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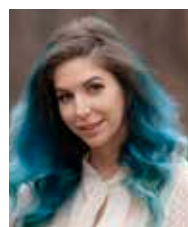
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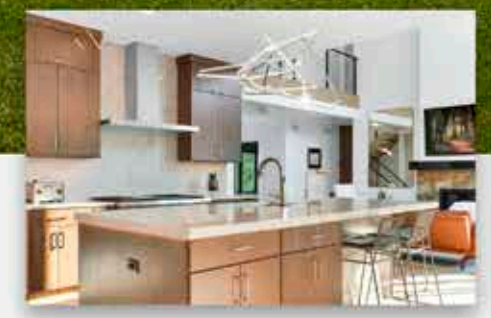


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top producer

Written by Kendra Woodward
Photography by Mainline Photography
Photographed at Kelly's home
in Mars and the Treedale
Golf and Country Club



Opportunity, Disguised as Hard Work

Known as "The Pittsburgh Property Shark," Kelly Cheponis, Esq., stands out as a passionate advocate and advisor for her real estate clientele. Her journey from a legal career to becoming a revered real estate expert is a testament to her resilience, dedication, and love for her community.

Kelly Cheponis

Kelly's parents met on the University of Pittsburgh's campus when her mom was in nursing school and her father was in medical school. Once married, they moved to Buffalo, New York, where Kelly was born. Her parents' thriving medical careers eventually led the family back to the area permanently, and that is where Kelly has spent the majority of her life. "I am very proud to say I grew up in Pittsburgh!" she boasts.

Kelly attended the University of Pittsburgh and graduated from two of their colleges - the College of Arts and Sciences and the College of General Studies. With degrees in Legal Studies, English Writing, and minor in Theatre Arts, Kelly began working in the Allegheny County District Attorney's Office as a paralegal in college and continued post graduation. Admittedly she says it was a dream job for her.

Her passion for law led her to uncovering voter fraud on Pitt's campus, a story that was even covered by The Daily Show with Jon Stewart. After which, Kelly accepted a job working for the prestigious law firm Eckert Seamans as a legal clerk for the General Counsel. "This role taught me how to research, how to write, and it exposed me to some of the finest professionals I have ever encountered."

In an effort to further her knowledge, she applied for and was accepted into law school at Duquesne Law School as an evening student, balancing work during the day and classes at night. She knew if she could successfully juggle both, she'd be prepared for anything. Despite winning awards for Outstanding Oral Advocate and being accepted onto the prestigious trial advocacy team, the economic crash altered her plans to become a trial attorney. "I had aspirations of becoming a great litigator, but knew, no matter what, that I wanted to be an advocate for people."

With her plans derailed, Kelly navigated into corporate banking, delving into White Collar Criminal Investigations and Suspicious Wire Transactions, earning recognition from the Allegheny County Bar Association with their New Initiative Award for her pro bono work. However, her climb up the corporate ladder left her more miserable than ever and she set out to carve a new path...in real estate.

Inspired by a life-long fascination with the Howard Hanna Sunday Showcase of Homes, Kelly's transition marked a turning point in her professional life. "When I left corporate law I took a couple months to evaluate my skill set. I love people, contracts, negotiating, advocacy. I'm a workaholic, I enjoy marketing and theater... frankly, real



I had aspirations of becoming a great litigator, but knew, no matter what, that I wanted to be an advocate for people.

estate seemed logical, and it made me excited!" She took everything she had learned, combined it with advice she recalled from her law commencement speaker who said "You need to make your own luck," and she lives by that mindset everyday.

Proving pivotal to her career, Kelly says meeting her mentor, Geoff Smathers, early on "opened the door to a world of opportunity I had no idea was possible in real estate." He provided guidance, and served as a valuable sounding board. "Suddenly, no goal was too big, my dreams were exhilarating again, and they were in my sights," Kelly recalls. "Geoff offered an umbrella during a stormy time in my life and has since become an incredible mentor, and partner." Kelly believes you should always have someone in your corner who both believes in you and inspires you to "level up," and Geoff did just that.

Additionally, Kelly attributes her strong work ethic and goal-setting mentality to her late grandfather,

Steve Major, Sr., affectionately known as PapPap. A decorated World War II hero, entrepreneur, steel worker, and master plumber; PapPap's influence shaped Kelly's values. She warmly declares,

"my PapPap invented the work-life balance!" His love for family, pride in hard work, zest for living life to the fullest, and commitment to serving his community left an indelible mark on those around him, including famed author Ernie Pyle who wrote about him in his book *Brave Men*. He led a long adventurous life, living just shy of age 102, and Kelly still feels his spirit and draws inspiration from his extraordinary life. "He pushed me to set huge goals and to never give up until I achieved... no, exceeded them." She adds,

"But he also knew how to throw a great party, bake a great pie, and make people smile. And I'll always remember how he came home from work to eat lunch with my grandmother."

Like a shark, Kelly continues to adapt and change, learning from each experience and utilizing that knowledge in unique ways. As the pandemic posed its own challenges, Kelly became more innovative- recognizing the importance of human connection, she embraced social media, hosting virtual open houses and engaging with her audience authentically. These changes not only sustained her business, but also brought people closer during challenging times.

Her commitment to authenticity and dedication to connecting with the Pittsburgh community through



personal events, sponsorships, and volunteer work reflects a genuine commitment to serve. "I love sponsoring any and all events, and enjoy helping with fundraisers – seriously, call me!" she proclaims. People crave genuineness and Kelly strives to provide just that.

Married to her high school sweetheart, Eric, the two share a supportive and passionate relationship. Kelly and Eric grew up together, and have stayed true to the lyrics of their song, *Everything I do, I do it for you*. "Eric is hilarious!

And he is a great listener. Sharing stories with him is one of the best parts of my day," Kelly says. "He motivates me to be the best version of myself, and yet he is my soft spot to land. Eric is the love of my life."

Kelly and Eric have two daughters, Elle and Brigit. Being a mother comes naturally to Kelly and she admits having her daughters has been a magical experience, creating memories that will stay with her forever. "I want more than anything to give my family a beautiful life; I want them to feel happy and comfortable, confident in their abilities, excited about life's opportunities... and I want them to always feel how very deeply I love them."

In her free time, Kelly enjoys cooking, entertaining, golfing, traveling, hiking, late night bonfires, and exploring Pittsburgh with her family. Stone Harbor is their home away from home, but they also love tropical locales.

Kelly's true joy lies in witnessing people embark on new chapters in their lives. The happiness reflected in pictures of decorated homes, birthday celebrations, and major milestones signifies a job well done for her. Kelly's dedication extends beyond transactions; it's about enriching lives and fostering happiness within her community.





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event RECAP

If you weren't already attending your own company party on December 14th, you were probably hanging out with us at Armina Stone in Robinson. From 6pm-9pm guests were excited, dressed in their winter best, and being treated to food from Remo's Catering and an open bar. Drinks were flowing, music was festive, and spirits were high as the top agents and their partners all came together to have fun and do what we do best, NETWORK!

We did things a little differently this time around, forgoing the traditional Winter Formal we usually host around this time of year. Instead, we opted for a more intimate event at one of our favorite spots in Robinson, offered food from one of our favorite caterers, Remo's Catering. Guests found the venue extra compelling for photo ops, with all the beautiful slabs of granite and stone from various regions around the world, and the Real Producers backdrop with a professional photographer ready to snap away all night long.

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FINDING BALANCE IN ABUNDANCE

Cindy Rack, an individual agent with Keller Williams of Pittsburgh South, stands out for her unique approach in real estate and in life. Her slogan, "Cindy Rack ... has your back!" encapsulates not just a catchphrase, but a philosophy rooted in genuine care and commitment to her clients.

Born and raised in Brookline, Cindy's introduction into real estate came much later in life after having spent years selling engineering and manufacturing software. When she adopted her children in her late 30's, Cindy detoured from work to focus on family, during which time the events on 9/11 took place and the impact it had on the stock market left Cindy in a bind. "I was devastated," she admits, recalling how her retirement savings were all but lost.

In an effort to recoup their losses, Cindy delved into the world of stock markets and was ready to give her usual 150% effort. But as she began reading and learning, she realized that sitting at the computer analyzing stocks didn't fit her outgoing personality. She jokingly describes, "You might as well stick a knife in my eye, because it was just torture." Yet, it was a chance encounter while returning her books, that she found a book called "The Prophecy" that focused on diversifying your retirement through the purchase of real estate. From there, she pivoted her focus and embarked on her journey into real estate.

The very next morning Cindy and her husband, Barry, signed up to attend an investor training class for \$6,500, igniting a passion for real estate investing. In 2006, they bought their first investment property and made \$14,000 on the sale. Three years into investing, Cindy's mentor suggested she get her license and throughout the process she started realizing how much she enjoyed helping people buy or sell their homes, rehabbing homes to resell, and building her investment portfolio to 15 rental homes that she's cash flowing on.

▶▶ REALTOR® life

Written by Kendra Woodward
Photography by Theis Media

Cindy Rack

She loves being a landlord and when her husband retired, he began helping with that side of their investments so she could focus on being a REALTOR®.

A little less than a decade ago, Cindy continued investing in herself by attending a BOLD training program at Keller Williams. The program emphasized the significance of a database, viewing it as a data-bank for cultivating relationships. Implementing this insight transformed Cindy's business - she developed a database and systematically started nurturing it. By hosting parties, building connections, and investing into her current sphere, Cindy's clientele became her main source of referrals, doubling her database and fostering an environment of trust and loyalty.

Cindy's association with Keller Williams goes beyond business as it aligns with her personal values of God, family, and business. Her broker, Cyndi Saxe Schmidt, serves as a role model, instilling the importance of treating people like family. "You really can't out give God as far as I'm concerned," Rack says. "I have deals that just fall out of the sky. I like to call them 'Manna From Heaven'."

She also participates in Keller Williams' mentorship program and serves on the Agent Leadership Council. Cindy's mentorship extends to guiding new agents on treating real estate as a business, emphasizing lead generation, planning, and financial responsibility. "It's important to be disciplined and not be afraid," she suggests. "You have to put yourself out there."

For Cindy, success isn't just measured in deals closed, but in the positive impact she can make on others. "Show love and respect for every person you meet." It's really important for me to educate my clients right up front on the whole process, whether it's a buyer or seller." She wants them to fully understand what's going to happen - what happens if the appraisals are too low, what happens after the inspection, etc. Her goal is always to prepare her clients the best she can and to be transparent. I tell everyone 'I'm Italian, I want everyone hugging at the closing.' That starts at the beginning to ensure a smooth closing."

Just as it is in her business, balance and faith are key for Cindy in life. Drawing from her Sunday school teacher, Bruce Bickel, she emphasizes responsibility, the five priorities of Christian living: being a responsible person in your relationship to God, being a responsible partner (if you have one), being a responsible parent (if you have kids), being a responsible provider (if you work), and being a responsible penetrator (service) - in that order. "When I feel exhausted or start to feel out of whack, I look back and see where the imbalance is."

The positive mindset Cindy has cultivated over the years has proved invaluable to her peace, especially during her battle with breast cancer over a decade ago. After having a lumpectomy and radiation, Cindy denied the medicine that was recommended to her due to the side effects and instead opted to study up on the disease and her body more in depth and taking a more natural approach to recovery.

After beating the disease and gaining better insight and understanding on it, she began to share her knowledge with others by hosting free workshops.

Exemplifying her commitment to helping others in life and in work, Cindy is also actively involved in community service; supporting her church, a marriage ministry, Light of Life, Matt's Maker Spaces, Young Life, and Genesis - the agency she adopted her kids from. "It's important to give back and serve people," she says.

“
YOU HAVE
TO HAVE AN
ATTITUDE OF
ABUNDANCE IN
EVERYTHING.
”



With 33 years of marriage, Cindy and Barry find joy in golf, entertaining, concerts in South Park, dinner with friends and family, and helping couples through their ministry. She also loves to entertain, cook, and host dinners. Cindy is a voracious reader and considers herself a lifelong learner. Their daughter, Christina, is an ICU nurse with two daughters of her own and their son, Anthony, lives in Jersey City and works at a firm on wall street. She spends much of her time with her granddaughter, Adriana.

"I'll be doing this a while. I'm not going anywhere," asserts Cindy. Inspired by colleagues over 80 years old in her office, she recognizes the enduring impact of caring about others through real estate. For Cindy, it isn't just a profession; it's a lifelong commitment to building relationships and making a positive difference. In her world, success is measured not just in transactions, but in the hearts touched along the way. "You have to have an attitude of abundance in everything."





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Holly Pflug of Clear Choice Enterprises stands out as a beacon of dedication and compassion. With the slogan "Here for all your real estate needs," Holly has been making a significant impact in the community since she entered the real estate arena in 2010.

Born and raised in Butler, Holly gained valuable insights into the world of real estate from a young age, having grown up in a home where the topic was part of her daily life due to her father's construction business. Her early exposure to the industry - helping wash windows, raise walls, and becoming familiar with the entire process inside and out after listening to her father - laid the foundation for a career that seamlessly blends professional expertise with personal connection.

Holly's journey took her on a very roundabout route before touching down on real estate. After earning a Business Management degree, she worked in various positions before becoming pregnant and opting to be a stay-at-home mom for a couple years. Her role as a mom became her foremost priority and a source of inspiration. Teaching her daughters the importance of balancing various aspects of life, Holly set out to prove that one can be a successful mom, professional, worker, and caretaker simultaneously. Her daughters serve as her biggest motivators, driving her to excel in all areas of life.

Crediting her long-time friendship with Ed Shields, whom she used to call when she was working with mortgages, Ed helped Holly realize her potential to be an outstanding agent and how the industry was a perfect fit for her, career-wise. When her friends and mentors, the Sebocks, decided to open their own brokerage and extend an offer to Holly, that became a pivotal moment in shaping the real estate career that Ed helped ignite.





Joining Pete and Julie Sebeck at their new brokerage allowed Holly to focus on her values of emphasizing community connection and ethical practices. A willingness to adapt and continue to deepen her understanding of the industry has been a major key to Holly's success in real estate. Acknowledging the evolving landscape, from the absence of apps and technology when she first started to the tech-driven market of today, Holly emphasizes the need for real estate professionals to stay abreast of industry changes.

For Holly, the most fulfilling aspect of her work is the connections and relationships she builds with her clients. "I love my clients and customers!" she beams. "I treat them like nothing else matters - everything is top notch. I truly fall in love with every client I work with." Her attentiveness to her clients extends beyond the transaction, as many long term clients often result in a considerable amount of referral

and repeat business. Furthering that connection, Holly's focus is always on regular followup dates and chitchats with her clientele. This allows her to stay attuned to their lives and build enduring connections.

Reflecting on her journey, Holly emphasizes the importance of understanding that the technical knowledge acquired in real estate classes definitely isn't relevant or necessary for your success in the industry. "None of that is pertinent. Not one thing of it." As Holly explains, success in real estate comes with being "good at the people part of things, not the technical side." And contrary to the belief that real estate offers better working hours, Holly discovered the industry demands a 24/7 commitment for those striving for success, admitting she works almost triple the hours she did at the bank. But she wouldn't give it up for the world. Real estate is her passion.

Outside of real estate, Holly dedicates her time to various charities and organizations. Every Friday, she delivers meals on wheels and as the board president of the Center for Community Resources, she serves as a community liaison to assist underprivileged individuals. Holly is also actively involved in supporting her daughter's swim team and takes special interest in their boosters committee.

With two daughters, Emma and Rylee, Holly's husband of 21 years, Luke, is surrounded by feminine energy and power. The family operates as a tight-knit unit, sharing experiences, responsibilities, and adventures together. Holly shares that the family motto is "We do this together. Good, bad, and indifferent."

Someone who's always willing to go the extra mile, Holly dedicates all her energy to her family and her clients. While Holly admits that her work often intertwines with her personal life - including the family on appointments occasionally, helping put up signs, and assisting Holly when they're all on vacation - she has found

solace in taking up golf as a personal hobby. She also expresses deep gratitude for her parents, who serve as a safety net, providing unwavering support.

In a household full of teenage girls, Holly's life motto is centered around feminism - emphasizing the importance of raising strong females. This motto reflects the fun and strong atmosphere she aims to cultivate within her family.

Holly Pflugh's story in real estate is not just about closing deals; it's about building lasting connections and fostering a sense of community. As she continues to navigate the ever-changing real estate landscape, Holly remains a reliable and compassionate ally for all her clients' needs.



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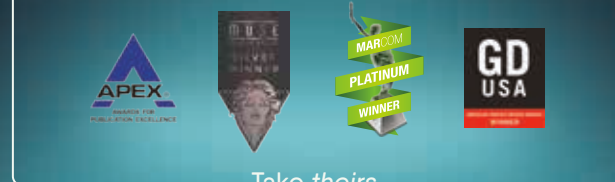


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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2023

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
1	Georgie	Smigel	Coldwell Banker	146	132	278	\$92,173,073
2	Michael	Reed	Coldwell Banker	70	135	205	\$61,191,636
3	John	Marzullo	Compass RE	61	200	261	\$52,441,991
4	Emily	Fraser	Piatt Sotheby's International Realty	40	102	142	\$47,792,927
5	Zita	Billmann	Coldwell Banker	46	26	72	\$46,778,315
6	Julie	Rost	Berkshire Hathaway The Preferred Realty	31	36	67	\$46,322,055
7	Jim	Dolanch	Century 21 Frontier Realty	58	50	108	\$46,083,529
8	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	62	31	93	\$45,783,362
9	Jordan	Jankowski	Compass RE	27	131	158	\$43,132,299
10	Barbara	Baker	Berkshire Hathaway The Preferred Realty	59	52	111	\$38,969,154
11	Steve	Limani	Realty One Gold Standard	99	60	159	\$38,585,756
12	Joe	Yost	Compass RE	41	80	121	\$38,550,095
13	Michele	Belice	Howard Hanna	43	21	64	\$38,497,504
14	Corey	Weber	RE/MAX Select Realty	60	114	174	\$38,169,000
15	Ryan	Bibza	Compass RE	43	78	121	\$36,958,327
16	Melissa	Barker	RE/MAX Select Realty	85	115	200	\$36,495,463
17	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	80	56	136	\$36,476,098
18	Kim Marie	Angiulli	Coldwell Banker	27	18	45	\$36,413,470
19	Roslyn	Neiman	Howard Hanna	19	15	34	\$34,878,832
20	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	48	32	80	\$33,601,142
21	Lori	Hummel	Howard Hanna	50	15	65	\$32,721,219
22	Ryan	Shedlock	Howard Hanna	85	105	190	\$31,085,025
23	Anthony	Leone	Coldwell Banker	62	35	97	\$30,555,783
24	Gina	Giampietro	RE/MAX Select Realty	70	46	116	\$30,151,062
25	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	79	55	134	\$29,308,696
26	Vera	Purcell	Howard Hanna	31	20	51	\$29,260,615
27	Lauren	Coulter	Compass RE	22	54	76	\$29,131,226
28	Joanne	Bates	Berkshire Hathaway The Preferred Realty	28	33	61	\$28,950,825
29	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	26	14	40	\$28,140,266
30	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	45	29	74	\$28,039,811
31	Rich	Dallas	Berkshire Hathaway The Preferred Realty	50	55	105	\$28,031,225
32	Bonnie	Loya	Coldwell Banker	49	19	68	\$28,012,875
33	Adam	Slivka	Century 21 Fairways	54	72	126	\$27,962,286
34	Karen	Marshall	Keller Williams Realty	35	19	54	\$27,776,976

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	47	35	82	\$27,423,968
36	Heather	Kaczorowski	Piatt Sotheby's International Realty	30	40	70	\$26,835,291
37	John	Geisler	Coldwell Banker	46	25	71	\$26,746,730
38	Maureen	States	Neighborhood Realty Services	48	35	83	\$26,471,088
39	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	48	44	92	\$26,395,800
40	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	55	28	83	\$26,356,150
41	Kathy	Wallace	Compass RE	31	14	45	\$25,754,852
42	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	44	47	91	\$25,599,803
43	Melissa	Merriman	Keller Williams Realty	58	52	110	\$25,498,245
44	Dave	McSwigan	Coldwell Banker	28	24	52	\$25,251,499
45	Kelly	Cheponis	Howard Hanna	34	14	48	\$24,949,675
46	Jennifer	Mascaro	Coldwell Banker	50	46	96	\$24,702,125
47	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	10	12	22	\$24,276,361
48	Melissa	Shipley	Berkshire Hathaway The Preferred Realty	26	57	83	\$24,029,383
49	Dan	Haeck	Coldwell Banker	47	41	88	\$23,992,049
50	Lynne	Bingham	Howard Hanna	26	23	49	\$23,959,941

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2023

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	28	18	46	\$23,752,740
52	Libby	Sosinski	Keller Williams Realty	192	15	207	\$23,508,883
53	Reed	Pirain	NextHome PPM Realty	41	28	69	\$23,270,765
54	Sarah	Madia	RE/MAX Select Realty	31	17	48	\$23,267,190
55	Andrea	Ehrenreich	Howard Hanna	10	11	21	\$22,872,327
56	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	44	31	75	\$22,371,976
57	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	39	29	68	\$21,727,766
58	Melinda	Lynch	Berkshire Hathaway The Preferred Realty	33	50	83	\$21,528,147
59	Christine	Wilson	Compass RE	19	34	53	\$21,230,250
60	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	35	26	61	\$21,100,835
61	Danielle	Mach	Howard Hanna	16	12	28	\$20,958,000
62	Sara	Minshull	Redfin Corp	20	32	52	\$20,613,687
63	Judi	Sahayda	Keller Williams Realty	33	22	55	\$20,442,221
64	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	28	8	36	\$20,307,740
65	Rick	Maiella	Howard Hanna	35	63	98	\$20,019,007
66	Bobby	West	Coldwell Banker	28	22	50	\$19,591,094
67	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	37	31	68	\$19,586,116
68	Max	Hofmann	Howard Hanna	10	9	19	\$19,431,025
69	Roxanne	Humes	Coldwell Banker	29	44	73	\$19,165,400
70	Stephanie	Veenis	Howard Hanna	17	7	24	\$19,032,514
71	Michael	Pohlot	Janus Realty Advisors	110	25	135	\$18,970,365
72	Elaine	Shetler-Libent	Keller Williams Realty	22	19	41	\$18,950,255
73	Mark	Ratti	RE/MAX Select Realty	43	20	63	\$18,878,431
74	Pamela	Willis	Howard Hanna	80	42	122	\$18,633,704
75	Adam	Cannon	Piatt Sotheby's International Realty	24	25	49	\$18,516,450
76	Brenda	Deems	Berkshire Hathaway The Preferred Realty	41	44	85	\$18,427,863
77	MaryAnn	Bacharach	Howard Hanna	22	13	35	\$18,411,056
78	Robyn	Jones	Piatt Sotheby's International Realty	17	14	31	\$18,354,300
79	Tyler	Thompson	Realty One Landmark	76	43	119	\$18,089,011
80	Angie	Popa	Keller Williams Realty	23	19	42	\$18,017,150
81	Brian	Teyssier	RE/MAX Real Estate Solutions	27	11	38	\$17,993,278
82	John	Fincham	Keller Williams Realty	35	40	75	\$17,914,417
83	Cindy	Ingram	Coldwell Banker	17	10	27	\$17,885,810
84	Deborah	Kane	Howard Hanna	43	34	77	\$17,817,960

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Cass	Zielinski	Piatt Sotheby's International Realty	17	26	43	\$17,802,766
86	John	Adair	Coldwell Banker	33	28	61	\$17,451,200
87	Donna	Howland Klein	RE/MAX Realty Brokers	11	27	38	\$17,361,700
88	John	Tierney	Highlands Resort Realty	14	15	29	\$17,314,330
89	Monica	Mahla	Coldwell Banker	24	11	35	\$17,304,000
90	Darlene	Gibson	Redfin Corp	40	5	45	\$17,186,456
91	Ron	Lovelace	RE/MAX Professionals	33	24	57	\$17,142,459
92	Deborah	Reddick	RE/MAX 360	26	35	61	\$17,093,880
93	Jennifer	Crouse	Compass RE	30	10	40	\$17,074,200
94	Colleen	Anthony	Howard Hanna	27	8	35	\$17,041,330
95	Magen	Bedillion	Berkshire Hathaway The Preferred Realty	18	38	56	\$16,891,200
96	Donald	Powell	Berkshire Hathaway The Preferred Realty	60	30	90	\$16,887,293
97	Nancy	Rossi	RE/MAX Select Realty	50	24	74	\$16,804,426
98	Michelle	Mattioli	Howard Hanna	26	9	35	\$16,731,451
99	Marianne	Hall	Howard Hanna	31	29	60	\$16,724,974
100	Jason	Mazzei	Realty One Gold Standard	124	47	171	\$16,711,853

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Teams and Individuals Closed date from January 1 - November 30, 2023


#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Nancy	McKenna	Howard Hanna	19	18	37	\$16,622,355
102	Robin	Ross	Coldwell Banker	25	17	42	\$16,454,490
103	Matthew	McKenna	Coldwell Banker	20	38	58	\$16,436,500
104	Mindy	Pry	Piatt Sotheby's International Realty	14	20	34	\$16,432,237
105	Kaedi	Knepshield	Piatt Sotheby's International Realty	15	18	33	\$16,319,660
106	Jackie	Horvath	Howard Hanna	24	24	48	\$16,100,350
107	Casey	McCombie	Realty One Landmark	37	23	60	\$16,038,010
108	Jeff	Selvoski	Exp Realty Inc	49	37	86	\$16,005,500
109	Julie	Welter	Compass RE	25	14	39	\$15,924,100
110	Matthew	Shanty	Exp Realty Inc	17	36	53	\$15,779,632
111	Ned	Bruns	RE/MAX Select Realty	18	19	37	\$15,765,990
112	Tarasa	Hurley	Keller Williams Realty	22	45	67	\$15,707,739
113	Nicholas	Fix	Berkshire Hathaway The Preferred Realty	26	29	55	\$15,692,425
114	Bob	Stienstraw	River Point Realty	17	43	60	\$15,652,900
115	Brian	Czapor	Piatt Sotheby's International Realty	20	26	46	\$15,641,950
116	Laurie	Kiss	RE/MAX NEXT	23	37	60	\$15,582,040
117	Dora	Rudick	Coldwell Banker	10	36	46	\$15,498,594
118	DJ	Fairley	Exp Realty Inc	41	13	54	\$15,401,416
119	Colleen	Steigerwalt	Howard Hanna	16	13	29	\$15,373,314
120	Nathaniel	Nieland	Coldwell Banker	8	50	58	\$15,337,155
121	Judi	Agostinelli	Century 21 Frontier Realty	38	16	54	\$15,304,595
122	Luz	Campbell	Coldwell Banker	16	9	25	\$15,179,953
123	Sara	McCauley	Berkshire Hathaway The Preferred Realty	55	16	71	\$15,159,321
124	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	26	45	71	\$15,147,577
125	Erica	Shulsky	Exp Realty Inc	29	19	48	\$15,136,114
126	John	Posteraro	Howard Hanna	20	12	32	\$15,083,314
127	Amanda	Gomez	RE/MAX Select Realty	11	41	52	\$15,031,034
128	Renee	Dean	Howard Hanna	45	21	66	\$14,925,515
129	Ella	Serrato	RE/MAX Select Realty	8	38	46	\$14,818,150
130	Allison	Pochapin	Compass RE	14	23	37	\$14,766,903
131	Austin	Rusert	Coldwell Banker	16	11	27	\$14,593,590
132	Molly	Finley	Howard Hanna	19	17	36	\$14,556,125
133	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	37	33	70	\$14,538,757
134	Lisa	Jackson	Realty One Gold Standard	30	30	60	\$14,406,642

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Wendy	Kelly	Berkshire Hathaway The Preferred Realty	49	26	75	\$14,176,075
136	Adam	Longshore	Keller Williams Realty	10	7	17	\$14,050,274
137	Jill	Stehnach	RE/MAX Select Realty	27	11	38	\$13,985,443
138	Mark	Gulla	RE/MAX Select Realty	26	28	54	\$13,960,916
139	Kathleen	Barge	Piatt Sotheby's International Realty	8	6	14	\$13,844,400
140	Monice	Ming Tong	Keller Williams Realty	15	21	36	\$13,805,924
141	Michele	Jergel	Berkshire Hathaway The Preferred Realty	15	13	28	\$13,784,367
142	Paul	Bortz	Coldwell Banker	53	24	77	\$13,769,518
143	Andrew	Dellavecchia	RE/MAX City Life	38	36	74	\$13,760,625
144	Jeannine	Mullen	Howard Hanna	13	10	23	\$13,716,399
145	Melissa	Beck	Compass RE	12	17	29	\$13,682,665
146	Brian	Larson	Howard Hanna	19	22	41	\$13,678,900
147	Jennifer	Solomon	Compass RE	17	31	48	\$13,617,100
148	Denise	Serbin	Howard Hanna	14	22	36	\$13,593,875
149	Nancy	Ware	Berkshire Hathaway The Preferred Realty	22	24	46	\$13,553,992
150	Rachel	Marchionda	Howard Hanna	29	23	52	\$13,501,520

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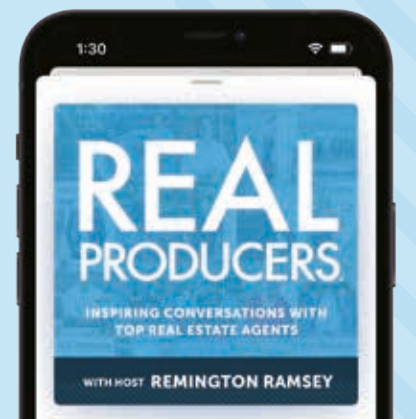
#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	26	12	38	\$13,406,820
152	Diana	Mathison	Howard Hanna	13	9	22	\$13,371,515
153	Melissa	Palmer	Howard Hanna	15	15	30	\$13,313,275
154	Tony	Nucci	Howard Hanna	7	5	12	\$13,275,318
155	Melanie	Marsh	Compass RE	20	13	33	\$13,245,490
156	Caren	Foy	Keller Williams Realty	31	25	56	\$13,207,352
157	Gloria	Carroll	Berkshire Hathaway The Preferred Realty	13	15	28	\$13,206,182
158	Daniel	Howell	Coldwell Banker	34	31	65	\$13,050,950
159	Geoff	Smathers	Howard Hanna	17	8	25	\$13,033,300
160	Christina	Talotta	RE/MAX Select Realty	21	11	32	\$13,030,185
161	Vicky	Chang	Coldwell Banker	15	23	38	\$12,983,460
162	Denise	Lewandowski	Howard Hanna	62	34	96	\$12,909,330
163	Leslie	Schupp	RE/MAX Heritage	16	9	25	\$12,881,600
164	Eileen	Allan	Compass RE	24	23	47	\$12,824,150
165	Kathleen	Cooper	Keller Williams Realty	16	10	26	\$12,789,035
166	Dean	Korber	Howard Hanna	43	35	78	\$12,788,600
167	Vicki	Rutherford	Berkshire Hathaway The Preferred Realty	40	12	52	\$12,782,950
168	Liza	Christ	Piatt Sotheby's International Realty	3	4	7	\$12,719,795
169	Luanne	Ryan	Howard Hanna	25	13	38	\$12,668,623
170	Angie	Flowers	Coldwell Banker	24	22	46	\$12,583,010
171	Aida	Agovic-Corna	RE/MAX Select Realty	11	23	34	\$12,570,111
172	Long	Pham	Exp Realty Inc	26	20	46	\$12,470,675
173	Elizabeth	Hutton	Exp Realty Inc	41	9	50	\$12,429,717
174	Pamela	Michalek-Shirey	RE/MAX Heritage	33	9	42	\$12,405,832
175	Lauren	Klein	Coldwell Banker	24	15	39	\$12,404,135
176	Michael	Fragello	Howard Hanna	20	9	29	\$12,403,200
177	Debra	Donahue	Howard Hanna	17	13	30	\$12,380,200
178	Dustin	Hook	RE/MAX Select Realty	12	10	22	\$12,351,410
179	Susan	Ulam	Coldwell Banker	20	12	32	\$12,226,850
180	Robert	Moncavage	Priority Realty LLC	147	9	156	\$12,092,844
181	Kathleen	Mathison	Howard Hanna	16	16	32	\$12,066,430
182	Christine	Yarosz	RE/MAX Select Realty	24	11	35	\$12,032,075
183	Jay	Mosby	Berkshire Hathaway The Preferred Realty	19	25	44	\$12,027,127

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Elizabeth	Kofmehl	Coldwell Banker	20	16	36	\$11,985,153
185	Jingli	Zhang	Keller Williams Realty	15	20	35	\$11,911,202
186	Holly	Chamberlin	Howard Hanna	8	19	27	\$11,888,200
187	Eileen	Lusk	Howard Hanna	10	12	22	\$11,865,170
188	Mary Anne	Hanna Lang	Howard Hanna	7	8	15	\$11,835,300
189	Diane	McConaghy	RE/MAX Select Realty	17	27	44	\$11,799,477
190	Erin	Berg	Berkshire Hathaway The Preferred Realty	15	25	40	\$11,769,039
191	Krista	Lorenzo	Coldwell Banker	26	18	44	\$11,728,099
192	Amanda	Shingleton	Berkshire Hathaway The Preferred Realty	24	24	48	\$11,712,860
193	Doreen	Walters	Realty One Gold Standard	39	23	62	\$11,696,375
194	Beth	Dancheck	Coldwell Banker	22	13	35	\$11,673,822
195	Cindy	Rack	Keller Williams Realty	22	16	38	\$11,663,430
196	Eric	Tallon	Berkshire Hathaway The Preferred Realty	17	35	52	\$11,632,561
197	Raelyn	Marburger	Howard Hanna	28	21	49	\$11,579,130
198	Darla	Jobkar	Berkshire Hathaway The Preferred Realty	21	10	31	\$11,553,339
199	Shanna	Funwela	Coldwell Banker	25	37	62	\$11,543,244
200	Linda	Dibucci	Piatt Sotheby's International Realty	9	5	14	\$11,515,139

Disclaimer: Information pulled by Trend Graphics and based on reported numbers to MLS. New construction or numbers not reported to MLS within the date range listed are not included. For Sale By Owner transactions not reported to MLS are not included. MLS is not responsible for submitting this data. Data may vary up to 3%.

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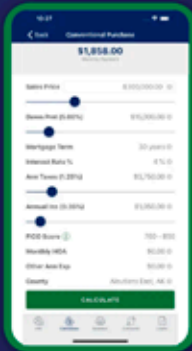


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