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

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publisher's
note



I genuinely enjoy what I do for a living. I would even go out on a limb and say that I love my profession. Please hear me loud and clear: I'm not expressing that I love or enjoy every single day of my job. There are some weeks when negative experiences outnumber positive ones. I think that's why I get along and can relate to so many REALTORS® and real estate adjacent industries. We are all striving to do similar things as it pertains to the conversion path:

- Connect with a prospect
- Build a relationship
- Establish trust
- Remain top of mind
- Follow up tactfully
- Wait for the right time
- Fulfill the need

The parallels in the roles of our internal team



Andy Burton
Publisher
andy.burton@n2co.com

at DuPage Real Producers compared to the daily actions of REALTORS® is uncanny. Why do we keep doing this when there is a constant avalanche of items that don't go as planned? That answer is different for everyone, but what I know is that it's easier to go through something when you know someone else who is going through the same thing.

It was great to get the DuPage Real Producers community together last month at Sure Shot Pickleball for our fall event. Photos will be in the December issue!

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BILL PENDLEY

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“In today’s world you have to be creative and fully aware of the changing market to win,” says Bill Pendley, branch manager of Union Home Mortgage in Chicago. “Somebody who isn’t a hunter or isn’t fully committed will not succeed in this market. My ambition and motivation have increased because of the competitive nature of the current market.”

“It takes me back to my days as an athlete. I love competition,” he adds.

Like in many areas of real estate, the mortgage industry has seen significant transformations over the last half-decade due to the pandemic and shifts in the housing market. Almost every aspect of the industry and environment has changed, and quickly. Over the past year, in particular, Bill has changed with it.

“Earlier this year there were some major changes in the industry and at my former company,” says Bill. “Previously, I was working as a solo loan officer under a branch and regional manager. Ultimately, the changing market led me to align myself with a few other top producers who joined forces with Union Home Mortgage.”



Bill with his family.

At Union Home Mortgage (UHM), Bill is now tasked with building “a company within a company.” His long-term vision is to continue to grow his brand along with the company’s through creative ways. To do so, he’s taking a page out of many agents’ playbooks, turning to content creation and today’s media and social media outlets.

He started an educational video podcast called Loans and Drones (filmed and edited by Visual Filmworks), in which he speaks to real estate agents and entrepreneurs about their businesses and where they draw inspiration, and showcases what

they are doing to bring about their success. After just thirteen episodes, he’s already seen a positive impact on his personal profile and his business.

“It’s been a big success so far for not only my business, but for the REALTORS® featured,” he says. “In fact, one of the agents I interviewed received a \$700,000 listing from one Instagram reel clipped from the podcast.”

Through his podcast, social media promotion, and other media formats, Bill emphasizes what differentiates UHM from other mortgage lenders, such as their speed and efficiency, but most importantly, their customer-first culture.



“We value integrity and doing things the right way when it comes to mortgages,” says Bill. “We are known as a very reputable servicer. Our staff honors their word, hence our slogan, ‘promises are kept.’ With us, clients do not have to worry about their loans closing on time.”

UHM’s hottest offering is a five-day bridge loan. With this service, clients can get funds from their current home’s equity to purchase a new home in just five days. Bill says this unique service has raised eyebrows across the industry, and that it is just one example of how they aim to disrupt lending.



When not creating content or serving his team, Bill is an active and proud family man. He and his wife, Laura, just welcomed their new daughter, Gianna (GiGi) a year ago. She and her big sister, Jordan, give Bill extra motivation to prioritize family time.

“Being a girl dad is the best,” declares Bill. “I’m very intentional about my weekly daddy-daughter dates with my four-year-old.” On most nights after dinner, you’ll find the whole family out walking together, looking for frogs, catching fireflies, and talking about the moon.

Looking forward, Bill aims to continue his media development, expand his team, and leverage his network to benefit both his company and their strategic real estate partners. Mutually helpful relationships are a key part of his vision.

“The goal this year is to continue to build more referral partners as well as a team of like-minded individuals who concentrate on media production that complements business development,” says Bill.

“My vision for the next several years is to build a media-driven branch that will allow loan consultants and REALTORS® alike to co-brand together,” he adds. “Ultimately, I would love to have a space where local REALTORS® and loan consultants can come together for media creation, continuing education classes, socializing, and collaborative learning.”

“

WE VALUE INTEGRITY AND DOING THINGS THE RIGHT WAY WHEN IT COMES TO MORTGAGES.

”

To that end, Bill is using his tech knowledge to efficiently create and distribute reels and other social media content for REALTORS® and other colleagues, as well as for his brand and company. “[After working together] REALTORS® have appreciated that they didn’t have to spend hours behind the camera or computer,” says Bill.

Through it all, Bill is leaning on his competitive nature and background; he sees his experience in team sports gives him a real advantage.

“I was always a competitive athlete growing up,” he explains. “Sports teach you how to adapt and change with the circumstances. It instills mental toughness and how to get back up when you get knocked down. I’ve found that former athletes who work in this industry have an edge when it comes to adapting and closing a deal. But it’s integrity that will always make you a winner.”

To learn more about the services Union Home Mortgage provides its clients, you can reach Bill at www.uhm.com/loan-officers/bill-pendley or by calling him at 630-330-5626.



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“Getting a real estate license is the easy part,” she says. “We have to take our roles to another level in providing customer service [because] it’s not about us.”

When we last checked in with Kelly at the beginning of 2020, she was setting some big goals—like passing \$100 million in career sales—motivated by her two biggest “whys”: her clients and her family. They were the reasons why she left a successful corporate career to pursue her real estate dreams.

“When I was at the advertising agency NSA, I was on the fast track to becoming one of their youngest VPs,” explains Kelly. “I elected to leave for CareerBuilder (a start-up at the time) and work from home with the idea that it would provide me with more time with my daughter, Abby.”

Kelly loved her corporate career and was doing well, but it was demanding on her time and she traveled frequently.



Kelly with her husband, Alex, and daughter, Abby.

Kelly Bitto

cover story

By Lauren Young
Photos by Cris Cunningham

REFLECT
ON THE
JOURNEY

“My hope is that other real estate professionals and agents can take a step back and reflect on their own journey and remember ‘the whys’ that made them decide to take this career path,” says REALTOR® Kelly Bitto of eXp Realty® in Naperville.

When Abby was in preschool, Kelly’s boss wouldn’t give her time off to attend a graduation program. It was the “ah-ha” moment she needed to make a change. Since her switch to real estate in 2005, Kelly has focused her efforts on formalizing and optimizing her customers’ experiences.

“We need to be professionals and provide top service to our clients,” says Kelly. “An agent’s success is determined by how your client feels on closing day and their

reflection on the journey that got them to that day. When an agent has a great journey with their client, their business will thrive, and we all win.”

In the time since we last spoke to Kelly, the real estate market has often resembled a roller coaster what with a global pandemic, spiking prices, and changes in technology. However, the one thing that has been consistent in Kelly’s career is change.

“The industry is going through great change. It takes true professionalism to support and guide our clients through the ever-changing process,” Kelly says. “We do so much more than walk in and out of homes. We truly have the ability to impact other people’s lives.”

“I started my business knocking on doors in 2005, successfully built my business during the housing crisis, and continued to excel through the many market shifts,” she adds. “As a professional, you ebb and flow and adjust your business to account for the changes in the industry.”

In addition to her evolving business, Kelly’s personal life has evolved and changed. Abby has completed college and her university golf career, and thanks to the flexibility of real estate, Kelly didn’t miss a single tournament. Also, Kelly’s husband of thirty-five years, Alex, recently retired. They are enjoying his newfound freedom by traveling frequently. Through all these transitions, Kelly’s focus on her clients has never wavered. And that commitment has paid off.



“WHEN YOU LIVE A VERY FULL LIFE, THERE ARE MANY MOMENTS YOU CAN REFLECT UPON — MOMENTS THAT INFLUENCED THE JOURNEY AND DECISIONS THAT FORMED YOU ALONG THE WAY.”



“I am very fortunate to have built my business around great people,” says Kelly. “When clients call me a second or third time to assist them in this process, that means the world to me. I am now working with clients’ kids too, which brings me great joy.”

In her downtime, Kelly, like her daughter, is an avid golfer. She’s also working with Alex and Abby to establish new traditions, as well as reflecting on her journey and being appreciative of her full life.

“When you live a very full life, there are many moments you can reflect upon—moments that influenced the journey and decisions that formed you along the way,” says Kelly. “There is not a ‘one moment.’ Rather, it is a lifetime of accomplishments, challenges, and people that make you who you are and get you to where you are.”

Looking forward, Kelly is excited to continue building her business by referral, one client at a time, and serving her clients with great professionalism. She has taken on a mentor role with other agents and the combination of the two gives her renewed energy. If we wait another four years to check in with Kelly, she’ll likely still be in no hurry to wind down because her “whys” remain firmly in place. “Real estate will always be a part of my life,” she says.

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Wendy Puszczan

LIVING HER LIFELONG DREAM

“As a lifelong entrepreneur, I always knew I wanted a full-time career that offered me the opportunity to run my own business,” says agent Wendy Puszczan of Keller Williams in Naperville. “After a divorce, a single life, and finally a new marriage, I was at last in a partnership that offered me the support and opportunity to take a gamble and live out my dream of becoming a REALTOR®.”

Wendy inherited her entrepreneurial spirit from her parents who founded their own office supply business immediately after they were married. Wendy, who grew up in Chicago, watched her parents partner together to make their dreams a reality. Their inspiring example made a tremendous imprint on her.

“I grew up in a family business where my parents offered summer jobs to me and all my friends,” she says. “They taught us to set goals and overachieve.”

As a female salesperson, Wendy’s mother, Fern Pullman, was a pioneer in her industry and showed Wendy that women could do anything they set their minds to. Wendy’s parents also demonstrated that the path to success in any business is to treat your clients with respect and provide exceptional service.

“They also showed me that you can build a strong business through creating clients for life—that strong relationships are the foundation and cornerstone of everything,” says Wendy.

After high school, Wendy attended the University of Illinois Urbana-Champaign to study speech communications and computer science. She worked in computer sales for twelve years, earned her MBA from Loyola University at night, and bought her first condo at age twenty-three. Over the next several years, Wendy would reach the highest heights as a top-performing salesperson, as well as experience the lowest lows in her personal and professional lives.

“I had a very successful career,” Wendy says. “I got married and built my dream home. The only thing missing in my life was kids. After eight years of struggling with infertility, we decided to adopt our daughters, Jade and Cloe, from Russia.”

However, life wasn’t simple for Wendy. “My ex-husband was unable to work due to mental health issues, so I had to support my daughters on my own; I was the sole provider,” she explains. “I’d wanted to become a REALTOR® for years, but I needed the insurance benefits of my previous job. I went through a divorce, lost my job, and eventually lost my dream home. The fear of being homeless and disappointing my daughters hovered over me for years.”





had two adopted daughters too—twins, Maddie and Alicia, from Poland. We fell in love, got married on the beach in Michigan, and bought a new home together as a family. Having a true partner allowed me to thrive in my new career.”

Wendy and Brian are not only partners in life, but also in their real estate business. Brian is a buyer’s agent who is also certified in commercial real estate. Along with their marketing director, Danielle Graves, they hope to someday add more agents and expand into other states to help more people.



Wendy with her husband, Brian.



Recalling her life lessons from childhood, Wendy returned to her entrepreneurial roots to obtain a new career and a fresh start.

“My mom is one who never took no for an answer,” Wendy says. “She would find a solution for everything. If one door closed, another would open, and she’d be there to open it.”

In addition to wanting to run her own business that held unlimited opportunities, Wendy dreamt of a job where she could give back and make a difference in other people’s lives. Real estate checked all those boxes. Wendy struggled in her first year, but she soon found success, opportunities to give back, and even true love.

“When I met my now husband, Brian, we realized we had so much in common,” Wendy says. “He even

““““

You can build a strong business through creating clients for life—that strong relationships are the foundation and cornerstone of everything.

“While working with your spouse is always a challenge, it has brought us even closer,” shares Wendy. “I’ve never been happier.”

When they need to unwind, you’ll find Wendy, Brian, and their four daughters, along with extended family, relaxing at their lake home in Wisconsin. Wendy also supports causes and charities in her community, especially those that help the homeless. “Money is good for the good money can do” is a motto she lives by.

Keller Williams selected Wendy to be their Luxury Regional Ambassador, a role she considers a huge honor. Working with first-time homebuyers, however, is still what brings her the most joy.

“I try to go to all my closings because they remind me why I do what I do,” says Wendy. “The client’s excitement, tears, and smiles at the closing table and when I hand over the keys ... there is no better feeling in the world than knowing I helped them get there.”

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DAIN LAVERTY

PIVOTING WITH PURPOSE

“REALTORS® are uniquely positioned to help bridge life events for people and highlight a solution-based approach to customer interactions,” says Dain Laverty, managing partner at Property Pals USA. “There are different types of REALTORS® and, like in any industry, we are far more powerful when we collaborate as a group than [we are] as individuals.”

Before venturing into the collaborative world of real estate, Dain worked for technology companies in sales roles that focused on domestic and international expansion. Never an “avid” student in the classroom, even during his time studying business and finance at San Francisco State University, Dain considers himself a student of life experiences and relationships; he gained both in spades while growing up in a military family that was stationed across the globe.

“I’ve been fortunate enough to travel and live in different parts of the world for extended periods of time, and it gave me a better understanding of people,” Dain says. “It reinforced empathy and understanding for people from different walks of life.”

The idea of a career in real estate only occurred to Dain after his job at a food-tech firm ended unexpectedly. Left with little, he was forced to rethink his future career path with a fresh and open perspective, while also wondering how he could best leverage his background in business development and his personal connections.

“I was laid off during the pandemic and needed to find my place in life,” he explains. “My sales experience allowed for a natural transition into real estate, which I saw as an opportunity to not only parlay the skills I’d gained in the tech industry, but also place a greater focus on customer interactions.”



Dain faced the usual challenges of all new REALTORS® plus a few more. Along with the decision to work with more distressed properties, he took a chance on higher rewards by taking on additional risk. By investing much of his own capital in his burgeoning business, Dain put his own money on the line.

“We started this business with unemployment checks and routinely ate two-for-\$3 McChicken® sandwiches at McDonald’s and Walgreens-brand saltines with peanut butter to save and reinvest whatever [money] we could into the business,” he recalls.





Dain also leans on his analytical and business development expertise to continually create and refine the mature sales strategies that have been driving the company's impressive growth.

"Right now we are passionate about creating predictable marketing channels that we can reverse engineer to hit our goals and take out the guesswork when we're trying to predict what our productivity will look like in the next thirty to sixty days," Dain explains. "From fallout rates to appointments to contract rates—it is something that we have seen work time and again. This will be where our biggest opportunity for growth will come from in the next twelve months."

“
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WINNING
SITUATIONS
FOR
SELLERS
AND
BUYERS IS
THE MOST
REWARDING
PART OF
BEING AN
AGENT.
”

When not finding new ways to impact his business, Dain is always on the lookout for ways to impact his community. Through supporting organizations like The Simple Good, a nonprofit that focuses on empowering young people through art and education, Dain aims to spread positivity in his neighborhood and beyond. In his downtime, he enjoys swimming; salsa dancing with his wife, Gli; and continuing his lifelong passion of traveling.

Looking forward, Dain has big goals for Property Pals USA and

his team. While he also hopes to one day move into property ownership and investment, in his role and in real estate, Dain has found the ideal mix of everyday puzzles and long-term development.

"Starting a real estate business has been, far and away, the most challenging thing that I've ever done," he says. "You have to learn to love the process, building, and dirty work of getting out there and taking action."

"Real estate is my future," affirms Dain. "I have found something that I'm naturally talented at and I'm building my future around it."

Since the early days, in addition to doubling down on buying and selling off-market or distressed homes, Dain has worked to create processes and systems for vetting properties to reduce the unknowns. And over the last nearly four years, his team at Property Pals USA continues to fine-tune and improve to make the interactions with their customers as seamless as possible.

Despite the hurdles he's come up against, Dain believes the results make the daily grind worth it, especially when it comes to clients who are facing situations where they don't know where to turn.

"Creating winning situations for sellers and buyers is the most rewarding part of being an agent," he says. "Those outcomes align heavily with why I got into the business."

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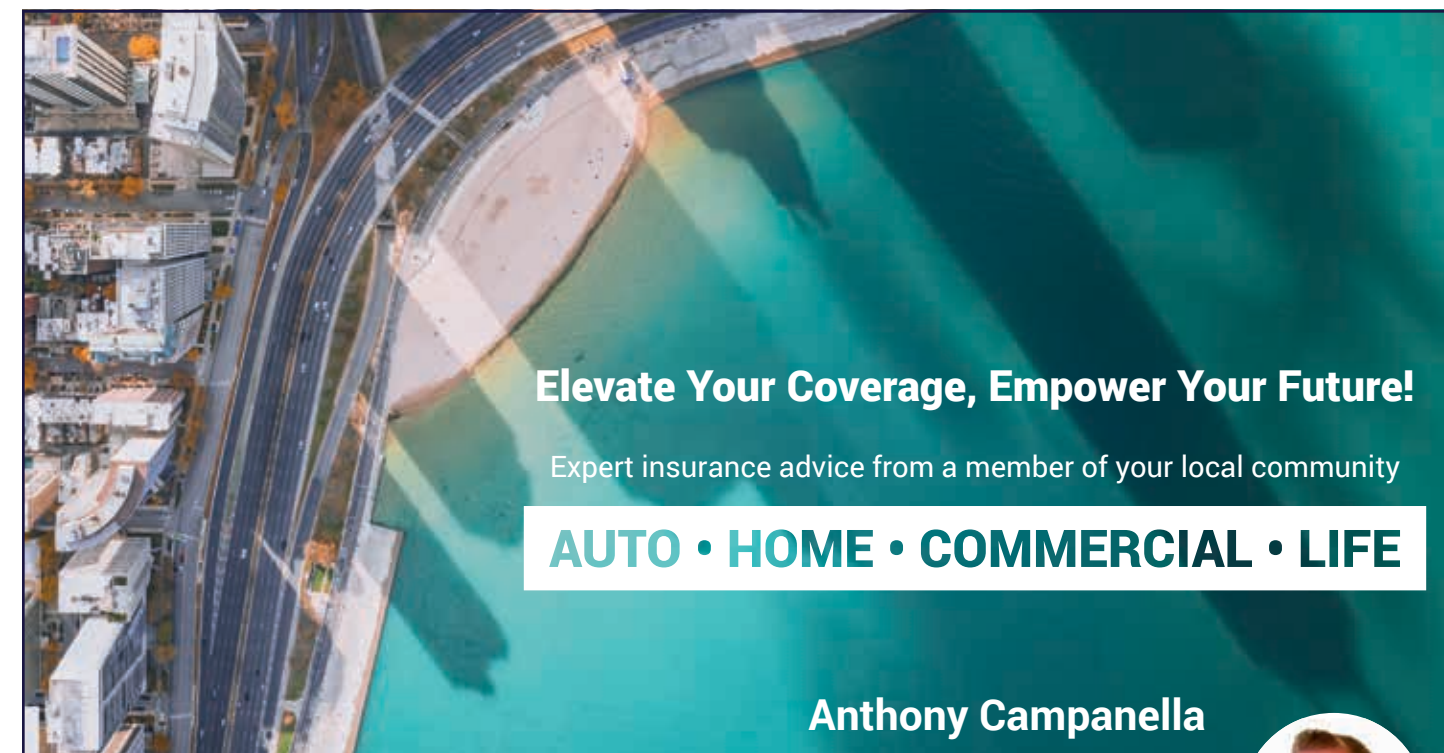
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Sergio Giangrande is a Senior Mortgage Advisor with more than 22 years of experience helping clients finance their dream homes. A love of real estate and finance has made him an expert in residential mortgage lending—with experience originating both purchase and refinance transactions and extensive knowledge of loans ranging from Conventional and Jumbo to government programs such as FHA and VA. His core beliefs are rooted in product expertise, sincere respect for his clients and partners, and a commitment to delivering on promises. "This is what elevates our service level above the rest," explains Giangrande, who approaches every transaction with an unmatched level of professionalism. He and his team are committed to providing clients with the highest quality financial services by tailoring a financial solution that is suited to meet each client's specific financing needs. Whether you are purchasing your first home, your dream home, refinancing an existing loan, or consolidating debt, Giangrande and his team can help you find the right loan program to meet your needs.

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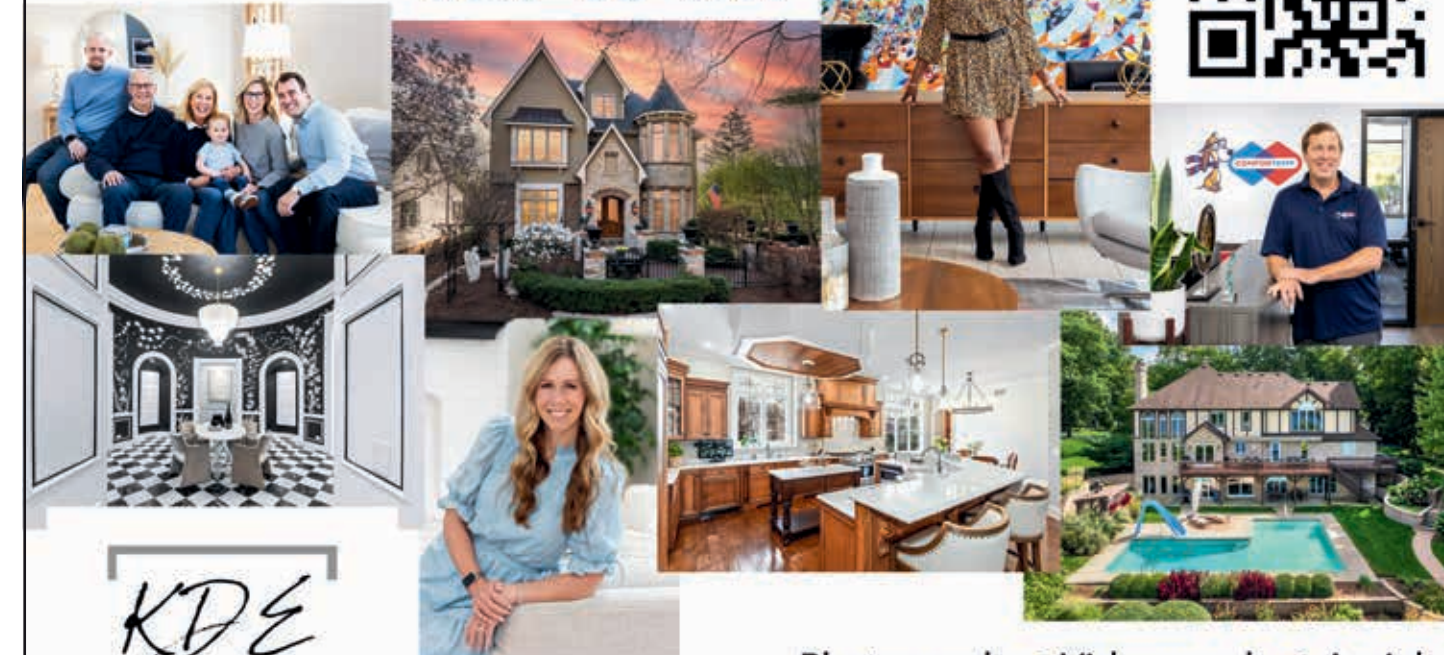
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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	35	\$77,854,660	14	\$29,199,500	49	\$107,054,160
2	Tim	Schiller	77	\$63,275,291	49	\$35,713,261	126	\$98,988,552
3	Bryan	Bomba	31	\$45,035,157	28	\$36,296,405	59	\$81,331,562
4	Larysa	Domino	23	\$31,819,882	17	\$24,496,400	40	\$56,316,282
5	Linda	Feinstein	33	\$36,687,520	12	\$16,869,000	45	\$53,556,520
6	Kim	Dalasky	31	\$26,073,000	40	\$27,199,400	71	\$53,272,400
7	Linda	Little	89	\$47,624,785	0	\$0	89	\$47,624,785
8	Kelly	Stetler	21	\$16,451,211	30	\$26,229,707	51	\$42,680,918
9	Lina	Shah	22	\$26,686,000	14	\$15,166,490	36	\$41,852,490
10	Lance	Kammes	49	\$22,902,818	40	\$17,605,350	89	\$40,508,168
11	Christine	Wilczek	46	\$29,486,850	12	\$8,319,000	58	\$37,805,850
12	Kris	Berger	15	\$21,617,000	16	\$15,463,907	31	\$37,080,907
13	Nathan	Stillwell	29	\$18,962,297	28	\$16,995,600	57	\$35,957,897
14	Anita	Olsen	64	\$31,805,374	0	\$0	64	\$31,805,374
15	Renee	Hughes	20	\$15,866,000	20	\$13,480,900	40	\$29,346,900
16	Julie	Sutton	10	\$15,529,000	5	\$13,442,500	15	\$28,971,500
17	Pat	Murray	34	\$24,558,812	7	\$4,028,500	41	\$28,587,312
18	Courtney	Stach	19	\$21,666,000	5	\$6,173,000	24	\$27,839,000
19	Maureen	Rooney	20	\$13,183,400	20	\$14,596,183	40	\$27,779,583
20	Alice	Chin	26	\$18,451,000	14	\$9,126,600	40	\$27,577,600
21	Katie	Minott	13	\$14,397,400	12	\$12,661,400	25	\$27,058,800
22	Natalie	Weber	16	\$15,152,500	13	\$11,451,601	29	\$26,604,101
23	Sarah	Leonard	17	\$7,508,500	41	\$18,325,505	58	\$25,834,005
24	Tracy	Anderson	8	\$10,476,509	13	\$15,173,624	21	\$25,650,133
25	Jan	Morel	12	\$11,065,000	12	\$13,641,000	24	\$24,706,000
26	Tim	Binning	54	\$22,858,015	3	\$1,653,990	57	\$24,512,005
27	William	White	25	\$18,515,600	7	\$5,360,000	32	\$23,875,600
28	Walter	Burrell	13	\$13,470,000	9	\$9,993,500	22	\$23,463,500
29	Lori	Johannesson	25	\$16,628,385	11	\$6,602,500	36	\$23,230,885
30	Patty	Wardlow	23	\$12,010,844	17	\$9,038,000	40	\$21,048,844
31	Katherine	Karvelas	8	\$13,570,000	6	\$6,478,000	14	\$20,048,000
32	Beth	Burt	11	\$9,006,000	9	\$10,789,500	20	\$19,795,500
33	Elaine	Pagels	24	\$14,314,500	11	\$5,364,000	35	\$19,678,500
34	Mike	Berg	33	\$14,873,750	6	\$4,559,250	39	\$19,433,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Bridget	Salela	13	\$15,031,999	4	\$4,182,000	17	\$19,213,999
36	Nicholas	Solano	24	\$18,514,203	0	\$0	24	\$18,514,203
37	Ginny	Stewart	10	\$14,264,400	3	\$3,967,900	13	\$18,232,300
38	Megan	McCleary	6	\$13,131,500	3	\$5,084,000	9	\$18,215,500
39	Jeffrey	Proctor	5	\$7,501,000	9	\$10,642,001	14	\$18,143,001
40	Sairavi	Suribhotla	8	\$4,063,400	26	\$14,012,685	34	\$18,076,085
41	Simran	Dua	12	\$8,249,400	11	\$9,303,906	23	\$17,553,306
42	Briana	Murray	5	\$4,723,990	7	\$12,822,500	12	\$17,546,490
43	Holley	Kedzior	13	\$7,945,277	16	\$9,572,900	29	\$17,518,177
44	Michael	Thornton	13	\$6,384,500	22	\$10,885,700	35	\$17,270,200
45	Virginia	Jackson	15	\$9,324,266	11	\$7,581,410	26	\$16,905,676
46	Julie	Roback	17	\$8,172,000	15	\$8,709,000	32	\$16,881,000
47	Natasha	Miller	18	\$12,101,500	9	\$4,613,990	27	\$16,715,490
48	Julie	Schwager	17	\$10,164,200	9	\$5,879,125	26	\$16,043,325
49	Margaret	Smego	9	\$10,214,500	7	\$5,759,900	16	\$15,974,400
50	Tom	Fosnot	27	\$11,419,300	12	\$4,089,800	39	\$15,509,100

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Michael	Muisenga	8	\$10,325,905	8	\$5,148,500	16	\$15,474,405
52	Susan	Hoerster	12	\$7,210,870	13	\$8,125,400	25	\$15,336,270
53	Justin	Greenberg	6	\$3,715,000	25	\$11,526,463	31	\$15,241,463
54	Penny	O'Brien	16	\$10,730,777	8	\$4,363,500	24	\$15,094,277
55	Eric	Logan	18	\$9,511,900	10	\$5,455,000	28	\$14,966,900
56	Jill	Clark	11	\$9,855,900	5	\$4,984,800	16	\$14,840,700
57	Sabrina	Glover	14	\$5,923,000	17	\$8,881,999	31	\$14,804,999
58	Kim	Moustis	20	\$7,973,100	14	\$6,720,900	34	\$14,694,000
59	Patrick	Roach	10	\$5,688,500	18	\$8,946,500	28	\$14,635,000
60	Jackie	Angiello	14	\$7,800,500	11	\$6,581,500	25	\$14,382,000
61	Jennifer	Iaccino	8	\$8,997,222	7	\$5,031,000	15	\$14,028,222
62	ElizaBeth	Schoonenberg	10	\$11,566,496	5	\$2,334,000	15	\$13,900,496
63	Ginny	Leamy	12	\$3,389,400	18	\$10,384,990	30	\$13,774,390
64	Kathie	Frerman	7	\$4,396,000	13	\$9,325,215	20	\$13,721,215
65	Cindy	Banks	21	\$10,321,500	7	\$3,240,962	28	\$13,562,462
66	Natalie	Ryan	4	\$4,328,000	6	\$9,080,000	10	\$13,408,000
67	Moin	Haque	9	\$7,257,000	8	\$5,460,990	17	\$12,717,990
68	Vinita	Arora	7	\$4,151,000	15	\$8,471,552	22	\$12,622,552
69	Chase	Michels	10	\$7,423,000	6	\$5,156,500	16	\$12,579,500
70	Courtney	Monaco	15	\$8,045,500	13	\$4,524,500	28	\$12,570,000
71	Stana	Vukajlovic	7	\$9,912,000	3	\$2,529,224	10	\$12,441,224
72	Maureen	Aylward	13	\$9,735,400	3	\$2,698,000	16	\$12,433,400
73	Lisa	Byrne	10	\$6,760,322	10	\$5,637,275	20	\$12,397,597
74	Holly	Connors	17	\$8,098,500	10	\$4,266,555	27	\$12,365,055
75	Keith	McMahon	11	\$6,660,500	10	\$5,698,000	21	\$12,358,500
76	Paul	Baker	17	\$6,441,704	14	\$5,877,938	31	\$12,319,642
77	Susan	Cook	5	\$7,296,000	5	\$4,999,499	10	\$12,295,499
78	Anna	Fiascone	3	\$5,050,000	6	\$6,975,000	9	\$12,025,000
79	Cindy	Purdom	9	\$5,210,800	14	\$6,557,375	23	\$11,768,175
80	Oriana	Van Someren	5	\$6,976,000	4	\$4,785,000	9	\$11,761,000
81	Joseph	Champagne	11	\$6,413,800	10	\$5,336,000	21	\$11,749,800
82	Yvonne	Despinich	10	\$9,787,500	3	\$1,936,000	13	\$11,723,500
83	Lisa	Read	3	\$4,100,000	2	\$7,600,000	5	\$11,700,000
84	Vipin	Gulati	7	\$3,422,000	9	\$8,276,000	16	\$11,698,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Puneet	Kapoor	9	\$5,556,500	10	\$6,111,390	19	\$11,667,890
86	Debra	Stenke-Lendino	7	\$4,873,200	6	\$6,700,500	13	\$11,573,700
87	Jeff	Salhani	4	\$3,010,677	11	\$8,294,000	15	\$11,304,677
88	Michael	LaFido	12	\$10,607,900	1	\$600,000	13	\$11,207,900
89	Margaret	Giffin	8	\$5,467,000	9	\$5,610,000	17	\$11,077,000
90	Stacey	Harvey	8	\$5,992,000	8	\$4,968,150	16	\$10,960,150
91	Tracy	Driscoll	10	\$6,978,000	6	\$3,945,000	16	\$10,923,000
92	Brandon	Blankenship	3	\$1,403,500	16	\$9,502,500	19	\$10,906,000
93	Denis	Horgan	17	\$6,959,400	10	\$3,890,311	27	\$10,849,711
94	Subhapiya	Lakshmanan	2	\$1,140,000	24	\$9,693,760	26	\$10,833,760
95	Dimpi	Mittal	7	\$4,162,400	13	\$6,647,777	20	\$10,810,177
96	Madison	Verdun	7	\$3,192,500	16	\$7,537,400	23	\$10,729,900
97	Kristen	Jungles	11	\$7,421,418	5	\$3,176,900	16	\$10,598,318
98	Carrie	Foley	6	\$4,427,200	10	\$6,154,000	16	\$10,581,200
99	Geri	McCafferty	6	\$7,830,000	3	\$2,695,400	9	\$10,525,400
100	David	Aranki	5	\$7,998,324	3	\$2,490,500	8	\$10,488,824

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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Sarah	Machmouchi	14	\$6,521,400	7	\$3,833,500	21	\$10,354,900
102	Donald	Romanelli	5	\$5,431,500	6	\$4,908,000	11	\$10,339,500
103	Carl	Cho	7	\$3,353,686	12	\$6,926,707	19	\$10,280,393
104	Christopher	Cobb	9	\$6,580,900	3	\$3,660,000	12	\$10,240,900
105	Gail	Niermeyer	10	\$7,612,000	3	\$2,581,999	13	\$10,193,999
106	Paul	Mancini	6	\$6,466,500	5	\$3,700,000	11	\$10,166,500
107	Lea	Smirniotis	5	\$4,999,000	5	\$5,130,867	10	\$10,129,867
108	William	Finrock	1	\$470,000	17	\$9,534,000	18	\$10,004,000
109	Tom	Makinney	6	\$5,258,000	5	\$4,720,000	11	\$9,978,000
110	Kimberly	Heller	17	\$7,075,500	6	\$2,878,520	23	\$9,954,020
111	Thomas	Pilafas	13	\$8,390,600	2	\$1,410,000	15	\$9,800,600
112	Jennifer	Conte	8	\$6,381,000	7	\$3,405,000	15	\$9,786,000
113	Angela	Testa-Kerivan	13	\$7,755,100	4	\$2,030,000	17	\$9,785,100
114	Kimberly	Brown-Lewis	6	\$2,429,000	18	\$7,272,000	24	\$9,701,000
115	David	Gust	12	\$6,118,500	7	\$3,574,500	19	\$9,693,000
116	Kathryn	Pinto	10	\$6,153,663	5	\$3,534,000	15	\$9,687,663
117	Chris	Pequet	8	\$8,953,000	1	\$650,000	9	\$9,603,000
118	Ryan	Cherney	19	\$9,410,368	1	\$85,000	20	\$9,495,368
119	Christopher	Lobrillo	30	\$9,492,500	0	\$0	30	\$9,492,500
120	Kevin	Layton	5	\$4,055,000	6	\$5,348,338	11	\$9,403,338
121	John	Barry	4	\$6,575,000	4	\$2,800,000	8	\$9,375,000
122	Caroline	Senetar	15	\$8,289,700	2	\$1,076,000	17	\$9,365,700
123	Catherine	Bier	4	\$1,914,500	9	\$7,412,132	13	\$9,326,632
124	Michael	Odeh	13	\$6,461,000	4	\$2,784,000	17	\$9,245,000
125	Lynda	Wehrli	8	\$4,327,000	6	\$4,887,000	14	\$9,214,000
126	Melanie	Young	14	\$5,989,000	6	\$3,100,000	20	\$9,089,000
127	Diane	Coyle	15	\$6,743,850	5	\$2,337,999	20	\$9,081,849
128	Fabio	Brancati	4	\$3,325,000	9	\$5,715,000	13	\$9,040,000
129	Lisa	Zeller-O'Malley	2	\$1,910,000	6	\$7,090,000	8	\$9,000,000
130	Jeff	Stainer	8	\$4,629,977	8	\$4,347,000	16	\$8,976,977
131	Shelley	Brzozowski	6	\$4,930,000	5	\$4,022,000	11	\$8,952,000
132	Troy	Cooper	6	\$4,530,500	8	\$4,391,900	14	\$8,922,400
133	Joanna	Matthies	5	\$5,111,000	4	\$3,777,500	9	\$8,888,500
134	Sarah	Swanson	1	\$2,175,000	4	\$6,660,000	5	\$8,835,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Cynthia	Windeler	12	\$5,915,719	4	\$2,884,000	16	\$8,799,719
136	Jack	Brennan	5	\$6,194,000	3	\$2,510,000	8	\$8,704,000
137	Rachna	Jain	4	\$4,442,115	5	\$4,258,000	9	\$8,700,115
138	Kristi	Gorski	6	\$3,113,000	9	\$5,468,000	15	\$8,581,000
139	Kelly	Dunlop	5	\$3,062,454	11	\$5,489,455	16	\$8,551,909
140	Cory	Tanzer	6	\$3,572,899	7	\$4,942,799	13	\$8,515,698
141	Jennifer	Drohan	10	\$5,289,600	7	\$3,223,500	17	\$8,513,100
142	Josie	Morrison	16	\$4,441,028	12	\$4,026,000	28	\$8,467,028
143	Kelly	Kirchheimer	6	\$5,011,500	5	\$3,438,500	11	\$8,450,000
144	Jennifer	Vande Lune	3	\$3,785,000	5	\$4,660,000	8	\$8,445,000
145	Linda	Ryan	8	\$4,679,000	5	\$3,746,337	13	\$8,425,337
146	Craig	Sebert	5	\$2,497,000	10	\$5,913,500	15	\$8,410,500
147	Elaine	Zannis	5	\$4,695,000	3	\$3,650,000	8	\$8,345,000
148	Kathy	McKinney	8	\$5,232,000	5	\$3,104,500	13	\$8,336,500
149	Charles	McCann	11	\$5,484,500	8	\$2,818,000	19	\$8,302,500
150	Christopher	Campbell	13	\$5,923,300	4	\$2,315,000	17	\$8,238,300

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