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AGENT FEATURE:  
Kim Hoegler

ON THE RISE:  
Paula M. Avenaim

Fall  
Event  
Photos:  
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**TOP 250  
STANDINGS**

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## PUBLISHER'S NOTE

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

1. Celebrating five years in print next month! It is wild to see how *North Shore 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 NSRP's 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 green at the NSRP fall event for a spirited game of virtual golf. Who knew a bunch of productive REALTORS® could be so competitive (I hope you can hear the sarcasm in my voice)? That October afternoon reminded me of playfulness and friendly competition. Be sure to jump over to page 32 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!



**ANDY BURTON**

Publisher

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# KIM HOEGLER

ALL-IN FOR NORTH SHORE LIVING



Kim Hoegler's journey to becoming a trusted REALTOR® in North Shore began with a leap of faith and a deep dive into her community. Moving their family from Ohio to Glencoe in 2012 for her husband's job marked the beginning of her relationship with the North Shore area—a relationship that quickly grew into one of passion and purpose.

After months of searching for the perfect home, Kim discovered not only the ins and outs of the area but also a new calling. "It took us six months and countless tours with our fabulously patient REALTOR® to find the right fit for our family," Kim shares. And during this time, Kim learned all about the different neighborhoods, schools, architectural styles, and even the average lifespan of roofs and appliances. This deep dive sparked her interest in real estate.

"After settling in, I still only knew my real estate agent, but I called her up for lunch and told her I was thinking of becoming a REALTOR® myself," she says. Kim had found the next chapter in her career—one where she could help others navigate the journey of selling their current property or finding a new home.

Before entering real estate, Kim worked in a variety of roles in the healthcare and automotive industries. She initially left nursing to work in sales for a dealership, starting at a Ford franchise, eventually moving into finance and other roles across multiple brand franchises, including Chevrolet, BMW, and Lexus. "I asked to start at Lexus, but the [dealership] owner told me I'd have to learn the ropes before moving up," she recalls with a laugh. This diverse background shaped Kim's work ethic and gave her a unique perspective on sales and customer service.

Since becoming a REALTOR®, Kim has focused on cultivating relationships above all else. "At the end of the day, the people we're connected to shape our lives," Kim says. "I enjoy building relationships, and it's, honestly, what keeps my business alive." Much of her success is referral-based, with clients appreciating her honesty and commitment to their needs. Kim's approach is simple yet effective: listen carefully, act with integrity, and be direct when it counts.

"I like to tell my clients ahead of time that I'm very direct—perhaps even blunt—in my efforts to serve their best interests," Kim admits.





“ ”  
 I ENJOY BUILDING  
 RELATIONSHIPS, AND IT'S,  
 HONESTLY, WHAT KEEPS MY  
 BUSINESS ALIVE.

Beyond the business, Kim is passionate about helping her clients settle into their new lives, not just their new homes. “Moving is typically accompanied by a life event—divorce, a growing family, downsizing, a job change—but whatever the case, people are dealing with a lot of emotion,” she explains. “It feels good to know I’ve been a part of helping them stop the emotional roller coaster, mentally ‘settle,’ and move into the next chapter of their lives.”

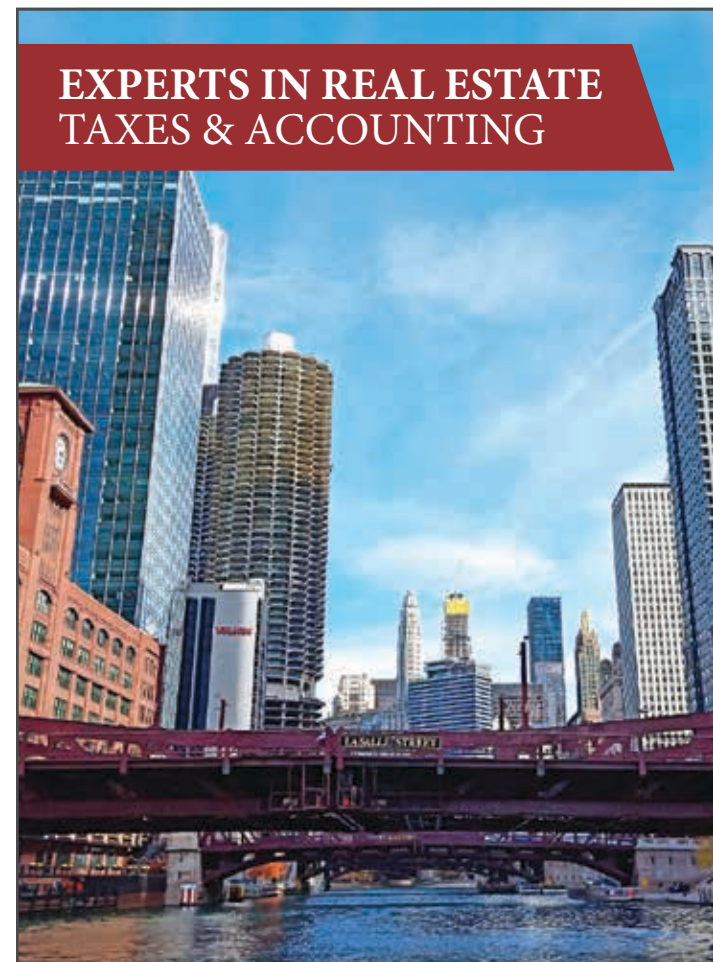
On her days off, Kim loves to stay active. Whether it’s strolling with her husband, Mark, or taking in the architecture of the North Shore while listening to audiobooks, Kim finds peace in exploring the neighborhoods she serves. She has volunteered at the Winnetka Congregational Church for years, and she supports the Alliance for the Great Lakes, a nonprofit dedicated to protecting the region’s freshwater resources. “The Great Lakes should be a top interest to all who live around them because they are our main source of fresh water,” Kim emphasizes.

Kim describes herself as someone who’s “all-in” with whatever she does, whether that’s running half-marathons

or committing to a career change. She brings that same dedication to her clients, and it’s a quality that has helped her thrive in the competitive North Shore market. Her advice for up-and-coming agents is simple: “Just keep learning and showing up,” she says.

Driven by relationships, authenticity, and a passion for helping others move into their next chapter in life, Kim is excited to keep building the kind of connections that turn clients into lifelong friends. Her journey may have started with an unexpected move, but her dedication to the North Shore community is unwavering, and her enthusiasm for her work is evident in every conversation.

As Kim continues to grow her business, she remains committed to her values: honesty, empathy, and an unwavering dedication to her clients. Whether she’s guiding clients through every step of a successful transaction with the sale of a property or helping a family find their forever home, Kim’s approach is all about making the process as seamless and rewarding as possible, while making a trusted friend along the way.



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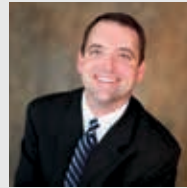
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# THE SHORE GROUP

**Stronger Together**



“The beauty of our team is that no one has to go it alone. In this business, that’s rare,” shares Beth Alberts of The Shore Group with Compass. “That’s what makes The Shore Group so powerful.”

Before ever dreaming of jumping into real estate, Beth began her career in advertising sales, first with a television rep firm and then with The Weather Channel. She loved the hustle of sales, but she was drawn to real estate through friends who were agents. In 2002, she got her real estate license in Atlanta, initially seeing it as a side venture. But she quickly realized the value of being an agent full-time, so when she moved to Illinois, she pursued her real estate career wholeheartedly. This is when she found the perfect business partner, Stephanie Maletsky, and together they grew as the Alberts + Maletsky Team.

“We learned from each other’s experiences and brainstormed solutions to handle things that came up in each transaction,” shares Beth. “After a couple of years, it was like we shared the same brain.”

So it was heart-wrenching when she learned that Stephanie decided to leave real estate to focus on her family during the pandemic. “After so many years of enjoying the constant intensity of our partnership I felt lonely, bored, and unmotivated. Even when the market got crazy busy in the summer of 2021, I still never felt as fulfilled as I did when I could share the ups and downs with my business partner,” Beth

remembers. “I knew that the only way to get out of my funk was to build another team.”

So Beth built The Shore Group. “The team I’ve put together is packed with amazing talent, and we have formed a bond that motivates me to do whatever I can to help us all reach our goals,” she affirms.

The Shore Group’s “core four”—Beth, Ellen Chukerman, Mada Hitchmough, and Rebecca Gilberg—have been working together for over ten years. Every member adds unique value to the team. “We had to learn how to trust, listen, and learn from each other because it’s about more than managing your own clients: it’s about supporting each other and thinking of our clients, together, as a team,” shares Beth.

For Ellen Chukerman, a Highland Park resident of over thirty years and seasoned real estate pro, that collaborative spirit has brought a depth to her work she never expected to have on a team. Known for her deep expertise and detail-oriented approach, Ellen has a knack for helping clients see a property’s potential, and she often collaborates with contractors and designers to bring that vision to life. “With Beth and the team, there’s this sense that we’re always working for something bigger than ourselves. We take pride in seeing each other succeed,” shares Ellen.

Mada Hitchmough echoes that sentiment. A well-regarded agent who donates a percentage of her commission to local



charities after each transaction, Mada is as dedicated to her community as she is to her clients. Her personalized approach is a comfort to clients navigating the emotional process of buying or selling a home. “We’re all really different people, but that’s what makes the team work,” says Mada. “Each of us brings a unique background and perspective, but we all have the same goal: to make the experience as seamless and positive as possible for our clients.”

Rebecca Gilberg rounds out the core team, bringing a financial acumen honed during her time as a second vice president for Northern Trust. Rebecca’s financial insight has proven invaluable for clients dealing with more complex transactions. Like her teammates, Rebecca sees her role as both an agent and a trusted advisor who provides stability in what can be a turbulent market. “This team feels like home,” says Rebecca. “The shared knowledge and mutual respect we have for each other means that every client benefits from our collective expertise.”

The newest addition to The Shore Group, Aimee Glovsky, is fitting right in. “I can’t wait to see how high Aimee soars. She possesses emotional intelligence that’s hard to teach,” Beth says. Aimee brings her background in interior design, love for the North Shore, fresh perspective, and passion for community to the team.

From the beginning, Beth’s blend of kindness and pragmatism has set the tone for the group,



The Shore Group with the CEO of Compass, Robert Reffkin.

creating an atmosphere that’s as supportive as it is strategic. “We created a team to work smarter and provide better service to our clients,” Beth affirms. “We’re constantly finding ways to use our unique talents to enhance each client’s experience.” The Shore Group’s reputation for responsive communication, expert negotiation, and unwavering dedication has become their hallmark.

Beth, who sees her role as both a guide and advocate for her clients, admits, “I love everything about real estate—from helping clients navigate their choices to studying market statistics, I’m always striving to make the experience as smooth as possible.”

She’s also always striving to help her community. Beth serves on the board for Community Partners for Affordable Housing, an organization that has provided affordable housing and vital resources to countless families.

Reflecting on her journey thus far, Beth expresses pride not only in what she has accomplished, but also in what she has built with her team. “We’re not just a team, we’re friends who have each other’s backs and share a common purpose,” she says.

As The Shore Group continues to evolve, one thing is certain: they’ve proven that the right team can elevate clients, agents, and the community they serve.



Beth with her team.

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# Matthew Messel Welcomes Eli:

## *A New Chapter in the Messel Household*

Matthew Messel and his family recently celebrated a joyous addition to their family: their fourth son, Eli Stephen Messel, was born on June 24, 2024, weighing a healthy 8 lbs. They chose the name “Eli” because it’s long been a favorite of Matthew’s wife, Anna, while the child’s middle name, Stephen, is a heartfelt tribute to Matthew’s father.

The birth took place at Lutheran General in Park Ridge, and marked a significant, albeit challenging, moment for the family. Although this wasn’t the couple’s first time around the block, unlike their previous three labors, the epidural was slow to take effect, leaving Anna to face a more painful delivery than expected.

Matthew, a seasoned REALTOR® with Compass, has been navigating the joys and demands of fatherhood alongside his thriving career for some time now. So, the expected arrival of Eli didn’t really slow him down much.

“Having a baby on the way didn’t really impact my day-to-day,” Matthew confesses. “With this being our fourth, we really knew what to



expect. Plus, Anna really takes the lead at home and does the heavy lifting with the kids. I am beyond blessed to have such an amazing wife and mother of our children.”

Although Matthew didn’t have much to do to prepare for Eli’s arrival, now that the little one is here, he has been focusing on being more efficient with his time so that he can spend more time at home with Anna and the kids.



▶▶ re-producers

By Chris Menezes  
Photos by Elliot Powell





It's difficult to make time for your business, spouse, and kids, but make sure you have the priorities in the right order. It is a fun and exciting time, and though it may not always be easy, if mom and dad are on the same page, you will be able to make it work. After all, we couldn't do what we do without our support systems!

open communication with your spouse. The balance of business, partnership, and parenting might be a challenging juggle, but with a strong support system and clear priorities, it's undoubtedly rewarding.



"It's difficult to make time for your business, spouse, and kids, but make sure you have the priorities in the right order. It is a fun and exciting time, and though it may not always be easy, if mom and dad are on the same page, you will be able to make it work. After all, we couldn't do what we do without our support systems!"

"The mornings are really the best time for me to help Anna set the tone for the day," Matthew shares.

The Messel home is a bustling hub of activity, with their sons—Owen (5), Connor (4), Isaac (2), and now Eli—immersing themselves in sports and a lot of outdoor activities. "We spend a lot of time outside [with them], whether it is in the garden, or when they are driving around on their power wheels or dirt bikes, or playing golf," Matthew notes.

The three older boys can most often be found in the backyard playing golf.

Owen and Connor also love to play tennis and compete with their swim team. This past summer, Matthew and Anna took Owen and Connor to their first Cubs vs. Cardinals game—a heated event for the competitive Messel family.

"We have a family rivalry with Anna being from St. Louis," Matthew says with a smirk. "We have had a lot of fun with it over the years."

For other busy real estate professionals with a baby on the way, Matthew offers a piece of advice: cherish the excitement and maintain

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# Paula M. AVENAIM

## AUTHENTIC EXCELLENCE

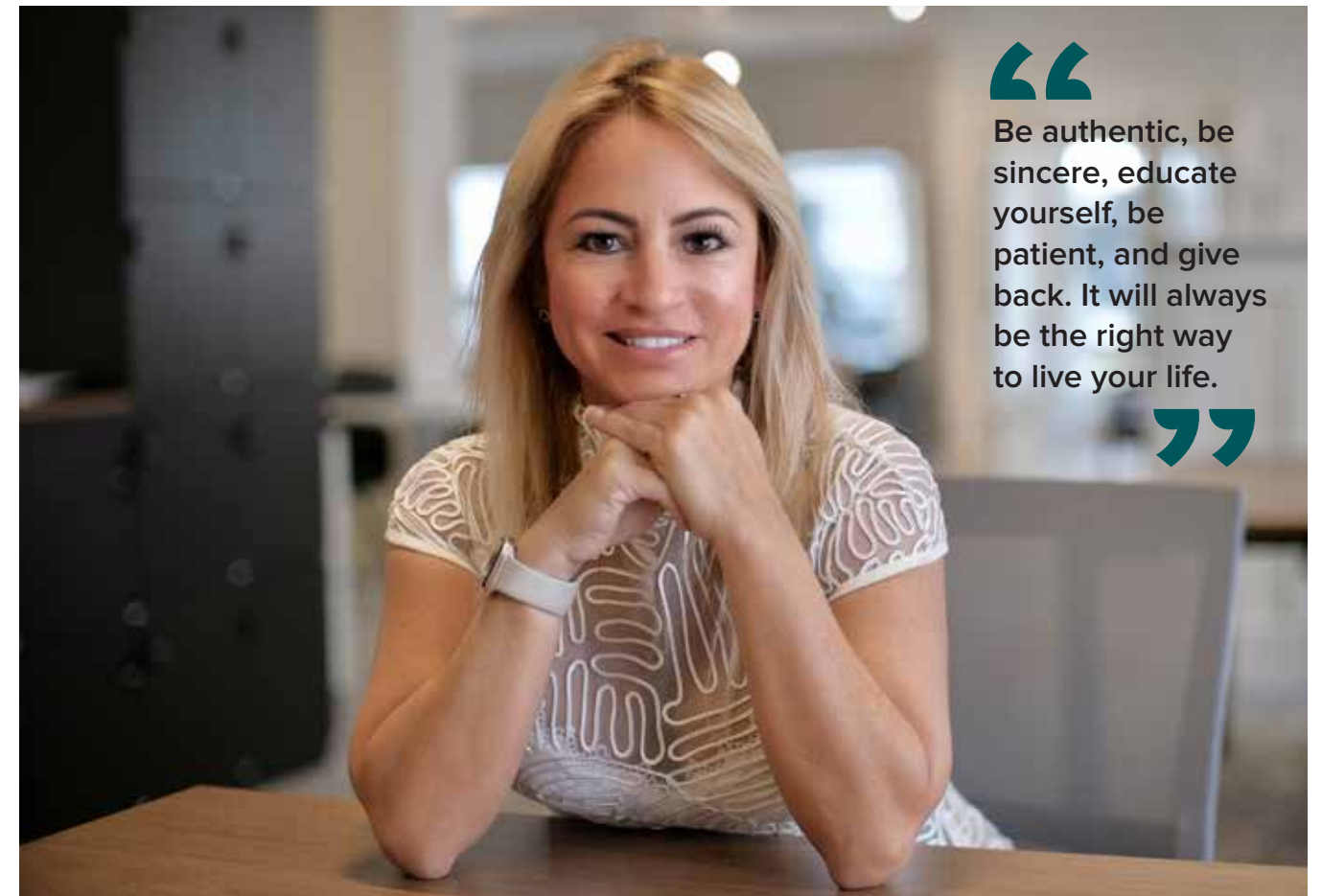
Bringing dedication and heart to her work as a REALTOR®, Paula Avenaim blends years of industry experience with a strong commitment to her clients. Known for her extensive knowledge in mortgage, title, and escrow, as well as her practical, no-nonsense approach, Paula is a guide as well as a deal closer. She helps her clients navigate one of the most significant financial decisions of their lives.

Paula's role as a trusted guide for her clients can be traced back to the very start of her career. After graduating from Eastern Illinois University, she joined the fast-paced world of the Chicago Mercantile Exchange, working with Hammer Trading Company. Much like in real estate, she and her team

supported their trader clients through high-stress situations, helping them plan strategically for future moves.

“Working at Hammer Trading Company taught me how to manage time, communicate well, follow up, and keep pushing to get what you want,” Paula shares.

Paula's dedication to her clients and unshakeable work ethic have roots in her upbringing; she was inspired by her mother's example. Growing up in west Roger's Park, Paula watched her mom work tirelessly—she never missed a day of work or paid a bill late. “I admired my mom's amazing work ethic,” Paula recalls. “She never complained, and she arrived



“  
Be authentic, be sincere, educate yourself, be patient, and give back. It will always be the right way to live your life.  
”

▶▶ on the rise

By Chris Menezes  
Photos by Joe Castello



early for everything—if she said to meet her at 5 pm, she'd be there at 4:45.”

This sense of responsibility and commitment has shaped Paula's approach to her career, driving her to show up for her clients with the same reliability and care. Paula's deep industry knowledge is as impressive as her work ethic. After starting her own mortgage and title company, New Horizon Mortgage and Indemnity Title, in 2001, she spent twenty-four years working in title, building the extensive background that sets her apart today as a REALTOR®.

Then, before moving fully into real estate, Paula managed Signature Title for several years, working as a contract mobile closer and escrow officer for major title companies. But after over two decades in the field, Paula felt a growing need to work more closely with clients.

“Being a closer and an escrow officer for over twenty years was amazing,” she shares. “However, I felt the need to work closer with buyers and sellers. I wanted to help them through what is likely one of the most important purchases or sales of their life.” This shift has been, in her words, the most rewarding experience and the best decision of her career.

Today, Paula is a global real estate advisor with Jameson Sotheby's International Realty in Illinois

and with ONE Sotheby's International Realty in South Florida. As the team lead of the Avenaim and Platt Luxury Home Group, she leverages her extensive industry background to provide top-notch service for clients in both markets. Her commitment to delivering exceptional service has earned her a reputation as a trusted advisor, someone who genuinely cares about her clients' success and strives to make their real estate experience as smooth and rewarding as possible.

Beyond her work with clients, Paula is deeply involved in the real estate community, dedicating her time to various industry organizations. She serves on the board of directors for the Jewish National Fund, NICAR, and the Women's Council of REALTORS® in Chicago, where she plays an active role in shaping the future of the industry. She also contributes to several NSBAR committees, including YPN, Forms and Policies, BOD, RPAC, and GPIC.

But it's not all business with Paula—she's someone who embraces life and enjoys simple pleasures outside of work. In her younger days, Paula worked at Walter Payton's America's Bar, where she wore a cheerleading outfit and joined her coworkers for nightly floor shows, even dancing on the bar. “It was a different time,” she laughs, recalling those spirited days.

Today, she still brings that same energy to her life, enjoying long bike rides, hiking, live music, and time with loved ones. In particular, she's deeply proud of her three successful sons. She says that one of the greatest gifts in her life is seeing what good men they have become. For Paula, such moments are essential: they keep her grounded, energized, and ready to take on each new challenge with a clear mind and a full heart.

Whether she's guiding clients through the complexities of a real estate transaction, enjoying a long bike ride, or listening to her favorite musicians, Paula brings the same sincerity and dedication to everything she does. For her, success isn't just about numbers, it's about making a meaningful impact in the lives of others and giving back

to the community she values so deeply. As she so poignantly puts it, “Be authentic, be sincere, educate yourself, be patient, and give back. It will always be the right way to live your life.”



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» events

Photos by Elliot Powell and Prestige Real Estate Images Inc.

A huge thanks to The Shack Indoor Golf Club for welcoming the *North Shore Real Producers* community to their premier indoor golf club! We loved stepping up to the tee and playing a round with everyone.

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.







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# Fall Event

# Raffle Winners

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



Peggy Glickman won a Solo Stove Bonfire from David Frank with The David Frank Law Group.



Pam MacPherson won Bose headphones from Martin Lorenzen with NRL Mortgage.



Kim Hoegler won a Ninja Creami from Kristin Marsden with Dunsing Inspections.







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# 2025

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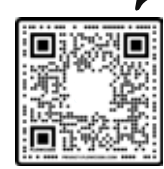
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**AGENT PANEL: 10:30AM - 12:00PM**  
**SOCIAL: 12:00PM - 1:30PM**

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	124	\$78,689,053	112	\$66,201,157	236	\$144,890,210
2	Jena	Radnay	21	\$61,878,900	12	\$44,390,000	33	\$106,268,900
3	Anita	Olsen	255	\$99,693,899	0	\$0	255	\$99,693,899
4	John	Morrison	62	\$54,725,750	38.5	\$31,969,203	100.5	\$86,694,953
5	Paige	Dooley	15.5	\$43,564,000	17	\$25,354,722	32.5	\$68,918,722
6	Andra	O'Neill	25	\$42,913,693	16	\$23,659,500	41	\$66,573,193
7	Connie	Dornan	41	\$29,678,825	36.5	\$34,732,429	77.5	\$64,411,254
8	Sarah	Leonard	77	\$35,995,634	73.5	\$27,921,087	150.5	\$63,916,722
9	Kim	Alden	25	\$15,119,160	110.5	\$44,640,778	135.5	\$59,759,938
10	Maria	DelBoccio	38	\$25,750,480	52	\$33,128,500	90	\$58,878,980
11	Anne	Dubray	23	\$27,159,500	21	\$23,708,500	44	\$50,868,000
12	Craig	Fallico	55	\$31,873,500	26	\$17,184,500	81	\$49,058,000
13	Beth	Wexler	21.5	\$25,033,000	14	\$23,843,000	35.5	\$48,876,000
14	Dawn	McKenna	13	\$25,907,500	12	\$21,383,000	25	\$47,290,500
15	Holly	Connors	47	\$27,494,775	33.5	\$18,909,204	80.5	\$46,403,979
16	Cory	Green	12	\$10,112,002	40	\$35,462,207	52	\$45,574,209
17	Dean	Tubekis	29	\$24,564,000	40	\$20,640,785	69	\$45,204,785
18	Jim	Starwalt	54	\$16,254,099	76.5	\$27,519,085	130.5	\$43,773,184
19	Nicholas	Solano	72	\$41,989,552	0	\$0	72	\$41,989,552
20	Jacqueline	Lotzof	16	\$9,642,250	27.5	\$30,564,000	43.5	\$40,206,250
21	Leslie	McDonnell	43	\$22,750,400	27.5	\$15,780,500	70.5	\$38,530,900
22	Susan	Maman	10	\$17,847,500	10	\$18,262,000	20	\$36,109,500
23	Lisa	Wolf	49.5	\$24,457,900	27	\$11,496,838	76.5	\$35,954,738
24	Mary	Grant	11.5	\$21,430,331	9	\$13,760,500	20.5	\$35,190,831
25	Jeff	Ohm	11	\$15,634,015	13	\$17,425,015	24	\$33,059,030
26	Matthew	Messel	20	\$9,243,000	47	\$23,017,574	67	\$32,260,574
27	Michael	Thomas	32	\$17,784,750	19.5	\$13,498,400	51.5	\$31,283,150
28	Jennifer	Olson Jones	56	\$30,661,822	1	\$465,000	57	\$31,126,822
29	Kelly	Malina	69	\$29,731,705	3	\$1,090,000	72	\$30,821,705
30	Robbie	Morrison	28.5	\$18,606,000	14	\$12,136,298	42.5	\$30,742,298
31	Marina	Carney	9.5	\$15,663,125	6.5	\$13,732,500	16	\$29,395,625
32	Megan	Mawicke Bradley	6.5	\$12,014,007	8	\$17,353,000	14.5	\$29,367,007
33	Marlene	Rubenstein	6.5	\$5,942,900	17	\$22,573,810	23.5	\$28,516,710
34	Ann	Lyon	13.5	\$13,325,000	10	\$14,024,000	23.5	\$27,349,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jamie	Hering	43	\$13,965,287	35	\$13,084,489	78	\$27,049,776
36	Benjamin	Hickman	27	\$9,339,450	41	\$16,750,732	68	\$26,090,182
37	Cathy	Oberbroeckling	43	\$23,159,832	7	\$2,749,190	50	\$25,909,022
38	Pat	Kalamatas	44	\$21,945,560	8	\$3,107,945	52	\$25,053,505
39	Ted	Pickus	10.5	\$11,038,000	13	\$13,929,000	23.5	\$24,967,000
40	Andrew	Mrowiec	9.5	\$15,663,125	7.5	\$9,241,500	17	\$24,904,625
41	Vittoria	Logli	17.5	\$17,322,378	8	\$7,425,700	25.5	\$24,748,078
42	John	Barry	11	\$15,059,154	7	\$9,389,254	18	\$24,448,408
43	Pam	MaCpherson	9	\$10,337,900	15.5	\$13,564,000	24.5	\$23,901,900
44	Julie	Schultz	12	\$12,811,817	12	\$10,347,700	24	\$23,159,517
45	Lisa	Trace	7.5	\$9,452,700	10	\$13,395,250	17.5	\$22,847,950
46	Jodi	Cinq-Mars	28	\$9,647,200	36.5	\$13,140,370	64.5	\$22,787,570
47	Connie	Antoniou	14.5	\$14,540,500	10	\$8,222,500	24.5	\$22,763,000
48	Brandy	Isaac	12	\$14,876,000	7	\$7,586,000	19	\$22,462,000
49	Shaun	Raugstad	14	\$16,196,300	9	\$6,174,000	23	\$22,370,300
50	Judy	Greenberg	19.5	\$12,708,591	14	\$9,518,565	33.5	\$22,227,156

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

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Missy	Jerfita	16.5	\$14,360,725	10	\$7,144,500	26.5	\$21,505,225
52	Nathan	Freeborn	10	\$7,668,000	18	\$13,585,200	28	\$21,253,200
53	Kate	Fanselow	13	\$8,772,500	19	\$12,235,500	32	\$21,008,000
54	Linda	Little	44	\$20,838,984	0	\$0	44	\$20,838,984
55	Cheryl	Bonk	44	\$20,838,984	0	\$0	44	\$20,838,984
56	Mary	Summerville	13	\$7,422,975	22.5	\$12,964,750	35.5	\$20,387,725
57	Tyler	Lewke	20	\$7,758,125	28	\$12,626,813	48	\$20,384,938
58	Laura	Fitzpatrick	3	\$5,402,500	14	\$14,848,000	17	\$20,250,500
59	Esther	Zamudio	17.5	\$4,711,350	49.5	\$15,328,300	67	\$20,039,650
60	Vaseekaran	Janarthanam	11	\$5,586,602	33	\$14,319,041	44	\$19,905,643
61	Kelly	Baysinger	13.5	\$7,255,250	23	\$12,646,769	36.5	\$19,902,019
62	Lindsey	Kaplan	12.5	\$6,545,750	21	\$13,354,600	33.5	\$19,900,350
63	Amy	Diamond	26.5	\$12,733,201	15	\$7,134,400	41.5	\$19,867,601
64	Janet	Borden	13.5	\$12,349,320	7.5	\$7,278,419	21	\$19,627,739
65	Caroline	Starr	21	\$10,345,172	15	\$9,241,554	36	\$19,586,726
66	Ashley	Kain Spector	6	\$8,700,000	10	\$10,735,000	16	\$19,435,000
67	Kimberly	Shortsle	5	\$6,175,500	10.5	\$13,164,500	15.5	\$19,340,000
68	Joey	Gault	14.5	\$19,199,000	0	\$0	14.5	\$19,199,000
69	David	Schwabe	21.5	\$9,721,750	21	\$9,130,000	42.5	\$18,851,750
70	Jackie	Mack	23	\$12,417,820	9	\$6,418,000	32	\$18,835,820
71	Diana	Matichyn	21.5	\$11,327,824	17	\$7,371,250	38.5	\$18,699,074
72	Deborah	Hepburn	11.5	\$9,537,000	9	\$8,946,400	20.5	\$18,483,400
73	Lori	Baker	9.5	\$13,193,250	5	\$5,185,000	14.5	\$18,378,250
74	Danny	McGovern	13.5	\$9,196,900	12	\$9,148,000	25.5	\$18,344,900
75	Sheryl	Graff	11.5	\$14,727,500	2	\$3,395,000	13.5	\$18,122,500
76	Abhijit	Leekha	12	\$5,829,500	23	\$11,963,511	35	\$17,793,011
77	Lauren	Mitrick Wood	2	\$2,440,000	12.5	\$14,798,550	14.5	\$17,238,550
78	Joan	Couris	29.5	\$11,334,256	12.5	\$5,723,500	42	\$17,057,756
79	Melissa	Siegal	4	\$3,332,500	14.5	\$13,556,215	18.5	\$16,888,715
80	Alissa	McNicholas	8.5	\$12,286,750	4	\$4,560,000	12.5	\$16,846,750
81	James	Ziltz	33	\$16,735,511	0	\$0	33	\$16,735,511
82	Geoff	Brown	9	\$8,110,054	10	\$8,521,500	19	\$16,631,554
83	Samuel	Lubeck	4	\$1,834,000	16	\$14,786,749	20	\$16,620,749
84	Meredith	Schreiber	8	\$6,755,875	13	\$9,838,500	21	\$16,594,375

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Ryan	Cherney	31	\$16,585,001	0	\$0	31	\$16,585,001
86	Samantha	Kalamaras	21	\$12,001,400	8	\$4,155,991	29	\$16,157,391
87	Emily	Smart Lemire	2.5	\$3,007,500	9.5	\$13,033,500	12	\$16,041,000
88	Lyn	Wise	6	\$3,998,000	15.5	\$12,039,216	21.5	\$16,037,216
89	Samantha	Trace	7	\$8,555,200	4	\$7,371,250	11	\$15,926,450
90	Beth	Alberts	11.5	\$9,096,500	8.5	\$6,710,850	20	\$15,807,350
91	Susan	Teper	9.5	\$7,767,500	8	\$7,833,000	17.5	\$15,600,500
92	Lori	Rowe	19.5	\$11,294,400	6	\$4,251,750	25.5	\$15,546,150
93	Winfield	Cohen	16.5	\$6,445,850	14	\$9,006,356	30.5	\$15,452,206
94	C Bryce	Fuller	19.5	\$10,040,111	10	\$5,347,600	29.5	\$15,387,711
95	Dominick	Clarizio	4.5	\$5,220,750	9.5	\$9,993,222	14	\$15,213,972
96	Katharine	Hackett	4	\$4,973,000	7	\$10,235,000	11	\$15,208,000
97	Margie	Brooks	9.5	\$8,366,500	8	\$6,700,000	17.5	\$15,066,500
98	Allison	Silver	10	\$9,934,820	5	\$4,807,000	15	\$14,741,820
99	David	Pickard	18	\$7,060,000	18	\$7,647,000	36	\$14,707,000
100	Jodi	Taub	7.5	\$6,443,500	9.5	\$8,247,500	17	\$14,691,000

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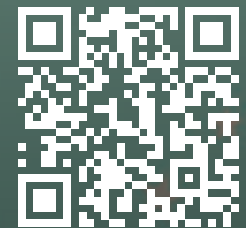
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# TOP 250 STANDINGS

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


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Rutul	Parekh	9.5	\$1,974,400	36	\$12,676,900	45.5	\$14,651,300
102	Joanne	Hudson	4.5	\$5,886,750	5	\$8,735,888	9.5	\$14,622,638
103	Susan	Amory Weninger	6	\$8,155,250	4	\$6,391,500	10	\$14,546,750
104	Tara	Kelleher	9	\$7,014,000	10	\$7,241,500	19	\$14,255,500
105	Justin	Greenberg	11	\$10,128,250	7.5	\$4,122,000	18.5	\$14,250,250
106	Majbrith	Brody	10	\$9,058,900	5	\$5,155,000	15	\$14,213,900
107	Michael	Mitchell	4	\$8,655,000	4	\$5,505,000	8	\$14,160,000
108	Andee	Hausman	15	\$6,115,050	15.5	\$8,010,140	30.5	\$14,125,190
109	Nancy	Gibson	11	\$10,424,495	5	\$3,695,555	16	\$14,120,050
110	Cynthia	Poulakidas Tobin	6	\$7,504,000	3	\$6,500,000	9	\$14,004,000
111	Kathryn	Mangel	4	\$6,592,775	5.5	\$7,226,250	9.5	\$13,819,025
112	Gloria	Matlin	7	\$10,159,800	4	\$3,573,500	11	\$13,733,300
113	Debra	Baker	10	\$7,587,680	9	\$6,139,000	19	\$13,726,680
114	Heidi	Seagren	7.5	\$5,901,153	9.5	\$7,703,500	17	\$13,604,653
115	Lyn	Flannery	8	\$10,515,000	2	\$3,065,000	10	\$13,580,000
116	Alan	Berlow	12	\$7,554,500	9	\$5,767,313	21	\$13,321,813
117	Jeannie	Kurtzhalts	7.5	\$10,331,000	3	\$2,909,000	10.5	\$13,240,000
118	John	Mawicke	5.5	\$9,625,007	1	\$3,600,000	6.5	\$13,225,007
119	Jody	Dickstein	5.5	\$7,590,000	2.5	\$5,406,500	8	\$12,996,500
120	Jean	Anderson	5	\$8,788,000	3.5	\$4,207,500	8.5	\$12,995,500
121	Randall	Brush	19.5	\$8,289,500	8	\$4,614,100	27.5	\$12,903,600
122	Renee	Clark	12.5	\$9,807,750	6	\$3,076,000	18.5	\$12,883,750
123	Joe Tyler	Gerber	9.5	\$4,593,500	9	\$8,232,500	18.5	\$12,826,000
124	Rafay	Qamar	15	\$5,883,350	16	\$6,921,730	31	\$12,805,080
125	Ashlee	Fox	7	\$4,752,000	10	\$8,032,350	17	\$12,784,350
126	Michael	Graff	7	\$6,528,601	10	\$6,251,001	17	\$12,779,602
127	Vilma	Alvarez	23.5	\$9,127,452	9.5	\$3,651,385	33	\$12,778,838
128	Corey	Barker	17	\$7,513,199	12	\$5,207,500	29	\$12,720,699
129	Rebekah	Wipperfurth	9.5	\$3,767,000	18	\$8,893,910	27.5	\$12,660,910
130	Joseph	Render	23	\$8,999,952	8.5	\$3,605,850	31.5	\$12,605,802
131	Jesus	Perez	20	\$5,403,000	31	\$7,181,908	51	\$12,584,908
132	Aaron	Share	6.5	\$6,728,000	6	\$5,849,802	12.5	\$12,577,802
133	Daniel	Timm	18.5	\$9,207,444	5	\$3,325,000	23.5	\$12,532,444
134	Karen	Majerczak	8.5	\$5,519,138	10	\$6,966,554	18.5	\$12,485,692

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Sherri	Esenberg	13	\$5,666,500	14	\$6,771,599	27	\$12,438,099
136	Julie	Fleetwood	4.5	\$2,504,000	7	\$9,903,900	11.5	\$12,407,900
137	Teresa	Stultz	24	\$7,846,700	13	\$4,540,980	37	\$12,387,680
138	Barbara	Noote	23	\$8,030,600	11	\$4,325,910	34	\$12,356,510
139	Lynda	Sanchez-Werner	38.5	\$12,058,600	1	\$289,990	39.5	\$12,348,590
140	Carrie	McCormick	3.5	\$8,755,000	3	\$3,552,600	6.5	\$12,307,600
141	Amy	Kite	16	\$6,747,623	15.5	\$5,534,800	31.5	\$12,282,423
142	Ralph	Milito	14	\$7,691,800	8	\$4,582,500	22	\$12,274,300
143	Sara	Brahm	1	\$1,599,000	6	\$10,596,000	7	\$12,195,000
144	Kati	Spaniak	6.5	\$6,460,300	7.5	\$5,730,500	14	\$12,190,800
145	Elise	Rinaldi	6	\$8,732,000	3	\$3,446,000	9	\$12,178,000
146	Linda	Levin	5	\$4,815,000	7.5	\$7,350,000	12.5	\$12,165,000
147	Mohammed	Iftikhar	12	\$7,783,999	9.5	\$4,322,593	21.5	\$12,106,592
148	Jen	Ortman	10.5	\$4,642,568	16	\$7,444,500	26.5	\$12,087,068
149	Christopher	Paul	23	\$9,057,700	8	\$3,014,000	31	\$12,071,700
150	Christopher	Lobrillo	38.5	\$12,058,600	0	\$0	38.5	\$12,058,600


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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Jamie	Roth	8	\$6,641,500	3	\$5,410,000	11	\$12,051,500
152	Judy Ann	Bruce	15	\$8,177,400	9	\$3,722,500	24	\$11,899,900
153	Anne	Hardy	11	\$8,353,500	4	\$3,536,000	15	\$11,889,500
154	Kate	Huff	5	\$6,410,000	4	\$5,454,500	9	\$11,864,500
155	Grigory	Pekarsky	3	\$2,123,000	14	\$9,691,750	17	\$11,814,750
156	Meredith	Pierson	11.5	\$11,814,000	0	\$0	11.5	\$11,814,000
157	Katherine	Hudson	5	\$5,165,500	8	\$6,641,250	13	\$11,806,750
158	David	Korkoian	16.5	\$6,921,300	9	\$4,687,000	25.5	\$11,608,300
159	Donna	Mancuso	4.5	\$7,788,000	2.5	\$3,790,000	7	\$11,578,000
160	Frank	Capitanini	2	\$1,963,250	11	\$9,475,111	13	\$11,438,361
161	Patrick	Milhaupt	3	\$4,044,500	3	\$7,330,000	6	\$11,374,500
162	Mona	Hellinga	4	\$8,155,000	1	\$3,200,000	5	\$11,355,000
163	Misael	Chacon	30	\$10,909,809	1	\$435,000	31	\$11,344,809
164	Elizabeth	Bryant	6.5	\$5,352,550	7	\$5,979,000	13.5	\$11,331,550
165	Shaunna	Burhop	17.5	\$8,225,500	6.5	\$3,098,493	24	\$11,323,993
166	Zack	Matlin	6.5	\$9,727,300	2	\$1,529,000	8.5	\$11,256,300
167	David	Chung	3	\$3,597,694	6	\$7,655,000	9	\$11,252,694
168	Sally	Mabadi	8.5	\$9,878,500	1	\$1,295,000	9.5	\$11,173,500
169	Helen	Oliveri	14	\$5,758,750	12	\$5,317,490	26	\$11,076,240
170	Elizabeth	Wieneke	7	\$8,399,000	2	\$2,676,900	9	\$11,075,900
171	Harris	Ali	4.5	\$1,941,000	22	\$9,130,000	26.5	\$11,071,000
172	Miranda	Alt	15	\$6,209,050	10	\$4,825,900	25	\$11,034,950
173	Tetiana	Konenko	3.5	\$2,030,500	26	\$8,988,500	29.5	\$11,019,000
174	Carol	Hunt	6	\$5,400,500	3	\$5,571,000	9	\$10,971,500
175	Cory	Albiani	10.5	\$7,598,500	5	\$3,280,000	15.5	\$10,878,500
176	Katie	Hauser	2.5	\$3,650,000	6	\$7,195,964	8.5	\$10,845,964
177	Sara	Sogol	21	\$7,817,000	8	\$3,011,500	29	\$10,828,500
178	Connie	Barhorst	16	\$7,551,571	7	\$3,127,000	23	\$10,678,571
179	Anna	Klarck	8.5	\$3,784,000	14	\$6,881,820	22.5	\$10,665,820
180	Lynn	Romanek-Holstein	9	\$9,410,000	1	\$1,250,000	10	\$10,660,000
181	Juliet	Towne	11.5	\$7,502,500	7	\$3,109,900	18.5	\$10,612,400
182	Ryan	Pavey	9	\$3,753,500	11.5	\$6,727,900	20.5	\$10,481,400
183	Kelly	Janowiak	15.5	\$6,623,100	7	\$3,840,500	22.5	\$10,463,600
184	Brady	Andersen	3.5	\$6,022,500	6	\$4,407,500	9.5	\$10,430,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Elizabeth	Smith	4	\$5,225,000	3	\$5,109,000	7	\$10,334,000
186	Bonnie	Tripton	1	\$2,175,000	5	\$8,130,000	6	\$10,305,000
187	Steve	McEwen	5.5	\$8,019,000	5	\$2,280,000	10.5	\$10,299,000
188	Greg	Klemstein	26	\$8,948,775	3	\$1,277,000	29	\$10,225,775
189	David	Jaffe	11	\$5,142,000	11	\$5,082,000	22	\$10,224,000
190	Ila	Coretti	3	\$5,145,350	3	\$5,075,000	6	\$10,220,350
191	Michael	Lohens	10	\$5,722,951	8	\$4,404,900	18	\$10,127,851
192	Anita	Willms	18	\$6,408,000	7	\$3,698,007	25	\$10,106,007
193	Leigh	Marcus	4	\$3,995,500	7.5	\$6,040,650	11.5	\$10,036,150
194	Ashley	Arzer	9	\$3,907,250	9	\$6,098,000	18	\$10,005,250
195	Sue	Hall	10	\$7,289,800	5	\$2,691,900	15	\$9,981,700
196	Andrea Lee	Sullivan	19	\$6,734,200	10	\$3,215,500	29	\$9,949,700
197	Lisa	Schulkin	8	\$8,911,000	1	\$995,000	9	\$9,906,000
198	Michael	Herrick	9	\$4,373,000	7	\$5,513,000	16	\$9,886,000
199	Anne Marie	Murdoch	3	\$4,419,000	5	\$5,420,000	8	\$9,839,000
200	Patricia	Smarto	14	\$7,281,500	7	\$2,557,150	21	\$9,838,650

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Honore	Fru mentino	7	\$4,558,200	9	\$5,278,000	16	\$9,836,200
202	Susan	Burklin	9	\$7,500,500	3	\$2,319,500	12	\$9,820,000
203	Heather	Fowler	4.5	\$3,484,500	4	\$6,331,494	8.5	\$9,815,994
204	Matt	Laricy	2	\$1,620,000	10	\$8,155,250	12	\$9,775,250
205	C. Steven	Weirich	7	\$3,991,000	8	\$5,762,500	15	\$9,753,500
206	Howard	Meyers	3.5	\$4,447,500	4.5	\$5,260,000	8	\$9,707,500
207	Stewart	Ramirez	25	\$7,132,000	7	\$2,567,500	32	\$9,699,500
208	Sylwia	Chliborob	18	\$7,778,000	5	\$1,869,250	23	\$9,647,250
209	Dinny	Dwyer	6	\$5,186,500	5	\$4,454,000	11	\$9,640,500
210	Grace	Flatt	3	\$2,988,500	5	\$6,525,000	8	\$9,513,500
211	Emily	Sachs Wong	0	\$0	8	\$9,490,250	8	\$9,490,250
212	Julie	Hartvigsen	5	\$8,980,994	1	\$495,000	6	\$9,475,994
213	Marybeth	Durkin	9	\$4,789,000	8	\$4,671,269	17	\$9,460,269
214	Annika	Valdiserri	6	\$7,430,000	2	\$2,026,000	8	\$9,456,000
215	Matthew	Lysien	14.5	\$3,902,650	18	\$5,516,900	32.5	\$9,419,550
216	Marla	Schneider	9	\$5,767,850	6	\$3,620,000	15	\$9,387,850
217	Ashraf	Memon	5	\$3,066,000	12	\$6,303,950	17	\$9,369,950
218	Evan	Reynolds	6	\$1,769,500	24	\$7,542,190	30	\$9,311,690
219	Julie	Jensen	2	\$1,477,000	10	\$7,831,000	12	\$9,308,000
220	Julia	Alexander	3	\$1,058,000	21	\$8,243,669	24	\$9,301,669
221	Carrie	Tarzon	2.5	\$3,948,000	6.5	\$5,291,400	9	\$9,239,400
222	Janine	Sasso	15	\$6,347,450	4	\$2,845,000	19	\$9,192,450
223	Kimberly	Meixner	5	\$4,122,000	8	\$5,055,139	13	\$9,177,139
224	Kary	Leon	8.5	\$5,959,125	6	\$3,204,700	14.5	\$9,163,825
225	Megan	Jordan	5	\$5,077,000	3	\$3,970,000	8	\$9,047,000
226	Nevin	Nelson	9	\$2,999,750	13.5	\$6,044,888	22.5	\$9,044,638
227	Oskar	Wiatr	3	\$3,710,000	16	\$5,292,900	19	\$9,002,900
228	Audra	Casey	6	\$4,664,000	4	\$4,336,000	10	\$9,000,000
229	Bridget	Orsic	4	\$8,200,000	1	\$780,000	5	\$8,980,000
230	Lisa	Rosengard	6	\$5,008,000	3	\$3,955,000	9	\$8,963,000
231	David	Yocum	7	\$2,482,600	11	\$6,476,507	18	\$8,959,107
232	Stacy	Johnson	9	\$4,352,500	11	\$4,603,000	20	\$8,955,500
233	Dmytro	Bezrukavyi	2	\$555,000	29.5	\$8,395,000	31.5	\$8,950,000
234	Dave	Blum	6.5	\$3,100,400	12	\$5,830,640	18.5	\$8,931,040

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Kelly	Dunn Rynes	6	\$5,378,000	6	\$3,513,000	12	\$8,891,000
236	Cherie	Smith Zurek	19	\$7,123,300	4	\$1,720,000	23	\$8,843,300
237	Richard	Toepper	18	\$6,547,475	6.5	\$2,239,500	24.5	\$8,786,975
238	Meg	Likus	6	\$5,590,000	4	\$3,175,000	10	\$8,765,000
239	Amy	Foote	16	\$5,672,408	7.5	\$3,086,390	23.5	\$8,758,798
240	Tania	Forte	6	\$2,907,500	8	\$5,815,400	14	\$8,722,900
241	Matt	Steiger	8	\$5,141,500	5	\$3,565,000	13	\$8,706,500
242	Rita	Baba	2	\$749,000	16	\$7,941,500	18	\$8,690,500
243	Timothy	Lydon	13	\$5,446,000	5	\$3,222,000	18	\$8,668,000
244	Lindsay	Schulz	11	\$4,085,800	12	\$4,556,500	23	\$8,642,300
245	Daria	Andrews	7	\$5,672,000	4	\$2,950,800	11	\$8,622,800
246	Sondra	Douglass	6	\$6,698,999	1	\$1,900,000	7	\$8,598,999
247	Robert	Picciariello	20	\$8,582,000	0	\$0	20	\$8,582,000
248	Noah	Levy	2.5	\$1,860,000	6	\$6,717,000	8.5	\$8,577,000
249	Undram	Tsogbat	1	\$415,000	19	\$8,159,900	20	\$8,574,900
250	Steven	Goodman	7	\$2,890,775	11	\$5,680,115	18	\$8,570,890

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