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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.

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 17th at our fall event. Specifics and early registration details can be found on page 32.



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▶ agent feature

By Chris Menezes
Photos by Joseph Castello



PASSION, EMPATHY, LEGACY

For Tami Leviton, real estate is more than a career—it’s a calling deeply rooted in her family history and woven into the very fabric of her being. This profound connection influences every interaction with her clients, infusing her business with empathy, dedication, and a deeply personal commitment to supporting her clients throughout the real estate process, and beyond, while helping them achieve their goals, whether they are buying or selling.

Born and raised in New Jersey, Tami grew up in a home where real estate was the family business. Her father, also a REALTOR®, instilled in her the values of hard work and dedication. “I worked summers for him in his office, answering phones and inputting MLS details into black three-ring binders

where we’d also track list price changes and had a section dedicated to contracts,” Tami recalls. This early exposure to the world of real estate seemed to naturally set the stage for her future career.

However, Tami’s path into the industry was not direct. After moving to Arizona for college, where she majored in communications at Arizona State University, she worked in TV advertising in New York City. When she moved to Chicago for love—she and her now husband, Steve, met while they were at university together—she continued in TV advertising, and eventually opened her own women’s clothing store in Highland Park.

A very type A personality, Tami has always loved being on the go and is

not one to procrastinate or let the dust settle. “I like keeping busy and working,” Tami explains. “Even in college, I tutored athletes and worked in the alumni office.”

From TV advertising sales, to owning a women’s retail store, and even to teaching preschool, Tami has embraced each new experience with enthusiasm and a readiness to learn. Despite her diverse career path, the pull toward real estate remained strong. “Real estate felt like a natural fit for me,” Tami explains. “What could be better than finding people their perfect home or helping them move on to another chapter in their lives?”

Tami officially began her real estate career in 2005 and has never looked back. Over the years, working first



“REAL ESTATE
FELT LIKE A
NATURAL FIT
FOR ME...”

every client and transaction, her extensive experience, deep market knowledge, and ability to think outside the box not only allow her clients to know they are in great hands, but also ensure the repeat business and many referrals she has and continues to enjoy.

Success for Tami is about achieving a work-life balance that allows her time for family, friends, and personal interests while being fully present for her clients. A mother of two and recent grandmother, Tami's favorite times are when the whole family can come together, and especially when she can spend time with her new grandson, Ari, whom she says is “the best!”

Tami also loves to travel—she and Steve went to Italy last year—and enjoys playing pickleball, riding her Peloton, and taking long walks outside with friends. Her favorite activity, however, is doing yoga at Rosewood Beach in Highland Park on the weekends. “It’s so peaceful, watching the water as you do yoga,” Tami emphasizes. With a deep love for dogs, too, Tami is passionate about her support for Orphans of the Storm Animal Shelter, as well as the Parkinson’s Foundation.

As she continues her journey in real estate, Tami remains a dedicated professional, a loving family member, and a pillar of her community. For her, happiness and success are not just about selling homes, but also about building lasting relationships and making a positive impact in every interaction, both inside and outside of her professional life. Tami, it seems, is in the midst of forging her own legacy.



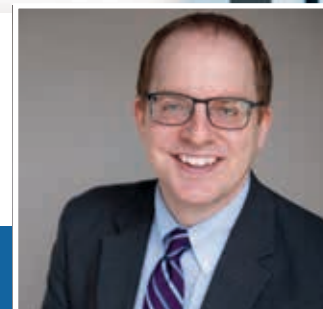
Tami with her family.

with Coldwell Banker and now with @properties, Tami has become a respected name in her field. Her personal touch and commitment to her clients have set her apart.

Tami's approach is all about making real connections and understanding her clients' deepest needs and aspirations. Having navigated diverse market conditions—everything from handling foreclosures and short sales, where people were losing their homes, to addressing today's low inventory and high demand—Tami's empathetic approach has been essential in supporting her clients during challenging times. “It takes an empathic person to manage these intense and emotional situations,” she asserts.

Today, Tami is as passionate as ever about her career. She thrives on helping sellers get the highest price for their home and buyers get the best value for their purchase. Along with the empathy, dedication, and deeply personal commitment she brings to

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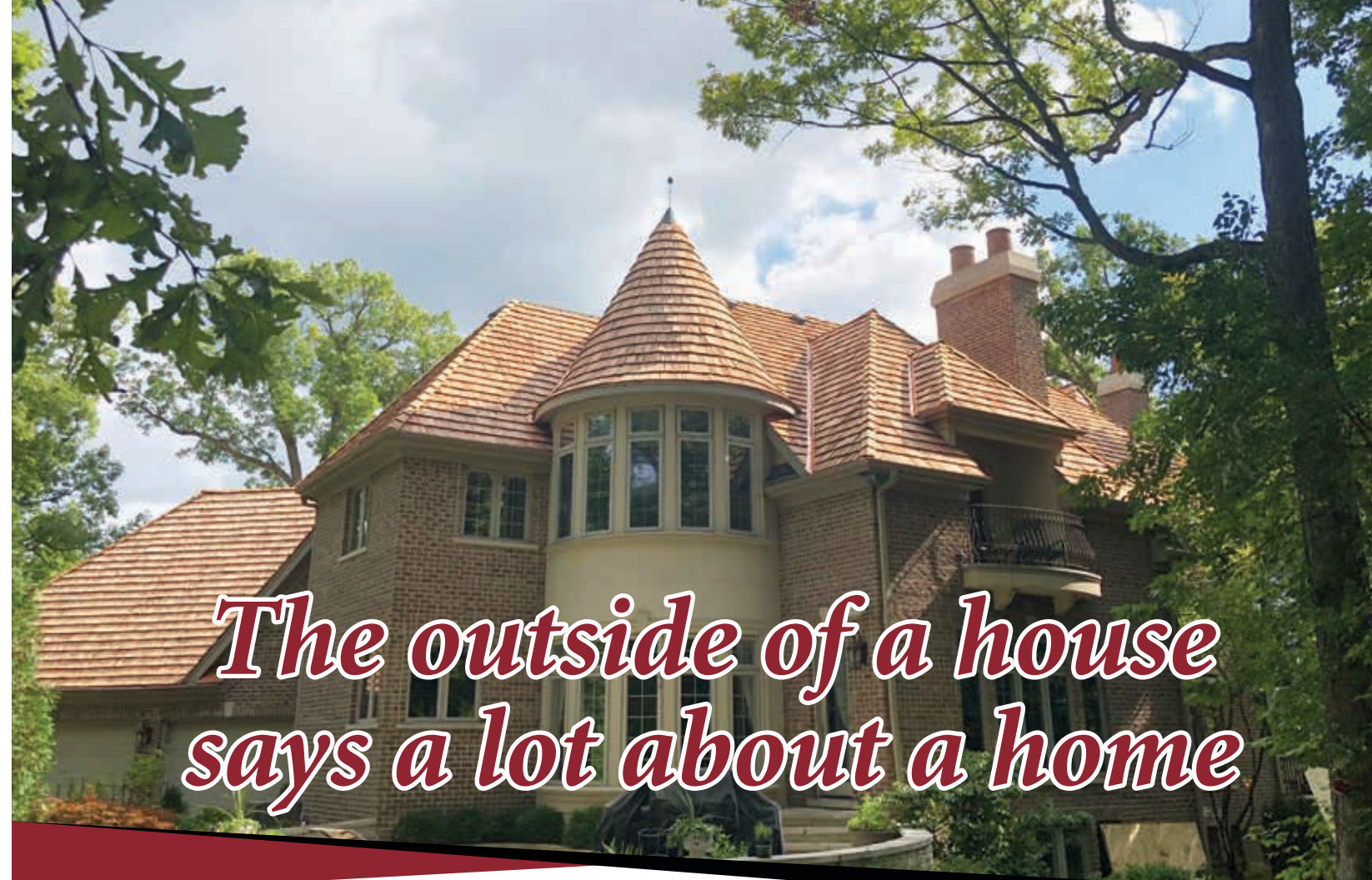
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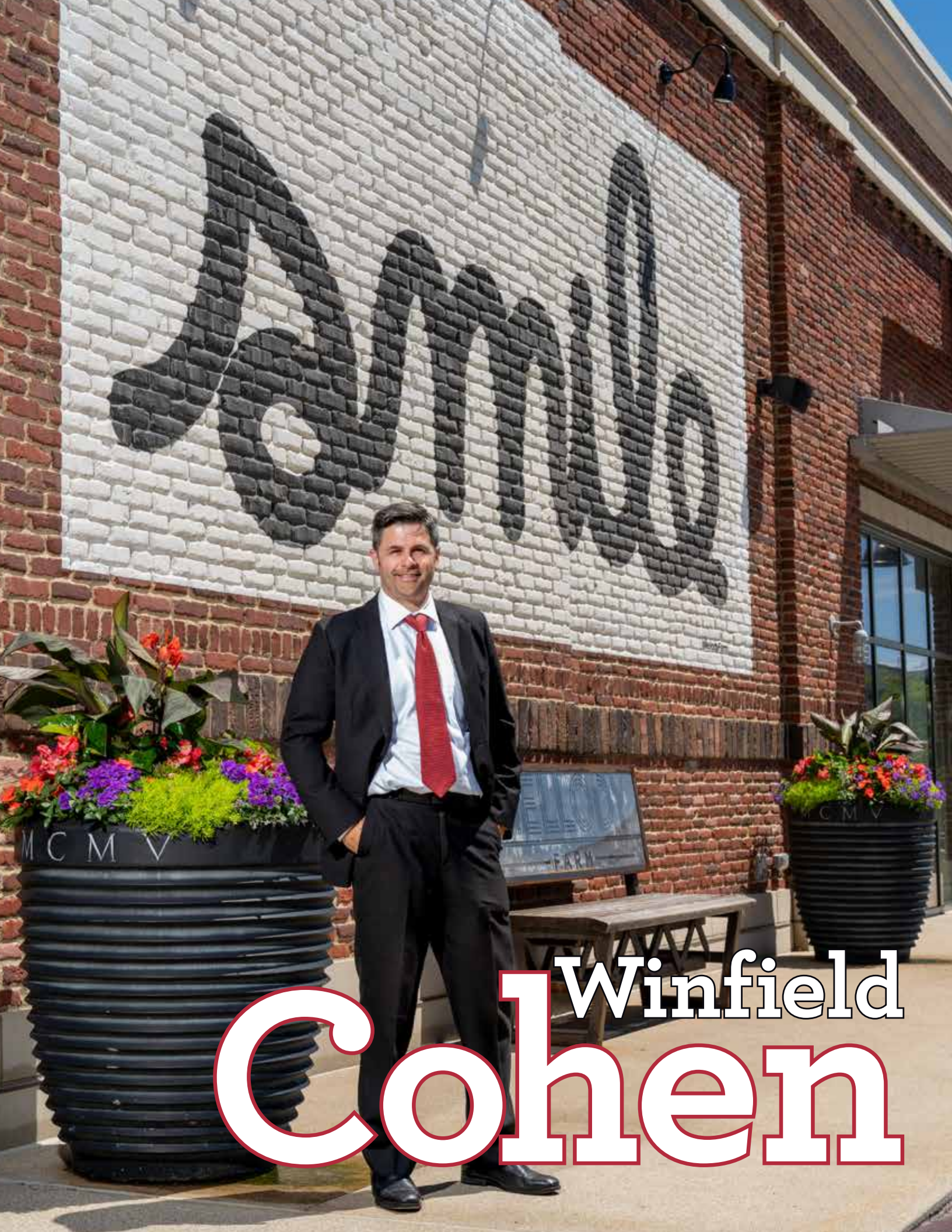
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Winfield Cohen

Transforming the North Shore

cover story

Photos by Elliot Powell

The North Shore is a place many people call home, but for REALTOR® Winfield Cohen, it's also a community that he's passionately served for over two decades.

Winfield's journey in real estate began with a desire to invest in rental properties. What started as a side venture quickly blossomed into a full-fledged career. He began at an independent real estate company in 2003, then found even greater opportunities to serve when his office merged with Keller Williams Success Realty in Barrington, Illinois, in 2015. Over the years, Winfield has earned a reputation for being a go-to agent for buyers, sellers, and investors thanks to his wealth of local knowledge and dedication to ensuring his clients make the best possible decisions.

Winfield is a Chicagoland native who graduated from Arizona State University with a degree in finance. He attributes his success to his devoted work ethic, as well as the mentorship and coaching he receives from industry veterans in the Mike Ferry Organization.

"I am not afraid to grind it out," Winfield affirms, emphasizing the importance of having a strong work ethic. He also says collaboration is key, and that he strives to maintain a balance between prospecting and nurturing his relationships with past clients.

Winfield firmly believes in the power of mindset and resilience when faced with life's inevitable challenges. He continually follows the advice he offers up-and-coming agents: "Don't be afraid to make mistakes. When you fail, fail forward. Learn from it. Failure is not fatal. Grow from it. But most importantly, be honest. Your reputation is permanent," he notes.

In today's market, Winfield recognizes that effective communication is more important than ever. His passion lies in providing exceptional customer service by maintaining regular, open lines of communication with his clients. By prioritizing transparency and responsiveness, he fosters trust and long-lasting relationships, setting himself apart in the competitive real estate industry.

When Winfield is not helping clients navigate the market, you can find him on the softball field, playing in his local league, or spending time with his family. A father of three, he is heavily involved in his kids' activities, and he is sure to spend quality time with his wife of fifteen years, Kelli, and their entire family.

Winfield has a true passion for cars, too. A testament to his sentimental nature and appreciation for the classics, he still owns the car he bought in high school, and he loves getting behind the wheel of the car he has owned now for over twenty-nine years: a 1995 Monte Carlo Z34.

In addition to being able to provide for his family, for Winfield, one of the most rewarding aspects of his business is the opportunity to help clients navigate the often complex world of real estate. By offering guidance and expertise, he finds joy in turning his clients' dreams into reality.

Proof of his dedication, past clients rave about Winfield's professionalism, patience, and kindness. Many have praised him for his excellent communication, expertise in navigating challenges, and ability to position them for success in a competitive market.

As Winfield looks to the future, he sees real estate as an integral part of his goals and dreams. His vision for the industry revolves around elevating professionalism and emphasizing the importance of customer service. By maintaining high standards and fostering a client-centered





approach, Winfield aims to create a lasting impact on the lives of those he serves.

For him, success is not a destination but a journey of continuous growth and development. He defines success as “the progressive realization of a worthwhile goal or outcome,” highlighting the importance of setting meaningful objectives and working diligently toward their achievement.

In Winfield, the North Shore and surrounding communities have found a real estate professional who is a devoted family man, a trusted advisor, a seasoned negotiator, and above all, a friend who’s always ready to lend a helping hand. With a steadfast dedication to his clients’ success and a love for his craft, Winfield strives to elevate the real estate game and better the lives of countless individuals and families in North Shore and beyond.

“When you fail, fail forward. Learn from it. Failure is not fatal. Grow from it...”



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► on the rise

By Chris Menezes
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The Power of Reinvention

“It’s never too late to reinvent yourself.” This mantra perfectly encapsulates the life of Liesel Jankelowitz. Her story demonstrates how passion, resilience, and the courage to embrace new opportunities can lead to profound personal and professional growth.

Liesel’s connection to the world of business and real estate began in her childhood in South Africa. Her father was an industrious entrepreneur who built up a successful retail and wholesale food business, and owned and managed various residential and commercial properties.

“My dad worked crazy hours, often starting at 3 am,” Liesel recalls. “If I wanted to spend time with him I went to his business, and I loved it. I would work weekends—on the cash register, pricing items, packing shelves,

greeting customers. My payment was usually a juicy hamburger. He taught me that anything is possible when you put your mind to it.”

In addition to the benefits of a strong work ethic, Liesel draws inspiration from her mother, who boldly transitioned to a career in real estate after dedicating years to raising her family.

Always driven to work hard, Liesel held three jobs—working as a benefits consultant, waiting tables, and coaching high school field hockey—while earning her undergraduate and graduate degrees in business management.

Liesel was twenty-three years old when she first decided to take her life in a completely new direction. She left South Africa, her family, friends, job, and everything she knew to start a new life in a new country. Arriving in St. Louis, Missouri, alone with just two suitcases, Liesel obtained a benefits consulting position at Towers Perrin. She would later transfer to the company’s Chicago office.



As a benefits consultant, Liesel managed high-profile client relationships and led large multidisciplinary teams. She also took on the responsibility of overseeing her family’s business in South Africa and all the properties they owned, which allowed her to deepen her understanding of the real estate industry.

Liesel has always dedicated significant time to her local community, too, particularly in support of Jewish life and education. She served on the board of directors for the Solomon Schechter Day School of Metropolitan Chicago for nine years, including two years as president, where she played a crucial role in guiding the

school's strategic direction. She was also a board member of NA'AMAT USA, the US chapter of the largest women's organization in Israel, which supports women's health, rights, and education in Israel.

In addition, her family has been a top fundraiser for the Juvenile Diabetes Research Foundation (JDRF), forming the team Adam's Amigos after her older son, Adam, was diagnosed with type 1 diabetes. Liesel remains active in local community engagements, contributing to school boards and civic groups, and she supports various charitable causes through fundraising and participation in events.

Through her extensive community involvement, Liesel demonstrates a strong commitment to making a positive impact and fostering growth, education, and well-being in her community.

"One of my most significant accomplishments has been, over time, building a family and community," she says. "On holidays each year, our home is bursting at the seams with all our friends. I am proud that I am a strong contributor to our community—that has given me and my family so much."



Liesel with her family. Submitted photo.

“It's never too late to reinvent yourself..”

Liesel's recent entrance into real estate marks her latest reinvention. She first considered a career in real estate nine years earlier, after going through the buying and selling process. She knew then that real estate would be her next chapter, it was just a matter of when.

"The timing wasn't right for our family then," she recalls. "But when the management of my family's business in South Africa became less time-consuming, and my kids were older, I knew I was ready for my next chapter. Now here I am, doing what I love and making a real difference to my clients."

Liesel officially got her license and joined the Lotzof Malk Residential team at Compass over a year ago. Quickly finding fulfillment in helping clients make the significant life decisions encompassed in buying and selling homes, her ability to blend her professional expertise with her genuine passion for real estate has been a key factor in her success.

Passionate about building lasting relationships with clients as she helps them achieve their dreams of homeownership, Liesel views success not just in terms of sales volume, but also in the joy and satisfaction of making a meaningful difference in people's lives.

Outside of her professional and community commitments, Liesel loves to spend time with her husband, Larry, a physician and Liesel's "true hero," and their two sons, Adam and Ryan, whenever possible. She enjoys racquet sports like tennis, paddle, and pickleball. She also loves to bake, and meringue and orange cake are her specialties.

Liesel's vision for her future centers on continuous reinvention and helping others achieve their dream of homeownership. Her story shows that in every moment there is an opportunity to start anew, proving that with passion and resilience, profound transformations are always possible.



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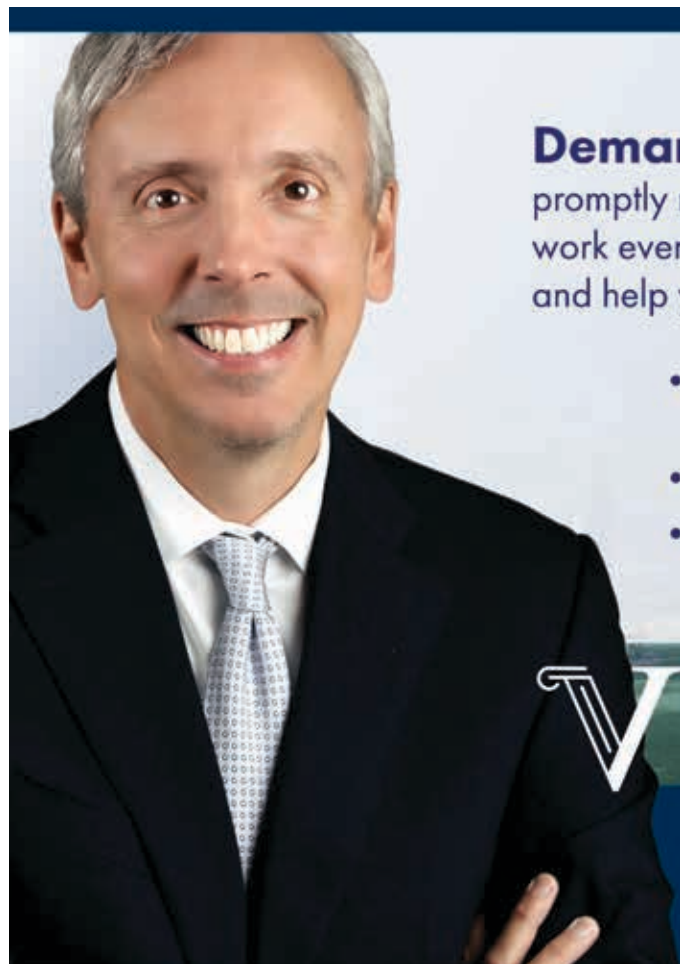


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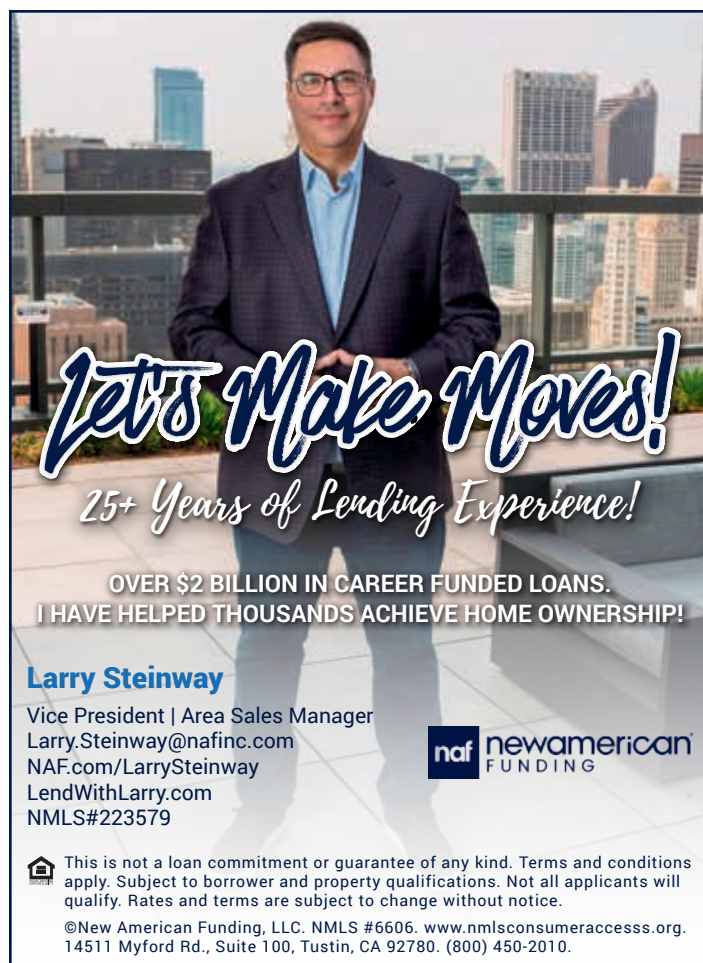


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Lala Mahoney

Building a Legacy



▶ agent feature
By Chris Menezes
Photos by Joseph Castello



Building a lasting legacy in real estate is no small feat, and Lala Mahoney has worked tirelessly to achieve just that. Although she faced many challenges, she treated each as an opportunity for growth, which shaped her into the successful professional she is today. From navigating competitive markets to balancing a demanding career with a growing family, Lala's experiences have reinforced her core values of hard work, integrity, and community—values deeply rooted in her upbringing in Iowa.

Lala's genuine interest in properties, architecture, and home design fueled her passion for the industry. She found immense fulfillment in helping clients find their dream homes and make significant investments. The satisfaction of guiding clients through one of the most important transactions of their lives became a powerful motivator for her, too. Of course, it wasn't easy, especially after she moved to the Chicagoland area within her first year as a REALTOR®.

Moving from Iowa to the fast-paced Chicagoland market twenty-four years ago was a daunting transition for Lala. However, she immersed herself in the local real estate scene by attending industry seminars, networking events, and engaging with seasoned professionals. This proactive approach helped her gain insights into the local market trends, client expectations, and effective strategies specific to the area.

Building a strong network of relationships with other agents, local businesses, and community members became a cornerstone of Lala's success. These connections provided valuable support and referrals, helping her establish a solid foothold in the market.

Balancing a demanding career with personal commitments has been another significant challenge for Lala. As a mother of two active children, Oliver (15) and Evelyn (10), and owner of two energetic border collies, managing time effectively has been essential for Lala. By developing a rigorous time-management system, she was able to prioritize tasks, set boundaries, and ensure quality time with her family.

Leveraging technology to streamline processes also allowed Lala to work more efficiently. CRM systems, virtual tours, and online communication tools helped her manage her workload effectively, making it possible to balance her professional and personal lives.

The cyclical nature of the real estate market posed additional obstacles for Lala, particularly

“These values have been my compass throughout my career in real estate, especially when navigating the various challenges I've encountered,” says Lala.

Lala's journey into real estate was driven by a combination of personal interest, family influence, and a desire for professional fulfillment. Growing up, she was inspired by her mother who was a REALTOR® in Iowa. While Lala had plans to go to law school, when her mother needed help in her business during Lala's senior year at University of Iowa, Lala decided to get her real estate license. After she graduated from college, she quickly realized that real estate was her true calling and has never looked back.



“ I AIM TO CREATE A LASTING LEGACY OF TRUST, LOYALTY, AND COMMUNITY IN THE REAL ESTATE INDUSTRY.”

during economic downturns when the real estate industry and home buyer confidence waned. But staying ahead of market trends and economic indicators allowed Lala to anticipate changes and adapt her strategies accordingly. By staying informed and flexible, she navigated through tough times and continued to provide exceptional service to her clients.

Establishing and maintaining client trust in a saturated market was another major hurdle she overcame. By prioritizing open and honest communication, Lala ensured her clients were well-informed at every step of the process. Going above and beyond to exceed client expectations became Lala’s hallmark. Personalized service, attention to detail, and post-transaction follow-ups led to high client satisfaction and numerous referrals.

“For me, maintaining past client relationships is more than just a business strategy. It’s a heartfelt commitment to the people who have trusted me with one of the most significant decisions of their lives,” Lala emphasizes. “By nurturing these relationships, I aim to create a lasting legacy of trust, loyalty, and community in the real estate industry.”

This passion not only drives Lala’s professional success, but also brings her immense personal fulfillment, knowing that she is making a positive impact on the lives of her clients.

Lala envisions a future where real estate continues to play a pivotal role in her life. She aspires to build a lasting legacy in the industry, and be known for integrity, exceptional service, and a deep commitment to her clients’ success. Mentoring upcoming REALTORS® and sharing her knowledge and experiences is a significant part of her vision.

She also aims to play a more active role in community service and philanthropic efforts by supporting local charities and participating in community development initiatives. Beyond selling homes, she wants to help build vibrant, inclusive communities where people can thrive.

Outside of real estate, Lala enjoys spending weekends cheering on Oliver at football games and Evelyn at soccer matches. She and her husband, Mike, find solace and joy in gardening. Together they tend an expansive garden that is filled with fruit trees and berry bushes. Their two border collies, Leo and Piper, keep



the family active and entertained with their high-energy antics.

For Lala, success is a holistic achievement that encompasses professional growth, personal fulfillment, and having a positive impact on others. It’s about continually striving to be better, maintaining integrity, and contributing to the well-being of her clients and community. By focusing on these aspects, she measures her success

not just by what she achieves, but by how she achieves it and the legacy she will inevitably leave behind.

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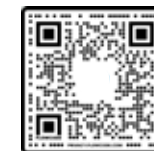
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	67.5	\$42,776,913	61.5	\$35,402,417	129	\$78,179,330
2	Anita	Olsen	149	\$56,853,940	0	\$0	149	\$56,853,940
3	Jena	Radnay	13	\$33,878,900	5	\$17,910,000	18	\$51,788,900
4	John	Morrison	29.5	\$31,292,500	20.5	\$19,467,500	50	\$50,760,000
5	Maria	DelBoccio	21	\$15,615,174	34	\$19,546,100	55	\$35,161,274
6	Anne	Dubray	15	\$18,172,500	14	\$15,977,000	29	\$34,149,500
7	Kim	Alden	16.5	\$9,797,650	63.5	\$24,276,439	80	\$34,074,089
8	Sarah	Leonard	44.5	\$20,131,383	35.5	\$13,245,257	80	\$33,376,640
9	Paige	Dooley	5.5	\$17,414,000	11	\$15,317,000	16.5	\$32,731,000
10	Connie	Dornan	24	\$17,609,330	13.5	\$13,713,928	37.5	\$31,323,258
11	Andra	O'Neill	11	\$16,178,750	8	\$14,404,500	19	\$30,583,250
12	Craig	Fallico	34	\$18,713,000	18	\$11,449,500	52	\$30,162,500
13	Cory	Green	7	\$4,192,002	24	\$23,117,500	31	\$27,309,502
14	Dawn	McKenna	4	\$10,669,500	8	\$15,623,000	12	\$26,292,500
15	Jeff	Ohm	8	\$11,762,015	10	\$14,462,015	18	\$26,224,030
16	Holly	Connors	24	\$13,464,500	21.5	\$12,407,871	45.5	\$25,872,371
17	Beth	Wexler	11.5	\$12,894,750	8.5	\$12,695,000	20	\$25,589,750
18	Jim	Starwalt	34	\$10,080,100	39	\$14,239,960	73	\$24,320,060
19	Mary	Grant	6.5	\$11,726,171	8	\$12,395,500	14.5	\$24,121,671
20	Leslie	McDonnell	25	\$13,141,000	18.5	\$10,658,000	43.5	\$23,799,000
21	Dean	Tubekis	15	\$12,681,500	23.5	\$10,839,630	38.5	\$23,521,130
22	Nicholas	Solano	39	\$22,785,738	0	\$0	39	\$22,785,738
23	Ann	Lyon	9.5	\$9,992,000	7	\$11,499,000	16.5	\$21,491,000
24	Jacqueline	Lotzof	5.5	\$3,297,000	14.5	\$18,094,000	20	\$21,391,000
25	Matthew	Messel	10.5	\$5,266,500	30.5	\$15,687,400	41	\$20,953,900
26	Jennifer	Olson Jones	37	\$19,993,925	1	\$465,000	38	\$20,458,925
27	Sarah	Toso	33	\$19,610,801	0	\$0	33	\$19,610,801
28	Michael	Thomas	17	\$8,330,150	16	\$11,248,400	33	\$19,578,550
29	Lisa	Wolf	26.5	\$13,437,650	14.5	\$5,962,212	41	\$19,399,862
30	Marlene	Rubenstein	4.5	\$3,764,400	10	\$14,845,311	14.5	\$18,609,711
31	Susan	Maman	6	\$11,367,500	5	\$6,730,000	11	\$18,097,500
32	Kelly	Malina	39	\$17,138,845	1	\$430,000	40	\$17,568,845
33	Lisa	Trace	5.5	\$7,053,200	7.5	\$9,482,750	13	\$16,535,950
34	Julie	Schultz	7	\$8,277,817	8	\$7,664,700	15	\$15,942,517

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Judy	Greenberg	10.5	\$7,945,066	11	\$7,755,565	21.5	\$15,700,631
36	Mary	Summerville	9	\$4,800,350	18.5	\$10,767,050	27.5	\$15,567,400
37	Brandy	Isaac	8	\$11,537,000	4.5	\$3,734,500	12.5	\$15,271,500
38	Jamie	Hering	24	\$7,795,000	21	\$7,380,689	45	\$15,175,689
39	Cheryl	Bonk	31.5	\$14,811,777	0	\$0	31.5	\$14,811,777
40	Linda	Little	31.5	\$14,811,777	0	\$0	31.5	\$14,811,777
41	Dominick	Clarizio	3.5	\$4,793,750	8.5	\$9,688,222	12	\$14,481,972
42	Cathy	Oberbroeckling	23	\$12,440,925	5	\$1,849,290	28	\$14,290,215
43	Marina	Carney	5	\$8,187,975	3	\$5,975,000	8	\$14,162,975
44	Vittoria	Logli	9.5	\$8,533,878	5	\$5,461,500	14.5	\$13,995,378
45	Robbie	Morrison	16.5	\$9,591,000	6	\$4,392,298	22.5	\$13,983,298
46	Missy	Jerfita	10	\$8,761,225	8	\$5,109,000	18	\$13,870,225
47	James	Ziltz	27	\$13,691,710	0	\$0	27	\$13,691,710
48	Pat	Kalamatas	22	\$11,305,718	6	\$2,261,945	28	\$13,567,663
49	John	Barry	6	\$7,900,370	4	\$5,150,470	10	\$13,050,840
50	Shaun	Raugstad	8	\$8,568,800	5	\$4,480,000	13	\$13,048,800

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Kimberly	Shortsle	4.5	\$5,945,500	7.5	\$6,989,500	12	\$12,935,000
52	Amy	Diamond	17.5	\$8,353,201	10	\$4,482,900	27.5	\$12,836,101
53	Lauren	Mitrick Wood	1.5	\$2,230,000	7.5	\$10,596,000	9	\$12,826,000
54	Pam	MacPherson	4.5	\$6,062,400	9	\$6,484,000	13.5	\$12,546,400
55	Samantha	Kalamaras	16	\$9,147,500	6	\$3,246,091	22	\$12,393,591
56	Ashley	Kain Spector	5	\$7,935,000	5	\$4,430,000	10	\$12,365,000
57	Esther	Zamudio	11.5	\$3,116,400	30.5	\$9,245,600	42	\$12,362,000
58	Laura	Fitzpatrick	2	\$4,752,500	8	\$7,567,000	10	\$12,319,500
59	David	Schwabe	16	\$7,475,250	12	\$4,822,000	28	\$12,297,250
60	Caroline	Starr	13	\$6,668,922	10	\$5,583,804	23	\$12,252,726
61	Emily	Smart Lemire	2	\$2,602,500	5.5	\$9,552,500	7.5	\$12,155,000
62	Andrew	Mrowiec	5	\$8,187,975	4	\$3,935,000	9	\$12,122,975
63	Ted	Pickus	4.5	\$4,969,500	5.5	\$7,016,500	10	\$11,986,000
64	Deborah	Hepburn	6	\$4,317,000	8	\$7,596,400	14	\$11,913,400
65	Nathan	Freeborn	7	\$5,057,000	12	\$6,716,200	19	\$11,773,200
66	Danny	McGovern	6	\$4,225,000	8	\$7,389,000	14	\$11,614,000
67	Melissa	Siegal	2.5	\$2,485,000	10.5	\$8,949,000	13	\$11,434,000
68	Janet	Borden	9	\$7,062,900	4.5	\$4,282,419	13.5	\$11,345,319
69	Katharine	Hackett	1	\$1,103,000	7	\$10,235,000	8	\$11,338,000
70	Jackie	Mack	14	\$7,765,720	4.5	\$3,446,000	18.5	\$11,211,720
71	Diana	Matichyn	14	\$6,522,874	12	\$4,526,350	26	\$11,049,224
72	Connie	Antoniou	9.5	\$7,715,500	4	\$3,167,500	13.5	\$10,883,000
73	Julie	Fleetwood	4	\$2,382,500	5	\$8,440,000	9	\$10,822,500
74	Beth	Alberts	7	\$6,736,500	5	\$4,000,350	12	\$10,736,850
75	Kelly	Baysinger	7	\$4,208,250	12	\$6,280,900	19	\$10,489,150
76	Christopher	Paul	18	\$7,612,500	7	\$2,837,000	25	\$10,449,500
77	Benjamin	Hickman	12	\$3,315,800	19	\$7,023,300	31	\$10,339,100
78	Jodi	Cinq-Mars	15.5	\$5,292,800	15.5	\$4,995,500	31	\$10,288,300
79	Justin	Greenberg	8	\$8,828,350	3	\$1,375,000	11	\$10,203,350
80	Kati	Spaniak	3.5	\$5,025,300	6.5	\$5,145,500	10	\$10,170,800
81	Vaseekaran	Janarthanam	5	\$2,665,802	19	\$7,471,900	24	\$10,137,702
82	Lindsey	Kaplan	7	\$3,130,250	12.5	\$6,944,000	19.5	\$10,074,250
83	C Bryce	Fuller	10.5	\$5,649,111	8	\$4,168,600	18.5	\$9,817,711
84	Meredith	Schreiber	4	\$3,763,375	9	\$6,001,500	13	\$9,764,875

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Kathryn	Mangel	3	\$3,942,775	4.5	\$5,676,250	7.5	\$9,619,025
86	Alissa	McNicholas	4	\$6,611,750	2.5	\$2,860,000	6.5	\$9,471,750
87	Rutul	Parekh	8	\$1,653,900	21	\$7,795,701	29	\$9,449,601
88	Nancy	Gibson	6	\$6,236,995	4	\$3,165,555	10	\$9,402,550
89	Susan	Teper	5	\$4,620,000	4	\$4,690,000	9	\$9,310,000
90	Michael	Mitchell	3	\$8,185,000	2	\$1,030,000	5	\$9,215,000
91	Samantha	Trace	5.5	\$7,053,200	1.5	\$2,113,750	7	\$9,166,950
92	Carrie	McCormick	2	\$5,590,000	3	\$3,552,600	5	\$9,142,600
93	Mona	Hellinga	2	\$5,925,000	1	\$3,200,000	3	\$9,125,000
94	Tara	Kelleher	7	\$5,219,000	6	\$3,736,500	13	\$8,955,500
95	Lori	Baker	4.5	\$7,099,250	2.5	\$1,855,000	7	\$8,954,250
96	Joey	Gault	7	\$8,871,250	0	\$0	7	\$8,871,250
97	Allison	Silver	6.5	\$5,873,400	3	\$2,966,000	9.5	\$8,839,400
98	Bonnie	Tripton	1	\$2,175,000	4	\$6,530,000	5	\$8,705,000
99	Corey	Barker	13	\$5,189,199	9	\$3,480,000	22	\$8,669,199
100	Kate	Huff	3	\$3,210,000	4	\$5,454,500	7	\$8,664,500

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TOP 250 STANDINGS

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


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Geoff	Brown	3	\$2,596,650	7	\$5,994,000	10	\$8,590,650
102	Kate	Fanselow	6.5	\$4,216,000	9	\$4,351,500	15.5	\$8,567,500
103	Alan	Berlow	8	\$4,974,000	5	\$3,534,000	13	\$8,508,000
104	Abhijit	Leekha	5	\$2,204,500	14	\$6,297,911	19	\$8,502,411
105	Cory	Albiani	7.5	\$5,571,500	4	\$2,690,000	11.5	\$8,261,500
106	Ryan	Cherney	14	\$8,200,501	0	\$0	14	\$8,200,501
107	Ralph	Milito	8	\$5,190,500	5	\$2,967,500	13	\$8,158,000
108	Judy Ann	Bruce	9.5	\$5,216,000	7	\$2,941,000	16.5	\$8,157,000
109	Joanne	Hudson	3.5	\$5,467,500	2	\$2,660,000	5.5	\$8,127,500
110	Leslie	Maguire	4.5	\$5,460,000	1	\$2,600,000	5.5	\$8,060,000
111	Rafay	Qamar	7.5	\$3,845,000	8	\$4,201,000	15.5	\$8,046,000
112	Winfield	Cohen	9	\$3,521,100	8	\$4,491,856	17	\$8,012,956
113	Jeannie	Kurtzhalts	4	\$5,076,000	3	\$2,909,000	7	\$7,985,000
114	Robert	Picciariello	19	\$7,957,000	0	\$0	19	\$7,957,000
115	Lyn	Flannery	5	\$6,585,000	1	\$1,215,000	6	\$7,800,000
116	Patrick	Milhaupt	2.5	\$2,757,000	2	\$5,035,000	4.5	\$7,792,000
117	Joan	Couris	16	\$5,606,950	8	\$2,155,500	24	\$7,762,450
118	Jesus	Perez	12	\$3,188,500	20	\$4,471,908	32	\$7,660,408
119	C. Steven	Weirich	5	\$3,155,000	6	\$4,462,500	11	\$7,617,500
120	Jodi	Taub	5	\$3,773,500	5	\$3,822,000	10	\$7,595,500
121	Grigory	Pekarsky	2.5	\$1,908,000	6.5	\$5,613,000	9	\$7,521,000
122	Jen	Ortman	6	\$2,775,568	12	\$4,737,000	18	\$7,512,568
123	Majbrith	Brody	5	\$4,681,000	2	\$2,830,000	7	\$7,511,000
124	Heidi	Seagren	2	\$805,000	8.5	\$6,703,500	10.5	\$7,508,500
125	David	Korkoian	7.5	\$3,797,900	6	\$3,636,000	13.5	\$7,433,900
126	Annika	Valdiserri	5	\$6,030,000	1	\$1,380,000	6	\$7,410,000
127	Brady	Andersen	3	\$4,572,500	4	\$2,800,000	7	\$7,372,500
128	Elizabeth	Bryant	3.5	\$3,057,550	5	\$4,299,000	8.5	\$7,356,550
129	Sue	Hall	6	\$5,333,800	4	\$2,001,900	10	\$7,335,700
130	Sherri	Esenberg	8	\$3,775,500	7	\$3,559,024	15	\$7,334,524
131	Lynda	Sanchez-Werner	22.5	\$7,030,650	1	\$289,990	23.5	\$7,320,640
132	Joe Tyler	Gerber	7.5	\$3,635,500	4	\$3,675,000	11.5	\$7,310,500
133	Julie	Hartvigsen	3	\$7,270,994	0	\$0	3	\$7,270,994
134	Sheryl	Graff	5.5	\$7,243,000	0	\$0	5.5	\$7,243,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kelly	Dunn Rynes	5	\$4,288,000	5	\$2,888,000	10	\$7,176,000
136	Heather	Fowler	3	\$2,387,000	2	\$4,765,994	5	\$7,152,994
137	Andee	Hausman	6	\$2,416,550	9.5	\$4,717,640	15.5	\$7,134,190
138	Elise	Rinaldi	2	\$3,670,500	3	\$3,446,000	5	\$7,116,500
139	Sam	Shaffer	0.5	\$324,000	4	\$6,738,400	4.5	\$7,062,400
140	Sara	Sogol	15	\$5,805,000	4	\$1,256,500	19	\$7,061,500
141	Christopher	Lobrillo	22.5	\$7,030,650	0	\$0	22.5	\$7,030,650
142	Ila	Coretti	3	\$5,145,350	2	\$1,875,000	5	\$7,020,350
143	Barbara	Noote	11	\$4,159,000	7	\$2,795,910	18	\$6,954,910
144	Miranda	Alt	7	\$2,887,000	8	\$4,025,900	15	\$6,912,900
145	Daniel	Timm	11.5	\$5,840,944	1	\$965,000	12.5	\$6,805,944
146	Ashley	Arzer	5	\$2,307,250	6	\$4,456,000	11	\$6,763,250
147	Elizabeth	Wieneke	4	\$5,357,500	1	\$1,399,900	5	\$6,757,400
148	Vilma	Alvarez	14.5	\$5,334,294	4.5	\$1,373,450	19	\$6,707,744
149	Randall	Brush	11.5	\$5,077,500	4	\$1,626,100	15.5	\$6,703,600
150	Katie	Hauser	1	\$1,562,500	4	\$5,116,514	5	\$6,679,014


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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Greg	Klemstein	19	\$5,879,797	2	\$790,000	21	\$6,669,797
152	Jamie	Roth	6	\$4,091,500	2	\$2,560,000	8	\$6,651,500
153	Rebekah	Wipperfurth	6	\$2,064,000	10	\$4,562,150	16	\$6,626,150
154	Todd	Trawinski	2.5	\$1,179,055	5	\$5,446,262	7.5	\$6,625,317
155	Michael	Graff	3.5	\$3,409,000	4	\$3,184,500	7.5	\$6,593,500
156	Joel	Holland	3	\$4,089,250	3	\$2,490,000	6	\$6,579,250
157	Nannette	Porter	6.5	\$2,355,600	8	\$4,214,500	14.5	\$6,570,100
158	Houda	Chedid	3	\$5,550,000	1	\$999,900	4	\$6,549,900
159	Joseph	Render	14	\$5,206,794	3.5	\$1,311,850	17.5	\$6,518,644
160	Anne	Hardy	8	\$6,499,500	0	\$0	8	\$6,499,500
161	Megan	Mawicke Bradley	2.5	\$3,399,007	2	\$3,100,000	4.5	\$6,499,007
162	Noel	Walton	4.5	\$3,788,000	3	\$2,695,000	7.5	\$6,483,000
163	Tetiana	Konenko	2.5	\$1,513,500	16	\$4,964,500	18.5	\$6,478,000
164	Oskar	Wiatr	1	\$2,900,000	11	\$3,568,000	12	\$6,468,000
165	Megan	Jordan	3	\$3,207,000	2	\$3,260,000	5	\$6,467,000
166	Mohammed	Iftikhar	6	\$4,473,999	3.5	\$1,992,393	9.5	\$6,466,392
167	Debbie	Glickman	4	\$2,733,000	5.5	\$3,711,299	9.5	\$6,444,299
168	Meredith	Pierson	5.5	\$6,369,500	0	\$0	5.5	\$6,369,500
169	Patricia	Skirving	0.5	\$1,700,000	2	\$4,669,000	2.5	\$6,369,000
170	David	Jaffe	6	\$3,046,000	7	\$3,320,500	13	\$6,366,500
171	Renee	Clark	5.5	\$3,849,750	4	\$2,501,000	9.5	\$6,350,750
172	Connie	Barhorst	9	\$3,728,121	6	\$2,617,000	15	\$6,345,121
173	Cristina	Panagopoulos	6	\$2,640,000	8	\$3,704,400	14	\$6,344,400
174	Carleigh Mia	Goldsberry	4	\$4,945,500	1.5	\$1,379,250	5.5	\$6,324,750
175	Jacqueline	Harding	3	\$2,065,000	5	\$4,220,900	8	\$6,285,900
176	Kimberly	Meixner	3	\$2,630,000	6	\$3,650,139	9	\$6,280,139
177	Veronica	Rodriguez	11	\$5,270,900	1	\$915,000	12	\$6,185,900
178	Samuel	Lubeck	3	\$1,359,000	7.5	\$4,798,500	10.5	\$6,157,500
179	Anna	Klarck	6	\$2,792,500	7	\$3,279,820	13	\$6,072,320
180	Suzie	Hempstead	1	\$830,000	3	\$5,240,100	4	\$6,070,100
181	Richard	Richker	0.5	\$624,500	5	\$5,431,000	5.5	\$6,055,500
182	Gina	Shad	5	\$4,242,400	4	\$1,795,000	9	\$6,037,400
183	Sara	Mitchell	11	\$4,650,600	4	\$1,366,990	15	\$6,017,590
184	Mila	Friedman	2	\$2,152,500	4	\$3,861,000	6	\$6,013,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Grace	Sergio	1.5	\$5,411,200	1	\$550,000	2.5	\$5,961,200
186	Sara	Brahm	0	\$0	3	\$5,960,000	3	\$5,960,000
187	Margie	Brooks	2	\$1,010,000	6	\$4,902,500	8	\$5,912,500
188	Lyn	Wise	4	\$1,888,000	7.5	\$4,019,216	11.5	\$5,907,216
189	Susan	Carey	0	\$0	3	\$5,900,000	3	\$5,900,000
190	Andy	Walton	3.5	\$3,263,000	3	\$2,627,925	6.5	\$5,890,925
191	Misael	Chacon	14	\$5,445,500	1	\$435,000	15	\$5,880,500
192	Kary	Leon	5.5	\$3,531,500	4	\$2,334,000	9.5	\$5,865,500
193	Cindy	Lee	3	\$1,900,500	4	\$3,951,500	7	\$5,852,000
194	David	Pickard	8	\$2,315,000	10	\$3,515,000	18	\$5,830,000
195	Amy	Philpott	6.5	\$4,125,500	3	\$1,690,000	9.5	\$5,815,500
196	Dave	Blum	5	\$2,487,400	7	\$3,323,140	12	\$5,810,540
197	Kelly	Janowiak	11	\$4,550,100	3	\$1,260,000	14	\$5,810,100
198	Michael	Lohens	5	\$2,172,850	6	\$3,634,900	11	\$5,807,750
199	Jackie	Lynch	6	\$2,927,000	4	\$2,880,000	10	\$5,807,000
200	Cherie	Smith Zurek	12	\$4,707,300	2	\$1,065,000	14	\$5,772,300

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Janine	Sasso	10	\$4,552,000	2	\$1,145,000	12	\$5,697,000
202	Honore	Frumentino	4	\$2,727,950	5	\$2,965,000	9	\$5,692,950
203	Paula	Joyce	4	\$2,624,500	3	\$3,064,000	7	\$5,688,500
204	Matt	Steiger	4	\$2,539,000	4	\$3,145,000	8	\$5,684,000
205	David	Chung	2	\$2,302,250	3	\$3,380,000	5	\$5,682,250
206	Sohail	Salahuddin	10	\$4,163,400	4	\$1,508,750	14	\$5,672,150
207	Sheila	Doyle	6	\$2,755,000	4	\$2,915,925	10	\$5,670,925
208	Matthew	Lysien	9.5	\$2,546,500	10	\$3,099,000	19.5	\$5,645,500
209	Juliet	Towne	5	\$3,305,000	6	\$2,329,900	11	\$5,634,900
210	Carrie	Tarzon	1.5	\$2,498,000	4	\$3,133,900	5.5	\$5,631,900
211	Denise	D'Amico	4	\$2,861,000	3	\$2,761,000	7	\$5,622,000
212	Lital	Avnet	3.5	\$3,872,000	2	\$1,735,000	5.5	\$5,607,000
213	Katherine	Hudson	2	\$2,186,500	4	\$3,415,000	6	\$5,601,500
214	Dawn	Bremer	10	\$2,962,556	9	\$2,618,500	19	\$5,581,056
215	Amy	Kite	3.5	\$1,733,500	10.5	\$3,838,800	14	\$5,572,300
216	Julia	Alexander	2	\$668,000	13	\$4,897,669	15	\$5,565,669
217	Laura	Wenger	6	\$3,879,201	3	\$1,684,900	9	\$5,564,101
218	Gayle	Stellas	7	\$5,553,000	0	\$0	7	\$5,553,000
219	Jennifer	Lussow	5	\$2,847,750	5	\$2,699,500	10	\$5,547,250
220	Noah	Levy	1	\$1,037,500	4	\$4,499,000	5	\$5,536,500
221	Peggy	Glickman	1.5	\$1,176,000	5	\$4,324,000	6.5	\$5,500,000
222	Elise	Dayan	3	\$1,769,000	3.5	\$3,723,500	6.5	\$5,492,500
223	Judy	Gibbons	4	\$1,646,000	5	\$3,844,950	9	\$5,490,950
224	Ashlee	Fox	3	\$1,320,000	5	\$4,155,000	8	\$5,475,000
225	Evan	Reynolds	4	\$1,081,500	13	\$4,338,190	17	\$5,419,690
226	Harris	Ali	2.5	\$804,000	13	\$4,601,000	15.5	\$5,405,000
227	Marla	Schneider	5.5	\$3,488,450	3	\$1,915,000	8.5	\$5,403,450
228	Trisha	Kannon	1	\$2,575,000	2	\$2,785,000	3	\$5,360,000
229	Jeffrey	Lowe	1.5	\$2,044,000	3	\$3,315,000	4.5	\$5,359,000
230	Peter	Drossos	5	\$1,724,000	7	\$3,633,000	12	\$5,357,000
231	Mark	Ranallo	4	\$2,287,000	3	\$3,055,000	7	\$5,342,000
232	Janice	Hazlett	2.5	\$1,386,000	4	\$3,941,620	6.5	\$5,327,620
233	Vijay	Ghuge	1	\$535,000	10	\$4,789,990	11	\$5,324,990
234	Chris	Veech	2	\$453,800	6	\$4,862,400	8	\$5,316,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Andrea Lee	Sullivan	9	\$3,565,200	5	\$1,730,000	14	\$5,295,200
236	Jacklyn	Pepoon	2.5	\$1,656,000	4	\$3,632,000	6.5	\$5,288,000
237	Glo	Rolighed	2	\$1,796,000	2	\$3,450,000	4	\$5,246,000
238	Kimberly	Broznowski Powers	4	\$2,405,000	4	\$2,831,500	8	\$5,236,500
239	Jennifer	Oukrust	6	\$3,584,000	3	\$1,637,500	9	\$5,221,500
240	Jeffrey	Padesky	5.5	\$2,694,500	7	\$2,526,500	12.5	\$5,221,000
241	David	Kim	2	\$960,000	3	\$4,250,000	5	\$5,210,000
242	Bruce	Kaplan	10	\$2,971,300	6.5	\$2,230,286	16.5	\$5,201,586
243	Barbara	Cullen	8	\$4,081,000	3	\$1,113,000	11	\$5,194,000
244	David	Leigh	11	\$4,469,000	2	\$718,810	13	\$5,187,810
245	Dan	Kieres	5	\$1,848,500	5	\$3,328,500	10	\$5,177,000
246	Kathryn	Moor	2	\$3,666,500	0.5	\$1,500,000	2.5	\$5,166,500
247	Van Ann	Kim	5	\$4,637,140	1	\$526,000	6	\$5,163,140
248	Dmytro	Bezrukavyy	2	\$555,000	16	\$4,602,400	18	\$5,157,400
249	Anne Marie	Murdoch	1	\$660,000	4	\$4,485,000	5	\$5,145,000
250	Warrick	Bell	3	\$4,710,300	1	\$427,500	4	\$5,137,800

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