavors."



Karen Joy Spangler

Bobbi and Karen playing golf.



Bobbi Banfield

"One of the most profound and gratifying aspects of being a real estate agent is the opportunity to play a pivotal role in our clients' lives," she adds. "We are not just facilitating property transactions, we are helping individuals and families make positive, life-altering decisions."

"I absolutely love what I do, and I plan to be a REALTOR® into my late seventies," says Karen. "I love being able to help people, and I feel fortunate to have found a career where I can do that."



One of the most profound and gratifying aspects of being a real estate agent is the opportunity to play a pivotal role in our clients' lives." – Bobbi



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“One of my agent friends calls me ‘the Boundary Queen,’” says REALTOR® Bridget Carroll with Keller Williams Premiere Properties in Glen Ellyn. “This business can run you over. Figuring out how to stay sane while balancing life and family is a huge passion of mine.”

As a working mom who had all four of her kids while juggling her successful real estate career, Bridget has mastered the art of multitasking. It’s a skill she must have inherited: as the Naperville native was growing up, she watched her parents maintain complicated schedules to provide for their family.

“My mom was a flight attendant for almost forty years with American Airlines. My dad worked for the Illinois Department of Transportation, and as a stagehand for local concerts and events,” says Bridget. “Both often worked long hours and overtime, but they never complained and always fit in time for fun.”

In her youth, Bridget followed suit, holding several part-time jobs that allowed her to help herself and her family financially and tap into

her own entrepreneurial drive. While in college, she worked as a restaurant server and babysitter to help pay for her tuition. After graduation, she faced a tough job market, so she took a role in outside sales for a women’s accessories company that prepared her in many ways to get over the fear of rejection in situations like cold calling. She moved on to a marketing assistant position at VOA Associates Incorporated, a large architecture firm, and while there, the real estate bug bit her.

“A REALTOR® was on our team when we were designing a residential condo project in the West Loop,” recalls Bridget. “I was intrigued by his role and his overall job. I signed up for real estate classes and earned my license. I only did a few deals while I was still focusing on my job at VOA.”

Then in 2006, at age twenty-five, she jumped into real estate full-time. As we now know, a market downturn was on the horizon. Though it was not an ideal time to begin her journey, Bridget faced the challenge with flexibility.



Bridget

» cover story

By Lauren Young
Photos by KDE Photography

CARROLL

“The recession hit just as my business was getting off the ground,” she says. “Because I was buyer-heavy at the time, I was able to navigate through. I also had four kids between 2009 and 2015. Learning how to balance business, kids, newborns, pregnancy, childcare, and other life activities was a huge thing I had to work through. Thankfully, I have always had my ‘village’ to help me.” Bridget says her husband, Tom, has always been super supportive, willingly “having newborns tossed at him whenever I ran out for showings and inspections,” she says. And the couple’s parents were always there to lend a hand. “Asking for help—finding and leaning on your ‘village’ of family, friends, or others—is important,” she affirms.

Now that she has found that balance, Bridget relishes the opportunity to help others do the same. She regularly mentors new and soon-to-be-a-parent real estate agents on how to prioritize family while also serving their clients well.

“I love supporting other people while they figure out their path, especially women with kids,” says Bridget. “I got to be on a panel a few months ago for moms in real estate, and it was great to talk about how I have, mostly, successfully navigated [the] work-life balance.”

Outside of real estate, Bridget is active with 6000Moms. This local organization helps immigrant and refugee families connect to care, advocacy, support, and community resources and opportunities. Bridget assists with finding housing and procuring furniture and household donations. “Everyone should feel comfortable at home,” she says.

For the past several years, Bridget has focused much of her coaching on her own team, the Bridget Carroll Team. Kelly Hyde—director of operations, jill-of-all-trades, and Bridget’s “right-hand woman”—runs

the back-end of the business, including transaction coordination, marketing, events, and special projects. Becky Illingworth, a former art teacher, is the team’s home stager. Her sense of design transforms the team’s listings and maximizes the listing prices for their clients.

“Our team is the best at providing a really high-level real estate experience,” claims Bridget. “We want our clients to feel taken care of, and to always know what is coming next. When they get those

keys, or we hang up that sold sign, we want them to feel like we did our absolute best for them.”

Looking forward, the team is open to expanding. But this tight-knit group is in no rush to grow just for growing’s sake. Their primary goal is to expand their own expertise, improve their processes, and uncover value for their clients. Some of the ways they do this include procuring off-market or “coming soon” opportunities and capitalizing on their strong broker relationships.



Bridget with her team: Kelly and Becky. Photo credit: Maureen Jeanblanc Photography.

“For me, real estate has morphed from churning and burning from deal to deal to a relationship-based business that I am running at a high level with my team,” says Bridget. “I am always learning and growing, and I am ever-curious. I also know that I am good at what I do, that I am an expert in my field. It feels good.”

And while Bridget knows her life today is a little crazy, she doesn't feel the urgency to leave the craziness behind. She understands she should lean into the chaos while she still can. “I am in a season of extreme busyness with my four kids—Beckett (15), Finn (14), Janie (11), and Oliver (9)—in various activities. It's insane but so fun,” she says. “As they grow older and leave the nest (cue the tears!), I look forward to being a REALTOR® for life. For now, though, my ‘why’ is to live an experience-filled life and spend as much time as I can with my family.” No doubt Bridget's “Boundary Queen” mastery will allow her to do just that.



“ I look forward to being a REALTOR® for life. ”



Bridget with her family in Paris.



Bridget with her children.

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Gems within the Gem that is

Wheaton



neighborhood nugget

by Moe Hannon



you could buy a bag of popcorn and nearly one of every kind of candy in the store—they had everything from Zotz Fizz Power Candy, Big League Chew gum, and those wax bottle candies to the old-school classics like penny candy and licorice sticks! Today, this small shop is just as endearing and enticing as ever.

Wheaton has not always been the bustling, lively town that it has developed into over the past few years. In fact, up until 1985, Wheaton was a dry city, a result of the strong religious views of its citizens from decades prior. Now, Wheaton's bar and restaurant scene is one of the best in the western suburbs, allowing the community to experience diverse culinary styles and cuisines.

One thing I love and admire most about Wheaton is the vast array of local shops and vendors you will see around town. In fact, many are showcased at the Wheaton French Market. This weekly event during the summer months is a local favorite!

One of my favorite local shops is MION Artisan Soap Co., which grew from a stall with a single table at the French Market to a storefront shop downtown, for their wide array of beautiful handmade soap and bath items. As an avid reader, another favorite of mine is Prairie Path Books, an adorable bookstore that hosts fun events for the entire family, such as their book club membership parties, where you can chat all things literature over a home-cooked meal made by the owner. This store is a prime example of the community Wheaton has fostered and nurtured.

I feel Wheaton is ever-changing and evolving in order to offer its community the best of the best. As someone who has called Wheaton home for nearly three decades, I'm truly proud of the community and of the values the city holds itself to.

Nestled in the heart of DuPage County, the city of Wheaton has everything you may be looking for: charm, allure, community, and more.

Having been born and raised in South Wheaton, specifically the great neighborhood of Danada East, I have a special place in my heart for this incredible town and what it has grown to encompass over the years.

Wheaton, named after Warren L. Wheaton, a prominent local figure, was founded in the 1830s. Initially, Wheaton was primarily rich, fertile farmland, but it became more populated with the expansion of the railway and then the establishment of Wheaton College. Most recently, Wheaton's suburbs have grown significantly, and the city continues to flourish.

One little Wheaton gem that has helped draw in folks from neighboring towns to the community since the early 1900s is the Little Popcorn Store. Located along the railroad tracks, it's a "blink and you might miss it" kind of store, measuring just 4 ft. x 60 ft. Although small, this shop is truly one of the bones that make up this special city.

I attended Hubble Middle School, which was then located at the corner of Main Street and Roosevelt Road. (Fun fact: the same building was originally Wheaton Central High School, where Jim and John Belushi attended!) Whenever we had a half-day off in middle school, we would walk over to the Little Popcorn Shop mid-day for a snack before heading home. With just one dollar in your pocket,



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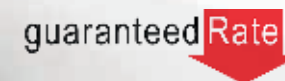


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By Lauren Young
Photos by Cris Cunningham

Nicole

MYLES *Carrying on a Legacy*

“My grandmother used to say, ‘You will be remembered more for your kindness than any level of success you could possibly attain,’” says Nicole Myles of Marge Myles, the founder of the Myles Team at RE/MAX Action in Lisle. Nicole often quotes this and many other of her family’s sayings, and you can be sure that when she does, she does so with heart.

A third-generation REALTOR®, Nicole followed in the footsteps of her mother, Kathleen Myles, and her grandmother, Marge Myles, and officially joined the family firm in 2018. While people will often remark that it must have been easy for her to become a successful agent, in many ways, Nicole’s experience was the opposite.

“From the beginning, I was held to a higher standard [than most] even though I was a new licensee,” says Nicole. “But that was a challenge I was happy to live up to. I am very blessed that many doors were opened for me because of my last name, but I had to work endlessly to keep them open and prove that I belonged.”

Also, through every transaction, Nicole feels the weight of continuing her family’s good reputation,

which was earned by the previous generations over the course of sixty-five years. To do so, she often leans on the lessons she learned from watching her grandmother and mother as she grew up.

“My goal has always been to emulate and be just like them,” she shares. “I want to grow the legacy that my grandma and mom both worked tirelessly for.”

Since Marge’s passing in 2015, Nicole has depended on the advice and guidance of her mom, who has thirty-five years of her own experience to draw from. Nicole says her biggest lesson was the consistent emphasis on intimate, personal client care—something that has remained a focus point since day one of the Myles Team. Along with many other memorable family sayings, the motto “Be good to people” has been repeated so many times around Nicole that it has become one of her mantras.

“The best advice my mom has given me is ‘People don’t care how much you know until they know how much you care,’” says Nicole. “When a client entrusts you to be a part of the biggest investment of their life, they deserve to know that they aren’t ‘just a file.’ They deserve to know that you truly care about them as a person.”



I want to grow the legacy that my grandma and mom both worked tirelessly for.



Now six years into making her own legacy, Nicole has developed her personal passion for the business and a network of happy clients. She often runs into past clients in the community and their reactions give her extra motivation to serve her next ones well.

“Success to me is when you see a client at the grocery store and they run toward you to give you a hug and pull out photos of their home,” she says. “Success is when they invite you over for dinner, and when their kids remember you by name. It’s getting to meet the baby for whom you helped pick out the color scheme of their future nursery.”

Looking forward, Nicole plans to carry the Myles team torch for many years to come. But she’ll never

forget the wisdom and accomplishments of those who came before her.

“I am so unbelievably grateful for the opportunity to carry on the legacy that my grandma started and that my mom has tirelessly and successfully carried on,” says Nicole. “Seeing the generations of clients that the Myles Team has helped is so beautiful. Getting to sell for the grandkids of the clients my grandma first helped is truly a privilege, and not one that I take lightly.”

“I can’t look to the future without first looking at my past,” she adds. “I look forward to this legacy being carried on. Cheers to sixty-five more years of the Myles Team!”



Nicole with a photo of her grandmother, Marge Myles.

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Teams and Individuals from January 1, 2024 to June 30, 2024

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|-----------|--------|--------------|--------|--------------|---------|--------------|
| 1 | Tim | Schiller | 42 | \$38,643,041 | 29 | \$22,775,650 | 71 | \$61,418,691 |
| 2 | Bryan | Bomba | 22 | \$28,421,157 | 22 | \$30,141,405 | 44 | \$58,562,562 |
| 3 | Dawn | McKenna | 16 | \$39,601,500 | 6 | \$10,419,500 | 22 | \$50,021,000 |
| 4 | Linda | Feinstein | 23 | \$28,863,520 | 6 | \$10,922,500 | 29 | \$39,786,020 |
| 5 | Linda | Little | 62 | \$33,809,320 | 0 | \$0 | 62 | \$33,809,320 |
| 6 | Kim | Dalasky | 16 | \$16,838,000 | 25 | \$15,869,800 | 41 | \$32,707,800 |
| 7 | Larysa | Domino | 14 | \$17,504,982 | 10 | \$15,011,500 | 24 | \$32,516,482 |
| 8 | Kelly | Stetler | 9 | \$8,555,000 | 20 | \$18,133,250 | 29 | \$26,688,250 |
| 9 | Lina | Shah | 13 | \$17,075,000 | 8 | \$8,820,000 | 21 | \$25,895,000 |
| 10 | Lance | Kammes | 32 | \$15,384,318 | 17 | \$7,080,500 | 49 | \$22,464,818 |
| 11 | Nathan | Stillwell | 16 | \$11,278,807 | 18 | \$11,157,000 | 34 | \$22,435,807 |
| 12 | Courtney | Stach | 14 | \$16,524,500 | 4 | \$5,500,500 | 18 | \$22,025,000 |
| 13 | Kris | Berger | 10 | \$13,407,000 | 9 | \$7,407,007 | 19 | \$20,814,007 |
| 14 | Walter | Burrell | 9 | \$11,051,000 | 8 | \$9,166,500 | 17 | \$20,217,500 |
| 15 | Christine | Wilczek | 30 | \$17,791,950 | 5 | \$2,286,000 | 35 | \$20,077,950 |
| 16 | Bridget | Salela | 12 | \$14,806,999 | 4 | \$4,182,000 | 16 | \$18,988,999 |
| 17 | Tracy | Anderson | 6 | \$8,477,509 | 8 | \$9,769,964 | 14 | \$18,247,473 |
| 18 | Anita | Olsen | 36 | \$17,807,739 | 0 | \$0 | 36 | \$17,807,739 |
| 19 | Pat | Murray | 23 | \$14,911,630 | 4 | \$2,402,500 | 27 | \$17,314,130 |
| 20 | Alice | Chin | 17 | \$14,089,500 | 7 | \$3,168,500 | 24 | \$17,258,000 |
| 21 | Katie | Minott | 7 | \$8,595,000 | 8 | \$8,166,400 | 15 | \$16,761,400 |
| 22 | Maureen | Rooney | 12 | \$6,432,400 | 14 | \$9,824,683 | 26 | \$16,257,083 |
| 23 | Renee | Hughes | 11 | \$9,439,000 | 11 | \$6,684,500 | 22 | \$16,123,500 |
| 24 | Sarah | Leonard | 10 | \$5,239,500 | 25 | \$10,450,800 | 35 | \$15,690,300 |
| 25 | Patty | Wardlow | 16 | \$8,091,344 | 15 | \$7,462,000 | 31 | \$15,553,344 |
| 26 | William | White | 15 | \$10,985,500 | 5 | \$3,475,000 | 20 | \$14,460,500 |
| 27 | Jan | Morel | 5 | \$4,010,500 | 8 | \$10,316,000 | 13 | \$14,326,500 |
| 28 | Julie | Sutton | 9 | \$9,829,000 | 3 | \$3,562,500 | 12 | \$13,391,500 |
| 29 | Katherine | Karvelas | 6 | \$7,916,000 | 4 | \$5,398,000 | 10 | \$13,314,000 |
| 30 | Ginny | Stewart | 8 | \$11,464,400 | 2 | \$1,549,900 | 10 | \$13,014,300 |
| 31 | Elaine | Pagels | 21 | \$10,284,500 | 7 | \$2,703,000 | 28 | \$12,987,500 |
| 32 | Natalie | Weber | 10 | \$8,652,500 | 6 | \$4,334,000 | 16 | \$12,986,500 |
| 33 | Michael | Berg | 20 | \$10,051,000 | 3 | \$2,934,250 | 23 | \$12,985,250 |
| 34 | Tim | Binning | 31 | \$12,942,270 | 0 | \$0 | 31 | \$12,942,270 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|------------|--------|--------------|--------|-------------|---------|--------------|
| 35 | Megan | McCleary | 3 | \$8,609,000 | 2 | \$4,119,000 | 5 | \$12,728,000 |
| 36 | Jill | Clark | 9 | \$7,705,900 | 4 | \$4,494,900 | 13 | \$12,200,800 |
| 37 | Beth | Burt | 5 | \$4,795,000 | 6 | \$7,085,500 | 11 | \$11,880,500 |
| 38 | Kim | Moustis | 13 | \$4,817,900 | 14 | \$6,720,900 | 27 | \$11,538,800 |
| 39 | Susan | Hoerster | 9 | \$4,615,500 | 10 | \$6,850,400 | 19 | \$11,465,900 |
| 40 | Patrick | Roach | 8 | \$5,031,500 | 13 | \$6,371,500 | 21 | \$11,403,000 |
| 41 | Michael | Thornton | 8 | \$3,418,000 | 15 | \$7,873,500 | 23 | \$11,291,500 |
| 42 | Sairavi | Suribhotla | 4 | \$1,924,900 | 15 | \$9,347,295 | 19 | \$11,272,195 |
| 43 | Tom | Fosnot | 17 | \$7,415,300 | 11 | \$3,854,800 | 28 | \$11,270,100 |
| 44 | Nicholas | Solano | 14 | \$10,659,862 | 0 | \$0 | 14 | \$10,659,862 |
| 45 | Lori | Johanneson | 13 | \$8,630,385 | 4 | \$1,885,000 | 17 | \$10,515,385 |
| 46 | Ginny | Leamy | 10 | \$3,033,400 | 12 | \$7,455,000 | 22 | \$10,488,400 |
| 47 | Briana | Murray | 3 | \$2,233,990 | 5 | \$7,957,500 | 8 | \$10,191,490 |
| 48 | Lisa | Read | 3 | \$4,100,000 | 1 | \$6,050,000 | 4 | \$10,150,000 |
| 49 | Julie | Roback | 7 | \$4,438,900 | 9 | \$5,631,500 | 16 | \$10,070,400 |
| 50 | Virginia | Jackson | 8 | \$4,310,000 | 8 | \$5,677,410 | 16 | \$9,987,410 |

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|----|------------|-------------|--------|-------------|--------|-------------|---------|-------------|
| 51 | Stacey | Harvey | 8 | \$5,992,000 | 7 | \$3,938,150 | 15 | \$9,930,150 |
| 52 | Jennifer | Iaccino | 6 | \$6,732,222 | 5 | \$3,131,000 | 11 | \$9,863,222 |
| 53 | Penny | O'Brien | 9 | \$6,552,777 | 6 | \$3,177,500 | 15 | \$9,730,277 |
| 54 | Michael | Muisenga | 5 | \$6,400,905 | 5 | \$3,268,500 | 10 | \$9,669,405 |
| 55 | Natasha | Miller | 11 | \$7,536,000 | 5 | \$2,059,990 | 16 | \$9,595,990 |
| 56 | Donald | Romanelli | 5 | \$5,431,500 | 5 | \$4,158,000 | 10 | \$9,589,500 |
| 57 | Simran | Dua | 7 | \$4,043,500 | 7 | \$5,433,248 | 14 | \$9,476,748 |
| 58 | Jackie | Angiello | 8 | \$3,935,000 | 8 | \$5,227,500 | 16 | \$9,162,500 |
| 59 | David | Aranki | 4 | \$6,666,867 | 3 | \$2,490,500 | 7 | \$9,157,367 |
| 60 | Lisa | Byrne | 8 | \$5,629,322 | 5 | \$3,503,375 | 13 | \$9,132,697 |
| 61 | Eric | Logan | 11 | \$5,784,900 | 7 | \$3,277,000 | 18 | \$9,061,900 |
| 62 | Yvonne | Despinich | 8 | \$7,640,000 | 2 | \$1,390,000 | 10 | \$9,030,000 |
| 63 | Vinita | Arora | 5 | \$2,855,000 | 12 | \$6,118,015 | 17 | \$8,973,015 |
| 64 | Margaret | Giffin | 7 | \$5,078,000 | 7 | \$3,882,500 | 14 | \$8,960,500 |
| 65 | Oriana | Van Someren | 3 | \$5,665,000 | 2 | \$3,215,000 | 5 | \$8,880,000 |
| 66 | Paul | Mancini | 5 | \$5,617,500 | 4 | \$3,200,000 | 9 | \$8,817,500 |
| 67 | Gail | Niermeyer | 8 | \$6,155,000 | 3 | \$2,581,999 | 11 | \$8,736,999 |
| 68 | Paul | Baker | 10 | \$3,493,002 | 13 | \$5,226,938 | 23 | \$8,719,940 |
| 69 | Jeffrey | Proctor | 2 | \$1,653,000 | 5 | \$7,003,000 | 7 | \$8,656,000 |
| 70 | Stana | Vukajlovic | 5 | \$6,932,000 | 2 | \$1,607,724 | 7 | \$8,539,724 |
| 71 | Susan | Cook | 4 | \$4,046,000 | 4 | \$4,420,999 | 8 | \$8,466,999 |
| 72 | Julie | Schwager | 11 | \$5,188,000 | 6 | \$3,277,625 | 17 | \$8,465,625 |
| 73 | Joseph | Champagne | 6 | \$3,489,000 | 9 | \$4,953,000 | 15 | \$8,442,000 |
| 74 | Natalie | Ryan | 2 | \$3,085,000 | 4 | \$5,205,000 | 6 | \$8,290,000 |
| 75 | Sabrina | Glover | 8 | \$3,378,000 | 10 | \$4,906,001 | 18 | \$8,284,001 |
| 76 | Holley | Kedzior | 6 | \$3,432,000 | 9 | \$4,819,000 | 15 | \$8,251,000 |
| 77 | Joanna | Matthies | 5 | \$5,111,000 | 3 | \$2,962,500 | 8 | \$8,073,500 |
| 78 | Puneet | Kapoor | 6 | \$3,798,000 | 7 | \$4,268,990 | 13 | \$8,066,990 |
| 79 | Margaret | Smego | 5 | \$5,369,500 | 4 | \$2,650,000 | 9 | \$8,019,500 |
| 80 | Cindy | Banks | 13 | \$6,002,000 | 5 | \$1,965,962 | 18 | \$7,967,962 |
| 81 | Holly | Connors | 10 | \$4,590,000 | 8 | \$3,366,555 | 18 | \$7,956,555 |
| 82 | Rachna | Jain | 4 | \$4,442,115 | 4 | \$3,475,000 | 8 | \$7,917,115 |
| 83 | Moin | Haque | 5 | \$3,157,000 | 6 | \$4,666,990 | 11 | \$7,823,990 |
| 84 | Chase | Michels | 4 | \$2,628,000 | 6 | \$5,156,500 | 10 | \$7,784,500 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|------------|--------|-------------|--------|-------------|---------|-------------|
| 85 | Justin | Greenberg | 2 | \$1,577,000 | 15 | \$6,201,252 | 17 | \$7,778,252 |
| 86 | Courtney | Monaco | 10 | \$5,312,500 | 7 | \$2,451,000 | 17 | \$7,763,500 |
| 87 | Tracy | Driscoll | 7 | \$5,160,000 | 3 | \$2,585,000 | 10 | \$7,745,000 |
| 88 | Madison | Verdun | 6 | \$2,763,000 | 10 | \$4,902,400 | 16 | \$7,665,400 |
| 89 | Cindy | Purdom | 6 | \$3,380,800 | 9 | \$4,252,375 | 15 | \$7,633,175 |
| 90 | Melanie | Young | 10 | \$4,743,500 | 5 | \$2,852,000 | 15 | \$7,595,500 |
| 91 | Keith | McMahon | 4 | \$2,575,500 | 8 | \$4,993,000 | 12 | \$7,568,500 |
| 92 | Lauren | Dayton | 1 | \$7,550,000 | 0 | \$0 | 1 | \$7,550,000 |
| 93 | Michael | Odeh | 9 | \$5,004,000 | 3 | \$2,524,000 | 12 | \$7,528,000 |
| 94 | Chris | Pequet | 6 | \$6,839,000 | 1 | \$650,000 | 7 | \$7,489,000 |
| 95 | Julie | Kaczor | 8 | \$5,278,500 | 4 | \$2,195,000 | 12 | \$7,473,500 |
| 96 | Elaine | Zannis | 4 | \$3,820,000 | 3 | \$3,650,000 | 7 | \$7,470,000 |
| 97 | Kathie | Frerman | 3 | \$1,626,000 | 8 | \$5,843,055 | 11 | \$7,469,055 |
| 98 | Lea | Smirniotis | 2 | \$2,915,000 | 4 | \$4,391,867 | 6 | \$7,306,867 |
| 99 | Jack | Brennan | 3 | \$4,580,000 | 3 | \$2,510,000 | 6 | \$7,090,000 |
| 100 | Sarah | Swanson | 1 | \$2,175,000 | 3 | \$4,885,000 | 4 | \$7,060,000 |

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to June 30, 2024

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|----------------|--------|-------------|--------|-------------|---------|-------------|
| 101 | Caroline | Senetar | 12 | \$6,669,800 | 1 | \$326,000 | 13 | \$6,995,800 |
| 102 | Denis | Horgan | 13 | \$5,509,000 | 4 | \$1,448,611 | 17 | \$6,957,611 |
| 103 | Kris | Maranda | 8 | \$3,290,500 | 11 | \$3,659,400 | 19 | \$6,949,900 |
| 104 | Michael | LaFido | 8 | \$6,915,400 | 0 | \$0 | 8 | \$6,915,400 |
| 105 | Ann | Pancotto | 8 | \$5,204,650 | 3 | \$1,642,500 | 11 | \$6,847,150 |
| 106 | Christopher | Lobrillo | 20 | \$6,820,700 | 0 | \$0 | 20 | \$6,820,700 |
| 107 | Diane | Coyle | 11 | \$5,290,900 | 3 | \$1,508,000 | 14 | \$6,798,900 |
| 108 | Anna | Fiascone | 1 | \$2,600,000 | 4 | \$4,160,000 | 5 | \$6,760,000 |
| 109 | Terri | Christian | 9 | \$6,681,001 | 0 | \$0 | 9 | \$6,681,001 |
| 110 | Maureen | McCarthy | 5 | \$4,367,250 | 4 | \$2,267,664 | 9 | \$6,634,914 |
| 111 | John | Barry | 3 | \$4,960,000 | 1 | \$1,645,000 | 4 | \$6,605,000 |
| 112 | Jeff | Stainer | 5 | \$2,613,777 | 7 | \$3,932,000 | 12 | \$6,545,777 |
| 113 | Debra | Stenke-Lendino | 2 | \$1,743,000 | 4 | \$4,750,500 | 6 | \$6,493,500 |
| 114 | Maureen | Aylward | 6 | \$3,783,000 | 3 | \$2,698,000 | 9 | \$6,481,000 |
| 115 | Fabio | Brancati | 3 | \$2,475,000 | 6 | \$3,980,000 | 9 | \$6,455,000 |
| 116 | ElizaBeth | Schoonenberg | 5 | \$4,696,778 | 3 | \$1,749,000 | 8 | \$6,445,778 |
| 117 | Ryan | Cherney | 12 | \$6,283,468 | 1 | \$85,000 | 13 | \$6,368,468 |
| 118 | Dimpi | Mittal | 6 | \$3,927,400 | 5 | \$2,302,777 | 11 | \$6,230,177 |
| 119 | Mary Beth | Ryan | 7 | \$4,556,500 | 3 | \$1,647,000 | 10 | \$6,203,500 |
| 120 | Karen | Baker | 3 | \$4,255,000 | 2 | \$1,917,000 | 5 | \$6,172,000 |
| 121 | Carrie | Foley | 4 | \$3,036,200 | 4 | \$3,116,500 | 8 | \$6,152,700 |
| 122 | Josie | Morrison | 11 | \$2,842,528 | 10 | \$3,306,000 | 21 | \$6,148,528 |
| 123 | Shelley | Brzozowski | 2 | \$2,121,000 | 5 | \$4,022,000 | 7 | \$6,143,000 |
| 124 | Christopher | Campbell | 8 | \$4,148,500 | 3 | \$1,990,000 | 11 | \$6,138,500 |
| 125 | Lynda | Wehrli | 6 | \$3,486,000 | 3 | \$2,637,000 | 9 | \$6,123,000 |
| 126 | Kevin | Layton | 4 | \$3,070,000 | 3 | \$3,038,338 | 7 | \$6,108,338 |
| 127 | Victoria | Tan | 3 | \$1,823,800 | 8 | \$4,232,750 | 11 | \$6,056,550 |
| 128 | Mary | Braatz | 9 | \$4,654,724 | 2 | \$1,387,500 | 11 | \$6,042,224 |
| 129 | Tom | Makinney | 3 | \$2,867,000 | 4 | \$3,170,000 | 7 | \$6,037,000 |
| 130 | Robert | Bakas | 7 | \$3,323,000 | 5 | \$2,690,000 | 12 | \$6,013,000 |
| 131 | Eric | Andersen | 0 | \$0 | 8 | \$5,901,900 | 8 | \$5,901,900 |
| 132 | David | Gust | 9 | \$4,614,000 | 3 | \$1,260,000 | 12 | \$5,874,000 |
| 133 | Colleen | Verbiscer | 1 | \$1,190,000 | 5 | \$4,658,100 | 6 | \$5,848,100 |
| 134 | Geri | McCafferty | 4 | \$3,130,000 | 3 | \$2,695,400 | 7 | \$5,825,400 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|---------------|--------|-------------|--------|-------------|---------|-------------|
| 135 | Subhapiya | Lakshmanan | 1 | \$655,000 | 14 | \$5,158,295 | 15 | \$5,813,295 |
| 136 | Kathy | McKinney | 5 | \$3,647,000 | 4 | \$2,144,500 | 9 | \$5,791,500 |
| 137 | Linda | Saracco | 4 | \$1,840,000 | 2 | \$3,935,000 | 6 | \$5,775,000 |
| 138 | William | Finfrock | 1 | \$470,000 | 11 | \$5,293,000 | 12 | \$5,763,000 |
| 139 | Brandon | Blankenship | 1 | \$521,000 | 9 | \$5,209,500 | 10 | \$5,730,500 |
| 140 | Angela | Testa-Kerivan | 7 | \$4,187,000 | 3 | \$1,525,000 | 10 | \$5,712,000 |
| 141 | Kimberly | Heller | 10 | \$3,598,000 | 5 | \$2,095,520 | 15 | \$5,693,520 |
| 142 | Craig | Sebert | 2 | \$1,594,000 | 7 | \$4,034,000 | 9 | \$5,628,000 |
| 143 | Troy | Cooper | 4 | \$1,965,500 | 7 | \$3,656,400 | 11 | \$5,621,900 |
| 144 | David | Swanson | 6 | \$3,475,400 | 4 | \$2,140,000 | 10 | \$5,615,400 |
| 145 | Paula | Schatz | 10 | \$4,725,100 | 2 | \$842,500 | 12 | \$5,567,600 |
| 146 | Patricia | DiCianni | 2 | \$2,910,000 | 2 | \$2,650,900 | 4 | \$5,560,900 |
| 147 | Barbara | Jones | 4 | \$1,815,000 | 8 | \$3,675,000 | 12 | \$5,490,000 |
| 148 | Deidre | Rudich | 1 | \$825,000 | 4 | \$4,649,082 | 5 | \$5,474,082 |
| 149 | Chris | Lukins | 5 | \$2,202,000 | 5 | \$3,224,001 | 10 | \$5,426,001 |
| 150 | Christopher | Cobb | 7 | \$4,205,900 | 2 | \$1,210,000 | 9 | \$5,415,900 |

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