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Izabela Dianovsky

ON THE RISE:

Leanna Hill

RE-PRODUCERS:

Lauren & Charlie Wood

FALL EVENT:

October 17th

Details on page 37

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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.

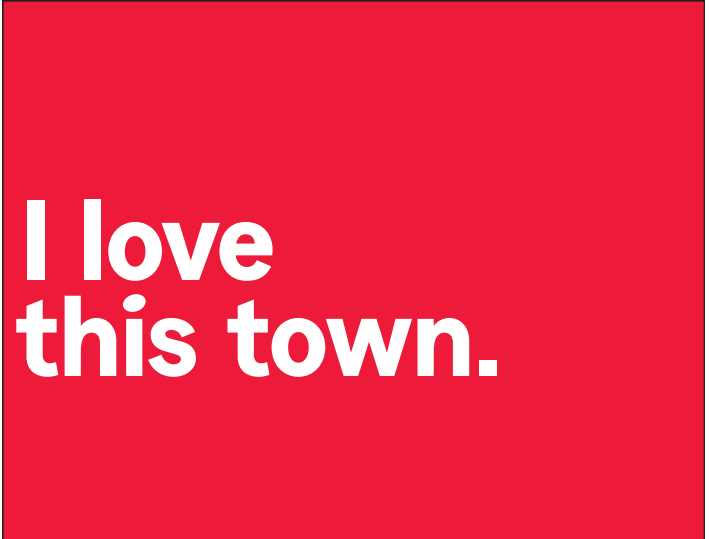
If you'd like to hear John Israel's message again (or for the first time), please reach out to me directly for the recording! In the meantime, I cannot wait to see you in a few months at our fall event. Details can be found on page 37!



Andy Burton
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Izabela Dianovsky's experience in the real estate industry spans over three decades—doing everything from building new spec homes as a developer to managing personal investments and multiple residences as an investor—so when the time came for her to become a REALTOR®, it was not only a natural transition, but a kismet lifeline.

Despite Izabela's previous successes in the industry, she had to start from ground zero as an agent. Having spent the years leading up to becoming a REALTOR® as a stay-at-home mother to her twin children and solely focused on her family, in 2013, she unexpectedly found herself as a single mother.

"I was defrauded and betrayed beyond imagination," Izabela explains. "I had to step up and reinvent myself to provide for my twins."

In survival mode, Izabela hit the pavement. While building her business, she also worked in the commercial renting industry, renting law offices in North Shore. Once the pandemic hit, she went full-time as an agent and has never looked back.

A global agent with Jameson Sotheby's International Realty



agent feature

By Chris Menezes
Photos by Anna Komarov

IZABELA DIANOVSKY

today, Izabela draws on her international upbringing to assist her clients in buying and selling luxury real estate in North Shore.

Born in Poland, Izabela was primarily raised by her grandparents while her mother completed medical school.

"They were my rock," Izabela says of her grandparents. "My grandma was a ball of energy and a huge altruist, always putting others' needs before her own. My grandpa, an engineer by trade, was always a voice of reason, a warm and steady man."

Displaying artistic talent and an incredible memory for detail as a kid, Izabela points to her years studying liberal arts, as well as interior architecture at the School of the Art Institute of Chicago, as her truest, most passionate time of academic pursuit.

In real estate, Izabela has found a new passion: matching clients with the perfect property, allowing her to watch a brick structure become a home where kids are raised, memories are made, and families thrive. "It makes my heart full to make that happen for my clients," Izabela shares.

Looking into the future, Izabela imagines a life filled with many happy clients who keep in touch, giving her the chance to see them grow their families in their dream homes. With plans to operate in both Illinois and Florida, she looks forward to experiencing the snowbird lifestyle and helping clients in diverse markets.

While her kids, Ben and Maia, are now in college, she is still driven to give her best and succeed for them. "One glimpse at my kids' photo will get me going every time," she emphasizes. "The most rewarding part of my business, besides my clients' happiness, is, hands-down, showing my twins that everything is possible with the right mindset, hard work, and self-discipline."

In her personal life, Izabela enjoys spending quality time with her children. She shares a passion for healthy cooking with her daughter, Maia, and loves exploring local Ramen noodle spots with her son, Ben. Her hobbies include reading historical novels, meditating, and enjoying the company of her Siberian cat, Amber. She's also been writing a nonfiction book during the long, Midwest winters, and is hoping it will come to fruition soon.

Nowadays, much of Izabela's creative time is spent in the culinary arts. She loves cooking for people and coming up with creative twists on favorite recipes. "The kitchen



“MY PAST EXPERIENCES
CHANGED MY PERSPECTIVE,
MADE ME RESILIENT,
STRONGER, AND HUMBLE.”

is my 'Zen zone,' where I can relax and create healthy dishes," she says. "I have my culinary gurus, but I always like to twist their recipes into my own creations."

Izabela also enjoys using her skills in the kitchen to give back to the community. Every year, she and a group of friends make hundreds of individual Thanksgiving meals that they deliver to the homeless. She also partners with her mother every year to make warm hats and scarves for the homeless for wintertime. "I buy enormous amounts of wool, and my mom knits away all summer," she says.

For Izabela, success is about having peace at heart, knowing

your worth, and loving your life while having the ability to be appreciative of the ups and downs and knowing how to turn both into valuable lessons. Looking back at her own life, she is grateful for everything she went through and wouldn't change it.

"My past experiences changed my perspective, made me resilient, stronger, and humble. I am grateful and have the ability now to see beauty in everything and everyone. Like this quote attributed to Oliver Wendell Holmes, Jr., says, 'A mind that is stretched by a new experience can never go back to its old dimensions,' I know now that once we are content with ourselves, everything else falls into place exactly as it should."



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GRACE MCLAIN

▶▶ behind-the-scenes all-star feature

NOMINATED BY: AMY FOOTE

Name: Grace McLain

Position/Title: Team Manager & Marketing Director

Office/Company: The FOOTE Team @ Keystone Compass

How long have you been working for/ with the person who nominated you?
1.5 years

How long have you been working in the real estate industry? 1.5 years

What did you do before you began working in your current position?

I started my career as a production coordinator and designer for a clothing brand. I graduated college with a BFA in fashion design, but after moving to The FOOTE Team at Keystone Compass in 2022 I realized my potential in marketing, social media, and management. I love that it is still a very creative job. Plus, I work on my passion for clothing on the side.

What does your typical workday look like?

My day-to-day is constantly changing, based on upcoming events, but typically I will make social media assets for the agents in Keystone Home Hub on Monday, and then I work on tasks for Amy Foote's business throughout the week. Amy has created very thorough task lists so I can check through them every day based on what properties she has and what stages they are in. Other things I work on could be event planning, flyers, mailings, organization, inventory, team building (like team awards, events, and meetings), onboarding new agents, email campaigns, and more!

How would you describe your job in one word?

Versatile

Why do you think you excel at your job?

I have a strong background in the arts

which helps my creative direction for marketing materials. I also love events so it is very fun to work on them and talk to a lot of people.

What is the most rewarding aspect of your job?

I feel most rewarded when I have created a great experience for Amy and other agents in Keystone Home Hub.

What is the most challenging aspect of your job?

Helping a team of 25+ agents while not neglecting my every day less glamorous tasks. Sometimes it can be difficult with all the events and our campaigns to remember to do the everyday.

What is one thing about you that others might find surprising or interesting?

I have a side business where I make and sell clothing. It is very fun to have a creative outlet that I am passionate about. Instagram: @gksbygrace

When you're not working, what do you like to do for fun?

I spend my free time hanging out with family and friends, shopping, working out, reading, sewing, drawing, and (right now) planning a wedding! I am getting married in August to my wonderful fiancé, Carlos, this year so that has been taking up some time.

How do you feel about being nominated as a Behind-the-Scenes All-Star?

I am so grateful to be nominated! I work very hard for the team to innovate and update the agents' experiences and materials. It feels amazing to be recognized!

Is there anything else you'd like to share about yourself, about your job, or about your relationship with the person who nominated you?

My boss, Amy Foote, is also my mom! I am so grateful for having the opportunity to work under her because she is a very hardworking and brilliant businesswoman. My hard work is just a testament to her incredible leadership and parenting.



The FOOTE Team holiday party.






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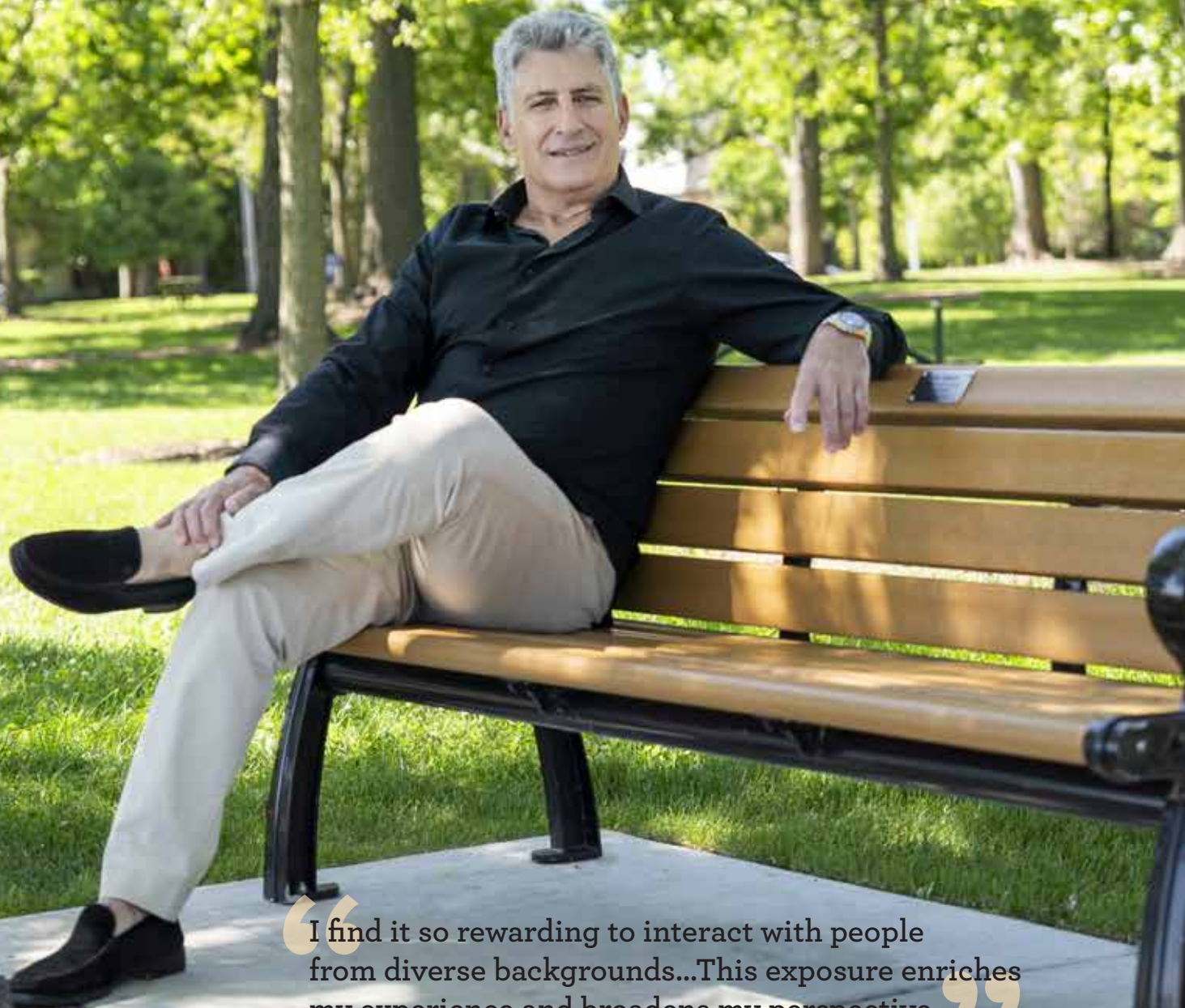

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Mike Mitchell



“I find it so rewarding to interact with people from diverse backgrounds...This exposure enriches my experience and broadens my perspective.”

► cover story

Photos by Prestige Real Estate Images Inc.

BUILDING THE NEXT THING

For REALTOR® Mike Mitchell, being remembered as a person of integrity is far more important than any material success. Mike, who was recognized by @properties as the 2023 Top Individual REALTOR® at the @properties Glencoe office, and ranked in the top 5 percent for residential sales volume and units sold in 2023 by NSBAR,¹ aims to foster collaboration and unity, knowing that a lasting impression of goodwill holds more value than any trophy.

In fact, integrity and hard work are central to Mike's approach to success. He is proof positive of his firm belief that when individuals invest wholeheartedly in their pursuits, success naturally follows. This mindset has paved the way for him to continually envision and build the next thing.

Born and raised in New York City, Mike's life was uprooted in the late '70s when his father's job, as a corporate troubleshooter, brought the family to Chicago. "Everything was

so new to me, but the move quickly taught me the skill of adapting to change," shares Mike.

And with time, he also learned to value and utilize his passions. Mike admits that in his early years he struggled with procrastination and focus. "I think about this struggle often, and how leaning into things I am passionate about marked a turning point in my life," notes Mike. These passions have continued to lead to remarkable achievements and personal growth, as Mike has worked to build a life legacy he can be proud of.

Business and entrepreneurship are nothing new to Mike. After twenty-five successful years of building a wholesale outdoor sporting goods equipment and apparel business, Mike faced a crossroads in his career. It was 2005, and industry consolidation and shifting market trends were beginning to impact his company's growth. Recognizing the need for change, he sought a new venture that could provide stability and longevity.



Always intrigued by real estate, Mike saw an opportunity when his wife briefly explored the field. During a holiday break, he diligently studied for his real estate license and passed the exam. Soon after, he sold his outdoor equipment business to the representatives he worked with and set out to build the next thing: his real estate business and career.

Interviewing with various real estate companies, he found inspiration in one particular office but faced a setback when they couldn't accept new agents. Undeterred, he joined Coldwell Banker, where he had great success for the next fifteen years. "I flourished in this new environment," remembers Mike. "[Being] Surrounded by experienced agents who shared their passion for the work [with me], launched my career."

While feeling "at home" at Coldwell Banker, a series of events led him to consider a change. Recruiters from other companies approached him, and he found himself drawn to @properties's approach to the industry. With the shifts in leadership and culture occurring at Coldwell Banker at the time, he began to envision a different path for his career. "I recognized the strong alignment between my professional goals and @properties's supportive culture," shares Mike. "I held nothing back and decided to make the switch." That was in October 2019.



Mike with his family.

What has never changed is Mike's business philosophy, which focuses on playing the long game and prioritizing client satisfaction. By consistently delivering exceptional service, he ensures clients remember him and come back for their next real estate transaction. Always seeking reasonable solutions for all parties involved, he never allows petty issues to derail progress.

He adds, "I am often advised to narrow my focus to clients most likely to engage in business soon. However, I truly believe in supporting all my clients equally." Mike recognizes clients' potential for success, even when others may not, and genuinely nurtures these relationships to create a supportive network that benefits everyone involved.

"I find it so rewarding to interact with people from diverse backgrounds," notes Mike. "This exposure enriches my experience and broadens my perspective."

Thanks to Mike's background, he understands the value of adaptability in both life and business. When faced with changes, he proactively seeks to understand the situation and how it may unfold, and remains optimistic that things will work out. With his business currently split fifty-fifty between buying and selling, he actively anticipates upcoming market shifts and aims to address them head-on.

Family plays a central role in the life of this thirty-two-year Glencoe resident who cherishes living in

the same ranch home he's always had. Mike met his wife, Barbara, serendipitously at the Vic Theater in Chicago when one of her friends brought them together on the dance floor. Love blossomed from their very first encounter, and they've shared a life of adventure ever since. They are the proud parents of two grown children: a son, who is soon to be married, and a daughter, who is a teacher. All live close by to each other and enjoy frequent family gatherings that include Mike's eighty-nine-year-old mother.

When his children were younger, making the most of his outdoor equipment business, the family enjoyed annual camping trips to Devil's Lake State Park in Wisconsin. Mike laughs as he reflects, "I often consider how in the early years I was selling portable homes (e.g., tents), and how that has evolved to my selling more permanent homes. It's all rather symbolic."

Along with his business philosophy and approach, Mike credits

much of his success to seeking mentorship from established REALTORS® and absorbing their best practices. "I encourage aspiring agents to follow a similar path, emphasizing the importance of developing a deep knowledge of the market and anticipating upcoming listings," shares Mike.

As to building the next thing, Mike now seeks to strike a balance between maintaining his accomplishments and carving out time to appreciate all the treasures in his life. Despite his self-confessed tendency to become consumed by work, Mike desires to live more fully in the present moment while building upon his integrity-driven success.

¹@properties award listing not publicly accessible at time of publication; "Top 5% by Residential Sales Volume|North Shore," and "Top 5% of Residential Units Sold|North Shore," NSBAR, accessed June 10, 2024, <https://www.nsbar.org/recognition/2023/top-5-residential-sales-volume-northshore>, and <https://www.nsbar.org/recognition/2023/top-5-residential-sold-northshore>, respectively.



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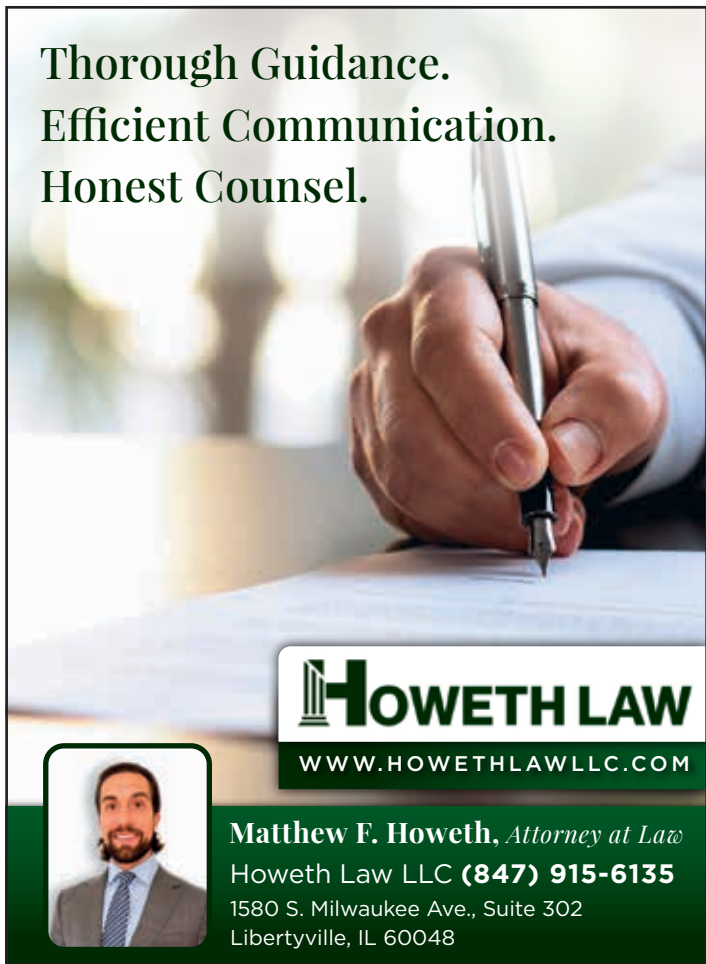
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Lauren & Charlie Wood Welcome Blair

A Long Time Coming

Little Blair Francis certainly took her time entering the world. Born on April 12, 2023, two weeks past her due date, her arrival had been eagerly anticipated by Lauren and Charlie Wood for years.

“We struggled to have a baby for years and even questioned whether we should try at all after a while,” Lauren explains.

The couple considered IVF treatment for some time. The only hitch was Lauren’s fear of needles. Facing that fear was just one of many challenges Lauren and Charlie confronted during Blair’s long-awaited journey into the world.

“We were terrified,” Charlie emphasizes, “especially with her due date landing right in the heart of the spring market! But honestly, it didn’t impact us too much. Like many agents, we were slower last year, which helped us prepare for our girl’s arrival

without too much madness going on. We were also grateful for our team who stepped up and really helped us during that time.”

Adding to the uncertainties was Lauren’s decision to have a natural birth without medications. Although she experienced some complications and lost a lot of blood during the birth, she received excellent care.

“Childbirth is no joke,” Lauren asserts. “Thankfully, we were at a great hospital with an amazing team. Evanston Hospital provides excellent facilities for women of a slightly older age and had a room that suited the midwifery program we chose for delivery.”

Blair’s timing was serendipitous. She was born on Lauren’s birthday—thirty-nine years to the day after Lauren herself was born, and nearly to the minute at 11:30 am. Blair shares her middle name, Francis, with her



grandfather and great-grandfather, continuing a cherished family tradition.

With all the anticipation, fear, and doubt Lauren and Charlie experienced throughout the process, once Blair arrived, all their concerns quickly dissipated. “It’s funny how sometimes we find ourselves just sitting around, staring at Blair, fascinated with her daily changes,” Lauren shares.

Lauren and Charlie have found that they need to be much more selective and efficient with their time now. However, as longtime REALTORS®, founders, and team leaders of Olive Well with Compass Bucktown, they feel their careers have prepared them to rise to the challenge.

“Real estate is by nature a chaotic profession, but those that thrive find systems to keep themselves organized, on task, and capable of scaling. Having a baby is no different. It’s chaotic and unpredictable, but it also can be routinized. Some of the best advice I ever got before having a baby was to find that routine and schedule as early as possible, and to not be afraid to ask for help,” Lauren advises.



Lauren and Charlie also note how having a baby has helped them understand the needs of their clients with expanding families, and how that impacts their home requirements. It has also helped them connect with many of their clients on a personal level, which, as nonparents, they were unable to do before.

When it comes to real estate, Lauren is currently passionate about empowering their agents to expand their businesses. In addition to selling, Lauren recently took on a role as a coach with Steve Shull Performance Coaching and has found a lot of joy in teaching agents around the country how to enhance their marketing presence.

Outside of real estate, Lauren and Charlie enjoy taking little Blair to visit Charlie’s parents in Sun Valley, Idaho, where they can hike and fish during the summer, and ski and snowshoe during the winter. They also enjoy seeing Lauren’s parents in Lake Geneva, Wisconsin, where they can take walks along the lake.

To other expecting REALTORS®, Lauren offers these final words of encouragement: “It will all be okay! Don’t worry, you can do it all. After all, you’re a REALTOR®!”



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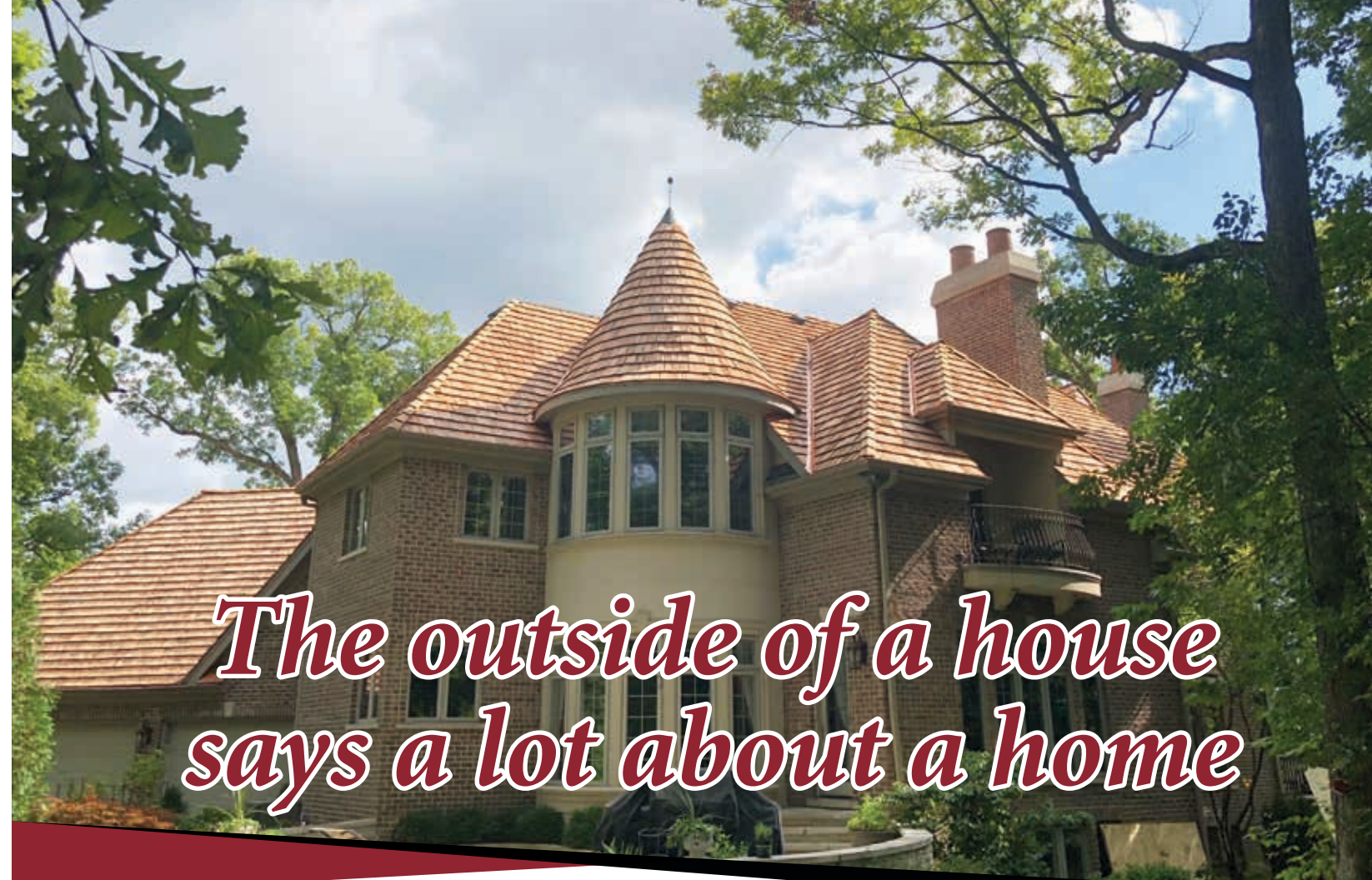
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▶ on the rise

By Chris Menezes
Photos by Elliot Powell



Reborn in Real Estate

In many ways, for Leanna Hill, real estate was a rebirth. Before venturing into the industry, Leanna was struggling to find her purpose. She had been working as a court reporter/stenographer for ten years and was feeling extremely burnt out. She was also experiencing some difficulty trying to start a family. Then the pandemic hit, and her thoughts and emotions about her job came flooding to the surface.

“Court reporting was taking a toll on me both mentally and physically,” Leanna explains.

Leanna had gotten into court reporting after graduating from the University of Illinois Urbana-Champaign with a degree in human development and family studies in 2008.

“I had a family friend who was a court reporter, and it seemed like something I’d enjoy—I’ve been known as ‘the grammar police,’” Leanna shares, laughing. “Plus, a lot of friends were struggling to find jobs at the time, so continuing on with school felt like the way to go.”

While Leanna always had an interest in real estate, that interest piqued in 2017 when she sold her first condo in Bucktown. She loved the whole process—from coming up with the listing price to staging the photos. By nature, and with being a court reporter, she was already very detail-oriented, as well as a very good listener. She saw and knew within herself that she could excel in real estate.

Leanna was also looking for something new. After years of recording testimonies in the courtroom, at law firms, and even at the county jail, she now found herself wanting a career that got her out from behind a computer, where she could showcase her personality and work more with people.

Leanna grew up in a hospitality-driven, people-first environment. Raised in Park Ridge, Leanna comes from a big, Greek family, who often meet at their family restaurant, Papa Chris’ Place, located on the northwest side of Chicago. “The restaurant,” as it is affectionately referred to by Leanna’s family, was started by her grandfather thirty-eight years ago, and it is now run by Leanna’s uncle.



“The success of the restaurant is a true testament to my grandfather’s hard work and ability to always make customers feel at home,” Leanna emphasizes. “Everyone who walks in the door is greeted by one of my family members, and, in turn, they have become like part of our family. Having that ability to make others feel so loved and comfortable is very special.”

For Leanna, real estate was an opportunity for her to get back to her family roots and embrace her true self. And that’s exactly what she did. Although giving up her professional court reporter identity and her identity as a prospective mother was scary for Leanna, once she began focusing on herself, making her mind and body a priority both inside and outside of real estate, things began to change.

“My business began to grow within the same time that our beautiful baby, Mia, decided to come into our lives. Now that I look back, that concurrence was more than perfect. I learned a lot about releasing control during that time, and that has helped me immensely as a REALTOR® when navigating deals with clients. You can control your own actions, but you can’t control those of others,” Leanna shares.

As a member of the PAK Group with @properties today, Leanna is most passionate about finding the perfect places for her clients to call home and being that source of support for them throughout the process of buying, selling, and moving. For Leanna, there is nothing better than to hear her clients say, “We found our dream home thanks to you,” or “You knew

this was the right home for me, and I’m so grateful you found it.”

Looking into the future, Leanna plans to continue on the path she’s on: growing her business year after year, and turning more and more people into clients and friends with the PAK Group. “The team I am a part of is truly like a family, and I love being part of this team,” she says. “We have recently started hosting many fun events for our clients, as well as engaging with colleagues more and more, and I look forward to what the future has in store for us.”

When Leanna is not working, you can find her in Park Ridge on Saturdays, frequenting the farmer’s market during the summer, and spending as much time as possible with Mia and her husband, Bob. She also loves reading and spending a day at the spa for some rest and relaxation. For exercise, she enjoys going to the Sanctuary in Edison Park for yoga and to powHer-house in Park Ridge for personal training.

A huge proponent of healthy living, Leanna is an advocate for using non-toxic products and all-natural, holistic medicine whenever possible. In fact, her friends and clients often call her for advice on which products to use when cleaning their home, which remedies to use for their kids’ ailments, which make-up has the least amount of chemicals, and more.

“Success to me is happiness and health!” Leanna emphasizes.

For Leanna, real estate is not just a career but a vibrant journey of renewal and personal fulfillment, echoing the timeless rhythms of rebirth and new beginnings. As she continues to weave her unique blend of passion and expertise into the lives of her clients, she embodies the essence of rejuvenation, proving that every challenge is a precursor to a new chapter.

Success to me is happiness and health!”



Leanna with her family.
Photo credit: Amy Weiler Photography

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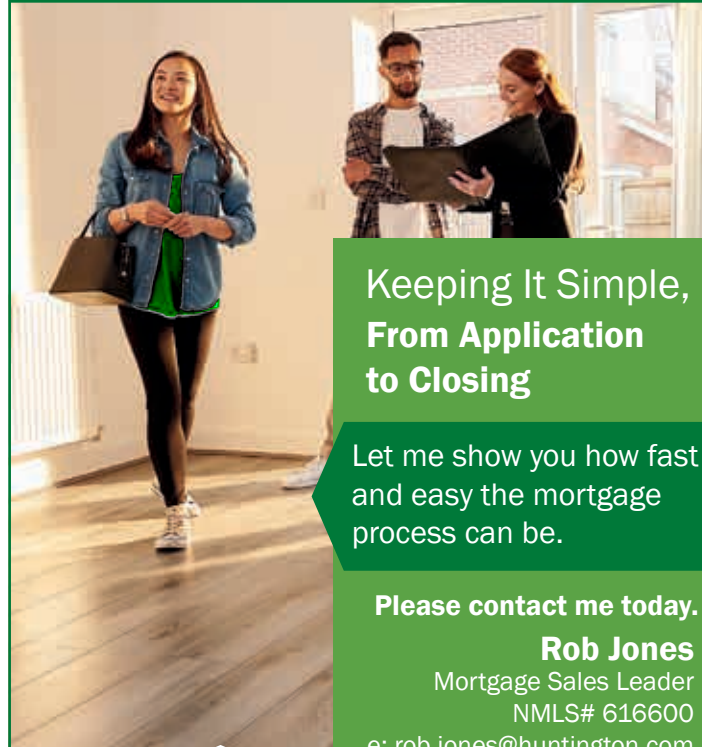
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	51.5	\$31,524,213	54	\$30,514,417	105.5	\$62,038,630
2	Anita	Olsen	122	\$45,796,410	0	\$0	122	\$45,796,410
3	Jena	Radnay	10	\$26,178,900	5	\$17,910,000	15	\$44,088,900
4	John	Morrison	20.5	\$19,400,500	13	\$10,247,500	33.5	\$29,648,000
5	Anne	Dubray	11	\$14,880,500	11	\$13,059,000	22	\$27,939,500
6	Paige	Dooley	5.5	\$17,414,000	7.5	\$10,520,000	13	\$27,934,000
7	Jeff	Ohm	8	\$11,762,015	10	\$14,462,015	18	\$26,224,030
8	Kim	Alden	12	\$6,906,150	51.5	\$18,981,827	63.5	\$25,887,977
9	Maria	DelBoccio	15.5	\$11,091,174	28	\$14,498,600	43.5	\$25,589,774
10	Sarah	Leonard	35.5	\$15,562,178	27	\$9,792,326	62.5	\$25,354,504
11	Andra	O'Neill	7.5	\$10,226,250	6	\$13,556,000	13.5	\$23,782,250
12	Connie	Dorman	19.5	\$13,058,750	9.5	\$10,666,050	29	\$23,724,800
13	Craig	Fallico	30	\$16,170,500	12	\$6,465,500	42	\$22,636,000
14	Mary	Grant	5	\$9,848,171	8	\$12,395,500	13	\$22,243,671
15	Dawn	Mckenna	3	\$8,830,000	6.5	\$12,598,000	9.5	\$21,428,000
16	Leslie	McDonnell	22	\$11,362,500	16.5	\$9,563,000	38.5	\$20,925,500
17	Cory	Green	5	\$3,039,000	19	\$15,884,000	24	\$18,923,000
18	Jim	Starwalt	26	\$7,323,500	32	\$11,317,975	58	\$18,641,475
19	Nicholas	Solano	31	\$18,067,728	0	\$0	31	\$18,067,728
20	Holly	Connors	19	\$10,663,500	13.5	\$7,401,376	32.5	\$18,064,876
21	Beth	Wexler	8.5	\$10,454,750	4.5	\$7,522,500	13	\$17,977,250
22	Jennifer	Olson Jones	32	\$17,692,100	0	\$0	32	\$17,692,100
23	Marlene	Rubenstein	3.5	\$2,564,400	9.5	\$14,370,811	13	\$16,935,211
24	Dean	Tubekis	12	\$8,269,000	18	\$7,836,130	30	\$16,105,130
25	Ann	Lyon	4.5	\$4,852,500	6	\$10,699,000	10.5	\$15,551,500
26	Susan	Maman	5	\$8,742,500	5	\$6,730,000	10	\$15,472,500
27	Sarah	Toso	26	\$15,282,946	0	\$0	26	\$15,282,946
28	Kelly	Malina	33	\$14,531,540	1	\$430,000	34	\$14,961,540
29	Matthew	Messel	7.5	\$3,841,500	24.5	\$10,957,900	32	\$14,799,400
30	Lisa	Wolf	21	\$10,561,500	9.5	\$3,250,712	30.5	\$13,812,212
31	Michael	Thomas	11	\$3,710,150	13	\$9,814,500	24	\$13,524,650
32	Jacqueline	Lotzof	4.5	\$2,382,000	10.5	\$11,015,000	15	\$13,397,000
33	Jamie	Hering	19	\$6,193,500	19	\$6,973,189	38	\$13,166,689
34	Cathy	Oberbroeckling	21	\$11,361,025	4	\$1,574,190	25	\$12,935,215

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Brandy	Isaac	7	\$11,092,000	2	\$1,776,500	9	\$12,868,500
36	Missy	Jerfita	8.5	\$7,469,225	8	\$5,109,000	16.5	\$12,578,225
37	Shaun	Raugstad	7	\$7,953,800	5	\$4,480,000	12	\$12,433,800
38	Robbie	Morrison	13	\$8,111,000	5	\$3,822,298	18	\$11,933,298
39	Mary	Summerville	7	\$3,115,350	14	\$8,771,550	21	\$11,886,900
40	Lisa	Trace	4	\$5,532,500	4	\$6,200,000	8	\$11,732,500
41	James	Ziltz	23	\$11,645,870	0	\$0	23	\$11,645,870
42	Linda	Little	25	\$11,561,053	0	\$0	25	\$11,561,053
43	Cheryl	Bonk	25	\$11,561,053	0	\$0	25	\$11,561,053
44	Katharine	Hackett	1	\$1,103,000	7	\$10,235,000	8	\$11,338,000
45	Pat	Kalamatas	18	\$9,235,515	5	\$2,042,945	23	\$11,278,460
46	Ted	Pickus	4	\$4,182,000	5.5	\$7,016,500	9.5	\$11,198,500
47	Laura	Fitzpatrick	2	\$4,752,500	6	\$6,354,000	8	\$11,106,500
48	Kimberly	Shortsle	3.5	\$5,040,000	6.5	\$6,061,500	10	\$11,101,500
49	Pam	MacPherson	3.5	\$5,137,400	8	\$5,779,000	11.5	\$10,916,400
50	Dominick	Clarizio	3	\$3,826,250	7	\$6,938,222	10	\$10,764,472

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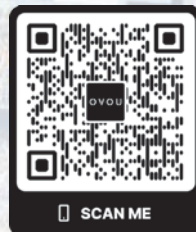
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51	Nathan	Freeborn	6	\$4,738,000	11	\$5,731,200	17	\$10,469,200
52	Andrew	Mrowiec	4	\$6,382,975	4	\$3,935,000	8	\$10,317,975
53	Danny	McGovern	6	\$4,225,000	7	\$6,064,000	13	\$10,289,000
54	Judy	Greenberg	5.5	\$3,698,935	9	\$6,505,565	14.5	\$10,204,500
55	Beth	Alberts	7	\$6,736,500	3	\$3,110,350	10	\$9,846,850
56	Esther	Zamudio	8.5	\$2,259,900	24.5	\$7,283,700	33	\$9,543,600
57	David	Schwabe	13.5	\$6,002,800	9.5	\$3,384,000	23	\$9,386,800
58	Janet	Borden	9	\$7,062,900	2.5	\$2,246,000	11.5	\$9,308,900
59	Julie	Fleetwood	3	\$1,640,000	3	\$7,620,000	6	\$9,260,000
60	Amy	Diamond	12.5	\$5,597,100	8	\$3,599,900	20.5	\$9,197,000
61	Benjamin	Hickman	10	\$2,615,900	17	\$6,548,300	27	\$9,164,200
62	Mona	Hellinga	2	\$5,925,000	1	\$3,200,000	3	\$9,125,000
63	Kati	Spaniak	2.5	\$4,297,800	5.5	\$4,810,500	8	\$9,108,300
64	Diana	Matichyn	11.5	\$5,460,900	9	\$3,536,450	20.5	\$8,997,350
65	Susan	Teper	4	\$4,180,000	4	\$4,690,000	8	\$8,870,000
66	Justin	Greenberg	5.5	\$7,648,350	2	\$1,025,000	7.5	\$8,673,350
67	Tyler	Lewke	7	\$2,919,000	12	\$5,636,900	19	\$8,555,900
68	Connie	Antoniou	8.5	\$6,540,500	3	\$1,992,500	11.5	\$8,533,000
69	Deborah	Hepburn	3.5	\$2,963,500	6	\$5,431,400	9.5	\$8,394,900
70	Caroline	Starr	10	\$5,294,700	5.5	\$2,997,304	15.5	\$8,292,004
71	Samantha	Kalamaras	11	\$5,793,500	4	\$2,406,091	15	\$8,199,591
72	Melissa	Siegal	2	\$1,835,000	7.5	\$6,312,000	9.5	\$8,147,000
73	Emily	Smart Lemire	1.5	\$1,977,500	3.5	\$6,150,000	5	\$8,127,500
74	Vaseekaran	Janarthanam	4	\$2,145,902	15	\$5,921,900	19	\$8,067,802
75	Carrie	Mccormick	2	\$5,590,000	2	\$2,474,000	4	\$8,064,000
76	Rutul	Parekh	5	\$1,021,900	20	\$7,005,701	25	\$8,027,601
77	Marina	Carney	4	\$6,382,975	1	\$1,625,000	5	\$8,007,975
78	Jodi	Cinq-Mars	12.5	\$3,932,800	12.5	\$4,070,500	25	\$8,003,300
79	John	Barry	4	\$5,355,170	2	\$2,605,270	6	\$7,960,440
80	Robert	Picciariello	18	\$7,699,000	0	\$0	18	\$7,699,000
81	Lindsey	Kaplan	4.5	\$2,210,000	10	\$5,389,000	14.5	\$7,599,000
82	Vittoria	Logli	4.5	\$3,775,000	4	\$3,821,500	8.5	\$7,596,500
83	Lori	Baker	4	\$5,699,250	2.5	\$1,855,000	6.5	\$7,554,250
84	Julie	Schultz	5	\$3,727,817	6	\$3,673,500	11	\$7,401,317

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Allison	Silver	6.5	\$5,873,400	1.5	\$1,480,500	8	\$7,353,900
86	Christopher	Paul	13	\$5,327,500	5	\$2,008,000	18	\$7,335,500
87	Alan	Berlow	8	\$4,974,000	4	\$2,354,000	12	\$7,328,000
88	Meredith	Schreiber	2.5	\$2,104,875	7	\$5,221,500	9.5	\$7,326,375
89	Abhijit	Leekha	5	\$2,204,500	11	\$4,965,811	16	\$7,170,311
90	C Bryce	Fuller	8	\$4,419,111	6	\$2,748,600	14	\$7,167,711
91	Joe Tyler	Gerber	7.5	\$3,635,500	3	\$3,530,000	10.5	\$7,165,500
92	Jackie	Mack	10	\$4,941,620	3	\$2,218,000	13	\$7,159,620
93	Leslie	Maguire	3.5	\$4,525,000	1	\$2,600,000	4.5	\$7,125,000
94	Samantha	Trace	4	\$5,532,500	1	\$1,550,000	5	\$7,082,500
95	Ashley	Kain Spector	3	\$5,010,000	2	\$2,070,000	5	\$7,080,000
96	Cory	Albiani	5.5	\$4,361,500	4	\$2,690,000	9.5	\$7,051,500
97	Jeannie	Kurtzhalts	3	\$4,136,000	3	\$2,909,000	6	\$7,045,000
98	Kelly	Baysinger	4.5	\$2,645,750	9	\$4,365,900	13.5	\$7,011,650
99	Nancy	Gibson	4	\$4,551,995	3	\$2,385,555	7	\$6,937,550
100	Kate	Fanselow	4.5	\$2,551,000	9	\$4,351,500	13.5	\$6,902,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Joey	Gault	5	\$6,878,750	0	\$0	5	\$6,878,750
102	Elizabeth	Wieneke	4	\$5,357,500	1	\$1,399,900	5	\$6,757,400
103	Katie	Hauser	1	\$1,562,500	4	\$5,116,514	5	\$6,679,014
104	Elise	Rinaldi	2	\$3,670,500	2	\$2,896,000	4	\$6,566,500
105	Annika	Valdiserri	4	\$5,180,000	1	\$1,380,000	5	\$6,560,000
106	Houda	Chedid	3	\$5,550,000	1	\$999,900	4	\$6,549,900
107	Mohammed	Iftikhar	6	\$4,473,999	3.5	\$1,992,393	9.5	\$6,466,392
108	Geoff	Brown	3	\$2,596,650	5	\$3,791,000	8	\$6,387,650
109	Joanne	Hudson	2.5	\$3,717,500	2	\$2,660,000	4.5	\$6,377,500
110	Jodi	Taub	4.5	\$3,381,000	4	\$2,992,000	8.5	\$6,373,000
111	Patricia	Skirving	0.5	\$1,700,000	2	\$4,669,000	2.5	\$6,369,000
112	Oskar	Wiatr	1	\$2,900,000	10	\$3,393,000	11	\$6,293,000
113	C. Steven	Weirich	5	\$3,155,000	4	\$3,122,500	9	\$6,277,500
114	Judy Ann	Bruce	8.5	\$4,691,000	5	\$1,531,000	13.5	\$6,222,000
115	Sara	Sogol	13	\$4,905,000	4	\$1,256,500	17	\$6,161,500
116	Daniel	Timm	10	\$5,141,500	1	\$965,000	11	\$6,106,500
117	Alissa	McNicholas	3.5	\$5,211,750	1.5	\$860,000	5	\$6,071,750
118	Greg	Klemstein	17	\$5,269,712	2	\$790,000	19	\$6,059,712
119	Gina	Shad	5	\$4,242,400	4	\$1,795,000	9	\$6,037,400
120	Sam	Shaffer	0	\$0	3	\$6,008,400	3	\$6,008,400
121	Grace	Sergio	1.5	\$5,411,200	1	\$550,000	2.5	\$5,961,200
122	Sara	Brahm	0	\$0	3	\$5,960,000	3	\$5,960,000
123	Jesus	Perez	9	\$2,190,500	17	\$3,738,008	26	\$5,928,508
124	Susan	Carey	0	\$0	3	\$5,900,000	3	\$5,900,000
125	Anne	Hardy	7	\$5,889,500	0	\$0	7	\$5,889,500
126	Andee	Hausman	5.5	\$2,256,000	7	\$3,611,890	12.5	\$5,867,890
127	Connie	Barhorst	9	\$3,728,121	5	\$2,122,000	14	\$5,850,121
128	Lauren	Mitrick Wood	0.5	\$1,150,000	3.5	\$4,651,000	4	\$5,801,000
129	Barbara	Noote	9	\$3,439,000	5	\$2,349,400	14	\$5,788,400
130	Lynda	Sanchez-Werner	17.5	\$5,475,900	1	\$289,990	18.5	\$5,765,890
131	Corey	Barker	7	\$2,551,199	8	\$3,205,000	15	\$5,756,199
132	Sara	Mitchell	10	\$4,355,600	4	\$1,366,990	14	\$5,722,590
133	Sherri	Esenberg	6	\$2,797,500	6	\$2,882,024	12	\$5,679,524
134	Sheila	Doyle	6	\$2,755,000	4	\$2,915,925	10	\$5,670,925

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Carrie	Tarzon	1.5	\$2,498,000	4	\$3,133,900	5.5	\$5,631,900
136	Lital	Avnet	3.5	\$3,872,000	2	\$1,735,000	5.5	\$5,607,000
137	Sue	Hall	5	\$3,584,800	4	\$2,001,900	9	\$5,586,700
138	Jamie	Roth	4	\$3,010,000	2	\$2,560,000	6	\$5,570,000
139	Renee	Clark	4	\$3,054,750	4	\$2,501,000	8	\$5,555,750
140	Joan	Couris	12.5	\$4,323,950	5	\$1,209,500	17.5	\$5,533,450
141	Tara	Kelleher	5	\$2,734,000	5	\$2,796,500	10	\$5,530,500
142	Ralph	Milito	6	\$3,730,500	4	\$1,772,500	10	\$5,503,000
143	Meredith	Pierson	4.5	\$5,502,000	0	\$0	4.5	\$5,502,000
144	Christopher	Lobrillo	17.5	\$5,475,900	0	\$0	17.5	\$5,475,900
145	Rafay	Qamar	6.5	\$3,552,000	4	\$1,901,000	10.5	\$5,453,000
146	Carleigh Mia	Goldsberry	3	\$4,040,000	1.5	\$1,379,250	4.5	\$5,419,250
147	David	Jaffe	4	\$2,396,000	6	\$2,997,500	10	\$5,393,500
148	Cindy	Lee	3	\$1,900,500	3	\$3,466,500	6	\$5,367,000
149	Kathryn	Mangel	2.5	\$3,335,275	2.5	\$2,028,750	5	\$5,364,025
150	Trisha	Kannon	1	\$2,575,000	2	\$2,785,000	3	\$5,360,000

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Jen	Ortman	5	\$2,125,568	8	\$3,215,000	13	\$5,340,568
152	Vijay	Ghughe	1	\$535,000	10	\$4,789,990	11	\$5,324,990
153	Noel	Walton	3	\$2,582,500	3	\$2,695,000	6	\$5,277,500
154	Jacqueline	Harding	2	\$1,805,000	3	\$3,406,000	5	\$5,211,000
155	Vilma	Alvarez	11.5	\$4,288,144	3	\$889,500	14.5	\$5,177,644
156	Randall	Brush	8	\$3,490,000	4	\$1,626,100	12	\$5,116,100
157	Sally	Mabadi	4	\$5,106,500	0	\$0	4	\$5,106,500
158	Tetiana	Konenko	2	\$1,316,000	13	\$3,747,500	15	\$5,063,500
159	Cristina	Panagopoulos	5	\$2,155,000	6	\$2,898,400	11	\$5,053,400
160	Cha	McDaniel	2	\$2,825,000	2	\$2,222,500	4	\$5,047,500
161	Lyn	Flannery	4	\$5,010,000	0	\$0	4	\$5,010,000
162	Shaunna	Burhop	9.5	\$3,849,000	2.5	\$1,143,495	12	\$4,992,495
163	Jackie	Lynch	5	\$2,550,000	3	\$2,440,000	8	\$4,990,000
164	Ashlee	Fox	3	\$1,320,000	4	\$3,665,000	7	\$4,985,000
165	Joseph	Render	11	\$4,160,644	2	\$817,000	13	\$4,977,644
166	David	Korkoian	4.5	\$1,553,000	5	\$3,416,000	9.5	\$4,969,000
167	Miranda	Alt	5	\$1,682,000	7	\$3,275,900	12	\$4,957,900
168	Judy	Gibbons	4	\$1,646,000	4	\$3,294,950	8	\$4,940,950
169	Monica	Corbett	1	\$3,999,000	1	\$915,000	2	\$4,914,000
170	Brady	Andersen	1.5	\$2,607,500	3	\$2,290,000	4.5	\$4,897,500
171	Sohail	Salahuddin	9	\$3,363,400	4	\$1,508,750	13	\$4,872,150
172	Alyson	Tesar	1	\$740,625	2.5	\$4,115,500	3.5	\$4,856,125
173	Ashley	Arzer	3	\$1,176,250	5	\$3,671,000	8	\$4,847,250
174	Kimberly	Schmidt	7	\$3,538,000	2	\$1,265,000	9	\$4,803,000
175	Nevin	Nelson	3	\$1,170,500	7	\$3,631,000	10	\$4,801,500
176	Sarah	Dwyer	0.5	\$827,500	3	\$3,962,000	3.5	\$4,789,500
177	Heidi	Seagren	2	\$805,000	7.5	\$3,953,500	9.5	\$4,758,500
178	Misael	Chacon	10	\$4,315,500	1	\$435,000	11	\$4,750,500
179	Janine	Sasso	9	\$4,132,000	1	\$615,000	10	\$4,747,000
180	Honore	Fruentino	3.5	\$2,165,450	4	\$2,580,000	7.5	\$4,745,450
181	Warrick	Bell	2.5	\$4,297,800	1	\$427,500	3.5	\$4,725,300
182	Dawn	Bremer	8.5	\$2,592,556	7	\$2,118,500	15.5	\$4,711,056
183	David	Yocum	4	\$1,622,500	6	\$3,088,007	10	\$4,710,507
184	Samuel	Lubeck	3	\$1,359,000	5.5	\$3,332,500	8.5	\$4,691,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Andy	Walton	2	\$2,057,500	3	\$2,627,925	5	\$4,685,425
186	Cherie	Smith Zurek	10	\$3,592,400	2	\$1,065,000	12	\$4,657,400
187	Rebekah	Wipperfurth	4	\$1,132,000	8	\$3,521,250	12	\$4,653,250
188	Marina	Jacobson	4	\$2,950,000	4	\$1,670,000	8	\$4,620,000
189	Frank	Capitanini	0.5	\$603,000	6	\$3,975,111	6.5	\$4,578,111
190	Anita	Willms	10	\$3,110,000	3	\$1,464,007	13	\$4,574,007
191	Glo	Rolighed	1	\$1,100,000	2	\$3,450,000	3	\$4,550,000
192	Terrance	Muse	6	\$1,450,600	14	\$3,090,900	20	\$4,541,500
193	Kelly	Janowiak	7.5	\$3,274,900	3	\$1,260,000	10.5	\$4,534,900
194	Vincent	Romano	8.5	\$3,988,900	1	\$535,000	9.5	\$4,523,900
195	Juliet	Towne	4	\$3,125,000	4	\$1,397,900	8	\$4,522,900
196	Michael	Herrick	7	\$3,409,000	2	\$1,106,000	9	\$4,515,000
197	Marla	Schneider	5	\$3,080,950	2	\$1,399,000	7	\$4,479,950
198	Anna	Klarck	5.5	\$2,579,000	5	\$1,900,820	10.5	\$4,479,820
199	Brad	Lippitz	1	\$1,222,500	3	\$3,255,000	4	\$4,477,500
200	Richard	Richker	0.5	\$624,500	3	\$3,850,000	3.5	\$4,474,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Debbie	Glickman	1.5	\$752,500	5.5	\$3,711,299	7	\$4,463,799
202	Carlo	Santucci	0	\$0	2	\$4,461,000	2	\$4,461,000
203	Hakan	Sahsivar	0	\$0	10	\$4,441,511	10	\$4,441,511
204	David	Pickard	6	\$1,589,000	8	\$2,850,000	14	\$4,439,000
205	Nannette	Porter	3.5	\$1,110,500	6	\$3,327,000	9.5	\$4,437,500
206	Kevin	Dombrowski	6	\$1,999,000	6	\$2,421,970	12	\$4,420,970
207	Francie	Pinkwater	2	\$1,589,000	3	\$2,829,901	5	\$4,418,901
208	Janice	Hazlett	1.5	\$772,000	3	\$3,638,620	4.5	\$4,410,620
209	Terri	Hunt	8	\$4,194,450	0.5	\$199,950	8.5	\$4,394,400
210	Ryan	Cherney	9	\$4,387,500	0	\$0	9	\$4,387,500
211	Andrea Lee	Sullivan	6	\$2,650,200	5	\$1,730,000	11	\$4,380,200
212	Mark	Ranallo	4	\$2,287,000	2	\$2,075,000	6	\$4,362,000
213	Marco	Amidei	8	\$2,796,700	4.5	\$1,557,900	12.5	\$4,354,600
214	Connie	Hoos	7.5	\$2,703,600	4	\$1,635,000	11.5	\$4,338,600
215	Lori	Rowe	6	\$2,663,500	3	\$1,668,000	9	\$4,331,500
216	Elise	Dayan	2	\$1,251,500	2.5	\$3,062,500	4.5	\$4,314,000
217	Amy	Kite	3.5	\$1,733,500	7.5	\$2,567,800	11	\$4,301,300
218	Kate	Huff	2	\$1,460,000	3	\$2,829,500	5	\$4,289,500
219	Shay	Hata	1	\$517,500	4	\$3,762,500	5	\$4,280,000
220	Joel	Holland	2	\$2,562,250	2	\$1,670,000	4	\$4,232,250
221	Gregorio	Cirone	8.5	\$3,145,500	3	\$1,074,900	11.5	\$4,220,400
222	Evan	Reynolds	2	\$556,500	10.5	\$3,654,490	12.5	\$4,210,990
223	Timothy	Lydon	4	\$2,193,500	3	\$1,997,000	7	\$4,190,500
224	Margie	Brooks	2	\$1,010,000	4	\$3,177,500	6	\$4,187,500
225	Tracy	Nosalik	3	\$862,750	7	\$3,322,900	10	\$4,185,650
226	Chris	Smith	5.5	\$3,971,000	1	\$214,000	6.5	\$4,185,000
227	Julia	Alexander	1	\$415,000	10	\$3,757,400	11	\$4,172,400
228	Barbara	Kramer	1.5	\$1,049,500	4	\$3,117,150	5.5	\$4,166,650
229	Sheryl	Graff	3.5	\$4,143,000	0	\$0	3.5	\$4,143,000
230	Nancy	Keogh	7	\$3,005,600	4	\$1,131,780	11	\$4,137,380
231	Karen	Arenson	2.5	\$4,126,900	0	\$0	2.5	\$4,126,900
232	Prentiss	Grant	8	\$2,029,400	9	\$2,081,900	17	\$4,111,300
233	Linda	Schwartz	1	\$1,740,000	3	\$2,355,180	4	\$4,095,180
234	Peter	Drossos	5	\$1,724,000	6	\$2,368,000	11	\$4,092,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Lori	Progar	7	\$3,381,000	1	\$690,000	8	\$4,071,000
236	Cheryl	Waldstein	2	\$1,650,000	1	\$2,415,000	3	\$4,065,000
237	David	Leigh	8	\$3,343,000	2	\$718,810	10	\$4,061,810
238	Veronica	Rodriguez	9	\$4,025,900	0	\$0	9	\$4,025,900
239	Michael	Graff	3.5	\$3,409,000	1	\$610,000	4.5	\$4,019,000
240	Christie	Baines	3.5	\$3,213,500	1	\$775,000	4.5	\$3,988,500
241	Vikram	Sagar	3	\$2,215,000	4	\$1,764,900	7	\$3,979,900
242	David	Schwartz	1	\$240,000	7	\$3,715,500	8	\$3,955,500
243	Kevin	Kaplan	2	\$2,239,000	1	\$1,704,000	3	\$3,943,000
244	Todd	Trawinski	1	\$537,500	3	\$3,405,000	4	\$3,942,500
245	Katherine	Hudson	2	\$2,186,500	3	\$1,740,000	5	\$3,926,500
246	Mark	Icuss	0	\$0	2	\$3,925,000	2	\$3,925,000
247	Robert	Wisdom	8	\$2,616,200	5	\$1,308,250	13	\$3,924,450
248	Dawn	Kasten	2	\$1,569,000	5	\$2,353,000	7	\$3,922,000
249	Yuriy	Nydza	1	\$509,000	9	\$3,398,900	10	\$3,907,900
250	Amy	Philpott	3.5	\$2,212,500	3	\$1,690,000	6.5	\$3,902,500

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