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AGENT FEATURE:

Marsha Schwartz

ON THE RISE:

Marla Marcus

PARTNER SPOTLIGHT:

**John Noyes with
CrossCountry Mortgage**

*Susan
Maman*
REAL SURVIVOR

SPRING EVENT:

Fountain Blue
Tuesday, May 21st
1PM - 4PM
Details on page 38

**TOP 250
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Top 250 Standings

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It's no secret that our industry has slightly shifted over the past couple of months with the NAR settlement in March. What I find intriguing about the whole situation is that commissions have always been negotiable. There is simply a spotlight on the entire process and the way business is conducted. The REALTORS® who provide value to the people they work with have nothing to worry about. There will be a nominal learning curve, but in my opinion, the REALTORS® who communicate their value proposition the most effectively are the ones who will thrive even more during this transition. Most of you reading this have probably already implemented systems in your client and prospect communications to support my previous statement.

Imagine if REALTORS® were so valuable to the public that a 10 percent commission was the status quo. Let's not get ahead of ourselves, but I feel that in the long run, this is a great opportunity for the people who live, breathe, and eat real estate. At our *DuPage Real Producers* winter event in February, one of our panelists, Dawn McKenna, said, "I am not worried about commission at all. I do not discount, in fact, it may go up!"

This mindset prompted me to reflect and think about how our platform could assist in moving the needle in this direction. Our spring event will bring all three of our RP territories together to learn how to become irreplaceable with author and speaker, John Isreal (AKA Mr. Thank You). This event will take place on Tuesday, May 21st at Fountain Blue with a value-packed message about helping you create unreasonable loyalty by discovering the natural innate needs that move customers to take action. As always, the speaking will be followed by

food, drinks, and networking with like-minded people. Scan the QR code above to register and find more details on page 38. See you there!



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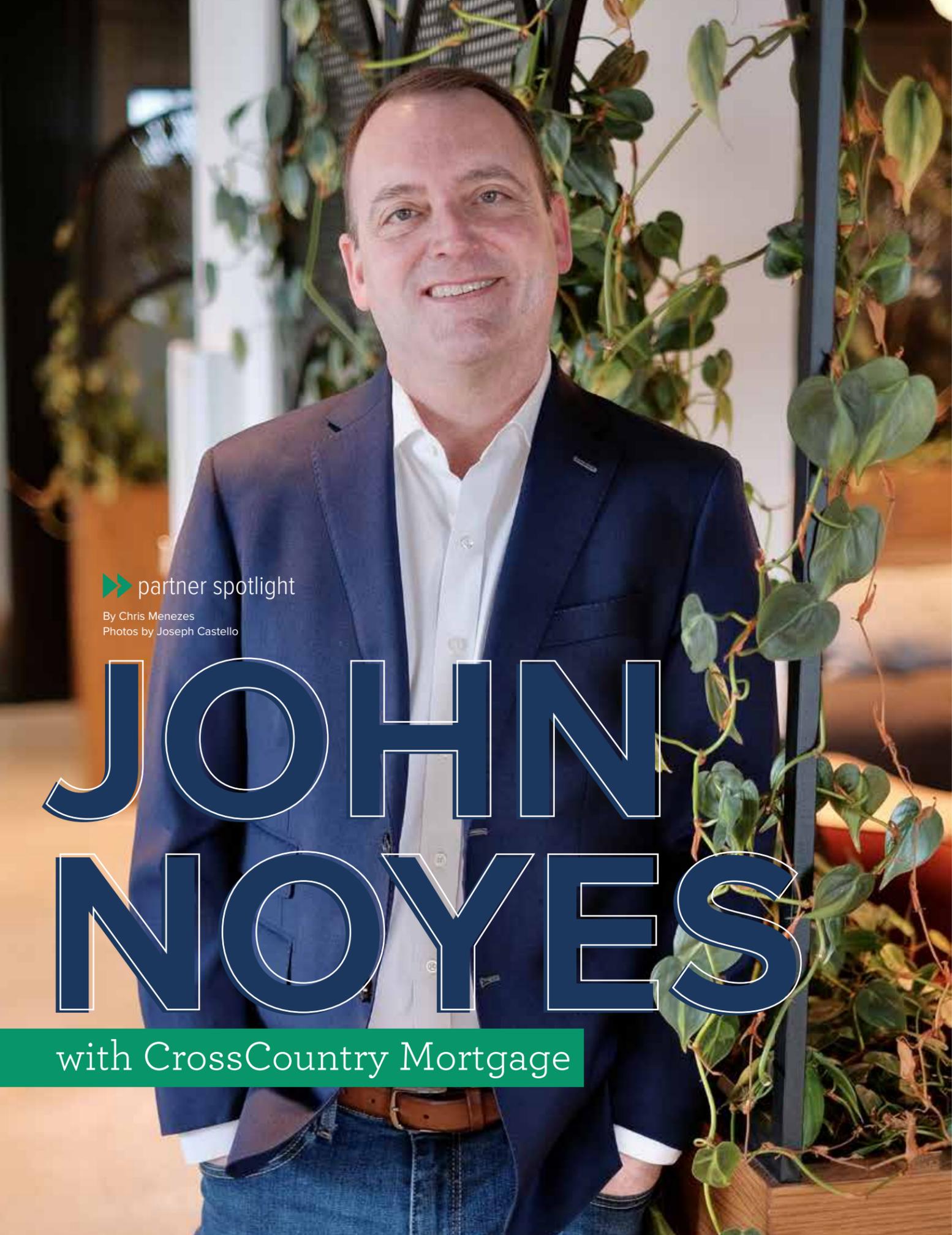
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▶ partner spotlight

By Chris Menezes
Photos by Joseph Castello

JOHN NOYES

with CrossCountry Mortgage

STILL ROCKING

Can you believe it's been four years since we were first introduced to John Noyes? And that was in February of 2020, right before the storm of COVID-19 hit and changed everything. Well, a lot has happened since then. But John, who has been in the mortgage business for twenty-three years now and is known for being "the calm within the storm," hasn't skipped a beat.

The biggest thing that changed for John was his brokerage. He moved to CrossCountry Mortgage and couldn't be happier. "CrossCountry has much more support, breadth of products, and a team that's the best in the business," John emphasizes. "I feel supported in all my endeavors here, and I'm able to deliver the client experience that my clients deserve and are seeking out."

Having been awarded the designation of Five Star Mortgage Professional for over ten years (and being one of only ten or so people in Chicago to be awarded that many times), John places the client experience above all else. He strongly believes he delivers more value to his clients than any other lender in the area.

John outlines several ways he elevates the client experience. In addition to his calm and caring personality, he puts a big emphasis on education, using web-based, interactive tools to ensure his clients know exactly what they are getting into and why they are doing it.

He's also created an easy-to-understand presentation of loan options that tracks his client's net worth over time, helping them achieve the outcome they desire. He shows up at every closing to make sure the very last impression his clients have is of his team ensuring that they don't have any issues at the closing table and can all celebrate together.

"There can be a lot of anxiety and fear within the process of buying

a home, but I take great pains to make sure our clients have all their questions answered and that they feel they have an ally on their side. That's why I've built a comprehensive experience over the last few years that I think every person buying a home or refinancing should experience."

And for John, the client experience doesn't end at the closing table. By utilizing tools that track a person's home value and offering tips on how to use future home equity, he can continue to add value to his clients and their home purchase years into the future—as he often emphasizes to his clients, "I'm not a transactional lender. You're going to hear from me long after your closing."

Past accolades notwithstanding, John continues to find new ways to refine and improve his client experience. In fact, just this past year as the market has slowed, he has taken the extra time to tighten up his client experience to ensure he can really "wow" them.

"I envision that my client experience will continue to develop, and that I'll continue to receive rave reviews from clients and referral partners," John predicts.

John is also focusing on expanding his business beyond Chicago and the immediate area and anticipates working with more referral partners who are further out. He constantly receives feedback from his current referral partners about how much their clients appreciate his services.

In addition to taking good care of their clients, John curates regular education experiences for his referral partners, covering current events in the mortgage and real estate industry. Success for John is having a client call him years later to talk about ideas they're kicking around.





“I’M NOT A TRANSACTIONAL LENDER. YOU’RE GOING TO HEAR FROM ME LONG AFTER YOUR CLOSING.”



One of the biggest changes for John recently was having both his kids, Sophie and Sam, go off to college, making him and his wife, Becca, “empty nesters.” “I absolutely love my kids and had a great time with them when they were growing up, but it’s been exciting to experience my relationship with my wife in a new way and be able to expand our horizons in this new stage of life,” John shares.

A big family man, John is grateful that his kids still come home and enjoy spending time all together. They love taking road trips together, skiing, and going out to dinner.



John skiing with his family.

Having grown up in Colorado, John prefers the mountains over the beach. He also enjoys going to music festivals with his son and attending the theatre with his daughter, where he can appreciate his own undergraduate degree in theatre and training as an actor.

Music is still a big part of John’s life. He continues to play drums in multiple bands, see his favorite bands in Chicago (especially at SPACE in Evanston), and listen to his record collection at home. While he loves listening to all kinds of music, particularly John Bonham’s drumming for Led Zeppelin, he considers himself a big metalhead and can often be found right outside the circle pit at concerts. He also enjoys discovering new bands and keeping up-to-date with the music scene.

To give your clients the full rock star treatment, give John a call at 773-213-1339 or visit <https://crosscountrymortgage.com/john-noyes>.



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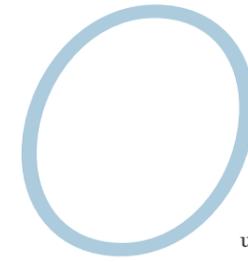
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Susan Maman

REAL SURVIVOR



Originally from Johannesburg, South Africa, Susan's parents moved their five children to Glencoe in 1964. Having grown up in this community and raised her two children in Glencoe, Susan continues to live in the New Trier School District.

Susan is not only selling homes, but sincerely and organically selling the lifestyle that she has loved since childhood.

She worked in the corporate world for Sprint for many years, where her job required driving hundreds of miles a week. "After two decades, I decided I would like to have a part-time career and not drive as much," she explains.

Before leaving her role, Susan wanted to take advantage of her excellent health benefits, so she scheduled every kind of doctor check-up possible.

At one appointment, they found a lump in one of her breasts. Over the next several months, she underwent surgery, chemotherapy, and recovery. During that time, she had a lot of opportunities to think about what she wanted to do next.

"I had been approached by the vice president of a different brokerage for many years about getting into real estate," says Susan. "Once I was healthy enough, I reached out to him about starting my career."

After only a few weeks as a REALTOR®, inspired by her recent recovery from breast cancer, Susan founded a charity called A Million Tomorrows to raise funds for breast cancer research. Over 250 people attended her flagship event in Glencoe where they raised over \$80,000. The success of this event launched Susan into the spotlight and jump-started her business.





“I am passionate about continuing to do what I have always done: listening to others and helping them solve problems...”

“The event gave me an incredible amount of exposure both in the community at large and among other brokers,” says Susan. “When I look back on it, this one event may have [been what] set me apart in the area.”

Along with sharing her personal experiences with surviving cancer, Susan’s goal with her charitable activities has been to help relieve the stresses of others who are going through difficult experiences. In both her philanthropic efforts and in her role as a REALTOR®, she aims to encourage people through their anxiety, and she always looks forward to creating a stress-free and positive experience for her sellers and buyers.

“I’ve spoken with many people who are going through breast cancer, and I feel grateful for the opportunity to help them navigate their illness and express to them that life will turn around and the sun will shine again,” says Susan. “It is tremendously rewarding to feel that you have made a difference in the life of another human being. I feel that not only personally, but also professionally as a real estate broker. I have made many new friendships with my clients and that has also been rewarding.”

Several years after her beginnings as a broker, Susan faced and overcame a very challenging situation, both emotionally and professionally, that threatened her burgeoning career. It was 2008, and the market downturn put real estate deals for many agents, including Susan, in trouble, but she pulled through with flying colors with help from her seasoned perseverance.

“I was involved in building some new-construction developments and just didn’t see the crash coming,” she remembers. “I lost a tremendous amount of money. I could have stayed in bed and never got up, but I kept



going, one day at a time, one step at a time, to improve my life and regain my business.”

Susan’s success is evident. She not only regained her business in spades, but she also received countless accolades.

Outside of work, Susan and her adult children, Jordan and Mimi, remain close. They frequently travel together and gather for family meals. Currently, the planning of Mimi’s upcoming wedding, and the impending birth of Jordan’s twins, keeps Susan’s days full. Yet, even after two decades now as a REALTOR®, Susan remains as focused as ever on her business and career.

“I am passionate about continuing to do what I have always done: listening



Susan with her son, Jordan.

to others and helping them solve problems,” Susan says. “I still love the fact that each and every day provides a new experience and a new opportunity to do just that. While technology



Susan with her daughter, Mimi.

has given us many helpful tools, the personal touch and the ability to understand a client’s desires and emotions are irreplaceable.”

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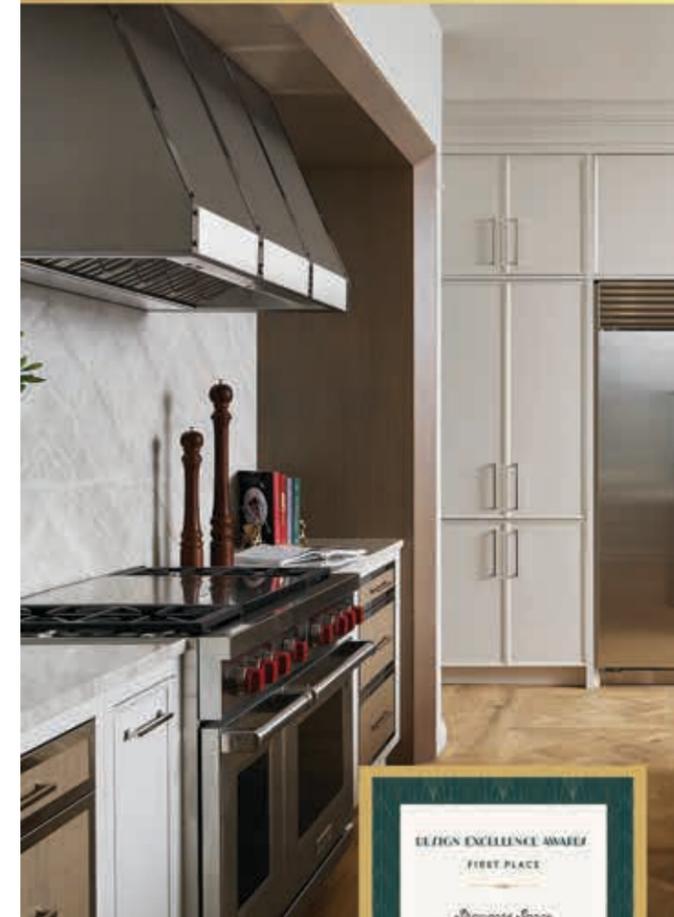
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▶▶ on the rise

By Chris Menezes
Photos by Elliot Powell

MARLA MARCUS



THE POWER OF TRUSTING YOURSELF

There are “the first two rules in real estate” that Marla Marcus tells all her clients. The first is “location is everything.” The second is “Always listen to Marla and things will work out,” she says. And it’s true. Having been in real estate since 1987, Marla has developed a sixth sense for finding the right home for her clients. It’s like a superpower now.

“I usually know when I have found the right house and my clients are always amazed,” she says. “I’ll call them and say, ‘Bring your checkbook. I’m standing in the house you’re going to buy.’ My upper-bracket clients trust me now—they just want me to find a few houses that I think they would purchase, and I’m usually right.”

Thirty-seven years of matching people with homes will do that. Beyond her experience, however, Marla just loves helping people. She listens closely to her clients, gets to know them and what they want, and then makes it her mission to get it for them. It also helps that she has an intimate knowledge of the areas as well.

Marla grew up in Lincolnwood, a small suburb north of Chicago, and is still very close to the people she grew up with. As a kid, she was very athletic and wanted to be a professional dancer. She always looked up to her older sisters, too. Her middle sister owned her own law practice and went on to become a judge in Maryland.

Prior to real estate, Marla worked in sales for a telecommunications company. Similar to real estate, she would visit clients’ companies, research their telecommunication needs, and then sell them the right equipment for their different departments. She’d even work with the engineering department at her company to make customized features for clients.





illness. She supports Hearts4Kids, St. Jude's Children's Research Hospital, women's shelters, JCFS Chicago, Orphans of the Storm animal shelter, and the Brittle Bone Society.

Given Marla's experience and success in real estate, as well as the life balance she's achieved, she offers the following advice to other agents:

"Qualify your clients before doing any work. Ask a lot of questions and listen. Be true to yourself and don't be afraid to walk away from people who are not nice or have unrealistic expectations. Don't take rejection personally, just move on to the next prospect. Treat real estate like a business. Create professional policies and stick to them—most people in the workforce will understand and appreciate that. For example, you don't take calls after seven o'clock in the evening unless you are negotiating."

Blending three decades of expertise, intuition, and compassion, Marla's journey reflects not only her professional success, but also her passion for creating meaningful connections and a balanced life filled with generosity, care, and a dash of rebellion. Her legacy in real estate goes beyond transactions, embodying the true essence of building communities and enriching lives, one home at a time.



I USUALLY KNOW WHEN I HAVE FOUND THE RIGHT HOUSE AND MY CLIENTS ARE ALWAYS AMAZED...

Marla decided to go into real estate when she decided to have children. She wanted the flexibility to be there for them and didn't want anyone telling her that she couldn't. "I'm a rebel at heart," Marla shares. "I've always liked working, but if my kids had a play, a sporting event, or were sick, I wanted to be there. I guess all real estate agents have similar personalities. We are all very caring, and we like being our own boss."

Balance has always been a key component to Marla's life. For her, success is "being financially secure with a balance between family, friends, and self-care." Marla balances her business life with art.

She loves to paint and usually gives her paintings away as gifts—though sometimes she is commissioned to do a painting for a client. One of her favorite places to visit is the Art Institute of Chicago.

Marla also loves music (especially Cher, for her uncensored style), reading, watching movies, playing cards, traveling, and walking her dog. She has a huge heart for dogs, as well as for people experiencing homelessness and

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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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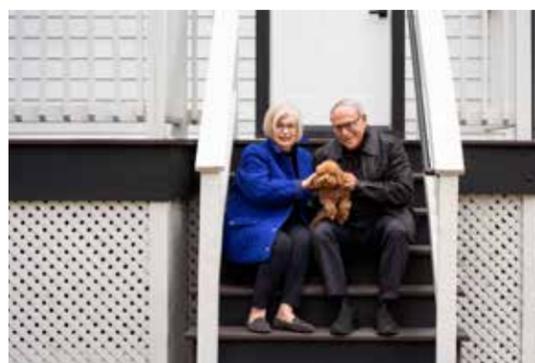
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MARSHA SCHWARTZ

Counseling Her Clients

Community involvement is a key factor in Marsha Schwartz's success as a REALTOR®. Her dedication to enriching the lives of those around her has brought her to where she is today.

Marsha ranks in the top 7 percent of Coldwell Banker agents internationally, and according to North Shore-Barrington Association of REALTORS® (NSBAR), she ranks in the top 5 percent of REALTORS® locally. She's been named a real estate "legend" in *Fortune* magazine (October/November 2023), and she has been recognized in *Chicago* magazine as a Five Star Real Estate Professional thirteen years in a row.



Marsha with her husband, Bob, and their grand dog, Coco.

Currently, Marsha serves as a commissioner on the Northbrook Arts Commission, as a member of the board of the Northbrook Symphony Orchestra, and as an ambassador of the Northbrook Chamber of Commerce and Industry. She is also a member of the Northbrook Woman's Club as well as the North Shore chapter of the Women's Council of

REALTORS®, where she served as a past president and was named Member of the Year some years ago.

This drive to know and be involved in her community comes from her years of moving around and experiencing what it's like to be a newcomer. What sets Marsha apart is her desire to counsel her buyers and sellers about the process and help them throughout to achieve their desired results.

"I had owned so many homes in a relatively short period of time that I not only got to see what not to do from a variety of REALTORS®, but I also learned, as a transferee, that I needed to find out more about the communities I was looking at," explains Marsha. "I realized it wasn't just about looking for good schools or availability of shopping. It was also, importantly, about how certain communities would fit the lifestyle of my family."

When Marsha entered real estate, she was determined to be a North Shore community expert and liaison for her clients. While it was her personal experience of buying and selling real estate and moving to new places that prompted Marsha to become an agent, real estate was ingrained in her from a young age.

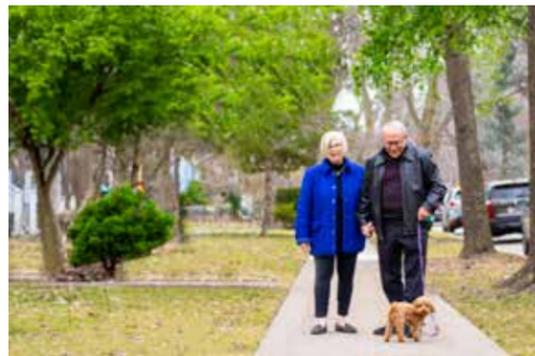
Born and raised in Ohio, where her father and grandfather ran a commercial construction business, Marsha grew up reading blueprints and loving every chance she had to rearrange furniture. Detail-oriented, she went on to become the editor of her high school's student newspaper, which gave her multiple insights into media. In college, she pivoted to interior design. After earning her degree from Cleveland State University, she

became a manager for a large housing complex and bought her first house when she was twenty-four years old.

When her husband, Bob, was first transferred to Chicago, it sparked a series of moves that would lead Marsha straight into real estate. Soon after moving to an area of the North Shore, they built a home in a different North Shore suburb, which Marsha personally oversaw, choosing every detail. Her husband then took another job in Saint Louis, where they lived for two years before moving back. "We've called the North Shore our home ever since," Marsha shares.

"My experience as a transferee has made me very aware of the needs of other transferees: it

differs from someone just moving across town,” she explains. “I’m passionate about counseling all of my clients. I want to be their trusted advisor, guide them to make intelligent decisions, and keep in touch with them in case they need anything, whether it be the name of a contractor or to answer questions about making updates to the home to increase its value.”



One of the turning points in Marsha’s career was when she met Brian Buffini in 1999. Today, Buffini and Company is one of the largest, if not the largest, real estate coaching companies in North America. From the day Marsha and Brian first met, Marsha has received coaching from Buffini and Company. She even facilitates two small groups of Buffini-coached REALTORS® and lenders for them that meet monthly—one of which, Women in Real Estate, has members across North America.

“When I first met Brian, I saw that he and I had similar beliefs. I also noticed he had more systems in place than I did,” Marsha shares. “Part of the reason for these systems was to create a balance in your life. I loved it so much that I wanted to help others achieve the same.”

Marsha measures success by the amount of people she can help and by developing relationships with her clients that go far beyond the transaction. With decades’ worth of clients that include referrals from other agents in North America that she networks with and know her reputation, Marsha operates her business on a nearly all-referral basis, and she makes it a point to take care of her past clients. One such example: every fall, she hosts her Pre-Thanksgiving Gratitude Gathering for her clients.

“This past year’s Gratitude Gathering was so rewarding,” she says. “I had a videographer take a video and interview past clients during the event. It was a great success for me and my clients.”



“

I’M PASSIONATE ABOUT COUNSELING ALL OF MY CLIENTS. I WANT TO BE THEIR TRUSTED ADVISOR, GUIDE THEM TO MAKE INTELLIGENT DECISIONS...

”



Marsha with her family.

When Marsha isn’t working or giving back to the community or her clients, she relaxes by going to the lake, visiting the Chicago Botanic Garden with Bob, reading, doing yoga, going out to dinner with friends, or spending time with her family. She also enjoys gardening, gourmet cooking, going to concerts and plays, and listening to music. Marsha and Bob have two sons who have raised their children

in the area. Marsha loves to watch the grandkids at their soccer games, cheerleading performances, and art shows.

As Marsha celebrates her decades of legendary dedication and success in real estate, her story is not just one of personal achievement, but a blueprint for future generations, showcasing that what lies at the heart of real estate is the unwavering commitment to serve, support, and guide. Her legacy is a testament to the belief that true success in real estate transcends numbers: it embodies the lives touched, the communities uplifted, and the heartfelt connections forged.

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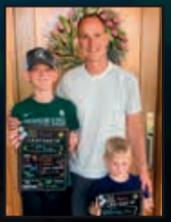
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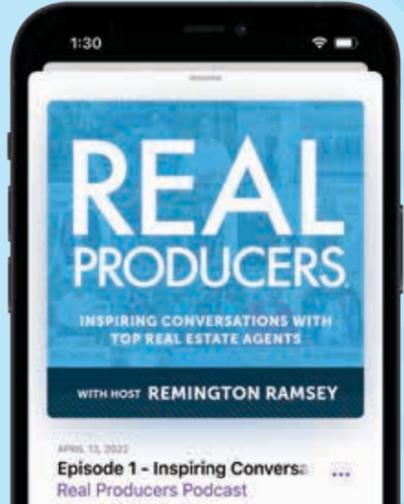


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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	16.5	\$9,281,000	18	\$10,402,754	34.5	\$19,683,754
2	Anita	Olsen	41	\$14,523,095	0	\$0	41	\$14,523,095
3	Kim	Alden	5.5	\$3,150,250	25	\$8,411,500	30.5	\$11,561,750
4	Annie	Royster Lenzke	1	\$3,825,000	3.5	\$7,063,000	4.5	\$10,888,000
5	John	Morrison	5.5	\$5,450,000	4	\$4,760,000	9.5	\$10,210,000
6	Cory	Green	2	\$1,269,000	9	\$7,862,000	11	\$9,131,000
7	Paige	Dooley	2	\$5,050,000	2.5	\$3,425,000	4.5	\$8,475,000
8	Sarah	Leonard	13.5	\$5,479,750	8	\$2,976,800	21.5	\$8,456,550
9	Jeff	Ohm	3	\$4,059,898	3	\$4,059,898	6	\$8,119,796
10	Jennifer	Olson Jones	14	\$7,732,763	0	\$0	14	\$7,732,763
11	Nicholas	Solano	13	\$7,445,395	0	\$0	13	\$7,445,395
12	Dominick	Clarizio	1	\$1,492,500	4	\$5,747,222	5	\$7,239,722
13	John	Barry	3	\$3,955,270	2	\$2,605,270	5	\$6,560,540
14	Andra	O'Neill	2	\$2,038,750	2	\$4,400,000	4	\$6,438,750
15	Jean	Royster	1	\$3,825,000	0.5	\$2,575,000	1.5	\$6,400,000
16	Jena	Radnay	2	\$6,265,000	0	\$0	2	\$6,265,000
17	Kelly	Malina	13	\$5,560,245	1	\$430,000	14	\$5,990,245
18	Grace	Sergio	1.5	\$5,411,200	1	\$550,000	2.5	\$5,961,200
19	Michelle	Hasten	0	\$0	1	\$5,065,000	1	\$5,065,000
20	Shaun	Raugstad	1	\$2,300,000	3	\$2,760,000	4	\$5,060,000
21	Sam	Shaffer	0	\$0	1	\$4,919,900	1	\$4,919,900
22	Oskar	Wiatr	1	\$2,900,000	5	\$1,888,000	6	\$4,788,000
23	Anne	Dubray	4	\$3,803,500	1	\$925,000	5	\$4,728,500
24	Lisa	Wolf	6	\$3,188,500	4.5	\$1,492,212	10.5	\$4,680,712
25	Maria	DelBoccio	1.5	\$715,000	10	\$3,929,600	11.5	\$4,644,600
26	Leslie	McDonnell	8	\$3,122,000	2	\$1,375,000	10	\$4,497,000
27	Amy	Zern	0	\$0	1	\$4,400,000	1	\$4,400,000
28	Linda	Little	10	\$4,398,220	0	\$0	10	\$4,398,220
29	Cheryl	Bonk	10	\$4,398,220	0	\$0	10	\$4,398,220
30	Katie	Hauser	0.5	\$870,000	2	\$3,395,514	2.5	\$4,265,514
31	Deborah	Hepburn	1	\$1,550,000	2	\$2,340,000	3	\$3,890,000
32	Jamie	Hering	5	\$1,653,500	6	\$2,226,900	11	\$3,880,400
33	Pat	Kalamatas	5	\$2,414,082	3	\$1,353,945	8	\$3,768,027
34	Michael	Thomas	2	\$697,250	2	\$2,975,000	4	\$3,672,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Kate	Fanselow	0.5	\$178,750	7	\$3,371,500	7.5	\$3,550,250
36	Justin	Greenberg	1	\$2,650,000	1	\$845,000	2	\$3,495,000
37	James	Ziltz	7	\$3,479,590	0	\$0	7	\$3,479,590
38	Sarah	Toso	6	\$3,439,721	0	\$0	6	\$3,439,721
39	Kimberly	Shortsle	1	\$1,667,500	2	\$1,765,000	3	\$3,432,500
40	Nancy	Adelman	1	\$2,322,222	1	\$1,100,000	2	\$3,422,222
41	Joe	Gerber	2	\$720,000	2	\$2,700,000	4	\$3,420,000
42	Jacqueline	Harding	1	\$305,000	2	\$3,105,000	3	\$3,410,000
43	Juliet	Towne	3	\$2,510,000	2	\$760,000	5	\$3,270,000
44	Katharine	Hackett	0	\$0	2	\$3,220,000	2	\$3,220,000
45	Susan	Carey	0	\$0	1	\$3,200,000	1	\$3,200,000
46	Scott	Berg	1	\$3,200,000	0	\$0	1	\$3,200,000
47	Connie	Dornan	5.5	\$2,764,500	0.5	\$243,250	6	\$3,007,750
48	Mary	Grant	0	\$0	2	\$2,935,500	2	\$2,935,500
49	Jim	Starwalt	3	\$603,500	7.5	\$2,321,400	10.5	\$2,924,900
50	Lori	Progar	4	\$2,230,000	1	\$690,000	5	\$2,920,000

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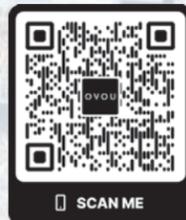
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Brandy	Isaac	3	\$2,918,000	0	\$0	3	\$2,918,000
52	Jodi	Cinq-Mars	3.5	\$1,337,500	4	\$1,547,000	7.5	\$2,884,500
53	Kathryn	Mangel	1	\$1,053,600	2	\$1,825,000	3	\$2,878,600
54	Jacqueline	Lotzof	0	\$0	1.5	\$2,875,000	1.5	\$2,875,000
55	Lisa	Trace	1	\$1,890,000	2	\$975,000	3	\$2,865,000
56	Judy	Gibbons	2	\$986,000	2	\$1,871,950	4	\$2,857,950
57	Natasha	Motev	1	\$2,825,000	0	\$0	1	\$2,825,000
58	Ann	Lyon	1	\$1,795,000	2	\$1,025,000	3	\$2,820,000
59	Vaseekaran	Janarthanam	2	\$724,902	6	\$2,092,000	8	\$2,816,902
60	Lital	Avnet	1.5	\$2,172,000	1	\$585,000	2.5	\$2,757,000
61	Vikram	Sagar	2	\$1,640,000	2	\$1,114,900	4	\$2,754,900
62	Amy	Diamond	3	\$1,088,250	4	\$1,659,900	7	\$2,748,150
63	Lynda	Sanchez-Werner	8.5	\$2,694,650	0	\$0	8.5	\$2,694,650
64	Christopher	Lobrillo	8.5	\$2,694,650	0	\$0	8.5	\$2,694,650
65	Daniel	Timm	4	\$2,690,000	0	\$0	4	\$2,690,000
66	Brady	Andersen	1	\$1,695,000	1	\$960,000	2	\$2,655,000
67	Janeth	McDonough	0	\$0	1	\$2,650,000	1	\$2,650,000
68	Kelly	Duff	0.5	\$1,047,500	0.5	\$1,600,000	1	\$2,647,500
69	Emily	Smart Lemire	0.5	\$1,047,500	0.5	\$1,600,000	1	\$2,647,500
70	Sherr	Esenberg	3	\$1,176,500	3	\$1,465,900	6	\$2,642,400
71	Michelle	Parnell	1	\$960,000	2	\$1,660,000	3	\$2,620,000
72	Pam	MacPherson	1.5	\$1,847,400	1	\$756,000	2.5	\$2,603,400
73	Eleni	Pappas	1	\$2,600,000	0	\$0	1	\$2,600,000
74	Ted	Pickus	1.5	\$917,000	2	\$1,674,000	3.5	\$2,591,000
75	Anam	Hargey	0	\$0	3	\$2,575,000	3	\$2,575,000
76	Ashlee	Fox	1	\$725,000	2	\$1,825,000	3	\$2,550,000
77	Christopher	Paul	4	\$1,830,000	2	\$710,500	6	\$2,540,500
78	David	Schwabe	4	\$1,654,350	3	\$885,000	7	\$2,539,350
79	Joan	Couris	6.5	\$2,334,500	1	\$200,000	7.5	\$2,534,500
80	Janet	Borden	4	\$2,140,500	0.5	\$390,000	4.5	\$2,530,500
81	Marina	Britva	1	\$2,530,000	0	\$0	1	\$2,530,000
82	Karen	Mason	0	\$0	1	\$2,500,000	1	\$2,500,000
83	Edie	Love	0	\$0	1	\$2,500,000	1	\$2,500,000
84	Connie	Barhorst	5	\$1,845,300	2	\$652,000	7	\$2,497,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	R. Matt	Leutheuser	0	\$0	1	\$2,495,000	1	\$2,495,000
86	Tim	Stassi	0	\$0	1	\$2,449,000	1	\$2,449,000
87	John	Herman	4	\$1,431,900	2	\$999,732	6	\$2,431,632
88	Todd	Trawinski	0	\$0	2	\$2,415,000	2	\$2,415,000
89	Samantha	Kalamaras	4	\$1,899,500	1	\$490,000	5	\$2,389,500
90	Allison	Silver	3	\$1,975,500	0.5	\$390,000	3.5	\$2,365,500
91	Diana	Matichyn	4	\$1,778,900	2	\$574,950	6	\$2,353,850
92	Julie	Jensen	0	\$0	4	\$2,351,000	4	\$2,351,000
93	Craig	Fallico	5	\$2,150,000	1	\$173,000	6	\$2,323,000
94	Lindsay	Schulz	2	\$1,040,800	4	\$1,277,500	6	\$2,318,300
95	Lynn	Fleishman	1	\$950,000	1	\$1,350,000	2	\$2,300,000
96	Mary	Hoffman	6	\$2,275,500	0	\$0	6	\$2,275,500
97	Lori	Baker	1.5	\$2,029,750	0.5	\$245,000	2	\$2,274,750
98	Alissa	McNicholas	1.5	\$2,029,750	0.5	\$245,000	2	\$2,274,750
99	Lisa	Rome	0	\$0	3	\$2,269,000	3	\$2,269,000
100	Anne	Hardy	2	\$2,245,000	0	\$0	2	\$2,245,000

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Anthony	Erangey	0	\$0	2	\$2,236,250	2	\$2,236,250
102	Sohail	Salahuddin	3	\$1,282,900	2.5	\$945,000	5.5	\$2,227,900
103	Gina	Shad	2	\$1,302,000	2	\$920,000	4	\$2,222,000
104	Lynn	Romanek-Holstein	3	\$2,215,000	0	\$0	3	\$2,215,000
105	Shaunna	Burhop	3	\$1,296,500	2	\$879,995	5	\$2,176,495
106	Patrick	Milhaupt	1.5	\$2,172,000	0	\$0	1.5	\$2,172,000
107	Joel	Holland	1	\$1,456,250	1	\$660,000	2	\$2,116,250
108	Andrew	Mrowiec	1	\$1,245,475	1	\$870,000	2	\$2,115,475
109	Sheila	Doyle	2	\$595,000	2	\$1,504,490	4	\$2,099,490
110	Vasi	Koufis	2	\$1,046,501	3	\$1,022,000	5	\$2,068,501
111	Judy	Greenberg	1.5	\$1,012,500	1.5	\$1,053,000	3	\$2,065,500
112	Cherie	Smith Zurek	4	\$1,545,000	1	\$510,000	5	\$2,055,000
113	Carrie	Tarzon	1	\$1,373,000	1	\$680,000	2	\$2,053,000
114	Nancy	Gibson	1	\$325,000	2	\$1,715,555	3	\$2,040,555
115	Katie	Bishop	0	\$0	2	\$2,035,000	2	\$2,035,000
116	Greg	Klemstein	6	\$1,729,226	1	\$291,000	7	\$2,020,226
117	Tami	Leviton	0	\$0	1	\$2,001,000	1	\$2,001,000
118	Pamela	McClamroch	1	\$1,995,000	0	\$0	1	\$1,995,000
119	Elizabeth	Jakaitis	2	\$1,980,000	0	\$0	2	\$1,980,000
120	Rebecca	Gilberg	1	\$1,975,000	0	\$0	1	\$1,975,000
121	Randall	Brush	3	\$1,000,000	2	\$939,100	5	\$1,939,100
122	Jill	Thomas	1	\$670,000	2	\$1,264,000	3	\$1,934,000
123	Marybeth	Durkin	1	\$649,000	1	\$1,285,000	2	\$1,934,000
124	Esther	Zamudio	4.5	\$1,029,400	4	\$898,000	8.5	\$1,927,400
125	Misael	Chacon	3	\$1,469,000	1	\$435,000	4	\$1,904,000
126	Anne	Jacobs	0	\$0	3	\$1,895,000	3	\$1,895,000
127	Samantha	Trace	1	\$1,890,000	0	\$0	1	\$1,890,000
128	Beth	Wexler	2	\$1,887,500	0	\$0	2	\$1,887,500
129	Kelly	Baysinger	1	\$406,250	4	\$1,481,000	5	\$1,887,250
130	David	Leigh	4	\$1,536,000	1	\$350,000	5	\$1,886,000
131	Elise	Dayan	1	\$464,000	0.5	\$1,412,500	1.5	\$1,876,500
132	Bryan	Mercado	1	\$1,875,000	0	\$0	1	\$1,875,000
133	Mark	Ranallo	0	\$0	1	\$1,875,000	1	\$1,875,000
134	Kimberly	Meixner	1	\$1,050,000	1	\$822,000	2	\$1,872,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Peter	Gialamas	5	\$1,519,000	1	\$350,000	6	\$1,869,000
136	Anil	Chittalakattu	0	\$0	2	\$1,860,000	2	\$1,860,000
137	Jay	Upadhyaya	1	\$1,375,000	1	\$475,000	2	\$1,850,000
138	Robert	Picciariello	5	\$1,847,500	0	\$0	5	\$1,847,500
139	Marco	Amidei	3.5	\$1,842,450	0	\$0	3.5	\$1,842,450
140	Heather	Schweitzer	2	\$1,305,000	1	\$529,900	3	\$1,834,900
141	Robert	Housh	1	\$1,225,000	1	\$595,000	2	\$1,820,000
142	Ashley	Arzer	1	\$350,000	2	\$1,467,000	3	\$1,817,000
143	Nevin	Nelson	0	\$0	4	\$1,805,500	4	\$1,805,500
144	Benjamin	Hickman	2	\$490,000	4	\$1,312,500	6	\$1,802,500
145	Peggy	Glickman	0.5	\$341,000	2	\$1,461,000	2.5	\$1,802,000
146	Tamara	Vankrevelen	1	\$1,800,000	0	\$0	1	\$1,800,000
147	Dorota	Gessek	1	\$1,800,000	0	\$0	1	\$1,800,000
148	Marlene	Rubenstein	0	\$0	1	\$1,800,000	1	\$1,800,000
149	Victoria	Waliczek	0	\$0	1	\$1,795,000	1	\$1,795,000
150	Lindsey	Kaplan	1.5	\$536,500	3	\$1,250,000	4.5	\$1,786,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Liz	Salinas	0	\$0	1.5	\$1,782,500	1.5	\$1,782,500
152	Yuriy	Nydza	0	\$0	5	\$1,780,000	5	\$1,780,000
153	Cathy	Oberbroeckling	3	\$1,777,100	0	\$0	3	\$1,777,100
154	Gergana	Todorova	1	\$1,590,000	1	\$185,000	2	\$1,775,000
155	Dawn	Kasten	0	\$0	3	\$1,770,000	3	\$1,770,000
156	Debbie	Glickman	1	\$640,000	2	\$1,124,100	3	\$1,764,100
157	Mohammed	Iftikhar	2	\$879,999	1	\$881,500	3	\$1,761,499
158	Connie	Antoniou	2	\$1,260,000	1	\$500,000	3	\$1,760,000
159	Heidi	Seagren	0	\$0	3	\$1,757,500	3	\$1,757,500
160	William	Volpe	4	\$1,749,250	0	\$0	4	\$1,749,250
161	Anthony	Disano	4	\$1,749,250	0	\$0	4	\$1,749,250
162	Rajasekhar	Potluri	0.5	\$253,500	3	\$1,495,711	3.5	\$1,749,211
163	Alan	Berlow	2	\$1,160,000	1	\$589,000	3	\$1,749,000
164	Brian	Ban	1	\$455,000	3	\$1,292,500	4	\$1,747,500
165	Linda	Schwartz	1	\$1,740,000	0	\$0	1	\$1,740,000
166	Suzanne	Myers	2	\$1,735,000	0	\$0	2	\$1,735,000
167	Lori	Christensen	5	\$1,149,900	2.5	\$571,450	7.5	\$1,721,350
168	Denise	D'Amico	1.5	\$1,101,000	1	\$620,000	2.5	\$1,721,000
169	Paul	Mancini	0	\$0	1	\$1,700,000	1	\$1,700,000
170	C. Steven	Weirich	1	\$315,000	2	\$1,382,500	3	\$1,697,500
171	Vicki	Nelson	1.5	\$1,695,500	0	\$0	1.5	\$1,695,500
172	Yevhen	Hurtovyi	0	\$0	7	\$1,691,760	7	\$1,691,760
173	Tony	Stoychev	1	\$385,000	1	\$1,300,000	2	\$1,685,000
174	Lyn	Wise	1	\$316,000	2.5	\$1,367,500	3.5	\$1,683,500
175	Robbie	Morrison	3.5	\$1,327,500	1	\$352,500	4.5	\$1,680,000
176	Joey	Gault	1.5	\$1,675,000	0	\$0	1.5	\$1,675,000
177	Charles	Vasbinder	0	\$0	2	\$1,674,000	2	\$1,674,000
178	Adriana	Cook	2	\$737,500	3	\$934,000	5	\$1,671,500
179	Lauren	Field	1	\$1,125,000	1	\$545,000	2	\$1,670,000
180	Carleigh Mia	Goldsberry	1	\$1,667,500	0	\$0	1	\$1,667,500
181	Mary	Summerville	2	\$730,000	2	\$936,500	4	\$1,666,500
182	Nathan	Freeborn	0	\$0	3	\$1,660,000	3	\$1,660,000
183	Sara	Sogol	3	\$1,070,000	2	\$581,500	5	\$1,651,500
184	Darren	Reagan	0.5	\$550,000	1	\$1,100,000	1.5	\$1,650,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Lisa	Buncic	1	\$1,049,000	1	\$600,000	2	\$1,649,000
186	Janice	Hazlett	0	\$0	1	\$1,641,620	1	\$1,641,620
187	Jackie	Mack	1	\$1,641,620	0	\$0	1	\$1,641,620
188	Desislava	Vukov	3	\$872,500	2	\$763,000	5	\$1,635,500
189	Jay	Krupp	1	\$255,500	1	\$1,375,000	2	\$1,630,500
190	Abhijit	Leekha	2	\$823,500	2	\$802,100	4	\$1,625,600
191	Missy	Jerfita	1	\$252,000	2	\$1,369,000	3	\$1,621,000
192	Connie	Scott	1	\$1,300,000	1	\$310,000	2	\$1,610,000
193	Samuel	Lubeck	1	\$452,000	1	\$1,150,000	2	\$1,602,000
194	Chris	Veech	0	\$0	1	\$1,600,000	1	\$1,600,000
195	Sadie	Winter	1	\$167,500	4.5	\$1,431,250	5.5	\$1,598,750
196	David	Yocum	0	\$0	3	\$1,587,000	3	\$1,587,000
197	Tyler	Lewke	2.5	\$862,000	2	\$721,000	4.5	\$1,583,000
198	Kim	Pape	2	\$1,200,000	1	\$382,500	3	\$1,582,500
199	Nancy	Keogh	2	\$1,340,000	1	\$240,000	3	\$1,580,000
200	Dean	Tubekis	2.5	\$940,000	3	\$632,000	5.5	\$1,572,000

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Leigh	Marcus	0	\$0	2	\$1,570,000	2	\$1,570,000
202	Svetlana	Gilman	2	\$1,282,000	1	\$286,000	3	\$1,568,000
203	Celeste	Barr	1	\$450,000	2	\$1,115,000	3	\$1,565,000
204	Susan	Maman	1	\$1,562,500	0	\$0	1	\$1,562,500
205	Margie	Brooks	1	\$370,000	2	\$1,190,000	3	\$1,560,000
206	Luigui	Corral	2	\$790,000	1	\$770,000	3	\$1,560,000
207	Vincent	Romano	3	\$1,555,000	0	\$0	3	\$1,555,000
208	Meg	Sudekum	1	\$1,550,000	0	\$0	1	\$1,550,000
209	Melinda	Lawrence	0	\$0	1	\$1,550,000	1	\$1,550,000
210	Eve	Bremen	0	\$0	1	\$1,550,000	1	\$1,550,000
211	Jay	Rodgers	1	\$1,185,000	1	\$365,000	2	\$1,550,000
212	Matthew	Messel	1.5	\$772,500	3	\$774,500	4.5	\$1,547,000
213	Andee	Hausman	2.5	\$773,000	3.5	\$771,500	6	\$1,544,500
214	Julia	Alexander	0	\$0	4	\$1,535,000	4	\$1,535,000
215	Jill	Lovinger	0	\$0	1	\$1,530,000	1	\$1,530,000
216	Matthew	Lysien	1	\$370,000	3	\$1,155,000	4	\$1,525,000
217	Nannette	Porter	1.5	\$294,500	3	\$1,227,000	4.5	\$1,521,500
218	Sue	Hall	1.5	\$887,400	1	\$619,900	2.5	\$1,507,300
219	Catherine	King	0	\$0	2	\$1,505,000	2	\$1,505,000
220	Fernando	Godoy	3	\$1,076,000	1	\$425,000	4	\$1,501,000
221	Brie	Crum	0.5	\$199,500	6	\$1,300,000	6.5	\$1,499,500
222	Carrie	McCormick	0	\$0	1	\$1,499,000	1	\$1,499,000
223	Geri	Katz Emalfarb	1	\$1,499,000	0	\$0	1	\$1,499,000
224	Chicky	Johnson	2	\$484,750	1	\$1,010,000	3	\$1,494,750
225	Judie	Fiandaca	1	\$1,492,500	0	\$0	1	\$1,492,500
226	Jodi	Taub	0.5	\$324,500	2	\$1,167,000	2.5	\$1,491,500
227	Katie	Twyman	0	\$0	1	\$1,487,200	1	\$1,487,200
228	Rocio	Mena	2	\$339,900	5	\$1,144,900	7	\$1,484,800
229	David	Moreno	0	\$0	4	\$1,476,000	4	\$1,476,000
230	Stanca	Oltean	1	\$1,475,000	0	\$0	1	\$1,475,000
231	Michael	Lohens	2	\$720,000	2	\$744,900	4	\$1,464,900
232	Dawn	Bremer	3	\$1,155,000	2	\$308,600	5	\$1,463,600
233	Judy Ann	Bruce	2	\$825,000	2	\$635,000	4	\$1,460,000
234	Ryan	Pavey	2	\$481,500	3	\$976,400	5	\$1,457,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Robert	Zacharias	0	\$0	2	\$1,457,500	2	\$1,457,500
236	Frank	Denovi	4	\$1,454,000	0	\$0	4	\$1,454,000
237	Honore	Fru mentino	1.5	\$1,007,500	1	\$445,000	2.5	\$1,452,500
238	Linda	Levin	1	\$450,000	1	\$1,000,000	2	\$1,450,000
239	Nancy	Karp	2	\$1,450,000	0	\$0	2	\$1,450,000
240	Holly	Connors	3	\$1,011,500	1	\$430,000	4	\$1,441,500
241	Connie	Hoos	2.5	\$872,600	1	\$555,000	3.5	\$1,427,600
242	Natalie	Moore	1	\$589,000	2	\$833,000	3	\$1,422,000
243	Lauren	Rabin	1	\$464,000	1	\$950,000	2	\$1,414,000
244	Jesus	Perez	3	\$808,000	3	\$602,000	6	\$1,410,000
245	Joseph	Defrancesco	0	\$0	4	\$1,409,285	4	\$1,409,285
246	Sally	Mabadi	1.5	\$1,404,000	0	\$0	1.5	\$1,404,000
247	Sang	Han	1	\$1,400,000	0	\$0	1	\$1,400,000
248	Robert	Wisdom	2.5	\$955,000	1.5	\$445,000	4	\$1,400,000
249	Eudice	Fogel	0	\$0	1	\$1,400,000	1	\$1,400,000
250	Michelle	Nunez	1	\$374,000	3	\$1,023,900	4	\$1,397,900

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