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Agent Feature:
Joseph DeFrancesco

On the Rise:
Tatiana Hernandez

Partner Spotlight:
Zamora Law Office P.C.



The
**COURTNEY
MONACO**
Group Team By Design

WINTER EVENT:

Agent Panel
Hosted by Santo Cielo
Tuesday, February 6th, 10AM
Details on page 34

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

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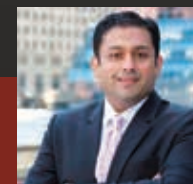
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NOTE

We generally kick off our first event of the year with a panel of market experts sharing their insights and instilling confidence in our community. This is always a much-needed boost as everyone settles into the new year. The beauty of bringing everyone together to learn for collective growth is a win for the entire industry. We are looking forward to our 2024 winter event where Elaine Pagels, Michael LaFido, Sheena Baker, Dawn McKenna, Lauren Walz, and J Maggio have graciously carved out time to help elevate our knowledge of the real estate industry. A huge thank you to Santo Cielo for providing the *DuPage Real Producers* community a space to connect for the third consecutive year. We look forward to seeing you on February 6th at 10 A.M. Additional details can be found on page 34. Don’t forget to register to reserve a seat!

For those seeking an extra dose of motivation and wisdom from local experienced agents, listen to the *Real Producers* podcast at podcast.realproducersmag.com. Our very own Ben Lalez, Tommy Choi, Josh Weinberg, Leigh Marcus, and Michael LaFido were interviewed last year, and you can explore their specific episodes dated September 21st, October 12th, November 9th, and November 30th respectively. If you know of someone who should share their story on the podcast, please reach out.

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Joseph DeFrancesco

CRUSADER
WITHOUT
A CAPE

► agent feature

By Lauren Young
Photos by KDE Photography

“The hero I most identify with is Batman,” says Joseph DeFrancesco, managing broker at Dapper Crown Real Estate in Bloomingdale. “He works hard every day and wants to save the world; he puts others before himself.”

He may be half-joking when comparing himself to the Dark Knight, but Joseph’s goal as a REALTOR® is similar: since he became a real estate agent about eight years ago, Joseph has prioritized the needs of others above his own. You can see it in the way in which he interacts with clients and in the Dapper Crown approach to business.

“Our philosophy is simple,” he says. “We aim to provide nothing but the best, for less. By offering market-low listing commissions, we help sellers keep more money in their pockets. What others try to make on one deal, we’ll make on three. Volume is how we’ve been able to grow.”



Joseph was born and raised in an immigrant family. Both his parents were born in Italy and moved to the United States to pursue their dreams. Growing up, Joseph revered his father and older brother for their determination and work ethic.

“Having a father who played soccer at the professional level encouraged and influenced me to follow the same path,” says Joseph. “[At one time,] Soccer was my entire life.”

During his childhood and high-school years, Joseph racked up accomplishments for his on-pitch performances. He was on a top-ten nationally ranked team; named an All-State athlete in high school and an All-American athlete in college—both are given to only the highest-ranked athletes in the state and nation, respectively; and even more notably, he was invited to the MLS (Major League Soccer) Combine, which is “overall, a selected invite to play at the MLS professional level,” Joseph explains.



Joseph with his wife.

“Being so involved with soccer at the competitive level never gave me the option to have the normal childhood most people had,” Joseph reflects. “While others were playing, I was either practicing or away at a tournament for the weekend. But it taught me how to be disciplined and challenge myself on a daily basis from a young age.”

After graduating with a bachelor’s degree in business administration and management from Lewis University in Illinois, Joseph worked for Sherwin-Williams as a store manager and territory sales rep. For four years, the role scratched his itch for competition and internal drive for accomplishment, but he saw his brother’s success in real estate and recognized the industry’s potential.

“My brother, Philip DeFrancesco, is the founder and other managing broker of Dapper Crown Real Estate,” states Joseph. “Seeing his work ethic and how he grew his own real estate business is something I extremely valued and admired.”

Feeling the pull of real estate, Joseph joined Philip's team in 2015. Together, their mission is to provide clients with unparalleled service, guidance, experience, facts, comfort, and proven expertise throughout their entire home purchase or sale experience. With his strong sales background and ambition, real estate was an instant fit for Joseph.

"I appreciate that there's something new every day, and that what you put into it is what you get out," says Joseph. "There's no limit to what you can achieve. Competing against myself is the number one thing I'm passionate about. There's nothing like being your own competition."

“
COMPETING AGAINST MYSELF IS THE NUMBER ONE THING I'M PASSIONATE ABOUT. THERE'S NOTHING LIKE BEING YOUR OWN COMPETITION.
”

Thanks to that inherent self-motivation, Joseph has been a success since day one. He was nominated as Rookie of the Year in his first year. And since its inception, Dapper Crown has been recognized and ranked in the top 1 percent of REALTORS® in the Chicagoland suburban areas by CAR® for volume and total number of transactions.

In his downtime, Joseph enjoys testing new local eateries, putting his own spin on Neapolitan pizza, and supporting his beloved AC Milan soccer club. In addition to soccer, he stays active through many sports including pickleball, golf, and tennis.



Looking forward, Joseph hopes to continue to grow his business and professional expertise through his passion for excellence in service, and through, like Batman, emphasizing the happiness of others.

"Happiness is the key ingredient to anyone's success,"

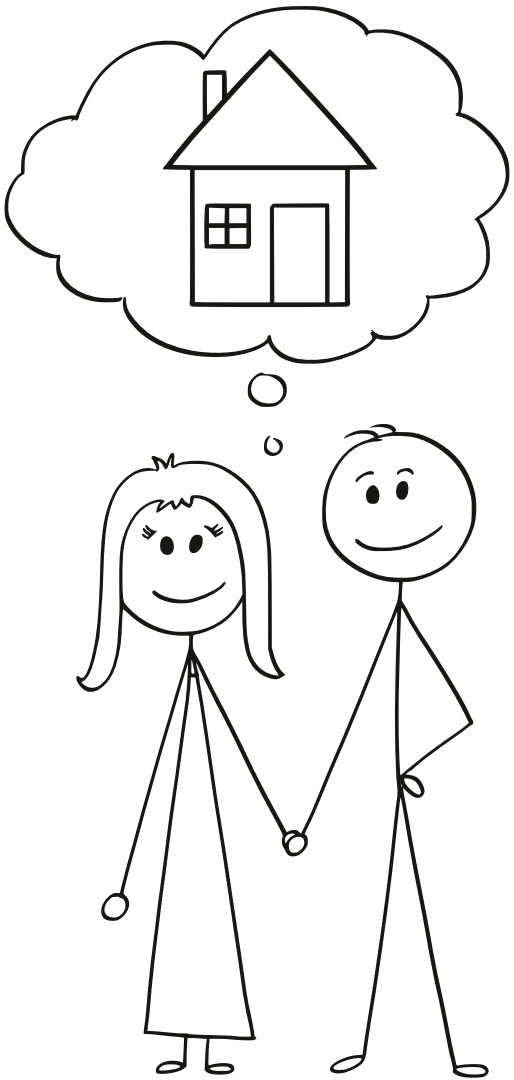
says Joseph. "There is no better feeling than making a home buyer or seller happy about their biggest life investment."

"Making our clients happy and making others happy, makes us happy," he adds. "If you achieve what you want and are happy doing so, that is what success is all about."



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cover story

By Lauren Young
Photos by Cris Cunningham Photography

THE COURTNEY MONACO GROUP

TEAM BY DESIGN

“Our goal is to leave every person we encounter happier than they were before meeting us,” says Courtney Monaco, leader of the Courtney Monaco Group with Keller Williams Experience in Downers Grove. “The real estate transaction can be one of the most stressful points in our clients’ lives, and it is our goal to help alleviate that stress as we assist them in transitioning to a new chapter.”

This team of four real estate pros understands that the stress of the real estate transaction is often not the only factor: people often move when life presents them with new milestones like marriage, children, new jobs, divorce, death. “These milestones are some of the most pivotal moments in our clients’ lives,” notes Courtney. So she and her team keep this fact first and foremost in their minds, and it’s one of the main reasons why they are so inspired to excel at taking care of their clients throughout the process. She continues, “We help our clients every step of the way—from first meeting to post closing. We create a seamless transaction with excellent customer service.”

The team’s awareness of these life milestones influences their work culture too. “During our yearly business planning meeting, we focus on our own personal ‘big rocks’ first: family, vacations, and goals,” explains Courtney. “Once we plan out our dreams, goals, and aspirations for the year, we then move on to our business plan. Our business goals are created to support our life goals.”

This strategy helps the team to remember how to “live life by design,” and to prioritize this mindset within their client relationships. It helps to make each interaction special versus just transactional.

“We know that when we reach our [personal] life goals, we are better armed to aid our clients in reaching their life goals,” shares Courtney. “Our goal is to create our life by design and to aid our clients in creating theirs [via real estate]. Assisting them through this process is, and should be, an honor.”

Since 2011, when she transitioned from marketing, promotions, sales, and admin roles at companies like ESPN Radio and CDW, Courtney has consistently demonstrated outstanding natural leadership as a REALTOR. Over the last seven years, she has developed her team to now include two other brokers and an operations expert.

Doug Lee was the first to join the Courtney Monaco Group. Previously a marketing and operations professional at McDonald’s Corporation, Doug has been awarded the office’s Sunshine Award many times.

“He deeply cares about our clients and partners, and it shows,” says Courtney. “He’s a ray of sunshine to everyone he meets.”





Amy Chowaniec



Doug Lee



Tara Basta



Courtney Monaco

Next to join the team was Tara Basta, who serves as the operations manager, overseeing the day-to-day details that keep the business moving forward. She utilizes her experiences as a professional photographer and roles in the hospitality industry to improve the client experience for the firm.

“Tara is our rock,” says Courtney. “She keeps the business functioning at a high level. Our business wouldn’t be nearly as successful without her.”

Then, around two years ago now, Amy Chowaniec joined the team as a broker. Amy holds a master’s degree in organizational and professional communications development from Ball State University, and she previously taught public speaking. Her aptitude as a communicator and experience working with students give her a unique set of skills.

“The four of us thoroughly enjoy working together, and we continue to evolve our systems to offer an amazing client experience, which includes extra services and advice,” shares Courtney. Amy is well-versed in house hacking and loves teaching clients how to create passive income; Doug enjoys instructing clients about commercial and residential leases; and Courtney just recently obtained her license in Wisconsin to aid clients with lake house and vacation rentals.

Because they focus so much on their own life goals, the team makes a big deal out of celebrating each one together and supporting each other. Doug and Amy each welcomed their first children this year, which gave them extra cause for celebration. The team also often take yoga classes and outdoor hikes together, and they stay active in local community organizations. The Darien Lions Club, A Rae of Joi—an organization



Courtney and her team at a game.



The Courtney Monaco Group giving back to their community.

that supports parents with children who have childhood cancer, and St. Jude's Children's Research Hospital are the team's go-tos.

Looking forward, Courtney knows that her team will have to continue to adapt to an ever-changing market, both in terms of what clients expect from REALTORS® and what they look for in homes. It's an exciting challenge that Courtney approaches head-on, like she has the many obstacles she's overcome in her seasoned real estate career.

"The real estate industry continues to change, and we are looking forward to changing with it," says Courtney. "We are excited for the growth the coming years will bring, both personally and professionally."

"As a team we are quick to pivot and evolve," she adds. "Change is the only constant in life, and we always strive to be at the forefront of it. Together, we have built something much bigger and better than we could have alone."

"Our goal is to create our life by design and to aid our clients in creating theirs... Assisting them through this process is, and should be, an honor." - Courtney

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Bridging the Gap between Law and Life

In the world of law where complexity often overshadows simplicity, Owner and Managing Attorney Joseph A. Padula-Zamora of Zamora Law Office P.C., has made it his mission to increase people's accessibility to robust legal advice. He has been accomplishing this for ten years by demystifying the legal world and normalizing attorneys so that people will see them as the everyday individuals that they are, ready to serve the everyday person.

Based in Oakbrook Terrace, Zamora Law Office P.C. serves clients in DuPage, Lake, Cook, Kane, and Will counties. Their expertise spans from real estate transactions to criminal cases, to estate planning, and family law.

"We are the office that wants to be available for all our clients' needs, [and take care of them] as if they were our friends and family," shares Joseph.

The only son of a single mother who immigrated from Guatemala with her five children, Joseph learned the value of hard work and education. After living in the Bronx in New York City for many years, his family moved to Cicero, Illinois, in 2000, when Joseph was seventeen. While the move opened new opportunities for him, Joseph saw that success hinged on personal effort. He was determined to succeed for many reasons, but a main one was he had become

a father at age eighteen and was wholeheartedly committed: "I was going to be the best father I could," he states. Joseph graduated from Morton East High School, received his undergraduate degree in economics and Spanish from the University of Illinois Chicago, then went on to obtain his Juris Doctor from the University of Illinois Chicago School of Law (formerly the John Marshall Law School) in 2014.

Joseph's decision to go into law was deeply influenced by his childhood experiences and memories. "Growing up in a home where legal advice was scarce to none had an impact on me," says Joseph. "How many individuals are unable to ask an attorney a simple question and receive a short, guided response that they can count on without a large bill?"

Deeply understanding this void fueled Joseph's passion and commitment to making legal guidance accessible to everyone. He would focus his practice on the everyday person, ensuring that legalese, legal jargon, etc., wouldn't be a barrier. Everything that Zamora Law Office P.C. does for its clients today reflects this commitment to demystifying all things legal.

"Legal proceedings can often seem stressful and confusing. Therefore, we are committed to earning our clients' trust by being truly accessible and responsive to their needs and concerns," notes Joseph.

He also emphasizes that no question is too simple, and fosters a professional environment not only of accessibility and inclusion for clients, but also of learning and growth for his team members. That welcoming hand of inclusion extends to the importance of effectively communicating with clients in the language that they most feel comfortable with, be it English or Spanish.

“We are the office that wants to be available for all our clients' needs, and take care of them as if they were our friends and family.”





Joseph with his son at a Sox vs Yankees baseball game.

effort. He notes that while “no struggle can define the end result, a lack of effort will kill the end result.” He takes solace in remembering that “there is always a dawn after the night,” and unwinds from the day with a round of his favorite pastime, golf, and he has recently taken up tennis and pickleball.

Joseph is also an active member of the Illinois Bar Association, DuPage Bar Association, West Suburban Bar Association, and the Women’s Council of REALTORS®, and he has been making it a focus to further support his REALTOR® partners, as they often work with clients that



Joseph visiting Guatemala in 2023.

What Joseph finds most fulfilling about his work is witnessing clients’ smiles at closings, their gratitude for how well he and his team members listen to their situations, and their realization that his office fights what are often uphill battles for them—that their representation is genuine and robust. “I love reading emails from clients, a year after their closing, that say they wouldn’t have been able to purchase their home without our guidance. I love it, too, when a client calls our office two, three, or four years later, seeking legal assistance,” he says.

Joseph’s definition of success is rooted in hard work and daily



can greatly benefit from robust legal advice not only with real estate closings, but other needs.

“These agents truly care about their clients and so do we,” states Joseph. Emphasizing this care and commitment to being accessible, he continues, “There is too much animosity in all areas of the law. Too many of us forget we are all humans first, then individuals, then professionals while working with clients and other professionals. That’s why we [Zamora Law Office P.C.] strive daily to put forth our efforts to care about each client as an individual first, then as a client.”

Passionate about making the law and sound legal advice accessible to everyday people—be it for real estate closings and proceedings, or for a divorce, traffic ticket, or criminal case—Zamora Law Office P.C. is tirelessly building a bridge that overcomes the gap between the law and many people’s lives.

To reach Joseph and to learn more about the services Zamora Law Office P.C. provides its clients, visit www.zamorlawpc.com, call 312-788-7819, or email them at Office@ZamoraLawPC.com.

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Tatiana Hernandez

RECIPE FOR RESILIENCE

“We have been very lucky to be able to achieve a lot, and it’s all thanks to our real estate investments. I want to help other people do the same,” says investor-turned REALTOR®, Tatiana Hernandez of Keller Williams Premiere Properties in Glen Ellyn.

In the early years of their marriage, she and her husband, Mauricio, bought and flipped properties for profit. The couple’s individual real estate passions blended perfectly: while Tatiana holds an aptitude for interior design, Mauricio loves construction. It’s a combination that continues to fuel their investments and Tatiana’s connection with clients.

Originally from Cali, Colombia, Tatiana moved to the US shortly after graduating from high school. Once here, she tried “the college thing” but it just didn’t stick.

“To be honest, school was not for me,” Tatiana says. “We came to Chicago as immigrants in December [of that year]. The very next day I was working at a high-paced restaurant and fell in love with the service industry. I worked at restaurants for years and loved every second of it.”

In 2017, a horrific accident changed Tatiana’s life. After a long drive with her mother from Chicago to visit Starved Rock State Park, Tatiana exited her parked car and was hit by an SUV—the driver didn’t see her, and continued to drive with Tatiana underneath the vehicle. In the end, the ordeal crushed ten bones in her body, causing collapsed lungs, damaged organs, a stroke, and a spinal dislocation.

“It was a scene straight out of a movie. About 500 things went through my mind while I was under that car,” she says. “[Immediately after,] My mom held me until the ambulance arrived, and, after saying goodbye, I died in her arms. It was a very



Tatiana in Rome with her family.

peaceful feeling,” she remembers. “But I came back right when the paramedics arrived. They put me in a helicopter and flew me to the nearest trauma center.”

Tatiana would spend the next thirty days in the ICU and then six months

in a wheelchair. After many surgeries that included placing two plates in her body, and lots of physical therapy, she finally recovered, extremely grateful to be alive.

During those long days in the hospital, Tatiana had no shortage of time to reflect on her future.

“The accident and recovery helped define my path going forward,” says Tatiana. “It shaped what I wanted to do with my second chance at life, and who I wanted to be for my family and the world.” She adds, “My mom is incredible. She is my number one hero and my rock. Without her support, I would not be the person I am today.”

Tatiana with her husband, Mauricio, and their daughters, Pia and Camila.



Over the next few years, Tatiana stayed home to raise her two young daughters. Eventually, it was Mauricio who suggested Tatiana pursue a career in real estate. By then it was 2020, and much of the restaurant industry was shut down due to the pandemic. Even though she didn't want to give up time with her girls, Mauricio knew how much Tatiana missed being in the work world.

"We took advantage of being home 24/7, and I studied hard and took the real estate license exam," she says. "The reason Mauricio pushed me so hard was so that I would have a good career to lean on in case something happened to him. Without his support, I would not be where I am or have the career I have today."

It didn't take long for Tatiana to get sucked into the busyness of REALTOR® life. In the early days, her inner drive to succeed saw her sacrificing family time for business time; the biggest fear she had about going back to work.

"At the beginning of my career, I wanted to keep up with other incredibly successful agents and pressured myself so much that I was losing hold of both my business and personal life," Tatiana says. "I came to the realization that each of us has different lifestyles that allow us success. Once I accepted that and stopped putting that [kind of] pressure on myself, I found balance."

Now that she has mastered the ideal formula for life and work, Tatiana has been able to grow her business while still focusing

“

We shouldn't be afraid to ask for help and shadow others. We are an amazing community where most are willing to support each other.

on her family. Most of her downtime is spent with Mauricio and their daughters, Pia and Camila, traveling and trying new experiences. The couple has also been able to stick to their once-a-year "just for us" vacation—a commitment that allows them to unwind and refocus.

Looking forward, Tatiana looks to continue to expand her network, especially in the Latino community, and grow her investment portfolio. She also aims to gain mentors and mentees—one of the keys to her success in her, so far, only three-year career.

"This is a hustle industry, but it can also be a lonely industry," Tatiana observes. "We shouldn't be afraid to ask for help and shadow others. We are an amazing community where most are willing to support each other."

With her embrace of life, desire to help others achieve financial stability and growth, and love for working, we've no doubt that we will see Tatiana's career continue to blossom.

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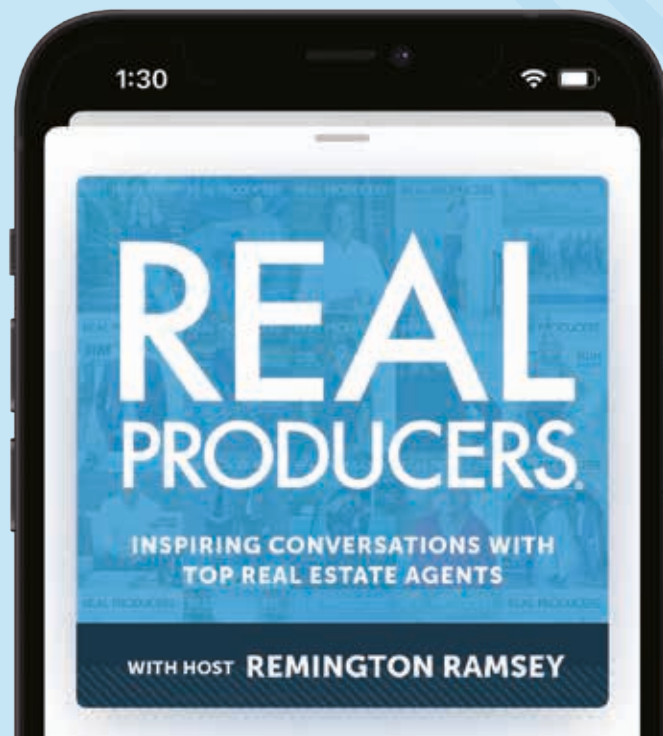
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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to December 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	94	\$71,247,525	78	\$55,647,300	172	\$126,894,825
2	Dawn	McKenna	30	\$61,870,500	33	\$48,258,070	63	\$110,128,570
3	Kris	Berger	25	\$35,820,500	20	\$27,102,300	45	\$62,922,800
4	Larysa	Domino	24	\$24,781,736	36	\$36,898,500	60	\$61,680,236
5	Kelly	Stetler	36	\$33,965,566	26	\$20,788,987	62	\$54,754,553
6	Kim	Dalaskey	33	\$24,565,900	42	\$28,867,900	75	\$53,433,800
7	Lance	Kammes	60	\$26,452,541	58	\$23,430,052	118	\$49,882,593
8	Lina	Shah	26	\$33,009,500	17	\$15,671,500	43	\$48,681,000
9	Bryan	Bomba	29	\$28,791,025	25	\$19,597,100	54	\$48,388,125
10	Patricia	Wardlow	47	\$25,221,667	40	\$21,896,000	87	\$47,117,667
11	Nicholas	Solano	70	\$44,950,280	1	\$746,000	71	\$45,696,280
12	Pat	Murray	54	\$29,759,250	31	\$15,143,250	85	\$44,902,500
13	Maureen	Rooney	42	\$25,931,350	27	\$17,136,500	69	\$43,067,850
14	Tracy	Anderson	18	\$20,457,867	19	\$21,968,350	37	\$42,426,217
15	Nathan	Stillwell	39	\$23,805,967	26	\$17,669,500	65	\$41,475,467
16	Linda	Feinstein	30	\$28,731,750	19	\$12,506,000	49	\$41,237,750
17	Julie	Sutton	20	\$26,007,045	14	\$15,022,410	34	\$41,029,455
18	William	White	30	\$21,126,288	21	\$15,290,600	51	\$36,416,888
19	Linda	Little	73	\$34,989,970	1	\$515,000	74	\$35,504,970
20	Katie	Minott	11	\$20,038,389	9	\$15,438,379	20	\$35,476,768
21	Christine	Wilczek	43	\$29,063,468	14	\$6,176,814	57	\$35,240,282
22	Lori	Johanneson	29	\$20,958,602	18	\$11,475,601	47	\$32,434,203
23	Ginny	Stewart	10	\$18,752,000	9	\$13,456,900	19	\$32,208,900
24	Julie	Schwager	36	\$22,117,500	18	\$9,777,000	54	\$31,894,500
25	Sarah	Leonard	29	\$12,335,300	42	\$18,804,400	71	\$31,139,700
26	Megan	McCleary	13	\$22,396,400	7	\$8,395,000	20	\$30,791,400
27	Michael	Berg	40	\$17,045,934	16	\$9,850,130	56	\$26,896,064
28	Alice	Chin	23	\$15,486,900	17	\$11,098,025	40	\$26,584,925
29	Tom	Fosnot	52	\$18,914,986	23	\$7,301,200	75	\$26,216,186
30	Trevor	Pauling	14	\$17,832,210	9	\$8,080,000	23	\$25,912,210
31	Beth	Burt	15	\$15,745,000	10	\$9,975,000	25	\$25,720,000
32	Paul	Mancini	7	\$5,179,500	14	\$19,323,500	21	\$24,503,000
33	Elaine	Pagels	26	\$16,424,500	12	\$8,014,000	38	\$24,438,500
34	Patti	Michels	23	\$18,787,900	6	\$3,235,300	29	\$22,023,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Justin	Greenberg	13	\$6,573,500	39	\$14,907,506	52	\$21,481,006
36	Michael	LaFido	12	\$14,392,400	4	\$7,040,000	16	\$21,432,400
37	Kevin	Layton	10	\$8,574,900	16	\$12,392,309	26	\$20,967,209
38	Michael	Thornton	18	\$8,807,067	27	\$12,023,790	45	\$20,830,857
39	Paul	Baker	46	\$13,980,200	18	\$6,710,600	64	\$20,690,800
40	Penny	O'Brien	20	\$14,693,100	10	\$5,673,000	30	\$20,366,100
41	Margaret	Smego	9	\$9,761,000	9	\$10,402,900	18	\$20,163,900
42	Natalie	Weber	15	\$12,229,850	10	\$7,753,950	25	\$19,983,800
43	Jan	Morel	9	\$6,455,249	12	\$13,481,249	21	\$19,936,498
44	Eric	Logan	21	\$11,439,253	15	\$7,614,500	36	\$19,053,753
45	Natasha	Miller	20	\$14,389,000	6	\$4,503,000	26	\$18,892,000
46	Lisa	Byrne	24	\$14,814,500	8	\$4,044,900	32	\$18,859,400
47	Alexandra	Shaban	4	\$8,620,000	7	\$10,003,000	11	\$18,623,000
48	Vipin	Gulati	9	\$3,288,500	33	\$15,194,190	42	\$18,482,690
49	Lisa	Zeller-O'Malley	12	\$11,080,000	10	\$7,155,500	22	\$18,235,500
50	Moin	Haque	5	\$2,700,995	14	\$15,295,501	19	\$17,996,496

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to December 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Jeff	Stainer	12	\$8,468,316	17	\$9,382,440	29	\$17,850,756
52	Bridget	Salela	11	\$11,734,839	9	\$5,905,339	20	\$17,640,178
53	Diane	Coyle	21	\$9,671,500	17	\$7,696,700	38	\$17,368,200
54	Ginny	Leamy	23	\$8,820,950	20	\$8,499,200	43	\$17,320,150
55	Stacey	Harvey	8	\$6,672,100	12	\$10,384,000	20	\$17,056,100
56	Cindy	Purdom	11	\$6,951,525	17	\$9,988,875	28	\$16,940,400
57	John	Barry	11	\$12,258,960	5	\$3,885,650	16	\$16,144,610
58	Julie	Kaczor	18	\$11,264,800	8	\$4,773,870	26	\$16,038,670
59	Ann	deVane	7	\$6,371,000	9	\$9,496,900	16	\$15,867,900
60	Jennifer	Iaccino	11	\$8,225,000	11	\$7,580,900	22	\$15,805,900
61	Cathy	Balice	6	\$7,648,900	6	\$7,879,900	12	\$15,528,800
62	Cindy	Banks	32	\$12,146,200	11	\$3,338,953	43	\$15,485,153
63	Shelly	Perkowski	6	\$8,500,500	4	\$6,966,045	10	\$15,466,545
64	Christopher	Lobrillo	53	\$15,403,875	0	\$0	53	\$15,403,875
65	Renee	Hughes	17	\$10,938,600	11	\$4,379,400	28	\$15,318,000
66	Beth	Gorz	13	\$7,381,600	11	\$7,874,500	24	\$15,256,100
67	Michael	Muisenga	12	\$8,457,353	8	\$6,735,900	20	\$15,193,253
68	Sophia	Su	17	\$8,353,700	15	\$6,774,230	32	\$15,127,930
69	Virginia	Jackson	13	\$8,407,600	10	\$6,472,000	23	\$14,879,600
70	Diana	Ivas	11	\$8,508,500	4	\$6,015,000	15	\$14,523,500
71	Chris	Lukins	12	\$7,512,500	11	\$6,990,210	23	\$14,502,710
72	Caroline	Senetar	16	\$8,850,666	9	\$5,542,900	25	\$14,393,566
73	Carrie	Foley	14	\$9,550,186	7	\$4,826,500	21	\$14,376,686
74	Mary Beth	Ryan	8	\$4,758,101	11	\$9,452,000	19	\$14,210,101
75	Eric	Andersen	9	\$5,778,500	19	\$8,220,050	28	\$13,998,550
76	Michael	Odeh	21	\$7,359,844	15	\$6,553,500	36	\$13,913,344
77	Thomas	Pilafas	22	\$13,164,000	1	\$640,000	23	\$13,804,000
78	Margaret	Giffin	9	\$6,070,450	15	\$7,669,050	24	\$13,739,500
79	Courtney	Stach	12	\$11,061,500	3	\$2,469,000	15	\$13,530,500
80	Kelly	Kirchheimer	7	\$5,875,000	10	\$7,555,500	17	\$13,430,500
81	Walter	Burrell	10	\$8,265,200	4	\$5,130,000	14	\$13,395,200
82	Tim	Binning	31	\$13,382,730	0	\$0	31	\$13,382,730
83	Linda	Conforti	8	\$6,309,750	8	\$7,042,000	16	\$13,351,750
84	Tracy	Driscoll	16	\$10,963,500	5	\$2,387,500	21	\$13,351,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Natalie	Ryan	5	\$7,909,000	7	\$5,410,000	12	\$13,319,000
86	Terri	Christian	17	\$13,315,165	0	\$0	17	\$13,315,165
87	Tom	Makinney	13	\$6,977,401	10	\$6,253,400	23	\$13,230,801
88	Laura	McGreal	9	\$4,766,500	14	\$8,300,000	23	\$13,066,500
89	Bernard	Cobb	14	\$7,465,000	11	\$5,506,700	25	\$12,971,700
90	Kimberly	Heller	22	\$8,381,102	10	\$4,502,550	32	\$12,883,652
91	Julie	Roback	17	\$7,099,150	13	\$5,763,400	30	\$12,862,550
92	Cynthia	Windeler	18	\$9,409,100	7	\$3,435,900	25	\$12,845,000
93	Jennifer	Drohan	16	\$7,141,300	5	\$5,295,000	21	\$12,436,300
94	Jeffrey	Proctor	4	\$3,925,000	8	\$8,508,900	12	\$12,433,900
95	Robert	Picciariello	20	\$12,401,600	0	\$0	20	\$12,401,600
96	Diane	Salach	9	\$6,899,500	10	\$5,477,500	19	\$12,377,000
97	John	Wilt	16	\$8,849,806	7	\$3,481,000	23	\$12,330,806
98	Mike	McCurry	12	\$7,808,733	8	\$4,486,500	20	\$12,295,233
99	Jill	Clark	11	\$9,404,500	2	\$2,875,000	13	\$12,279,500
100	William	Anderson	6	\$4,071,000	11	\$8,114,500	17	\$12,185,500

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2023 to December 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Kim	Moustis	17	\$7,073,000	11	\$5,055,000	28	\$12,128,000
102	Sairavi	Suribhotla	4	\$1,903,000	18	\$10,213,866	22	\$12,116,866
103	Simran	Dua	10	\$4,354,501	13	\$7,653,823	23	\$12,008,324
104	Kathy	McKinney	7	\$4,342,000	10	\$7,658,235	17	\$12,000,235
105	Charles	McCann	18	\$7,179,000	12	\$4,625,000	30	\$11,804,000
106	Kelly	Bitto	10	\$6,773,000	6	\$5,000,135	16	\$11,773,135
107	Richard	Babb	25	\$8,394,770	8	\$3,355,000	33	\$11,749,770
108	Denis	Horgan	16	\$6,932,000	10	\$4,704,000	26	\$11,636,000
109	Bridget	Carroll	10	\$4,758,950	12	\$6,806,000	22	\$11,564,950
110	Christopher	Cobb	9	\$5,310,000	9	\$6,246,930	18	\$11,556,930
111	Gail	Niermeyer	6	\$4,442,000	8	\$7,108,000	14	\$11,550,000
112	David	Gust	12	\$6,614,250	6	\$4,802,500	18	\$11,416,750
113	Kris	Maranda	12	\$5,329,699	13	\$6,010,199	25	\$11,339,898
114	Kimberly	Brown-Lewis	5	\$1,609,900	19	\$9,663,900	24	\$11,273,800
115	Catherine	Bier	6	\$4,098,316	15	\$7,096,571	21	\$11,194,887
116	Mike	Long	12	\$6,093,400	9	\$5,009,000	21	\$11,102,400
117	Yvonne	Despinich	13	\$7,706,000	6	\$3,369,000	19	\$11,075,000
118	Joseph	Champagne	10	\$4,734,400	10	\$6,327,500	20	\$11,061,900
119	Naveenasree	Ganesan	5	\$3,114,000	17	\$7,942,602	22	\$11,056,602
120	Edward	Hall	13	\$6,358,184	10	\$4,658,775	23	\$11,016,959
121	Sarah	Swanson	2	\$3,465,000	5	\$7,504,000	7	\$10,969,000
122	Scott	Wiley	5	\$2,113,000	15	\$8,508,000	20	\$10,621,000
123	Wendy	Pawlak	17	\$6,777,725	9	\$3,831,400	26	\$10,609,125
124	Holly	Pickens	12	\$7,230,000	7	\$3,375,500	19	\$10,605,500
125	ElizaBeth	Schoonenberg	10	\$7,671,255	6	\$2,926,000	16	\$10,597,255
126	Jennifer	Niederbrach-Soszko	19	\$7,911,527	10	\$2,610,950	29	\$10,522,477
127	Patrick	Roach	10	\$3,150,000	19	\$7,338,400	29	\$10,488,400
128	Adam	Stary	16	\$7,243,438	7	\$3,241,000	23	\$10,484,438
129	Misael	Chacon	23	\$10,253,262	1	\$178,662	24	\$10,431,924
130	Josie	Morrison	20	\$7,053,630	8	\$3,312,000	28	\$10,365,630
131	Courtney	Monaco	11	\$5,133,000	14	\$5,169,600	25	\$10,302,600
132	Christy	Alwin	18	\$7,793,300	6	\$2,416,900	24	\$10,210,200
133	Becky	Chase VanderVeen	16	\$8,017,634	6	\$2,155,500	22	\$10,173,134
134	Holley	Kedzior	10	\$5,039,450	12	\$5,096,800	22	\$10,136,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Troy	Cooper	10	\$6,421,300	7	\$3,706,900	17	\$10,128,200
136	Sarah	Machmouchi	19	\$6,969,100	6	\$3,135,000	25	\$10,104,100
137	Jeff	Salhani	8	\$4,077,900	9	\$6,010,000	17	\$10,087,900
138	Angela	Testa-Kerivan	14	\$7,797,800	4	\$2,224,900	18	\$10,022,700
139	Keith	McMahon	13	\$6,816,000	5	\$3,100,000	18	\$9,916,000
140	Sabrina	Glover	13	\$5,668,000	10	\$4,195,500	23	\$9,863,500
141	Carl	Cho	10	\$4,907,500	14	\$4,940,152	24	\$9,847,652
142	Debbie	Obradovich	5	\$5,370,000	8	\$4,427,500	13	\$9,797,500
143	Matthew	Kombrink	23	\$8,432,900	4	\$1,357,240	27	\$9,790,140
144	Dimpi	Mittal	8	\$4,463,000	11	\$5,250,320	19	\$9,713,320
145	Kathie	Frerman	7	\$4,041,850	8	\$5,640,000	15	\$9,681,850
146	Chris	Pequet	9	\$7,890,000	2	\$1,600,000	11	\$9,490,000
147	Shelley	Brzozowski	8	\$6,427,000	5	\$3,033,000	13	\$9,460,000
148	Puneet	Kapoor	7	\$2,577,500	12	\$6,870,999	19	\$9,448,499
149	Craig	Sebert	10	\$5,893,000	6	\$3,553,000	16	\$9,446,000
150	Lisa	Wolf	8	\$3,773,464	15	\$5,640,273	23	\$9,413,737

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