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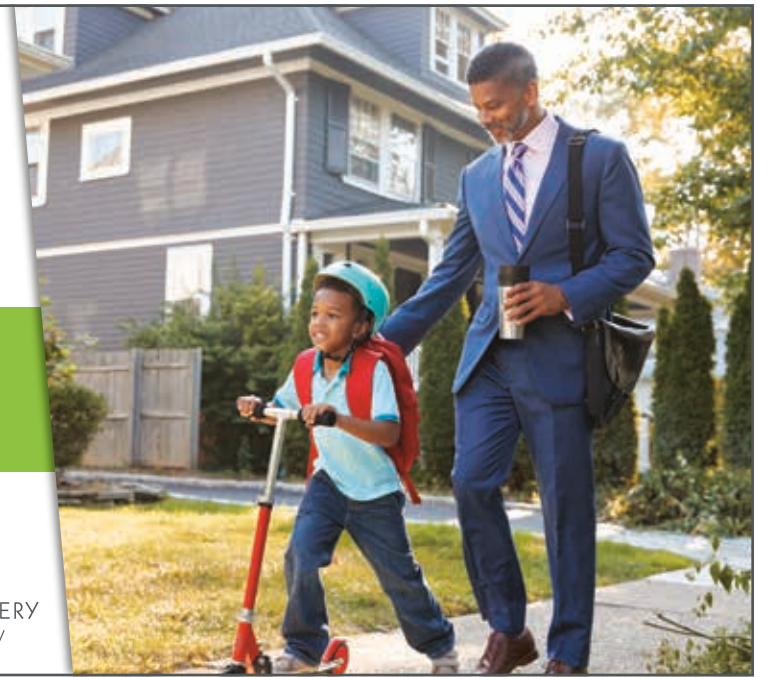
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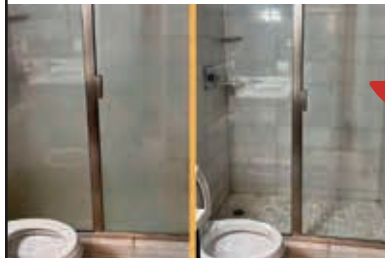
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PUBLISHER'S NOTE

I think the phrase “emotional roller coaster” sums up the 2023 Chicagoland real estate market. The year started as expected coming off 2022 as the pandemic seemed like ancient history. As the middle of the year progressed, we saw inventory decline and interest rates creep up. In comparison to 2020 and 2021, this was an anomaly.

The REALTORS® in our community are top-notch and value a challenging market, showcasing the finesse required to navigate transactions successfully. As the saying goes, “If it were easy, everyone would do it,” and this sentiment resonates in our community. The anticipated growth and increased market share for many of you in 2024 is a testament to your dedication, especially as fellow REALTORS® exit the business.

We are looking forward to seeing everyone again at our winter event in February. An invitation will be sent to your inbox later this month.



Be sure to register if you plan on attending to reserve your spot.

Andy Burton
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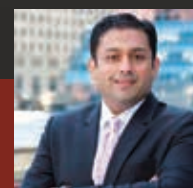
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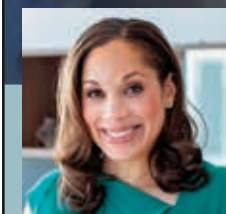
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INHERITANCE
OF AMBITION

GUIDO PIUNTI

agent feature

By Lauren Young
Photos by Sonya Martin

“Ever since high school I knew I wanted to do something in real estate or finance,” says REALTOR® Guido Piunti of the REV Group with @properties in Chicago. “I think the deciding factor that pushed me toward real estate was being held up at gunpoint as a bank teller.” While this event was certainly shocking and upsetting, Guido’s transition into real estate didn’t require such drastic persuasion.

Originally from the south suburbs of Chicago, Guido attended Northern Illinois University and earned a degree in finance. After graduation, he moved to Washington, D.C., to work in the US Treasury Federal Credit Union.

After working at the Treasury, Guido went into the private banking world. “Entry-level positions back then were bank tellers. I was one of the lead tellers when we were robbed at gunpoint,” explains Guido. “I told the branch manager that I was going to look for another job, but they wanted to keep me as an employee, so they offered me a position in the mortgage department. That’s how I got my start in real estate.”

Guido worked his way up from the position of mortgage loan processor to junior underwriter, to underwriter, and finally to mortgage loan officer—a role he would hold for over twenty years and in various parts of the country including D.C., Virginia, Maryland, and the Pacific Northwest. He was also part-owner of a title company in Washington D.C. But in 2015, he moved back to Chicago, wanting a fresh start in a more people-centric career, as well as to be back with his family and be in the city that’s dear to his heart.

“While I did work with people as a mortgage loan officer, I didn’t get to interact with them as closely as I do as a real estate agent,” explains Guido. “Mortgage loan officers complete hundreds of transactions a month but never really get to know their clients. I prefer working with fewer people and having more meaningful interactions and work relationships.”

Two of Guido’s biggest inspirations are his parents, both serial entrepreneurs in their own right. He watched as his father and mother launched and operated their own businesses over the years—everything from restaurants to grocery stores, a car restoration business, and even a construction company. Guido saw firsthand what it took to be the master of one’s destiny, especially as he was often a front-line participant in the family ventures.

“You would think working for your parents would get you a plush job, but that’s not the case,” Guido says. “I was a dishwasher in my father’s restaurants and a roofer and painter for my mother’s construction company. The jobs gave me a strong work ethic and the drive to do big things.”

Launching his career as a REALTOR®, Guido leaned on his entrepreneurial know-how and background in finance and real estate. He also watched his team members and other leading brokers closely, learning their methods and then putting his own spin on things. He credits much of his early success to sticking to the basics. It's advice he would give to any new agent.

“Make sure you network, prospect, do open houses, follow up when you say you are going to; and for God’s sake, answer your phone when it rings,” says Guido. “I love it when I’m sitting with a group of agents and somebody’s phone rings with an unrecognized number and they push it off to voicemail. Numbers I don’t recognize are the best because more than likely they are referrals.”

Now, nearly a decade into his career as a REALTOR®, Guido makes it a priority to stay up-to-date on the latest changes in real estate and client needs. He’s certainly moved past the basics and aims to achieve growth by expanding his client base and gaining a better understanding of local markets and the ins and outs of shifting regulations. But he’s not just thinking about his personal book of business these days.

Ultimately, that same entrepreneurial spirit his parents demonstrated is in him and it has kept him motivated, first as a contributor to a team and now as a leader of his own.

Guido says that the most rewarding part of his business now has been building a team with his business partner, Alexa Hara. Today, the REV Group boasts a team of eight agents that they co-mentor.



Guido with his mother, Loretta.



“
I PREFER WORKING WITH FEWER PEOPLE
AND HAVING MORE MEANINGFUL
INTERACTIONS AND WORK RELATIONSHIPS.”

When he's not serving clients or building his team, Guido remains a devotee of family. He spends as much time as he can with his husband—they enjoy relaxing, cooking, watching movies, and spending time with their two dogs, Booger and Lucky. They also love to explore Chicago's many restaurants, vacation, and go boating. Guido prioritizes quality time with his mother, siblings, and many nieces and nephews, too. Sadly, his father passed away in 2006, but his memory still inspires Guido's results-driven mindset and love of the daily grind.

"I've always had the goal of becoming self-employed and being responsible for my own paycheck," states Guido. "I now own my own business and 100 percent of what I earn comes from the work I do; real estate gives me the ability to control my own success."

Clearly passing on his family's inspiring drive and mentorship mindset, Guido adds, "You don't have to be a genius to be a successful real estate agent. You just have to create a routine and follow it. Even when you feel you're not achieving results, things will start to happen. I remind myself of all the little things I do on a daily basis that got me to where I am today," he says. "I always say the old adage, 'Successful people do the things others don't like to do,' is true."



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² A 3% down payment on a 30-year, fixed-rate loan of \$250,000 with an interest rate of 6.99% / 7.7975% APR will have 360 monthly principal and interest payments of \$1,861.18. Payments shown do not include taxes and insurance. Actual payments will be higher. This is assuming a New Jersey purchase transaction, 45-day lock, 97% LTV, 720 FICO, detached single family, owner-occupied, closest to zero points, rates change daily.

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³ The Chase Homebuyer Grant is available on primary residence purchases only. Customer may be eligible for the \$5,000 savings when applying for a DreaMakerSM, Standard Agency, FHA and VA home purchase mortgage loan product and where applicable census tract requirements are met. Income limits and homebuyer education may apply on a DreaMaker mortgage.

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Morgan Lougee

Navigating REALTORS® toward
Financial Independence

▶ partner spotlight

Photos by Caleb Pickman

Back in 2022, Morgan Lougee, a financial planner, was steadfast about educating the real estate community on an approach to financial planning that prioritized all aspects of growing assets, protecting businesses, and building wealth. Today, he is proud of his continued success in leading clients through a much more complex approach toward financial independence.

“I have the same message but with an added twist,” shares Morgan. Now you will find him fiercely advocating to diversify assets and incorporate intentional strategy for his clients’ long-term gain.

“I want REALTORS® to understand that they need to diversify out of real estate and real estate sales if they want to have a secure retirement plan. If REALTORS® don’t save during the good times—so that they can continue to grow their wealth when the real estate market isn’t doing well—they’re likely going to be working far longer than they plan to,” shares Morgan.

Over the past several years, Morgan's focus has been on helping clients prepare for impending tax law and estate exemption changes that are set to occur in a couple of years. "Many clients originally were not worried about these changes," notes Morgan. "But now that we've shown them that there are smart moves they can make today, we've been having many creative conversations around intelligently repositioning."

While Morgan values the importance of evolving his approach toward financial literacy, there is one aspect of his work that remains steadfast: his loyal commitment and genuine care for his clients.

"I care, almost to a fault," Morgan says, enthusiastically. "I am constantly working on myself, solutions, and services to benefit our clients. Many advisors only consider how to grow a client's assets, but I take into consideration tax changes, income fluctuations, market volatility and estate law changes, and I am constantly scouring the marketplace for innovative solutions for my clients."

Morgan's focus is on enabling his clients to realize their financial dreams with efficiency, taking the time to understand each client deeply, and sharing the rationale behind all recommendations and potential risks.

His support for REALTORS® and their clients extends beyond financial discussions too. He actively participates in *Chicago Real Producers* events, offering insights into financial strategies and sharing best practices while identifying potential pitfalls.

"We're able to offer virtually any solution in the financial services space for our REALTOR® clients, so we work to grow their



“ I care, almost to a fault... I am constantly working on myself, solutions, and services to benefit our clients. ”

assets; minimize their current and future tax bills to Uncle Sam; lower costs on commercial, home, auto insurance; as well as make sure they're taking advantage of any benefits, tax credits, deductions, and federal programs available," notes Morgan.

Morgan has a dynamic team behind him that supports all he does for clients. Morgan and his team oversee all things insurance including life, health, income protection, commercial, home, and auto insurance while also specializing in investment management, portfolio construction, retirement income replacement, and financial planning. By combining multiple strategies, they can successfully navigate investment management, tax-efficient retirement income solutions, and comprehensive financial planning.

Together, they strategize, execute initiatives, and provide valuable reporting. In the coming years, Morgan envisions further growth by adding new team members, enhancing client appreciation events, and engaging in intergenerational planning conversations. They aim to provide robust legacy planning services and continue to deliver for their diverse clientele.

Outside the financial realm, Morgan and his partner, Mark, have made significant personal life changes. They moved into a new home together, a cozy coach house in Lakeview, and recently welcomed an adorable Cavalier King Charles spaniel puppy named Agador Spartacus (Hank Azaria's character in *The Birdcage*) into their family.

Morgan has also redefined what success means in his life, emphasizing balance and gratitude. While he once focused on constant growth and busyness, he now cherishes the present with a newfound sense of gratitude, joy, and balance across the various areas of his life.

"I've been working with a coach recently and that's helped shift the perspective to assessing where I'm at and where I want to be, so that I can be grateful for what's going well and see the areas of opportunity and where I need to focus," shares Morgan. "Having great balance across different areas of my life has allowed me to feel more joy and gratitude in my daily life."

Morgan's advice for REALTORS® is simple: don't wait until a challenging year like 2023 to seek financial guidance. "Reach out to me and my team, and you'll find that a meeting with us costs only your time. We guarantee that you'll leave with valuable insights," he says.

In a spirit of authenticity, Morgan has a hidden desire to make people laugh. Not many know that he's harbored a desire to take to the stage as a stand-up comedian. He's recently committed to taking a stand-up comedy class at Second City, so the next time you meet him, don't hesitate to ask about his comedy journey and hold him to it.

To connect with Morgan to evaluate how to best navigate your financial portfolio this year, visit westpointfinancialgroup.com/associates/morgan-lougee, or call 312-368-3717.




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» cover story

By Lauren Young
Photos by Caleb Pickman

Matt SILVER

SPEAKING UP FOR THE VOICELESS

“When I was growing up, my parents exposed me to different cultures and the plight of marginalized populations,” says Matt Silver, partner and senior broker at Corcoran Urban Real Estate. “They were friendly with folks from all walks of life and taught us the importance of respecting everyone.”

These childhood lessons made an indelible impression on Matt. In fact, it’s one of the main reasons why he became a REALTOR® and a consistent leader within many real estate and community organizations. Currently, Matt is the president of Illinois REALTORS®, an advocacy group tasked with protecting property rights and advancing the real estate profession. “We work hard to advocate for others who cannot advocate for themselves,” he says.

“I want to be seen as an ally for others,” states Matt. “So that those who are less fortunate can be seen and flourish.”

Originally from Skokie, IL, Matt watched his parents closely and absorbed much of their approach to work and life. His father, who was in packaging sales, stressed the importance of integrity and personal relationships. His mother shared her curiosity and wonderment for all things in life. “She’s always been very persistent in all things,” remembers Matt. “She’s someone who has never taken no for an answer.” They taught him that if you don’t ask for things in life, you may not get them, and he says having such strong role models “allowed for an incredible upbringing.”



“

I want to be seen as an ally for others... So that those who are less fortunate can be seen and flourish.

”

Inheriting his salesman father's "gift of gab," Matt attended the Michigan State University College of Business, the School of Hotel, Restaurant, and Institutional Management (now the School of Hospitality Business at MSU) to study restaurant and institutional management with a dream of success in the service industry.

After college, Matt worked in many restaurants where he was both an accomplished chef and managed many aspects in the front and back of the house. After several years of turning around lagging restaurants, Matt left the industry to work with his father in packaging sales. During this time, he grew closer to his dad and met his future wife, Amy.

Working side by side with his dad had a deep impact on Matt. Among his many teachings and influences, it was his dad's outlook that has always stayed with Matt. "No matter what, my dad was the most positive person," Matt says. "He always said, 'The sun will also rise tomorrow; you may have been beat up today, but tomorrow is a new day.'"

Eventually though, Matt shifted into real estate to have a career that offered him more flexibility to continue care for Amy and be more present for their young son, Grant. "My wife had Crohn's disease, and the profession gave me the flexibility to take care of her," notes Matt.

After a short stint in commercial real estate, he joined Rubloff Residential Properties and stayed with them for more than ten years. He moved to his current brokerage in 2011. The experiences he gained along the way—working in restaurants and alongside his dad—have deeply shaped his current service philosophy.

"My managing broker, Jim Kinney, at Rubloff, became my mentor and I owe the bulk of my success to him," says Matt. "He hammered into us to always be ethical, transparent, and disclose everything while he preached that whatever you take from the business, you also have to give back. That really influenced me to volunteer and give back to my community and the industry."

Over the years, Matt has served with the Chicago Association of REALTORS®, the National Association of REALTORS®, and Illinois REALTORS®, all in various leadership capacities. He's also been active in the Boys and Girls Clubs of Chicago and is currently on the council of their Little Village chapter of the True Value Boys & Girls Club. In all his roles, he aims to be an ambassador for those who don't have a voice and should have the cares of their lives addressed.

"[And in real estate] I am passionate about making sure everyone, regardless of what they have, gets great representation,"



Matt and his family.
Photo credit: Michael Hudson



Matt at a Illinois REALTORS® Board of Directors meeting.





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says Matt. “Whether it’s a real estate client or fellow REALTOR®, I don’t care if you have \$100 thousand or \$100 million, you get the same level of service from me. Everyone deserves to have someone who is advocating for them.”

together every Sunday, and it was Matt’s brother, David, who got them all into traveling. Shares Matt, “I’ve always been inspired by my brother’s strength and ability to persevere. He’s been instrumental to my success.”

When not working hard for his clients and other agents, Matt prioritizes family time. His son, Grant, is now twenty-three and currently lives at home. The two remain close, attending sporting events and trying new restaurants together. Since Amy’s sudden death last December, Matt has continued to emphasize the importance of their relationship and other personal relationships

Looking forward, Matt plans on continuing his volunteering endeavors in as many areas as he can. He sees it as an unmissable opportunity to add value back into his local community of under-represented groups, as well as build up the profession that has provided so much for him. Ultimately, he credits his upbringing and life experiences as the foundation for this mindset.

“Amy’s was a sudden death that shocked the whole family,” says Matt. “We had a conversation a few days before she passed away for about four hours. It makes you realize what’s really important in life. Being in real estate has given me the opportunity to be an active father and always be there for my son, which has meant everything to me.”

“My father always said, ‘You have two ears and one mouth so you should listen twice as much as you talk,’” recalls Matt. “There are a lot of pathways in real estate to be successful and use your voice to help the community. That is what I love most. But it starts with listening compassionately.”

Matt has always lived and remained close with his family. In fact, it’s a long-standing tradition that they all have dinner

“Every REALTOR® I meet is a person with heart, who cares about the community, and wants to see the community thrive,” he adds. “Being in leadership is the perfect time to listen and empower people to be seen and heard.”



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UNLOCK YOUR PEAK PRODUCTIVITY

▶▶ business article

Time is a precious resource, and for real estate professionals, effective time management is the cornerstone of productivity and success. The fast-paced nature of the industry demands the ability to juggle numerous tasks, clients, and deadlines. Below are some of our most valuable time management strategies that will help empower you to maximize your productivity and achieve your goals.

Prioritize with Purpose:

Start each day by identifying your most important tasks and priorities. Consider the urgency and significance of each task and allocate your time accordingly. Focus on completing high-priority tasks first to ensure that crucial responsibilities are addressed promptly.

Utilize Time-Block Techniques:

Time-blocking is an effective technique that involves dividing your day into specific blocks of time that are dedicated to particular tasks or activities. Allocate

blocks of time for prospecting, client meetings, administrative work, and personal activities. Avoid multi-tasking, as it can lead to decreased efficiency and increased stress. Instead, concentrate on one task at a time within each time block to maintain your focus and productivity.

Embrace Technology:

Leverage technology to streamline your time-management efforts. Utilize productivity tools, such as task management apps, calendar applications, and client relationship management (CRM) systems. These tools can help you stay organized, set reminders, and efficiently track your appointments and deadlines.

Learn to Delegate:

As a real estate professional, it's essential to recognize when and what to delegate. Delegate tasks that can be handled by

team members or support staff; free up your time for higher-priority responsibilities. Delegating effectively ensures that you focus on activities that directly contribute to your business growth and to client satisfaction.

Allocate Time for Personal Development:

Invest in your personal development to enhance your skills and knowledge in the real estate industry. Choosing to continuously learn and hone your expertise will not only boost your confidence, but also add value for your clients and set you apart as a knowledgeable real estate professional.

Set Boundaries and Practice Self-Care:

To manage time effectively, it's crucial to set boundaries with clients and colleagues. Be clear about your working hours and avoid overcommitting yourself. Remember to schedule breaks and practice self-care to recharge and maintain your well-being.

Effective time management not only enhances productivity but also promotes a healthy work-life balance, ensuring a fulfilling and sustainable career in the dynamic world of real estate

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MYRA NIMCHAIYONG

commercial agent

By Chris Menezes
Photos by Caleb Pickman

LEADING THE WAY IN COMMERCIAL REAL ESTATE

When you meet Myra Nimchaiyong, president-elect of the Northern Illinois Commercial Association of REALTORS®, and director of commercial sales at Century 21 SGR, you quickly understand that the success she has achieved in her nearly two-decade-long career in real estate is no mistake.

With a track record of representing high-profile commercial, residential, and investment interests, Myra has focused on being a commercial REALTOR® for the last six years, having successfully carved a niche in a highly competitive field and an even more competitive market. But Myra's journey is about more than just real estate; it's a powerful narrative of personal growth, cultural heritage, and the relentless pursuit of excellence.

Myra's journey is a testament to resilience, tenacity, and the unwavering belief that dreams can transcend the circumstances of our beginnings. Born to Thai parents who immigrated to the United States for higher education and eventually stayed to open their own restaurants, Myra's childhood was steeped in the hustle and bustle of her family's restaurants.

Immersed from a tender age, Myra discovered the value of diligence and hard work as her mother, who became a single parent, navigated the challenges of entrepreneurship. At just nine years old, Myra found herself serving guests and managing phones—an experience that laid the foundation for a work ethic that would shape her future.



Myra's aspirations reached beyond the familiar confines of restaurant ownership, however: she wanted to sell establishments rather than own them. In the meantime, clearly primed for a life of entrepreneurship, Myra initiated her own ventures early. One such venture was organizing parties during the day at her mom's house, for which she charged a cover, when she should have been in school.

In the end, Myra's childhood not only made her stronger, but it also armed her with a philosophy that views challenges as stepping-stones to growth and



adversity as a catalyst for great achievement and success. “I grew up [feeling] angry,” she reflects, “but I chose to work so I could help my family.” Her journey exemplifies the transformative power of perseverance as well as the profound impact of familial sacrifice.

“Mine is a tale of a young girl forced to mature swiftly in the absence of a paternal figure, yet emerge with a profound sense of gratitude, strength, and intelligence,” she says. Myra's story is not one of victimhood but one of triumph over hardship, as she chose to embrace the opportunities to work, learn, and lead.

Just as she was there for her family and friends, Myra makes it a point to always be there now for the people who come into her life because, as she says, “Everyone could use a little help. I sure did. I still do. I believe we get to where we need to be by helping others on their path. I believe someone will always have something to teach you so that you can teach others. And I believe in the goodness of people, even today.”

Myra is an ardent lover of Chicago—from taking long walks along the water in the summer to attending Chicago Blackhawks games in the winter and catching all the live music she can in between. Music has always been a part of her life and this fact reveals her innate talent: she taught herself how to play the piano when she was five years old just by listening to a song and playing it out.



Myra with her mother.

“Be brave, be fearless, and remember that the most difficult times often lead to the greatest growth.”

While Myra didn't pursue formal education, her success can be attributed to her insatiable appetite for learning combined with her patience and perseverance. With humor, she credits mob movies for her negotiation skills. Behind the jest, however, is a woman who has taken every class and seminar on real estate she could find, transforming herself into a knowledgeable and skilled professional. Currently, she is pursuing the prestigious CCIM designation, a testament to her expertise in commercial investment real estate.

As the director of commercial sales at Century 21 SGR today, Myra continues her passion for education by passing on



Myra and her mother at a Loy Krathong festival which is a festival celebrated by the Thai people on the full moon night of the twelfth month of the Thai lunar calendar.

her knowledge and experience through growing their commercial division and bringing “a modern, positive approach to business in a more wholesome way.” She sees much real estate development on the horizon, and when it comes, she will be ready to fulfill the reasons she got into real estate in the first place: to be part of the changes she was seeing in the neighborhoods she grew up in, and to make a difference in the lives of others.

Myra's story is a powerful reminder that our paths are not defined by the circumstances of our beginnings, but rather by our courage to pursue our dreams despite them. As she looks to the future and fully embraces the mantle of leadership bestowed upon her, her message is clear: “Be brave, be fearless, and remember that the most difficult times often lead to the greatest growth.”



Myra when she was a young child.

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...Phil encourages all REALTORS® to treat each client as if they were your only client. His advice: “Stay in touch with them after the transaction because real estate is a network-based business. Your personal reputation is your most important asset. If you treat your clients right, they will provide a steady stream of referrals in the future.”

“Being a REALTOR® has been a wonderful career so far, and I look forward to seeing where it takes me,” states Phil. “I’m thankful for what this industry has provided me—from relationships to acquired skills to a great livelihood. I’m also thankful that it provides the opportunity to hit the links with clients.”

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Arlette Quiñones

▶▶ on the rise

By Chris Menezes
Photos by Jaclyn Simpson Photography

Running Down Dreams

Arlette Quiñones has never been one to shy away from a challenge or to head down the path of least resistance. She believes in going after what she wants and running down dreams. It's what led her to pursue a career in music and what continues to drive her today as a top-producing REALTOR® with Sam Shaffer's team at Chicago Properties.

Arlette was born in Mexico City but raised in the suburb of Berwyn, IL, outside of Chicago. After high school, she attended Harold Washington College and then dove headfirst into pursuing a career in the music industry.

Music and the arts are Arlette's first passions. She loves writing, singing, and recording music. If she could spend all day, every day in a recording studio, she would. She spent years working as a freelance musician—singing as the lead vocalist with various bands, as well as conducting her own solo gigs—

and she is still, in fact, part of a talent agency. She's often hired to do television commercials, print ads for a variety of different products including InstaShield, voiceover work, and to write and perform jingles.

In addition to music and her talent work, Arlette was also once a bridal stylist for a bridal boutique, where she'd help brides-to-be choose the dress of their dreams and look their best on one of the most momentous days of their lives. While she considered a career in real estate many times in the past, she never pursued it.

"I loved the idea of helping people find their dream home," Arlette explains. "That same concept is what grasped my attention when I went into bridal sales. Both [weddings and home buying] are extremely emotional decisions, and I love helping people work through those pivotal life moments and being a part of their journey."



The catalyst that finally sent Arlette into real estate was, like for many people around this time, the pandemic. When the pandemic hit, Arlette was furloughed from the bridal boutique and freelance gig work dried up. Everything came to a halt, giving her time for self-reflection. After talking to the people that she held in the highest regard and sought advice from, she decided it was time to pursue a career in real estate.

“One of the defining moments for me was when I realized I could love another path as much as the musical one, and better yet, I could pursue multiple dreams at once. If I tend to stretch myself pretty thin, it’s only because I believe this life is worth living to the fullest and we can have everything we want if we’re willing to work hard enough for it.”

Of course, belief can only get a person so far and chasing dreams is not always easy. As Arlette attests: “I’ve endured many moments of insecurity,



Arlette spending some time in a recording studio.



Arlette enjoying a vacation in Cancun, Mexico.

self-doubt, and feeling like nothing is ever going to give. But through all those dark moments, I’ve always found a light and have managed to remind myself that persistence is the key to success. Giving up is the only way to never accomplish your goals. Reminding myself of that has been a driving factor in my getting to where I am today.”

As a top-producing agent with Sam Shaffer’s team at Chicago Properties today, Arlette is passionate about growing her book of business and helping

her clients achieve their dreams. She is also very passionate about learning and soaking up as much knowledge about the industry as possible. She loves all the opportunities real estate offers and envisions diving more into the investment and development side of the business in the future.

At the end of the day, true success for Arlette is living your life by doing things that inspire, move, and motivate you. And to be surrounded by people who uplift and bring positivity into your world. For Arlette, that person is her husband, Alonso. He’s her biggest supporter and best friend.

“““

I loved the idea of helping people find their dream home.

Between real estate, music, and talent agency work, Arlette stays pretty busy. When she does find time to relax, however, she enjoys cuddling up on the couch with Alonso and their fur baby, Leah, a 5 lb., twelve-year-old Chihuahua, to watch a movie. Arlette also loves soaking in a nice bubble bath with a glass of wine in hand and listening to her favorite playlist, which is comprised of a wide variety of her favorite artists from many different genres—pop, country, rock, Latin tunes, and more.

On those days that Arlette needs a little more motivation, she focuses her mindset on all of the things she wants to accomplish and what it takes to get there. She remembers these wise words from her mentor and boss Sam Shaffer, “Keep your head down, stay humble, and keep on grinding.”

While running down multiple dreams may seem like a lot, she looks forward to continuing her journey and discovering all the opportunities that present themselves along the way. Anything less for Arlette would make life just too boring.

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TOP 250 STANDINGS

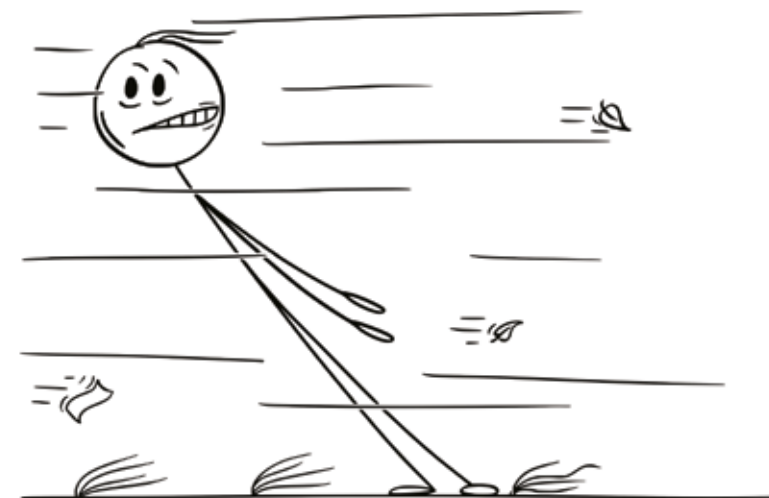
Teams and individuals from January 1, 2023 to November 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	176	\$88,710,591	198.5	\$106,735,423	374.5	\$195,446,014
2	Jeffrey	Lowe	80.5	\$115,886,770	31	\$43,911,200	111.5	\$159,797,970
3	Emily	Sachs Wong	55.5	\$97,155,954	34	\$40,213,250	89.5	\$137,369,204
4	Benyamin	Lalez	57	\$40,457,597	162	\$81,071,219	219	\$121,528,816
5	Leigh	Marcus	113.5	\$73,128,840	67	\$43,792,889	180.5	\$116,921,729
6	Carrie	McCormick	61.5	\$75,030,750	27.5	\$35,838,300	89	\$110,869,050
7	Grigory	Pekarsky	36	\$16,137,875	172	\$78,204,900	208	\$94,342,775
8	Timothy	Sheahan	36	\$38,240,694	21	\$25,419,661	57	\$63,660,354
9	Joanne	Nemerovski	16	\$25,300,500	24	\$37,370,673	40	\$62,671,173
10	Melissa	Siegal	38	\$24,027,000	51	\$38,360,022	89	\$62,387,022
11	Alexandre	Stoykov	18	\$10,020,950	104.5	\$49,895,734	122.5	\$59,916,684
12	Chezi	Rafaeli	30	\$36,917,502	18	\$22,751,002	48	\$59,668,504
13	Katharine	Waddell	34	\$24,350,500	48	\$34,520,961	82	\$58,871,461
14	Brad	Lippitz	35	\$36,208,150	26	\$21,250,114	61	\$57,458,264
15	Jennifer	Ames	28	\$41,225,375	10	\$12,516,500	38	\$53,741,875
16	Konrad	Dabrowski	31.5	\$31,394,998	24.5	\$18,316,144	56	\$49,711,142
17	Leila	Zammatta	19.5	\$48,116,858	1	\$520,000	20.5	\$48,636,858
18	Sam	Jenkins	25.5	\$32,165,037	9	\$13,177,850	34.5	\$45,342,887
19	Mario	Greco	49.5	\$27,627,590	26.5	\$17,654,535	76	\$45,282,125
20	Mark	Icuss	12.5	\$23,752,318	12	\$20,921,917	24.5	\$44,674,234
21	Hayley	Westhoff	28	\$18,479,255	33	\$25,802,680	61	\$44,281,935
22	Julie	Busby	21	\$16,117,900	34.5	\$26,589,658	55.5	\$42,707,558
23	Daniel	Glick	23	\$19,557,500	29	\$21,339,500	52	\$40,897,000
24	Layching	Quek	17	\$8,723,000	43	\$31,658,899	60	\$40,381,899
25	Sam	Shaffer	11.5	\$8,539,100	51.5	\$30,305,135	63	\$38,844,235
26	Bari	Levine	23	\$14,108,094	24	\$24,390,997	47	\$38,499,090
27	Sophia	Klopas	24.5	\$17,454,000	32.5	\$20,852,000	57	\$38,306,000
28	Amanda	McMillan	33	\$23,929,500	20	\$13,925,863	53	\$37,855,363
29	Rafay	Qamar	51	\$19,108,350	49	\$17,902,116	100	\$37,010,466
30	Darrell	Scott	13.5	\$8,983,600	52	\$27,686,174	65.5	\$36,669,774
31	Lauren	Mitrick Wood	11	\$6,328,950	40.5	\$29,601,250	51.5	\$35,930,200
32	Karen	Biazar	35	\$21,662,926	28	\$14,086,400	63	\$35,749,326
33	Patrick	Teets	21	\$27,774,000	7	\$7,693,000	28	\$35,467,000
34	Susan	Miner	7.5	\$21,674,000	8	\$13,151,400	15.5	\$34,825,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Eugene	Fu	20.5	\$15,615,350	28	\$18,181,450	48.5	\$33,796,800
36	Karen	Schwartz	24	\$20,551,800	19	\$13,111,900	43	\$33,663,700
37	Tommy	Choi	21	\$11,023,612	36	\$22,342,397	57	\$33,366,010
38	Lance	Kirshner	29	\$15,832,300	17	\$17,323,500	46	\$33,155,800
39	Jason	O'Beirne	31	\$26,439,200	15	\$6,637,000	46	\$33,076,200
40	Melanie	Everett	17	\$8,283,528	48	\$24,317,100	65	\$32,600,628
41	Suzanne	Gignilliat	11	\$28,233,500	4	\$3,963,000	15	\$32,196,500
42	James	D'Astice	12	\$5,863,800	47.5	\$25,694,549	59.5	\$31,558,349
43	Melanie	Giglio	17	\$12,175,000	33.5	\$18,167,800	50.5	\$30,342,800
44	Elizabeth	Brooks	26	\$29,523,223	1	\$775,000	27	\$30,298,223
45	Colin	Hebson	16	\$9,819,750	37.5	\$20,435,000	53.5	\$30,254,750
46	Kelly	Parker	6	\$3,236,000	36.5	\$26,991,000	42.5	\$30,227,000
47	Dawn	McKenna	27.5	\$25,157,000	7	\$5,057,462	34.5	\$30,214,462
48	Ryan	Preuett	16.5	\$24,260,899	4	\$5,859,900	20.5	\$30,120,799
49	Timothy	Salm	11	\$17,695,564	7	\$12,257,400	18	\$29,952,964
50	Debra	Dobbs	23	\$16,175,450	20	\$13,356,799	43	\$29,532,249

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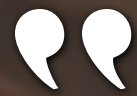
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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to November 30, 2023

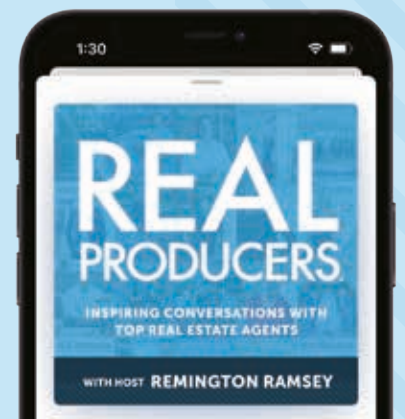
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Nicholaos	Voutsinas	21	\$10,671,300	29	\$18,787,300	50	\$29,458,600
52	Elias	Masud	18.5	\$9,177,250	46.5	\$19,888,702	65	\$29,065,952
53	Cadey	O'Leary	11	\$18,619,500	9	\$9,737,900	20	\$28,357,400
54	Millie	Rosenbloom	17	\$15,818,250	9	\$12,408,500	26	\$28,226,750
55	Camille	Canales	9	\$5,205,027	33.5	\$22,342,988	42.5	\$27,548,015
56	Owen	Duffy	28.5	\$20,601,618	16	\$6,837,700	44.5	\$27,439,318
57	Michael	Maier	28	\$21,157,751	12	\$6,148,000	40	\$27,305,751
58	James	Sheehan	16	\$19,845,439	6	\$6,747,500	22	\$26,592,939
59	Jennifer	Mills	15.5	\$19,708,400	7.5	\$6,503,500	23	\$26,211,900
60	Danielle	Dowell	15	\$12,098,250	21	\$13,234,500	36	\$25,332,750
61	Katherine	Malkin	4	\$12,065,000	3	\$13,258,000	7	\$25,323,000
62	Vincent	Anzalone	12	\$11,681,250	17	\$13,502,200	29	\$25,183,450
63	Kevin	Hinton	15.5	\$7,326,450	30	\$17,773,264	45.5	\$25,099,714
64	Daniel	Close	8	\$4,896,500	29.5	\$19,341,700	37.5	\$24,238,200
65	Nancy	Tassone	9.5	\$17,649,500	4	\$6,577,500	13.5	\$24,227,000
66	Scott	Curcio	33.5	\$14,023,950	22.5	\$10,145,801	56	\$24,169,751
67	Cory	Tanzer	34	\$13,810,249	24	\$10,013,550	58	\$23,823,799
68	Sara	McCarthy	13	\$5,938,250	26	\$17,203,300	39	\$23,141,550
69	Jill	Silverstein	18	\$12,659,438	15	\$10,417,375	33	\$23,076,812
70	Benjamin	Lissner	7	\$2,686,000	37	\$20,326,000	44	\$23,012,000
71	Gail	Spreen	31.5	\$12,707,750	17	\$10,044,234	48.5	\$22,751,984
72	Ivona	Kutermankiewicz	14.5	\$16,515,900	8	\$6,216,900	22.5	\$22,732,800
73	Todd	Szwajkowski	17	\$8,379,150	35	\$14,331,400	52	\$22,710,550
74	Stephanie	LoVerde	16.5	\$10,015,301	16.5	\$12,489,073	33	\$22,504,374
75	Juliana	Yeager	11	\$6,320,574	26	\$16,057,121	37	\$22,377,696
76	Margaret	Baczkowski	15	\$11,284,052	12	\$10,957,750	27	\$22,241,802
77	Kathleen	Ullo	19	\$21,977,188	0.5	\$262,500	19.5	\$22,239,688
78	Ioannis	Floros	5.5	\$2,340,000	42	\$19,871,050	47.5	\$22,211,050
79	Stacey	Dombar	36	\$16,399,580	10	\$5,397,500	46	\$21,797,080
80	Rubina	Bokhari	6.5	\$5,463,150	14	\$16,282,199	20.5	\$21,745,349
81	Michael	Rosenblum	19.5	\$19,355,000	4	\$2,297,500	23.5	\$21,652,500
82	Stefanie	Lavelle	17	\$12,295,000	12	\$8,968,100	29	\$21,263,100
83	Elizabeth	Ballis	12	\$9,484,017	7	\$11,343,000	19	\$20,827,017
84	Ryan	Huyler	15	\$12,643,500	7	\$8,036,961	22	\$20,680,461

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Barbara	O'Connor	17.5	\$9,799,750	20.5	\$10,780,450	38	\$20,580,200
86	Shay	Hata	14.5	\$7,129,435	17	\$13,331,800	31.5	\$20,461,235
87	Scott	Berg	47	\$19,176,872	2	\$1,275,000	49	\$20,451,872
88	Julie	Harron	9	\$11,006,000	7	\$9,420,000	16	\$20,426,000
89	Victoria	Singleton	22.5	\$20,169,020	0	\$0	22.5	\$20,169,020
90	Pasquale	Recchia	15	\$11,841,750	8	\$8,291,500	23	\$20,133,250
91	Santiago	Valdez	22	\$8,282,950	22.5	\$11,843,600	44.5	\$20,126,550
92	Nicholas	Colagiovanni	22	\$12,224,500	10	\$7,532,500	32	\$19,757,000
93	Melanie	Carlson	11	\$6,133,500	20	\$13,577,581	31	\$19,711,081
94	Michael	Greco	13.5	\$7,664,000	18	\$12,035,500	31.5	\$19,699,500
95	Steve	Dombar	7	\$3,765,000	31	\$15,885,700	38	\$19,650,700
96	Cynthia	Sodolski	15.5	\$10,730,650	13	\$8,753,900	28.5	\$19,484,550
97	Jeffrey	Herbert	8.5	\$5,246,500	20	\$14,120,375	28.5	\$19,366,875
98	Patrick	Shino	7	\$2,560,450	32.5	\$16,520,950	39.5	\$19,081,400
99	Kimber	Galvin	3	\$2,259,200	21	\$16,821,500	24	\$19,080,700
100	P Corwin	Robertson	7.5	\$17,895,834	1	\$1,030,000	8.5	\$18,925,834

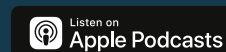
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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to November 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Kathryn	Schrage	24	\$10,618,000	11	\$8,293,000	35	\$18,911,000
102	Philip	Skowron	10.5	\$14,932,501	3	\$3,960,000	13.5	\$18,892,501
103	Lucas	Blahnik	7.5	\$7,075,182	18	\$11,662,300	25.5	\$18,737,482
104	Alishja	Ballard	18	\$9,138,150	17.5	\$9,578,887	35.5	\$18,717,037
105	Brian	Moon	11	\$5,483,500	18.5	\$13,212,500	29.5	\$18,696,000
106	Ian	Schwartz	10	\$5,558,000	13	\$13,031,500	23	\$18,589,500
107	Leopoldo	Gutierrez	7	\$2,955,500	34	\$15,503,900	41	\$18,459,400
108	Nicholas	Apostal	18.5	\$9,835,600	10	\$8,453,500	28.5	\$18,289,100
109	Nadine	Ferrata	20	\$12,964,800	9	\$5,290,000	29	\$18,254,800
110	Jennifer	Liu	24	\$18,238,050	0	\$0	24	\$18,238,050
111	Staci	Slattery	27.5	\$18,179,526	0	\$0	27.5	\$18,179,526
112	Linda	Levin	11	\$9,400,900	10	\$8,773,400	21	\$18,174,300
113	Keith	Brand	16	\$7,151,980	19	\$10,946,498	35	\$18,098,478
114	Qiankun	Chen	22	\$7,990,650	24	\$10,004,900	46	\$17,995,550
115	Scott	Newman	33.5	\$8,585,819	20	\$9,302,401	53.5	\$17,888,220
116	Eudice	Fogel	7	\$5,917,250	11	\$11,892,000	18	\$17,809,250
117	Nicole	Hajdu	20.5	\$9,753,500	16	\$8,055,500	36.5	\$17,809,000
118	Richard	Kasper	9	\$5,487,016	18	\$12,289,250	27	\$17,776,266
119	Megan	Tirpak	15.5	\$11,385,250	6	\$6,188,856	21.5	\$17,574,106
120	Marzena	Frausto	5	\$2,378,500	28	\$15,138,000	33	\$17,516,500
121	Alice	Berger	8	\$10,670,300	7	\$6,787,000	15	\$17,457,300
122	Susan	Nice	8	\$3,885,500	10	\$13,450,900	18	\$17,336,400
123	William	Goldberg	12.5	\$16,921,998	0.5	\$377,500	13	\$17,299,498
124	Matthew	Liss	11.5	\$9,226,500	7.5	\$8,047,822	19	\$17,274,322
125	Joshua	Lipton	8	\$7,753,178	8.5	\$9,361,500	16.5	\$17,114,678
126	Zachary	Redden	11.5	\$5,206,750	17	\$11,624,120	28.5	\$16,830,870
127	Brad	Zibung	18	\$8,753,000	17	\$8,075,300	35	\$16,828,300
128	Dennis	Huyck	12.5	\$7,287,500	13	\$9,450,150	25.5	\$16,737,650
129	Brady	Miller	13	\$5,136,000	35	\$11,422,650	48	\$16,558,650
130	Susan	Kanter	13.5	\$9,308,500	11.5	\$7,213,000	25	\$16,521,500
131	Bradley	Brondyke	5.5	\$12,585,000	3	\$3,904,000	8.5	\$16,489,000
132	Dominic	Irpino	20	\$8,815,500	15	\$7,664,800	35	\$16,480,300
133	D	Waveland Kendt	23.5	\$13,708,900	5	\$2,707,500	28.5	\$16,416,400
134	Annie	Schweitzer	16	\$8,931,399	8	\$7,425,557	24	\$16,356,956

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Tere	Proctor	7	\$14,432,500	2	\$1,885,000	9	\$16,317,500
136	Michael	Hall	20	\$10,706,500	9	\$5,534,000	29	\$16,240,500
137	Lisa	Blume	13	\$8,002,500	20.5	\$8,180,400	33.5	\$16,182,900
138	Hadley	Rue	17	\$11,981,000	6	\$4,066,900	23	\$16,047,900
139	Nancy	Huetteman	29	\$12,234,300	6	\$3,533,000	35	\$15,767,300
140	Sherri	Hoke	7	\$8,667,000	6	\$7,042,500	13	\$15,709,500
141	Amy	Duong	13	\$5,825,400	22	\$9,869,650	35	\$15,695,050
142	R. Matt	Leutheuser	4	\$10,307,500	2	\$5,300,000	6	\$15,607,500
143	Robert	Sullivan	18.5	\$11,794,500	5.5	\$3,734,000	24	\$15,528,500
144	Caroline	Moellering	15	\$10,151,000	9	\$5,343,000	24	\$15,494,000
145	Ken	Jungwirth	17	\$8,363,500	8	\$7,040,000	25	\$15,403,500
146	Meg	Daday	10	\$4,917,000	14	\$10,325,500	24	\$15,242,500
147	Edward	Grochowiak	7.5	\$4,263,600	20	\$10,910,500	27.5	\$15,174,100
148	Matthew	Engle	11	\$5,474,399	22.5	\$9,676,900	33.5	\$15,151,299
149	Charles	Gullett	10.5	\$4,127,500	16	\$10,982,850	26.5	\$15,110,350
150	Annika	Valdiserri	6	\$4,014,000	9	\$11,090,000	15	\$15,104,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to November 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Michael	Shenfeld	14	\$8,865,255	10.5	\$6,132,500	24.5	\$14,997,755
152	Lisa	Kalous	4.5	\$3,363,250	21.5	\$11,608,100	26	\$14,971,350
153	Alex	Wolking	15	\$8,516,875	11.5	\$6,384,751	26.5	\$14,901,626
154	Iris	Kohl	6.5	\$4,189,500	16	\$10,681,000	22.5	\$14,870,500
155	Paul	Mancini	15.5	\$7,852,900	8	\$6,975,000	23.5	\$14,827,900
156	Michael	Gaffney	18	\$9,779,886	7	\$4,968,400	25	\$14,748,286
157	Naomi	Wilkinson	7	\$4,596,000	7	\$10,062,694	14	\$14,658,694
158	Stephanie	Cutter	20.5	\$11,296,025	6	\$3,326,000	26.5	\$14,622,025
159	Eric	Hublar	10	\$4,496,400	18	\$10,102,520	28	\$14,598,920
160	Robert	Picciariello	41	\$14,564,367	0	\$0	41	\$14,564,367
161	Laura	Meier	7.5	\$3,344,750	17	\$11,200,800	24.5	\$14,545,550
162	Nancy	McAdam	18	\$11,701,000	6	\$2,769,250	24	\$14,470,250
163	Kathleen	Malone	11.5	\$8,078,700	7.5	\$6,336,500	19	\$14,415,200
164	Brian	Loomis	7	\$4,935,000	5	\$9,385,000	12	\$14,320,000
165	Steven	Powers	9	\$5,908,020	9	\$8,344,500	18	\$14,252,520
166	Patricia	Young	11	\$7,688,000	7	\$6,548,000	18	\$14,236,000
167	Danny	Lewis	6	\$2,374,000	24	\$11,806,000	30	\$14,180,000
168	Elizabeth	Caya	8	\$3,343,000	20	\$10,789,500	28	\$14,132,500
169	Pamela	Rueve	11.5	\$8,588,000	7	\$5,437,000	18.5	\$14,025,000
170	Mark	Zipperer	19	\$7,242,500	17.5	\$6,769,500	36.5	\$14,012,000
171	Liz	Jones	8	\$4,377,500	15	\$9,575,500	23	\$13,953,000
172	Greg	Whelan	4	\$4,199,500	15	\$9,727,750	19	\$13,927,250
173	Christie	Ascione	5.5	\$5,030,500	5	\$8,892,500	10.5	\$13,923,000
174	Joel	Holland	11.5	\$6,485,500	13	\$7,420,750	24.5	\$13,906,250
175	Jeremiah	Fisher	13.5	\$7,132,500	15.5	\$6,770,500	29	\$13,903,000
176	Peter	Angelo	11.5	\$12,786,556	0.5	\$1,100,000	12	\$13,886,556
177	Armando	Chacon	14	\$9,873,900	6	\$3,908,000	20	\$13,781,900
178	Thomas	Moran	3.5	\$4,497,000	7	\$9,233,000	10.5	\$13,730,000
179	Michelle	Browne	15.5	\$7,714,050	8	\$5,935,600	23.5	\$13,649,650
180	Mariah	Dell	17	\$9,183,119	8	\$4,429,000	25	\$13,612,119
181	Lauren	Goldberg	8.5	\$10,907,750	2	\$2,677,500	10.5	\$13,585,250
182	Jacqueline	Alter	30.5	\$11,802,750	4	\$1,679,900	34.5	\$13,482,650
183	Jason	Stratton	15.5	\$11,861,750	1.5	\$1,500,000	17	\$13,361,750
184	Douglas	Smith	6	\$7,514,850	6	\$5,835,000	12	\$13,349,850

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Rizwan	Gilani	8.5	\$3,179,000	17.5	\$10,163,500	26	\$13,342,500
186	Ashley	Cox	15	\$8,362,623	10	\$4,978,050	25	\$13,340,673
187	Jason	Davis	6.5	\$4,291,050	6	\$9,043,900	12.5	\$13,334,950
188	Susan	O'Connor	6.5	\$7,253,000	7	\$6,052,300	13.5	\$13,305,300
189	Prashanth	Mahakali	9	\$11,987,300	2	\$1,282,000	11	\$13,269,300
190	Lawrence	Dunning	18.5	\$7,497,450	10	\$5,736,350	28.5	\$13,233,800
191	Diana	Radosta	3	\$2,353,000	8.5	\$10,871,500	11.5	\$13,224,500
192	Steven	Kehoe	7.5	\$4,475,000	10	\$8,696,300	17.5	\$13,171,300
193	Joelle	Cachey Hayes	12	\$11,998,500	3	\$1,170,000	15	\$13,168,500
194	Mark	Keppy	17	\$7,101,825	10	\$6,048,395	27	\$13,150,220
195	Carol	Collins	11	\$7,272,500	8	\$5,865,000	19	\$13,137,500
196	Diana	Grinnell	10	\$5,334,900	9	\$7,727,000	19	\$13,061,900
197	Ali	Bakir	4	\$1,455,000	22	\$11,543,000	26	\$12,998,000
198	Deborah	Hess	7.5	\$5,315,450	15.5	\$7,657,800	23	\$12,973,250
199	Naja	Morris	22.5	\$8,818,400	11	\$4,083,986	33.5	\$12,902,386
200	Roman	Patzner	5	\$1,650,000	19	\$11,220,079	24	\$12,870,079

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to November 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Elizabeth	Amidon	14	\$5,737,000	18	\$7,074,500	32	\$12,811,500
202	Marlene	Rubenstein	10	\$6,361,000	8	\$6,394,730	18	\$12,755,730
203	Steven	Jurgens	6	\$7,267,600	7	\$5,481,375	13	\$12,748,975
204	Mario	Barrios	5.5	\$3,465,000	13	\$9,282,500	18.5	\$12,747,500
205	Anne	Rossley	9	\$5,034,000	9.5	\$7,707,500	18.5	\$12,741,500
206	Julie	Latsko	4	\$5,065,000	7	\$7,582,000	11	\$12,647,000
207	Chris	Gomes	2	\$990,000	20	\$11,648,100	22	\$12,638,100
208	Christopher	Mundy	13	\$7,606,100	8	\$5,028,500	21	\$12,634,600
209	Craig	Fallico	20	\$6,678,500	18	\$5,945,300	38	\$12,623,800
210	Kai	Schirmacher	4	\$3,866,650	6	\$8,740,000	10	\$12,606,650
211	Bruce	Glazer	11	\$6,152,500	10	\$6,405,000	21	\$12,557,500
212	Karen	Ranquist	13.5	\$8,962,194	5	\$3,572,000	18.5	\$12,534,194
213	Elena	Theodoros	18.5	\$12,305,294	1	\$215,000	19.5	\$12,520,294
214	Janelle	Dennis	13.5	\$8,730,500	5	\$3,746,511	18.5	\$12,477,011
215	Randy	Nasatir	7	\$2,996,750	15	\$9,472,500	22	\$12,469,250
216	Samantha	Porter	8.5	\$10,907,750	2	\$1,550,000	10.5	\$12,457,750
217	Nicole	Flores	18	\$9,068,250	9	\$3,380,500	27	\$12,448,750
218	Michael	Yeagle	5	\$7,835,000	3	\$4,600,000	8	\$12,435,000
219	James	Kinney	8.5	\$4,585,000	7	\$7,750,000	15.5	\$12,335,000
220	Reve'	Kendall	23	\$11,124,750	4	\$1,210,000	27	\$12,334,750
221	Stefanie	D'Agostino	31	\$10,254,400	5	\$2,057,500	36	\$12,311,900
222	Ryan	Hardy	5.5	\$4,573,500	8	\$7,720,000	13.5	\$12,293,500
223	Frank	Montro	38	\$8,652,374	19	\$3,564,200	57	\$12,216,574
224	Lauren	Shimmon	10.5	\$3,961,500	14	\$8,241,000	24.5	\$12,202,500
225	Nick	Kluding	5	\$3,554,000	7	\$8,647,000	12	\$12,201,000
226	Ryan	Smith	72.5	\$11,835,174	2	\$357,000	74.5	\$12,192,174
227	Steve	Otwell	18	\$6,198,100	9	\$5,908,500	27	\$12,106,600
228	Whitney	Wang	7.5	\$3,285,000	18	\$8,748,500	25.5	\$12,033,500
229	Tim	Mullet	8	\$3,677,000	14	\$8,352,900	22	\$12,029,900
230	Jacob	Tasharski	7.5	\$4,151,000	9	\$7,861,000	16.5	\$12,012,000
231	Thomas	Campone	16	\$4,789,000	13	\$7,199,000	29	\$11,988,000
232	Peter	Green	5.5	\$2,845,099	14	\$9,135,500	19.5	\$11,980,599
233	Misael	Chacon	31	\$11,318,299	2	\$662,000	33	\$11,980,299
234	Brooke	Daitchman	7.5	\$4,557,450	8	\$7,390,000	15.5	\$11,947,450

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Tiffeny	Meyers	5	\$2,077,500	22	\$9,844,400	27	\$11,921,900
236	Elizabeth	Lassner	11	\$5,023,775	8	\$6,789,900	19	\$11,813,675
237	Kellye	Jackson	26	\$9,728,100	7	\$2,079,500	33	\$11,807,600
238	Sheila	Dantzler	12.5	\$5,784,050	6	\$6,020,500	18.5	\$11,804,550
239	Bogdan	Popovych	17	\$11,793,300	0	\$0	17	\$11,793,300
240	Daniel	Csuk	8	\$4,249,000	16	\$7,519,496	24	\$11,768,496
241	Kevin	Snow	6	\$6,423,750	7	\$5,337,500	13	\$11,761,250
242	Edward	Jelinek	13	\$6,080,477	10	\$5,642,800	23	\$11,723,277
243	Mark	Buckner	12.5	\$5,181,500	9	\$6,523,500	21.5	\$11,705,000
244	Michael	Saladino	14.5	\$4,245,500	21	\$7,421,325	35.5	\$11,666,825
245	Robert	Yoshimura	13	\$5,244,668	13	\$6,386,500	26	\$11,631,168
246	Christopher	Pertile	5.5	\$3,940,000	12.5	\$7,654,935	18	\$11,594,935
247	Dan	Nelson	3	\$2,409,750	20	\$9,166,400	23	\$11,576,150
248	Helaine	Cohen	6	\$3,836,000	6.5	\$7,653,500	12.5	\$11,489,500
249	Jennifer	Romolo	4.5	\$1,603,150	19	\$9,873,998	23.5	\$11,477,148
250	Guido	Piunti	7.5	\$2,344,200	24	\$9,084,031	31.5	\$11,428,231

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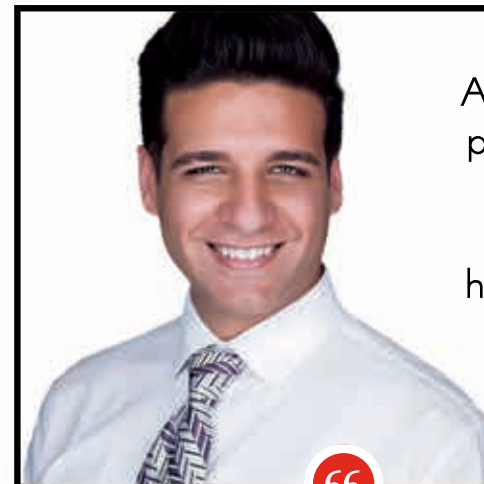
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