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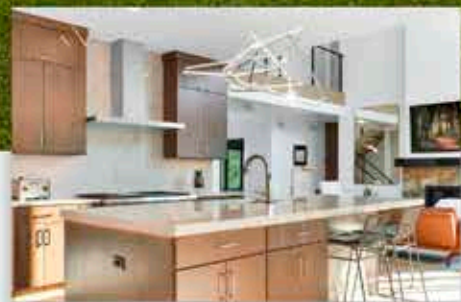


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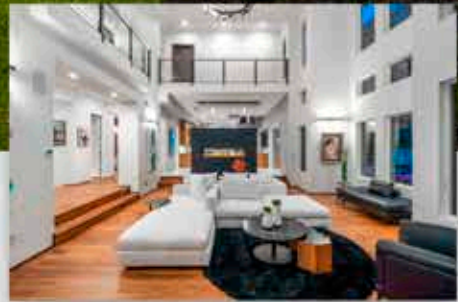
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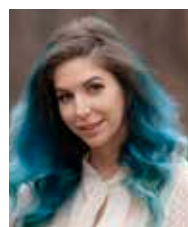
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THE CZAPOR | CHAUSSINAND GROUP





Quite a remarkable partnership has blossomed in the heart of Pittsburgh, bringing together the talents and experiences of two extraordinary individuals, Brian Czapor and Blake Chaussinand, forming The Czapor | Chaussinand Group.

Brian, hailing from McKeesport and raised in North Huntingdon, embarked on a journey that diverged from the traditional collegiate path. After two years at the University of Pittsburgh Brian immediately redirected towards his long standing passion of real estate in 2016. Having “practiced” real estate as a child, riding his bike around pretending to be showing homes and making his own signs, it’s no wonder he didn’t get his license sooner.

On the other side of town, Blake, a North Huntingdon native, charted his path through an equally unique route. His passion for real estate ignited during his younger years and grew stronger while attending Penn State. The difference was that he worked for a commercial real estate company throughout his college career and delved into property management early on. This forged an enduring bond with the industry and in 2019, when he decided to transition into residential real estate, he reached out to Brian for collaboration.

Brian and Blake’s journey in real estate begins well before their professional partnership ever did, when a chance meeting in a Target line on Black Friday in 2013 would bring them together, beckoning a friendship similar to siblings. Surprisingly, they discovered they had attended neighboring high schools despite never having crossed paths before and that serendipitous encounter planted

the seeds of a friendship that would later flourish into a partnership.

For Brian, the beauty of their work extends beyond transactions. He cherishes the relationships they build, not only with clients who become their friends and family, but also with fellow agents. Blake, meanwhile, relishes the intricate nature of the deals, citing real estate transactions to be like puzzles. He says, “nothing fits into a nice neat little box,” and the process of navigating through challenges to achieve a successful outcome is exceptionally satisfying.

While not having initially jumped into building a team, the pivotal change came in 2020 when they officially formed the Czapor | Chaussinand Group. This move allowed them to strike a balance between work and life that had previously eluded them. They strategically divided appointments, working in tandem with their clients. This approach prevented burnout, afforded them the opportunity to take well-deserved breaks, and cemented their shared commitment to doing right by their clients.

Brian and Blake are both involved in every transaction from beginning to end, offering their clients the unique advantage of two distinct perspectives. Their teamwork has resulted in a well-balanced, creative atmosphere. “It’s almost as if we’re one person,” Brian explains. “Blake and I have the perfect yin and yang balance.”

“
**YOU JUST
 NEVER KNOW
 WHO YOU
 MIGHT MEET
 AT TARGET.**
 ”

Even in the hardest of times, having one another to lean on and work in tandem to settle items rationally has been a godsend for these two as Brian explains a transaction they faced in the summer of 2023 when they had to deal with an agent that was making the process quite difficult. But with Brian and Blake’s “work together” mindset they were able to keep the client happy and turn the transaction around. “We pride ourselves on taking the high road,” Brian proudly says. “I always say, I don’t care what color sign you have, collaboration over

competition is my mindset and always will be within this industry.”

Outside the realm of real estate, Brian’s life is deeply interwoven into the heart of Lawrenceville living with his french bulldog, Sophie. He has a loving relationship with his boyfriend who’s also been a best friend for nine years now. His family, residing nearby, ensures that his “uncle duties” are put to the test with his beloved niece and nephew who are frequent guests in his life, bringing joy and connection. Brian’s outgoing nature has helped him build an extensive network of friends who feel like family. He’s deeply involved in his community and is a fervent advocate



for Pittsburgh, often urging others to make the most of what the city offers.

Weekends are his canvas for adventures, whether cheering on his favorite sports teams, reveling in the local festivities, concerts, or sharing stories in the cozy ambiance of bars and restaurants, you’ll rarely find Brian at home. Additionally, marathons and fitness are an integral part of Brian’s life, but family always remains key. Amid life’s highs and lows, Brian is an unwavering pillar of support, especially as his mother faces the challenging battle against breast cancer. In times of need, his close friend and

business partner, Blake, steps in to ensure that Brian can be there for his mother, accompanying her to crucial medical appointments.

Nestled in Squirrel Hill, Blake shares his cozy abode with his loyal Doberman puppy, Athena, who provides both companionship and a sense of home. While their circles of friends occasionally overlap, Blake openly embraces his role as the introvert of the dynamic duo. He finds solace and connection in the company of his closest confidants, reveling in the intimacy of smaller gatherings.

Despite his introverted tendencies, Blake’s curiosity propels him to explore the city and observe its ongoing transformation with keen interest. The city’s evolving landscape continues to captivate both Blake and Brian, a testament to the ever-changing tapestry of life in Pittsburgh.

When it comes to real estate, Brian sums it up succinctly: “I took a risk, and the risk paid off.” The journey of the Czapor | Chaussinand Group, though unique and rooted in serendipity, demonstrates that sometimes the most extraordinary successes arise from the most unexpected beginnings. “You just never know who you might meet at Target.”

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DGPerry CPAs + Advisors

NAVIGATING FINANCIAL SUCCESS IN THE STEEL CITY

▶▶ partner spotlight

Written by Kendra Woodward
Photography by Mainline Photography
Photographed at the new DGPerry
CPAs + Advisors' office on Sidney Street

In the heart of Pittsburgh's thriving business and real estate landscape, DGPerry CPAs + Advisors, formerly known as Bodine Perry, stands tall as a beacon of financial expertise. Led by the dynamic duo of Derek J. Smith, CPA, Partner in Charge, and Gina F. Levine, CBA, Partner, their Pittsburgh team is at the forefront of providing cutting-edge solutions that go beyond conventional accounting services.

A statement towards their commitment to excellence, Derek declares, “Our team takes great pride in reducing tax liability and improving profitability for all of our clients,” encapsulating the essence of DGPerry’s mission. The firm specializes in industry-specific accounting and tax solutions, offering a comprehensive suite of services that include audit and assurance, tax planning, valuation, and business consulting. Their clientele spans a diverse range of industries, showcasing their adaptability to the evolving needs of businesses.

Being flexible and adaptable is not only a pillar for DGPerry; it’s a guiding principle for their entire team. The firm is keenly attuned to the changing client needs and hiring landscape, ensuring they stay ahead in the dynamic world of finance.

DGPerry’s commitment extends well beyond individual clientele, all the way through to industry support and the agents that keep real estate running smoothly. As the firm has been a long-time advocate for real estate professionals and the industry as a whole, their dedication stretches beyond the physical world of the housing market and on to the pages of Real Producers magazine, where they contribute to the ongoing coverage we provide to local our real estate top producers.

What sets DGPerry apart is not just its commitment to its clients and the industries it covers, but its dedication to the vision shared by its 16

committed partners. Operating across eight offices in three states, with a team of over 160 professionals, the firm’s Pittsburgh office, led by Derek J. Smith and Gina F. Levine, is a powerhouse with more than 35 team members.

“We are committed to the success of our clients, our team, and the communities we serve,” affirms Gina F. Levine. This commitment is evident in every aspect of DGPerry’s operations. The firm’s approach combines thoroughness with practicality, organization with innovation, and efficiency with accountability.

The move from Green Tree to the SouthSide Works community in September 2023 marked a significant milestone for the Pittsburgh team. The new 13,000-square-foot space reflects not just a physical expansion, but a commitment to providing a bright, energetic environment for the growing team.

As of November 1, 2023, the firm has also transitioned its name from Bodine Perry to DGPerry CPAs + Advisors, aligning with the trend of single-name branding seen in larger professional services firms. The change reflects a fresh chapter in the

“OUR TEAM TAKES GREAT PRIDE IN REDUCING TAX LIABILITY AND IMPROVING PROFITABILITY FOR ALL OF OUR CLIENTS.”



firm’s legacy, following substantial growth that earned DGPerry a spot among the Top 200 Firms by Inside Public Accounting.

DGPerry is not just a firm focused on numbers; it’s a community. The team believes in partnerships, values education, supports those in need, and invests in the youth of the communities they serve. The commitment to community extends beyond the office walls, making DGPerry a vital part of the neighborhoods they inhabit.

“When our team has some downtime, we are focused on professional development, exploring our new neighborhood, and team-building activities inside and outside of the office,” says Derek J. Smith. This emphasis on continuous improvement, community engagement, and fostering a vibrant work culture underscores DGPerry’s dedication to being more than just financial advisors—they are partners in their clients’ success stories.

As the firm continues to evolve under its new name, DGPerry CPAs + Advisors is well-positioned for sustained growth, bringing a wealth of financial expertise and a commitment to excellence to Pittsburgh and beyond.

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Angela Dileo

Angela Dileo, affectionately known as Ang or Angie, is a real estate powerhouse who has made her mark with Compass RE as a valued member of The John Marzullo Team. Angela's journey to success is a testament to her determination and the unwavering support of her family. Born in Uniontown, but raised in Canonsburg, Angela's Italian heritage has played a significant role in shaping the person she is today. "It's where I'm from, and I am full Italian," Angela proudly states. Her commitment to family values and traditions shines through in her approach to both life and real estate.

Before her career in real estate, Angela worked as a project manager in the oil and gas industry. Her role required extensive travel across the country to conduct research and handle title matters for large oil and gas abstracting projects. Angela's background in title work, spanning over a decade, equipped her with a deep understanding of property titles and their historical aspects. This knowledge has proven invaluable in her real estate career, allowing her to provide a unique perspective to her clients.

However, a change of career path was on the horizon. With a downturn in oil and gas work, Angela had to make a challenging decision. She recalls, "There's nothing scarier than being an adult and not knowing what you're going to do next to get by, especially during the pandemic." It was during



this time that Angela ventured into the world of real estate, a decision she now cherishes. "I absolutely love my career now, but three years ago, I was more terrified than I'd like to remember."

One common misconception about real estate is the notion of setting your own hours. Angela quickly learned that this was far from the truth. To succeed, she emphasizes the importance of flexibility with clients, often leading to weekends filled with work. "The harder I saw myself working, the more I was able to make it happen. For me, working for myself and being able to control my success has truly been what I always wanted," she beams. "Instead of working for someone else and defining what they achieve, working for yourself makes you want to work twice as hard."

But it was when she joined The John Marzullo Team that was a major gamechanger for her career, as she underscores the pivotal role her team has played. She acknowledges John as a true blessing and a motivating force, citing, “He is supportive and has always been there to help me when needed. Our team has grown exponentially, because he really has such a great name and reputation. He has been a big motivation the way he believes in me.”



“ I WANT TO PUSH THE ENVELOPE AND TAKE ON MORE. MORE KNOWLEDGE, MORE NETWORKING, MORE CLIENTS. I LOVE TO BE BUSY AND I LOVE TO KEEP LEARNING.”

Angela also attributes her success and values to her parents. Her father, a hardworking dreamer with an entrepreneurial spirit, believes in making waves and thinking outside the box. While her mother on the other hand, is grounded and level-headed, exemplifying kindness, support, and love. Angela remarks, “If I can be half the people they have been in life, I’ll be lucky!” A sentiment that is evident in the pride and joy she gleans as a REALTOR®.

While Angela remains focused on networking, expanding her sphere, and working diligently in the short term, her aspirations extend to becoming a large-scale investor in the long run. She is already making strides in this direction and aims to do much more in the future. “I want to push the envelope and take on more. More knowledge, more networking, more clients. I love to be busy and I love to keep learning.”

One piece of advice Angela shares is to “save your money and invest.” She acknowledges that we all tend to say we wish we had known then what we know now, but it’s a valuable lesson she encourages everyone to follow. She advises, “If you work hard enough you can do absolutely anything.”

In her free time, Angela dedicates herself to supporting No Kid Hungry and various other charitable causes. She also finds joy in volunteering and helping young girls with cheerleading, a passion she has cherished throughout her life. At home, Angela, her husband Greg, and her stepson, Little Greg, have formed a close-knit family and Angela has been blessed to have stepped in to provide love and support after the tragic loss of Little Greg’s mother. They enjoy hanging with their two dogs, Luca and Capone, and spending lots of time together as a family. But when they’re able to travel, Angela admits they prefer unique tropical locales. “I don’t care who’s coming, as long as we make the flight,” she jokes.

As Angela wisely puts it, “You only live once, but if you do it right, once is enough.” With her dedication, kindness, and drive, Angela Dileo is living life to the fullest, making a significant impact in real estate, her community, and the lives of those around her.





Margo ICCI

▶ giving back

Written by Kendra Woodward
Photography by Theis Media

WINNING THROUGH KINDNESS AND EMPATHY

Margo Cicci's journey embodies compassion, dedication, and an unwavering commitment to helping others. A proud member of Keller Williams under the guidance of Broker Cyndi Saxe Schmidt, Margo is a remarkable real estate professional who has made an indelible mark on her clients and community.

Margo's roots are deeply embedded in the South Hills area, where she was born and raised. After moving to Maryland to attend the University of Maryland, Margo decided to stay a while...a decade in fact. During this time, she delved into various roles, discovering her fervent love for work and the joys of customer service.

Margo admits it was her family, especially her parents, who played a pivotal role in shaping the compassionate, dedicated person she is today. They instilled in her the values of hard work and a passion for helping people while raising Margo as two business owners, and an advocacy for animals—a trifecta of virtues that would later define her career. She laughs, “All credit to my parents for me being a decent human being.” She admits as soon as she was able to, she obtained a job working at a kennel, and then added on a job at the mall, and then sandwiched that with another job as a waitress. “I love working.”

Eventually Margo went to work for her family's business for almost two decades, even serving as the Vice President for some time. Her duties were diverse, ranging from scouting for models and handling production of the costume catalog to assisting in design and embarking on buying trips to New York for fabric.

Her family's business, which specialized in manufacturing dance costumes, thrived for 65 years and employed 80 people. They distributed their



products across the United States and beyond, but in 2018, they had to close their doors due to the growing competition from Chinese manufacturers.

While Margo loved her job, she always felt a calling towards real estate. It was as if a latent ambition had taken root in her heart. She recalls, “I had a lot of options for my next career path, but real estate was truly the only one that excited me and just seemed like the right fit.” The transition from the world of dance costumes to real estate wasn't without challenges, but

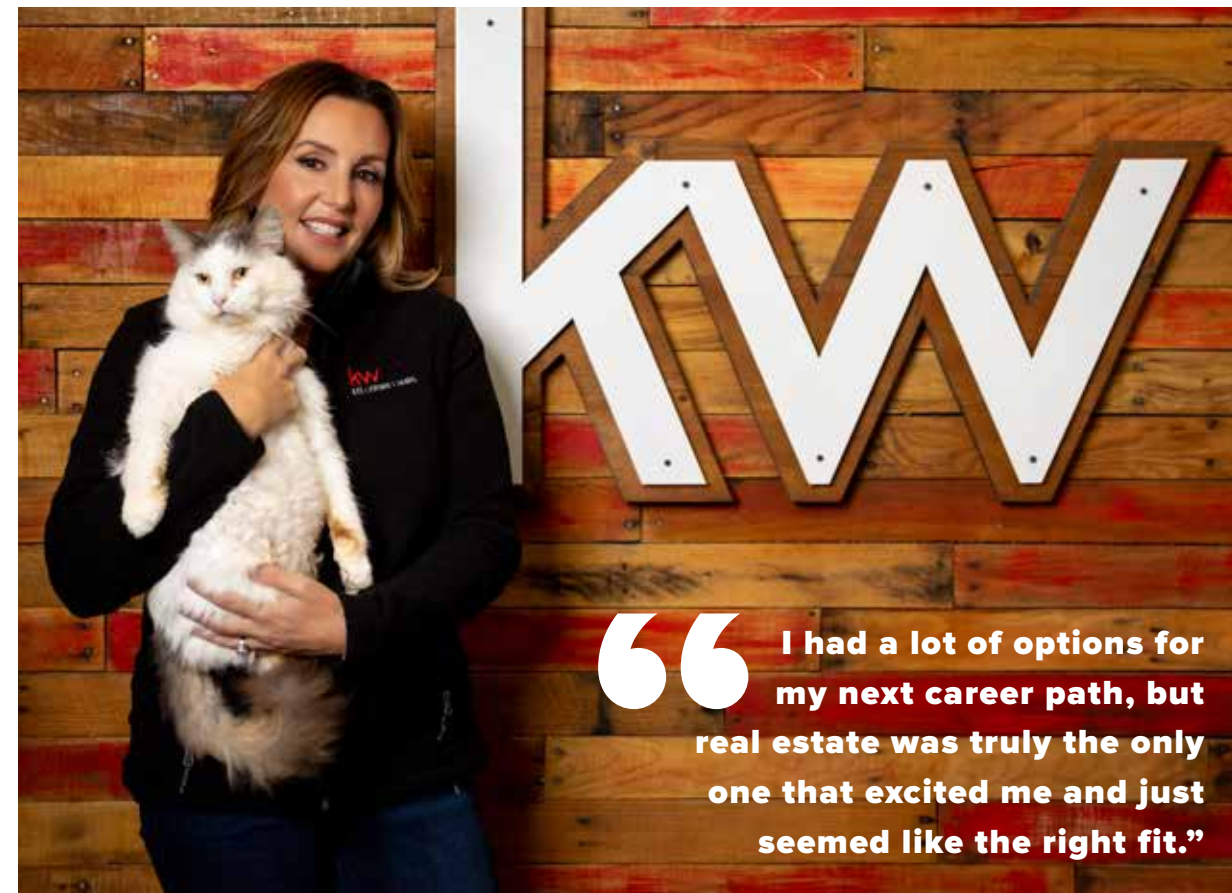
Margo notes how the transition was made easier with the educational resources, mentorship, and support she was provided at Keller Williams. Her extensive experience in business, combined with their guidance, made the transition seamless, and she felt well-prepared to embrace her new career wholeheartedly.

The most fulfilling aspect of Margo's work as a real estate agent is her ability to assist people in achieving their dreams. She recalls one heartwarming experience with a first-time

homebuyer who was 60+ years old, the first in her family to own a home. The client's family had always resided in apartments and trailers, but with Margo's support, they realized the dream of homeownership. The connection Margo established during this journey still thrives, as she continues to send update photos and stay in touch with her client to this day. “It was an amazing experience,” Margo beams.

organizations like the Homeless Cat Management Team, where she serves on the board, and Pittsburgh CAT (Cat Adoption Team). She even describes herself as “your rescue connection in real estate” and makes donations to any rescue organization a client requests at the closing table. Getting to support such a vast variety of resources brings Margo immense joy.

Margo and her husband, John, share their home with their beloved dog, ChaChi, a rescue who found a loving forever family. Margo's passion for helping people and animals, along with her warm-hearted personality, make her not only an excellent real estate agent, but also a cherished member of her community. Admittedly she says her and John are also major foodies and



“ I had a lot of options for my next career path, but real estate was truly the only one that excited me and just seemed like the right fit.”

Throughout her journey in real estate, one pivotal moment shines clear - when Jeanne McDade and Bill Holden invited Margo to join their “mini team” for new construction. This opportunity opened up a whole new avenue for her in the real estate world and allowed her to forge a deep connection with them. The strong bond of friendship that developed through their collaboration has proven priceless, both personally and professionally.

Margo's compassion for others is prevalent in her support of charitable

Outside of her work in real estate, Margo devotes a significant amount of time to volunteering with cat rescue organizations, focusing on trap-neuter-return (TNR) efforts, helping to manage 20+ spay/neuter clinics per year, and continuously fosters cats (many with special needs requiring extensive medical care). When she's not saving our feline friends, she enjoys brunch, supporting local businesses, traveling, girls trips, hanging out with family and friends, and exploring new culinary delights.

they eat out a lot. “We love trying new restaurants and supporting our tried and true favorites.”

Margo's personal and professional philosophy is simple yet profound: “Just be kind, do the best that you can, and when you're working through a situation, the goal is for it to be win-win for everyone”; She believes in keeping the big picture in mind, avoiding greed, and understanding that everything you put out into the world comes back to you.

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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
1	Georgie	Smigel	Coldwell Banker	133	120	253	\$80,006,173
2	Michael	Reed	Coldwell Banker	63	115	178	\$52,398,536
3	John	Marzullo	Compass RE	58	165	223	\$46,116,291
4	Emily	Fraser	Piatt Sotheby's International Realty	37	94	131	\$44,746,527
5	Zita	Billmann	Coldwell Banker	41	25	66	\$43,915,765
6	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	56	29	85	\$42,865,549
7	Jim	Dolanch	Century 21 Frontier Realty	53	47	100	\$42,061,449
8	Julie	Rost	Berkshire Hathaway The Preferred Realty	29	29	58	\$41,668,555
9	Jordan	Jankowski	Compass RE	25	128	153	\$41,217,499
10	Michele	Belice	Howard Hanna	41	20	61	\$37,071,504
11	Barbara	Baker	Berkshire Hathaway The Preferred Realty	57	45	102	\$36,767,702
12	Corey	Weber	RE/MAX Select Realty	56	111	167	\$36,523,375
13	Joe	Yost	Compass RE	36	71	107	\$34,350,845
14	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	73	53	126	\$33,457,155
15	Roslyn	Neiman	Howard Hanna	18	15	33	\$33,103,832
16	Ryan	Bibza	Compass RE	38	69	107	\$33,041,927
17	Kim Marie	Angiulli	Coldwell Banker	24	17	41	\$32,603,470
18	Steve	Limani	Realty One Gold Standard	82	51	133	\$32,049,256
19	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	46	31	77	\$31,831,142
20	Melissa	Barker	RE/MAX Select Realty	76	106	182	\$31,636,263
21	Lori	Hummel	Howard Hanna	46	15	61	\$31,609,719
22	Ryan	Shedlock	Howard Hanna	78	100	178	\$29,107,825
23	Lauren	Coulter	Compass RE	20	52	72	\$28,340,126
24	Anthony	Leone	Coldwell Banker	57	31	88	\$28,280,783
25	Vera	Purcell	Howard Hanna	28	20	48	\$28,142,615
26	Gina	Giampietro	RE/MAX Select Realty	66	42	108	\$28,018,272
27	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	73	53	126	\$27,868,196
28	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	25	13	38	\$26,533,766
29	Karen	Marshall	Keller Williams Realty	34	17	51	\$26,315,476
30	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	40	27	67	\$26,002,811
31	Kathy	Wallace	Compass RE	31	14	45	\$25,754,852
32	Rich	Dallas	Berkshire Hathaway The Preferred Realty	45	51	96	\$25,174,725
33	Heather	Kaczorowski	Piatt Sotheby's International Realty	30	35	65	\$25,028,791
34	Adam	Slivka	Century 21 Fairways	49	68	117	\$24,924,286

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Joanne	Bates	Berkshire Hathaway The Preferred Realty	24	29	53	\$24,855,605
36	Maureen	States	Neighborhood Realty Services	47	33	80	\$24,741,088
37	John	Geisler	Coldwell Banker	42	22	64	\$24,240,030
38	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	46	27	73	\$24,086,700
39	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	9	12	21	\$23,849,361
40	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	44	39	83	\$23,766,800
41	Kelly	Cheponis	Howard Hanna	32	14	46	\$23,369,675
42	Melissa	Merriman	Keller Williams Realty	55	46	101	\$23,182,345
43	Bonnie	Loya	Coldwell Banker	38	17	55	\$22,986,628
44	Dan	Haeck	Coldwell Banker	43	40	83	\$22,888,439
45	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	43	30	73	\$22,854,968
46	Melissa	Shiple	Berkshire Hathaway The Preferred Realty	24	55	79	\$22,852,383
47	Dave	McSwigan	Coldwell Banker	25	21	46	\$22,581,499
48	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	38	42	80	\$22,375,503
49	Lynne	Bingham	Howard Hanna	24	22	46	\$22,305,541
50	Reed	Pirain	NextHome PPM Realty	40	26	66	\$22,251,765

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- IDENTIFY** Effective & Efficient Operating Controls.

TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	44	29	73	\$22,031,875
52	Andrea	Ehrenreich	Howard Hanna	10	10	20	\$21,697,327
53	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	27	8	35	\$21,629,240
54	Libby	Sosinski	Keller Williams Realty	175	15	190	\$21,388,483
55	Jennifer	Mascaro	Coldwell Banker	48	39	87	\$21,384,425
56	Danielle	Mach	Howard Hanna	16	11	27	\$20,543,000
57	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	26	15	41	\$20,427,740
58	Christine	Wilson	Compass RE	19	31	50	\$19,905,250
59	Sarah	Madia	RE/MAX Select Realty	25	17	42	\$19,540,690
60	Judi	Sahayda	Keller Williams Realty	32	19	51	\$19,372,221
61	Bobby	West	Coldwell Banker	26	22	48	\$19,240,094
62	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	35	27	62	\$19,142,219
63	Rick	Maiella	Howard Hanna	32	57	89	\$18,958,707
64	Max	Hofmann	Howard Hanna	9	9	18	\$18,806,025
65	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	31	23	54	\$18,567,135
66	Sara	Minshull	Redfin Corp	18	28	46	\$18,502,187
67	Michael	Pohlot	Janus Realty Advisors	102	25	127	\$18,238,665
68	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	34	31	65	\$18,107,116
69	Roxanne	Humes	Coldwell Banker	28	39	67	\$18,069,500
70	Robyn	Jones	Piatt Sotheby's International Realty	17	13	30	\$17,814,300
71	MaryAnn	Bacharach	Howard Hanna	20	13	33	\$17,736,056
72	Deborah	Kane	Howard Hanna	42	33	75	\$17,412,960
73	Melinda	Lynch	Berkshire Hathaway The Preferred Realty	28	41	69	\$17,407,100
74	Tyler	Thompson	Realty One Landmark	66	42	108	\$17,288,111
75	Cass	Zielinski	Piatt Sotheby's International Realty	16	25	41	\$17,277,766
76	John	Tierney	Highlands Resort Realty	14	14	28	\$17,104,030
77	Elaine	Shetler-Libent	Keller Williams Realty	21	17	38	\$17,101,255
78	Ron	Lovelace	RE/MAX Professionals	32	24	56	\$17,023,149
79	Brenda	Deems	Berkshire Hathaway The Preferred Realty	39	40	79	\$16,971,363
80	Monica	Mahla	Coldwell Banker	23	11	34	\$16,960,500
81	Angie	Popa	Keller Williams Realty	20	19	39	\$16,833,650
82	Donna	Howland Klein	RE/MAX Realty Brokers	11	26	37	\$16,736,700
83	Darlene	Gibson	Redfin Corp	39	4	43	\$16,696,456
84	Donald	Powell	Berkshire Hathaway The Preferred Realty	57	30	87	\$16,658,893

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Pamela	Willis	Howard Hanna	72	39	111	\$16,474,304
86	John	Fincham	Keller Williams Realty	33	37	70	\$16,429,527
87	Marianne	Hall	Howard Hanna	30	29	59	\$16,391,974
88	Magen	Bedillion	Berkshire Hathaway The Preferred Realty	17	37	54	\$16,291,200
89	Deborah	Reddick	RE/MAX 360	24	33	57	\$16,220,880
90	Brian	Teyssier	RE/MAX Real Estate Solutions	24	11	35	\$16,189,278
91	Adam	Cannon	Piatt Sotheby's International Realty	23	24	47	\$16,056,450
92	Robin	Ross	Coldwell Banker	24	16	40	\$16,041,990
93	Stephanie	Veenis	Howard Hanna	15	7	22	\$15,997,778
94	Cindy	Ingram	Coldwell Banker	16	10	26	\$15,985,810
95	Matthew	McKenna	Coldwell Banker	19	37	56	\$15,972,500
96	Jennifer	Crouse	Compass RE	28	9	37	\$15,925,700
97	Kaedi	Knepshield	Piatt Sotheby's International Realty	14	17	31	\$15,831,660
98	Colleen	Anthony	Howard Hanna	24	8	32	\$15,764,330
99	John	Adair	Coldwell Banker	29	25	54	\$15,750,700
100	Nancy	Rossi	RE/MAX Select Realty	44	21	65	\$15,681,176

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TOP 200 STANDINGS

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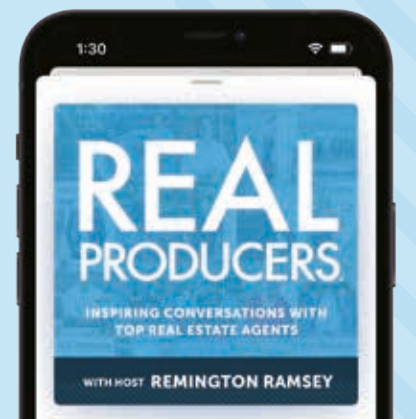
#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Mark	Ratti	RE/MAX Select Realty	35	17	52	\$15,545,431
102	Colleen	Steigerwalt	Howard Hanna	16	13	29	\$15,373,314
103	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	24	43	67	\$15,043,577
104	Michelle	Mattioli	Howard Hanna	23	7	30	\$15,029,393
105	Luz	Campbell	Coldwell Banker	16	8	24	\$15,012,953
106	Matthew	Shanty	Exp Realty Inc	17	33	50	\$14,954,642
107	Nicholas	Fix	Berkshire Hathaway The Preferred Realty	24	27	51	\$14,851,425
108	Casey	McCombie	Realty One Landmark	32	20	52	\$14,836,150
109	Dora	Rudick	Coldwell Banker	8	35	43	\$14,803,594
110	Tarasa	Hurley	Keller Williams Realty	20	43	63	\$14,789,639
111	Jackie	Horvath	Howard Hanna	22	21	43	\$14,717,450
112	Sara	McCauley	Berkshire Hathaway The Preferred Realty	51	15	66	\$14,508,321
113	Mindy	Pry	Piatt Sotheby's International Realty	12	18	30	\$14,483,237
114	Renee	Dean	Howard Hanna	43	20	63	\$14,428,515
115	Bob	Stienstraw	River Point Realty	15	39	54	\$14,319,900
116	Amanda	Gomez	RE/MAX Select Realty	10	40	50	\$14,302,964
117	Brian	Czapor	Piatt Sotheby's International Realty	18	24	42	\$14,252,950
118	Laurie	Kiss	Realty One Gold Standard	22	32	54	\$14,203,740
119	Julie	Welter	Compass RE	23	11	34	\$14,165,100
120	Molly	Finley	Howard Hanna	18	16	34	\$14,122,650
121	Nancy	McKenna	Howard Hanna	18	16	34	\$14,108,355
122	Ned	Bruns	RE/MAX Select Realty	15	17	32	\$13,880,000
123	Kathleen	Barge	Piatt Sotheby's International Realty	8	6	14	\$13,844,400
124	Jason	Mazzei	Realty One Gold Standard	111	44	155	\$13,813,053
125	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	34	30	64	\$13,771,357
126	DJ	Fairley	Exp Realty Inc	37	11	48	\$13,765,016
127	Judi	Agostinelli	Century 21 Frontier Realty	34	15	49	\$13,763,595
128	Adam	Longshore	Keller Williams Realty	9	7	16	\$13,750,274
129	Kathleen	Cooper	Keller Williams Realty	18	10	28	\$13,668,682
130	Austin	Rusert	Coldwell Banker	14	10	24	\$13,558,790
131	Ella	Serrato	RE/MAX Select Realty	8	34	42	\$13,550,150
132	Jeannine	Mullen	Howard Hanna	12	10	22	\$13,483,399
133	Denise	Serbin	Howard Hanna	14	21	35	\$13,367,875
134	Andrew	Dellavecchia	RE/MAX City Life	36	34	70	\$13,365,125

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Paul	Bortz	Coldwell Banker	52	21	73	\$13,357,018
136	Nancy	Ware	Berkshire Hathaway The Preferred Realty	21	24	45	\$13,277,492
137	Nathaniel	Nieland	Coldwell Banker	8	44	52	\$13,222,155
138	Jill	Stehnach	RE/MAX Select Realty	26	10	36	\$13,195,443
139	Jeff	Selvoski	Exp Realty Inc	43	33	76	\$13,136,410
140	Tony	Nucci	Howard Hanna	7	4	11	\$13,061,318
141	Brian	Larson	Howard Hanna	17	21	38	\$13,047,400
142	Michele	Jergel	Berkshire Hathaway The Preferred Realty	14	11	25	\$12,919,367
143	Liza	Christ	Piatt Sotheby's International Realty	3	4	7	\$12,719,795
144	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	24	10	34	\$12,683,680
145	Mark	Gulla	RE/MAX Select Realty	23	26	49	\$12,674,896
146	Daniel	Howell	Coldwell Banker	33	30	63	\$12,655,950
147	Melissa	Beck	Compass RE	10	14	24	\$12,557,665
148	Monice	Ming Tong	Keller Williams Realty	15	19	34	\$12,523,924
149	Allison	Pochapin	Compass RE	12	19	31	\$12,514,903
150	Erica	Shulsky	Exp Realty Inc	24	16	40	\$12,504,324

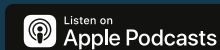
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#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Christina	Talotta	RE/MAX Select Realty	19	11	30	\$12,370,385
152	Wendy	Kelly	Berkshire Hathaway The Preferred Realty	44	21	65	\$12,367,575
153	Dustin	Hook	RE/MAX Select Realty	12	10	22	\$12,351,410
154	Angie	Flowers	Coldwell Banker	24	21	45	\$12,343,010
155	Denise	Lewandowski	Howard Hanna	60	31	91	\$12,296,330
156	Rachel	Marchionda	Howard Hanna	27	19	46	\$12,098,900
157	Elizabeth	Hutton	Exp Realty Inc	40	8	48	\$12,086,717
158	Lauren	Klein	Coldwell Banker	23	14	37	\$12,059,135
159	Debra	Donahue	Howard Hanna	17	12	29	\$12,055,200
160	Elizabeth	Kofmehl	Coldwell Banker	20	16	36	\$11,985,153
161	Susan	Ulam	Coldwell Banker	19	12	31	\$11,951,850
162	Long	Pham	RE/MAX City Life	26	18	44	\$11,917,175
163	Michael	Fragello	Howard Hanna	20	8	28	\$11,883,200
164	Eileen	Lusk	Howard Hanna	10	12	22	\$11,865,170
165	Melissa	Palmer	Howard Hanna	13	14	27	\$11,765,275
166	Diana	Mathison	Howard Hanna	11	7	18	\$11,759,065
167	Lisa	Jackson	Realty One Gold Standard	26	27	53	\$11,701,242
168	Vicki	Rutherford	Berkshire Hathaway The Preferred Realty	36	12	48	\$11,658,050
169	Vicky	Chang	Coldwell Banker	14	19	33	\$11,654,550
170	Jennifer	Solomon	Coldwell Banker	16	27	43	\$11,607,200
171	Mary Anne	Hanna Lang	Howard Hanna	6	8	14	\$11,545,300
172	Christine	Yarosz	RE/MAX Select Realty	22	11	33	\$11,484,600
173	Raelyn	Marburger	Howard Hanna	28	20	48	\$11,481,130
174	Doreen	Walters	Realty One Gold Standard	38	23	61	\$11,451,375
175	Kathleen	Mathison	Howard Hanna	15	16	31	\$11,416,430
176	Amanda	Shingleton	Berkshire Hathaway The Preferred Realty	23	24	47	\$11,302,860
177	Aida	Agovic-Corna	RE/MAX Select Realty	10	21	31	\$11,215,611
178	Geoff	Smathers	Howard Hanna	15	6	21	\$11,192,300
179	Melanie	Marsh	Compass RE	17	11	28	\$11,144,490
180	Diane	McConaghy	RE/MAX Select Realty	16	26	42	\$11,124,477
181	Matthew	Gillespie	Coldwell Banker	22	31	53	\$11,069,350
182	Molly	Howard	Howard Hanna	9	5	14	\$11,059,765
183	Michael	Burgoon	Howard Hanna	10	5	15	\$11,043,000

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Luanne	Ryan	Howard Hanna	21	11	32	\$11,027,165
185	Bryan	Reilly	RE/MAX City Life	23	17	40	\$10,980,057
186	Jay	Phoebe	Howard Hanna	11	6	17	\$10,948,324
187	Eric	Tallon	Berkshire Hathaway The Preferred Realty	16	33	49	\$10,921,661
188	Meredith	Ward	Howard Hanna	8	6	14	\$10,879,915
189	Amy	Bair	Howard Hanna	17	10	27	\$10,875,649
190	Carolyn	Norris	Indian Lake Realty	14	4	18	\$10,857,000
191	Pamela	Michalek-Shirey	RE/MAX Heritage	29	7	36	\$10,829,032
192	Jay	Mosby	Berkshire Hathaway The Preferred Realty	15	22	37	\$10,758,127
193	Devon	Lauer	Howard Hanna	9	16	25	\$10,742,474
194	Dean	Korber	Howard Hanna	41	31	72	\$10,723,600
195	Susan	Gill	Century 21 Fairways	30	15	45	\$10,722,300
196	Ryan	Scalise	Scalise Real Estate	30	14	44	\$10,642,630
197	Darla	Jobkar	Berkshire Hathaway The Preferred Realty	18	10	28	\$10,619,439
198	Nancy	Evans	Berkshire Hathaway The Preferred Realty	17	8	25	\$10,561,900
199	Eileen	Allan	Compass RE	21	20	41	\$10,555,250
200	Erin	Berg	Berkshire Hathaway The Preferred Realty	13	23	36	\$10,543,039

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