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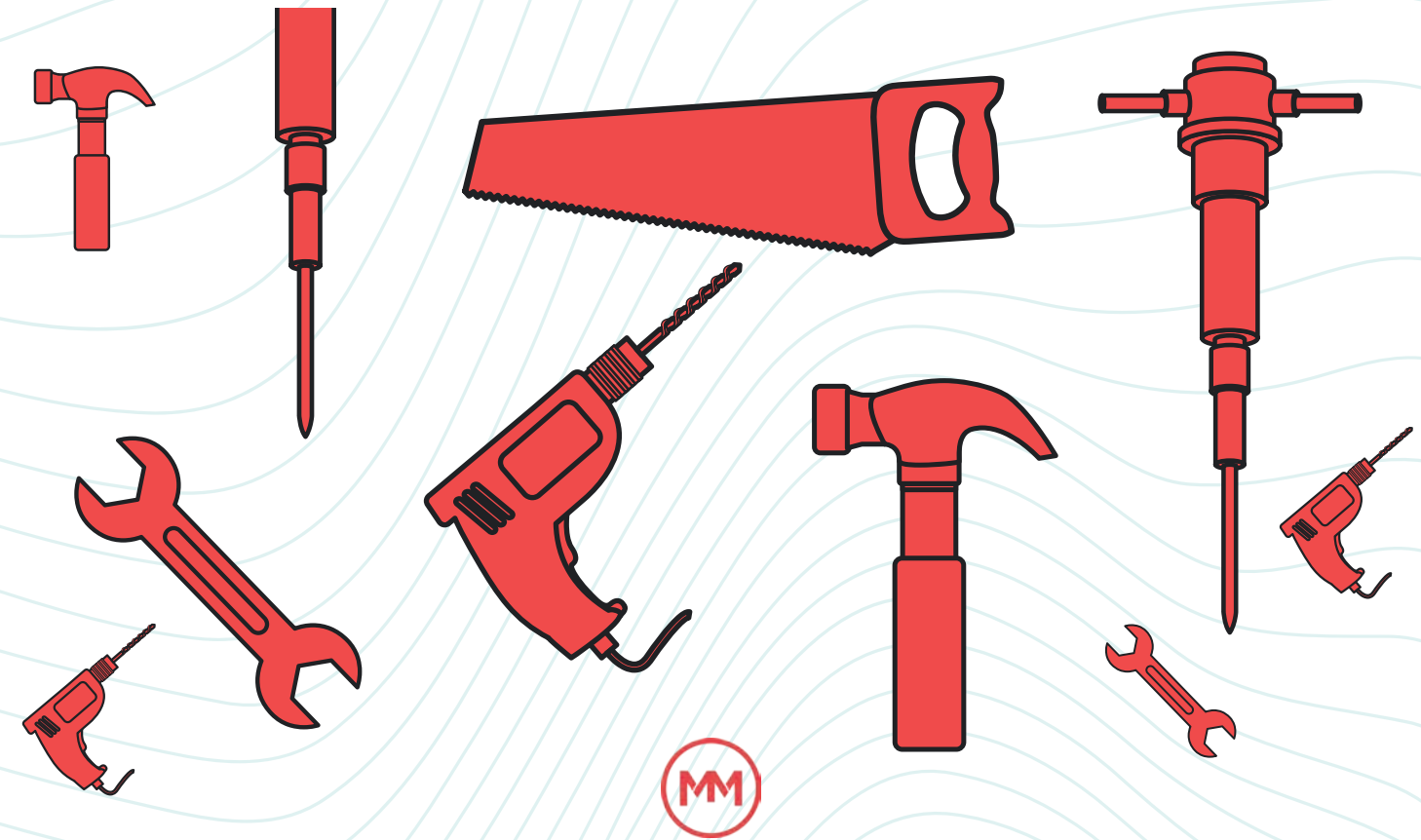
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As a seasoned professional in the real estate industry, I've encountered my fair share of challenges when it comes to the title and settlement process. However, ever since my team and I integrated Avenue to Close into our workflow, those challenges have become a thing of the past.

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Without hesitation, I highly recommend Avenue to Close to anyone in the real estate industry. Their expertise, professionalism, and dedication to customer satisfaction make them an invaluable partner in our journey towards success.

The Lindy Sgambati-Cox Team



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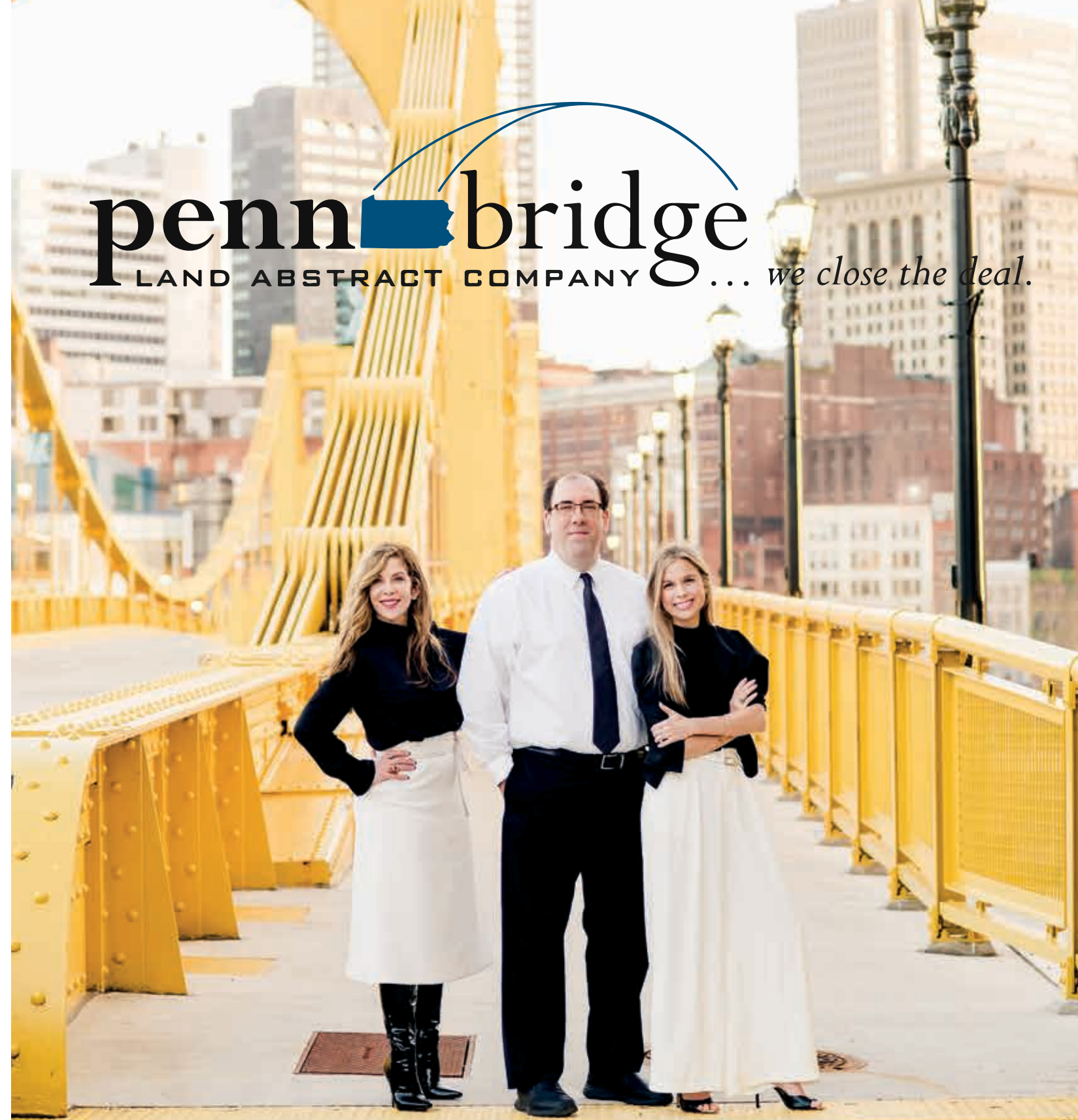
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LAUREN COULTER & DINA CASTILLO

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“
We push social media, push video for every property, and we shoot videos monthly that are educational.
”

Lauren Coulter and Dina Castillo are bringing a fresh approach to the real estate market in Pittsburgh with a team rooted in transparency, mentorship, and unmatched dedication to their clients.

A Team Built On Learning By Example

A journey that began with a vision of collaboration and empowerment, the Lauren Coulter and Dina Castillo Group officially formed in 2021. Their hands-on approach to mentoring agents is a major characteristic that sets them apart, with a focus on providing personalized guidance and support every step of the way. From listening in on phone calls to teaching agents how to present themselves with confidence, Lauren and Dina ensure that their team members are empowered to succeed. “We’re not trying to be a mega team in a year,” explains Dina. “It’s really been about slow growth with the right people.”

Alongside Abby Daniels, Meagan Brannon, and Christi Fredrick, Lauren and Dina are focused on quality over quantity, which is evident in their commitment to nurturing their team and maintaining an extension of their own work ethic and values. “I want them to be as empowered as possible when they’re working with us,” Lauren says. “We don’t just make our agents learn the curriculum and then throw them to the wolves.” Dina adds, “We want our team to be an extension of how Lauren and I work.”

Too many up and coming agents try to do everything themselves, but Dina offers that you grow when you open yourself up to knowledge of agents who have been in the game longer. “Ask a lot of questions and find a mentor,” she advises. “Making money in the beginning should be the least of your worries. You want to learn, learn, learn as much as you can.”

A Little Bit Of Background

Lauren’s journey into real estate is a testament to her passion for helping others and her entrepreneurial spirit. With a background in human resources and labor relations, Lauren found her calling in real estate after experiencing firsthand the joy of the housing market when she was assisting friends in finding their dream home. Admittedly she says she was having a blast helping them in their search. So she reached out to her former REALTOR® about how she thought she would be a good fit and beams, “I gave it a whirl.” Her transition into the industry was seamless, driven by a desire to make a meaningful impact in people’s lives.

For Dina, the path to real estate was a journey of self-discovery and perseverance. A former professional ballet dancer, Dina’s decision to pursue real estate stemmed from a desire for personal growth and financial stability when she had a “what am I doing with my life” kind of moment. Her dedication to ballet from age 12 had her so immersed in the world of dance, she needed something to bridge the gap between that life and her next career path. The potential for unlimited perks and personal growth had her ready to work for a new future in real estate and her unwavering work ethic have made her a respected figure in the industry, admired for her integrity and commitment to excellence.

Focus, Fulfillment, First-Time Homebuyers, and A Fresh Perspective

For Lauren and Dina the most fulfilling aspect of their work is the opportunity to help clients transition into new phases of their lives. From first-time homebuyers to seasoned sellers, each transaction represents a chapter in their clients’ stories, and they take pride in guiding them through this journey with care and compassion. “You get to share these little joys with people,” Lauren prides. Not only that, but they both agree that they’ve also made friends along the way, they truly enjoy working with their clients, and most importantly the job allows them to spend more time with their children.

As social media has been a major game changer in the lives of many agents, Lauren and Dina are no stranger to the platform. As Dina explains, “We push social media, push video for every property, and we shoot videos monthly that are educational.” Their clients know them for their marketing tactics and expect their “white-gloved” service with staging and full service attention to details. “What really makes us unique in the Pittsburgh market, for our clients, is our marketing,” Dina boasts.

Beyond their professional endeavors, Lauren and Dina are dedicated supporters of various charitable causes and organizations within the Pittsburgh community. From McGuire Memorial to Lending Hearts, Beth El Congregation and the Jewish Federation of Pittsburgh, both are committed to giving back and making a positive impact in the lives of others.



“
We’re not trying to be a mega team in a year. It’s really been about slow growth with the right people.
”

Family As The Priority

Outside of real estate however, family is at the heart of everything they do. For Lauren and her husband, Ryan, they cherish moments with their two children, Blair and Gavin, and their beloved dog, Dublin. Whether cheering on Penn State at football games, exploring new destinations, or cooking and baking together, family time is a priority for the Coulters. Lauren jokes that since both she and Ryan attended Penn State their kids aren’t going to know any other school exists.

Similarly, Dina and her husband, Alex, treasure quality time with their two children, Maison and Harper, and their adorable dogs, Parker and Cosmo. Despite their busy schedules, because real

estate agents “have like no time” as Dina jokes, the family makes time for Shabbat dinners every Friday night, Dina teaches ballet classes at the Ballet Academy of Pittsburgh, and the family enjoys going to shows downtown and supporting Pittsburgh’s rich art scene.

As Lauren and Dina continue to empower excellence and redefine the standards of real estate in Pittsburgh, their team remains steadfast in their commitment to integrity, innovation, and above all, the well-being of their clients and community.



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As the visionary founder of Lawyers Settlement & Abstract, Brett Solomon has transformed the landscape of real estate law with his unwavering dedication to excellence and commitment to leveraging technology for unparalleled efficiency. A Pittsburgh-based title company, managed by a lawyer, Lawyers Settlement & Abstract is the culmination of over two decades of knowledge and experience in the title industry...but its roots have been entrenched in real estate since Brett was born.

Brett's journey to success is deeply rooted in his Pittsburgh upbringing, with a mother long-established in the world of real estate as a seasoned agent now with Berkshire Hathaway, his early exposure to the industry sparked a passion that would shape his professional trajectory. "I think my interest

in real estate started with my mother and tagging along on listing appointments with her," Brett admits. Despite his fondness for the industry however, he wanted to be a tax attorney and began laying the groundwork for a thriving career.

Upon graduating from the University of Maryland with a degree in Marketing and Economics, Brett spent a year working with Miramax Films in New York city before returning to Pittsburgh and graduating from the University of Pittsburgh School of Law in 1999. After earning his degree, Brett immersed himself in the intricacies of law, honing his skills at a mid-sized law firm until the summer of 2018. With his work extended into the Pennsylvania and Maryland state courts, as well as US Bankruptcy courts throughout the United States, he admits the experience taught him how to manage a high-volume practice, while also juggling real estate closings for his mother, agents, investors, and lenders he met throughout his career.



▶▶ partner spotlight

Written by Kendra Woodward
Photography by Theis Media

However, it was in the wake of the subprime mortgage crisis in 2010, and the volatility of the legal practice, that Brett's entrepreneurial spirit began to flourish and he began laying the groundwork for what would later become Lawyers Settlement & Abstract. After 19 years at his law firm, Brett set out to leverage his leadership skills and ability to juggle a large caseload in the title insurance industry, recognizing a need for a new approach to real estate transactions, and made the bold decision to launch Lawyers Settlement & Abstract - a full-service title company. "Starting my own title company was no small feat or easy task," he admits. "I learned a lot about myself in the process and what I was capable of."

From its inception, technology has always been at the forefront of Brett's vision for Lawyers Settlement & Abstract.

By embracing cutting-edge platforms like Qualia he has revolutionized the closing process, streamlining operations and ensuring seamless transactions for his clients. During COVID, Brett took that technological-initiative a step further by becoming a Remote Online Notary (RON), giving his clients the ability to have documents notarized no matter their location. "RON closings are eventually going to be mainstream. COVID just hastened this process and I wanted to be in front of it."

With a keen eye for innovation and a commitment to staying ahead of the curve, Brett positioned his company as a leader in the digital landscape of real estate. "I love the real estate business and the role Lawyers Settlement plays in it," he explains. "I always want to be a 'value-add' for my clients whether it's helping them find financing for their project, helping them with their legal needs ancillary to their real estate purchase, or just providing guidance from my time as a lawyer, a title agent, and a real estate investor."

At the root of his passion however, is helping people. Whether it's helping his investor clients with strategy or helping home buyers feel more confident throughout the closing process, his main goal is to be the person his clients can lean on. And with 25 years of experience as a practicing lawyer, it's apparent that Brett's sheer knowledge of the industry is a major benefit to his clients.



Since 2019, Megan Bove has played an integral part to the team's growth and continued success as the Manager of their Closing Coordinators. With a long history spent witnessing her mother working as an Operations Manager of several real estate brokerages over the course of her 20+ year career, it seemed fitting that Megan find herself working with real estate professionals as well.

For Brett, success transcends mere financial gains or professional accolades. As a devoted husband and father he finds fulfillment in the simple joys of family life, cherishing each moment spent with his wife and two daughters. When he realized how much he was missing out on due to checking his phone and fend-

ing off the little things that popped up, Brett had more fuel to head out on his own. He associated the feeling to that of fending off dodgeballs 24/7, never knowing when he would have a moment of rest. "All I was trying to do was stay afloat and not get hit."


The integrated use of technology combined with Brett's years of experience in various management roles, has set Lawyers Settlement & Abstract to be one very well-oiled machine. Thanks to that streamlining in operations, Brett is able to cherish the time he gets to spend with his family, watching them grow and experience new things. They also enjoy hanging out with their two dogs, Forbes and Murray, who are twins and were named as an homage to his wife and his city roots.

With his signature motto, "Always be closing," inspired by the iconic film *Glengarry Glen Ross*, Brett embodies the spirit of determination and tenacity that defines his approach to business and life. Through his unwavering work ethic and steadfast commitment to his craft, he continues to pave the way for excellence in Pittsburgh's real estate landscape, finding success in helping out young investors and making sure his transactions close on time. "I love the people I work with and the clients that trust me with the biggest investment they may ever make."

"I love the people I work with and the clients that trust me with the biggest investment they may ever make."



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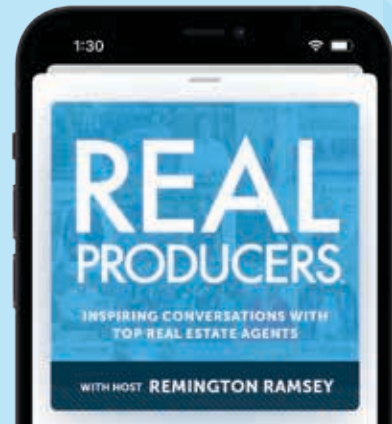
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Written by Kendra Woodward
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Lead by Example

A rare breed in real estate, as Ryan Stoner's friends describe him, the rising agent doesn't use social media platforms or AI tools to gain leads. Every single email, text, call, and message is scripted by him and specifically designed for its intended client. Alongside this unique trait of his is a drive to make his client's journey as seamless and enjoyable as possible, which he accomplishes by learning, digesting, and continuing to evolve as an agent. For Ryan, knowledge is the key to success in real estate, second to which is growing from that which you have learned.

Armed with a background in Marketing from Slippery Rock University, Ryan continued his educational journey when he moved to Wilmington, North Carolina. While there, he worked several jobs, initially starting out as a CSS worker taking care of children that needed help learning life skills and social interactions. But after bouncing around to several other career fields, it was his Team Leader, Caren Stauffer, that ultimately piqued his interest in real estate.



Although he didn't ultimately start pursuing real estate full time until 2021, Ryan has hacked the system by understanding that progress and knowledge truly are the foundation of becoming a successful agent. "Real estate isn't for the faint of heart," he admits. "As you progress and learn, you come up with your own techniques."

For Ryan, real estate isn't just about buying and selling properties - it's about making a positive impact on the lives of others. Whether he's helping a first-time homebuyer find their dream home or assisting a seller navigate the complexities of the market, Ryan approaches each interaction with empathy and enthusiasm. "I just love interacting with other people. I love helping."

One of the most fulfilling aspects of Ryan's work is the opportunity to give back to his community. Actively involved in various recovery programs, he is dedicated to uplifting others and spreading hope wherever he goes. His genuine passion for helping others shines through in every aspect of his work, earning him the trust and admiration of his clients.

A true role model and mentor, Ryan draws inspiration from his parents' resilience and determination. Despite facing numerous hardships, he watched his father's dedication to

their family's happiness despite job losses and company shut-downs. Ryan was amazed by his mother and father's drive to put food on the table from a young age, and installs that same character into his son as well.

Thanks to his parents and the support from his sister, Kristen Stoner-Howard, Ryan learned the value of hard work and the importance of family. This lesson drives Ryan to work tirelessly for his clients, ensuring that they never have to go without as well.

“The amount of knowledge that’s needed to be a successful REALTOR® is immense - I learn, I digest, and I go to the next thing.”

Just like his mother and father did, Ryan places family as the utmost important aspect of his life. “They push me to be a better person and a better man,” he beams. And after his wife contracted a heart condition from her bout with COVID, they had to change their lives around to accommodate their new lifestyle. The life changing event further engrained the value of family for Ryan and while he may be an individual agent, he recently added his wife, Jordan, to his team as they have started taking on the industry together.

In his free time, Ryan enjoys being very involved in his son, Giovanni's (aka Gino) life. Gino is one of his main inspirations and Ryan lives by the saying “I am the man today that I want my son to grow up to be.” Ryan believes he can only do this by leading by example. In his free time he helps coach his sons' sports teams and jokes that his only hobbies are eating and grabbing coffee. However, those truly aren't his only interests as the family enjoys traveling and trying new cuisines. No matter if they are driving around locally or on a trip in Hawaii, Ryan and Jordan often tag team social media to find the coolest and most unique spots to eat.

Reflecting on his journey, Ryan emphasizes the importance of continuous learning and growth. Real estate, he acknowledges, is not just about seeing cool houses - it requires a deep well of knowledge and expertise. By staying curious and adaptable, Ryan continues to evolve, ensuring that he remains at the forefront of his industry.

“It's not all just showing houses and smiling,” Ryan remarks. “Nobody sees what happens in between points A and B. The amount of knowledge that’s needed to be a successful REALTOR® is immense - I learn, I digest, and I go to the next thing.”



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REVIEWS



» rising star

Written by Kendra Woodward
Photography by Theis Media
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*PAVING THE WAY
FOR THE NEXT
GENERATION IN
REAL ESTATE*

Licensed in 2020, Shannon's journey to becoming a top real estate agent has been nothing short of remarkable. With a slogan that perfectly encapsulates her work ethic - "I will outwork anyone else" - Shannon is committed to going above and beyond for her clients, ensuring their real estate dreams become a reality.

Coming from the small town of Mansfield, Pennsylvania, Shannon's upbringing instilled the value of hard work and perseverance from an early age. She graduated from Indiana University of Pennsylvania with a degree in Applied Physics and Mathematics, and initially came to Pittsburgh to work at Tesla as her first job out of college. Little did she know, it would set her on a path towards her future career in real estate as well as sticking around in the city we all love so well.

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While working at the dealership, Shannon made a sale to a real estate agent and the two became fast friends. During their normal chats, real estate as a career was brought up many times, and she quickly realized it was something she was meant to do.

For Shannon, the most fulfilling aspect of her work lies in the relationships she builds with her clients. With a keen eye for detail, honed by her technical background, Shannon guides her clients through every step of the buying or selling process, ensuring a smooth and seamless experience. “I take notice of every piece of information, whether it relates to a client’s real estate needs or getting to know them as a person,” she says.

With youth on her side, Shannon has a fresh outlook in an industry that is quickly outgrowing its core generation. She uses modern technology as a tool to help her and her clients navigate the transaction process. “I never leave the house without my iPad!” she admits. “Coming into the digital era, there is no need to continue wasting paper when I can pull things up electronically and instantaneously. Usually my clients prefer it that way too.” Applying this mindset to her business model, Shannon quickly realized how it allows her to connect with millennials and younger generations, while adding value and teaching older generations how it can help make the process easier for them.



Outside of her thriving career, Shannon admits she wouldn’t be able to do what she does without the support of her fiancé, Nick. He joins her at open houses and meeting new clients, and is always in the background matching her energy. Nick is the ‘chef of the house’ and sets her

Described by family, friends, clients, and coworkers as one of the hardest working individuals they know, Shannon’s mission in life is clear: to make a positive impact on those around her. She’s a note-taker, savvy with technology, has a laser sharp memory, and strives to go above and beyond. With a passion for connecting with clients of all ages and backgrounds, she brings a unique perspective to the real estate market, bridging the gap between generations with her youthful energy and also her wisdom.

“ I TAKE NOTICE OF EVERY PIECE OF INFORMATION, WHETHER IT RELATES TO A CLIENT’S REAL ESTATE NEEDS OR GETTING TO KNOW THEM AS A PERSON ”

up for success by making delicious meals and packing her lunches when he knows she has a full day of appointments. When Shannon needs a little brain break, she looks forward to snuggling up to her highly energetic Savannah Snow feline, Bliss.

Despite the demands of her busy schedule, Shannon makes time for the simple joys in life. Whether it’s trying out a new recipe, exploring Pittsburgh’s vibrant culinary scene, traversing a new hiking trail, or hitting the golf course with Nick, she strives to find a healthy work-life balance. Shannon jokingly admits that the weekends are not for relaxing, because that’s when she’s out showing properties, holding open houses, and negotiating offers. However, Shannon and Nick find ways to dedicate time for family and friends, and they make it all work in their favor.



“Working moms sort of do the impossible everyday. We move from ‘What will people think of me?’ to ‘How can I make this work for my family?’”

Shonda Rhimes



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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
1	John	Marzullo	Compass RE	12	60	72	\$16,318,590.00
2	Georgie	Smigel	Coldwell Banker	17	18	35	\$13,929,704.00
3	Sarah	Madia	RE/MAX Select Realty	15	3	18	\$12,467,900.00
4	Melissa	Barker	RE/MAX Select Realty	20	31	51	\$9,555,239.00
5	Jordan	Jankowski	Compass RE	6	24	30	\$9,301,409.00
6	Michael	Reed	Coldwell Banker	8	27	35	\$9,031,485.00
7	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	8	3	11	\$8,846,500.00
8	Corey	Weber	RE/MAX Select Realty	14	32	46	\$8,371,669.00
9	Daniel	Scioscia	Berkshire Hathaway The Preferred Realty	2	2	4	\$8,110,000.00
10	Joe	Yost	Compass RE	7	15	22	\$8,070,400.00
11	Jim	Dolanch	Century 21 Frontier Realty	13	10	23	\$7,842,111.00
12	John	Adair	Coldwell Banker	9	10	19	\$7,452,700.00
13	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	5	2	7	\$7,314,668.00
14	Heather	Kaczorowski	Piatt Sotheby's International Realty	12	12	24	\$7,292,001.00
15	Steve	Limani	Realty ONE Gold Standard	16	13	29	\$6,897,900.00
16	Robyn	Jones	Piatt Sotheby's International Realty	5	3	8	\$6,851,000.00
17	Lauren	Coulter	Compass RE	8	11	19	\$6,677,741.00
18	Rich	Dallas	Berkshire Hathaway The Preferred Realty	12	10	22	\$6,622,100.00
19	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	17	9	26	\$6,550,739.00
20	Libby	Sosinski	Keller Williams Realty	59	1	60	\$6,383,472.00
21	Jason	Rakers	RE/MAX Select Realty	6	5	11	\$6,240,000.00
22	Cass	Zielinski	Piatt Sotheby's International Realty	2	8	10	\$6,198,931.00
23	Emily	Fraser	Piatt Sotheby's International Realty	8	17	25	\$6,162,842.00
24	Nathaniel	Nieland	Coldwell Banker	2	13	15	\$6,129,500.00
25	Michele	Belice	Howard Hanna	4	5	9	\$5,999,800.00
26	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	10	3	13	\$5,957,250.00
27	Michelle	Mattioli	Howard Hanna	3	4	7	\$5,711,011.00
28	Jackie	Allenberg	Piatt Sotheby's International Realty	1	3	4	\$5,675,000.00
29	Jill	Stehnach	RE/MAX Select Realty	7	7	14	\$5,674,350.00
30	Ryan	Bibza	Compass RE	6	14	20	\$5,623,900.00
31	Michele	Stillwagon	Piatt Sotheby's International Realty	1	2	3	\$5,600,000.00
32	Marianne	Hall	Howard Hanna	7	13	20	\$5,558,402.00
33	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	21	12	33	\$5,556,001.00
34	Christine	Wilson	Compass RE	8	7	15	\$5,478,131.00

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	19	9	28	\$5,366,925.00
36	Nancy	Kaclik	Berkshire Hathaway The Preferred Realty	3	1	4	\$5,333,500.00
37	Mikal	Merlina	Piatt Sotheby's International Realty	3	4	7	\$5,314,900.00
38	Debra	Donahue	Howard Hanna	5	4	9	\$5,227,000.00
39	Brock	Hanna	Coldwell Banker	3	14	17	\$5,221,085.00
40	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	6	4	10	\$5,206,500.00
41	Joanne	Bates	Berkshire Hathaway The Preferred Realty	6	11	17	\$5,164,400.00
42	Nancy	Rossi	RE/MAX Select Realty	13	5	18	\$5,156,000.00
43	Zita	Billmann	Coldwell Banker	5	2	7	\$5,138,240.00
44	Jennifer	Mascaro	Coldwell Banker	11	7	18	\$5,132,200.00
45	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	10	7	17	\$5,127,300.00
46	Jeannine	Mullen	Howard Hanna	5	3	8	\$5,120,990.00
47	Erica	Shulsky	Exp Realty	4	8	12	\$5,048,980.00
48	Melissa	Merriman	Keller Williams Realty	11	10	21	\$5,016,140.00
49	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	14	8	22	\$4,996,800.00
50	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	12	3	15	\$4,961,800.00

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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Julie	Rost	Berkshire Hathaway The Preferred Realty	6	6	12	\$4,959,900.00
52	Ryan	Shedlock	Howard Hanna	23	14	37	\$4,896,035.00
53	Dan	Haeck	Coldwell Banker	10	5	15	\$4,823,430.00
54	Danielle	Mach	Howard Hanna	5	2	7	\$4,762,000.00
55	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	4	3	7	\$4,747,000.00
56	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	4	3	7	\$4,732,000.00
57	Adam	Slivka	Century 21 Fairways	10	14	24	\$4,683,000.00
58	Vera	Purcell	Howard Hanna	5	5	10	\$4,663,097.00
59	Michael	Pohlot	Janus Realty Advisors	35	5	40	\$4,643,855.00
60	Katie	Boutros	Engel & VŠlkers Pittsburgh	4	2	6	\$4,633,498.00
61	Kaedi	Knepshield	Piatt Sotheby's International Realty	2	5	7	\$4,579,890.00
62	Rick	Maiella	Howard Hanna	9	10	19	\$4,577,600.00
63	Gina	Giampietro	RE/MAX Select Realty	17	2	19	\$4,558,899.00
64	Roxanne	Humes	Coldwell Banker	11	12	23	\$4,515,900.00
65	Kim Marie	Angiulli	Coldwell Banker	3	2	5	\$4,514,500.00
66	Barbara	Baker	Berkshire Hathaway The Preferred Realty	5	5	10	\$4,435,340.00
67	Rachel	Marchionda	Howard Hanna	11	7	18	\$4,368,300.00
68	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	4	7	11	\$4,347,589.00
69	Ned	Bruns	RE/MAX Select Realty	5	5	10	\$4,155,500.00
70	Melissa	Shipley	Berkshire Hathaway The Preferred Realty	7	10	17	\$4,120,720.00
71	Justin	Cummings	RE/MAX Select Realty	6	3	9	\$4,103,500.00
72	Pamela	Michalek-Shirey	RE/MAX Heritage	8	1	9	\$4,077,400.00
73	Anthony	Leone	Coldwell Banker	12	5	17	\$4,069,100.00
74	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	7	8	15	\$4,051,900.00
75	Maureen	States	Neighborhood Realty Services	9	6	15	\$4,038,056.00
76	Roxanne	Mirabile	Berkshire Hathaway The Preferred Realty	4	6	10	\$3,973,500.00
77	Deborah	Reddick	RE/MAX 360 Realty	4	7	11	\$3,941,000.00
78	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	5	7	12	\$3,937,450.00
79	Amy	Bair	Howard Hanna	2	1	3	\$3,920,096.00
80	Eileen	Allan	Compass RE	6	5	11	\$3,880,000.00
81	Liam	Tennies	Deacon & Hoover Real Estate Advisors	1	9	10	\$3,875,941.00
82	Lauren	Shepherd	Howard Hanna	3	4	7	\$3,849,500.00
83	Jeff	Selvoski	Exp Realty	11	7	18	\$3,845,922.00
84	Melinda	Lynch	Berkshire Hathaway The Preferred Realty	2	8	10	\$3,827,200.00

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Tracy	Harris	Berkshire Hathaway The Preferred Realty	4	2	6	\$3,809,500.00
86	Erin	Berg	Berkshire Hathaway The Preferred Realty	8	3	11	\$3,797,900.00
87	Dale	McKinley	Highland Resort Realty	8	3	11	\$3,791,750.00
88	Austin	Rusert	Coldwell Banker	5	5	10	\$3,754,600.00
89	Michael	Netzel	Keller Williams Realty	6	5	11	\$3,752,301.00
90	Jan	Livingston	Berkshire Hathaway The Preferred Realty	7	6	13	\$3,738,400.00
91	Nancy	Ware	Berkshire Hathaway The Preferred Realty	9	3	12	\$3,716,400.00
92	Melissa	Reich	Rubinoff Realty	3	1	4	\$3,714,000.00
93	DJ	Fairley	Exp Realty	14	2	16	\$3,705,400.00
94	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	6	3	9	\$3,674,900.00
95	Eli	LaBelle	RE/MAX Select Realty	1	6	7	\$3,664,750.00
96	Shanna	Funwela	Coldwell Banker	10	8	18	\$3,662,000.00
97	Sara	Minshull	Redfin Corp	1	7	8	\$3,641,000.00
98	Deanna	Marra	Howard Hanna	1	1	2	\$3,600,000.00
99	Kimberly	Yot	Piatt Sotheby's International Realty	1	11	12	\$3,597,900.00
100	Tarasa	Hurley	Keller Williams Realty	3	4	7	\$3,597,230.00

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Review from Kelly L 01/08/2024
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Teams and Individuals Closed date from January 1 - March 31, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Melanie	Marsh	Compass RE	6	1	7	\$3,562,500.00
102	Rachael	Schafer	Berkshire Hathaway The Preferred Realty	4	6	10	\$3,545,864.00
103	Beth	Ali	Coldwell Banker	4	4	8	\$3,535,847.00
104	Reed	Pirain	NextHome PPM Realty	5	6	11	\$3,533,100.00
105	Katina	Boetger-Hunter	Coldwell Banker	8	9	17	\$3,524,640.00
106	Geoff	Smathers	Howard Hanna	4	3	7	\$3,522,000.00
107	Jennifer	Crouse	Compass RE	5	4	9	\$3,507,900.00
108	Kelly	Cheponis	Howard Hanna	4	3	7	\$3,504,201.00
109	Bonnie	Loya	Coldwell Banker	6	3	9	\$3,453,800.00
110	Ariel	Harat	RE/MAX Real Estate Solution	7	3	10	\$3,452,400.00
111	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	6	10	16	\$3,418,200.00
112	Carissa	Sitterly	Howard Hanna	4	4	8	\$3,399,960.00
113	Dean	Korber	Howard Hanna	13	8	21	\$3,383,900.00
114	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	3	2	5	\$3,353,945.00
115	Brian	Czapor	Piatt Sotheby's International Realty	6	7	13	\$3,351,500.00
116	Elaine	Shetler-Libent	Keller Williams Realty	5	5	10	\$3,342,400.00
117	Patty	Pellegrini	Berkshire Hathaway The Preferred Realty	5	3	8	\$3,314,500.00
118	John	Fincham	Keller Williams Realty	7	12	19	\$3,299,616.00
119	Denise	Ardisson	Realty ONE Gold Standard	6	7	13	\$3,288,300.00
120	Ronalyn	Mitcheltree	Howard Hanna	9	0	9	\$3,274,500.00
121	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	8	5	13	\$3,257,600.00
122	Nichole	Merrell	Coldwell Banker	4	3	7	\$3,255,000.00
123	Daniel	Howell	Coldwell Banker	7	6	13	\$3,219,450.00
124	Racheallee	Lacek	Piatt Sotheby's International Realty	3	2	5	\$3,214,500.00
125	Lillian	Denhardt	Compass RE	2	6	8	\$3,208,000.00
126	Christina	Talotta	RE/MAX Select Realty	4	4	8	\$3,188,800.00
127	Laura	Sauereisen	Piatt Sotheby's International Realty	2	2	4	\$3,177,000.00
128	Pamela	Auld	RE/MAX Home Center	7	3	10	\$3,148,500.00
129	Malini	Jaganathan	Howard Hanna	2	3	5	\$3,104,621.00
130	Jingli	Zhang	Keller Williams Realty	0	6	6	\$3,057,980.00
131	Susan	Ulam	Coldwell Banker	5	5	10	\$3,011,500.00
132	Aida	Agovic-Corna	RE/MAX Select Realty	5	5	10	\$3,001,000.00
133	Jerome	Yoders	Coldwell Banker	4	9	13	\$2,991,000.00
134	Nila	Porter	Berkshire Hathaway The Preferred Realty	2	3	5	\$2,980,000.00

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Angie	Flowers	Coldwell Banker	3	8	11	\$2,969,700.00
136	Lynne	Bingham	Howard Hanna	6	0	6	\$2,956,900.00
137	Jenny	Barnick	Compass RE	5	5	10	\$2,954,950.00
138	Diane	McConaghy	RE/MAX Select Realty	5	6	11	\$2,948,500.00
139	Jay	Mosby	Berkshire Hathaway The Preferred Realty	6	6	12	\$2,947,200.00
140	Susan	Gill	Century 21 Fairways	7	3	10	\$2,918,690.00
141	Jeanne	McDade	Keller Williams Realty	4	0	4	\$2,905,000.00
142	Matthew	Shanty	Exp Realty	5	7	12	\$2,889,100.00
143	Devon	Lauer	Howard Hanna	5	1	6	\$2,874,000.00
144	John	Geisler	Coldwell Banker	5	5	10	\$2,869,800.00
145	Katarzyna	Sharbaugh	RE/MAX Heritage	4	5	9	\$2,858,500.00
146	Jeff	Earley	Coldwell Banker	5	4	9	\$2,853,800.00
147	Jackie	Horvath	Howard Hanna	5	4	9	\$2,846,000.00
148	Theresa	White	RE/MAX Select Realty	1	9	10	\$2,842,895.00
149	Susan	Deely	!% Lisa Metro Pgh	7	4	11	\$2,831,887.00
150	Brenda	Griffith	Keller Williams Realty	4	3	7	\$2,826,900.00

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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Lori	Hummel	Howard Hanna	6	3	9	\$2,820,000.00
152	Stephanie	Kerchner	RE/MAX Select Realty	4	3	7	\$2,812,690.00
153	Mark	Gulla	RE/MAX Select Realty	10	3	13	\$2,812,000.00
154	Rachael	Shroyer	Berkshire Hathaway The Preferred Realty	11	4	15	\$2,811,800.00
155	Kathy	Wallace	Compass RE	2	2	4	\$2,807,190.00
156	Morgan	Mackey	River Point Realty	7	3	10	\$2,798,920.00
157	Melissa	Spergel	Realty ONE Gold Standard	1	5	6	\$2,795,000.00
158	Brenda	Deems	Berkshire Hathaway The Preferred Realty	6	8	14	\$2,786,836.00
159	Deborah	Kane	Howard Hanna	5	6	11	\$2,775,400.00
160	Sara	McCauley	Berkshire Hathaway The Preferred Realty	7	1	8	\$2,771,650.00
161	Alexis	Cuervo	RE/MAX Select Realty	4	6	10	\$2,767,900.00
162	Christa	Ross	RE/MAX Select Realty	2	6	8	\$2,765,500.00
163	Sabrina	Geraci	Howard Hanna	1	3	4	\$2,760,000.00
164	Sara	Augustine	RE/MAX City Life	1	6	7	\$2,758,400.00
165	Pamela	Morford	Berkshire Hathaway The Preferred Realty	1	1	2	\$2,699,000.00
166	Brian	Schmidt	RE/MAX Home Center	7	5	12	\$2,690,450.00
167	Tina Marie	Cicero	Compass RE	3	3	6	\$2,679,580.00
168	Vicki	Pilato	Berkshire Hathaway The Preferred Realty	3	6	9	\$2,656,500.00
169	Erin	Wikert	Park Place Realty Group	3	8	11	\$2,632,500.00
170	Renee	Konzier	Piatt Sotheby's International Realty	3	5	8	\$2,625,000.00
171	Roslyn	Neiman	Howard Hanna	2	1	3	\$2,625,000.00
172	David	Onufer	Howard Hanna	2	2	4	\$2,603,298.00
173	Cristin	Zorman	Piatt Sotheby's International Realty	4	0	4	\$2,600,000.00
174	John	Skapinac	RE/MAX Select Realty	5	4	9	\$2,589,810.00
175	Vincent	Taglieri	Berkshire Hathaway The Preferred Realty	1	9	10	\$2,582,900.00
176	Patti	Garrigan	Century 21 American Heritage Realty	5	8	13	\$2,553,200.00
177	Mary Anne	Hanna	Howard Hanna	1	1	2	\$2,542,000.00
178	Tony	Nucci	Howard Hanna	2	0	2	\$2,525,716.00
179	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	12	2	14	\$2,519,000.00
180	Diane	DiGregory	Realty ONE Gold Standard	2	6	8	\$2,516,900.00
181	Judi	Sahayda	Keller Williams Realty	6	1	7	\$2,514,200.00
182	Rachel	Gordon	Keller Williams Realty	2	7	9	\$2,513,677.00
183	Pia	Colucci	RE/MAX Realy Brokers	2	0	2	\$2,506,829.00

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Jeffrey	Dawson	Century 21 Frontier Realty	5	4	9	\$2,497,800.00
185	Marie	Slagus	Howard Hanna	8	6	14	\$2,489,800.00
186	Melissa	Beck	Compass RE	3	5	8	\$2,480,000.00
187	Wendy	Kelly	Berkshire Hathaway The Preferred Realty	15	4	19	\$2,474,100.00
188	Linda	Corcoran	Coldwell Banker	3	3	6	\$2,474,000.00
189	Robert	Moncavage	Priority Realty LLC	32	1	33	\$2,450,960.00
190	Nicholas	Griffith	Arbors Real Estate LLC	7	0	7	\$2,440,400.00
191	Denise	Bortolotti	Piatt Sotheby's International Realty	2	4	6	\$2,440,000.00
192	Marjory	Stawiarski	RE/MAX Home Center	3	4	7	\$2,411,900.00
193	Vicki	Rutherford	Berkshire Hathaway The Preferred Realty	7	2	9	\$2,401,650.00
194	Nicholas	Fix	Berkshire Hathaway The Preferred Realty	1	4	5	\$2,387,000.00
195	Dawn	Ross	Berkshire Hathaway The Preferred Realty	3	4	7	\$2,383,000.00
196	Li	An	Berkshire Hathaway The Preferred Realty	1	3	4	\$2,380,330.00
197	Colleen	Anthony	Howard Hanna	5	4	9	\$2,379,700.00
198	Andrea	Ehrenreich	Howard Hanna	3	0	3	\$2,365,075.00
199	Maria	Werner	RE/MAX South Inc	7	2	9	\$2,364,100.00
200	Jeffrey	Johnson	Piatt Sotheby's International Realty	5	2	7	\$2,361,851.00

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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