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AGENT FEATURE:
Matt Hernacki

ON THE RISE:
Jennifer Santi

PARTNER SPOTLIGHT:
Elliot Powell, Photographer

WINTER EVENT:
Agent Panel
Hosted by Saranello's
Wednesday, February 7th, 10AM
Details on page 36

**TOP 250
STANDINGS**

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Top 250 Standings

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Judy K. Maldonado
Attorney



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 *North Shore 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 Saranello's on Wednesday, February 7th, at 10 AM (details on page 36). Be sure to register if you plan on attending to reserve your spot.

Andy Burton
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Matt Hernacki

MisterHomes

In the northwest suburbs, few names are as synonymous with trust, longevity, and deep-rooted community ties as Matt Hernacki. Known affectionately as “MisterHomes,” Matt’s journey through the industry is not just a story of selling houses; it’s a tale of growing alongside a community he loves and becoming a local staple in the process.

Matt’s real estate career began with a unique, community-centered marketing approach: a turkey coloring contest in a local HOA’s newsletter. It was with that that he began to sow the seeds of trust and service that have allowed him to flourish over the last twenty-seven years. In fact, that specific seed bore fruit again just last year, when the six-year-old winner of that contest purchased a townhome with him. It’s moments like these that highlight Matt’s enduring presence in the northwest suburbs, where relationships built in the past continue to blossom today.

“It’s been amazing to work with families, extended families, and even the kids of clients who first trusted me twenty-seven years ago,” reflects Matt.

Matt’s community presence started long before his entrance into real estate, however. His first love was radio—a passion that saw him behind the mic as early as age fourteen, working internships at local radio stations. He even had his own radio talk show as a senior in high school.

“I enrolled in the work program so that I could go to school half-days in order to sell my show to sponsors,” Matt explains. “It aired once a week on an Elgin station. I suppose that gave me some of the entrepreneurial spirit that is needed to run a real estate business.”



This early start not only showcased Matt’s innate talent but also his tenacity, as he worked his way up by taking on shifts others avoided, such as the Christmas morning slot at the classic rock station where he was working at the time. Matt eventually worked his way up to producing a morning show at WLS-AM 890. However, he realized that if he was going to continue to pursue his radio dreams, he was going to have to always have a side job.

Despite his passion for radio, Matt also knew he needed something more stable if he was going to move out of his parents’ house and build the life he envisioned with his high school sweetheart, Andrea. Real estate offered the opportunity he was looking for. Although he was young and didn’t know much about the business, he was ready to dive into a career and make a life for himself.



When Matt moved to RE/MAX and opened his own firm with his business partner and brother-in-law, Dominic Caruso, they embraced the MisterHomes moniker and made it their official company name. That was in 2009. While they have had much success over the years and even appeared on HGTV's *House Hunters* at one point, starting their company during the economic downturn was no easy feat.

"There were times when Dominic and I had to call each other after a closing to say, 'The deposit has been made. Pay some bills,'" Matt recalls. "It was paycheck to paycheck to the max for a while there."

Together they weathered the storm, however, demonstrating the unwavering spirit that now characterizes MisterHomes Real Estate.

Beyond his business acumen, Matt's connection to the northwest suburbs runs deep: it's where he grew up, where he has lived all his life, and where he has served on the board of his children's school and held various roles at Mainstreet Organization of REALTORS®.

Matt's personal life is as rich and full as his professional one. He and Andrea have celebrated twenty-five years of marriage—a love story that began when they were both just fourteen. With two sons who share Matt's love for the great outdoors—especially camping, hiking, and biking—they've completed the Cabot Trail in Nova Scotia, a five-day, 180-mile bike ride, and completed the Hilly Hundred in Indiana together. They are all extremely passionate about cycling and camping. Well, everyone except Andrea, whom Matt says is "not a camper," but who recently started a home-based baking business that she is very passionate about.

Matt's passion is clear. Whether he's closing deals, serving on community boards, or enjoying the great outdoors with his family, Matt is not only a beloved and long-standing local real estate agent, but a true MisterHomes of the community.



Matt sharing his love for the great outdoors with his two sons.

"I had my license before I owned my first property. I looked like I was thirteen and wasn't sure [if] anyone would work with me," recalls Matt, laughing.

Transitioning from radio to real estate, Matt carried over the same charisma and drive that made him a beloved voice on the airwaves. After securing his license, he joined Century 21, where he thrived under the guidance of Tyce Clark and "the 500 Club," picking up invaluable skills and insights that would define his

career. "There were several agents at that office who were willing to share ideas that I really benefited from. If I had chosen a different company to start at, it [my career] may have gone differently," states Matt.

As the internet began to revolutionize the world, Matt was ahead of the curve, harnessing websites and online leads to grow his brand. It was a forward-thinking move that solidified his position as a real estate innovator, especially after securing the "MisterHomes.com" domain.

“It’s been amazing to work with families, extended families, and even the kids of clients who first trusted me twenty-seven years ago.”



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Judy GREENBERG

▶▶ cover story

By Chris Menezes
Photos by Travis Heberling

BRINGING
IT ALL
TOGETHER





Judy and Steven with two buyer's agents (Susan and Ilene).



Judy playing pickleball.

If there is one word that encompasses Judy's approach to real estate, its "collaboration." Whether collaborating with her clients to find the perfect home; collaborating with her business partner and husband, Steven Greenberg, and their team; or collaborating with other agents within the industry, Judy is all about bringing people together and establishing genuine connections for a greater good.

A REALTOR® since 2002, Judy has strived for over twenty years to elevate the industry through hard work, integrity, and connection. Her entrance into the industry was prompted by the negative experience she had with her own agent. Frustrated by what she perceived as "minimal effort," she committed herself to a client-focused approach to real estate.

"As a buyer's agent, I treat every client as if they were one of my family members," Judy emphasizes. "I have talked many clients out of homes that they really wanted, discussing why the home was not a good fit. I knew that by being honest, my clients would really appreciate my knowledge and [through that] I would

develop lifetime relationships. Today, 95 percent of my clients are referral-based. As a listing agent, I have a 'tell it like I see it' attitude even if it means losing a potential listing." Judy won't overpromise just to get a listing, especially as she and her team are known for their success based on their attention to detail, and staging and negotiation skills.

If there's another term that describes Judy's career, its "dedicated hard work," a quality exemplified by her parents growing up. Judy's mother worked two jobs and her father owned a hardware store and later worked as a salesperson for a houseware company. Judy worked all through high school—whether at the local donut shop or at Fannie May as an accounts receivable clerk, in addition to babysitting on the weekends.

Graduating from the University of Illinois Urbana-Champaign with a business degree, Judy received her CPA license right out of school and went to work as a tax accountant while earning her master's in taxation from DePaul University in the evenings. She was working as a tax accountant for high-wealth individuals

when she decided that real estate might be a better career choice when raising three young sons.

Starting real estate later in life made Judy a bit more motivated than most.

In a pre-Zillow world, she recognized the value of organic search optimization and spent countless hours blogging and posting photos and videos to generate high search optimization results that converted into website leads.

She also hit the pavement: she did hundreds of open houses and became affectionately known as "the cookie lady," as she would always bring a baking sheet filled with frozen cookies to bake right before each open house. "People remembered me and called me as a result of those hot, fresh chocolate chip cookies," Judy recalls.

Even today, Judy loves to incorporate fresh baked goods into her business. During the entire months of November and December, Judy purchased and delivered delicious challah loaves that a friend of hers bakes to her clients. All proceeds were given to the Lone Soldier Foundation, a charitable organization that supports soldiers without family. Contributing to the well-being of others through supporting this cause and other local businesses and organizations like 100



Judy with her husband, Steven, and their dog, Cosmo.



“ I just love being able to help and connect a lot of people...every day is an opportunity to make a lasting impact in someone's life. ”

Women Who Care, the Lauri S. Bauer Foundation for Sudden Loss, and spearheading a coat drive for veterans gives Judy a profound sense of fulfillment.

Bringing people together is what it's all about for Judy. About eleven years ago, she created a private REALTORS® Facebook friend group where agents in the business could come together to share ideas and support each other. Today, the group serves as a source of inspiration to over 600 members, prompting agents to reflect on their own practices while fostering a community where everyone can learn and grow together.

“Every week, I receive calls from at least two to three individuals across various agencies, seeking my guidance on matters such as potential listings, pricing strategies, and marketing approaches,” says Judy. “It's truly an honor that they value my advice. I just love being able to help and connect a lot of people—whether it's finding the perfect home for someone or finding the right contractor or even finding their future spouse—every day is an opportunity to make a lasting impact in someone's life.”

Judy is incredibly grateful for where she currently is in real estate. Having joined Compass three years ago, she has enjoyed the support she receives from all of her

colleagues—from the person at the front desk, to the marketing personnel, to the president of the company; not to mention her three team members—Susan Libman, Ilene Nye, and Lori Shapiro—and of course, her partner and secret weapon, Steven Greenberg.

Steven joined Judy ten years ago. The combination of his high-level corporate sales and management experience and Judy's extensive knowledge of the market and ability to beautifully stage homes, created an unbelievable synergy within their business.

Outside of their business, their partnership includes three wonderful sons and a daughter-in-law; and their fifteen-year-old mini golden doodle, Cosmo. Steven loves to golf, and Judy loves a game of pickleball. Unsurprisingly, Judy's love of bringing people together fused with her love of pickleball, which led to her teaching pickleball to a group of her colleagues at Compass.

While Judy still works sixty hours a week, the joy she receives from bringing people together sustains her, providing balance, fulfillment, and purpose as she continues doing what she loves every day.

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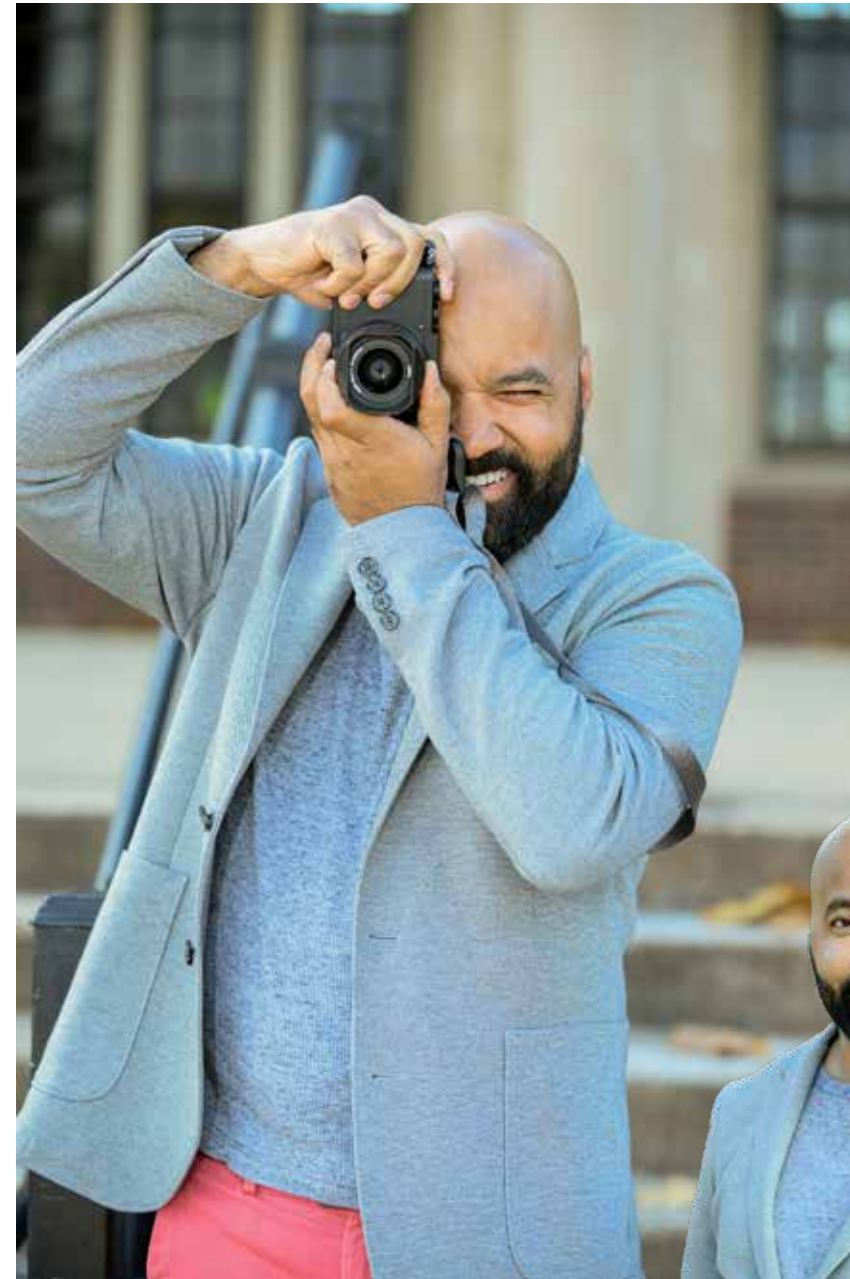


ELLIOT POWELL

PHOTOGRAPHER

▶ partner spotlight

Photos by Sonya Martin



ability to capture the essence of an event and narrate its story through his lens.

But perhaps his ability should come as no surprise: Elliot's been immersed in the art of photography his whole life. The son of a photographer and graphic designer, Elliot found his passion for the camera at an early age and was encouraged, not only by his father but by his extended family. "The art of photography is a major part of my family's heritage, and each member that has taken it up has forged their own style," Elliot says. Many of his relatives, including aunts, uncles, and cousins, have excelled in various other creative fields too. It was this nurturing environment that fostered his passion, and he began a photography business in high school.

He pursued photography throughout college, culminating in a bachelor of arts in photography from the Milwaukee Institute of Art and Design. Despite a seventeen-year career detour in IT support, he continued to nurture his photography skills.

Last fall, he took the bold step of dedicating himself to photography full-time and quickly worked to scale his business.

Elliot's genuine, self-generated desire to learn, be more creative with clients, and deliver high-quality photos with a visual story that truly reflects the true essence of the moment sets him apart. "Because I have been around photography my entire life, I have generational knowledge of it," notes Elliot. "But I quickly learned the need to hold an unwavering commitment to remaining teachable: to always be willing to learn and try new things to become better."

That mindset has served him well over the years, as the photography industry has witnessed significant changes. With the proliferation of high-quality smartphone cameras, Elliot has willingly taken on the challenge of

From Behind the Lens

Even before Elliot Powell chose to be a full-time professional photographer and establish his business—Elliot Powell, Photographer—the quality of his images and ease of working with him have been making clients take notice.

Elliot specializes in portrait and event photography, and he takes most pride in the fact that he excels at making people feel comfortable in front of the camera, resulting in genuine, candid photos; as well as his

“ ”

Because I have been around photography my entire life, I have generational knowledge of it, but I quickly learned the need to hold an unwavering commitment to remaining teachable...



elevating his game and pushing himself to deliver superior images that smartphones simply cannot create.

One of the things Elliot has found he enjoys most about his work is that he is exposed to many new people, businesses, and community efforts. “I learn so many new things about the world by being sent to various events and locations to photograph—from how different industries operate to learning about the good works that many nonprofits do,” he says with appreciation. “I get to meet new people all the time.”

His work, talent for putting people at ease in front of the camera, and ability to create relationships with clients have led to repeat clients, and he finds it extremely fulfilling to capture his clients’ stories as their lives evolve.

Elliot’s family life story is one deeply rooted in love and shared interests. “I am married to the woman I fell in love with when we were twelve,” he shares, smiling. “Renaë and I haven’t been together since then,” he explains, “but we admired each other for years and finally got together in our twenties.”

Today, the couple have a twelve-year-old son, Cole, who brings endless energy and laughter to their lives. They also share their home with their dog, Summer; and cats, Mona, Rudy, and Mama. As a family, Elliot, Renaë, and Cole are avid Sci-Fi enthusiasts with a special fondness for Star Trek. In fact, Elliot has a Star Trek tattoo that you’ll probably need to be a die-hard fan to identify. So if you ever want to engage Elliot in an endless conversation, just bring up Star Trek: he’s a true Trekkie with a wealth of knowledge about the series and its universe.

When Elliot isn’t working, this self-proclaimed technologist is continually seeking to expand his knowledge of new technologies. He loves 3D printing and finds joy in creating practical items and home decor with his 3D printers.



Elliot with George Takei, who played Sulu in Star Trek.

While this IT techie and embracer of change uses AI sparingly to enhance photos, he keeps a wary eye on generative imaging: a technology that uses AI to create derivative images. He worries over people using AI to generate whole derivative images instead of working with a creative to create something unique.

“I am a photographer who specializes in portrait and event photography; however, that is not all I do,” he says. Along with 3D printing, Elliot’s skills include graphic design and video. And he extends those skills to his clients, too.


“I tend to not shy away from many different creative projects, and I will often leverage my network of creative professionals to help my clients achieve their creative goals,” he says.

As Elliot continues to tell stories through the art of photography,

he says his definition of success is earning his clients’ trust to provide high-quality work that truly captures their most important days, and becoming one of their primary sources of creative content.

To find out more about Elliot Powell, Photographer, and learn more about the services Elliot provides his clients, go to his website, Photoep.com; find him on Instagram, [@epowell_photo](https://www.instagram.com/epowell_photo/); or email Elliot at elliott@photoep.com; or call 414-375-9559.





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▶▶ on the rise

By Chris Menezes
Photos by Elliot Powell

Jennifer. Santi

Shining Like a Diamond

With just two years into her real estate career, Jennifer Santi is already turning heads. Her keen eye for detail, passion for customer service, and strong work ethic—cultivated during her fifteen-year career in the jewelry industry—have been a perfect match for real estate. But why the sudden change of careers?



Like many people who switched careers in the past few years, the pandemic had a lot to do with it. While the pandemic forced a lot of people to stop their busy lives and reflect on what they truly wanted, having suddenly found themselves with a lot of time on their hands, the opposite was true of Jennifer. Like many real estate agents at the time, Jennifer found herself busier than ever!

“I was appraising jewelry all day, every day, and was getting burned out. It is not easy to look under a microscope all day, or have to use your fine motor skills eight hours a day. I was starting to think it was time to try something new,” Jennifer explains.

Overworked and looking for a change, Jennifer took some time one day to write down everything she wanted in a new career and which skills of hers she thought could transfer over. Real estate appeared to be a perfect match.

“Both industries require expertise in evaluating the worth and quality of

high-dollar assets, both are influenced by economic factors, and both are centered on customer service: building trust, understanding customers’ preferences, meeting their needs, and establishing solid relationships,” she says. “Plus, I was already accustomed to working weekends and putting in long hours, so that wasn’t a problem either. It’s not work if you love what you’re doing, right?”

In addition, Jennifer had always been interested in the home-buying process and remodeling. One of her first jobs was working with an interior designer—visiting job sites, taking room measurements, and processing orders for cabinetry, light fixtures, and faucets. Also, for the past seven years she and her husband, Brian, have been remodeling their own home together, room by room. And while they are not quite done yet, she’s already looking for her next “fixer-upper.”

As soon as Jennifer saw how well her experience and skills lent themselves

to a career in real estate, she reached out to Nick Blackshaw of the Blackshaw Messel Group and asked if she could join the team. She’s sure glad she did.

“The Blackshaw Messel Group with Compass are a great group of people that I look up to,” she says. “We have nine people on the team, and we all come from very different backgrounds and experiences. At our team meetings, we get vulnerable and talk about the highs and lows of the business and our personal lives. There is a lot to learn from each other’s experiences, and it’s great to be part of such a powerful and awesome brokerage. I plan to continue to learn and grow from my fellow colleagues, both inside and outside of my brokerage, and to ‘collaborate without ego,’” she affirms.

Jennifer is from the small town of Johnsburg, Illinois. Growing up on the Chain O’ Lakes, she spent her days riding bikes on the trails, boating on the river, and four-wheeling through the fields. She was always



Jennifer with her husband, Brian, and their dog, Cali.

very talkative, loved people, and was taught by her grandmother to always be yourself, be kind, and help others.

After high school, she lived in Carlsbad, California, for a year while attending college at the Gemological Institute of America. She ran cross-country in college and earned a bachelor's in accounting from Robert Morris University as well. She then moved to the Lincoln Park neighborhood in Chicago and that's when she fell in love with the city.

"We rented the same coach house for all ten years while living there [Lincoln Park]; when you land a good spot in the city, you don't move," she explains. "Now, I always say that I have the best of both worlds. I love living in North Shore and near Chicago—what an incredible city with amazing food! It is also fun to get away, and I love being out in the northern 'burbs, in the country, and boating on the Chain O' Lakes. I split my time between the city and the northwest suburbs."

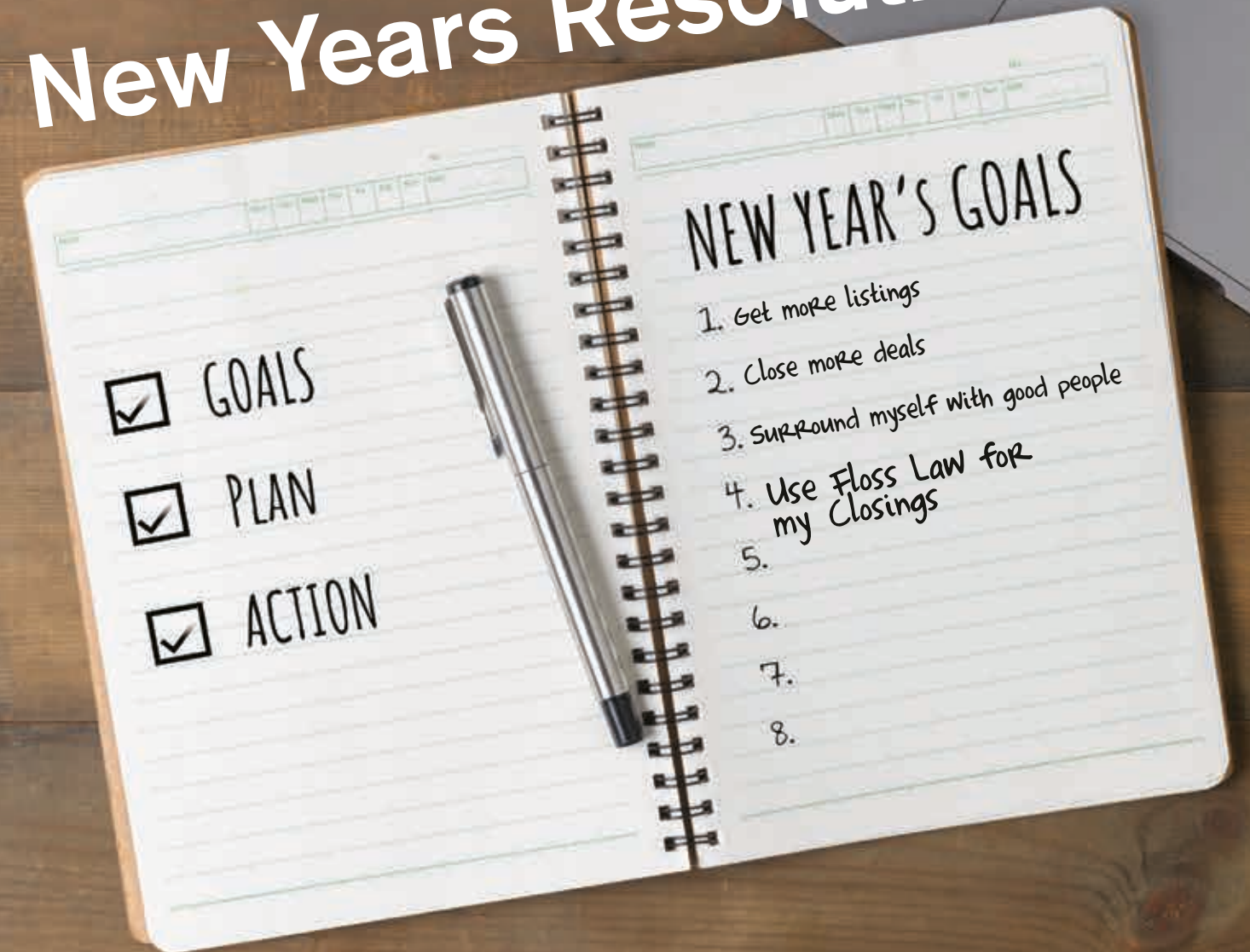


dog, Cali, relaxing at the beach, or reading a good book while drinking a warm cup of matcha.

As Jennifer continues shining in real estate, she remains passionate about helping her clients and growing her business. She looks to the future with hope and excitement. As she says, "This is only the beginning for me."

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New Years Resolutions



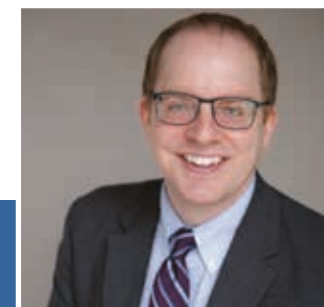
- GOALS
- PLAN
- ACTION

NEW YEAR'S GOALS

1. Get more listings
2. Close more deals
3. Surround myself with good people
4. Use Floss Law for my closings
- 5.
- 6.
- 7.
- 8.

“

I plan to continue to learn and grow from my fellow colleagues, both inside and outside of my brokerage, and to 'collaborate without ego.'”



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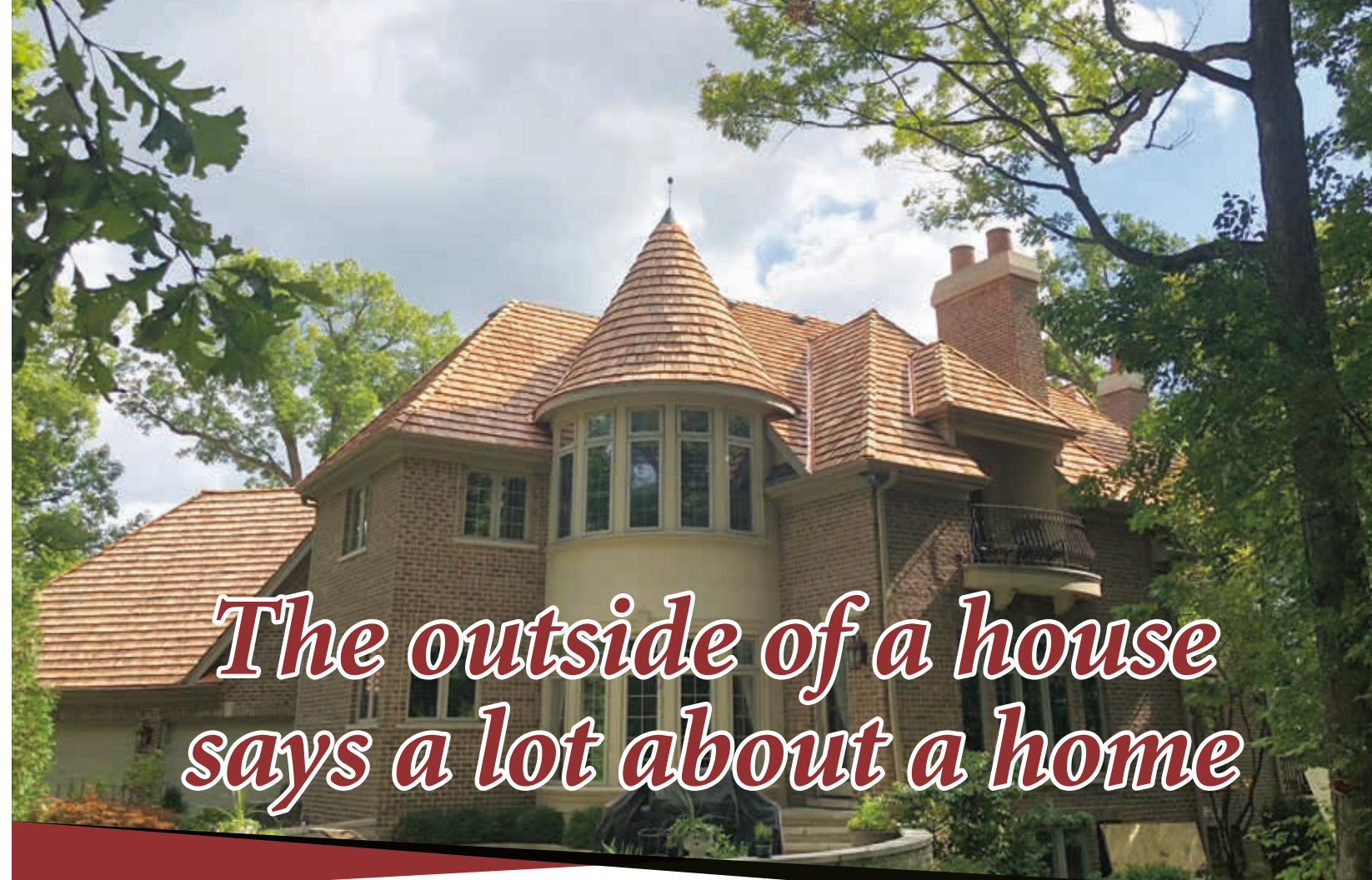
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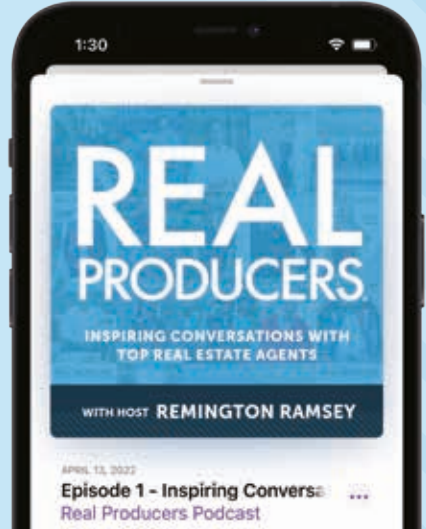
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jena	Radnay	27	\$93,419,737	17	\$53,314,337	44	\$146,734,074
2	Jane	Lee	133.5	\$78,728,211	100.5	\$60,905,242	234	\$139,633,452
3	John	Morrison	57	\$53,179,427	36.5	\$31,067,500	93.5	\$84,246,927
4	Anita	Olsen	205	\$81,600,709	0	\$0	205	\$81,600,709
5	Paige	Dooley	21.5	\$43,092,790	19.5	\$36,584,120	41	\$79,676,910
6	Connie	Dornan	50.5	\$38,120,552	41	\$27,836,700	91.5	\$65,957,252
7	Sarah	Leonard	92	\$35,171,866	70.5	\$22,607,200	162.5	\$57,779,066
8	Maria	DelBoccio	46.5	\$27,391,296	53.5	\$29,693,843	100	\$57,085,140
9	Leslie	McDonnell	62	\$29,396,377	44	\$24,006,156	106	\$53,402,532
10	Kim	Alden	21.5	\$11,723,000	110.5	\$38,367,230	132	\$50,090,230
11	Dean	Tubekis	44	\$36,048,400	23	\$13,397,800	67	\$49,446,200
12	Craig	Fallico	54	\$29,183,500	34	\$16,776,400	88	\$45,959,900
13	Pam	MacPherson	21	\$20,578,700	26.5	\$22,836,950	47.5	\$43,415,650
14	Susan	Maman	12	\$22,090,600	12	\$21,248,000	24	\$43,338,600
15	Joanne	Hudson	15	\$25,681,645	9	\$15,899,000	24	\$41,580,645
16	Jeff	Ohm	20	\$22,634,993	16	\$18,373,632	36	\$41,008,625
17	Holly	Connors	39	\$20,161,700	38.5	\$20,734,325	77.5	\$40,896,025
18	Andra	O'Neill	19	\$19,248,959	14	\$16,880,000	33	\$36,128,959
19	Beth	Wexler	17	\$13,532,700	23	\$21,578,500	40	\$35,111,200
20	Lisa	Wolf	54	\$25,024,150	24	\$10,023,390	78	\$35,047,540
21	Jim	Starwalt	55	\$14,974,199	72	\$19,983,134	127	\$34,957,333
22	Robbie	Morrison	28.5	\$22,696,050	17	\$12,193,300	45.5	\$34,889,350
23	Anne	Dubray	22	\$18,440,500	18	\$16,070,440	40	\$34,510,940
24	Michael	Thomas	28	\$14,723,622	26	\$17,243,044	54	\$31,966,666
25	Cory	Green	7	\$7,245,000	25	\$24,001,653	32	\$31,246,653
26	Margie	Brooks	9.5	\$13,967,855	14	\$17,169,500	23.5	\$31,137,355
27	Kati	Spaniak	25.5	\$19,553,500	11.5	\$11,094,400	37	\$30,647,900
28	Mary	Hoffman	79.5	\$30,181,183	0	\$0	79.5	\$30,181,183
29	Marlene	Rubenstein	11	\$11,292,620	13.5	\$18,798,145	24.5	\$30,090,766
30	Janet	Borden	16	\$14,835,250	19	\$14,608,000	35	\$29,443,250
31	Missy	Jerfita	17.5	\$17,390,832	10	\$11,905,000	27.5	\$29,295,832
32	Nicholas	Solano	51	\$29,080,428	0	\$0	51	\$29,080,428
33	Cathy	Oberbroeckling	53	\$25,834,513	6	\$2,287,895	59	\$28,122,408
34	Caroline	Starr	19.5	\$14,612,850	23.5	\$13,343,219	43	\$27,956,069

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Connie	Antoniou	20.5	\$20,991,224	8	\$6,713,612	28.5	\$27,704,836
36	Jamie	Hering	40	\$14,054,450	36.5	\$13,525,193	76.5	\$27,579,643
37	Ted	Pickus	11.5	\$7,987,210	19.5	\$19,357,500	31	\$27,344,710
38	Kelly	Malina	52.5	\$24,375,045	8	\$2,524,600	60.5	\$26,899,645
39	Elizabeth	Wieneke	15	\$19,954,500	5.5	\$6,601,000	20.5	\$26,555,500
40	Bonnie	Tripton	6	\$9,174,000	10	\$17,280,500	16	\$26,454,500
41	Ann	Lyon	14.5	\$19,220,784	3	\$6,884,500	17.5	\$26,105,284
42	Samantha	Kalamaras	28	\$18,978,900	9	\$6,397,740	37	\$25,376,640
43	Vaseekaran	Janarthanam	17	\$7,080,400	41	\$17,999,625	58	\$25,080,025
44	Meredith	Schreiber	13	\$9,995,000	19	\$14,873,000	32	\$24,868,000
45	Jackie	Mack	25	\$15,443,190	16	\$8,959,625	41	\$24,402,815
46	Megan	Mawicke Bradley	7	\$10,924,529	8	\$13,348,500	15	\$24,273,029
47	Judy	Greenberg	23	\$15,085,902	13	\$8,513,000	36	\$23,598,902
48	Sarah	Toso	41	\$23,151,074	0	\$0	41	\$23,151,074
49	Beth	Alberts	14.5	\$11,915,500	17	\$11,072,050	31.5	\$22,987,550
50	Shaun	Raugstad	15	\$14,256,350	11	\$8,723,400	26	\$22,979,750

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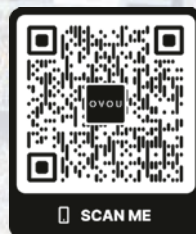
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51	James	Ziltz	46	\$22,930,515	0	\$0	46	\$22,930,515
52	Mary	Grant	8	\$12,099,750	7	\$10,368,000	15	\$22,467,750
53	Jodi	Cinq-Mars	26	\$8,704,900	39	\$13,387,651	65	\$22,092,551
54	Carrie	McCormick	7.5	\$11,759,500	7	\$10,295,000	14.5	\$22,054,500
55	Tyler	Lewke	20.5	\$7,710,158	32.5	\$14,083,415	53	\$21,793,574
56	Alyson	Tesar	2.5	\$3,232,500	10	\$18,425,500	12.5	\$21,658,000
57	Nancy	Gibson	16	\$10,935,000	9	\$10,722,172	25	\$21,657,172
58	Heidi	Seagren	12	\$14,038,500	5	\$7,156,000	17	\$21,194,500
59	Kathryn	Mangel	3	\$6,945,500	9	\$13,981,500	12	\$20,927,000
60	Nancy	Adelman	8	\$12,980,000	6	\$7,525,500	14	\$20,505,500
61	Linda	Little	39	\$20,402,324	0	\$0	39	\$20,402,324
62	Cheryl	Bonk	39	\$20,402,324	0	\$0	39	\$20,402,324
63	Alan	Berlow	20	\$12,407,300	13.5	\$7,824,900	33.5	\$20,232,200
64	Alissa	McNicholas	11	\$11,366,500	7	\$8,794,775	18	\$20,161,275
65	Amy	Derango	19.5	\$8,972,450	23	\$11,014,802	42.5	\$19,987,252
66	Lori	Baker	11	\$11,366,500	8.5	\$8,549,375	19.5	\$19,915,875
67	Abhijit	Leekha	6	\$1,522,500	42	\$18,370,178	48	\$19,892,678
68	Sheryl	Graff	11.5	\$14,243,500	5	\$5,583,000	16.5	\$19,826,500
69	Jacqueline	Lotzof	8.5	\$5,726,450	16	\$14,064,500	24.5	\$19,790,950
70	Katharine	Hackett	1	\$1,261,000	13	\$18,380,500	14	\$19,641,500
71	Andee	Hausman	22	\$10,974,800	15	\$8,482,000	37	\$19,456,800
72	Lori	Rowe	28.5	\$13,656,975	13.5	\$5,738,000	42	\$19,394,975
73	Brandy	Isaac	14	\$10,188,000	12	\$9,100,900	26	\$19,288,900
74	Tamara	O'Connor	35	\$13,287,800	13	\$5,827,890	48	\$19,115,690
75	Sally	Mabadi	14.5	\$18,035,937	1	\$960,000	15.5	\$18,995,937
76	Matthew	Messel	19.5	\$7,882,123	25.5	\$10,749,900	45	\$18,632,023
77	Benjamin	Hickman	17	\$5,836,399	35	\$12,732,440	52	\$18,568,839
78	Nevin	Nelson	11	\$4,613,125	20	\$13,731,804	31	\$18,344,929
79	Dawn	McKenna	11.5	\$17,351,500	1	\$737,000	12.5	\$18,088,500
80	Lyn	Wise	6	\$3,948,500	12	\$14,077,500	18	\$18,026,000
81	Geoff	Brown	6.5	\$5,295,625	12.5	\$12,526,000	19	\$17,821,625
82	Diana	Matichyn	21.5	\$10,857,390	17.5	\$6,935,750	39	\$17,793,140
83	Dinny	Dwyer	5	\$11,112,250	4	\$6,672,000	9	\$17,784,250
84	Jodi	Taub	6.5	\$5,744,750	14.5	\$11,917,250	21	\$17,662,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Stephanie	Andre	14.5	\$7,401,100	20	\$10,148,800	34.5	\$17,549,900
86	Amy	Kite	24	\$8,848,232	23.5	\$8,587,475	47.5	\$17,435,706
87	Harris	Ali	3.5	\$2,004,000	35	\$15,425,620	38.5	\$17,429,620
88	Robert	Picciariello	36	\$17,389,700	0	\$0	36	\$17,389,700
89	Jody	Dickstein	7	\$10,353,597	5.5	\$6,475,000	12.5	\$16,828,597
90	Susan	Teper	9.5	\$7,733,500	13	\$8,952,140	22.5	\$16,685,640
91	Amy	Foote	26.5	\$9,330,157	23.5	\$7,318,400	50	\$16,648,557
92	Houda	Chedid	5	\$12,873,750	2	\$3,600,000	7	\$16,473,750
93	Danny	McGovern	10	\$8,250,500	12	\$8,173,000	22	\$16,423,500
94	Mary	Summerville	14	\$8,847,300	13.5	\$7,540,099	27.5	\$16,387,399
95	Corey	Barker	25	\$9,629,490	15	\$6,656,000	40	\$16,285,490
96	Aaron	Share	4.5	\$3,760,250	13	\$12,524,900	17.5	\$16,285,150
97	Esther	Zamudio	20	\$5,170,900	40	\$11,048,701	60	\$16,219,601
98	Leigh	Marcus	9.5	\$4,242,000	16.5	\$11,749,540	26	\$15,991,540
99	Lisa	Trace	9.5	\$7,138,250	11	\$8,758,000	20.5	\$15,896,250
100	Basel	Tarabein	11.5	\$4,174,109	15.5	\$11,620,420	27	\$15,794,529

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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	Sara	Sogol	28	\$11,191,099	10	\$4,319,000	38	\$15,510,099
102	Amy	Diamond	15.5	\$7,162,000	16.5	\$8,318,500	32	\$15,480,500
103	Winfield	Cohen	18	\$5,846,000	12	\$9,628,250	30	\$15,474,250
104	Allison	Silver	12.5	\$10,783,250	4.5	\$4,630,500	17	\$15,413,750
105	Katherine	Hudson	8	\$11,140,000	4	\$4,268,000	12	\$15,408,000
106	Nathan	Freeborn	8	\$5,051,250	14	\$10,056,000	22	\$15,107,250
107	Jen	Ortman	15.5	\$7,833,250	15	\$7,249,199	30.5	\$15,082,449
108	Suzanne	Myers	11	\$11,211,500	4	\$3,663,000	15	\$14,874,500
109	Michael	Mitchell	10	\$10,851,000	5	\$3,950,333	15	\$14,801,333
110	Vittoria	Logli	14	\$9,120,250	8	\$5,629,498	22	\$14,749,748
111	Ralph	Milito	18	\$7,567,300	15	\$7,109,000	33	\$14,676,300
112	Jesus	Perez	18	\$4,470,900	40	\$9,733,040	58	\$14,203,940
113	Katrina	De Los Reyes	7	\$3,107,875	16	\$11,062,003	23	\$14,169,878
114	Linda	Levin	7.5	\$7,044,500	6.5	\$7,054,000	14	\$14,098,500
115	Kate	Fanselow	10	\$7,602,000	7.5	\$6,318,000	17.5	\$13,920,000
116	Mona	Hellinga	4.5	\$6,433,000	6.5	\$7,440,500	11	\$13,873,500
117	Michael	Herrick	18	\$6,542,930	14	\$7,257,700	32	\$13,800,630
118	Matt	Steiger	10	\$9,380,400	7	\$4,397,000	17	\$13,777,400
119	Karen	Arenson	4.5	\$6,949,500	4	\$6,823,900	8.5	\$13,773,400
120	Melissa	Siegal	5.5	\$3,942,500	12.5	\$9,775,443	18	\$13,717,943
121	Dominick	Clarizio	7	\$7,195,100	7	\$6,508,800	14	\$13,703,900
122	Samantha	Trace	9.5	\$7,138,250	6	\$6,430,000	15.5	\$13,568,250
123	Laura	Fitzpatrick	7	\$5,136,900	6	\$8,416,250	13	\$13,553,150
124	Teresa	Stultz	13	\$4,058,800	28	\$9,491,950	41	\$13,550,750
125	Susan	Pickard	26	\$7,961,300	14	\$5,578,915	40	\$13,540,215
126	David	Schwabe	17.5	\$7,625,882	16	\$5,757,618	33.5	\$13,383,499
127	Marina	Carney	5	\$3,978,500	10	\$9,193,000	15	\$13,171,500
128	Lindy	Goss	4	\$3,991,500	13	\$9,139,500	17	\$13,131,000
129	Julie	Schultz	8	\$5,805,000	13	\$7,307,500	21	\$13,112,500
130	Maureen	O'Grady-Tuohy	10.5	\$9,424,000	5	\$3,676,000	15.5	\$13,100,000
131	Shaunna	Burhop	19	\$9,700,180	8	\$3,337,900	27	\$13,038,080
132	Gloria	Matlin	6.5	\$6,598,000	6	\$6,313,000	12.5	\$12,911,000
133	Robert	Wisdom	28	\$9,153,906	12	\$3,677,990	40	\$12,831,896
134	Miranda	Alt	16	\$7,022,000	15	\$5,807,800	31	\$12,829,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kathryn	Moor	0.5	\$781,460	7	\$11,890,000	7.5	\$12,671,460
136	Debra	Baker	8	\$5,910,299	13	\$6,709,880	21	\$12,620,179
137	Bill	Flemming	19	\$11,915,501	1	\$610,741	20	\$12,526,242
138	Darragh	Landry	5.5	\$4,792,500	7	\$7,655,500	12.5	\$12,448,000
139	Christopher	Davis	16	\$5,491,120	19	\$6,829,700	35	\$12,320,820
140	Richard	Richker	3.5	\$4,682,500	7	\$7,512,000	10.5	\$12,194,500
141	Robin	Chessick	8	\$4,578,026	14.5	\$7,571,200	22.5	\$12,149,226
142	Audra	Casey	10	\$8,063,850	6	\$4,055,500	16	\$12,119,350
143	Jeannie	Kurtzhalts	7.5	\$8,551,500	4	\$3,538,500	11.5	\$12,090,000
144	Honore	Frumentino	10.5	\$8,287,868	8.5	\$3,784,300	19	\$12,072,168
145	Cory	Albani	13	\$8,097,723	6	\$3,951,500	19	\$12,049,223
146	Jeffrey	Taylor	19	\$7,587,660	9.5	\$4,453,950	28.5	\$12,041,610
147	Sherri	Esenberg	17	\$7,076,000	10	\$4,921,194	27	\$11,997,194
148	Laura	Cartwright	15	\$7,406,900	9	\$4,585,000	24	\$11,991,900
149	David	Korkoian	17.5	\$8,412,750	5	\$3,519,000	22.5	\$11,931,750
150	Marybeth	Dazzo	8	\$4,383,750	10	\$7,524,000	18	\$11,907,750


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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	Victoria	Stein	8	\$5,865,000	9	\$5,979,900	17	\$11,844,900
152	Feliberto	Salgado	16	\$5,690,900	11	\$6,075,400	27	\$11,766,300
153	Sheryl	Fisher	8	\$8,257,500	4	\$3,457,500	12	\$11,715,000
154	Marla	Schneider	6.5	\$4,483,450	14	\$7,173,400	20.5	\$11,656,850
155	Mark	Kloss	13	\$6,171,000	10	\$5,485,500	23	\$11,656,500
156	Monica	Corbett	6	\$8,818,900	3	\$2,830,000	9	\$11,648,900
157	Tara	Kelleher	14	\$7,988,400	7	\$3,635,050	21	\$11,623,450
158	Elise	Rinaldi	4	\$8,096,000	5	\$3,517,000	9	\$11,613,000
159	Anna	Klarck	12.5	\$5,362,750	13	\$6,079,158	25.5	\$11,441,908
160	Sadie	Winter	3.5	\$1,801,620	26	\$9,534,410	29.5	\$11,336,030
161	Bill	Dewar	4	\$5,835,000	5	\$5,500,500	9	\$11,335,500
162	Thomas	Zander	20	\$8,489,750	10	\$2,733,300	30	\$11,223,050
163	Aaron	Maslansky	4.5	\$2,119,000	13	\$9,085,500	17.5	\$11,204,500
164	Liz	Anderson	6.5	\$5,952,403	6	\$5,225,000	12.5	\$11,177,403
165	Karina	Kolb-Formento	4	\$2,518,000	5	\$8,615,000	9	\$11,133,000
166	Renee	Clark	11	\$7,379,478	5	\$3,750,000	16	\$11,129,478
167	Katherine	Harris	3.5	\$8,578,500	3	\$2,532,000	6.5	\$11,110,500
168	Elizabeth	Bryant	9	\$6,027,400	4	\$5,060,000	13	\$11,087,400
169	Lindsey	Kaplan	8.5	\$3,954,454	11.5	\$7,127,000	20	\$11,081,454
170	Nicholas	Blackshaw	4	\$1,722,698	14	\$9,248,000	18	\$10,970,698
171	Lisa	Miceli	6.5	\$4,014,000	9	\$6,912,800	15.5	\$10,926,800
172	John	Mawicke	7	\$10,924,529	0	\$0	7	\$10,924,529
173	Debbie	Glickman	4.5	\$3,000,500	9	\$7,890,499	13.5	\$10,890,999
174	Randall	Brush	24	\$9,379,349	4	\$1,463,000	28	\$10,842,349
175	Kiki	Clark	8.5	\$6,723,000	4	\$4,073,000	12.5	\$10,796,000
176	Janice	Hazlett	3.5	\$1,736,500	7	\$9,042,499	10.5	\$10,778,999
177	Jean	Anderson	3	\$3,767,000	8	\$7,007,750	11	\$10,774,750
178	Mark	Ahmad	14.5	\$6,810,650	5	\$3,960,000	19.5	\$10,770,650
179	Leslie	Maguire	4	\$6,190,000	3	\$4,512,200	7	\$10,702,200
180	Matt	Laricy	2	\$675,000	10	\$10,022,000	12	\$10,697,000
181	Kelly	Janowiak	17.5	\$7,291,986	7	\$3,358,000	24.5	\$10,649,986
182	Cheryl	Waldstein	6	\$6,981,000	3	\$3,657,000	9	\$10,638,000
183	Julia	Alexander	14	\$4,715,300	22	\$5,881,300	36	\$10,596,600
184	Stacy	Johnson	18	\$6,435,000	9	\$4,018,291	27	\$10,453,291

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Ashley	Arzer	12.5	\$4,394,050	17	\$6,023,400	29.5	\$10,417,450
186	Daniel	Timm	17	\$8,417,750	4	\$1,961,000	21	\$10,378,750
187	Rafay	Qamar	14	\$4,852,100	14	\$5,494,200	28	\$10,346,300
188	Annika	Valdiserri	4	\$5,234,000	5	\$5,107,597	9	\$10,341,597
189	William	Squires	3	\$1,942,500	4	\$8,394,900	7	\$10,337,400
190	Sohail	Salahuddin	13	\$7,904,980	5	\$2,423,525	18	\$10,328,505
191	Janine	Sasso	18.5	\$8,569,501	4	\$1,691,000	22.5	\$10,260,501
192	Andrea Lee	Sullivan	15	\$4,852,000	15	\$5,368,780	30	\$10,220,780
193	Frank	Denovi	35	\$10,199,229	0	\$0	35	\$10,199,229
194	Valerie	Campbell	14	\$7,013,300	7	\$3,176,500	21	\$10,189,800
195	Scott	Shapiro	21	\$9,356,500	2	\$805,036	23	\$10,161,536
196	Deborah	Hepburn	7	\$5,980,315	6	\$4,136,900	13	\$10,117,215
197	Tania	Forte	10	\$6,425,000	6	\$3,678,400	16	\$10,103,400
198	Michael	Graff	6.5	\$5,684,500	9	\$4,407,000	15.5	\$10,091,500
199	Lori	Nieman	4	\$6,920,000	2	\$3,162,058	6	\$10,082,058
200	Cherie	Smith Zurek	21	\$7,409,300	8	\$2,667,675	29	\$10,076,975

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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	Grace	Flatt	3	\$4,348,000	5	\$5,715,000	8	\$10,063,000
202	Heidi	Michaels	16	\$8,077,000	5	\$1,955,000	21	\$10,032,000
203	Beth	Repta	20	\$6,760,200	8	\$3,243,300	28	\$10,003,500
204	Emily	Smart Lemire	1.5	\$2,441,000	7	\$7,518,500	8.5	\$9,959,500
205	Elizabeth	Goodchild	8	\$2,310,750	23	\$7,614,545	31	\$9,925,295
206	Megan	Likus	13.5	\$6,953,050	5	\$2,918,000	18.5	\$9,871,050
207	Lynda	Sanchez-Werner	36	\$9,851,683	0	\$0	36	\$9,851,683
208	Christopher	Lobrillo	36	\$9,851,683	0	\$0	36	\$9,851,683
209	Karen	Skurie	9.5	\$5,848,675	6	\$4,002,900	15.5	\$9,851,575
210	George	Seaverns	18	\$7,936,400	5	\$1,901,000	23	\$9,837,400
211	Anne	Jacobs	7	\$3,047,000	12	\$6,776,672	19	\$9,823,672
212	Cricket	King	3	\$2,789,500	5	\$7,019,800	8	\$9,809,300
213	Joan	Couris	21.5	\$6,496,000	9.5	\$3,309,500	31	\$9,805,500
214	Tetiana	Konenko	2.5	\$1,162,950	28	\$8,641,500	30.5	\$9,804,450
215	Rutul	Parekh	7	\$2,170,900	20	\$7,630,712	27	\$9,801,612
216	Liz	Watson	7	\$9,773,750	0	\$0	7	\$9,773,750
217	Joseph	Render	15.5	\$5,136,000	12	\$4,634,301	27.5	\$9,770,301
218	Matthew	Lysien	20.5	\$5,388,400	15	\$4,369,017	35.5	\$9,757,417
219	Katie	Hauser	2.5	\$6,548,000	4.5	\$3,196,400	7	\$9,744,400
220	Lance	Kammes	14	\$5,287,400	10	\$4,398,390	24	\$9,685,790
221	Lauren	Mitrick Wood	1.5	\$997,500	12.5	\$8,681,500	14	\$9,679,000
222	Anne	Hardy	11	\$5,858,250	5	\$3,812,500	16	\$9,670,750
223	Vilma	Alvarez	19.5	\$6,635,450	9	\$2,935,600	28.5	\$9,571,050
224	Christie	Baines	10	\$7,601,450	2	\$1,955,000	12	\$9,556,450
225	Sara	Brahm	3	\$1,456,500	8	\$8,084,000	11	\$9,540,500
226	Jenifer	McCartney	6	\$5,846,350	6	\$3,650,000	12	\$9,496,350
227	Patti	Furman	29	\$9,473,474	0	\$0	29	\$9,473,474
228	Roni	Nanini	3	\$4,715,750	5	\$4,693,522	8	\$9,409,272
229	Misael	Chacon	24	\$9,395,800	0	\$0	24	\$9,395,800
230	Aleksandr	Katsman	6	\$3,007,900	19	\$6,370,400	25	\$9,378,300
231	Kary	Leon	13.5	\$8,431,300	2.5	\$927,100	16	\$9,358,400
232	Charles	Lamphere	2.5	\$7,825,000	1	\$1,500,000	3.5	\$9,325,000
233	Natalie	Moore	4	\$1,624,000	16	\$7,680,750	20	\$9,304,750
234	Nancy	Nugent	1.5	\$6,700,000	0.5	\$2,550,000	2	\$9,250,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Nano	Engdahl	14	\$6,047,250	8	\$3,170,400	22	\$9,217,650
236	Tracy	Wurster	6	\$6,581,500	2.5	\$2,635,000	8.5	\$9,216,500
237	David	Chung	2.5	\$2,464,511	6	\$6,685,000	8.5	\$9,149,511
238	Lisa	Wisdom	27.5	\$9,128,906	0	\$0	27.5	\$9,128,906
239	Emily	Destefano	5	\$7,009,100	3	\$2,108,000	8	\$9,117,100
240	Ryan	Cherney	23	\$8,774,750	1	\$339,900	24	\$9,114,650
241	Olga	Kaminska	14	\$4,706,000	8.5	\$4,353,101	22.5	\$9,059,101
242	Brandie	Malay	1	\$2,699,000	3	\$6,310,000	4	\$9,009,000
243	Mandy	Montford	17	\$6,357,375	6	\$2,645,450	23	\$9,002,825
244	Van Ann	Kim	7	\$7,276,000	2.5	\$1,697,500	9.5	\$8,973,500
245	Stewart	Ramirez	16	\$4,457,400	15.5	\$4,503,000	31.5	\$8,960,400
246	Joey	Gault	7	\$7,096,250	1.5	\$1,837,500	8.5	\$8,933,750
247	Polly	Richardson	7.5	\$6,048,000	3	\$2,879,000	10.5	\$8,927,000
248	Vanessa	Carlson	16	\$8,295,900	1	\$550,000	17	\$8,845,900
249	Jennifer	Stokes Habetler	19	\$6,769,500	6	\$2,076,400	25	\$8,845,900
250	Mark	Schrimmer	7	\$4,284,000	7	\$4,541,050	14	\$8,825,050

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