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Kathie Frerman

Building Dreams with Heart

AGENT FEATURES:

DONNA GLAZER

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FALL EVENT PHOTOS:

PAGE 30

WINTER EVENT:

AGENT PANEL

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THURSDAY, FEBRUARY 6TH,

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DETAILS ON PAGE 38

DECEMBER 2024



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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@n2co.com

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in my voice)? That October afternoon reminded me of playfulness and friendly competition. Be sure to jump over to page 30 for the photos we captured at the fall event.

To our dedicated Preferred Partners and REALTORS®, we look forward to continuing our mission to connect, elevate, and inspire through every interaction in 2025. Stay tuned for more engaging content and event announcements to come. In the spirit of the season, we wish you a relaxing holiday filled with joy, love, and success in the new year!

PUBLISHER'S NOTE



Andy Burton
Publisher

andy.burton@n2co.com


As we say farewell to 2024, I thought I would share a few of my most memorable moments that made this year with DuPage Real Producers unforgettable:



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1. Celebrating five years in print next month! It is wild to see how *DuPage Real Producers* has had such an impact on the industry not just here in Illinois, but around the entire country. Our national brand has grown to 126 markets across the United States.
2. Being side by side with our Account Executive of Relationships, Antonio DeLao, as he brought his unique flair to breaking down barriers and building connections between REALTORS® and Preferred Partners within our organization.
3. The custom coffee mug presented to me at our spring event in May by Mr. Thank You (John Israel). I haven't used a different coffee mug at home since I received it. 
4. Stepping on the court at the DRP fall event for a spirited game of Pickleball. Who knew a bunch of productive REALTORS® could be so competitive (I hope you can hear the sarcasm

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DONNA GLAZER

▶▶ agent feature

By Lauren Young
Photos by KDE Photography

The *ABCs* of Success

“Success isn’t a ‘place.’ It’s a feeling—knowing that you’ve made your mark both professionally and personally, and that people will remember you for how you made them feel,” says REALTOR® Donna Glazer of Keller Williams Experience in Downers Grove.

Donna’s clear confidence is much in thanks to her close-knit family, but especially her grandmother, Elise, a central figure in Donna’s formative years. Elsie instilled a sense of empowerment and resilience in her granddaughter.

“Grandma always made sure that I knew I was just as good, important, and capable as anyone else,” Donna says.

It was this self-assurance that would guide Donna through the twists and turns of her professional life. Initially following her passion for fashion, Donna advanced to a general manager position at a contemporary clothing store. But a chance encounter with a wealthy customer inspired her to change her career path.

“She explained that I could make more money as a REALTOR® than I could making commission on selling clothes,” Donna remembers. “Her bill rang up to over \$4,000 and she didn’t bat an eye. That opened my eyes.”

The brief exchange lit a fire in Donna. She became licensed in 1994, working in real estate part-time while also working as a server. One day at the restaurant, a difficult customer condescendingly remarked that her server job was “the lowest of the low.” That moment cemented Donna’s decision to pursue real estate full-time.

But like many, she soon faced some challenges. In particular, she often had clients question her credibility because of her young age.

“One client said, ‘You’re the same age as my kid, and my kid is in jail. Why should I trust you?’” Donna shares. “To compensate, I started wearing business suits, tons of makeup, high heels, and I enhanced my vocabulary to sound more

polished and poised. But because that wasn’t me, I felt uncomfortable.”

It didn’t take long, however, for Donna to realize that success came when she was authentically herself. So instead of focusing on appearance, she dedicated herself to mastering the intricacies of real estate and building genuine relationships with her clients.

Today, the Donna Glazer Team embodies her values of authenticity, dedication, and collaboration, and what she calls “the ABCs of success.”

“All you need to do to succeed is follow the ABCs: always be authentic; be present; consistency is key,” she affirms.

Through these ABCs, this close-knit team of women shares a common mission: provide top-tier service while genuinely caring about their clients.

“Vicky Bedlek, who has been with me since 2011, is my assistant and director of operations,” says Donna. “She oversees everything from listings to closing contracts and manages the team’s Forever Client program. Danielle Victor, our buyer specialist, is known for her bubbly personality and years of experience in property management. Clients love her warm approach; she has a real ability to make them feel comfortable.”

Donna emphasizes that her team works in harmony—they’re always collaborating, never competing. As a women-owned and run team, they pride themselves on breaking boundaries and empowering one another.

She offers an example of their team dynamics: “One week, each person on the team was working on a



transaction that was particularly difficult for its own reason. We sat down together, and everyone explained their particular difficulties. We brainstormed as a team, each person bringing their own expertise and perspective to the table. It was a wonderful and productive meeting that brought all the difficult transactions to a close.”

Looking to the future, Donna has big plans for her team. She looks to expand her team organically, with a focus on maintaining the strong relationships that have been at the heart of their success.

“Eighty-nine percent of my business comes from past clients or referrals,” she says with pride.

Outside of work, Donna’s life revolves around her family. Her husband, Art, owns a successful restaurant in Orland Park, and their two teenage children, Gabi and Zach, keep her busy and fill her with pride. When she’s not cheering on Gabi’s softball team or admiring Zach’s latest gardening efforts, Donna finds peace at the beach. “It’s my happy place,” she says.

Donna is passionate about passing on Elsie’s teachings too: “I strive to empower all the women in my life, and that starts with empowering



“**ALL YOU NEED TO DO TO SUCCEED IS FOLLOW THE ABC’S: ALWAYS BE AUTHENTIC; BE PRESENT; CONSISTENCY IS KEY.**”



girls. Girls need to know that they can do anything that they set their minds to,” she says.

Whether soaking up the sun, enjoying family time, or giving to others, Donna knows the importance of balancing her drive for success, fortified by her ABCs, with moments of relaxation and joy. For Donna, real estate isn’t just a job—it’s her passion, her dream, and her way of leaving a legacy of trust and empowerment.

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KATHIE FRERMAN

Building Dreams with Heart

“Delivering a five-star experience is not just a goal, it’s my passion,” shares Kathie Frerman, REALTOR® with @properties|Christie’s International Real Estate. Known for her client dedication and genuine connections, Kathie’s commitment to providing an exceptional real estate experience has been evident since she entered the field in 2019.

Her real estate journey began this way: after a twenty-year career in operations, sales, and business development, a corporate restructuring left her at a crossroads. But then, the process of buying her third home in Naperville reignited her love for design and fueled her passion for real estate, making it the perfect next step.

“What began as a casual interest quickly became a full-time calling.”

Kathie explains. “Real estate captivated me, and I soon found myself immersed in every aspect of the business.”

Kathie’s deep local roots—she grew up in Chicago and settled in Naperville in 1998—are part of the foundation of her success. Another part? As Kathie helps her clients navigate major decisions, she builds “clients for life,” drawing on her extensive background in communication and relationship-building. Her goal? To ensure every client feels respected, heard, and supported at every stage.

Kathie not only emphasizes high standards and client satisfaction, but also practices and weaves “unreasonable hospitality”—a philosophy she learned from restaurateur and author Will Guidara¹—into each and every client interaction.

Building genuine, lasting relationships is at the heart of Kathie’s business.

While her client relationships are paramount, Kathie also places high value on her professional network. “Broker-to-broker relationships make a big impact,” she notes, explaining how a strong agent network can be a game-changer for clients.

She also utilizes her leadership experience from her days in corporate America. It has given her a unique advantage in real estate, especially when it comes to assisting clients who are building new homes and navigating the construction process. “I understand the complexities of construction from my days managing operations and teams in corporate America,” Kathie says. This expertise helps her guide clients through



the process and ensure they sidestep common pitfalls.

Kathie's business is also driven by her desire to give back to the community. A longtime supporter of the Arbor Day Foundation, she plants a tree for every closing she completes and every holiday card she sends out. "It's a small way to help," she says, noting that these gifts allow her to make meaningful financial contributions to a cause she believes in. She's also deeply committed to the local organization Loaves & Fishes, which addresses food insecurity, and to St. Jude's Children's Hospital. For Kathie, the latter holds personal significance as several loved ones have fought cancer.

Outside of work, Kathie is a proud mom of three. She and her husband, Pete, a pilot, have two adult daughters—one lives in New York State and the other in Rhode Island; and a son, who is in his junior year at Naperville Central High School and aspires to follow in his father's footsteps and become a pilot. The family enjoys simple pleasures like walking their two beloved, golden retrievers, Fitz and Ella; discovering new restaurants; and spending time in downtown Naperville. Last year, they started a new tradition of taking a family vacation at the holidays. In 2023, they spent Christmas together in London and Paris.

“ BUILDING CONNECTIONS IS THE BACKBONE OF THIS BUSINESS... ”

Looking ahead, Kathie is excited about her business's growth and her plans to expand her reach both locally and in another state. "Building connections is the backbone of this business," she advises new agents, underscoring the importance of maintaining client relationships with regular, meaningful check-ins.

Whether she's helping a family buy their first home or guiding a longtime client through the transaction for the home that best fits their new chapter in life, Kathie's dedication to exceptional service and community involvement defines her work.

"This is where my heart is," Kathie affirms. "Creating seamless, memorable experiences for my clients is my passion—I couldn't imagine doing anything else."

1 Will Guidara, *Unreasonable Hospitality: The Remarkable Power of Giving People More than They Expect* (Penguin Press, 2022), <https://www.amazon.com/Unreasonable-Hospitality-Remarkable-Giving-People/dp/0593418573>.



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JOHN BARNAK III

OUT OF LEFT FIELD

▶ agent feature

By Lauren Young
Photos by Cris Cunningham

“Initially, I was lured into real estate because of the money I thought I could make,” says John Barnak III, designated managing broker at Real Brokerage. “Once I closed my first deal and realized how impactful what we do is for other people, my passion shifted to wanting to change people’s lives.”

John, who grew up in Aurora, Illinois, first dreamed of building bridges. So he pursued an associate’s degree in construction management while working as a technician in industrial manufacturing. John was one semester away from finishing his degree when his best friend’s mom, a top-producing REALTOR®, asked him if he had ever thought about going into real estate.

“She said that she thought I would be good at it because I work hard, learn quickly, and am good with people,” John says. “I wasn’t sure about commission work, but she assured me that if I got my license, she would help me get started.”

Seeing the greater earning potential in real estate, John considered this abrupt change in his career path a simple economic decision. He dropped out of school and earned his license within three months. He

worked part-time at the beginning, still pulling ten to twelve hours a day at the factory, but he was not seeing the results that he wanted. So after a few months, he decided to quit his factory job and focus solely on his new career.

“I said to myself, ‘If I’m not good at real estate or don’t like it, I can always find another job. But if I am good at it, then it could be an opportunity to create the life I want for myself,’” he recalls. “So I jumped in full-time with barely any experience and some reservations.”

In the beginning, John found success hard to come by. He was in his mid-twenties, and he was struggling with real estate, piling up debt, and running out of options. At the time, he found it easier to blame others for his struggles than face his challenges head-on. Life came to his rescue when a friend recommended the personal development courses that would transform John’s outlook.

“The courses changed my life. Well, the reality is I changed my life, but it took that environment and the leadership there to help me do it,” John explains. “In short, I realized that when I take responsibility for my life, then I get to have a say in the way it goes. Seems simple, but for a long time I was not being responsible, and it showed everywhere.”

With this new approach, John started to see things click into place and improve—a trend that has continued to this day. He credits those first tough years with helping him to appreciate the successes of today.

Now, more than ten years into his career, John remains true to his passion for changing people's lives. So for many years now John has expanded his impact by helping independent brokerages and teams.

"I've found that most agents live sale-to-sale: they either don't have a business, or they don't know how to grow their business," says John. "Most can hardly make a significant impact on themselves, let alone on others. So over the last seven years,

nearly 100 percent of my focus and attention has been on helping to improve agents' lives, careers, and businesses, and on bettering our industry." "As a single agent, [I saw that] I could impact maybe a few hundred people over my



Photo credit: Hector Benitez



Photo credit: Christi Poulson



“
I REALIZED THAT
WHEN I TAKE
RESPONSIBILITY
FOR MY LIFE,
THEN I GET TO
HAVE A SAY IN
THE WAY IT GOES.
”

career,” he adds. “I believed that if I shifted my focus to making better agents, it could have an exponential impact.”

To this end, John's firm offers unique strategies and resources to their agents and teams. Real Brokerage, which according to *Business Wire* is the fastest-growing publicly traded brokerage, is attracting some of the best talent. The mission is to make their agents' lives better by providing them with better opportunities.

“It's important to find the right people and mentors to help you achieve your goals,” says John. “If you can go on the journey with others, that makes it all way more fun and worthwhile.”

When not collaborating with clients and other REALTORS®, John pursues his passion for baseball by attending Cubs games with his fiancée, Katie; their nine-month-old daughter, Evelyn; and other family. John played throughout childhood and into adulthood, even winning some state titles and placing in global tournaments for recreational softball.

Looking forward, John is as excited as ever to influence and inspire others to succeed in the career that came to him out of left field.

“I love making a difference and seeing others around me win,” states John. “Real estate has become an amazing catalyst for me to help people.”

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DuPage Real Producers

FALL EVENT

PHOTOS



A special thanks to Sure Shot Pickleball, Archie Vetter with Neighborhood Loans, and Jamie White with Law Office of James F. White, P.C.



A huge thanks to Sure Shot Pickleball for welcoming the *DuPage Real Producers* community to their indoor pickleball paradise! We loved suiting up and playing a round with everyone. It all wouldn't have been possible without Jamie White with the Law Office of James F. White, P.C., who sponsored the food truck, as well as Archie Vetter from Neighborhood Loans who provided the gift bags.

Are you ready to elevate your pickleball game? Sure Shot Pickleball offers a wide variety of private indoor pickleball lessons and hands-on group lessons tailored to all skill levels and age groups, including Jr. Academy Pickleball Classes for kids ages 5-13. Reach out to Sure Shot Pickleball at info@sureshotpickleball.com for more info, including instruction on how to sign up for a FREE intro to pickleball session.

Our appreciation goes out to all of those who attended, provided raffle prizes, and helped make the event such a success. We look forward to seeing you again in the winter. Enjoy the photos.



Caroline Senetar won a Ninja Creami from Sergio Giangrande with Preferred Rate.



Kris Maranda won a Solo Stove Bonfire from Patrick Kelly with The Kelly Law Firm.

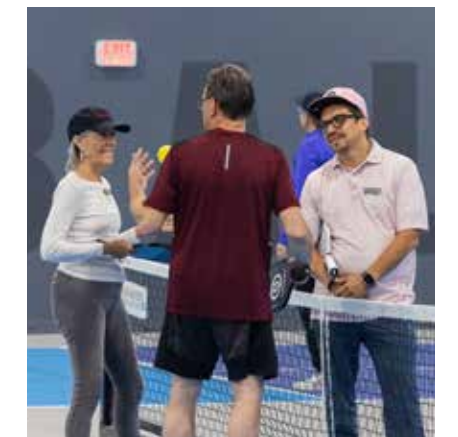


FALL EVENT RAFFLE Winners

Zahara Bazigos with Nathan Brown (from the Real Producers team) won Bose headphones from Mark Ainley with GC Realty & Development, LLC.



Our Preferred Partners never fail to deliver great raffle prizes at all events! Check out the winners.







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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to October 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	37	\$79,754,660	16	\$31,099,500	53	\$110,854,160
2	Tim	Schiller	82	\$65,292,291	52	\$36,190,261	134	\$101,482,552
3	Bryan	Bomba	31	\$45,035,157	31	\$39,660,405	62	\$84,695,562
4	Larysa	Domino	25	\$33,139,882	20	\$28,501,400	45	\$61,641,282
5	Kim	Dalasky	35	\$31,436,000	42	\$28,914,400	77	\$60,350,400
6	Linda	Feinstein	35	\$39,080,020	13	\$18,069,000	48	\$57,149,020
7	Linda	Little	100	\$54,420,205	0	\$0	100	\$54,420,205
8	Kelly	Stetler	23	\$17,628,611	32	\$28,422,207	55	\$46,050,818
9	Lina	Shah	22	\$26,686,000	16	\$17,091,480	38	\$43,777,480
10	Lance	Kammes	51	\$24,427,818	41	\$18,115,350	92	\$42,543,168
11	Kris	Berger	17	\$24,942,000	19	\$17,418,907	36	\$42,360,907
12	Nathan	Stillwell	36	\$23,360,287	30	\$17,750,100	66	\$41,110,387
13	Christine	Wilczek	50	\$32,351,850	12	\$8,319,000	62	\$40,670,850
14	Anita	Olsen	74	\$36,911,073	0	\$0	74	\$36,911,073
15	Julie	Sutton	11	\$17,429,000	6	\$14,702,500	17	\$32,131,500
16	Maureen	Rooney	22	\$14,398,400	22	\$15,838,083	44	\$30,236,483
17	Renee	Hughes	20	\$15,866,000	22	\$14,210,400	42	\$30,076,400
18	Alice	Chin	29	\$20,153,000	17	\$9,921,900	46	\$30,074,900
19	Courtney	Stach	21	\$23,670,000	5	\$6,173,000	26	\$29,843,000
20	Sarah	Leonard	20	\$8,950,500	46	\$20,660,305	66	\$29,610,805
21	Pat	Murray	35	\$24,986,312	8	\$4,421,000	43	\$29,407,312
22	Tracy	Anderson	10	\$12,976,509	14	\$15,683,649	24	\$28,660,158
23	Natalie	Weber	17	\$16,252,500	14	\$11,951,601	31	\$28,204,101
24	Lori	Johanneson	28	\$18,378,385	17	\$9,708,500	45	\$28,086,885
25	Tim	Binning	61	\$25,880,150	3	\$1,653,990	64	\$27,534,140
26	William	White	28	\$21,828,100	7	\$5,360,000	35	\$27,188,100
27	Katie	Minott	13	\$14,397,400	12	\$12,661,400	25	\$27,058,800
28	Walter	Burrell	14	\$14,062,500	10	\$12,193,500	24	\$26,256,000
29	Patty	Wardlow	27	\$14,925,844	21	\$11,021,870	48	\$25,947,714
30	Nicholas	Solano	35	\$25,791,141	0	\$0	35	\$25,791,141
31	Jan	Morel	13	\$11,337,000	12	\$13,641,000	25	\$24,978,000
32	Beth	Burt	12	\$13,106,000	9	\$10,789,500	21	\$23,895,500
33	Megan	McCleary	9	\$17,321,500	4	\$5,944,000	13	\$23,265,500
34	Katherine	Karvelas	9	\$15,520,000	6	\$6,478,000	15	\$21,998,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Briana	Murray	5	\$4,723,990	8	\$16,722,500	13	\$21,446,490
36	Mike	Berg	35	\$16,685,250	6	\$4,559,250	41	\$21,244,500
37	Ginny	Stewart	11	\$15,124,400	5	\$5,974,900	16	\$21,099,300
38	Elaine	Pagels	24	\$14,314,500	11	\$5,364,000	35	\$19,678,500
39	Bridget	Salela	14	\$15,426,999	4	\$4,182,000	18	\$19,608,999
40	Tom	Fosnot	35	\$14,651,800	14	\$4,624,800	49	\$19,276,600
41	Michael	Thornton	15	\$7,443,300	24	\$11,697,700	39	\$19,141,000
42	Julie	Roback	20	\$9,502,000	18	\$9,524,000	38	\$19,026,000
43	Holley	Kedzior	14	\$8,305,277	18	\$10,566,900	32	\$18,872,177
44	Cindy	Banks	24	\$13,809,500	11	\$4,986,462	35	\$18,795,962
45	Sairavi	Suribhotla	8	\$4,063,400	27	\$14,409,675	35	\$18,473,075
46	Julie	Schwager	20	\$12,420,700	9	\$5,879,125	29	\$18,299,825
47	Penny	O'Brien	19	\$12,817,777	9	\$5,463,500	28	\$18,281,277
48	Sabrina	Glover	16	\$6,808,000	20	\$11,458,999	36	\$18,266,999
49	Jeffrey	Proctor	5	\$7,501,000	9	\$10,642,001	14	\$18,143,001
50	Virginia	Jackson	16	\$9,999,266	11	\$7,581,410	27	\$17,580,676

Disclaimer: Information is pulled directly from MRED, LLC. New construction, commercial transactions, or numbers not reported to MRED within the date range listed are not included. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through Mainstreet Organization of REALTORS® and may not match the agent's exact year-to-date volume. *DuPage Real Producers* and Mainstreet REALTORS® do not alter or compile this data nor claim responsibility for the stats reported to/by MRED.

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Teams and Individuals from January 1, 2024 to October 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Simran	Dua	12	\$8,249,400	11	\$9,303,906	23	\$17,553,306
52	Margaret	Smego	10	\$10,739,500	8	\$6,534,900	18	\$17,274,400
53	Michael	Muisenga	8	\$10,325,905	10	\$6,692,500	18	\$17,018,405
54	Natasha	Miller	18	\$12,101,500	10	\$4,878,990	28	\$16,980,490
55	Chase	Michels	13	\$10,428,000	7	\$6,121,500	20	\$16,549,500
56	Justin	Greenberg	6	\$3,715,000	29	\$12,768,518	35	\$16,483,518
57	Eric	Logan	21	\$10,967,900	10	\$5,455,000	31	\$16,422,900
58	Kim	Moustis	21	\$8,283,100	15	\$7,200,900	36	\$15,484,000
59	Susan	Hoerster	12	\$7,210,870	13	\$8,125,400	25	\$15,336,270
60	Jeff	Salhani	5	\$3,670,577	14	\$11,534,000	19	\$15,204,577
61	Patrick	Roach	11	\$6,058,500	18	\$8,946,500	29	\$15,005,000
62	Jill	Clark	11	\$9,855,900	5	\$4,984,800	16	\$14,840,700
63	Keith	McMahon	16	\$8,881,500	11	\$5,933,000	27	\$14,814,500
64	Jackie	Angiello	15	\$8,195,500	11	\$6,581,500	26	\$14,777,000
65	Moin	Haque	9	\$7,257,000	9	\$7,410,990	18	\$14,667,990
66	Ginny	Leamy	12	\$3,389,400	19	\$10,789,990	31	\$14,179,390
67	Kathie	Frerman	8	\$4,846,000	13	\$9,325,215	21	\$14,171,215
68	Jennifer	Iaccino	8	\$8,997,222	7	\$5,031,000	15	\$14,028,222
69	Lisa	Byrne	13	\$8,356,822	10	\$5,637,275	23	\$13,994,097
70	ElizaBeth	Schoonenberg	10	\$11,566,496	5	\$2,334,000	15	\$13,900,496
71	Michael	LaFido	13	\$10,957,900	2	\$2,900,000	15	\$13,857,900
72	Courtney	Monaco	18	\$9,215,500	13	\$4,524,500	31	\$13,740,000
73	Natalie	Ryan	4	\$4,328,000	6	\$9,080,000	10	\$13,408,000
74	Puneet	Kapoor	11	\$7,265,100	10	\$6,111,390	21	\$13,376,490
75	Carl	Cho	11	\$5,963,686	14	\$7,371,807	25	\$13,335,493
76	Lynda	Wehrli	10	\$7,420,250	7	\$5,630,700	17	\$13,050,950
77	Margaret	Giffin	10	\$6,657,000	10	\$6,385,000	20	\$13,042,000
78	Vipin	Gulati	8	\$3,601,000	10	\$9,297,470	18	\$12,898,470
79	Kristen	Jungles	13	\$8,356,418	8	\$4,468,547	21	\$12,824,965
80	Vinita	Arora	7	\$4,151,000	15	\$8,471,552	22	\$12,622,552
81	Holly	Connors	18	\$8,280,752	10	\$4,266,555	28	\$12,547,307
82	Tracy	Driscoll	12	\$8,249,000	7	\$4,263,000	19	\$12,512,000
83	Madison	Verdun	11	\$4,627,500	17	\$7,879,400	28	\$12,506,900
84	Stana	Vukajlovic	7	\$9,912,000	3	\$2,529,224	10	\$12,441,224

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Maureen	Aylward	13	\$9,735,400	3	\$2,698,000	16	\$12,433,400
86	Paul	Baker	17	\$6,441,704	14	\$5,877,938	31	\$12,319,642
87	Susan	Cook	5	\$7,296,000	5	\$4,999,499	10	\$12,295,499
88	Christopher	Cobb	10	\$7,145,900	4	\$5,130,000	14	\$12,275,900
89	Stacey	Harvey	9	\$7,199,000	8	\$4,968,150	17	\$12,167,150
90	Joseph	Champagne	12	\$6,798,800	10	\$5,336,000	22	\$12,134,800
91	Anna	Fiascone	3	\$5,050,000	6	\$6,975,000	9	\$12,025,000
92	Cindy	Purdom	10	\$5,460,800	14	\$6,557,375	24	\$12,018,175
93	Kathryn	Pinto	11	\$6,668,663	8	\$5,341,956	19	\$12,010,619
94	Dimpi	Mittal	8	\$5,262,400	13	\$6,647,777	21	\$11,910,177
95	Oriana	Van Someren	5	\$6,976,000	4	\$4,785,000	9	\$11,761,000
96	Yvonne	Despinich	10	\$9,787,500	3	\$1,936,000	13	\$11,723,500
97	Lisa	Read	3	\$4,100,000	2	\$7,600,000	5	\$11,700,000
98	Kimberly	Heller	19	\$7,750,500	7	\$3,843,520	26	\$11,594,020
99	Debra	Stenke-Lendino	7	\$4,873,200	6	\$6,700,500	13	\$11,573,700
100	Donald	Romanelli	6	\$5,996,500	7	\$5,548,000	13	\$11,544,500

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to October 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Edward	Hall	14	\$9,199,228	4	\$2,308,306	18	\$11,507,534
102	Carrie	Foley	7	\$5,184,200	10	\$6,154,000	17	\$11,338,200
103	Brandon	Blankenship	3	\$1,403,500	17	\$9,901,500	20	\$11,305,000
104	Gail	Niermeyer	10	\$7,612,000	4	\$3,681,999	14	\$11,293,999
105	Tom	Makinney	8	\$6,530,500	5	\$4,720,000	13	\$11,250,500
106	Denis	Horgan	17	\$6,959,400	11	\$4,210,311	28	\$11,169,711
107	Christopher	Lobrillo	35	\$11,117,400	0	\$0	35	\$11,117,400
108	Ryan	Cherney	23	\$11,010,824	1	\$85,000	24	\$11,095,824
109	William	Finrock	1	\$470,000	19	\$10,611,500	20	\$11,081,500
110	Thomas	Pilafas	15	\$9,645,600	2	\$1,410,000	17	\$11,055,600
111	Lea	Smirniotis	6	\$5,509,025	6	\$5,422,867	12	\$10,931,892
112	Subhapiya	Lakshmanan	2	\$1,140,000	24	\$9,693,760	26	\$10,833,760
113	Sarah	Machmouchi	15	\$6,836,400	7	\$3,833,500	22	\$10,669,900
114	Carrie	Kenna	3	\$6,305,000	2	\$4,250,000	5	\$10,555,000
115	Geri	McCafferty	6	\$7,830,000	3	\$2,695,400	9	\$10,525,400
116	David	Aranki	5	\$7,998,324	3	\$2,490,500	8	\$10,488,824
117	Jeff	Stainer	9	\$5,384,977	9	\$5,102,000	18	\$10,486,977
118	Kimberly	Brown-Lewis	6	\$2,429,000	20	\$8,000,000	26	\$10,429,000
119	Eric	Andersen	1	\$845,000	15	\$9,512,500	16	\$10,357,500
120	David	Gust	13	\$6,433,500	8	\$3,887,000	21	\$10,320,500
121	Rachna	Jain	4	\$4,442,115	6	\$5,858,000	10	\$10,300,115
122	Paul	Mancini	6	\$6,466,500	5	\$3,700,000	11	\$10,166,500
123	Kristi	Gorski	7	\$3,688,000	11	\$6,394,000	18	\$10,082,000
124	Trevor	Pauling	5	\$5,384,000	7	\$4,624,800	12	\$10,008,800
125	Jennifer	Drohan	11	\$5,561,100	9	\$4,428,500	20	\$9,989,600
126	John	Barry	4	\$6,575,000	5	\$3,400,000	9	\$9,975,000
127	Fabio	Brancati	4	\$3,325,000	10	\$6,610,000	14	\$9,935,000
128	Terri	Christian	12	\$9,114,701	1	\$715,000	13	\$9,829,701
129	Catherine	Bier	4	\$1,914,500	10	\$7,897,132	14	\$9,811,632
130	Jorie	Peirce	3	\$4,725,000	1	\$5,075,000	4	\$9,800,000
131	Melanie	Young	15	\$6,689,000	6	\$3,100,000	21	\$9,789,000
132	Jennifer	Conte	8	\$6,381,000	7	\$3,405,000	15	\$9,786,000
133	Angela	Testa-Kerivan	13	\$7,755,100	4	\$2,030,000	17	\$9,785,100
134	Diane	Coyle	17	\$7,438,850	5	\$2,337,999	22	\$9,776,849

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Caroline	Senetar	16	\$8,698,700	2	\$1,076,000	18	\$9,774,700
136	Lisa	Wolf	7	\$3,629,213	12	\$6,142,530	19	\$9,771,743
137	Holly	Pickens	15	\$7,956,050	4	\$1,725,000	19	\$9,681,050
138	Shelley	Brzozowski	7	\$5,634,000	5	\$4,022,000	12	\$9,656,000
139	Juliet	Mills-Holubowicz	6	\$5,502,000	5	\$4,120,000	11	\$9,622,000
140	Cynthia	Windeler	14	\$6,727,719	4	\$2,884,000	18	\$9,611,719
141	Chris	Pequet	8	\$8,953,000	1	\$650,000	9	\$9,603,000
142	Debra	Cuchna	9	\$5,764,000	4	\$3,782,100	13	\$9,546,100
143	Naveenasree	Ganesan	3	\$1,930,000	16	\$7,613,322	19	\$9,543,322
144	Elaine	Zannis	5	\$4,695,000	4	\$4,825,000	9	\$9,520,000
145	Kevin	Layton	5	\$4,055,000	6	\$5,348,338	11	\$9,403,338
146	Donna	Glazer	11	\$6,796,111	5	\$2,491,000	16	\$9,287,111
147	Michael	Odeh	13	\$6,461,000	4	\$2,784,000	17	\$9,245,000
148	Josie	Morrison	18	\$5,173,028	12	\$4,026,000	30	\$9,199,028
149	Wendy	Pawlak	17	\$7,420,750	6	\$1,747,500	23	\$9,168,250
150	Kelly	Dunlop	5	\$3,062,454	12	\$6,016,955	17	\$9,079,409

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