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TABLE OF CONTENTS



09
Publisher's Note



10
Agent Feature: Chris Grano



16
Cover Story: Stacey Harvey and Lindsey Griffin



22
Agent Feature: Angie Corcione



28
Spring Event Photos



34
Top 150 Standings



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@n2co.com

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Quick Guide to Short Form Content

By Travis Heberling

The 2 things you need to do in 2024 to shine.

01.

Entertain

After a long day, your possible viewers don't want to be sold to, they want to zone out and laugh. When you post, you should be adding value to that viewers life. One of the ways to do this is by entertaining the viewer. A funny TikTok Dance is fine, but what is even better is if you can find ways to promote your service while still entertaining. It's a WIN-WIN.



02. Educate

Not everyone logs into social media for a laugh. Sometimes they want to learn something. Be a thought leader in your industry by providing knowledge that your potential client is looking for. Provide them with anywhere-anytime learning.



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We had overwhelmingly positive feedback from our spring event last month. A couple of weeks before the event, a sense of anxiety and apprehension consumed my mind and body. Am I doing the right thing by attempting to combine all three Chicagoland Real Producers platforms into one joint event? Will REALTORS® find value in hearing a guest speaker? Would people be willing to drive a longer distance than usual to attend? What if no one shows up? What if too many people show up?

Then I gave myself a reality check. We already placed a deposit on the venue and scheduled a guest speaker. After a few minutes of John Israel taking the stage, I knew we made the right call. I've known John for over 20 years and his message was what our community needed during this transition phase in our industry. Please enjoy the photos on page 28!



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▶▶ agent feature

By Lauren Young
Photos by Cris Cunningham

Rockin' REALTOR®

“The most rewarding part of being a REALTOR® is the relationships I am building with clients and members of my community,” says broker Chris Grano of Keller Williams Infinity in Naperville. “I didn’t realize how much I was missing out, earlier in life, by not being an active participant in the local community.”

Chris’s passion for performing and entertaining led him down a circuitous route into real estate. Growing up in Berwyn, Chris was tight with his family. His parents were shining examples of hard work and heart—in faith, work, and relationships—to aspire to.

After graduating from high school, Chris completed a degree in vocal performance from Cornerstone University in Michigan and later an MBA from Bethel University



Chris with his wife and two children.

in Tennessee. He took this combined training into the music industry, where he hoped to make a name for himself.

“My first job out of college was in the mail room at Sony Records in Nashville,” Chris says.

“In college, I was in a popular local band that broke up just before moving to the next level. That caused me to want to understand the business side of entertainment, which then launched me into that career.”

While in Nashville, Chris managed programming and events at the Tennessee Performing Arts Center, where he oversaw the presentation of nationally touring Broadway shows, celebrity guest performers, and concerts. He met and collaborated with many artists and celebrities including William Shatner, Anthony Bourdain, Seal, Gianni, and Journey.

When Chris and his wife, Alicia, moved back to Chicagoland with the goal of starting a family, he continued to work in the events and entertainment industry, but started exploring a new career path. “I was burnt out on the business side of entertainment and wanted a change,” explains Chris. “And the birth of our son, Rock, was a major wakeup call for me to get more serious about what I wanted for my career and be able to provide a great life for my family.”

CHRIS

GRANO

Chris took the leap and made a temporary landing as an account manager for a packaging company in Bolingbrook. Around the same time, he got back on the stage, performing as the lead singer in a popular local wedding and festival band, Recycle The Day. It was in this role that Chris had a pivotal ah-ha moment while performing with his band at the wedding of a top-producing REALTOR® in Will County.

The impressive event prompted him to look into the income that a high-volume agent could earn. For Chris, who had always been interested in real estate, the chance to provide for his family and have the flexibility to continue performing was the ideal combination.

“I’ve always felt that the purpose of a career is to fund a perfect life,” Chris explains. “My dreams and goals center around creating a good life for my family, leaving a legacy for them and for my greater community, and touching as many lives as I possibly can with my limited time on earth.”

Giving back to his community has become a way for Chris to grow his network and re-energize his enthusiasm for business. For the last few years, Chris has been part of F3 Naperville, a men’s outdoor workout group, and he supports their charitable end, the F3 Naperville Foundation. Chris and his family are also active members of their church where Chris sings with the worship team. In addition, he hosts a podcast called *Naperville Real Talk*, where he talks to guests with ties to Naperville, as well as a soon-to-debut restaurant review segment on *630 Naperville*, which airs on nonprofit Naperville Community Television. But when he’s not growing his business or giving back, Chris is a “family first” homebody in most respects. His children, Rock (7) and Rose (3), keep him busy with their many activities.

When Chris looks back on the circuitous path that led him to his current life, he’s grateful for the journey, and he hopes to help others as they make their own way through life’s big moments.

“I’ve had many blessings in my life: a supportive family, a loving wife, and a reliance on God to get me through the tough times,” says Chris. “I am passionate about making life easy for my clients. Buying and selling is so incredibly stressful, and I love being a steady rock for my clients to lean on.”

“Real estate, I hope, will continue to be the fuel that feeds the fire of my dreams and goals, as well as those of my clients,” he adds. “Success to me is having the biggest positive impact [you can] on those around you, starting first with family and then going beyond.”



Chris and his wife, Alicia.

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▶ cover story

By Lauren Young
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STACEY & HARVEY LINDSEY GRIFFIN

The Winding Road Home

“The fundamental principles of strong communication skills, business, and collaborating with others provided an invaluable foundation for me to parlay my education into professional opportunities and eventually real estate,” says Stacey Harvey, principal at the Griffin | Harvey Group.

Stacey has leveraged her background in public relations and marketing to build a thriving brokerage, alongside her partner, Lindsey Griffin, a former advertising agency professional. Both have taken their experiences in high-pressure and fast-paced environments with an emphasis on client care, and adapted them to similar situations as REALTORS®.

Growing up, Stacey’s interests in real estate predicted her eventual path—with a bit of a detour along the way.

“I’ve followed real estate since I was a teenager. I was intrigued by different properties and market conditions,” says Stacey. “During a summer in college, I worked the front desk at a RE/MAX office. It was so long ago that when people called in about a house, I’d have to thumb through a Rolodex to read them the property info.”

After college, Stacey considered pursuing her real estate license and working in Chicago but held off. She chose a career in PR and marketing, then became mom to her twins, Kate and Charlie. Once they began full-day school, Stacey began to ponder a shift in her professional life. At that point, it made sense to reconsider real estate, especially given the flexibility it would provide her as a mom. Success soon followed.

“After being named Rookie of the Year at my first firm, I hoped for someone to collaborate with,” says Stacey. “Lindsey and I met and got to know each other quickly. As moms juggling family life and career ambitions, creating a partnership was perfect for us.”

Lindsey immediately contributed her experiences in account services at large ad firms like J. Walter

Thompson and DDB Worldwide. She’d worked alongside creative teams producing TV and print advertising for clients like Northwestern Mutual, the Illinois State Lottery, and State Farm. Then, Lindsey became a stay-at-home mom. With three kids—Joey, Kate, and Charlie—a job requiring a downtown commute and long hours was out of the question. Real estate gave Lindsey a flexible career that utilized her strengths in compassion, connection, and marketing.

“Nobody warned me that a big part of the gig was having difficult conversations every day,” shares Lindsey. “Becoming a mom was my greatest blessing, and it’s probably what made me strong enough to overcome the fear of a position in sales. Having the daily opportunity to play a hand in helping clients with the American dream of homeownership keeps me going.”

From the beginning, Stacey and Lindsey found instant chemistry and a balance of skill sets that makes them the ideal partnership. Their “yin and yang” dynamic and mix of strengths have empowered their quick success. In addition, both hold empathy and personable client relationships as crucial to powering their business.

“Lindsey is one of the most caring, genuine, and professional people you could meet,” says Stacey. “She brings a personal element to every interaction, and works tirelessly for clients to provide best-in-class service. I honestly don’t know a single person who has ever had a poor thing to say about her.”



“Stacey is one of the most generous, thoughtful people I know,” Lindsey says. “She goes above and beyond for countless people—never for the accolades, but out of the kindness of her heart.”

The duo have overcome their share of challenges to come out stronger. In 2022, they faced a significant downturn in business. A crowded market with many other REALTOR® options, rising interest rates, and a referral network that had gone quiet had dropped their business nearly 40 percent. They took the situation as a unique opportunity to improve their approach from top to bottom.

“It provided us with a chance to reflect on what was working, where we could improve, and how to ride the wave until inventory and opportunities presented themselves again,” says Stacey. “By the following year we were back to our previous output levels, and I feel thankful to have had the opportunity to have to dig deep to find the enthusiasm and joy in the business, even when it felt like a grind.”

Even during that challenging period, they were able to support area charitable organizations, keeping true to their mission to be a positive influence in their community. Some of their favorite causes include Hephzibah Children’s Association, Glen Ellyn Children’s Resource Center, Teen Parent Connection, Glen Ellyn Infant Welfare Society, Glen Ellyn Food Pantry, Glenbard West Boosters, and Jack’s Family Fund, to name a few. “Our goal is always to give back to the communities that have supported our business, and we love to do that both financially and through volunteering,” says Stacey.

They’ve also been able to prioritize client service, from day one, and through the most demanding times.

“I am proud of the authentic brand Stacey and I have been able to build,” says Lindsey. “I am not an overly competitive person, but I feel strongly that the type of service we provide our clients is the very best, and it’s why they refer us to the people they care about. We treat every client as we would a friend or family member.”

Looking forward, Lindsey and Stacey hope to keep growing their network, supporting clients well, and developing their partnership to serve more people. Based on their ten years as high-performing REALTORS®, both know that to do so, it’s necessary to evolve and adapt to the ever-shifting marketplace.

“Real estate is always changing. I love that aspect of it,” says Stacey. “The path is winding, but that keeps it interesting.”

“The one thing that remains constant is the genuine care and compassion that we can share with our clients,” adds Lindsey. “It is a blessing to partner with Stacey, someone who I admire for all the kindness she gives away to countless people. Our work is more than just business to us. It’s part of who we are within our community, and we love helping others find their sense of community in the towns we serve.”

“Real estate is always changing. I love that aspect of it...The path is winding, but that keeps it interesting.”
- Stacey



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Core Values

“When you work for someone, you learn what traits to take on,” says Angie Corcione of the CORteam in Elk Grove Village. “That was my learning process, and I hope to demonstrate those same winning traits to my team.”

Photo Credit:
Ryan Weisbrook



Like for many children of immigrants, the tireless pursuit of your dreams was something that was passed down to her. Angie’s father moved to the US from Italy at age sixteen, enlisted in the US Army for a short time, then moved back to Italy where he met and married Angie’s mother. They decided to move back to the US to start a family, eventually settling in Addison. Angie’s father worked for the Chicago Transit Authority for many years, while her mother ran a daycare out of the family home.

“I look up to my parents for instilling in us a hard work ethic and teaching us to stay humble,” says Angie. “They taught us that if you want something, you do it; you go and get it.”

A C N O G R I C E I O N E

After high school, Angie attended junior college to test her interest in a few careers, including law. Realizing she didn’t want to commit to lengthy school training, however, Angie got a job at a furniture company, working directly under the vice president.

“He was really influential in my wanting to have my own business,” says Angie. “I was always observing his drive and passion for what he did, and he would include me in many important meetings even though I was young. It gave me the confidence I needed to try new things and pursue the next steps in my career.”

Finding an aptitude for contracts and negotiations, Angie thought real estate would be a next good fit, so she reached out to a successful REALTOR® in her local area to learn more. Shortly after, she joined that agent’s team and ended up working there for eight years. It was another formative, foundational period in her journey.

“My mentor taught me the line ‘What you put into this is what you get out of it,’” shares Angie. “And that’s how I’ve always handled my business. She also preached the importance of being honest and consistent in everything you do in this business.”

Now with her own team, the CORteam, Angie utilizes all the real estate expertise she’s built over her twenty-year career, as well as her many valuable life experiences.



One of those perspective-changing seasons came after she gave birth to her first child, Isabella. While overcoming postpartum depression, her perspective changed on what really matters in life, and she saw how not to give energy to “small” stresses.

“I thank God for that time because of the positive effect it had on me that I carry through my everyday life now,” she says. “It taught me how not to fixate on things you can’t control, and to appreciate every little thing around me.”

In addition to all she’s learned and absorbed from her parents and early mentors, Angie has cultivated her own wisdom and expertise that has translated into an attitude and approach in business that has brought her great success. This combination of skill set and mindset is something she hopes to pass along to her team of six agents.

“I find the biggest rewards are seeing my agents grow and helping so many families,” says Angie. “We do everything we can to provide the best service to our past, current, and future clients.”

Outside of growing her agents and business, Angie and her team focus on giving back to their community. From Autism Speaks to the Children’s Miracle Network, the CORteam stays active in supporting many charitable organizations. Also, about ten years ago, Angie established the Act of Kindness Scholarship at an area high school to encourage compassion and empathy, something she practices herself.

“During the Lenten season, I’ll do an act of kindness every day and share it on my social media channels,” she says. “Over the years, I’ve had other people join me. It’s been pretty cool to see it grow and become a bit of a movement.”

My mentor taught me the line 'What you put into this is what you get out of it'...And that's how I've always handled my business.



Angie with the CORteam.
Photo Credit: Ryan Weisbrook

Looking forward, Angie is excited to continue expanding her team's expertise and service offerings. She says the ability to leverage social media to connect with clients has been a huge factor in their growth. Following Angie's lead, the CORteam has developed a flexibility and adaptability that can change with the evolving real estate industry and market. During the market downturn of 2008, Angie led a new expansion into short sales, which has since become a specialization of theirs. It's just one example of how they've enhanced their services over time and are determined and confident to continue to do so.

"We've become a thriving team because of the strength and support we receive from each other," says Angie. "I've taught myself many skills over the years, and I want to champion that in others."



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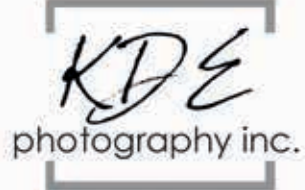
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Thank you to everyone who attended the spring Real Producers event, where we brought together all three Chicagoland Real Producers publications for an unforgettable experience!

John Israel, AKA Mr. Thank You, shared inspiring strategies for creating unreasonable loyalty and encouraged us to view gratitude from a new perspective. We hope you left the event feeling inspired and prepared to build lasting relationships!

A special thanks to Rose Pest Solutions for helping to make the afternoon a success. Our heartfelt appreciation goes out to all attendees, raffle prize sponsors, and those who made this spring gathering truly memorable. We look forward to seeing you again in the fall. Enjoy the photos!





SPRING EVENT RAFFLE WINNERS

Our Preferred Partners never fail to deliver great raffle prizes at all events! Check out the winners.



Tiffany Meyers won a picnic backpack and gift card to Ravinia from Brad Pierce with HAVEN Home Staging.



Scott Fishman won Cubs tickets from Scott Nielsen with Arété Renovators.



Leopoldo Gutierrez (with Antonio Delao from the RP team) won a pizza oven from Archie Vetter with Neighborhood Loans.



Amy DeRango won a nugget ice maker from Martin Lorenzen with NRL Mortgage.



Nicole Hajdu won an Away carry-on luggage piece and packing cubes from Kristin Marsden and Jamie Dunsing with Dunsing Inspections.





TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	26	\$25,110,303	16	\$13,272,150	42	\$38,382,453
2	Dawn	McKenna	8	\$19,282,500	3	\$7,425,000	11	\$26,707,500
3	Linda	Feinstein	13	\$15,635,500	3	\$6,925,000	16	\$22,560,500
4	Linda	Little	42	\$22,451,880	0	\$0	42	\$22,451,880
5	Bryan	Bomba	8	\$9,327,900	8	\$10,026,000	16	\$19,353,900
6	Kim	Dalasky	7	\$8,060,000	16	\$9,022,800	23	\$17,082,800
7	Kelly	Stetler	4	\$4,060,000	13	\$12,687,000	17	\$16,747,000
8	Courtney	Stach	9	\$10,593,000	3	\$4,786,000	12	\$15,379,000
9	Nathan	Stillwell	8	\$6,204,807	14	\$9,045,000	22	\$15,249,807
10	Lina	Shah	7	\$9,826,000	4	\$4,862,000	11	\$14,688,000
11	Lance	Kammes	18	\$9,166,300	10	\$4,329,000	28	\$13,495,300
12	Tracy	Anderson	3	\$4,080,509	6	\$8,546,514	9	\$12,627,023
13	Walter	Burrell	5	\$4,797,000	5	\$7,494,000	10	\$12,291,000
14	Renee	Hughes	7	\$5,579,000	9	\$5,361,500	16	\$10,940,500
15	Bridget	Salela	7	\$9,754,000	2	\$1,132,000	9	\$10,886,000
16	Megan	McCleary	2	\$6,534,000	2	\$4,119,000	4	\$10,653,000
17	Kris	Berger	3	\$6,035,000	5	\$4,302,000	8	\$10,337,000
18	Maureen	Rooney	10	\$4,867,400	6	\$4,856,550	16	\$9,723,950
19	Christine	Wilczek	14	\$8,610,500	3	\$1,040,000	17	\$9,650,500
20	Larysa	Domino	4	\$5,239,900	2	\$4,400,000	6	\$9,639,900
21	Katie	Minott	4	\$5,275,000	3	\$4,257,400	7	\$9,532,400
22	Alice	Chin	8	\$6,802,500	5	\$2,406,500	13	\$9,209,000
23	Pat	Murray	13	\$7,969,110	2	\$1,157,500	15	\$9,126,610
24	Oriana	Van Someren	3	\$5,665,000	2	\$3,215,000	5	\$8,880,000
25	Julie	Roback	5	\$3,299,000	8	\$5,351,500	13	\$8,650,500
26	Katherine	Karvelas	4	\$3,581,000	3	\$4,630,000	7	\$8,211,000
27	Patty	Wardlow	9	\$3,601,500	9	\$4,463,000	18	\$8,064,500
28	Stacey	Harvey	6	\$4,215,000	6	\$3,497,150	12	\$7,712,150
29	Lauren	Dayton	1	\$7,550,000	0	\$0	1	\$7,550,000
30	Tim	Binning	18	\$7,545,800	0	\$0	18	\$7,545,800
31	Julie	Sutton	4	\$4,440,000	2	\$2,797,500	6	\$7,237,500
32	William	White	9	\$5,855,500	2	\$1,330,000	11	\$7,185,500
33	Jan	Morel	2	\$1,298,000	5	\$5,818,000	7	\$7,116,000
34	Beth	Burt	2	\$2,140,000	5	\$4,885,500	7	\$7,025,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Nicholas	Solano	9	\$7,001,746	0	\$0	9	\$7,001,746
36	Ginny	Leamy	4	\$1,201,900	9	\$5,230,000	13	\$6,431,900
37	Lisa	Byrne	5	\$4,108,211	3	\$2,275,000	8	\$6,383,211
38	Elaine	Pagels	11	\$4,932,000	4	\$1,433,000	15	\$6,365,000
39	Ginny	Stewart	4	\$5,340,400	1	\$899,900	5	\$6,240,300
40	Jeffrey	Proctor	2	\$1,653,000	3	\$4,510,500	5	\$6,163,500
41	Sarah	Leonard	5	\$1,827,500	14	\$4,335,800	19	\$6,163,300
42	Joseph	Champagne	3	\$1,800,000	8	\$4,300,500	11	\$6,100,500
43	Margaret	Smego	4	\$4,640,000	2	\$1,400,000	6	\$6,040,000
44	Susan	Cook	3	\$2,126,000	3	\$3,845,999	6	\$5,971,999
45	Julie	Schwager	9	\$4,265,000	3	\$1,691,500	12	\$5,956,500
46	Jill	Clark	3	\$1,805,000	3	\$3,995,000	6	\$5,800,000
47	Patricia	DiCianni	2	\$2,910,000	2	\$2,650,900	4	\$5,560,900
48	Michael	Odeh	5	\$2,998,000	3	\$2,524,000	8	\$5,522,000
49	Geri	McCafferty	3	\$2,695,000	3	\$2,695,400	6	\$5,390,400
50	Kris	Maranda	6	\$2,285,500	9	\$3,082,400	15	\$5,367,900

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Vinita	Arora	2	\$980,000	9	\$4,380,995	11	\$5,360,995
52	Anita	Olsen	11	\$5,353,689	0	\$0	11	\$5,353,689
53	Kim	Moustis	7	\$2,032,400	7	\$3,284,000	14	\$5,316,400
54	Robert	Bakas	6	\$2,618,000	5	\$2,690,000	11	\$5,308,000
55	Patrick	Roach	4	\$3,071,500	6	\$2,226,500	10	\$5,298,000
56	Fabio	Brancati	2	\$1,675,000	5	\$3,585,000	7	\$5,260,000
57	Natalie	Weber	4	\$4,075,000	2	\$1,149,000	6	\$5,224,000
58	Madison	Verdun	4	\$1,863,000	6	\$3,351,500	10	\$5,214,500
59	Natalie	Ryan	0	\$0	4	\$5,205,000	4	\$5,205,000
60	Shelley	Brzozowski	2	\$2,121,000	4	\$3,057,000	6	\$5,178,000
61	Jennifer	Iaccino	3	\$2,450,000	4	\$2,696,000	7	\$5,146,000
62	Stana	Vukajlovic	3	\$4,370,000	1	\$737,724	4	\$5,107,724
63	Cindy	Banks	7	\$3,130,000	5	\$1,965,962	12	\$5,095,962
64	Leigh	Marcus	6	\$3,616,500	2	\$1,455,000	8	\$5,071,500
65	Tom	Fosnot	10	\$3,985,900	5	\$1,064,900	15	\$5,050,800
66	Michael	LaFido	6	\$4,965,400	0	\$0	6	\$4,965,400
67	John	Barry	2	\$3,315,000	1	\$1,645,000	3	\$4,960,000
68	Susan	Hoerster	4	\$1,662,500	4	\$3,252,400	8	\$4,914,900
69	Sairavi	Suribhotla	2	\$685,000	7	\$4,209,415	9	\$4,894,415
70	Eric	Logan	7	\$3,310,900	3	\$1,565,000	10	\$4,875,900
71	Diane	Coyle	9	\$4,380,900	1	\$451,000	10	\$4,831,900
72	Chase	Michels	4	\$2,628,000	2	\$2,080,000	6	\$4,708,000
73	Brandon	Blankenship	1	\$521,000	8	\$4,184,500	9	\$4,705,500
74	Briana	Murray	1	\$1,299,000	2	\$3,382,500	3	\$4,681,500
75	Josie	Morrison	10	\$2,537,528	6	\$2,118,000	16	\$4,655,528
76	Paul	Mancini	4	\$2,680,000	3	\$1,925,000	7	\$4,605,000
77	Lori	Johanneson	7	\$4,604,385	0	\$0	7	\$4,604,385
78	Julie	Kaczor	6	\$3,418,500	2	\$1,165,000	8	\$4,583,500
79	Cindy	Purdum	3	\$1,668,800	7	\$2,907,375	10	\$4,576,175
80	Natasha	Miller	6	\$3,991,000	2	\$585,000	8	\$4,576,000
81	Christopher	Lobrillo	13	\$4,502,200	0	\$0	13	\$4,502,200
82	Tom	Makinney	2	\$2,407,000	2	\$2,060,000	4	\$4,467,000
83	Kathy	McKinney	4	\$3,120,000	3	\$1,314,500	7	\$4,434,500
84	Caroline	Senetar	8	\$4,434,000	0	\$0	8	\$4,434,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Craig	Foley	1	\$482,000	6	\$3,940,900	7	\$4,422,900
86	Melanie	Young	4	\$1,503,500	5	\$2,852,000	9	\$4,355,500
87	Paula	Schatz	8	\$3,510,100	2	\$842,500	10	\$4,352,600
88	Chris	Lukins	3	\$1,529,500	4	\$2,803,001	7	\$4,332,501
89	Karen	Baker	2	\$3,150,000	1	\$1,150,000	3	\$4,300,000
90	Craig	Sebert	1	\$739,000	6	\$3,547,000	7	\$4,286,000
91	David	Gust	7	\$3,614,000	2	\$660,000	9	\$4,274,000
92	Simran	Dua	3	\$1,405,500	4	\$2,797,248	7	\$4,202,748
93	Joe	Cirafici	6	\$2,538,000	3	\$1,634,500	9	\$4,172,500
94	Sang	Han	1	\$832,248	4	\$3,340,000	5	\$4,172,248
95	Keith	McMahon	3	\$1,960,500	3	\$2,175,000	6	\$4,135,500
96	Holley	Kedzior	3	\$1,883,000	4	\$2,235,000	7	\$4,118,000
97	Subhapiya	Lakshmanan	0	\$0	11	\$4,092,380	11	\$4,092,380
98	Troy	Cooper	4	\$1,965,500	4	\$2,116,900	8	\$4,082,400
99	Shane	Halleman	6	\$2,289,000	2	\$1,719,911	8	\$4,008,911
100	Puneet	Kapoor	3	\$1,737,000	4	\$2,271,000	7	\$4,008,000

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to April 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	ElizaBeth	Schoonenberg	2	\$2,652,778	2	\$1,298,000	4	\$3,950,778
102	Ryan	Cherney	9	\$3,830,968	1	\$85,000	10	\$3,915,968
103	Trevor	Pauling	2	\$1,600,000	3	\$2,280,000	5	\$3,880,000
104	Debra	Stenke-Lendino	0	\$0	2	\$3,880,000	2	\$3,880,000
105	Elizabeth	Gretz	5	\$3,415,999	1	\$450,000	6	\$3,865,999
106	Kristen	Jungles	4	\$2,814,418	2	\$1,047,000	6	\$3,861,418
107	Holly	Connors	5	\$2,376,000	4	\$1,471,900	9	\$3,847,900
108	Christopher	Campbell	5	\$2,505,500	2	\$1,330,000	7	\$3,835,500
109	Courtney	Monaco	4	\$1,847,000	6	\$1,966,000	10	\$3,813,000
110	Sam	Dweydari	0	\$0	3	\$3,805,500	3	\$3,805,500
111	Michael	Berg	11	\$3,783,000	0	\$0	11	\$3,783,000
112	Michael	Thornton	3	\$1,136,000	5	\$2,636,000	8	\$3,772,000
113	Chris	Pequet	3	\$3,009,000	1	\$650,000	4	\$3,659,000
114	Michelle	Vykruta	4	\$1,360,000	5	\$2,296,000	9	\$3,656,000
115	Virginia	Jackson	2	\$1,245,000	4	\$2,388,410	6	\$3,633,410
116	Colleen	McCormack	3	\$2,117,500	2	\$1,475,000	5	\$3,592,500
117	Lynda	Wehrli	2	\$896,000	3	\$2,637,000	5	\$3,533,000
118	Jon	Svitak	2	\$855,000	5	\$2,652,500	7	\$3,507,500
119	Sabrina	Glover	2	\$834,500	5	\$2,657,001	7	\$3,491,501
120	Sarah	Swanson	1	\$2,175,000	1	\$1,315,000	2	\$3,490,000
121	Kathryn	Pinto	3	\$1,774,000	2	\$1,707,000	5	\$3,481,000
122	Jackie	Angiello	5	\$2,360,000	2	\$1,106,000	7	\$3,466,000
123	Edward	Hall	5	\$2,816,871	1	\$634,206	6	\$3,451,077
124	Nick	Malleos	5	\$2,669,900	2	\$768,000	7	\$3,437,900
125	Thomas	Pilafas	5	\$3,422,100	0	\$0	5	\$3,422,100
126	Denis	Horgan	7	\$2,930,500	2	\$483,900	9	\$3,414,400
127	Lisa	Wolf	4	\$1,865,000	4	\$1,549,000	8	\$3,414,000
128	Nidhi	Kapoor	1	\$1,700,000	3	\$1,704,000	4	\$3,404,000
129	Joan	Walters	4	\$2,515,000	2	\$875,000	6	\$3,390,000
130	Zilola	Chulieva	1	\$840,000	3	\$2,547,870	4	\$3,387,870
131	David	Aranki	2	\$3,374,900	0	\$0	2	\$3,374,900
132	Charles	McCann	4	\$1,645,000	4	\$1,720,000	8	\$3,365,000
133	Suzanne	Fox	2	\$1,025,000	2	\$2,335,000	4	\$3,360,000
134	Paul	Baker	4	\$1,362,001	6	\$1,979,000	10	\$3,341,001

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Lindsey	Paulus	2	\$3,335,000	0	\$0	2	\$3,335,000
136	Samantha	Schroeder	3	\$1,876,000	2	\$1,450,000	5	\$3,326,000
137	Casselyn	Tertell	3	\$2,232,500	2	\$1,075,000	5	\$3,307,500
138	Mike	Wolson	3	\$1,352,000	1	\$1,900,000	4	\$3,252,000
139	Kenneth	Carn	6	\$2,682,000	1	\$550,000	7	\$3,232,000
140	Gail	Niermeyer	2	\$2,415,000	1	\$797,000	3	\$3,212,000
141	Ann	Pancotto	4	\$2,088,150	2	\$1,112,500	6	\$3,200,650
142	Katie	Foss	1	\$245,000	2	\$2,954,000	3	\$3,199,000
143	Gayle	Mullins	3	\$1,797,500	2	\$1,397,500	5	\$3,195,000
144	Marianne	Kearney	2	\$1,460,000	3	\$1,732,500	5	\$3,192,500
145	Eric	Andersen	0	\$0	5	\$3,162,800	5	\$3,162,800
146	Alexander	Abramowicz	1	\$3,150,000	0	\$0	1	\$3,150,000
147	Donald	Romanelli	2	\$1,769,000	2	\$1,380,000	4	\$3,149,000
148	Mary	Braatz	5	\$2,521,824	1	\$600,000	6	\$3,121,824
149	Barbara	Akkeron	3	\$1,629,000	3	\$1,477,000	6	\$3,106,000
150	Cairon	Dietsch-Jones	0	\$0	1	\$3,100,000	1	\$3,100,000

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