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October 16th
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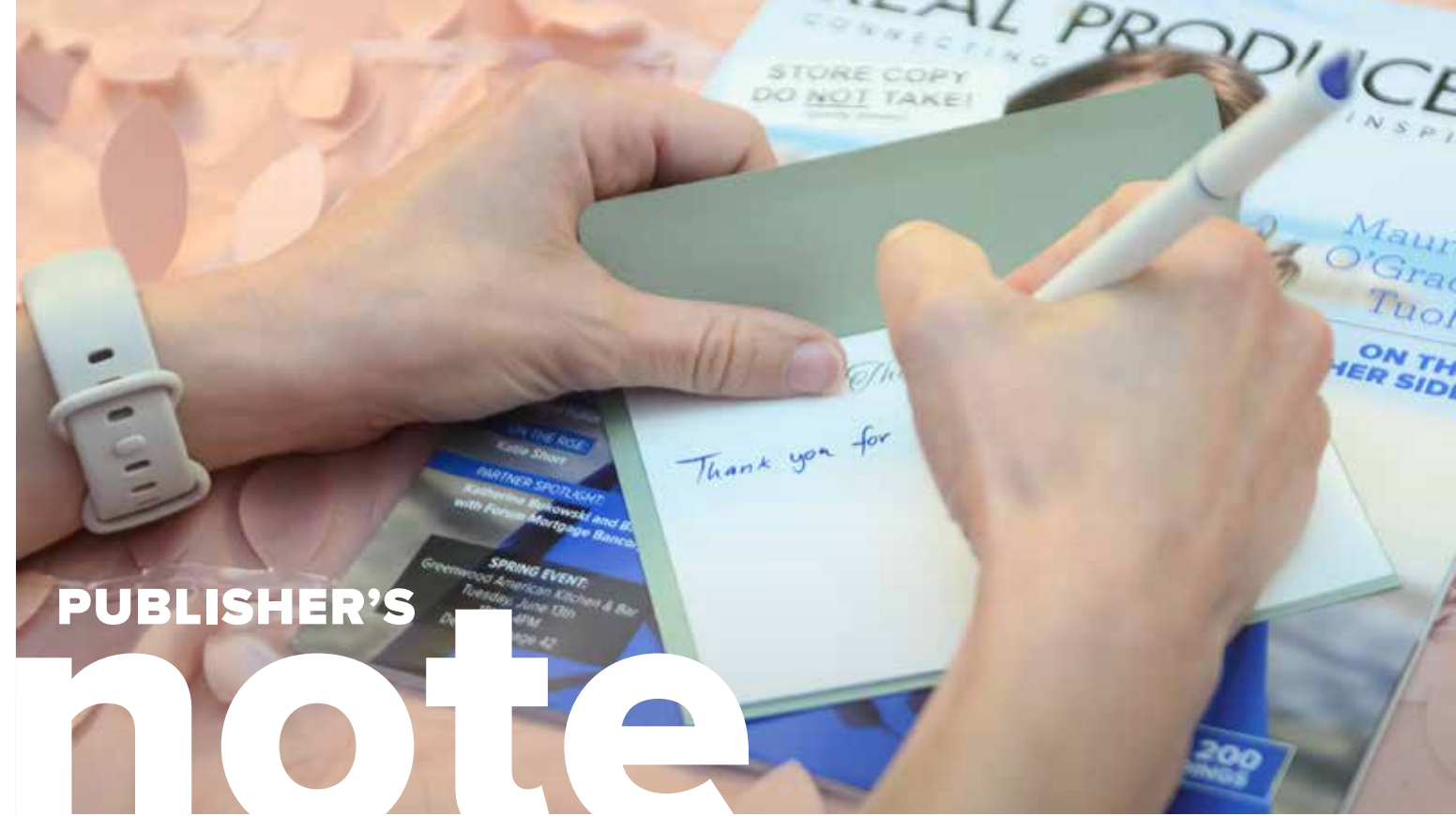
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PUBLISHER'S note

I'm still on an emotional high from our spring event. I've been thinking about the ripple effect that expressing gratitude has on both the giver and receiver. As I have been processing Mr. Thank You's message, I have realized that I spend a massive amount of energy thinking internally about people and things I am grateful for.

This is not necessarily a negative way to go through life, however, it also does not benefit anyone else when I keep those thoughts and feelings inside. It sounds so simple, but going out of your way to thank someone takes more than just a thought.

There is always an action involved in gratitude. Whether it be verbal communication, a quick text, an email, a good old-fashioned pen to paper, or a selfless act of sacrifice showing someone you appreciate them. I'm far from even being on the cusp of becoming an expert in the gratitude arena, but after hearing John's message I feel our community is on the right trajectory.

If you'd like to hear John Israel's message again (or for the first time), please reach out to me directly for the recording! In the meantime, I cannot wait to see you in a few months at our fall event. Details can be found on page 33!



Andy Burton
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AARON GAINES

*Hard Work
and Faith*



▶ on the rise

By Lauren Young
Photos by KDE Photography

“My path could definitely be defined as ‘the road less traveled,’ i.e., hard work, sweat, and grind,” says Aaron Gaines, REALTOR® with Keller Williams Preferred Realty. “I have not always been the most talented in the room, but I know I am one of the hardest-working.”

Born and raised in Chicago, Aaron was surrounded by hard-working influencers in his family from a young age. His mother, who was originally from Arkansas and one of eight children, raised Aaron and his sister as a single parent and sole breadwinner. Of all the motivational and entrepreneurial role models in his life, Aaron’s mom was the biggest.

“She was a force, going out and making income anytime we were lacking,” says Aaron. “She was a hustler, too, and no stranger to direct sales. She worked for companies like Mary Kay, Tupperware, and Avon. I saw the power of sales right in my very home.”

In addition, Aaron’s uncle and cousin were the owners and operators of many of their own businesses—everything from a carwash and a car dealership to commercial real estate, restaurants, and agriculture. Being around that many business-savvy people gave Aaron the vision to make his own way, knowing that anything is possible through individual time and effort.

With a natural aptitude for music, young Aaron decided to place his focus there. He studied piano at Roosevelt University, instrumental performance at Columbia College Chicago, and graduated from Chicago State University with a bachelor of arts in music education. While in college, Aaron decided to purchase a home for his mom, sister, and himself. It was during this process that his interest in real estate began.

“During that purchase [process] I was determined to learn real estate from the inside out, but only as an investor. I really had no desire to sell real estate,” shares Aaron. “But I also had a good buddy and long-time friend who had been selling and investing in our college years, and he was always telling me all the phenomenal things real estate was doing for him. It was his years of poking and prodding that made me finally decide to give it a try, and it was the best decision I ever made.”





Hard work, sweat, and grind...I have not always been the most talented in the room, but I know I am one of the hardest-working.

Aaron with his family.



all while becoming totally independent and taking care of a big family,” says Aaron. “I honestly didn’t even think it was possible to do three deals a month when I started. I couldn’t see myself not having to do music full-time with real estate only being able to be a side hustle for the rest of my life.”

to still play music. Aaron’s faith has been another key source of strength throughout his life, so he has always made time to serve his church through his musical talents. Looking forward, Aaron hopes to continue growing his business while expanding his investment portfolio. As a next step, he also plans to produce more content about his journey so others might be encouraged to follow their own path down “the road less traveled.”

Now in his seventh year as a full-time agent, Aaron is thriving. He’s now able to enjoy the daily grind while also prioritizing time with his three children—Nyeela (16), Aaron, Jr. (10), and Tyler (8)—as well as with his fiancée, Chelisa, a mother of four. “We are the modern-day Brady Bunch, or, as I like to call us, the Black Bunch,” says Aaron. His large family keeps him busy, but not too busy

“In sharing my story, I hope that someone may see themselves and have renewed hope and drive for their real estate journey,” says Aaron. “Not only in seeing what I’ve accomplished, but in also seeing what it took for me to get here.”

“My advice is always to focus on the day and focus on the moment, not the struggle,” adds Aaron. “It is the small steps over time that lead to greatness.”



Aaron playing music at his church.

of these transitions were formative, and the difficult circumstances stretched him and showed him that his capabilities were beyond what he believed before.

“In the midst of those situations, I fought through limiting beliefs, self-doubt, fear, anxiety, depression, and victim syndrome so I could become who I was always meant to be,” says Aaron. “The leadership in our office and my mentors and team leaders helped me move from crawling to walking again.”

Aaron credits Frank Montro and Reginald Rawden for helping him regain his confidence in trusting in his ability to connect with people, lead others through challenges, and recall his business know-how. Even though it was tough, Aaron eventually was able to move from the fear of failure to embracing the challenges of the everyday and the rewards that come with doing so.

In 2017, Aaron earned his real estate license and started as a REALTOR®. Not long after, his first significant challenges arose in both his personal and professional lives. Though he was going through a difficult divorce at the time, Aaron decided to switch brokerages. Both

connect with people, lead others through challenges, and recall his business know-how. Even though it was tough, Aaron eventually was able to move from the fear of failure to embracing the challenges of the everyday and the rewards that come with doing so.

“The most rewarding part of my business has been to move from the fear of making it in real estate—a 100 percent commission-based career—to helping hundreds of people buy and sell real estate,

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▶▶ partner spotlight

By Lauren Young
Photos by KDE Photography

Mission-Driven

“We are mission-driven and not profit-driven,” says James “Jamie” White, real estate lawyer. “The primary creed that drives our business is that it belongs to God. That’s why profits made by the firm fund charitable work,

including providing clean water wells in underdeveloped countries around the world through a nonprofit my wife, Lisa, and I established called Water Lily International. Our motivation is to serve others. We live this out daily by providing excellent customer service to all our clients. Not many firms operate in this manner.”

Jamie is the youngest of eight siblings and grew up surrounded by the legal industry, but he didn’t necessarily view it as his future. “My father was an attorney, my brother is an attorney, and I was basically raised to think like an attorney.” After earning a degree in history from Indiana University, Jamie realized he did not have a passion for any particular career path

which was right across the street from my father’s law firm where I worked during school.”

Upon completion of law school, he joined his father’s firm, and later became a partner. He worked there for nine years until he decided it was time to spread his wings and start something new. Jamie joined a home-building company as general counsel and vice president, helping it grow from four to over thirty employees in just four years.

“I was responsible for developing all the programs for the company as well as drafting the various sales contracts and subcontractor agreements, so when it comes to representing clients who are purchasing new construction, I am very knowledgeable,” says Jamie.

his own office, which he has now run for twenty-three years. The Law Office of James F. White, P.C. completes hundreds of real estate transactions annually, representing buyers and sellers. They also provide estate planning and land use services.

Jamie’s mission-driven approach is heavily influenced by his desire to be generous. “It’s one of my spiritual gifts. I was challenged to believe what the Bible says: that everything belongs to God.” Jamie knew he wanted to operate his business differently than other firms, and he has built in several strategies to help his office live out that difference.

“Our staff, including myself, are all on a fixed salary,” notes Jamie. “The better the firm does, the more generous I can be—the more people we can help, spiritually and physically.”

Jamie’s service-first mindset extends into all of his professional relationships with REALTORS® and other colleagues, and most certainly, with his clients. He knows that many buyers and sellers find the transaction process intimidating, so his team is always looking for ways to ease their anxiety throughout the experience.

“Our approach is ‘Every deal is our deal, too,’ so we are personally invested in every step of the transaction and to seeing it through,” says Jamie. “We have a well-seasoned staff that relies on teamwork. Because of our many years’ experience in the industry, we can be a valuable part of a REALTOR’S® team, handling many of the tasks for them and for their clients.”

When not serving his clients and partners, Jamie winds down with his large family. Like his own family growing up, Jamie and Lisa have eight children, including two sets of twins. Together they enjoy traveling, leading church mission trips, and giving back to their community. On many weekends, you’ll also find Jamie sneaking away to enjoy his favorite sport: Formula 1 racing. Although it’s a hobby, he has found ways to apply its discipline into the principles of his business.



Jamie with his wife, Lisa.

in any specific direction. “So, my father suggested I go to law school,” says Jamie. “I took the law school exam and did quite well, so I enrolled in the [then] John Marshall Law School,

When the company was acquired by a giant national home-building firm, Jamie went back into private practice, working for a year in a firm that concentrated on zoning and land use. Then, he opened

"I worked on a racing crew for eight years as well as on race cars, and I learned how important it is to pay attention to the details, all of them, and to follow through on the process," Jamie says.

"But I'm a title geek, too," he confesses. "I love doing my own title searches, and I have even earned a reputation with title companies that when I raise an issue, they generally agree with me."

Jamie's mission-driven mindset extends to his view of success. For him, it is "when I can provide for my family, and the families of my staff, with an abundance to make a real difference in the world." And as he looks to the future, Jamie's passion for integrity will unquestionably continue to benefit his clients and community and be of great assurance to his colleagues.

To reach Jamie and his team to learn more about the services the Law Office of James F. White, P.C. provides its clients, call 630-466-1600, or visit www.jwhite-law.com.



Jamie pumping a well they had just installed for an orphanage and school in Haiti.



Jamie with a well-drilling team in a remote village in Sierra Leone, Africa.

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THE GIFT FOR CONNECTING

“My husband used to call me ‘the mayor,’ because I have the gift of being able to talk to anyone,” says Linda Conforti, associate broker at Jameson Sotheby’s International Realty in Hinsdale. “I can leave the grocery store knowing everything about the cashier after just a few minutes.”

Possessing the natural gift for making fast connections, Linda found the career transition into real estate ideal. Growing up in the western suburbs as the child of immigrants—her father is from Spain, and her mother is from Cuba—Linda was also imbued with confidence in her ability to reach her dreams, a mindset that helped her embrace the challenges of the career change.

“I definitely have looked up to my mom and her success,” says Linda. “She came to this

country basically alone, without much [financially], and two young kids. She worked hard, quickly learned a new language, became a citizen, raised three successful kids, and always put us and God first in her life. She taught us there’s nothing you can’t accomplish if you truly want it with hard work, dedication, and prayer.”

After attending school for accounting, Linda kept the books and ran the office for the Charles Ifergan Salon on Oak Street in Chicago. When she met her husband, Frank, he convinced her to move back to the suburbs.

“I was living the dream, or so I thought, in the city and building my accounting career, but God had a different and better plan for my life: everything changed and changed quickly when I met my now husband,” she says. “I relocated work to the suburbs to stay close to him—no more fun city life for this girl! We were married within a few years and started our own family.”



Because of her innate networking ability; accounting, sales, and customer service experience; and financial success in buying and selling their own homes, Linda thought real estate would be a great and seamless move. She was also drawn to the idea of guiding others through a stressful situation. From the beginning, however, she had to learn several valuable, mindset-shifting lessons.

“I thought with all the people we knew it would be easy to get clients,” she reflects. “I was surprised to find out that was not necessarily true. Most already had an agent, or didn’t trust me because I was new, or just did not call on me for other reasons.”

“On the positive side, though, I wrongly thought, as many do, that I would only be a REALTOR® part-time,” she adds. “I didn’t know how much I would love it and want to dive in.”

Over time, Linda began to build up her network by leaning on her connection skills and personality. She started by placing rentals, then home purchases, and those led to referrals and repeat business. Now she has a strong support system of faithful clients. After more than eleven years now, she still finds enjoyment in each transaction, especially when she can be a neutral advisor.

“I am so passionate about helping buyers navigate this super-tough market and make the right home decision, aside from the ‘look’ of the home they are all fighting for,” Linda says. “I frequently talk to clients about if and when this market changes, how a home would sell in a different market. I try to help them purchase smartly, not emotionally, to protect their investment long-term.”

“Most of my clients turn into close friends that I can’t help but want to stay in touch with. It’s hard to be so close and learn so much about them and not want to continue the relationship after the closing,” she adds.

Linda absolutely loved her job, working in admin and sales support at Corporate Concepts, a contract office furniture company. But when her second child was around two years old, she decided it would be best to become a stay-at-home mom. “Which was ultimately the best job ever,” she affirms. During those over ten years, she volunteered heavily—at their church, at the kids’ schools, at animal rescues, and at other organizations.

When her oldest son started to visit colleges and her youngest was entering junior high, she felt the pull to return to work. “On top of wanting to help with the enormous costs of education, as my kids were becoming more independent and busier each day, I felt I was no longer needed as much at their schools or even in their daily lives,” explains Linda. “I also needed my own outlet and feeling of accomplishment.”

LINDA CONFORTI

» cover story

By Lauren Young
Photos by Cris Cunningham



I am so passionate about helping buyers navigate this super-tough market and make the right home decision.



Linda with her family.


Linda and her husband, Frank, the owner of Frankie's Deli in Oakbrook Terrace, both love to cook and spend time with their three adult children whenever they can: Mario (29), Christina (26), and Frankie (23), as well as their first grandchild. Linda relaxes by taking her dogs for long walks, sitting on the deck with a little music and a glass of wine, and watching a movie in the evening with her husband.

Looking forward, Linda is excited to expand her expertise, her network, and her impact, especially

into the lives of her children. For her, being able to help them achieve their own real estate goals, and that of their friends, has been the cherry on top of an already successful career.

"In the future I would love the opportunity to continue to help my kids and their friends as they become successful adults and move up," Linda says. "Helping my own kids with their first homes was beyond rewarding."

"I think I will always need to keep busy," she adds. "I have a great network, even out of state, so if life pivots and turns, I can pivot too."



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Navigating Today's



business article By Kate Sax

MARKET FORCES

It has been an interesting time to be in the real estate profession—from the pandemic housing boom to rising interest rates, cooling inflation, increased home prices, and historically low inventory, there has been a lot to navigate.

In addition, the recent National Association of REALTORS® settlement is raising conversations about the way brokers are compensated. However, within these conversations there are steps you can take to ensure open dialogue and transparency with your clients.

Take the opportunity to share how the process works with your buyers and sellers. It's important to help buyers and sellers understand that your compensation is, and always has been, negotiable.

Costs should always be spelled out to buyers and sellers too. To maximize transparency, use a buyer representation agreement or a listing agreement to get into the details of your services, and explain to clients that brokers usually only get paid when the home sells. Also, at closing, both sellers and buyers should be reminded how much each broker is being paid and by whom.

For yourself, remember that more regulation may be coming. There are decisions that have yet to be made, particularly in regard to

MRED in Illinois. If you need support as a real estate professional, consider connecting with other colleagues in the industry. Regardless of the market and other factors beyond our control, Mainstreet Organization of REALTORS®, and associations like ours, exist to provide real estate professionals with the training, resources, and information they need to lead and remain competitive in their businesses.

Remember, as a real estate professional you bring significant value to the homebuying and home selling processes, helping clients know what they can expect and that transactions will be conducted transparently and honestly. Use

this as an opportunity to remind clients of your role and explain clearly how compensation works.

About the Author

Kate Sax is a graduate of Illinois State University and has been a staff member of Mainstreet since 2003. Kate provides strategic management of many departments; including education, commercial and global services, professional and ethical practices, YPN and senior services, and member outreach departments. She develops and executes programs and services related to the mission of the organization. Overall, Kate just helps REALTORS® succeed in their business through an integral lens of education and professionalism.

If you're looking for a resource to share with buyers and sellers regarding the settlements, please visit: <https://www.succeedwithmore.com/issues-impacting-you/NARSettlement>.



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▶▶ agent feature
By Lauren Young
Photos by KDE Photography

Coming Full Circle

“I grew up around real estate 24/7,” says Jessica Garry, broker at Garry Real Estate, the firm named after her REALTOR® parents. “I remember having to sit in the car during showings, going to attorneys’ offices for closings, and playing with my parents’ branded paper and pens and balloons, and seeing their faces on the shopping carts at Jewel Osco.”

Even while growing up in close proximity to the family business, after high school, Jessica decided to forge her own path. Over the next six years, Jessica not only earned three associate’s degrees and a bachelor’s degree in business management with honors from Benedictine University, but she also experimented with running her own businesses, testing the waters of future career options, all while holding multiple jobs that included bartending, doing retail at Woodfield Mall, and working as a Starbucks barista.

But that kind of hustle was nothing new for Jessica. “I’ve been working since I was fifteen years old; I had my parents sign off on a work permit for me,” she explains. “In college, I was motivated by my

entrepreneurship course professor when he offered one hundred points extra credit to any student who could sell more online than he did. I started selling used clothes, accessories, and anything I could get my hands on. I ended up achieving ‘Posh Ambassador’ status on Poshmark with over 100k followers.” Jessica continued her entrepreneurial streak as a freelance makeup artist and an Etsy store proprietor.

It was when the COVID pandemic closed down many hospitality establishments and left her out of work that she finally gave real estate serious consideration.

“I graduated college just to go back to school to get my real estate license. I guess you could say I’m a real scholar,” Jessica jokes. “I had nothing to lose. I was freshly unemployed for the first time since age fifteen, and it seemed like that misfortune was the perfect opportunity as it led me to where I was meant to be.”



"I loved the idea of the freedom the job [of a REALTOR®] provides," she adds. "My parents never missed holidays or birthday parties, and they weren't micromanaged by bosses, which I'd experienced and hated. I knew real estate had to come with some drawbacks and risks, but I knew I would love the work-life balance."

From the beginning of her REALTOR® career, Jessica had to retrain her brain so as to not limit herself or sell short her own abilities, no matter her young age and perceived inexperience.

"I thought that since I was taught under [the mentorship of] my father—who has been in real estate thirty-nine years—that I needed to have all the experience and knowledge he had," explains Jessica. "I thought people would look at someone like him, then at someone like me, and choose him. But that was just a limiting belief I had as a young woman starting out in an incredibly hard industry. I overcame that by proving myself wrong and working hard to gain my own clients and sales."

Now approaching her fifth year as a REALTOR®, Jessica has gained more confidence in herself as she continues to develop her own approach with clients and build her own personal brand: Change Your Address with Jess. She's also completely rebranded the family firm by leveraging her expertise in marketing, social media, and technology to help modernize the agency. Ever-resourceful, Jessica has taught herself photography, web design, and other marketing tactics to grow the business, both for her own benefit and Garry Real Estate.

"The most rewarding parts of my business have been helping my clients achieve their goals and

6699

"The feeling of seeing how happy my clients are after I've helped them — whether they are first-time home buyers or a seller that is moving out of state — never gets old."

proving to myself that I can do this," says Jessica.

"I know I have come a long way in this industry, and I am proud of myself for that.

The feeling of seeing how happy my clients are after I've helped them—whether they are first-time home buyers or a seller that is moving out of state—never gets old."

Though Jessica may not have initially embraced real estate as a serious career option, she now sees it as the perfect fit for the life she dreams of. She's also happy her career path has come full circle with a beautiful blend of entrepreneurship and marketing.

"Real estate fits into my dreams and goals. I plan on real estate being my lifelong career, just like it has been for both my parents," she says. "It is my dream to run my own successful business while being an excellent role model to those around me as well as new agents starting out in the industry. I also want to be able to travel and be there for holidays with my family. Real estate gives me the opportunity to do all of that."



Jessica's parents were both REALTORS®.

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TOP 150 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	36	\$32,073,641	22	\$17,215,650	58	\$49,289,291
2	Dawn	McKenna	11	\$25,456,500	5	\$9,554,500	16	\$35,011,000
3	Bryan	Bomba	13	\$14,246,907	14	\$17,021,000	27	\$31,267,907
4	Linda	Little	53	\$28,988,090	0	\$0	53	\$28,988,090
5	Linda	Feinstein	17	\$19,028,520	4	\$7,757,500	21	\$26,786,020
6	Kim	Dalasky	12	\$13,159,000	22	\$13,016,300	34	\$26,175,300
7	Kelly	Stetler	8	\$7,660,000	15	\$13,501,000	23	\$21,161,000
8	Nathan	Stillwell	15	\$10,783,807	17	\$10,352,000	32	\$21,135,807
9	Larysa	Domino	8	\$10,024,900	5	\$8,451,500	13	\$18,476,400
10	Lance	Kammes	26	\$12,159,663	14	\$5,710,500	40	\$17,870,163
11	Courtney	Stach	11	\$12,272,000	4	\$5,500,500	15	\$17,772,500
12	Tracy	Anderson	5	\$7,630,509	7	\$9,331,514	12	\$16,962,023
13	Lina	Shah	8	\$10,731,000	5	\$5,967,000	13	\$16,698,000
14	Walter	Burrell	7	\$7,571,000	7	\$8,786,500	14	\$16,357,500
15	Kris	Berger	6	\$8,982,000	8	\$7,187,007	14	\$16,169,007
16	Christine	Wilczek	23	\$14,020,500	3	\$1,040,000	26	\$15,060,500
17	Bridget	Salela	8	\$11,304,000	3	\$2,682,000	11	\$13,986,000
18	Pat	Murray	18	\$10,516,630	4	\$2,402,500	22	\$12,919,130
19	Maureen	Rooney	12	\$6,432,400	8	\$5,981,550	20	\$12,413,950
20	Renee	Hughes	8	\$6,254,000	10	\$6,014,500	18	\$12,268,500
21	Alice	Chin	11	\$9,069,500	6	\$2,933,500	17	\$12,003,000
22	Jan	Morel	4	\$3,384,500	7	\$8,516,000	11	\$11,900,500
23	Anita	Olsen	24	\$11,652,889	0	\$0	24	\$11,652,889
24	Tim	Binning	27	\$11,354,370	0	\$0	27	\$11,354,370
25	Katie	Minott	5	\$6,035,000	4	\$4,857,400	9	\$10,892,400
26	William	White	11	\$7,300,500	5	\$3,475,000	16	\$10,775,500
27	Megan	McCleary	2	\$6,534,000	2	\$4,119,000	4	\$10,653,000
28	Tom	Fosnot	15	\$6,398,300	10	\$3,674,900	25	\$10,073,200
29	Elaine	Pagels	17	\$8,217,000	5	\$1,813,000	22	\$10,030,000
30	Nicholas	Solano	13	\$9,647,483	0	\$0	13	\$9,647,483
31	Patty	Wardlow	11	\$5,022,344	9	\$4,463,000	20	\$9,485,344
32	Sarah	Leonard	7	\$2,947,500	19	\$6,503,800	26	\$9,451,300
33	Katherine	Karvelas	5	\$4,016,000	4	\$5,398,000	9	\$9,414,000
34	Ginny	Stewart	6	\$8,345,400	1	\$899,900	7	\$9,245,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jill	Clark	6	\$4,594,900	4	\$4,494,900	10	\$9,089,800
36	Natalie	Weber	8	\$7,485,000	3	\$1,599,000	11	\$9,084,000
37	Oriana	Van Someren	3	\$5,665,000	2	\$3,215,000	5	\$8,880,000
38	Julie	Sutton	6	\$5,929,000	2	\$2,797,500	8	\$8,726,500
39	Julie	Roback	5	\$3,299,000	8	\$5,351,500	13	\$8,650,500
40	Stacey	Harvey	7	\$5,115,000	6	\$3,497,150	13	\$8,612,150
41	Susan	Cook	4	\$4,046,000	4	\$4,420,999	8	\$8,466,999
42	Kim	Moustis	10	\$3,496,400	10	\$4,774,000	20	\$8,270,400
43	Susan	Hoerster	6	\$2,802,500	8	\$5,320,400	14	\$8,122,900
44	Virginia	Jackson	7	\$4,055,000	6	\$3,973,410	13	\$8,028,410
45	Natalie	Ryan	1	\$2,750,000	4	\$5,205,000	5	\$7,955,000
46	Natasha	Miller	9	\$6,041,000	4	\$1,624,990	13	\$7,665,990
47	Beth	Burt	3	\$2,765,000	5	\$4,885,500	8	\$7,650,500
48	Lauren	Dayton	1	\$7,550,000	0	\$0	1	\$7,550,000
49	Patrick	Roach	7	\$3,781,500	9	\$3,751,500	16	\$7,533,000
50	Jackie	Angiello	8	\$3,935,000	6	\$3,570,500	14	\$7,505,500

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Simran	Dua	5	\$2,781,500	6	\$4,628,248	11	\$7,409,748
52	Lisa	Byrne	6	\$4,578,211	4	\$2,825,000	10	\$7,403,211
53	Penny	O'Brien	7	\$5,168,777	4	\$2,206,000	11	\$7,374,777
54	Lori	Johanneson	11	\$6,735,385	1	\$560,000	12	\$7,295,385
55	Eric	Logan	8	\$3,945,900	7	\$3,277,000	15	\$7,222,900
56	Margaret	Smego	5	\$5,369,500	3	\$1,795,000	8	\$7,164,500
57	Michael	Odeh	8	\$4,524,000	3	\$2,524,000	11	\$7,048,000
58	Ginny	Leamy	5	\$1,776,900	9	\$5,230,000	14	\$7,006,900
59	Sairavi	Suribhotla	3	\$1,184,900	10	\$5,805,395	13	\$6,990,295
60	Jeffrey	Proctor	2	\$1,653,000	4	\$5,315,500	6	\$6,968,500
61	Julie	Schwager	9	\$4,265,000	5	\$2,677,625	14	\$6,942,625
62	Briana	Murray	3	\$2,233,990	3	\$4,692,500	6	\$6,926,490
63	Sabrina	Glover	6	\$2,466,500	9	\$4,373,501	15	\$6,840,001
64	Chase	Michels	4	\$2,628,000	5	\$4,056,500	9	\$6,684,500
65	Holley	Kedzior	4	\$2,368,000	8	\$4,264,000	12	\$6,632,000
66	Rachna	Jain	3	\$3,392,115	3	\$3,185,000	6	\$6,577,115
67	Kris	Maranda	8	\$3,290,500	10	\$3,242,400	18	\$6,532,900
68	Vinita	Arora	3	\$1,485,000	10	\$4,947,595	13	\$6,432,595
69	Michael	Berg	15	\$5,433,000	1	\$975,000	16	\$6,408,000
70	Michael	Thornton	6	\$2,367,000	8	\$3,988,000	14	\$6,355,000
71	Diane	Coyle	10	\$4,830,900	3	\$1,508,000	13	\$6,338,900
72	Cindy	Banks	9	\$4,350,000	5	\$1,965,962	14	\$6,315,962
73	Keith	McMahon	3	\$1,960,500	7	\$4,335,000	10	\$6,295,500
74	Madison	Verdun	5	\$2,513,000	7	\$3,726,400	12	\$6,239,400
75	Kathie	Frerman	3	\$1,626,000	6	\$4,510,000	9	\$6,136,000
76	Lynda	Wehrli	6	\$3,486,000	3	\$2,637,000	9	\$6,123,000
77	Joseph	Champagne	3	\$1,800,000	8	\$4,300,500	11	\$6,100,500
78	Fabio	Brancati	3	\$2,475,000	5	\$3,585,000	8	\$6,060,000
79	Melanie	Young	7	\$3,113,500	5	\$2,852,000	12	\$5,965,500
80	Margaret	Giffin	4	\$3,243,000	5	\$2,715,500	9	\$5,958,500
81	Stana	Vukajlovic	4	\$5,147,000	1	\$737,724	5	\$5,884,724
82	Josie	Morrison	11	\$2,842,528	9	\$3,041,000	20	\$5,883,528
83	Courtney	Monaco	7	\$3,403,000	7	\$2,451,000	14	\$5,854,000
84	Julie	Kaczor	7	\$4,668,500	2	\$1,165,000	9	\$5,833,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Geri	McCafferty	4	\$3,130,000	3	\$2,695,400	7	\$5,825,400
86	Kathy	McKinney	5	\$3,647,000	4	\$2,144,500	9	\$5,791,500
87	Cindy	Purdom	5	\$2,710,800	7	\$2,907,375	12	\$5,618,175
88	Ryan	Cherney	11	\$5,519,968	1	\$85,000	12	\$5,604,968
89	Yvonne	Despinich	5	\$4,825,000	1	\$765,000	6	\$5,590,000
90	Kevin	Layton	3	\$2,525,000	3	\$3,038,338	6	\$5,563,338
91	Patricia	DiCianni	2	\$2,910,000	2	\$2,650,900	4	\$5,560,900
92	ElizaBeth	Schoonenberg	4	\$3,777,778	3	\$1,749,000	7	\$5,526,778
93	Ann	Pancotto	7	\$3,879,650	3	\$1,642,500	10	\$5,522,150
94	Denis	Horgan	9	\$4,059,000	4	\$1,448,611	13	\$5,507,611
95	Donald	Romanelli	2	\$1,769,000	4	\$3,698,000	6	\$5,467,000
96	Christopher	Lobrillo	16	\$5,427,200	0	\$0	16	\$5,427,200
97	Subhapiya	Lakshmanan	1	\$655,000	13	\$4,768,295	14	\$5,423,295
98	Sarah	Swanson	1	\$2,175,000	2	\$3,235,000	3	\$5,410,000
99	Karen	Baker	3	\$4,255,000	1	\$1,150,000	4	\$5,405,000
100	Eric	Andersen	0	\$0	7	\$5,339,100	7	\$5,339,100

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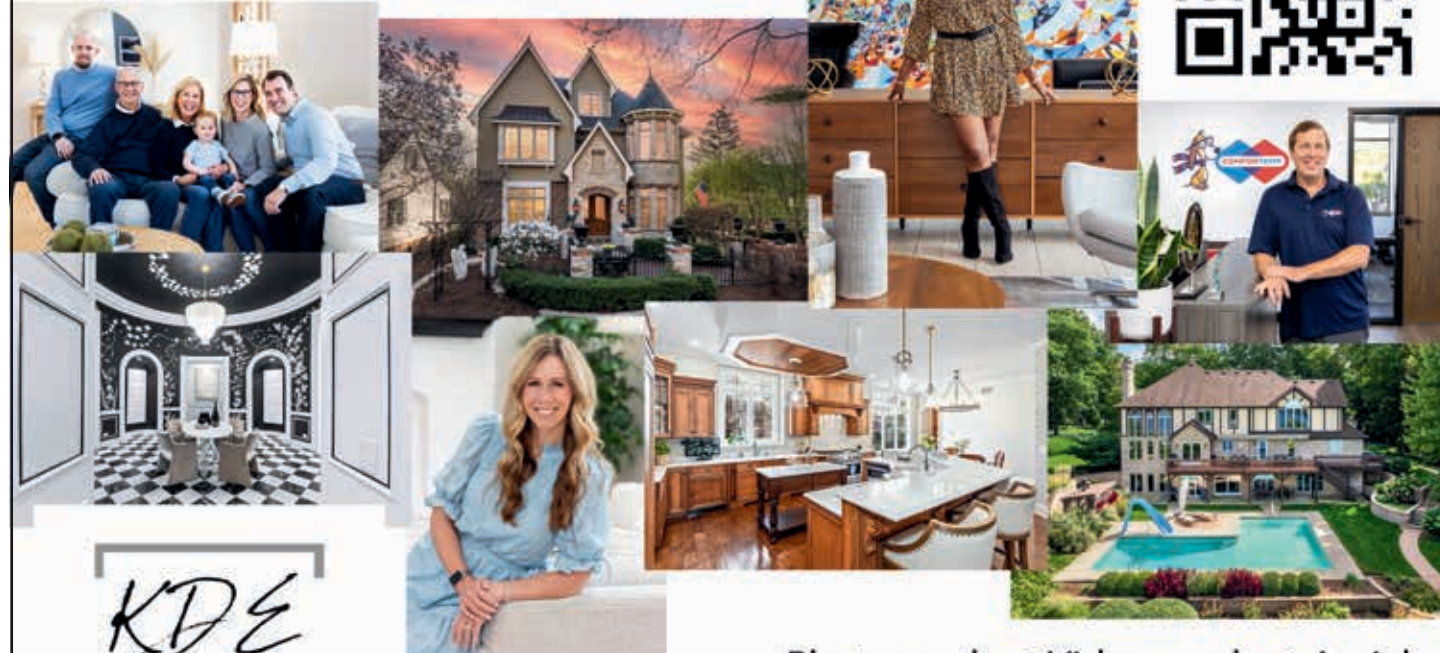
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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to May 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Robert	Bakas	6	\$2,618,000	5	\$2,690,000	11	\$5,308,000
102	Paul	Baker	6	\$2,079,001	9	\$3,197,100	15	\$5,276,101
103	Caroline	Senetar	9	\$4,884,000	1	\$326,000	10	\$5,210,000
104	Shelley	Brzozowski	2	\$2,121,000	4	\$3,057,000	6	\$5,178,000
105	Jennifer	Iaccino	3	\$2,450,000	4	\$2,696,000	7	\$5,146,000
106	Christopher	Campbell	7	\$3,788,500	2	\$1,330,000	9	\$5,118,500
107	Chris	Lukins	4	\$1,879,500	5	\$3,224,001	9	\$5,103,501
108	Troy	Cooper	4	\$1,965,500	5	\$3,116,900	9	\$5,082,400
109	Tom	Makinney	2	\$2,407,000	3	\$2,675,000	5	\$5,082,000
110	Leigh	Marcus	6	\$3,616,500	2	\$1,455,000	8	\$5,071,500
111	Holly	Connors	7	\$3,087,000	5	\$1,941,800	12	\$5,028,800
112	Joe	Cirafici	8	\$3,378,000	3	\$1,634,500	11	\$5,012,500
113	Puneet	Kapoor	4	\$2,193,000	5	\$2,801,000	9	\$4,994,000
114	Michael	LaFido	6	\$4,965,400	0	\$0	6	\$4,965,400
115	John	Barry	2	\$3,315,000	1	\$1,645,000	3	\$4,960,000
116	Gail	Niermeyer	4	\$3,575,000	2	\$1,382,000	6	\$4,957,000
117	Trevor	Pauling	2	\$1,600,000	5	\$3,355,000	7	\$4,955,000
118	Paula	Schatz	9	\$4,075,100	2	\$842,500	11	\$4,917,600
119	Robert	Obrzut	3	\$2,865,000	3	\$2,041,000	6	\$4,906,000
120	Slav	Polinski	6	\$2,690,000	4	\$2,205,275	10	\$4,895,275
121	Kathryn	Pinto	5	\$2,584,250	3	\$2,267,000	8	\$4,851,250
122	Elaine	Zannis	4	\$3,820,000	1	\$1,000,000	5	\$4,820,000
123	Joanna	Matthies	3	\$3,844,500	1	\$950,000	4	\$4,794,500
124	Charles	McCann	6	\$3,054,500	4	\$1,720,000	10	\$4,774,500
125	Craig	Foley	1	\$482,000	7	\$4,291,150	8	\$4,773,150
126	Craig	Sebert	1	\$739,000	7	\$4,034,000	8	\$4,773,000
127	Brandon	Blankenship	1	\$521,000	8	\$4,184,500	9	\$4,705,500
128	Samantha	Schroeder	5	\$2,678,500	3	\$1,980,000	8	\$4,658,500
129	Shane	Halleman	8	\$2,900,000	2	\$1,719,911	10	\$4,619,911
130	Justin	Greenberg	2	\$1,577,000	7	\$3,041,697	9	\$4,618,697
131	David	Gust	8	\$3,954,000	2	\$660,000	10	\$4,614,000
132	Paul	Mancini	4	\$2,680,000	3	\$1,925,000	7	\$4,605,000
133	Angela	Testa-Kerivan	6	\$3,692,000	2	\$910,000	8	\$4,602,000
134	Roger	Rossi	11	\$4,595,500	0	\$0	11	\$4,595,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Nidhi	Kapoor	1	\$1,700,000	5	\$2,880,000	6	\$4,580,000
136	Marge	Stefani	0	\$0	2	\$4,540,000	2	\$4,540,000
137	Sang	Han	1	\$832,248	5	\$3,690,000	6	\$4,522,248
138	David	Swanson	6	\$3,475,400	2	\$1,040,000	8	\$4,515,400
139	Cynthia	Windeler	9	\$4,466,719	0	\$0	9	\$4,466,719
140	Kristen	Jungles	5	\$3,414,418	2	\$1,047,000	7	\$4,461,418
141	Lindsey	Paulus	4	\$4,370,000	0	\$0	4	\$4,370,000
142	Lea	Smirnotis	1	\$1,745,000	3	\$2,624,900	4	\$4,369,900
143	Jennifer	Drohan	5	\$2,990,100	3	\$1,365,000	8	\$4,355,100
144	Debra	Stenke-Lendino	0	\$0	3	\$4,355,000	3	\$4,355,000
145	Robert	Picciariello	11	\$4,297,500	0	\$0	11	\$4,297,500
146	Michelle	Vykruta	5	\$1,650,000	6	\$2,586,000	11	\$4,236,000
147	Victoria	Tan	3	\$1,823,800	5	\$2,346,500	8	\$4,170,300
148	Jon	Svitak	3	\$1,495,000	5	\$2,652,500	8	\$4,147,500
149	Barbara	Jones	4	\$1,815,000	5	\$2,318,000	9	\$4,133,000
150	Nathan	Wynsma	9	\$4,125,385	0	\$0	9	\$4,125,385

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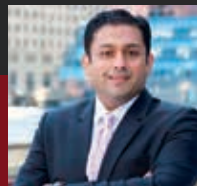
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