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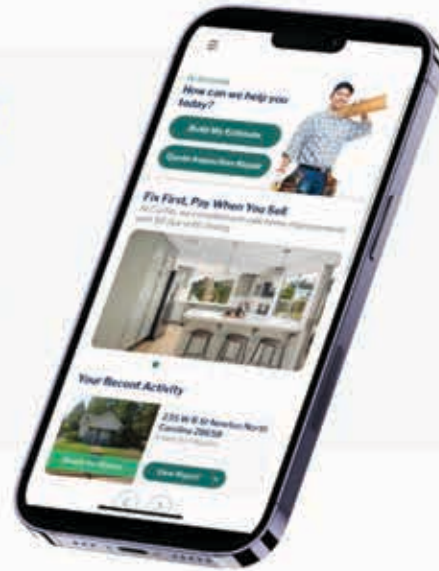
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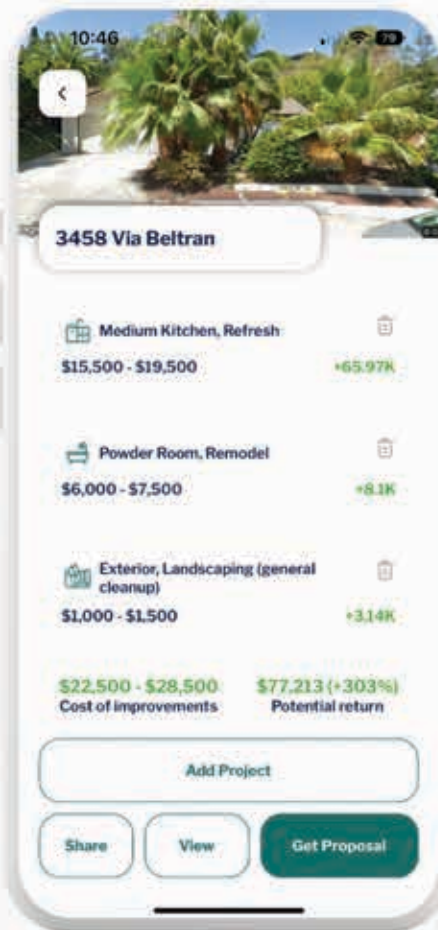
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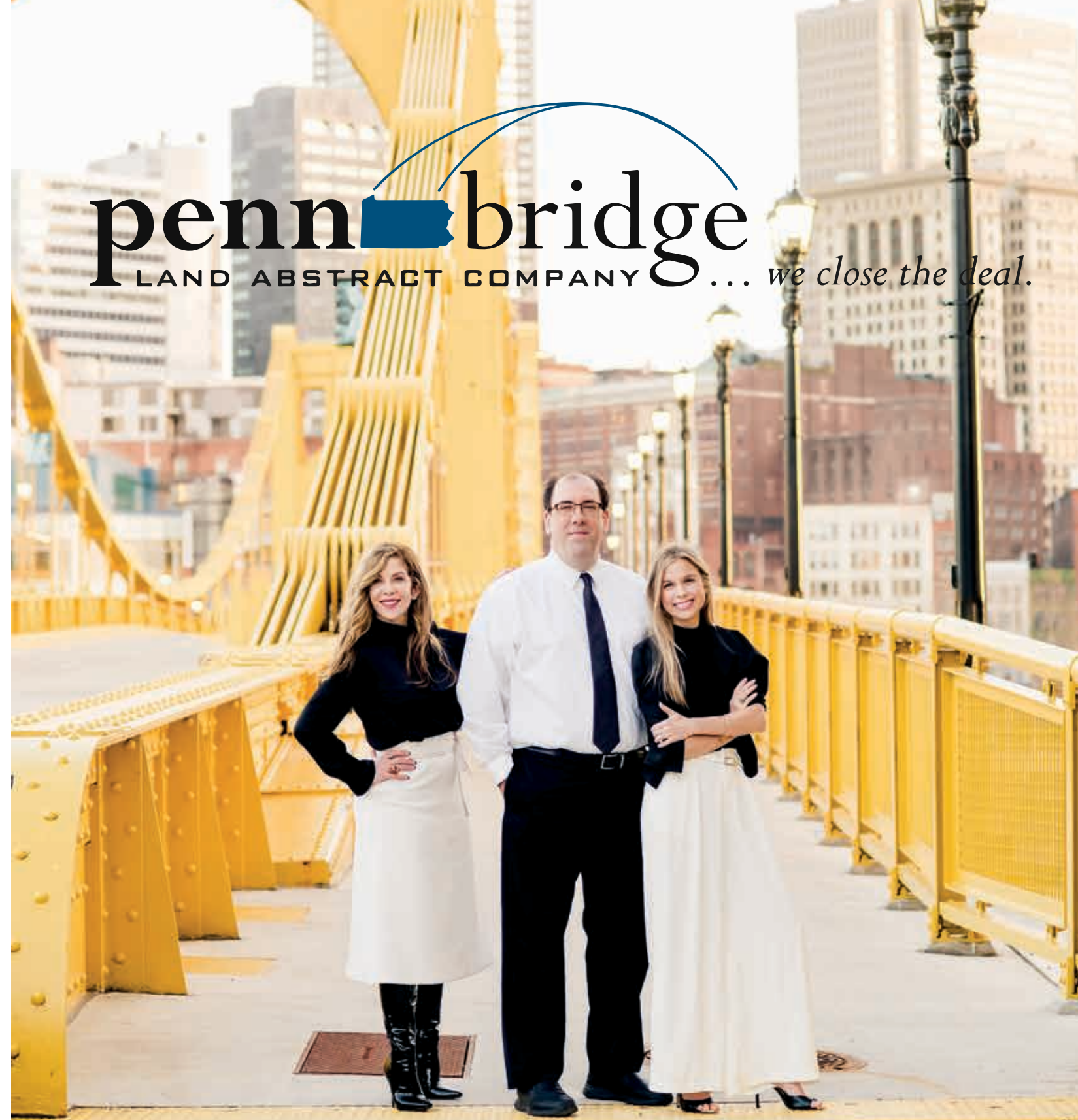
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PUTTING THE “REAL” IN REAL ESTATE

► top producer

Written by Kendra Woodward
Photography by Theis Media

Known affectionately as “Real Estate Nate,” Nate Nieland is a trusted partner in his client’s journey towards homeownership. With a career spanning nearly two decades, he brings a wealth of experience and a genuine passion for helping others achieve their real estate goals.

Originally from Squirrel Hill, Nate’s journey into real estate was marked by a deep-rooted desire to make a difference in people’s lives. Despite taking a brief hiatus from the area from 1998-2006 to go to school in Boulder, CO and work in Hawaii, Nate moved back to Pittsburgh in 2007 when his mother was diagnosed with Alzheimers. Having purchased his first house and starting this new journey in his mid 20’s, Nate found that he was spending more than half of his days at her place as her caretaker, which was very rewarding for him, being able to spend time with his mother in the last years of her life, but admittedly took a toll and made him grow up very fast. “The whole experience was very enriching, despite the circumstances” he explains, referencing how the experience taught him patience and prepared him for his path in fatherhood.



After obtaining his real estate license the same year, Nate ventured into commercial real estate initially where he connected with his mentors Howard Engleberg and David Hanley at PRC Commercial Real Estate. But after five years, and realizing the longevity needed to gain a foothold in that niche, Nate decided to switch direction and pursue his MBA at the University of Pittsburgh's Katz School of Business. The time-span between obtaining his MBA and switching over to residential

real estate however, saw Nate getting into a career in finance, putting his license in escrow, and letting it lapse.

So when Nate decided he was ready to get back into real estate in 2013, he had to retake his test and discovered his true calling lay in residential real estate after investing in several flip properties and rentals. Focusing on residential sales now, he finds fulfillment in being an integral part in his client's lives. "I absolutely love being a part of such a monumental moment in people's lives," Nate prides.



"It's the most rewarding thing...being a part of such a monumental moment in a person's life when someone buys or sells a house."

When Nate joined Coldwell Banker Realty in Shadyside, he quickly established himself as a trusted advisor and advocate for his clients. "My biggest nightmare in life is that somebody buys a house that they don't like." With a keen eye for detail and a broad skill set honed over years of experience, Nate navigates the complexities of the real estate market with ease, ensuring his clients receive nothing short of exceptional service. "The whole experience is very enriching. Being a REALTOR® you wear so many hats...it's nice to have a broad skill set and be able to share that with others."

For Nate, the most fulfilling aspect of his work lies in the opportunity to bring joy to what can otherwise be an exhausting experience. Whether it's guiding first-time homebuyers through the process or helping growing families transition to a new chapter, Nate finds immense satisfaction in enriching the lives of others through real estate. "I am an eternal resource for my clients...I always want to be there in some capacity." He continues, "It's bittersweet to see someone close on a house, because you naturally don't get to see or speak to them once everything is done, and you're such an integral person in someone's life up to that point."

The next pivotal moment in Nate's career came with the birth of his children, Ethan and Dylan. Inspired to build a business that they could one day be a part of, Nate stepped up his efforts and dedicated himself wholeheartedly to his profession. His commitment to fostering relationships and loving what he does has been instrumental in his success, and will continue to perpetuate a referral clientele over time, setting his son and daughter up for success if they wish to take over the business one day.

At home, Nate cherishes the little moments with his wife, Angie, and their children. Together they enjoy outdoor activities, swimming at the pool during the warmer months, playing sports, frequenting parks downtown on the weekends, hitting up Dave and Busters for some arcade games and fun, and simply spending time together. He admits being a real estate agent can oftentimes put a strain on family life, but having dedication and a flexible partner are the key to success. "My wife is a savage when it comes to having flexibility with my schedule," he jokes. But her support means he can accomplish his goals in work and make time for family.

Outside of real estate, Nate supports various charitable organizations, including those dedicated to Alzheimer's, Parkinson's, Autism, LGBTQ+, and Breast Cancer research. All of these organizations were chosen due to Nate's link or relation to one person or another that has been affected by these various topics.

Nate's genuine care and empathy have earned him the trust and admiration of all who work with him. As he continues to make a positive impact in the lives of his clients and his community, Nate remains steadfast in his mission to guide dreams and build futures, by nurturing future agents. With a team mindset on the horizon, Nate has begun the process of recruiting young minds, coaching, getting his CRM, and aligning all his processes in an effort to start a team.



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The Lindy Sgambati-Cox Team



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HUGH BENSON

partner spotlight

Written by Kendra Woodward
Photography by Rachel Rowland Photography
Photographed at Mt. Lebanon Park



OF PITTSBURGH JUNK COMPANY

Making Moving Simple

Hugh Benson, founder of Pittsburgh Junk Company, is on a mission to declutter homes in his beloved community. Born and raised in Mt. Lebanon, Hugh's professional journey included an array of diverse experiences, all leading him back to his roots. After an adventurous stint moving between Pittsburgh, Chicago, and Philadelphia, Hugh and his wife, Dina (a fellow Pittsburgher), decided there was no place like home for raising their family.

Before embarking on his entrepreneurial adventure however, Hugh carved out a niche in event marketing, supporting large-scale sales events like home shows. His life took an unexpected turn in 2020 when the COVID-19 pandemic shut down large events and ended his position at a marketing agency.

Instead of being deterred, Hugh saw an opportunity as he had been considering starting up his own business for some time, admitting, "It felt like the right time, and I needed to go for it." Inspired by a close friend with a successful junk removal business

in Philadelphia, he decided to turn a setback into a springboard, launching Pittsburgh Junk Company. "He mentored me and helped get my business off the ground. He really gave me the push I needed at the right time."

Operating out of Mt. Lebanon, the town where he grew up and now resides, Hugh's business is as much about community as it is about clearing clutter. "My customers are my neighbors, and local REALTORS® and property managers. So, community is very important to us." Understanding that many of his clients are dealing with emotionally charged situations - such as clearing out a loved one's home or preparing a childhood house for sale - Hugh and his team approach each job with professionalism, integrity, and compassion.

Pittsburgh Junk Company offers comprehensive junk removal services that make using their services easy for both return customers and new customers, tackling everything from single-item pickups to whole-house cleanouts, hot tubs, and yard debris. As part of their positive community impact, the company is also dedicated to sustainability, collaborating with local charities to donate furniture and other items whenever possible. “We do our best to walk

clients through all of their options, and then donate, recycle, or trash their items.”

REALTORS® often call on Hugh’s team as well, for quick cleanups before photoshoots, prepping homes for sale, or last-minute removals before closing. With the fast-paced nature of real estate, Hugh



We do our best to walk clients through all of their options, and then donate, recycle, or trash their items.



prides himself on providing same-day or next-day service whenever possible. “When a REALTOR® calls, they reach me directly. I will do my absolute best to be there as quickly as needed. I want to be their go-to phone call for junk removal.” This is just one of the reasons they have over 150 5-star reviews on Google.

For Hugh, the most fulfilling aspect of his work is helping clients reclaim their space. “It feels great to help someone declutter their home after years of accumulating items, who otherwise couldn’t do it themselves.” The look of relief and gratitude on his clients’ faces is a reward in itself, reaffirming his commitment to his work.

While the act of removing items might seem straightforward, Pittsburgh Junk Company is committed to maintaining high standards of

professionalism, timeliness, communication, compassion, and knowledge. Hugh believes that their commitment to exceptional customer service however, is what truly sets them apart.

Navigating the growth of Pittsburgh Junk Company is a balancing act Hugh handles with care. While he currently employs two dedicated haulers and several part-time employees, he aims to expand thoughtfully, ensuring that

the personal touch his company is known for is never compromised. “I’m trying to find the right speed of growth that feels right for me, my employees, and my family.”

On the home front, Hugh’s life is joyful. With Dina by his side for the last eight years, they have two children, Eddie and Lucy, and they love the close-knit Mt. Lebanon community where family walks to school, coffee shop visits, and neighborhood gatherings are the norm.

Dina and Hugh strive to keep evenings and weekends relaxed and family-oriented, enjoying soccer and baseball practices, ice cream outings, and local playground adventures.

Summer vacations are a cherished tradition, spent at the beach with extended family, with this year’s destinations including Stone Harbor, NJ, and Myrtle Beach, SC. In their free time, Hugh and Dina also share a passion for the charm and history of historic homes, and are currently renovating their own home.

From event marketing to junk removal, Hugh’s journey comes back to a love for his hometown and wanting to help people. For Pittsburgh Junk Company, their mission isn’t just about cleaning up spaces, it’s about making a positive impact on the community.

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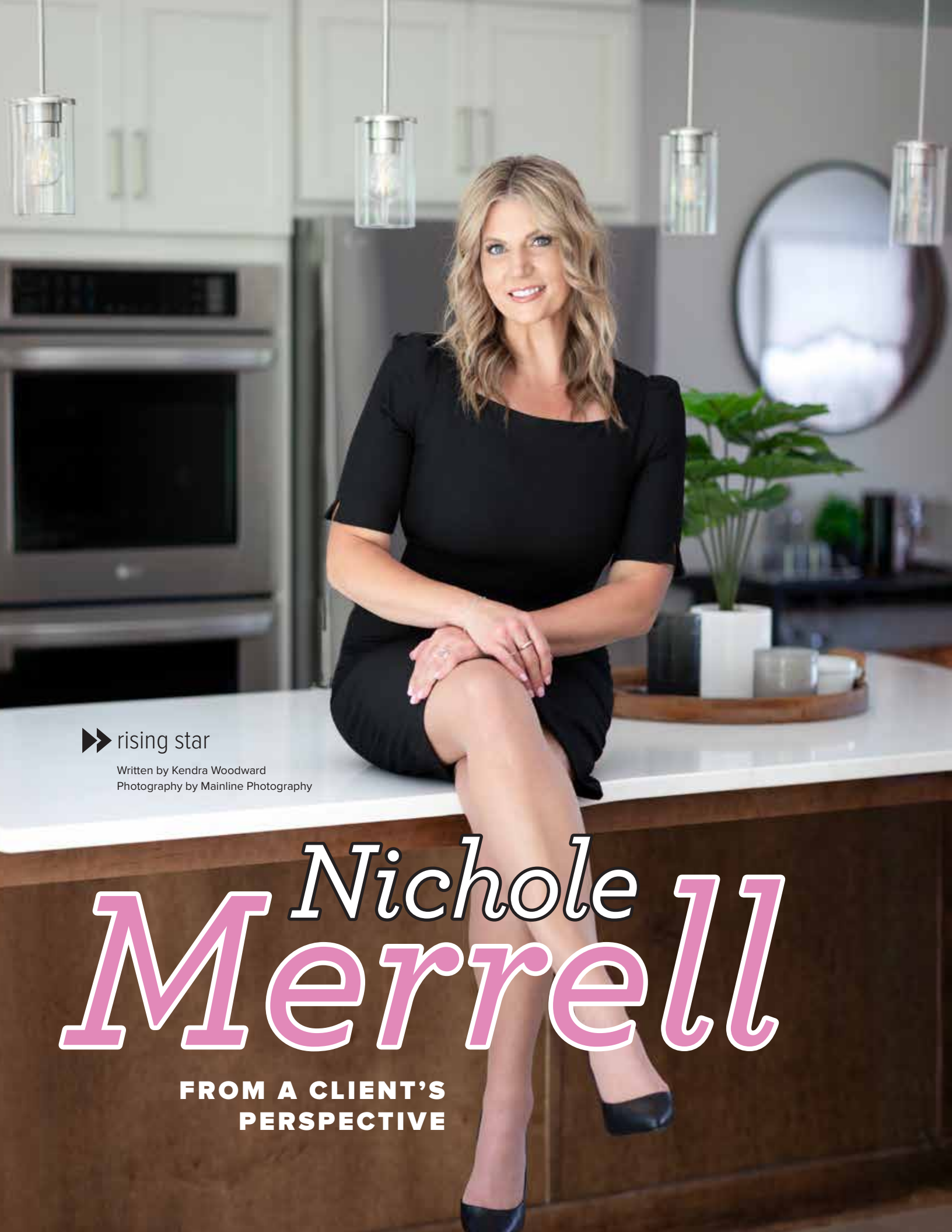


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Nichole Merrell

FROM A CLIENT'S
PERSPECTIVE

Born in Utah and having spent time in Colorado, Nichole Merrell moved to Pittsburgh 14 years ago with her husband. Earning a degree in Sociology from Mesa State College, Nichole initially began her career path working in nursing and then as a 911 telecommunicator, a career she thought would last a lifetime. But when the opportunity arose to move to Pennsylvania, she shifted her focus to supporting her husband's job while raising their children.

Throughout her years as a stay-at-home-mom, Nichole indulged her passion for home decorating and other various projects around the house. But as her children began to grow, Nichole yearned for the opportunity to create a new path for herself, and that period of creativity led her to consider two careers - working in home staging or in real estate. Real estate quickly became the clear choice, offering the flexibility she needed to balance work and family life.

Starting in 2019, Nichole embraced her new career with a client-centric approach. "I'm very client-focused," she prides. "I love on my clients and truly care about them and their lives." Her passion for her clients shows and is proven with the fact that her business thrives almost entirely on repeat and referral clientele. Her finest trait and attribute however, is her ability to remain calm amid the chaos of real estate transactions - aiming to make each transaction as straightforward, stress free, and simple as possible. "Real estate can be such a stressful endeavor for people and just being able to be a problem solver, be the voice of reason, and provide a calm presence is helpful." Her calm demeanor has earned her many compliments with clients often calling stressed out with questions or worries.

A career-defining moment came early on when Nichole realized the team she joined wasn't a good fit. The experience left her hesitant to make a move in any other direction, but when she had the opportunity to switch brokerages and become an individual agent, she knew she needed a change.

Without an existing sphere of influence, Nichole focused on building relationships with her small pool of clients and leveraging social media to keep her name top of mind. "Trust yourself, that you have what it takes,

and put in the work to make it happen," she advises new agents. "If you want something you have to work for it." Having gleaned from a young age the value of hard work, Nichole knew if she only gave part time effort in real estate, she would only get part time results, so she went all in. "You have to be committed to doing it full time in order to make it work...It's fairly easy to get your license and many agents make it appear like business just shows up, but you're not handed leads and listings, you have to put in the work to be successful in real estate."



Nichole also advises finding a niche - discovering your strengths early on, finding a group that supports you, focusing on your clients' best interests, and constantly looking for ways to improve. The way she accomplishes this is by listening to, and learning from, other top producers. She takes advantage of the programs her brokerage offers and combines those with the knowledge she learns from podcasts and conferences, learning from agents across the country. Her recent participation in the Girls with Grit conference highlighted

At home, with five children ranging from 8 to 17 years of age, Nichole's personal life is just as dynamic as her work life. Together with her husband, Justin; their kids, Zaralyn, Brylee, Silas, Krew, and Grady; and a Yorkie named Ember, the Merrells are always up to something. When she's not running her business or navigating her kid's busy schedules, Nichole enjoys traveling, running and reading.

Having recently turned her focus towards the luxury market, Nichole obtained luxury designations and certifications to assist her while selling higher tier, luxury homes. Having sold

several homes valued over a million dollars each last year, she wants to continue focusing on learning the best strategies to navigate this market.

A Coldwell Banker International President's Circle Award recipient, WGAR Diamond award recipient, and having been featured in the Pittsburgh Business Times "Who's Who in Residential Real Estate" article, Nichole is turning her focus towards obtaining her broker's license. But her favorite part of real estate will always be simplifying each client's journey to finding the perfect place to call home.

“Connecting with agents all over the country is very beneficial. There's a lot of collaboration, because agents don't see you as a competitor and openly share their experiences and what works for them.”

the value of connecting with agents nationwide. “Connecting with agents all over the country is very beneficial. There's a lot of collaboration, because agents don't see you as a competitor and openly share their experiences and what works for them.”

Nichole is also active in WINR (Women in Real Estate), a group promoting collaboration across brokerages to address various industry issues. Through the effort of top producing agents that are part of the group, she is able to participate in masterminds and events that focus on issues the industry is facing today, while brainstorming solutions to alleviate those problems.



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2	Georgie	Smigel	Coldwell Banker	41	55	96	\$32,651,253
3	Jordan	Jankowski	Compass RE	21	69	90	\$26,892,529
4	Emily	Fraser	Piatt Sotheby's International Realty	26	47	73	\$23,818,642
5	Sarah	Madia	RE/MAX Select Realty	26	7	33	\$23,262,455
6	Michael	Reed	Coldwell Banker	26	54	80	\$22,852,018
7	Corey	Weber	RE/MAX Select Realty	31	76	107	\$21,715,099
8	Ryan	Bibza	Compass RE	23	40	63	\$21,414,796
9	Joe	Yost	Compass RE	17	37	54	\$20,801,225
10	Barbara	Baker	Berkshire Hathaway The Preferred Realty	30	17	47	\$20,679,025
11	Julie	Rost	Berkshire Hathaway The Preferred Realty	17	20	37	\$20,237,417
12	Melissa	Barker	RE/MAX Select Realty	42	62	104	\$18,980,324
13	Jim	Dolanch	Century 21 Frontier Realty	27	25	52	\$18,501,666
14	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	19	5	24	\$18,238,520
15	Zita	Billmann	Coldwell Banker	16	10	26	\$18,219,185
16	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	23	12	35	\$18,154,360
17	Lauren	Coulter	Compass RE	16	30	46	\$18,015,406
18	Michele	Belice	Howard Hanna	14	15	29	\$17,871,340
19	Heather	Kaczorowski	Piatt Sotheby's International Realty	23	25	48	\$16,393,023
20	Steve	Limani	Realty ONE Gold Standard	28	26	54	\$15,856,100
21	Jason	Rakers	RE/MAX Select Realty	17	7	24	\$15,589,000
22	Robyn	Jones	Piatt Sotheby's International Realty	7	8	15	\$15,072,500
23	Amy	Bair	Howard Hanna	12	2	14	\$15,007,487
24	Ryan	Shedlock	Howard Hanna	55	37	92	\$14,763,218
25	Rich	Dallas	Berkshire Hathaway The Preferred Realty	26	26	52	\$14,519,393
26	Christine	Wilson	Compass RE	17	15	32	\$14,478,131
27	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	51	24	75	\$14,318,016
28	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	10	8	18	\$13,999,696
29	Cindy	Ingram	Coldwell Banker	7	4	11	\$13,996,890
30	Cass	Zielinski	Piatt Sotheby's International Realty	7	20	27	\$13,741,831
31	Adam	Slivka	Century 21 Fairways	22	42	64	\$13,627,160
32	Amanda	Gomez	RE/MAX Select Realty	8	40	48	\$13,561,030
33	Nathaniel	Nieland	Coldwell Banker	5	26	31	\$13,300,500
34	Joanne	Bates	Berkshire Hathaway The Preferred Realty	13	22	35	\$13,227,500

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Melissa	Merriman	Keller Williams Realty	29	23	52	\$12,986,152
36	Melissa	Shiple	Berkshire Hathaway The Preferred Realty	14	25	39	\$12,723,763
37	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	22	4	26	\$12,713,920
38	Jennifer	Mascaro	Coldwell Banker	26	17	43	\$12,702,385
39	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	30	23	53	\$12,445,219
40	Roxanne	Humes	Coldwell Banker	23	24	47	\$12,406,499
41	Michelle	Mattioli	Howard Hanna	11	7	18	\$12,292,311
42	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	27	12	39	\$12,289,700
43	Maureen	States	Neighborhood Realty Services	20	18	38	\$12,260,416
44	Lynne	Bingham	Howard Hanna	16	3	19	\$11,938,526
45	Kelly	Cheponis	Howard Hanna	13	7	20	\$11,762,468
46	Anthony	Leone	Coldwell Banker	27	15	42	\$11,657,600
47	Vera	Purcell	Howard Hanna	15	9	24	\$11,627,197
48	Libby	Sosinski	Keller Williams Realty	110	6	116	\$11,398,890
49	Kim Marie	Angiulli	Coldwell Banker	10	4	14	\$11,367,300
50	Brock	Hanna	Coldwell Banker	13	27	40	\$11,324,385

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - June 30, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	13	15	28	\$11,242,589
52	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	24	15	39	\$11,136,398
53	Gina	Giampietro	RE/MAX Select Realty	34	9	43	\$11,080,349
54	Rick	Maiella	Howard Hanna	22	25	47	\$11,079,519
55	Dan	Haeck	Coldwell Banker	18	16	34	\$10,846,730
56	Jeannine	Mullen	Howard Hanna	10	8	18	\$10,746,990
57	Ned	Bruns	RE/MAX Select Realty	9	15	24	\$10,716,890
58	John	Adair	Coldwell Banker	17	17	34	\$10,708,850
59	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	13	15	28	\$10,668,380
60	Michael	Pohlot	Janus Realty Advisors	78	14	92	\$10,641,606
61	Eileen	Lusk	Howard Hanna	4	9	13	\$10,635,650
62	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	17	12	29	\$10,609,100
63	Patty	Pellegrini	Berkshire Hathaway The Preferred Realty	16	5	21	\$10,438,590
64	Mikal	Merlina	Piatt Sotheby's International Realty	4	6	10	\$10,422,400
65	Jennifer	Crouse	Compass RE	13	11	24	\$10,299,790
66	Roslyn	Neiman	Howard Hanna	8	5	13	\$10,272,250
67	Lori	Hummel	Howard Hanna	18	6	24	\$10,155,572
68	Reed	Pirain	NextHome PPM Realty	15	15	30	\$9,928,190
69	John	Geisler	Coldwell Banker	19	10	29	\$9,891,322
70	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	19	13	32	\$9,802,670
71	Geoff	Smathers	Howard Hanna	13	8	21	\$9,788,053
72	Brian	Czapor	Piatt Sotheby's International Realty	19	14	33	\$9,727,802
73	Denise	Bortolotti	Piatt Sotheby's International Realty	6	13	19	\$9,661,400
74	Ella	Serrato	RE/MAX Select Realty	6	18	24	\$9,569,712
75	Shanna	Funwela	Coldwell Banker	21	16	37	\$9,530,050
76	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	37	16	53	\$9,518,550
77	Daniel	Howell	Coldwell Banker	17	21	38	\$9,399,350
78	Bonnie	Loya	Coldwell Banker	14	12	26	\$9,365,500
79	Nancy	Rossi	RE/MAX Select Realty	24	11	35	\$9,257,800
80	Daniel	Scioscia	Berkshire Hathaway The Preferred Realty	3	3	6	\$9,204,500
81	Jennifer	Solomon	RE/MAX Select Realty	7	30	37	\$9,151,950
82	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	12	15	27	\$9,121,100
83	Richard	Charles	RE/MAX South Inc	15	11	26	\$9,058,700
84	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	11	2	13	\$9,006,445

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	17	12	29	\$8,967,579
86	Jerome	Yoders	Coldwell Banker	5	33	38	\$8,902,400
87	Bobby	West	Coldwell Banker	11	11	22	\$8,885,250
88	Brian	Larson	Howard Hanna	17	8	25	\$8,778,970
89	Marie	Pace	Howard Hanna	7	4	11	\$8,762,000
90	Monice	Ming Tong	Keller Williams Realty	8	11	19	\$8,666,996
91	DJ	Fairley	Exp Realty	30	5	35	\$8,595,100
92	Melinda	Lynch	Berkshire Hathaway The Preferred Realty	5	21	26	\$8,561,600
93	Andrea	Ehrenreich	Howard Hanna	9	3	12	\$8,543,075
94	Deborah	Kane	Howard Hanna	16	16	32	\$8,473,280
95	Diane	Mconaghy	RE/MAX Select Realty	13	19	32	\$8,411,734
96	Elaine	Shetler-Libent	Keller Williams Realty	14	8	22	\$8,409,800
97	Dean	Korber	Howard Hanna	31	16	47	\$8,368,300
98	Brenda	Deems	Berkshire Hathaway The Preferred Realty	13	19	32	\$8,359,962
99	Sara	Minshull	Redfin Corp	5	15	20	\$8,344,033
100	Krista	Lorenzo	Coldwell Banker	12	15	27	\$8,321,416

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - June 30, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Sara	McCauley	Berkshire Hathaway The Preferred Realty	23	5	28	\$8,265,650
102	Cathy	Wanserski	RE/MAX Realty Brokers	9	8	17	\$8,220,391
103	Debra	Donahue	Howard Hanna	9	6	15	\$8,162,000
104	David	Onufer	Howard Hanna	4	9	13	\$8,152,663
105	Kathleen	Barge	Piatt Sotheby's International Realty	6	2	8	\$8,112,467
106	Marianne	Hall	Howard Hanna	15	15	30	\$8,022,822
107	Michael	Bassilios	Howard Hanna	13	2	15	\$7,964,489
108	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	13	8	21	\$7,956,999
109	Dave	McSwigan	Coldwell Banker	8	6	14	\$7,912,900
110	Malini	Jaganathan	Howard Hanna	6	9	15	\$7,907,211
111	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	10	8	18	\$7,863,500
112	Kaedi	Knepshield	Piatt Sotheby's International Realty	5	11	16	\$7,809,890
113	Denise	Ardisson	Realty ONE Gold Standard	12	12	24	\$7,793,300
114	Carroll	Ferguson	Howard Hanna	9	1	10	\$7,771,015
115	MaryAnn	Bacharach	Howard Hanna	7	3	10	\$7,740,000
116	Ariel	Harat	RE/MAX Real Estate Solution	11	9	20	\$7,716,874
117	Jill	Stehnach	RE/MAX Select Realty	10	8	18	\$7,698,350
118	Dan	Kite	Berkshire Hathaway The Preferred Realty	7	10	17	\$7,587,900
119	Deborah	Reddick	RE/MAX 360	9	14	23	\$7,557,000
120	Melissa	Palmer	Howard Hanna	8	7	15	\$7,477,600
121	Terrence	Thurber	Coldwell Banker	4	9	13	\$7,474,500
122	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	6	5	11	\$7,463,337
123	Nancy	Ware	Berkshire Hathaway The Preferred Realty	13	13	26	\$7,450,400
124	Rachel	Marchionda	Howard Hanna	22	11	33	\$7,410,025
125	John	Fincham	Keller Williams Realty	13	20	33	\$7,406,616
126	Erin	Berg	Berkshire Hathaway The Preferred Realty	15	10	25	\$7,396,700
127	Sharon	St. Clair	Keller Williams Realty	11	6	17	\$7,376,120
128	Pamela	Michalek-Shirey	RE/MAX Heritage	19	2	21	\$7,365,228
129	Lauren	Shepherd	Howard Hanna	6	5	11	\$7,357,612
130	Sean	Kelly	Howard Hanna	8	17	25	\$7,355,854
131	Mark	Ratti	RE/MAX Select Realty	17	5	22	\$7,345,423
132	Mark	Gulla	RE/MAX Select Realty	20	8	28	\$7,340,075
133	Nichole	Merrell	Coldwell Banker	12	7	19	\$7,317,799
134	Paul	Bortz	Coldwell Banker	23	10	33	\$7,252,900

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Angie	Flowers	Coldwell Banker	11	13	24	\$7,172,400
136	Jingli	Zhang	Keller Williams Realty	5	10	15	\$7,159,280
137	Devon	Lauer	Howard Hanna	9	6	15	\$7,121,900
138	Justin	Cummings	RE/MAX Select Realty	10	8	18	\$7,119,500
139	Allison	Pochapin	Compass RE	5	16	21	\$7,077,349
140	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	16	2	18	\$7,067,000
141	Imran	Paniwala	Coldwell Banker	3	10	13	\$7,037,343
142	Melanie	Marsh	Compass RE	10	3	13	\$7,015,500
143	Eli	LaBelle	RE/MAX Select Realty	6	10	16	\$7,000,115
144	Adam	Cannon	Piatt Sotheby's International Realty	9	15	24	\$6,956,561
145	Del	Burrell	Howard Hanna	6	2	8	\$6,943,250
146	Tarasa	Hurley	Keller Williams Realty	9	10	19	\$6,937,849
147	Jennifer	Sowers	Redfin Corp	9	17	26	\$6,884,900
148	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	26	5	31	\$6,865,300
149	Wendy	Weaver	Howard Hanna	9	5	14	\$6,855,504
150	Liam	Tennies	Deacon & Hoover Real Estate Advisors	3	20	23	\$6,833,026

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - June 30, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Theresa	White	RE/MAX Select Realty	11	16	27	\$6,832,541
152	Judi	Agostinelli	Century 21 Frontier Realty	14	8	22	\$6,809,185
153	Katie	Boutros	Engel & VŠikers Pittsburgh	8	3	11	\$6,782,498
154	Lisa	Schimizzi	Berkshire Hathaway The Preferred Realty	15	13	28	\$6,759,500
155	Lisa	McLaughlin	Piatt Sotheby's International Realty	11	4	15	\$6,748,350
156	Mark	Handlovitch	RE/MAX Real Estate Solution	13	7	20	\$6,576,816
157	Jackie	Horvath	Howard Hanna	11	10	21	\$6,573,500
158	Laura	Sauereisen	Piatt Sotheby's International Realty	4	6	10	\$6,528,500
159	Matthew	Shanty	Exp Realty	11	17	28	\$6,504,100
160	Carissa	Sitterly	Howard Hanna	7	8	15	\$6,487,610
161	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	12	18	30	\$6,453,200
162	Jackie	Allenberg	Piatt Sotheby's International Realty	2	4	6	\$6,425,000
163	Andrew	Dellavecchia	RE/MAX City Life	13	24	37	\$6,404,625
164	Eileen	Allan	Compass RE	8	14	22	\$6,377,645
165	Liz	Fecko	Compass RE	4	7	11	\$6,377,356
166	Brian	Marshall	Compass RE	9	19	28	\$6,376,700
167	Kimberly	Yot	Piatt Sotheby's International Realty	3	17	20	\$6,368,800
168	Vicky	Chang	Coldwell Banker	8	11	19	\$6,354,595
169	Jeff	Selvoski	Exp Realty	23	13	36	\$6,316,022
170	Alyssa	Policella	Berkshire Hathaway The Preferred Realty	4	9	13	\$6,289,500
171	Katina	Boetger-Hunter	Coldwell Banker	17	14	31	\$6,259,611
172	Annette	Ganassi	Howard Hanna	6	2	8	\$6,248,065
173	Michael	Netzel	Keller Williams Realty	8	9	17	\$6,228,355
174	Lillian	Denhardt	Compass RE	6	13	19	\$6,226,000
175	Emily	Wilhelm	Piatt Sotheby's International Realty	7	6	13	\$6,224,622
176	Aida	Agovic-Corna	RE/MAX Select Realty	8	11	19	\$6,206,000
177	Tracy	Harris	Berkshire Hathaway The Preferred Realty	7	3	10	\$6,202,500
178	Georgie	Hodge	Grove City Realty	13	5	18	\$6,176,000
179	Nicolas	Supik	Century 21 Frontier Realty	13	9	22	\$6,132,200
180	Molly	Howard	Howard Hanna	3	5	8	\$6,123,276
181	Erica	Shulsky	Exp Realty	6	11	17	\$6,104,480
182	Nicholas	Fix	Berkshire Hathaway The Preferred Realty	10	7	17	\$6,097,950
183	Melissa	Reich	RE/MAX Realty Brokers	5	3	8	\$6,077,950

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Mary Kay	Abdulovic	Berkshire Hathaway The Preferred Realty	9	8	17	\$6,073,529
185	Nicole	Johns	Keller Williams Realty	9	4	13	\$6,058,288
186	Susan	Deely	1 Percent Lists Metro Pgh	16	6	22	\$6,046,837
187	Christina	Talotta	RE/MAX Select Realty	9	6	15	\$6,032,300
188	Racheallee	Lacek	Piatt Sotheby's International Realty	5	6	11	\$6,014,275
189	Patti	Garrigan	Century 21 American Heritage Realty	9	18	27	\$6,011,500
190	Michele	Stillwagon	Piatt Sotheby's International Realty	2	2	4	\$6,010,500
191	Paula	Harnish	Keller Williams Realty	11	23	34	\$5,996,600
192	Nancy	Kaclik	Berkshire Hathaway The Preferred Realty	4	2	6	\$5,983,490
193	Danielle	Mach	Howard Hanna	7	2	9	\$5,955,000
194	Sara	Leitera	Berkshire Hathaway The Preferred Realty	7	13	20	\$5,930,850
195	Edward	Nadolny	Redfin Corp	4	16	20	\$5,921,702
196	Rachel	Wisniewski	Compass RE	12	7	19	\$5,911,140
197	Colleen	Anthony	Howard Hanna	14	5	19	\$5,908,700
198	Judi	Sahayda	Keller Williams Realty	12	6	18	\$5,864,900
199	Beth	Ali	Coldwell Banker	7	8	15	\$5,854,847
200	Cindy	McVerry	Howard Hanna	3	8	11	\$5,854,428

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