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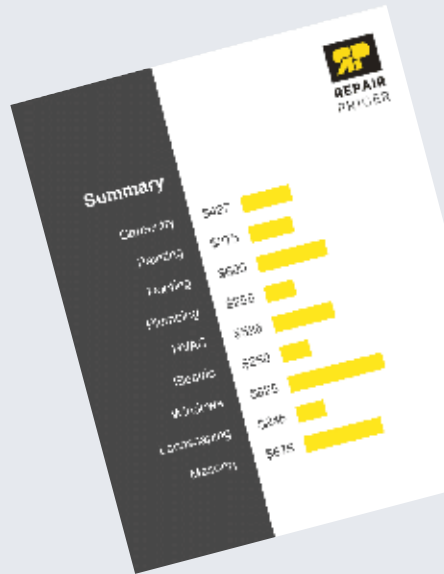
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@realproducersmag.com

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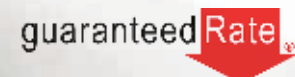
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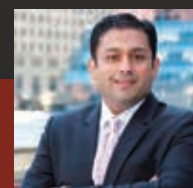


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I think the phrase “emotional roller coaster” sums up the 2023 Chicagoland real estate market. The year started as expected coming off 2022 as the pandemic seemed like ancient history. As the middle of the year progressed, we saw inventory decline 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.

As we navigate the ups and downs of the real estate market, I am thrilled to share that *DuPage Real Producers* is celebrating four years in print! This journey has mirrored the dynamic shifts of the market, and it wouldn't have been possible without your continued support as REALTORS® and Preferred Partners. Together, we've faced challenges, celebrated successes, and shaped a collective story that highlights the resilience of our real estate community.

We are looking forward to seeing everyone again at our winter event next month which will take place at Santo Cielo on Tuesday, February 6th at 10am (see details on page 36).



Andy Burton
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4 YEAR ANNIVERSARY

publisher's note

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» agent feature

By Lauren Young
Photos by Cris Cunningham Photography

“There are always new chapters in our lives that might lead to unknown opportunities,” says Sergiusz (Sergio) Zgrzebski of Keller Williams Premiere Properties in Glen Ellyn. “In my case, after a successful career in broadcast media, I became a top-performing agent in my office and then a leader in helping other agents build their careers.”

Originally from the bustling Polish city of Gdynia, Sergio immigrated to the US in 2002 after earning his degree in journalism in Warsaw to pursue a degree in TV production from Chicago’s Columbia College. Once here, Sergio began his media career as a general assignment reporter and anchor for WPVN Polvision TV, where he would serve for nearly twenty years.

“As a general assignment reporter I developed an extensive knowledge about our city, county, and state,” says Sergio. “This comes in handy in my role as a REALTOR® and allows my clients to be well-informed.”

After purchasing his first condo in Chicago directly from the bank and without a REALTOR®, Sergio thought the process was straightforward and easy to grasp. Three years later, his step-cousin, having kept this fact in

SERGIO ZGRZEBSKI

CHANGING CHANNELS

mind, was the first to suggest Sergio try real estate and leverage his ability to instantly connect with people. Sergio earned his license in 2012, but quickly found the job to be less straightforward than it had appeared.

“Due to a lack of support and training, I retreated to my media career,” he explains. “But I jumped in again in 2015 and haven’t looked back.”

Today, nearly a decade since he began, Sergio dedicates much of his time to providing other agents the training and support he wished he had when he was just starting. He frequently shares top systems, tools, models, and industry best practices to launch junior associates into production. He also consults associate agents on economical, organizational, budget, and lead-generation techniques, including the models found in the book *The Millionaire Real Estate Agent* by Gary Keller, Dave Jenks, and Jay Papasan.

“In my dual role as leader and broker, I have to show courage, best practices, and work diligently to build agents’ careers,” Sergio says. “At the same time, it requires me to score wins to motivate my fellow agents.”



What his colleagues may not know is that Sergio is a talented and experienced bass guitarist, having played since the age of twelve. One of the reasons he pursued and excelled in his first career in broadcast journalism was his performance skillset. He plays frequently with his Reggae band, The Conscious Rockers; and cover trio, Hashtag Dad Band—playing anything from Pink Floyd to Henry Mancini to Talking Heads to Daft Punk. He has even also covered, as a journalist, some musical festivals where they were playing. “I am a huge fan of NPR’s *Tiny Desk* concert series,” shares Sergio. “After thirty years of music performance, playing everyone from Jimmy Hendrix to King Crimson, Red Hot Chili Peppers, Sting, and Bob Marley, I am immersing myself in the true roots of western

music: Africa. I’m listening to such musicians as Seckou Keita (Senegal), Mulatu Astatke (Ethiopia), and my latest favorite, Burna Boy (Nigeria).”

And he is sure to spend quality time with his family. His wife, Agata, also grew up in Gdynia, Poland, and attended the same high school as Sergio. However, as luck would have it, the two only met each other after moving to Chicago.

The couple has two sons, Ksawery (14) and Feliks (6), and they all regularly connect with Sergio's extended family who now also live in the Chicagoland area.

"My father, Peter, and my paternal grandmother, Barbara, came to this county in the 1980s. What we didn't know is that both my and Agata's great-grandparents were once living in the US and decided to go back to Poland at the turn of 19th and 20th centuries," shares Sergio. "Our family's migration and the struggle my generation faced is one of the great stories of the American dream come true."

His family's story and his own personal journey has given Sergio an attitude of gratitude. By giving back to his community, and remaining an active participant in his local neighborhoods as an elected official and supporter of important causes both here and in Poland, he hopes to "pay it forward."

"Success is liking what you do and making a positive impact while doing it," says Sergio.

Looking forward, Sergio hopes to focus his energy more on investments and major real estate projects while continuing to mentor new generations of

REALTORS®. He currently owns several investment properties but hopes to add more to his portfolio over the next several years as he scales back on actively selling.



Sergio with his family.

“”

SUCCESS IS LIKING WHAT YOU DO AND MAKING A POSITIVE IMPACT WHILE DOING IT.



Sergio playing with his band.



Sergio with his two sons.

In addition to this lesson of focus and mastery, he emphasizes the importance of perseverance to the agents he mentors. He also regularly shares this and other advice on his real estate-focused, Polish-language podcast, *Domator*, which he started at the beginning of the pandemic with other real estate professionals.

"Don't you ever quit," Sergio constantly repeats, on *Domator* and to his agents, mentees, and students at Polish Saturday School where he teaches on the weekends. "Success sometimes happens in the final minutes of the hour, but you have to make it there."

"It takes time, determination, and strategy to shift people's minds about you and earn their trust," he adds. "It took me five years to convince my network that I was not only 'the man on TV,' but I could also help them buy and sell real estate. What if I'd quit in year four?"

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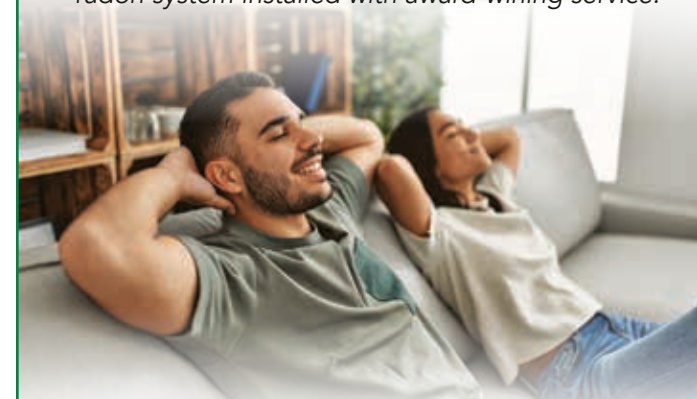
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RENATO OTTEN WITH SELECT SURFACES

A Legacy Built in Stone

The art of working with stone dates back more than 2.6 million years ago, and of course, its artisans and stonemasons have carried on and developed the craft over the centuries. Renato Otten, the visionary founder of Select Surfaces, not only has deep knowledge of the history and evolution of stone working but also firsthand experience with the craft; his family has deep roots in the industry. Renato has always held a very specific vision for Select Surfaces: a commitment to quality and to raising up the next generation of craftspeople, and to always move toward new programs that will positively impact their clients.

“We’re a stone fabrication and installation company. So, anything that you want clad in stone, we can do it,” states Renato. Select Surfaces’s primary focus is kitchen countertops, but they also do fireplaces, tub decks, vanities, custom furniture, and much more.

“We are a comprehensive solution provider with the ability to offer turnkey kitchen updates at a fraction of the cost and time compared to our competitors,” shares Renato. “We offer what most kitchen companies cannot in-house.”

Select Surfaces’s innovative, full-kitchen refresh package is a game-changer, encompassing countertops, tile backsplashes, sinks, faucets, drywall touch-ups, electrical services including new outlets, small carpentry services, and more. Renato asserts that having all these services under one roof allows them to deliver unmatched quality and efficiency, both in terms of cost and lead time.

Of interest to REALTORS®, Select Surfaces recently launched its Community Matters program for their REALTORS® partners.

“Our priority is always making sure that the client has a wonderful experience. We know remodeling can be a headache, not to mention expensive and time-consuming,” notes Renato. “We strive to take the headache out of the process, as well as offer discounts for clients and commission for REALTORS®.”

Renato created the program to be not just a win-win scenario, but a win-win-win scenario: For buyers, it

offers the opportunity to move into a newly updated kitchen within a couple weeks of closing. Sellers have the opportunity to increase their home’s value and sell faster—at a fraction of the cost of a typical full-kitchen remodel. REALTORS® benefit from quicker sales and higher closing prices along with discounts for clients and referral commissions. Everyone involved wins.

“Think of us as your partners when you need anything updated in a kitchen,” says Renato. “We called this program Community Matters because for us, community does matter. This has always been about connecting with our communities, offering new home buyers a fresh start, and offering sellers a way to maximize the value of what is, for most people, their biggest investment: their home.”

Renato grew up in a family deeply connected in the kitchen industry: his father and grandfather ran a kitchen remodeling company. Although he completed degrees in accounting and finance, Renato soon realized that his true passion lay in building things he could be proud of and helping others; it felt only natural for him to follow in his family’s footsteps. In fact, Renato’s twelve siblings have also all gravitated to the industry in one way or another.

Just as his family put their name on every product and stood firmly behind their work, Select Surfaces does the same. “We truly stand behind our work,” states Renato. That promise and their commitment to quality and customer satisfaction is evident for all to see: Select Surfaces places a lifetime guarantee on everything they install. “In remodeling, there are always unforeseen challenges and things we just couldn’t foresee. But we believe that our clients are like extended family, so we treat their homes like they [our clients] are family. If there’s an issue or question, we’ll be there for you.”

Family is at the heart of Renato’s life. He recently married the love of his life, Kamila. Together, they love to travel, explore new restaurants, indulge in good food and wine, and spend time with their beloved two-year-old goldendoodle, Ollie. Family dinners and gatherings, filled with wine and card games, are cherished moments. Renato’s siblings are his best friends, and two of them are his business partners at Select Surfaces.

“Ben runs the manufacturing side of the business and Tim runs all the field teams. I couldn’t do any of this without them. Ben is the kind of guy who can fix anything. He’s relentless about precision and makes sure our shop operates at a high level and is always improving. Tim’s commitment to doing the right thing for our clients bleeds through to everyone on our field teams and really has shaped us into who we are today,” says Renato.

There are two things Renato finds most fulfilling about his work: The first is witnessing the joy on clients’ faces when they see their completed projects, particularly their transformed kitchens. The second is working with the fabulous team at Select Surfaces. “We have an amazing team of incredibly talented people. I feel very lucky that I get to play some small part in their success,” Renato says.

Noting the shortage of skilled workers in the trades today, Renato states, “Unfortunately, we’re seeing

that as companies get stretched thin, they are willing to put less-trained people in the field. As a consumer, I wouldn’t want someone practicing on my house. So we made a commitment to double down on training and offer advancement programs in each department for our team members. We have skilled craftsmen with years of experience leading each crew.”

Renato defines success as his continuous growth and improvement in his various roles in life, especially that of husband and leader. For Select Surfaces as a company, success is measured by the achievement of their mission: to create opportunities for their team to grow and thrive while providing clients with an unmatched experience.

“We know it’s a tough market for REALTORS® these days,” says Renato. “We’re excited that our Community Matters program not only aligns with our commitment to the community but that it also offers new revenue streams for our like-minded REALTOR® partners.”

To learn more about Select Surfaces and their Community Matters program, products and services, visit their website www.selectsurfaces.net, or call 847 -260 -5940, or email Renato at renato@selectsurfaces.net or support@selectsurfaces.net.

Renato with his brothers.



“Think of us as your partners when you need anything updated in a kitchen...”



Renato with his wife, Kamila.



TEAM BAKER.....PAVING THE WAY

▶▶ cover story
Photos by KDE Photography





Team Baker, anchored in Downers Grove and Lombard, stands as a testament to how successful collaboration can be in the realm of real estate. Inspired by their admiration for the TV show *The Apprentice*, Paul and Jodee Baker opted for the moniker "Team Baker" vs. "the Baker Team" to symbolize that a joint effort is greater than any individual pursuit.

"We want other agents to know that they shouldn't be afraid to put themselves out there," Jodee emphasizes, in-kind with their collaborative and mentoring mindset. "You can successfully balance your business, family, and volunteering, and it's rewarding."

Paul's journey into real estate started in 2007 following the closure of his family's business, Herbert's Mens Shop. Less than a year later, Jodee joined the industry part-time; she transitioned to full-time in 2013. Their individual paths, rooted in lessons from their own hometowns and diverse work experiences, met through a shared pursuit of excellence.

The decision to work together was a natural convergence of their shared aspirations and aligned work ethics. Paul's professionalism and deep focus complemented Jodee's adept listening skills and infectious positivity, forming the bedrock of their formidable team dynamic.

"What we bring to the table has always been different yet complementary," notes Jodee. "Paul's professionalism sets the tone, while my focus on positivity enhances our approach."

And the duo have long understood the essence of compassion and patience in their business. When they started, their initial focus on closing sales quickly evolved and their success grew as they prioritized clients' emotions and the significance of these transactions in people's lives. "It's not about us," Paul says. "It's about our clients' memories, the emotions, and [our] ensuring that our clients' best interests are met."

They say that the most cherished aspect of their collaboration lies in their mutual support during challenging times. "Encouragement during tough days is our strength," Paul remarks with a smile. "Sometimes, a glass of wine shared amidst our challenges provides the perfect remedy."

Reflecting on the essence of effective partnerships, Paul and Jodee emphasize the importance of swift conflict resolution. "Making up after disagreements quickly is



Jodee Baker

essential," asserts Jodee. "It keeps the synergy intact and propels us forward."

When asked about Team Baker's forte, Paul says, "We excel at the ability to service the entire Chicagoland area—from Chicago to Sterling, to Antioch, and Wilmington, our adaptation to each region amplifies our brand presence."

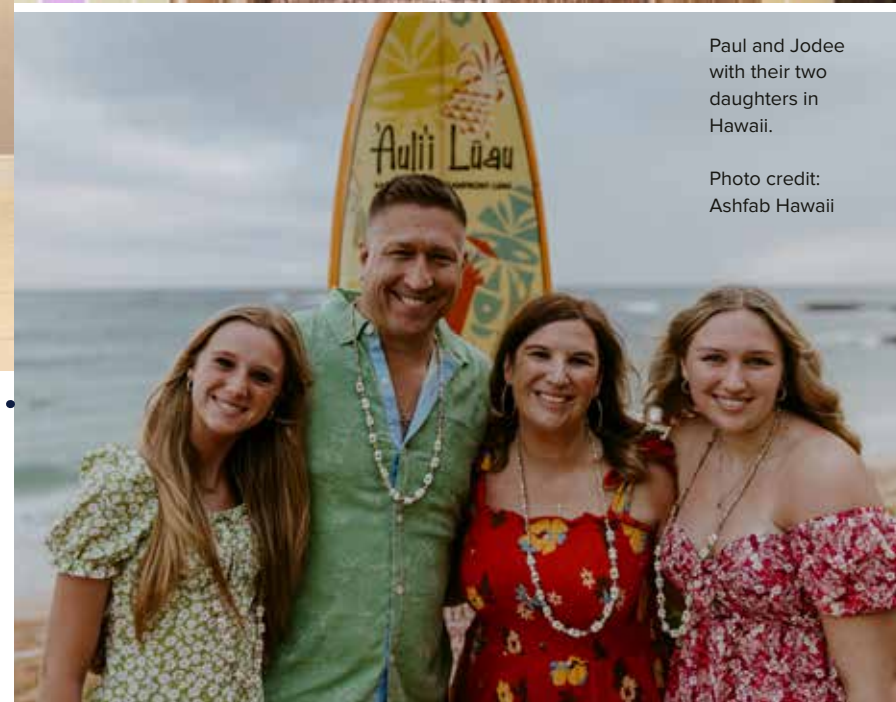
Their team comprises multi-talented individuals, each contributing uniquely to Team Baker's collective success. Audrey Albright, revered as the nurturing big sister and mentor, extends her caring nature to team members and clients alike. Stephen Kolozsi and Kayla Iannelli, the youth energy of the group, hustle tirelessly and explore innovative business approaches. Amy Hausman, affectionately known as the team's "badass," exhibits notable versatility—from assisting clients while riding her Harley to excelling at marketing strategies. Tracy Clifford, the team's organizational backbone, ensures seamless operations and maintains an impeccable professional image.

Team Baker holds a visionary outlook and embodies unity, adaptability, and an unwavering commitment to client satisfaction. As a team, they cherish the friendships they've formed and the joy of helping individuals transition into their new chapters. "It's not just about selling houses; it's about building relationships and creating homes," they say.

Paul notes, "We want other agents to know that through hard work and perseverance, you can make it through any market." He continues, "Client/REALTOR® relationships don't end at the closing table. Build and nourish relationships by connecting clients from different circles. Pro tip: once you get a lead, start a file instantly, own it, and assume there is no other REALTOR®—assume you are the best person for the job." Jodee adds, "Be patient. Not everything will go your way. Everyone buys differently. Adapt and be flexible: you need to be available for your clients. Stay hungry. Put others' needs before your own."

Paul and Jodee's success speaks for itself. In fact, looking ahead, Team Baker envisions an expanded leadership structure beyond Illinois, aiming for a new team venture in Wisconsin, thereby broadening their geographical footprint.

Outside of Team Baker, Paul and Jodee's immediate family is comprised of their beloved two daughters and two dogs. They find solace in shared experiences,



Paul and Jodee with their two daughters in Hawaii.

Photo credit: Ashfab Hawaii



Paul Baker

church engagements, sporting events, and their annual retreat to Wisconsin. Both love family and movie nights, and spending quiet time as a couple and quality time with friends.

Paul's involvement as the vice president on the Community Adult Day Center Board in Downers Grove stems from personal family experiences, while Jodee actively serves as the president of the PTO at St. John's Lutheran School and is also the assistant coach for their girls' varsity basketball team.

Reflecting on their journey over the past several decades, Paul and Jodee appreciate the significance of

relationships. As they steer Team Baker into the future they will continue to value diversity and the complementary strengths each member brings, even acknowledging team members' influences beyond the team itself. Notes Jodee, "Real Producer Stephanie Pellegrino is a former member of Team Baker who branched off to form her own team. You can still see Team Baker's fingerprint on how she conducts her business. That is something we are very proud of."

Paul and Jodee's advice for other leaders reflects their journey and experience: "Surround yourself with individuals who excel where you may falter. Success lies in embracing the strengths of each team member to elevate collective performance."



"Encouragement during tough days is our strength." - Paul

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DEEPAK MEHTA

▶ agent feature

By Lauren Young
Photos by KDE Photography

REALTOR®
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“When I joined this business, I didn’t know that I would survive,” says Deepak Mehta, REALTOR® at RE/MAX Professionals Select in Naperville. “I didn’t have much knowledge of real estate in a country that I had moved to just a couple of years prior.”

Deepak, who grew up in India, was naturally drawn to entrepreneurial ventures. From a young age, he took on side jobs to have his own spending money and establish his independence. After earning an associate’s degree in civil engineering, he worked as a site engineer for about five years until joining his family’s business.

“My family had a home remodeling business and they trained me to be a good negotiator and a kind yet savvy businessman,” says Deepak. “I look up to my parents for believing in me when I was only in my 20s. They helped me take steps to start my own business, too.”

With such stellar on-the-job training and a two-year course in interior design behind him, Deepak ventured out on his own and for four years, operated his own home remodeling business in Bombay before moving to the United States, in 1998, for a new challenge. Initially, he got a job in retail while he considered his future career options.

“Encouraged by a friend, I ended up taking a course in real estate,” says Deepak. “At this course, I made some new connections who motivated me to become a REALTOR®. Here I am, twenty years later.”

While Deepak had so much experience in business and real estate under his belt, he found the industry, and how real estate is



sold, in the US to be much different than it is in India. However, he saw that only real estate could fulfill his desire for independence and match his passion for homes and entrepreneurship. In his early years, he leaned on the advice and expertise of more experienced brokers as he navigated the early lessons, and he credits his success to his first brokerage, John Greene REALTOR®. “They believed in me and trained me and helped me be who I’m today,” he says.

“I always feel there’s always something to learn from the people around you, as long as you’re open to learning new things,” he continues. “There’s always someone who knows more than you do.”



From the beginning, Deepak has been intrigued by what it takes to be successful as a REALTOR®. He’s found that the key is to focus on his clients’ needs above all else.

“Success is not how many homes I’ve sold, but how many clients I’ve made happy,” he says. “I believe that the real estate industry should be more client-centric rather than broker-centric. Big real estate companies always like to brag about how big they are in the market or how well-known they are nationwide. That is one thing I’ve never liked much.”

Deepak enjoys leveraging his past training in interior design to add value to his client relationships. Because of his expertise, he can make practical suggestions to prepare his clients’ homes for sale.

“It’s important to go the extra mile, and to be bold and give suggestions that are in their best interests,” he says. “Clients can tell when you’re looking out for them and not just there to make a quick buck.”

Outside of his business, Deepak spends much of his downtime with his family—his wife, Tina, and their daughters Rhea (19) and Trisha (17). Together, they love to travel, cook meals, and explore new restaurants. Giving back is also important to the family. They have long been active supporters of World Vision and Akshaya Patra, two organizations that provide resources to underprivileged people around the globe.



Deepak with his family.
Submitted photo.

“It’s important to learn from your mistakes...Those mistakes will often make you a better person.”

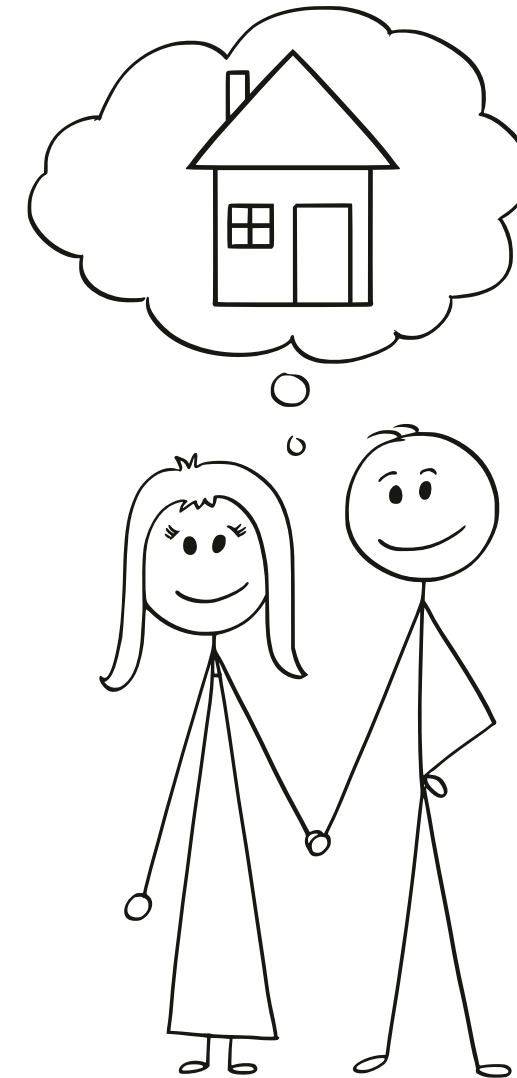
Looking forward, Deepak plans to focus on increasing his skills and knowledge of remodeling by doing more with his own investment properties and lending his help to clients. His ultimate goal is to build a home from the ground up—a practice he hopes will give him the experience needed to become a builder and developer. Based on his own journey, he knows that the best way to learn is to try something new and make the mistakes that inevitably come with stretching into new territory.

“It’s important to learn from your mistakes,” says Deepak. “Those mistakes will often make you a better person. I don’t count them as failures. They are part of the learning process—a step closer to doing things successfully and getting to where you want to be.”



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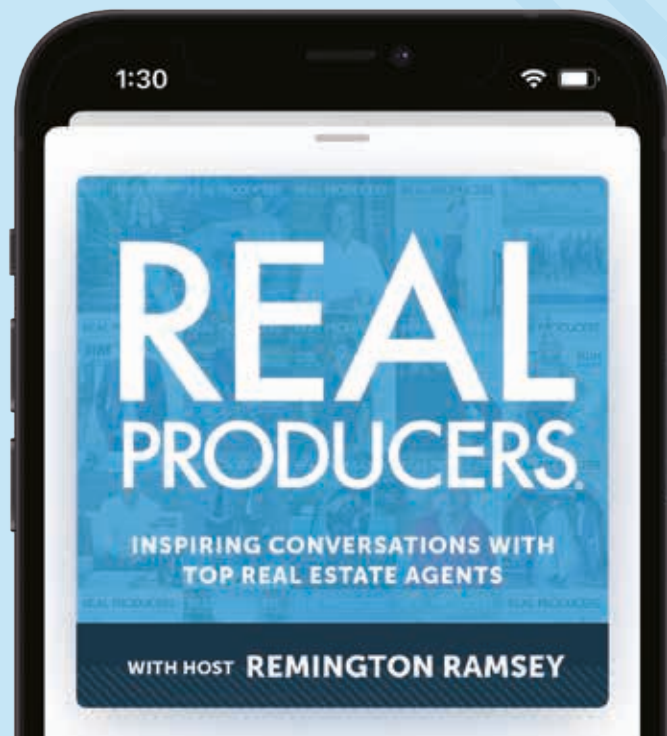
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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	90	\$69,481,525	74	\$52,911,900	164	\$122,393,425
2	Dawn	McKenna	28	\$57,420,500	30	\$45,648,170	58	\$103,068,670
3	Larysa	Domino	24	\$24,781,736	35	\$35,708,500	59	\$60,490,236
4	Kris	Berger	22	\$32,450,500	15	\$21,652,300	37	\$54,102,800
5	Kelly	Stetler	34	\$32,895,666	25	\$20,413,987	59	\$53,309,653
6	Kim	Dalasky	33	\$24,565,900	39	\$27,171,900	72	\$51,737,800
7	Patricia	Wardlow	46	\$24,885,667	39	\$20,181,000	85	\$45,066,667
8	Lance	Kammes	57	\$25,201,541	52	\$19,820,951	109	\$45,022,492
9	Lina	Shah	24	\$30,489,500	16	\$14,426,500	40	\$44,916,000
10	Pat	Murray	54	\$29,759,250	29	\$14,537,750	83	\$44,297,000
11	Bryan	Bomba	27	\$26,781,025	23	\$16,647,100	50	\$43,428,125
12	Nicholas	Solano	64	\$40,615,378	1	\$746,000	65	\$41,361,378
13	Linda	Feinstein	28	\$27,514,500	18	\$12,241,000	46	\$39,755,500
14	Maureen	Rooney	38	\$23,291,350	24	\$15,764,000	62	\$39,055,350
15	Tracy	Anderson	16	\$17,898,957	17	\$19,527,350	33	\$37,426,307
16	Julie	Sutton	17	\$22,582,045	13	\$13,913,500	30	\$36,495,545
17	Nathan	Stillwell	36	\$20,415,967	24	\$15,999,500	60	\$36,415,467
18	Katie	Minott	11	\$20,038,389	9	\$15,438,379	20	\$35,476,768
19	Christine	Wilczek	43	\$29,063,468	14	\$6,176,814	57	\$35,240,282
20	William	White	28	\$19,941,288	20	\$14,928,100	48	\$34,869,388
21	Ginny	Stewart	10	\$18,752,000	9	\$13,456,900	19	\$32,208,900
22	Julie	Schwager	35	\$21,572,500	18	\$9,777,000	53	\$31,349,500
23	Linda	Little	65	\$30,663,110	1	\$515,000	66	\$31,178,110
24	Sarah	Leonard	28	\$12,160,300	42	\$18,804,400	70	\$30,964,700
25	Megan	McCleary	12	\$21,352,400	7	\$8,395,000	19	\$29,747,400
26	Lori	Johannesson	25	\$18,873,302	14	\$9,715,601	39	\$28,588,903
27	Michael	Berg	38	\$16,240,934	16	\$9,850,130	54	\$26,091,064
28	Beth	Burt	15	\$15,745,000	10	\$9,975,000	25	\$25,720,000
29	Alice	Chin	20	\$13,751,900	17	\$11,098,025	37	\$24,849,925
30	Paul	Mancini	7	\$5,179,500	14	\$19,323,500	21	\$24,503,000
31	Trevor	Pauling	13	\$16,125,635	9	\$8,080,000	22	\$24,205,635
32	Tom	Fosnot	46	\$16,768,986	23	\$7,301,200	69	\$24,070,186
33	Elaine	Pagels	25	\$16,009,500	10	\$7,287,000	35	\$23,296,500
34	Michael	LaFido	12	\$14,392,400	4	\$7,040,000	16	\$21,432,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Justin	Greenberg	13	\$6,573,500	37	\$14,277,395	50	\$20,850,895
36	Margaret	Smego	9	\$9,761,000	9	\$10,402,900	18	\$20,163,900
37	Paul	Baker	43	\$12,834,700	16	\$6,020,600	59	\$18,855,300
38	Michael	Thornton	17	\$8,259,067	23	\$10,426,290	40	\$18,685,357
39	Penny	O'Brien	18	\$13,209,100	9	\$5,421,000	27	\$18,630,100
40	Alexandra	Shaban	4	\$8,620,000	7	\$10,003,000	11	\$18,623,000
41	Patti	Michels	20	\$15,352,900	6	\$3,235,300	26	\$18,588,200
42	Vipin	Gulati	9	\$3,288,500	32	\$14,981,190	41	\$18,269,690
43	Jan	Morel	8	\$5,974,249	11	\$12,131,249	19	\$18,105,498
44	Moin	Haque	5	\$2,700,995	14	\$15,295,501	19	\$17,996,496
45	Lisa	Byrne	22	\$13,649,500	8	\$4,044,900	30	\$17,694,400
46	Lisa	Zeller-O'Malley	11	\$10,790,000	9	\$6,865,500	20	\$17,655,500
47	Natasha	Miller	18	\$12,972,000	6	\$4,503,000	24	\$17,475,000
48	Diane	Coyle	21	\$9,671,500	16	\$7,496,700	37	\$17,168,200
49	Kevin	Layton	8	\$6,259,900	15	\$10,902,309	23	\$17,162,209
50	Jeff	Stainer	12	\$8,468,316	15	\$8,259,900	27	\$16,728,216

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51	Eric	Logan	19	\$8,860,400	15	\$7,614,500	34	\$16,474,900
52	Stacey	Harvey	8	\$6,672,100	11	\$9,719,000	19	\$16,391,100
53	Cindy	Purdum	10	\$6,531,525	15	\$9,570,025	25	\$16,101,550
54	Natalie	Weber	13	\$10,564,850	7	\$5,287,950	20	\$15,852,800
55	Jennifer	Iaccino	11	\$8,225,000	11	\$7,580,900	22	\$15,805,900
56	Julie	Kaczor	18	\$11,264,800	7	\$4,433,870	25	\$15,698,670
57	Cathy	Balice	6	\$7,648,900	6	\$7,879,900	12	\$15,528,800
58	Ginny	Leamy	20	\$7,665,050	18	\$7,770,900	38	\$15,435,950
59	Bridget	Salela	8	\$9,434,839	9	\$5,905,339	17	\$15,340,178
60	Ann	deVane	6	\$5,720,000	9	\$9,496,900	15	\$15,216,900
61	Michael	Muisenga	11	\$8,301,853	8	\$6,735,900	19	\$15,037,753
62	Beth	Gorz	13	\$7,381,600	10	\$7,602,000	23	\$14,983,600
63	Renee	Hughes	16	\$10,603,600	11	\$4,379,400	27	\$14,983,000
64	Cindy	Banks	31	\$11,791,200	10	\$3,013,617	41	\$14,804,817
65	Chris	Lukins	12	\$7,512,500	11	\$6,990,210	23	\$14,502,710
66	Caroline	Senetar	16	\$8,850,666	9	\$5,542,900	25	\$14,393,566
67	Mary Beth	Ryan	8	\$4,758,101	11	\$9,452,000	19	\$14,210,101
68	Diana	Ivas	10	\$8,125,500	4	\$6,015,000	14	\$14,140,500
69	Sophia	Su	15	\$7,474,200	14	\$6,619,230	29	\$14,093,430
70	Carrie	Foley	13	\$8,880,186	7	\$4,826,500	20	\$13,706,686
71	Christopher	Lobrillo	47	\$13,693,875	0	\$0	47	\$13,693,875
72	Courtney	Stach	12	\$11,061,500	3	\$2,469,000	15	\$13,530,500
73	Kelly	Kirchheimer	7	\$5,875,000	10	\$7,555,500	17	\$13,430,500
74	Virginia	Jackson	12	\$7,832,600	9	\$5,597,000	21	\$13,429,600
75	Walter	Burrell	10	\$8,265,200	4	\$5,130,000	14	\$13,395,200
76	Terri	Christian	17	\$13,315,165	0	\$0	17	\$13,315,165
77	Tracy	Driscoll	16	\$10,963,500	4	\$2,265,000	20	\$13,228,500
78	Shelly	Perkowski	4	\$6,195,500	4	\$6,966,045	8	\$13,161,545
79	John	Barry	10	\$10,684,210	4	\$2,310,900	14	\$12,995,110
80	Tim	Binning	30	\$12,962,315	0	\$0	30	\$12,962,315
81	Eric	Andersen	9	\$5,778,500	16	\$7,030,750	25	\$12,809,250
82	Thomas	Pilafas	20	\$12,014,000	1	\$640,000	21	\$12,654,000
83	Michael	Odeh	20	\$7,099,844	13	\$5,473,500	33	\$12,573,344
84	Laura	McGreal	9	\$4,766,500	13	\$7,685,000	22	\$12,451,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jennifer	Drohan	16	\$7,141,300	5	\$5,295,000	21	\$12,436,300
86	Margaret	Giffin	8	\$5,650,450	14	\$6,779,050	22	\$12,429,500
87	Diane	Salach	9	\$6,899,500	10	\$5,477,500	19	\$12,377,000
88	Jill	Clark	11	\$9,404,500	2	\$2,875,000	13	\$12,279,500
89	Julie	Roback	15	\$6,441,150	13	\$5,763,400	28	\$12,204,550
90	Natalie	Ryan	4	\$6,719,000	7	\$5,410,000	11	\$12,129,000
91	Tom	Makinney	12	\$5,842,401	10	\$6,253,400	22	\$12,095,801
92	Cynthia	Windeler	17	\$8,649,100	7	\$3,435,900	24	\$12,085,000
93	Kimberly	Heller	21	\$7,561,102	10	\$4,502,550	31	\$12,063,652
94	Simran	Dua	10	\$4,354,501	13	\$7,653,823	23	\$12,008,324
95	Bernard	Cobb	13	\$6,965,000	10	\$5,006,700	23	\$11,971,700
96	Robert	Picciariello	19	\$11,891,600	0	\$0	19	\$11,891,600
97	Jeffrey	Proctor	4	\$3,925,000	7	\$7,748,900	11	\$11,673,900
98	Sairavi	Suribhotla	4	\$1,903,000	17	\$9,762,276	21	\$11,665,276
99	Kathy	McKinney	6	\$3,927,000	10	\$7,658,235	16	\$11,585,235
100	William	Anderson	6	\$4,071,000	10	\$7,464,500	16	\$11,535,500

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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	David	Gust	12	\$6,614,250	6	\$4,802,500	18	\$11,416,750
102	Kelly	Bitto	10	\$6,773,000	5	\$4,385,135	15	\$11,158,135
103	Bridget	Carroll	10	\$4,758,950	11	\$6,385,000	21	\$11,143,950
104	Mike	Long	12	\$6,093,400	9	\$5,009,000	21	\$11,102,400
105	Gail	Niermeyer	6	\$4,442,000	7	\$6,648,000	13	\$11,090,000
106	Joseph	Champagne	10	\$4,734,400	10	\$6,327,500	20	\$11,061,900
107	Naveenasree	Ganesan	5	\$3,114,000	17	\$7,942,602	22	\$11,056,602
108	Sarah	Swanson	2	\$3,465,000	5	\$7,504,000	7	\$10,969,000
109	Yvonne	Despinich	12	\$7,545,000	6	\$3,369,000	18	\$10,914,000
110	Linda	Conforti	7	\$5,724,750	6	\$5,182,000	13	\$10,906,750
111	Richard	Babb	22	\$7,479,770	8	\$3,355,000	30	\$10,834,770
112	Catherine	Bier	6	\$4,098,316	14	\$6,717,571	20	\$10,815,887
113	Denis	Horgan	15	\$6,492,000	9	\$4,319,000	24	\$10,811,000
114	John	Wilt	14	\$7,204,906	7	\$3,481,000	21	\$10,685,906
115	Charles	McCann	17	\$6,561,000	10	\$4,077,500	27	\$10,638,500
116	Scott	Wiley	5	\$2,113,000	15	\$8,508,000	20	\$10,621,000
117	ElizaBeth	Schoonenberg	10	\$7,671,255	6	\$2,926,000	16	\$10,597,255
118	Edward	Hall	12	\$5,893,184	10	\$4,658,775	22	\$10,551,959
119	Christopher	Cobb	7	\$4,295,000	9	\$6,246,930	16	\$10,541,930
120	Kris	Maranda	11	\$5,239,699	11	\$5,145,199	22	\$10,384,898
121	Misael	Chacon	22	\$10,093,262	1	\$178,662	23	\$10,271,924
122	Kim	Moustis	14	\$6,106,000	10	\$4,145,000	24	\$10,251,000
123	Jennifer	Niederbrach-Soszko	19	\$7,911,527	9	\$2,295,950	28	\$10,207,477
124	Wendy	Pawlak	16	\$6,210,225	9	\$3,831,400	25	\$10,041,625
125	Keith	McMahon	13	\$6,816,000	5	\$3,100,000	18	\$9,916,000
126	Kimberly	Brown-Lewis	5	\$1,609,900	17	\$8,274,000	22	\$9,883,900
127	Carl	Cho	10	\$4,907,500	14	\$4,940,152	24	\$9,847,652
128	Debbie	Obradovich	5	\$5,370,000	8	\$4,427,500	13	\$9,797,500
129	Adam	Stary	15	\$6,550,938	7	\$3,241,000	22	\$9,791,938
130	Patrick	Roach	8	\$2,434,000	19	\$7,338,400	27	\$9,772,400
131	Dimpi	Mittal	8	\$4,463,000	11	\$5,250,320	19	\$9,713,320
132	Christy	Alwin	17	\$7,443,400	5	\$2,249,900	22	\$9,693,300
133	Josie	Morrison	18	\$6,378,630	8	\$3,312,000	26	\$9,690,630
134	Courtney	Monaco	9	\$4,448,500	14	\$5,169,600	23	\$9,618,100

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Matthew	Kombrink	22	\$8,215,400	4	\$1,357,240	26	\$9,572,640
136	Chris	Pequet	9	\$7,890,000	2	\$1,600,000	11	\$9,490,000
137	Shelley	Brzozowski	8	\$6,427,000	5	\$3,033,000	13	\$9,460,000
138	Sarah	Machmouchi	18	\$6,324,100	6	\$3,135,000	24	\$9,459,100
139	Puneet	Kapoor	7	\$2,577,500	12	\$6,870,999	19	\$9,448,499
140	Becky	Chase VanderVeen	15	\$7,292,634	6	\$2,155,500	21	\$9,448,134
141	Craig	Sebert	10	\$5,893,000	6	\$3,553,000	16	\$9,446,000
142	Nicole	Bokich	9	\$5,530,000	5	\$3,850,000	14	\$9,380,000
143	Donald	Romanelli	8	\$5,986,500	4	\$3,204,000	12	\$9,190,500
144	Melanie	Young	14	\$6,478,500	7	\$2,605,000	21	\$9,083,500
145	Holly	Pickens	9	\$5,705,000	7	\$3,375,500	16	\$9,080,500
146	Deb	Ritter	8	\$5,466,500	5	\$3,580,000	13	\$9,046,500
147	David	Aranki	5	\$6,216,209	5	\$2,800,000	10	\$9,016,209
148	Beverly	Lannon	15	\$7,285,067	3	\$1,681,888	18	\$8,966,955
149	Jeff	Salhani	7	\$3,812,900	8	\$5,145,000	15	\$8,957,900
150	Jennifer	Vande Lune	8	\$5,742,899	5	\$3,207,900	13	\$8,950,799

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