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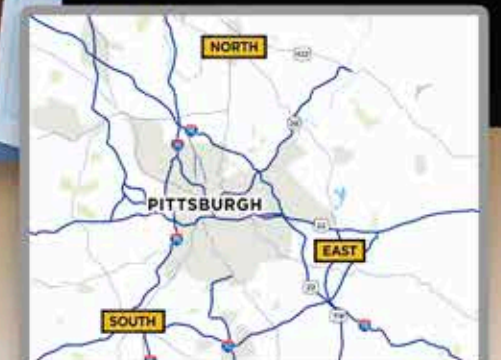


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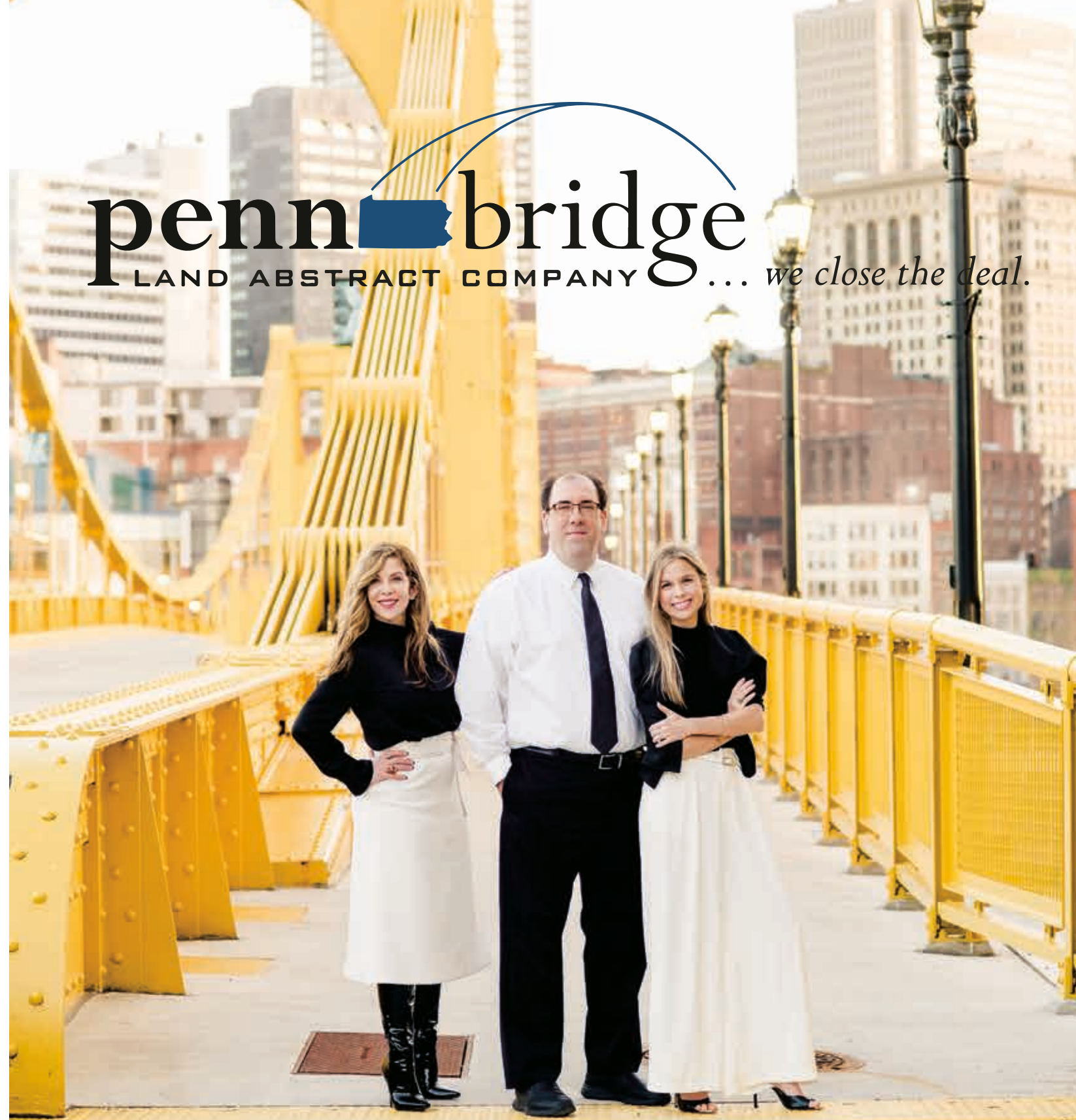
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▶ top producer

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Michele Bellice

DEVELOPING YOUR SPHERE
BEFORE YOUR BUSINESS

In the heart of Pittsburgh, where steel meets sophistication, Michele Belice, the force behind "The Real Deal Pittsburgh," has woven a tapestry of success in the realm of real estate thanks to her first career as a cosmetologist. Licensed since 1999, Michele's journey reflects a blend of determination, friendship, and a genuine commitment to her clients.

Born and raised in Mount Lebanon, Michele's roots run deep in the city she now helps others call home. Starting with a career in cosmetology, having become an esthetician, Michele's initial trajectory in the workforce would be the saving grace in building a successful real estate career. Fueled by a work ethic her mother ingrained in her from a young age as a single parent, Michele worked hard to appease her customers and honor her mother's memory.

Having started her stint as an esthetician working in a salon across from a Howard Hanna office, Michele's clientele of HH agents and employees inadvertently became the foundation of her sphere of influence.

It was through conversations with them that she learned about the industry and discovered a love for the housing market, especially in Mount Lebanon. She also honed her skills in listening and communicating through her interactions with various types of clients, a skill that serves her well as an agent.

Despite the small overlap when she juggled both careers in the beginning, Michele was licensed in 1999 and by 2001 had to let go of her salon work in order to fulfill her workload at her new job ... right across the street at the Howard Hanna office she grew so fond of over the years.

For Michele, the true fulfillment in her work lies in helping people embark on their next adventure. "I think we all say this but it is helping people," she admits. Whether guiding older clients transitioning to new phases in life or celebrating the joy of first-time homebuyers, Michele finds purpose in the human connection. "It's helping people get to that next destination in their life, that next adventure."

Having grown up just a couple streets over from a good family friend that was a heavy hitter in the real estate business, Ruth Foltz helped guide Michele into the industry and remains a good friend and mentor. Over two decades later, Michele remains a stalwart of the industry and the HH team - now an integral part of The Sunseri-Belice Group alongside lifelong friend Cindy Sunseri and recent addition, Kassie Cable.

The transition from salon to real estate brought its challenges, but Michele's ability to multitask and be a good listener—skills honed in the salon—proved invaluable. Another challenge came when Michele joined the Fast Start program at the office, in which most agents can only hope to make a sale during this time...and Michele did just that when her first transaction was HERSELF! She bought a house four days into the program where she and her family still reside.

A defining moment in Michele's life was the realization that she needed to grow beyond a certain point in order to continue to get better. Setting her sights on Howard Hanna's annual trips became a motivating force, something her clients were even getting behind her to help out with in any way they could. They wanted to see her succeed... and be rewarded for her hard work.

Currently, Michele's clientele has seemed to begin a mass downsizing with many of her clients moving into Providence Point. Not only does this create new challenges and requires a lot more hand-holding, it also puts Michele in a position to interact with their children and start cultivating the next generation of relationships for her sphere.

Outside of real estate, Michele's passions extend to philanthropy due to her personal battle with cancer. As a two-time cancer survivor, she dedicates herself to raising funds for awareness - donning pink wigs during the BigWigs campaign throughout October, and supporting the Susan G Komen foundation and The American Cancer Society Relay for life event.

At home, Michele's family is a cornerstone of her life, with her husband Allen and their Bernese Mountain Dog, Nia, who has become a beloved presence at her closings and the unofficial office mascot. In a whirlwind of activities, Michele supports her husband's favorite hobby, Ironman Triathlons, and is an avid runner, participating in numerous half marathons.

Michele's journey is about building relationships, overcoming challenges, and leaving an indelible mark on the city she calls home. As she continues to navigate the ever-evolving Pittsburgh real estate market, Michele remains an unwavering force.



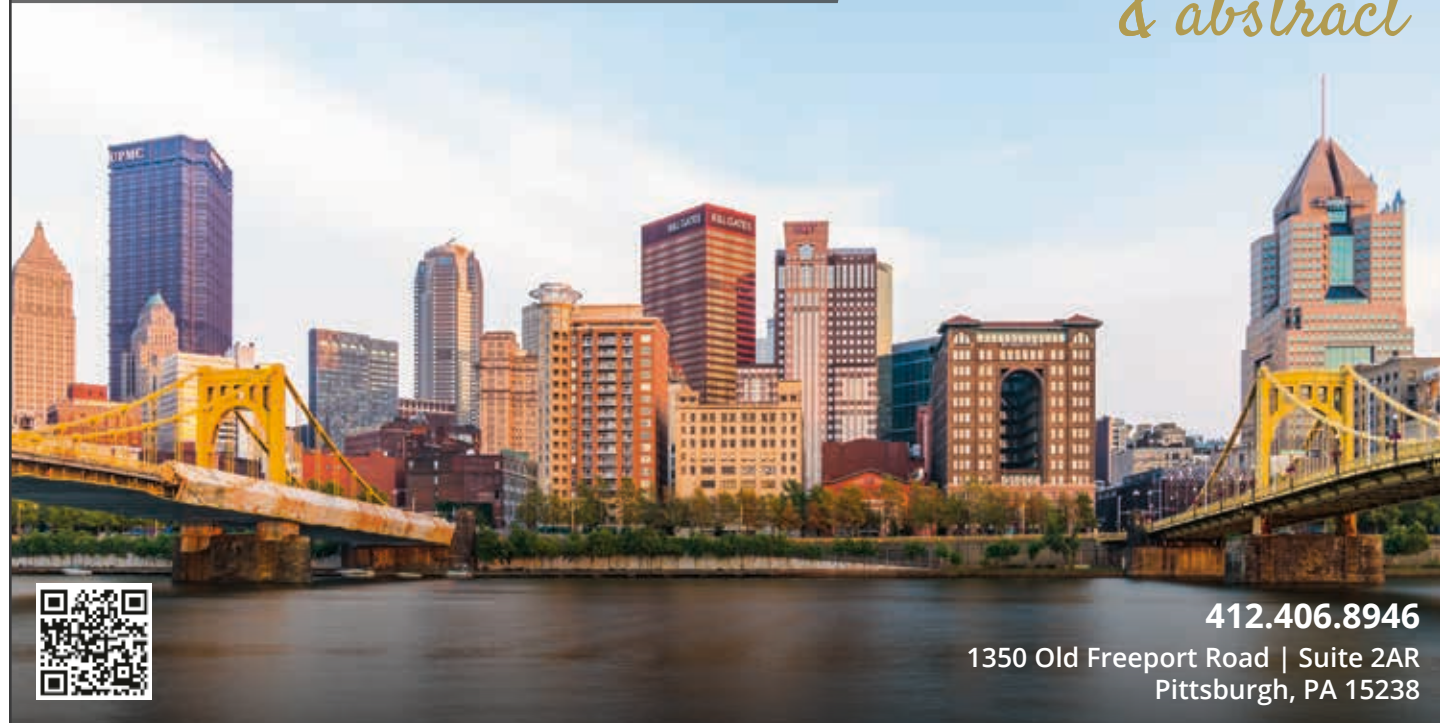


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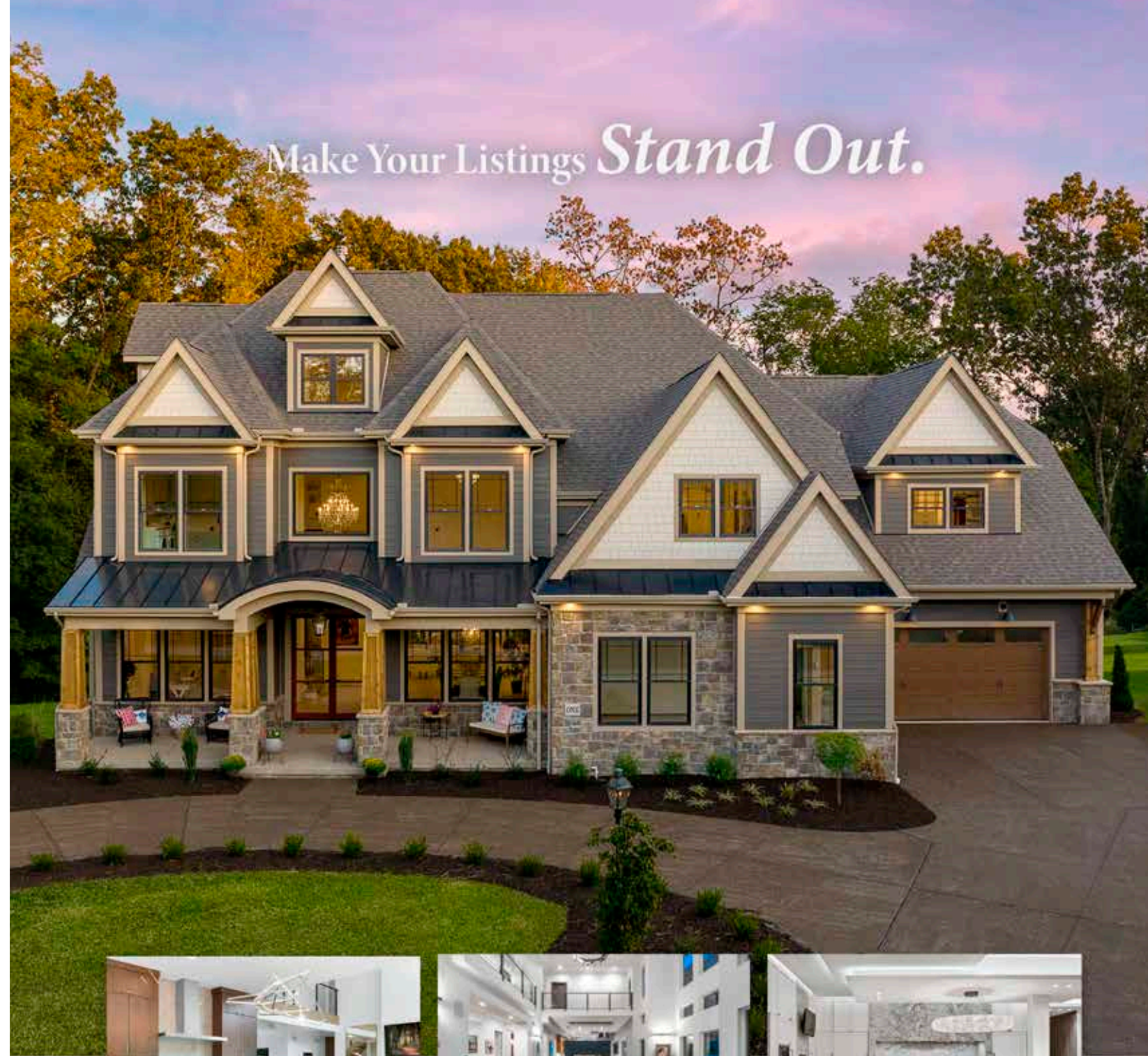
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THE GIRLTIME TEAM WITH MOVEMENT MORTGAGE

▶▶ partner spotlight

Photography by Mainline Photography
Written by Kendra Woodward

Mortgages That Mean More

Nicole Grimm has woven her passion, determination, and financial acumen into a successful career that revolves around providing red carpet service for residential real estate loans. A Pittsburgh native, Nicole takes great pride in her roots and places family at the core of her values, emphasizing, "Above all else, family is the most important," and strives daily to become a better wife, daughter, granddaughter, aunt, and in-law, seeking to make her family proud in every aspect of her life.

Armed with a degree in finance from Slippery Rock University, Nicole embarked on her professional journey with a local lender whilst still in college. Working from the ground up, her ascent to becoming a loan officer reflects her determined and passionate approach to her career. "Perfection is unachievable, but excellence is something to strive for," she affirms.

Helping her throughout that journey has been her mentor, Judy Herczak, and her husband, Michael Grimm. Judy's elegance and strength captivated Nicole, becoming the inspiration for the life she wanted to lead, while Michael provides balance in both her personal and professional day-to-day life keeping her organized and ensuring nothing falls through the cracks.

Under Judy's wing, Nicole found her footing in the industry and discovered the transformative power of mentorship and friendship. "Most women look up to women in magazines or on tv, but Judy was my role model and inspiration for the life I wanted to lead."

Traveling has also been a major factor in Nicole and Michael's lives and how they run their team; Nicole citing "I am a different person each time I come home from another part of the world. Your perspective changes when you immerse yourself in other cultures, and I love how that makes me feel."

The core of Nicole's work lies in the fulfillment she finds in solving the intricate puzzle of real estate. With a focus on understanding clients' financial wants and needs, Nicole emphasizes the importance of building relationships and trust. "Every day is like working on a complex puzzle with a time limit. Our business has 100 layers. It isn't just knowing loan programs, but its understanding peoples financial picture as whole"

A firm believer in the importance of knowledge and continuous learning in the mortgage industry, Nicole acknowledges that success lies in adapting to constant changes and understanding what you can control. "I have learned to surround yourself with talented people, and if you pay attention and learn from them, it will change your life. Movement Mortgage has connected me with loan officers that have more talent, vision, and work ethic than I could have ever imagined. I do my best to soak up as much as I can and learn from those that I consider to be some of the best in the country."



IT'S A BLESSING AND A CURSE TO NEVER BE SATISFIED, BUT IT IS ALSO WHAT PUSHES ME TO PUT IN THE LONG HOURS AND FORCE MYSELF TO WELCOME CHANGE AND ADAPT MY BUSINESS MODEL TO BECOME MORE AND MORE SUCCESSFUL.



As she has discovered over the years...mortgage is all about people and relationships, so naturally this is a focus for the team. “We aren’t an online lender with no face, no experience, and that doesn’t do cost sheets because we don’t know the market. We are trusted local experts with years of experience and countless 5-star testimonials from clients and real estate partners alike.”

“Bringing new business in the door is what sets us apart and this takes a lot of time, patience, and consistency to build up sustainably.” In order to do that the Grimm team focuses on staying top of mind with their clientele by

staying connected through social media, engaging with their clients regularly, and placing a heavy focus on ensuring all of their mailings are branded with engaging visuals.

The team’s motto, “Mortgages that mean more,” encapsulates their commitment to making a positive impact. As an impact lender, they invest a portion of their profits back into communities, contributing to local projects some of which involve helping to build schools.



Outside of her professional pursuits, Nicole and her husband, Michael, strike a balance that mirrors their business partnership. Their shared love for traveling, eating, music, and shopping complements their individual strengths while also creating a harmonious partnership. “He is everything I am not, and that is why we work so incredibly well together.”

In her decade-long tenure in real estate, Nicole remains dedicated to continuous learning, recognizing that experience isn’t just about the passage of time but a culmination of lessons learned. She values the importance of knowledge and skill in navigating the ever-changing challenges of the industry, and firmly believes that expertise and adaptability are paramount for addressing the daily hurdles posed by market shifts, policy changes, and diverse client needs. She sees each day as an opportunity to refine strategies, stay ahead of industry trends, and provide top-notch service.

“It’s a blessing and a curse to never be satisfied, but it is also what pushes me to put in the long hours and force myself to welcome change and adapt my business model to become more and more successful.”

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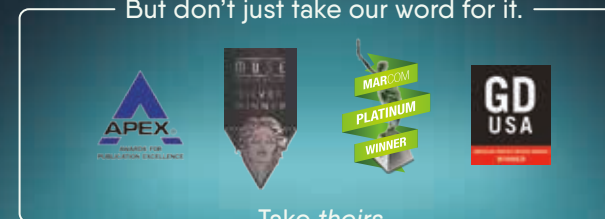
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Pittsburgh Real Producers • 25

Dan Howell and Joel Peretic

OF THE DAN HOWELL | JOEL PERETIC TEAM

▶ REALTOR® team spotlight

Written by Kendra Woodward
Photography by Theis Media



Serving Westmoreland and Allegheny County, Dan Howell and Joel Peretic's paths to real estate may differ, but their collaborative spirit and commitment to their clients define their success.

Hailing from Westmoreland County, where he initially pursued a career in restaurant management, Dan transitioned his skills seamlessly into the real estate world. After starting his restaurant journey at Persichetti's Restaurant as a teenager, spending a decade at Morton's The Steakhouse, and attending engineering school at Pitt, Dan found real estate, his true calling, in 2014. After establishing himself as a successful agent in the area, the owners of Persichetti's Restaurant contacted him to list it for sale, but his big dreams and ideas brought everything full circle as he doubled down and purchased the restaurant in 2020.

Growing up the next town over from Dan, and having never met, Joel began his corporate journey with degrees in Communications and Public and Professional Writing from the University of Pittsburgh, boasting marketing roles at major companies like Dick's Sporting

Goods and 84 Lumber. In 2016 after attending the US Open with his cousin, a prominent commercial real estate agent in the area, Joel realized the advantages his current work experience would have in the real estate industry. From there, he decided to leave the corporate world behind and jump into residential real estate full time."

After years of trial and error, trying to find the right fit in the industry with agents and partners, it seemed like a natural evolution for Dan and Joel to team up, as their individual clientele began to merge seamlessly, often finding themselves working together or around one another. Having already stacked his team with an administrative assistant, Amy Jo Baker, and a buyer's agent, Katie Howell; Dan was excited at Joel's potential

on the team after working an open house together. As time went on, they continued talking and working together more and more often until deciding to partner up.

The fulfillment Dan finds in real estate lies in the humbling experience of helping people, meeting new people, and especially when he can help friends and family find their dream home despite the warnings against the practice. "You get to know them on another level, you get to know how they really live and all of their most personal details that sometimes even their closest friends don't get to know. It's very humbling to me," Dan admits. "I feel like the other driving force in my career is to be my own boss and determine my own success."

For Joel, the ever-changing nature of the job and the opportunity to explore diverse areas keep his interest alive - the freedom and





flexibility is also nice, he notes. “I haven’t found a job that’s as interesting as this one. You get to meet different people and see different areas,” he boasts. “Everyday is a little different.”

As they aim to grow their team, Dan and Joel prioritize finding the right fit over rapid expansion. As Dan lightheartedly jokes, “The foundation is the most important part of the house, and we are taking the time to build a strong one.” Their laid-back approach and commitment to authenticity distinguish them with their unique style that focuses on maintaining strong client relationships. “We want people to feel like they’re hanging out with a friend and looking at houses,” Dan admits. “We’ve proven our style can be successfully executed.”

An extension of their passion and dedication for helping people in any way they can, Dan hosts several fundraiser events throughout the year at his restaurant and they both support a variety of nonprofits, sponsorships, and causes for those closest to them. “We like to get involved in what is most important to not only us, but our friends, clients, and our families.,” Dan expresses. Together, it’s obvious that both Dan and Joel are passionate about giving back to the community.

At home Dan and his partner, James (aka Jimbo), enjoy spending time with their dog, Molly. They also enjoy spending time at Persichetti’s with their restaurant family, but truly enjoy the days when their schedule permits them to lay around the house and do nothing or take an impromptu weekend trip.

Joel and his wife, Pamela, enjoy spending their free time with family and are very dedicated to their Christian faith. “We commit a lot of time and resources to those two aspects of our lives,” Joel says, as that is what is most important to them. They enjoy visiting new National Parks (making a goal to explore one each year) and have also vacationed in Alaska and Hawaii.

The two joke that their vacations and free time are *very* different - Dan enjoys traveling to take a reprieve from the hustle and bustle of the world, joking that he spends his vacations relaxing, unplugging, and being pampered. While Joel on the other hand travels in order to find new places to explore the outdoors and go hiking. Their difference in opinion of what ‘relaxation’ means, has them joking that the worst vacation would be one they have to spend together.

With a dedication to providing the best service they can for their clientele, the Dan Howell | Joel Peretic Team merges down-to-earth values, passion, authenticity, and hard work.



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SANDY WONCHECK

▶ REALTOR® life

Written by Kendra Woodward
Photography by Theis Media

REAL ESTATE MATCHMAKER

When it comes to real estate, Sandy Woncheck is a matchmaker, a navigator, and an advocate for her clients. With a career spanning over 16 years, she has seamlessly blended her marketing acumen with a genuine passion for the housing market, creating a successful and fulfilling journey for her clients.

Sandy grew up in the Alle-Kiski Valley, nurturing the solid work ethic instilled by her mother. Armed with a degree in Advertising and Marketing from Penn State, she delved into the marketing world, initially working as the Marketing Director for the Pittsburgh Symphony in the 90s after a stint at Thrift Drug. After giving birth to her daughter, Ashley, she opted to work remotely as a corporate marketing consultant.

Never one to rest, Sandy began making all of Ashley's baby food at home; everything was organic, which blossomed into her company, Baby Suppers. She would travel to local cooking schools and host private sessions with moms teaching the proper methods of cooking their baby's food at home. At the same time she was also a Carlisle clothing fashion consultant, selling high-end clothing at home through trunk shows. It was during her daughter's high school years that she felt the pull to re-enter the workforce. With a keen interest in houses and the desire to work full-time, real estate emerged as the perfect fit. Since obtaining her license in 2008, Sandy has been an unwavering force at Berkshire Hathaway HomeServices The Preferred Realty, based in the Fox Chapel office.

“ FINDING THE RIGHT LID FOR EVERY POT ”



One of the pivotal moments in her career was her entry during the market crash of 2008. Despite the challenges, she embraced the opportunity to learn and grow, emphasizing the importance of continuous learning in the real estate business, where every transaction is unique. However, the most fulfilling aspect of Sandy's work lies in the matchmaking process. Describing it as "finding the right lid for every pot," she takes pride in patiently guiding her buyers until they discover the perfect fit.

Her own experience, having spent 12 years searching for her dream home in Fox Chapel, exemplifies her commitment to ensuring her clients find homes that truly resonate with them.

Currently, Sandy is focused on leveraging technology to stay connected with her clients. With the help of a program at Berkshire Hathaway, she maintains regular communication through email, social media, and text, ensuring that her clients remain informed and engaged throughout the real estate journey.

Beyond her professional endeavors, Sandy is deeply involved in charitable activities through the Women's Board of Pittsburgh since 2005, having served as president from 2014 to 2016. The Women's Board supports underserved children's organizations in the greater Pittsburgh community. She was also the Vice President of the Fox Chapel Area Newcomers Club and President of her local Toastmasters chapter.

A family woman at heart, Sandy is married to Bill Woncheck, an estate attorney. Their daughter, Ashley, is also a Penn State marketing graduate and a Senior Client Relationship Associate for Pittsburgh-based MSA (Management Science Associates). Their shared interests include collecting contemporary art, and enjoying wines, skiing, and traveling to Europe as a vacation destination. They enjoy exploring local cuisine wherever they travel and often find themselves in Naples, Florida a few times a year.

Looking ahead, Sandy's future goals revolve around maintaining a well-oiled machine of referrals and building on her success as a seller's agent. Her dedication to staying in touch with old clients and her balanced approach as a 50% buyer's agent and 50% seller's agent position her for continued success in the dynamic world of real estate.

In Sandy's world, real estate is not just about properties; it's about building lasting relationships, understanding unique needs, and guiding clients to their perfect homes. With her "Your Forever Agent" tagline, Sandy stands as a testament to the enduring impact of personalized service in the world of real estate.



written by Zita Billmann
Edited by Kendra Woodward

Lux10

Have We Met Yet?

The ability to seamlessly integrate the agent, contractor, and customer ALL on one site, is a dream that's now a reality at Lux10.

In the ever-evolving landscape of the real estate industry, the February launch of Lux10 brought a groundbreaking platform to Pittsburgh that aims to redefine the home ownership experience. With over 16 years of experience in the real estate industry, Lux10's Co-Founder, Zita Billmann, alongside business partner, Christine, identified a pressing need for authentic connections, affordable opportunities to grow their businesses, and a streamlined process to empower it.

Zita and Christine spent the past year developing Lux10 to solve these challenges. They understand that Lux10 needs to be a place that creates value for customers, businesses, and contractors with much lower costs. Driven by their motto "Make It Easy", the two started building a Luxury 10 Star experience for customers that starts with home buyers and homeowners creating a free account.

With their complementary account, customers unlock transparent and easy access to professionals, while also providing them the real estate related services they are looking for. Customers can search by location, zip code, school district, specialty, common hobbies, and language, in order to connect directly to the professional that they feel best matches their needs. Lux 10 facilitates direct and meaningful connections, while the 10-star review system allows customers to save their favorites, connecting them with an agent based on their personal preferences and the services the agent provides, versus having an outside third party making that decision for them.

In the community-driven setting at Lux10, Zita and Christine then focused on creating value for the agents and professionals alike. As Zita explains, "the lack of authentic connections kept adding unnecessary complexity and costs to run our businesses. The options for marketing have become so expensive and do not result in the growth you would expect. We can do better at Lux10. We were receiving an overwhelming amount of "outside" businesses trying to sell us our own business back. We needed a platform that cut through the noise."

Lux10 does not sell leads. Therefore, every agent and professional on the site has an equal opportunity to earn business from the customers who are seeking their services. Agents

and professionals are able to showcase their businesses through creating dynamic profiles, without the need to pay high fees as Lux10 offers affordable annual memberships, leveling the playing field.

"We at Lux10 are on a mission to organically connect all these individuals on one platform. No more scrolling, searching countless sites, polling people on every platform, or having to answer endless questions in order to get connected with a professional. Just one platform that elevates ALL of our profiles and allows EVERYONE the opportunity to connect with clients, refer, share, grow, and learn. ALL in ONE place."

"We understand that many people in our industry are not professional marketers and have no idea how to affordably showcase their work. We set out to create a platform that enables each professional to proudly display their abilities, work, and even introduce themselves via video." Any professional using Lux10 is offered the same profile and connection features which are the most dynamic, professional, and intuitive profiles in the industry.

Whether you're an agent, contractor, title company, home inspector, home warranty vendor, or one of the endless other categories on the site, Lux 10 has made it easier than ever to connect all aspects of homeownership to the consumer. Additionally, every membership comes with access to the Lux10 Marketplace - packed with valuable discounts and resources to help grow and scale any business.

"We feel that Lux10 will allow our amazing industries to work together and support each other's businesses, all the while enjoying success together. By bringing our industries together on one platform, it empowers us to naturally and seamlessly connect with our customers. There is power in numbers. We all work together, why not do it more easily and affordably on Lux10?"

"We are all better if we work together to improve the customer experience and help each other grow. We could not be more excited to bring a platform to the market that enables all of us to thrive and have really thought through every aspect of the challenges that we face in our industry to come up with solutions. We have more great ideas to add, but first we need to get the word out there to everyone in our industry that we are here for you at Lux10."

Customers, Agents, and Real Estate Supporting Professionals can connect with Lux10 at: Lux10.com or on Facebook and Instagram @Lux10Network.



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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - January 31, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
1	Daniel	Scioscia	Berkshire Hathaway The Preferred Realty	2	1	3	\$7,420,000
2	Kim Marie	Angiulli	Coldwell Banker	3	2	5	\$4,514,500
3	John	Marzullo	Compass RE	5	18	23	\$4,477,151
4	Deanna	Marra	Howard Hanna	1	1	2	\$3,600,000
5	Roxanne	Mirabile	Berkshire Hathaway The Preferred Realty	4	4	8	\$3,413,500
6	Michael	Reed	Coldwell Banker	2	12	14	\$3,207,934
7	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	3	1	4	\$3,150,500
8	Georgie	Smigel	Coldwell Banker	5	4	9	\$2,902,500
9	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	3	4	7	\$2,804,300
10	Nancy	Rossi	RE/MAX Select Realty	5	2	7	\$2,787,000
11	Cass	Zielinski	Piatt Sotheby's International Realty	1	5	6	\$2,734,500
12	Robyn	Jones	Piatt Sotheby's International Realty	1	0	1	\$2,500,000
13	Mikal	Merlina	Piatt Sotheby's International Realty	0	1	1	\$2,500,000
14	Eli	LaBelle	RE/MAX Select Realty	1	2	3	\$2,475,500
15	Christine	Wilson	Compass RE	4	3	7	\$2,439,001
16	Corey	Weber	RE/MAX Select Realty	5	8	13	\$2,415,190
17	Cindy	Ingram	Coldwell Banker	2	2	4	\$2,348,499
18	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	3	3	6	\$2,302,000
19	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	6	3	9	\$2,300,400
20	Nichole	Merrell	Coldwell Banker	3	1	4	\$2,280,000
21	Jennifer	Tanabe	Howard Hanna	2	0	2	\$2,259,040
22	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	2	1	3	\$2,210,500
23	Lauren	Shepherd	Howard Hanna	1	2	3	\$2,115,500
24	Aida	Agovic-Corna	RE/MAX Select Realty	3	3	6	\$2,109,000
25	Tarasa	Hurley	Keller Williams Realty	1	3	4	\$2,080,230
26	Marianne	Hall	Howard Hanna	2	5	7	\$2,049,301
27	Sarah	Drinkwater	Piatt Sotheby's International Realty	0	1	1	\$2,039,040
28	Pamela	Morford	Berkshire Hathaway The Preferred Realty	0	1	1	\$2,000,000
29	Emily	Cramer	Berkshire Hathaway The Preferred Realty	1	0	1	\$2,000,000
30	Katie	Boutros	Engel & Völkers Pittsburgh	1	1	2	\$1,978,500
31	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	5	2	7	\$1,937,499
32	Kathy	Wallace	Compass RE	1	1	2	\$1,914,190
33	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	9	1	10	\$1,888,000
34	Jan	Livingston	Berkshire Hathaway The Preferred Realty	5	1	6	\$1,869,000

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Michael	Pohlot	Janus Realty Advisors	14	3	17	\$1,826,355
36	Nancy	Donahue	Howard Hanna	1	0	1	\$1,824,499
37	Roxanne	Humes	Coldwell Banker	5	4	9	\$1,813,400
38	Maureen	States	Neighborhood Realty Services	3	2	5	\$1,777,500
39	Jeanne	McDade	Keller Williams Realty	1	0	1	\$1,775,000
40	Jason	Rakers	RE/MAX Select Realty	0	1	1	\$1,775,000
41	Melissa	Reich	Rubinoff Realty	1	1	2	\$1,759,000
42	Rachael	Schafer	Berkshire Hathaway The Preferred Realty	1	2	3	\$1,740,000
43	Ariel	Harat	RE/MAX Real Estate Solution	4	1	5	\$1,716,500
44	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	0	1	1	\$1,700,000
45	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	1	3	4	\$1,694,400
46	Melissa	Barker	RE/MAX Select Realty	3	6	9	\$1,692,899
47	Steve	Limani	Realty One Gold Standard	4	2	6	\$1,690,000
48	Jim	Dolanch	Century 21 Frontier Realty	2	3	5	\$1,669,800
49	John	Adair	Coldwell Banker	3	3	6	\$1,665,900
50	Margo	Cicci	Keller Williams Realty	0	2	2	\$1,665,000

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - January 31, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Nila	Porter	Berkshire Hathaway The Preferred Realty	2	0	2	\$1,615,000
52	Brian	Fosnot	Realty One Gold Standard	1	1	2	\$1,610,000
53	Nathaniel	Nieland	Coldwell Banker	0	4	4	\$1,592,000
54	Brock	Hanna	Coldwell Banker	0	5	5	\$1,591,000
55	Kelly	Cheponis	Howard Hanna	2	1	3	\$1,572,000
56	Ryan	Shedlock	Howard Hanna	8	4	12	\$1,567,300
57	Adam	Slivka	Century 21 Fairways	2	4	6	\$1,557,900
58	Lisa	Fuller	RE/MAX Select Realty	0	1	1	\$1,553,750
59	Denise	Ardisson	Realty One Gold Standard	3	5	8	\$1,552,400
60	Vince	Berruti	1 Choice Real Estate	1	1	2	\$1,550,000
61	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	5	3	8	\$1,525,900
62	Laura	Waxter	Coldwell Banker	1	1	2	\$1,515,000
63	Katina	Boetger-Hunter	Coldwell Banker	4	4	8	\$1,512,640
64	Josephine	Pazzo	Castle Realty	2	0	2	\$1,490,000
65	Kimberley	Fisher	Howard Hanna	1	2	3	\$1,483,000
66	Zita	Billmann	Coldwell Banker	1	1	2	\$1,473,240
67	Christina	Robertson	Howard Hanna	1	3	4	\$1,471,250
68	Vicki	Pilato	Berkshire Hathaway The Preferred Realty	1	2	3	\$1,459,000
69	Ryan	Bibza	Compass RE	2	5	7	\$1,454,500
70	Libby	Sosinski	Keller Williams Realty	17	0	17	\$1,447,855
71	Hope	Feldman	Your Town Realty	2	1	3	\$1,439,340
72	Dora	Rudick	Coldwell Banker	1	2	3	\$1,439,055
73	Shellie	Staph	Castle Realty	1	1	2	\$1,436,000
74	Michael	Bassilios	Howard Hanna	4	0	4	\$1,388,489
75	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	5	1	6	\$1,373,900
76	Andrea	Ehrenreich	Howard Hanna	2	0	2	\$1,365,075
77	Cynthia	Harnish	Berkshire Hathaway The Preferred Realty	1	2	3	\$1,357,000
78	Joey	Booker	RealtyCo	4	1	5	\$1,342,000
79	Philomena	Gross	Keller Williams Realty	5	1	6	\$1,338,500
80	Brian	Schmidt	RE/MAX Home Center	3	3	6	\$1,334,200
81	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	2	1	3	\$1,317,500
82	Nancy	Ware	Berkshire Hathaway The Preferred Realty	1	2	3	\$1,316,000
83	Scott	York	York Realty	2	1	3	\$1,305,000
84	Joy	Hill	Keller Williams Realty	3	8	11	\$1,303,300

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	4	2	6	\$1,296,900
86	Marvin	Levin	Berkshire Hathaway The Preferred Realty	2	1	3	\$1,288,000
87	Michele	Trabbold	Realty One Group Horizon	1	5	6	\$1,279,900
88	Sherie	Babb	Berkshire Hathaway The Preferred Realty	2	1	3	\$1,279,000
89	AnnMarie	Jensen	Howard Hanna	2	2	4	\$1,278,000
90	Angelina	Biancaniello	RE/MAX Home Center	2	3	5	\$1,268,000
91	John	Skapinac	RE/MAX Select Realty	3	1	4	\$1,252,310
92	Megan	Rummel	Clear Choice Enterprises	2	3	5	\$1,245,000
93	Joe	Yost	Compass RE	1	3	4	\$1,238,900
94	Logan	Schneider	Berkshire Hathaway The Preferred Realty	1	2	3	\$1,237,000
95	Katarzyna	Sharbaugh	RE/MAX Heritage	2	2	4	\$1,230,000
96	Deborah	Platts	Coldwell Banker	1	1	2	\$1,229,412
97	Robin	Ross	Coldwell Banker	1	1	2	\$1,210,000
98	Alexa	Davis	Howard Hanna	1	0	1	\$1,205,000
99	Leann	Monz	Exp Realty	3	2	5	\$1,197,800
100	Erika	Forsberg	RealtyCo	1	4	5	\$1,193,000

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IDENTIFY Effective & Efficient Operating Controls.

TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - January 31, 2024

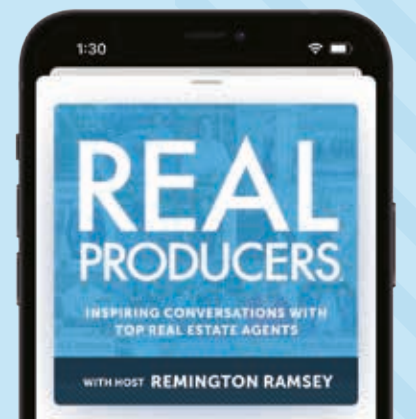
#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Shane	Eagal	RE/MAX Select Realty	2	2	4	\$1,191,400
102	Jill	Sutter	Coldwell Banker	1	2	3	\$1,189,500
103	Gina	Giampietro	RE/MAX Select Realty	5	1	6	\$1,184,500
104	John	Fincham	Keller Williams Realty	3	5	8	\$1,184,216
105	Sabrina	Geraci	RE/MAX 360 Realty	0	2	2	\$1,180,000
106	Mary Kay	Abdulovic	Berkshire Hathaway The Preferred Realty	2	2	4	\$1,178,900
107	Scott	Schramm	Howard Hanna	4	2	6	\$1,175,000
108	Kelly	Matheis Eckenrode	Berkshire Hathaway The Preferred Realty	1	1	2	\$1,174,700
109	Rick	Maiella	Howard Hanna	4	3	7	\$1,172,500
110	Jennifer	Gonda-English	Exp Realty	0	4	4	\$1,169,000
111	Jeff	Selvoski	Exp Realty	6	3	9	\$1,168,522
112	Joe	Tarquinio	Berkshire Hathaway The Preferred Realty	6	0	6	\$1,166,000
113	Nichole	Tonelli	Berkshire Hathaway The Preferred Realty	3	3	6	\$1,163,000
114	Joseph	Pegher	Berkshire Hathaway The Preferred Realty	0	3	3	\$1,153,900
115	Lauren	Coulter	Compass RE	1	3	4	\$1,152,641
116	Brittany	Davis	Coldwell Banker	1	1	2	\$1,149,980
117	Doug	Lockard	Howard Hanna	2	0	2	\$1,148,000
118	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	6	2	8	\$1,144,500
119	Dan	Haeck	Coldwell Banker	4	1	5	\$1,141,500
120	Jill	Stehnach	RE/MAX Select Realty	0	2	2	\$1,136,150
121	Brian	Kirchner	RE/MAX City Life	1	8	9	\$1,125,000
122	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	6	3	9	\$1,123,001
123	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	5	0	5	\$1,116,000
124	Ron	Lovelace	RE/MAX Professionals	3	2	5	\$1,104,616
125	Nikki	Portman	Howard Hanna	0	1	1	\$1,100,000
126	Mary Anne	Kirby	Neighborhood Realty Services	4	1	5	\$1,089,400
127	Joe	Larkin	Howard Hanna	2	0	2	\$1,082,300
128	Justin	Baker	RE/MAX Select Realty	1	3	4	\$1,064,855
129	Deborah	Reddick	RE/MAX 360 Realty	1	2	3	\$1,050,000
130	Mandy	Kephart	Realty One Group Landmark	0	1	1	\$1,050,000
131	Rohma	Umar	Berkshire Hathaway The Preferred Realty	0	4	4	\$1,049,500
132	Elaine	Howe	Berkshire Hathaway The Preferred Realty	2	0	2	\$1,047,198
133	Mary Ann	Tegethoff	Century 21 American Heritage Realty	1	2	3	\$1,035,000
134	Melissa	Shipley	Berkshire Hathaway The Preferred Realty	2	2	4	\$1,022,400

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Sadler	Priest	Keller Williams Realty	1	2	3	\$1,021,000
136	Sara	Petrie	Howard Hanna	5	0	5	\$1,014,000
137	Megan	Laughlin	Howard Hanna	1	2	3	\$1,008,000
138	Pia	Colucci	RE/MAX Realty Brokers	1	0	1	\$1,006,829
139	Jill	Portland	RE/MAX Realty Brokers	0	1	1	\$1,006,829
140	Susan	Reese-Hartzell	Berkshire Hathaway The Preferred Realty	2	1	3	\$996,500
141	Robert	Moncavage	Priority Realty LLC	11	0	11	\$988,155
142	Rachel	French	Compass RE	1	2	3	\$983,000
143	Heather	Kaczorowski	Piatt Sotheby's International Realty	2	2	4	\$977,000
144	John	Butera	Coldwell Banker	2	0	2	\$974,678
145	Eileen	Allan	Compass RE	0	3	3	\$967,000
146	Tony	Nucci	Howard Hanna	1	0	1	\$965,000
147	Maria	DePasquale	RE/MAX Select Realty	2	1	3	\$959,000
148	Elaine	Shetler-Libent	Keller Williams Realty	1	1	2	\$954,000
149	Reed	Pirain	NextHome PPM Realty	1	2	3	\$951,000
150	Brian	Teyssier	RE/MAX Real Estate Solutions	1	0	1	\$945,000

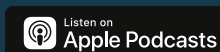
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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - January 31, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Denise	Canacci	Howard Hanna	0	3	3	\$943,000
152	Bonnie	Loya	Coldwell Banker	1	2	3	\$942,000
153	Holly	Donahue	Century 21 Frontier Realty	0	2	2	\$939,900
154	Lydia	Holton	Keller Williams Realty	0	3	3	\$936,000
155	Laurie	Kiss	RE/MAX Next	0	4	4	\$934,900
156	Jennifer	Mascaro	Coldwell Banker	1	2	3	\$929,900
157	Mary Lou	Hagman	RE/MAX Home Center	1	2	3	\$918,000
158	Zachary	Restelli	Compass RE	1	0	1	\$915,555
159	Nick	Bova	Berkshire Hathaway The Preferred Realty	4	1	5	\$906,500
160	Melissa	Merriman	Keller Williams Realty	2	2	4	\$901,000
161	Mary Jane	DiMartino	Keller Williams Realty	1	1	2	\$899,990
162	Alexandria	Wagoner	RE/MAX Select Realty	0	2	2	\$897,000
163	Vicky	Lung	Coldwell Banker	1	1	2	\$894,000
164	Anne	Wansor	Berkshire Hathaway The Preferred Realty	4	1	5	\$892,500
165	Dean	Korber	Howard Hanna	4	1	5	\$878,000
166	Julie	Welter	Compass RE	2	0	2	\$875,000
167	Rachael	Shroyer	Berkshire Hathaway The Preferred Realty	2	1	3	\$875,000
168	James	Calvert	Howard Hanna	1	1	2	\$873,775
169	Tanner	Hall	Lifespace Pittsburgh	0	2	2	\$872,000
170	Jordan	Jankowski	Compass RE	0	5	5	\$867,809
171	Brian	Larson	Howard Hanna	3	0	3	\$866,500
172	Jeffrey	Walker	Forest Lake Real Estate Group	5	1	6	\$863,241
173	Barbara	Baker	Berkshire Hathaway The Preferred Realty	1	1	2	\$860,000
174	Matthew	Shanty	Exp Realty	1	1	2	\$860,000
175	Melissa	Faulkner	Berkshire Hathaway The Preferred Realty	1	3	4	\$857,800
176	Tim	Gyves	Compass RE	2	0	2	\$849,000
177	Georgie	Hodge	Grove City Realty	3	0	3	\$845,000
178	Rachel	Marchionda	Howard Hanna	3	0	3	\$844,500
179	Bailey	Weitzel	ILH Realty	1	3	4	\$844,300
180	Jennifer	Sowers	Redfin Corp	0	2	2	\$842,000
181	Diane	McConaghy	RE/MAX Select Realty	2	1	3	\$840,000
182	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	2	2	4	\$839,000
183	Joe	Paolazzi	Redfin Corp	1	2	3	\$835,500

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Ned	Bruns	RE/MAX Select Realty	0	2	2	\$834,000
185	Ronald	Horn	Coldwell Banker	2	0	2	\$829,000
186	Terence	Van Doorne	Howard Hanna	2	2	4	\$826,000
187	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	1	1	2	\$825,830
188	Sarah	Madia	RE/MAX Select Realty	1	0	1	\$825,000
189	Elise	Bickel	Bridge Home Realty	2	3	5	\$825,000
190	Justin	Cummings	RE/MAX Select Realty	1	1	2	\$825,000
191	Lauren	Bieda	Realty One Group Landmark	2	0	2	\$825,000
192	Anthony	Leone	Coldwell Banker	3	1	4	\$818,000
193	Kelly	Gally	Howard Hanna	0	1	1	\$815,000
194	Maggie	Sliger	Howard Hanna	1	0	1	\$815,000
195	Lila	Dhimal	Realty One Gold Standard	0	2	2	\$812,000
196	Rachel	Wisniewski	Compass RE	1	0	1	\$811,240
197	Diane	Horvath	Howard Hanna	2	1	3	\$809,000
198	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	1	1	2	\$803,668
199	Craig	Lalama	Compass RE	1	2	3	\$802,410
200	Linda	Baldini	Berkshire Hathaway The Preferred Realty	2	2	4	\$802,024

Disclaimer: Information pulled by Trend Graphics and based on reported numbers to MLS. New construction or numbers not reported to MLS within the date range listed are not included. For Sale By Owner transactions not reported to MLS are not included. MLS is not responsible for submitting this data. Data may vary up to 3%.

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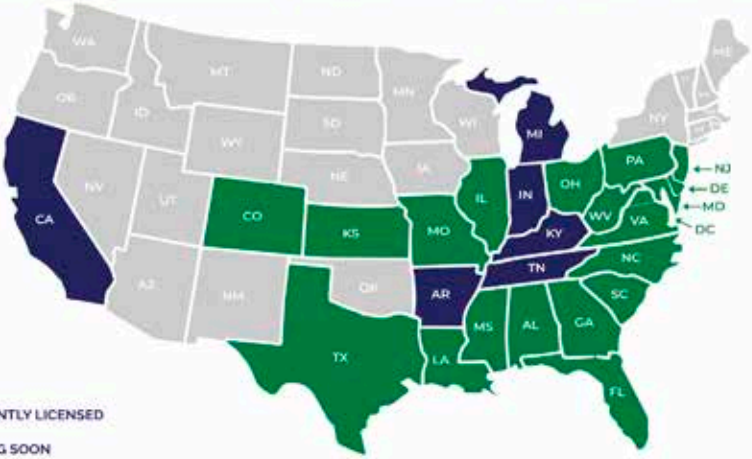




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