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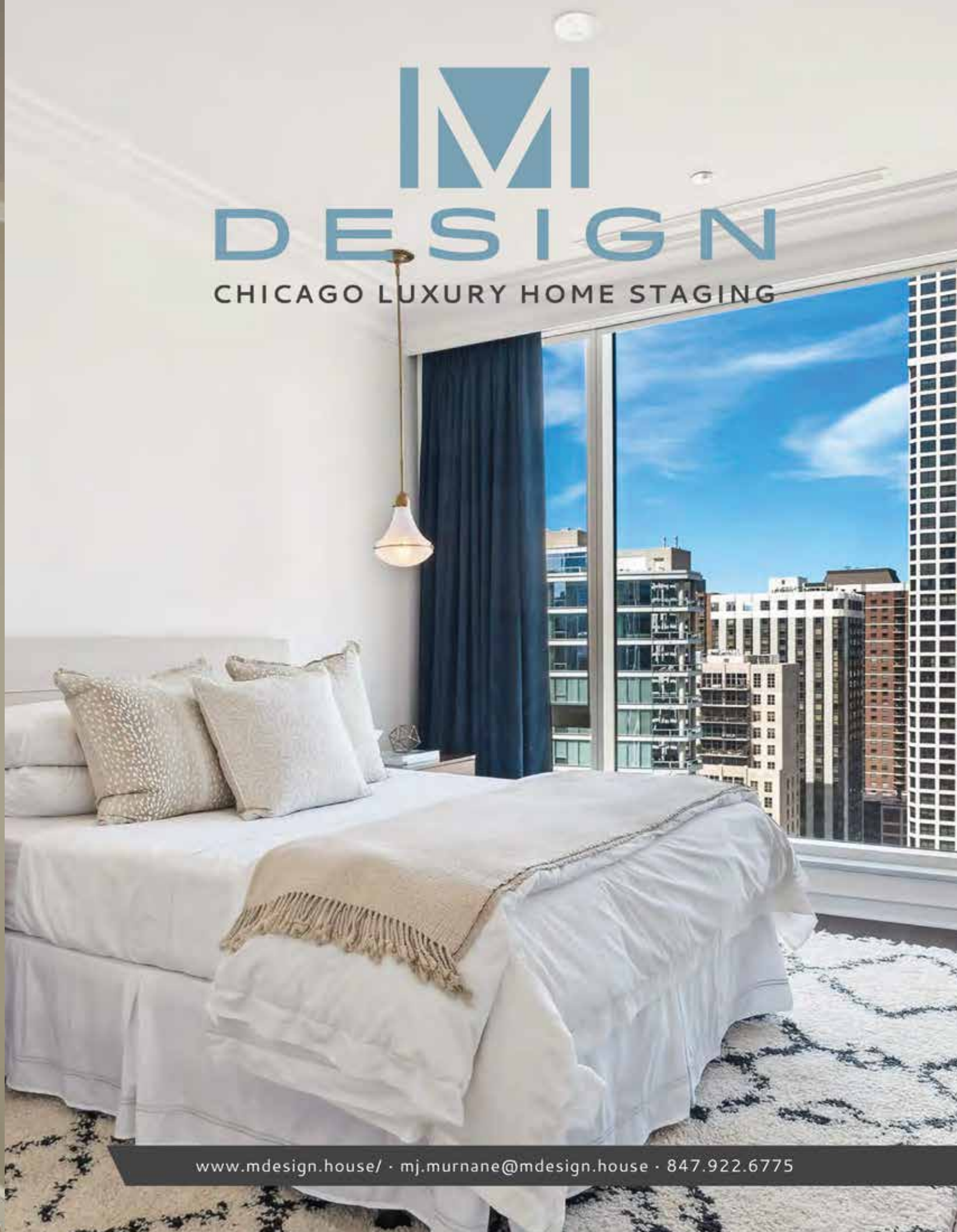
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PUBLISHER'S NOTE

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 at *North Shore 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 *North Shore Real Producers* community together last month at The Shack Indoor Golf Club for our fall event. Photos will be in the December issue.



Andy Burton
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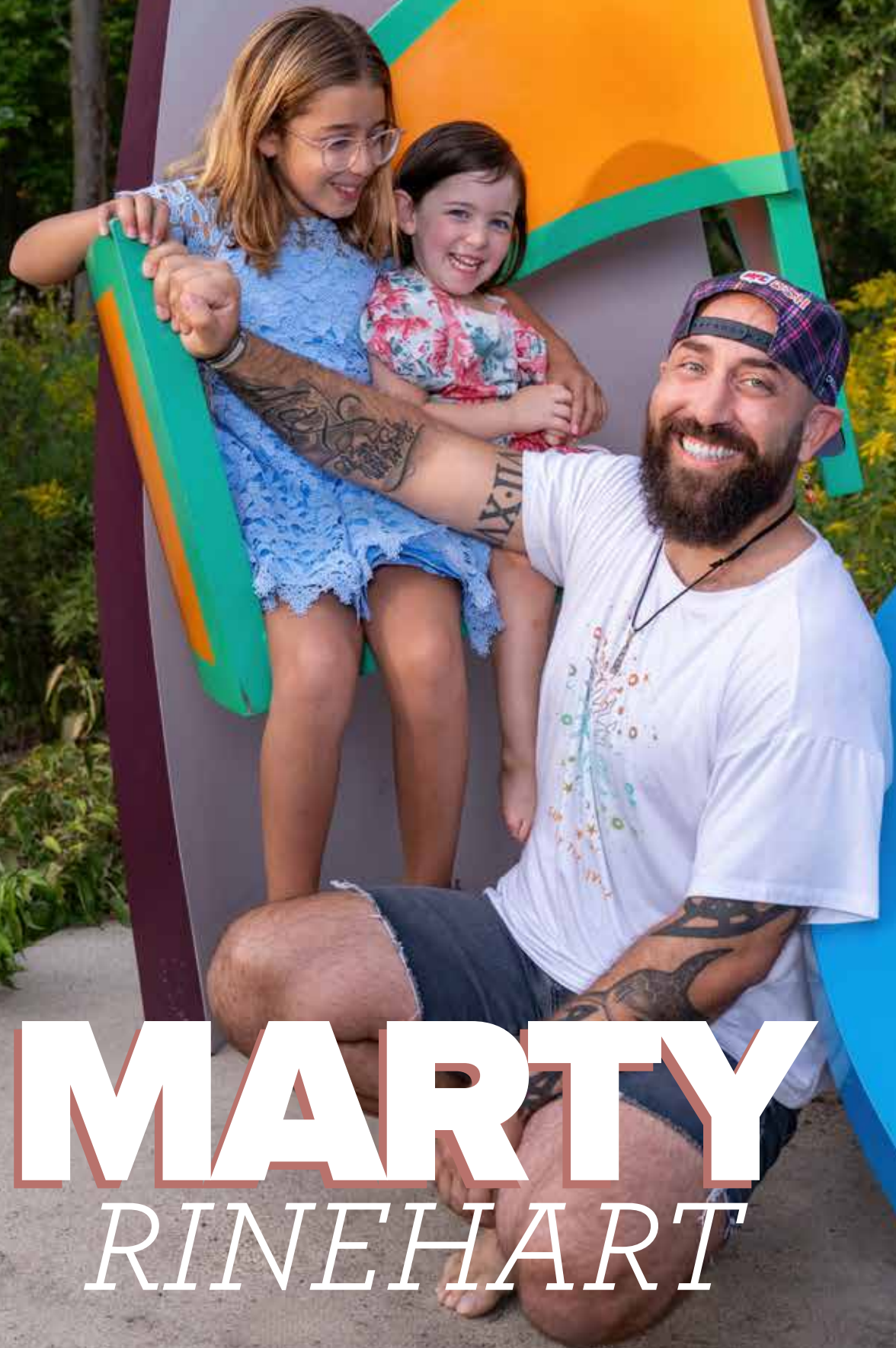
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on the rise ◀◀

By Chris Menezes
Photos by Elliot Powell



MARTY RINEHART

A VIBRANT LIGHT

Marty Rinehart's journey in real estate is as unique and vibrant as he is. Known for his infectious energy and unwavering commitment to personal growth, Marty's path has been anything but conventional. Whether it's through his love of poetry, his creative spirit, or his dedication to helping and guiding others, Marty brings a distinct flair to everything he touches.

Marty's entry into real estate wasn't planned; it was more like fate. Prior to that, Marty had been the owner and head coach of Driven Personal Training in downtown Arlington Heights, a boutique fitness studio that was quickly recognized as one of the best in the area. "We won the 2017 *Daily Herald* Readers' Choice Award for Best Alternative Exercise Studio,"¹ Marty claims. The culture he built at Driven was more than about fitness—it was about community, results, and pushing people to achieve more than they ever thought possible. But then, life threw him a curveball.

On January 30, 2019, the coldest day Chicago had seen since 1985, the pipes for the sprinklers in the studio burst, flooding the entire space. What could have been seen as a disaster, Marty took as a sign and gift from the Universe. "It wiped us out completely," Marty recalls, "but I knew it was time to shift gears." This unforeseen event marked the beginning of his transition into real estate, an industry where his natural ability to connect with people and his vast network would serve him well.

Marty's choice to become a REALTOR® was as intentional as it was swift. "I know way too many



people! They know, love, and trust me!" Marty says with his characteristic enthusiasm. With just a few clicks on social media, Marty announced his new venture, and tens of thousands of people knew he was now in the real estate game.

He chose real estate because it allowed him to continue what he loves most: helping people. "I need to be in an industry where I'm supporting my tribe to achieve more fulfilled lives," Marty shares. Real estate gave him the platform to do just that, and he dove in headfirst, applying the same passion he had for fitness to helping people find their dream homes.

Marty's life hasn't been without its hardships, however. One of the most significant challenges he's faced was the loss of his son, Max, who was stillborn, in 2016. For three years, Marty mourned Max's death, grappling with the pain and loss. "I once believed he'd been taken from me and that death separated us completely. After some deep, intentional healing, I was able to free myself from that perspective and see that Max's vibration is part of the *love* and *light* of life itself; he's with me in spirit," Marty explains about coming to terms. "Today, I celebrate his *life* by showing up with intention, integrity, and *love!*"

Max's vibration is a guiding light for Marty. In fact, this profound experience has shaped his approach to life and work—driving him to be the best father he can be to his young daughters, Maddie and Zoey, and to live every day with purpose. “Max is my light source and the reason I am the father my daughters deserve me to be,” Marty says with heartfelt emotion.

Marty's real estate journey hasn't been without its twists and turns. In his first four years he worked with five different brokerages, and while each taught him something new about the industry and himself, at REAL Brokerage, Marty finally found his true home. “Finding my *home* with REAL Brokerage has been one of the most rewarding parts of my business thus far,” Marty says. “I feel blessed and am *in love* with the culture, community, economics, leadership, technology, and *amazing opportunities* REAL has provided me and my family.”



Marty's two daughters, Maddie and Zoey.

For Marty, real estate is more than a career—it's a catalyst for financial freedom and personal growth. He is passionate about cultivating more love and oneness in the world, using real estate as a platform to make a positive impact.

His advice to up-and-coming REALTORS® reflects that mission: “Authenticity is the most intellectual form of *self-love*. If you can love *yourself* unconditionally, *all* will receive *your loving vibes*, and you will attract everything you deserve and desire. *So, be you!*”

Outside of real estate, Marty is passionate about yoga, meditation, reading, and getting “weird and creative,” which includes writing, dancing, and music.

AUTHENTICITY IS THE MOST INTELLECTUAL FORM OF SELF-LOVE... SO, BE YOU!”

A healer, an artist, and a beacon of positivity in the real estate world, Marty's success is a testament to the power of resilience, authenticity, and the unwavering belief in the goodness of life. As he continues to grow in his career, Marty remains dedicated to making the world a better place with every interaction and transaction.

¹ Award list unavailable at time of publication.



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TERI DENIS



►► agent feature

By Chris Menezes
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DESIGNING THE ULTIMATE CLIENT EXPERIENCE



Teri Denis's decision to become a REALTOR® was inspired by her grace and integrity, and personal experiences that shaped her vision for serving others. Her journey began when she and her family moved from the Midwest to the East Coast and realized they were working with a real estate agent who lacked both market insight and the genuine care they needed.

"The agent didn't understand the market and pushed us toward homes that simply didn't fit our lifestyle," Teri recalls. This disheartening experience became a lesson that has stayed with her—a reminder of what clients should never have to deal with.

Upon returning to the Midwest, the family met a REALTOR® who was the antithesis of the first. This agent took the time to listen, understand their needs, and guided them with thoughtfulness and care. The experience was not only inspiring but a turning point for Teri: she realized that in real estate, she could provide exceptional service and fully utilize her background in sales and home design.

"My mission has always been to create a 'white glove experience' for my clients and ensure they never feel lost or pressured in their home search," she says.

Teri attributes her deep values in teamwork and perseverance to her Minnesota roots and time living in Naperville, Illinois. A lifelong lover of hockey, she was a member of the first girls' hockey team in her area; she played right wing on the top line. Her team's journey to win the state tournament, and eventually compete in the first-ever national girls' tournament, taught her what it meant to be a part of something greater—a team working toward a common goal.

"These experiences shaped who I am. Being a team player and wanting to win drives everything I do," Teri shares.

After earning a degree in marketing and communications from the University of Wisconsin-La Crosse, Teri launched her sales career in Chicago. While the move to the East Coast came with its own challenges—she found herself away from extended family and familiar support systems—it led her to discover her passion for interior design. Teri attended the prestigious New York School of Interior Design and soon after founded Teri Denis Designs, where she worked as an independent consultant, blending her design expertise with her love for homes. Her knack for staging homes would become a powerful tool for success in her real estate career.

Now a broker associate at Jameson Sotheby's International Realty, Teri collaborates closely with other agents to ensure her clients always receive that white glove experience. Her business thrives on



“OVER THE YEARS, I’VE REALIZED CLIENTS VALUE SOMEONE WHO HAS BEEN THROUGH IT ALL, WHO CAN NAVIGATE THE PROCESS WITH EXPERTISE, AND WHO HAS THE CONNECTIONS TO MAKE THINGS HAPPEN...”

referrals, a reflection of the trust and admiration she’s cultivated over two decades. For Teri, real estate isn’t just about transactions—it’s about building relationships, offering peace of mind, and always putting the client first.

“Over the years, I’ve realized clients value someone who has been through it all, who can navigate the process with expertise, and who has the connections to make things happen,” she says.

At the heart of Teri’s life, however, is her family. Married to Joe for forty-one

years, Teri takes joy in spending time with him, her two children, and her granddaughter—whether it’s gathering around the dinner table or embracing the simple moments of grandparenthood. She is as devoted to her family as she is to her clients.

She continues to pursue her passion for interior design, frequently sharing insights with her clients and hosting events to discuss emerging design trends. She also enjoys golfing and walking her beloved black Lab, Ralph, in the peaceful surroundings of the forest preserve.



Teri with her granddaughter.

Teri’s compassion extends to her community and beyond. One cause close to her heart is the MidAmerica Service Dogs’ Foundation, Inc., an organization that trains service dogs in partnership with the inmates at Logan Correctional Center, giving both the inmates and those in need a new lease on life. This cause is personal to Teri because her daughter, who lives with an autoimmune disease, has a service dog and its support has been life-changing for her.

“My daughter’s service dog has been an absolute lifeline,” Teri shares. “The

dog helps her with everyday tasks, stabilizes her when walking, and provides her emotional support. The bond they share is truly incredible.”

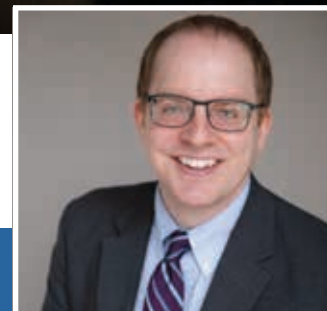
To aspiring REALTORS®, Teri offers simple yet profound advice: “Your reputation is everything.” For Teri, who is known for her quiet confidence, steadfast dedication, and true heart, integrity isn’t just a guiding principle, it’s a way of life.



She remains as driven as ever to make her mark on the real estate industry and the lives of her clients because beyond the white glove experience, Teri’s mission is to make a lasting difference.



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▶▶ partner spotlight

By Chris Menezes
Photos by Elliot Powell

Tim Reichert & Steve Kunz

WITH THE HECHTMAN GROUP

Building Success from the Ground Up at The Hechtman Group

For Tim Reichert and Steve Kunz, success at The Hechtman Group (THG), a premier accounting firm in North Shore, has been less about a single moment of triumph and more about the steady, persistent climb toward excellence in their respective fields. Both men, who have not only spent their entire careers at THG, but have also been identified as the future owners, exemplify

what it means to grow within a company, turning early opportunities into long-term careers defined by leadership, innovation, and an unwavering commitment to their clients—core principles at THG.

The Hechtman Group is a full-service firm with expertise in real estate. In addition to outsourced CFO and controller



Steve Kunz

services, THG provides bookkeeping, budgeting analysis, cash flow, and more through its Client Advisory Services. “We do more than just tax compliance. Our tagline is ‘Exceptional CPA Services for Small Businesses with Big Plans’ for a reason,” Steve explains. “Our best client relationships are those where we are part of the team that’s focused on setting and achieving future financial goals. More than half of our clients are in real estate.”

Steve Kunz joined THG in December 2012, stepping into his first professional role straight out of college. His first day at the firm happened to be the day of the company holiday party—a fitting introduction to what would become a long and fruitful career. Tim Reichert’s journey at THG began in July 2015, soon after completing his master’s degree. It was his first full-time job too, but both men have since transformed their humble beginnings into influential roles within the firm.

Steve started as THG’s first tax season intern, primarily tasked with scanning documents. “It was pretty basic work,” Steve recalls. “But it laid the foundation for what would become our structured internship program.” Today, that program is a critical pipeline for high-quality talent at THG, with six interns each year receiving comprehensive training and contributing to meaningful projects. Steve’s rise to the position of senior tax manager is a testament to his dedication and the firm’s belief in nurturing talent from within.

Tim entered the firm with a strong foundation in accounting, inspired by the Financial Accounting course he took as a high school senior. His passion for numbers combined with the influence of his family—his mother and aunt both work in accounting—made his career choice a natural fit. “I’ve always been drawn to numbers,” Tim explains. “Accounting is often referred to as the ‘language of



Tim Reichert

business,' and that's what intrigued me the most."

One of the standout aspects of Tim and Steve's careers is their shared commitment to continuous improvement—not just for themselves, but for their colleagues as well. Tim has been instrumental in establishing THG's Learning Enrichment and Development (LEAD) Committee, which focuses on enhancing staff knowledge and developing future leaders. "It's about being intentional," Tim says. "We want to ensure that our staff members are not only technically skilled, but also well-rounded professionals."

Steve's focus has been on growth and brand building, both through client acquisition and talent attraction. He leads several of THG's marketing initiatives and leverages social media, blog content, and networking to elevate the firm's presence. "We've come a long way from where we started," Steve reflects. "It's rewarding to see how our efforts in marketing and branding have contributed to THG's success."

Both Tim and Steve share a vision of long-term success at THG, with goals that align closely with the firm's mission of providing exceptional service while fostering a supportive and collaborative workplace. For Tim, that means one day stepping into a partner role while continuing to cultivate a firm culture that feels like family. "I want to spend my entire career here," Tim says. "It's not just about personal success. It's about building something lasting with people you trust."

Steve echoes this sentiment, with a focus on mentoring the next generation of THG professionals. "I was lucky to have great mentors who guided me," Steve says. "Now I want to be that person for others and help them grow and succeed just as I have."

Over the past ten years the two men have become close friends as well as close colleagues. You'll find them attending concerts, street festivals, Chicago sporting events, and supporting local charities, as well as celebrating each other's lives: Steve and his wife, Ashlynn, are eagerly expecting their first child, and Tim recently became an uncle.

As they continue to build on their successes at THG, both men are focused on the future—not just their own, but the future of the firm, its people, and its clients. "Success is about ongoing development and progress rather than

a final destination," Steve says. They aim to expand their specialty in real estate, further develop their Client Advisory Services, and continue to grow the firm, which has doubled in size over the past three years.

Together, Tim and Steve are not just following in the footsteps of those who came before them, they're paving the way for the future of the Hechtman Group.

To learn more about The Hechtman Group visit www.thehechtmangroup.com.

“ ”

Our best client relationships are those where we are part of the team that's focused on setting and achieving future financial goals... - Steve



Paige Dooley

A Lifetime of Finding Homes

Real estate has been a big part of REALTOR® Paige Dooley's life since she was a child. Her father's executive career saw the family move ten times, even internationally, by the time she turned sixteen, so Paige experienced firsthand what it takes to find a new place to call home. This constant change not only exposed her to a variety of architectural styles and lifestyles, but also instilled in her an appreciation for the concept of "home."

Whenever the family moved, Paige's mother, a gifted interior designer, turned the house into a warm and welcoming space, teaching Paige the importance of creating a true home wherever you are. In fact, one of Paige's favorite family traditions was, whenever they were on vacation, they'd explore new neighborhoods around the world and imagine which house they would choose if they lived there. "It was our way of getting to know a place and truly appreciate its charm," she recalls.

This childhood foundation along with her ten-year career in consumer advertising and marketing for national brands like Mr. Clean and Cap'n Crunch, equipped Paige with a perfect blend of sageness, creativity, strategy, and consumer insight when she entered

real estate full-time in 1994. Her background gave her a unique edge, allowing her to see real estate through both an artistic and analytical lens.

For Paige, a successful real estate transaction means helping clients make informed decisions that align with their long-term goals and personal values as well as the perfect house. "Real estate is the ultimate consumer purchase," she says. "It's not just about buying a house—it's about choosing a lifestyle and a place where memories are made."

Paige's idea of success is rooted in her ability to help clients achieve their goals. This client-first approach has allowed her to cultivate a business that's built on trust, with many clients becoming lifelong friends. "The most rewarding part of my business is fostering and maintaining multi-generational relationships," she says. "I now have the privilege of working with the children and parents of past clients. I relish the opportunity to teach younger generations about real estate and investing."

Looking ahead, Paige can't imagine not being involved in real estate. Knowing that the industry is always changing, she's



investing in her team to ensure that her clients continue to receive top-notch service. “By building a strong team, we can adapt and continue to serve our clients well,” she explains. “Our goal is to bring a 360-degree approach to real estate and to always uphold the highest standard of service.”

The Paige Dooley Team is made up of dedicated professionals with diverse backgrounds—everything from fine arts and tech to finance, education, and construction. “I’m proud to have a collection of exceptional agents who are not only hard-working, honorable, ethical, and fun people to be around, but are also known for their expertise in real estate and of the North Shore,” Paige says. “Our primary mission is to navigate the art and science of real estate with excellence.”

Paige’s love for history and architecture influence her life both professionally and personally. A longtime board member of the Winnetka Historical Society, she feels a strong responsibility to preserve North Shore’s rich history and stunning architecture. “I help clients understand the value of a home’s unique architectural elements and the quality of the original construction, while also helping them transform it into something fresh and current,” she claims. “Each time another historic house is ‘saved,’ it’s a success for the buyers, the neighborhood, and the community at large.”

Outside of real estate, Paige’s life is centered around her family and community. She and her husband, Joe, recently celebrated their fortieth wedding anniversary and their three grown sons are all thriving in their own careers. And Joe, an attorney and a lifelong coach and community leader, shares Paige’s passion for supporting the local culture and schools and progressive education, particularly in Winnetka. They are actively involved in the Winnetka Public School foundation, the Winnetka Music Festival, and other community events.

Paige also enjoys traveling, spending time at her family’s home in Mexico, gathering with friends, practicing yoga, listening to music, and sharing delicious food. “Moments of connection and laughter bring a sense of peace and happiness to my life,” Paige shares.

Such moments are created nearly every morning, when Paige, Joe, and their beloved dog, Milagro, walk to Starbucks—a cherished ritual that sets a positive tone for the day ahead by giving them the space to bond, connect with neighbors, and enjoy the beauty of nature.

For Paige, real estate is a calling—a calling to help people find a place that feels like home, wherever they are in life. There’s no doubt she will continue to establish a legacy that’s rooted in service, integrity, and meaningful relationships.



“Our goal is to bring a 360-degree approach to real estate and to always uphold the highest standard of service.”



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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	111	\$70,314,868	102	\$59,894,257	213	\$130,209,126
2	Jena	Radnay	20	\$60,178,900	10	\$37,885,000	30	\$98,063,900
3	Anita	Olsen	236	\$92,024,589	0	\$0	236	\$92,024,589
4	John	Morrison	54	\$48,991,250	34.5	\$29,359,203	88.5	\$78,350,453
5	Paige	Dooley	14.5	\$40,054,000	14	\$21,034,000	28.5	\$61,088,000
6	Andra	O'Neill	24	\$40,538,693	13	\$20,444,500	37	\$60,983,193
7	Connie	Dornan	34.5	\$27,226,825	31	\$30,962,678	65.5	\$58,189,503
8	Sarah	Leonard	71	\$33,113,184	65	\$24,031,747	136	\$57,144,932
9	Kim	Alden	25	\$15,119,160	101	\$40,761,278	126	\$55,880,438
10	Maria	DelBoccio	29.5	\$20,146,980	48	\$29,382,000	77.5	\$49,528,980
11	Anne	Dubray	22	\$25,983,500	20	\$21,858,500	42	\$47,842,000
12	Craig	Fallico	51.5	\$29,358,500	25	\$16,880,500	76.5	\$46,239,000
13	Beth	Wexler	19.5	\$23,575,000	11	\$21,768,000	30.5	\$45,343,000
14	Holly	Connors	44	\$25,040,375	31.5	\$17,522,204	75.5	\$42,562,579
15	Cory	Green	11	\$9,832,002	36	\$32,498,207	47	\$42,330,209
16	Dean	Tubekis	27	\$23,080,500	37	\$18,789,785	64	\$41,870,285
17	Jim	Starwalt	51	\$15,414,100	69.5	\$25,163,985	120.5	\$40,578,085
18	Nicholas	Solano	65	\$37,900,367	0	\$0	65	\$37,900,367
19	Leslie	McDonnell	43	\$22,750,400	25.5	\$14,395,500	68.5	\$37,145,900
20	Susan	Maman	10	\$17,847,500	10	\$18,262,000	20	\$36,109,500
21	Lisa	Wolf	46	\$23,325,400	26	\$11,136,088	72	\$34,461,488
22	Mary	Grant	10.5	\$18,435,331	9	\$13,760,500	19.5	\$32,195,831
23	Jacqueline	Lotzof	9	\$5,422,000	22.5	\$26,189,750	31.5	\$31,611,750
24	Jeff	Ohm	10	\$14,811,015	12	\$16,602,015	22	\$31,413,030
25	Jennifer	Olson Jones	55	\$30,062,822	1	\$465,000	56	\$30,527,822
26	Michael	Thomas	26	\$15,785,750	19.5	\$13,498,400	45.5	\$29,284,150
27	Matthew	Messel	17	\$7,960,500	43	\$21,048,074	60	\$29,008,574
28	Robbie	Morrison	27.5	\$18,116,000	12	\$10,777,298	39.5	\$28,893,298
29	Marina	Carney	9	\$15,150,625	6.5	\$13,732,500	15.5	\$28,883,125
30	Kelly	Malina	63	\$27,299,205	3	\$1,090,000	66	\$28,389,205
31	Dawn	McKenna	4.5	\$12,009,500	8	\$15,623,000	12.5	\$27,632,500
32	Megan	Mawicke Bradley	6.5	\$12,014,007	7	\$15,253,000	13.5	\$27,267,007
33	Ann	Lyon	12.5	\$12,690,000	10	\$14,024,000	22.5	\$26,714,000
34	Marlene	Rubenstein	6	\$5,700,400	15	\$19,358,811	21	\$25,059,211

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Benjamin	Hickman	26	\$9,051,450	39	\$16,005,300	65	\$25,056,750
36	Cathy	Oberbroeckling	40	\$21,887,932	7	\$2,749,190	47	\$24,637,122
37	Jamie	Hering	38	\$12,213,799	32	\$12,377,489	70	\$24,591,288
38	John	Barry	11	\$15,059,154	7	\$9,389,254	18	\$24,448,408
39	Vittoria	Logli	17	\$16,722,378	8	\$7,425,700	25	\$24,148,078
40	Andrew	Mrowiec	9	\$15,150,625	6.5	\$8,682,500	15.5	\$23,833,125
41	Pam	MacPherson	8	\$9,237,900	15.5	\$13,564,000	23.5	\$22,801,900
42	Connie	Antoniou	14.5	\$14,540,500	10	\$8,222,500	24.5	\$22,763,000
43	Pat	Kalamatas	39	\$19,581,794	8	\$3,107,945	47	\$22,689,739
44	Julie	Schultz	12	\$12,811,817	11	\$9,877,700	23	\$22,689,517
45	Lisa	Trace	7.5	\$9,452,700	9	\$12,945,250	16.5	\$22,397,950
46	Brandy	Isaac	11	\$14,457,000	7	\$7,586,000	18	\$22,043,000
47	Ted	Pickus	8.5	\$9,253,000	11	\$11,834,000	19.5	\$21,087,000
48	Judy	Greenberg	18	\$11,650,091	13	\$9,093,565	31	\$20,743,656
49	Jodi	Cinq-Mars	24.5	\$8,617,300	31.5	\$11,486,380	56	\$20,103,680
50	Shaun	Raugstad	13	\$14,346,300	7	\$5,555,000	20	\$19,901,300

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Cheryl	Bonk	42	\$19,887,994	0	\$0	42	\$19,887,994
52	Linda	Little	42	\$19,887,994	0	\$0	42	\$19,887,994
53	Kate	Fanselow	12	\$8,012,500	18	\$11,745,500	30	\$19,758,000
54	Mary	Summerville	13	\$6,837,175	22	\$12,868,050	35	\$19,705,225
55	Missy	Jerfita	14	\$12,723,225	9	\$6,659,000	23	\$19,382,225
56	Tyler	Lewke	17.5	\$6,765,125	27	\$12,356,913	44.5	\$19,122,038
57	Amy	Diamond	24.5	\$11,656,201	15	\$7,134,400	39.5	\$18,790,601
58	Nathan	Freeborn	9	\$5,873,000	17	\$12,915,200	26	\$18,788,200
59	Ashley	Kain Spector	5	\$7,935,000	10	\$10,735,000	15	\$18,670,000
60	Vaseekaran	Janarthanam	11	\$5,586,602	31	\$13,049,041	42	\$18,635,643
61	Deborah	Hepburn	11.5	\$9,537,000	9	\$8,946,400	20.5	\$18,483,400
62	Janet	Borden	12.5	\$11,396,320	7	\$6,823,419	19.5	\$18,219,739
63	Joey	Gault	13	\$18,003,500	0	\$0	13	\$18,003,500
64	Danny	McGovern	13.5	\$9,196,900	11	\$8,763,000	24.5	\$17,959,900
65	Esther	Zamudio	15.5	\$4,163,900	44.5	\$13,613,500	60	\$17,777,400
66	Jackie	Mack	19	\$11,289,820	9	\$6,418,000	28	\$17,707,820
67	Lindsey	Kaplan	11.5	\$5,385,750	19	\$12,104,700	30.5	\$17,490,450
68	Laura	Fitzpatrick	3	\$5,402,500	12	\$11,953,000	15	\$17,355,500
69	Kimberly	Shortsle	5	\$6,175,500	9.5	\$10,789,500	14.5	\$16,965,000
70	Caroline	Starr	19.5	\$9,727,672	13	\$6,998,554	32.5	\$16,726,226
71	Abhijit	Leekha	11	\$5,677,500	21	\$10,965,511	32	\$16,643,011
72	Geoff	Brown	9	\$8,110,054	10	\$8,521,500	19	\$16,631,554
73	Lori	Baker	8.5	\$11,360,750	5	\$5,185,000	13.5	\$16,545,750
74	David	Schwabe	20	\$9,398,250	17	\$7,012,000	37	\$16,410,250
75	Melissa	Siegal	4	\$3,332,500	13.5	\$13,035,000	17.5	\$16,367,500
76	Lauren	Mitrick Wood	2	\$2,440,000	11.5	\$13,748,550	13.5	\$16,188,550
77	Samantha	Kalamaras	21	\$12,001,400	8	\$4,155,991	29	\$16,157,391
78	Diana	Matichyn	18.5	\$8,749,824	17	\$7,371,250	35.5	\$16,121,074
79	Samantha	Trace	7	\$8,555,200	4	\$7,371,250	11	\$15,926,450
80	Kelly	Baysinger	9.5	\$5,205,250	18.5	\$10,641,769	28	\$15,847,019
81	Beth	Alberts	11	\$8,994,000	8.5	\$6,710,850	19.5	\$15,704,850
82	Lyn	Wise	6	\$3,998,000	14.5	\$11,614,216	20.5	\$15,612,216
83	Joan	Couris	26.5	\$10,009,256	12	\$5,566,000	38.5	\$15,575,256
84	Ryan	Cherney	28	\$15,527,501	0	\$0	28	\$15,527,501

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Emily	Smart Lemire	2.5	\$3,007,500	8.5	\$12,308,500	11	\$15,316,000
86	Dominick	Clarizio	4.5	\$5,220,750	9.5	\$9,993,222	14	\$15,213,972
87	James	Ziltz	30	\$15,199,511	0	\$0	30	\$15,199,511
88	Winfield	Cohen	16.5	\$6,445,850	13	\$8,634,356	29.5	\$15,080,206
89	Alissa	McNicholas	7.5	\$10,454,250	4	\$4,560,000	11.5	\$15,014,250
90	C Bryce	Fuller	17.5	\$9,400,111	10	\$5,347,600	27.5	\$14,747,711
91	Jodi	Taub	7.5	\$6,443,500	9.5	\$8,247,500	17	\$14,691,000
92	Joanne	Hudson	4.5	\$5,886,750	5	\$8,735,888	9.5	\$14,622,638
93	Lori	Rowe	17.5	\$10,151,900	6	\$4,251,750	23.5	\$14,403,650
94	Sheryl	Graff	9	\$11,970,000	1	\$2,375,000	10	\$14,345,000
95	Meredith	Schreiber	6.5	\$5,490,375	12	\$8,728,500	18.5	\$14,218,875
96	Majbrith	Brody	10	\$9,058,900	5	\$5,155,000	15	\$14,213,900
97	Susan	Teper	7.5	\$6,362,500	8	\$7,833,000	15.5	\$14,195,500
98	Nancy	Gibson	11	\$10,424,495	5	\$3,695,555	16	\$14,120,050
99	Cynthia	Poulakidas Tobin	6	\$7,504,000	3	\$6,500,000	9	\$14,004,000
100	Katharine	Hackett	3	\$3,653,000	7	\$10,235,000	10	\$13,888,000

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TOP 250 STANDINGS

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


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Allison	Silver	9.5	\$9,519,320	4.5	\$4,352,000	14	\$13,871,320
102	Justin	Greenberg	9.5	\$9,628,350	7.5	\$4,122,000	17	\$13,750,350
103	Rutul	Parekh	9.5	\$1,974,400	32	\$11,718,701	41.5	\$13,693,101
104	Lyn	Flannery	8	\$10,515,000	2	\$3,065,000	10	\$13,580,000
105	Margie	Brooks	8.5	\$6,866,500	8	\$6,700,000	16.5	\$13,566,500
106	Gloria	Matlin	6.5	\$9,807,300	4	\$3,573,500	10.5	\$13,380,800
107	Alan	Berlow	12	\$7,554,500	9	\$5,767,313	21	\$13,321,813
108	Jeannie	Kurtzhalts	7.5	\$10,331,000	3	\$2,909,000	10.5	\$13,240,000
109	Andee	Hausman	12	\$5,218,050	15.5	\$8,010,140	27.5	\$13,228,190
110	Tara	Kelleher	8	\$6,409,000	9	\$6,341,500	17	\$12,750,500
111	Vilma	Alvarez	22	\$8,646,552	9.5	\$3,651,385	31.5	\$12,297,938
112	Julie	Fleetwood	4	\$2,382,500	7	\$9,903,900	11	\$12,286,400
113	Kathryn	Mangel	4	\$6,592,775	4.5	\$5,676,250	8.5	\$12,269,025
114	Sara	Brahm	1	\$1,599,000	6	\$10,596,000	7	\$12,195,000
115	Heidi	Seagren	6.5	\$4,486,153	9.5	\$7,703,500	16	\$12,189,653
116	Elise	Rinaldi	6	\$8,732,000	3	\$3,446,000	9	\$12,178,000
117	Corey	Barker	16	\$6,963,199	12	\$5,207,500	28	\$12,170,699
118	Linda	Levin	5	\$4,815,000	7.5	\$7,350,000	12.5	\$12,165,000
119	Joseph	Render	21.5	\$8,519,052	8.5	\$3,605,850	30	\$12,124,902
120	Christopher	Paul	23	\$9,057,700	8	\$3,014,000	31	\$12,071,700
121	Renee	Clark	11.5	\$8,995,250	6	\$3,076,000	17.5	\$12,071,250
122	Jamie	Roth	8	\$6,641,500	3	\$5,410,000	11	\$12,051,500
123	David	Pickard	16	\$5,930,000	15	\$6,005,000	31	\$11,935,000
124	Randall	Brush	18	\$7,595,500	7	\$4,329,100	25	\$11,924,600
125	Barbara	Noote	21	\$7,515,600	11	\$4,325,910	32	\$11,841,510
126	Jody	Dickstein	5	\$7,227,500	2	\$4,594,000	7	\$11,821,500
127	Debra	Baker	8	\$6,208,680	8	\$5,569,000	16	\$11,777,680
128	Rebekah	Wipperfurth	9.5	\$3,767,000	16	\$7,973,910	25.5	\$11,740,910
129	Susan	Amory Weninger	5	\$6,055,250	3	\$5,641,500	8	\$11,696,750
130	Rafay	Qamar	14	\$5,502,350	14	\$6,180,830	28	\$11,683,180
131	Michael	Graff	5.5	\$5,181,101	10	\$6,251,001	15.5	\$11,432,102
132	Mona	Hellinga	4	\$8,155,000	1	\$3,200,000	5	\$11,355,000
133	Katherine	Hudson	4	\$4,666,500	8	\$6,641,250	12	\$11,307,750
134	Jesus	Perez	18	\$4,588,000	29	\$6,636,908	47	\$11,224,908

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Kathryn	Moor	4.5	\$8,271,500	1.5	\$2,930,000	6	\$11,201,500
136	Judy Ann	Bruce	14	\$7,842,400	8	\$3,337,500	22	\$11,179,900
137	Kati	Spaniak	5.5	\$5,920,300	6.5	\$5,145,500	12	\$11,065,800
138	Aaron	Share	6.5	\$6,728,000	5	\$4,324,802	11.5	\$11,052,802
139	David	Korkoian	14.5	\$6,351,300	9	\$4,687,000	23.5	\$11,038,300
140	Miranda	Alt	15	\$6,209,050	10	\$4,825,900	25	\$11,034,950
141	Daniel	Timm	17.5	\$8,900,944	4	\$2,130,000	21.5	\$11,030,944
142	Karen	Majerczak	7.5	\$4,394,138	9	\$6,553,554	16.5	\$10,947,692
143	Anne	Hardy	10	\$8,004,500	3	\$2,936,000	13	\$10,940,500
144	Zack	Matlin	6	\$9,374,800	2	\$1,529,000	8	\$10,903,800
145	Elizabeth	Bryant	6.5	\$5,352,550	6	\$5,514,000	12.5	\$10,866,550
146	Katie	Hauser	2.5	\$3,650,000	6	\$7,195,964	8.5	\$10,845,964
147	Ralph	Milito	11	\$6,242,100	8	\$4,582,500	19	\$10,824,600
148	Grigory	Pekarsky	3	\$2,123,000	11.5	\$8,669,250	14.5	\$10,792,250
149	John	Mawicke	4.5	\$7,117,007	1	\$3,600,000	5.5	\$10,717,007
150	David	Chung	2.5	\$3,040,194	6	\$7,655,000	8.5	\$10,695,194


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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Lynn	Romanek-Holstein	9	\$9,410,000	1	\$1,250,000	10	\$10,660,000
152	Sherri	Esenberg	12	\$5,425,500	11	\$5,210,924	23	\$10,636,424
153	Teresa	Stultz	19	\$6,321,700	12	\$4,250,980	31	\$10,572,680
154	Mohammed	Iftikhar	10	\$6,903,999	7.5	\$3,620,993	17.5	\$10,524,992
155	Samuel	Lubeck	4	\$1,834,000	13	\$8,653,749	17	\$10,487,749
156	Kelly	Janowiak	15.5	\$6,623,100	7	\$3,840,500	22.5	\$10,463,600
157	Jen	Ortman	8.5	\$4,077,568	15	\$6,319,500	23.5	\$10,397,068
158	Helen	Oliveri	12	\$5,018,750	12	\$5,317,490	24	\$10,336,240
159	Meredith	Pierson	9.5	\$10,331,500	0	\$0	9.5	\$10,331,500
160	Bonnie	Tripton	1	\$2,175,000	5	\$8,130,000	6	\$10,305,000
161	Anna	Klarck	8	\$3,594,500	13	\$6,646,820	21	\$10,241,320
162	Ila	Coretti	3	\$5,145,350	3	\$5,075,000	6	\$10,220,350
163	Michael	Mitchell	4	\$8,655,000	3	\$1,555,000	7	\$10,210,000
164	Elizabeth	Wieneke	6	\$7,465,500	2	\$2,676,900	8	\$10,142,400
165	Michael	Lohens	10	\$5,722,951	8	\$4,404,900	18	\$10,127,851
166	Jean	Anderson	3.5	\$6,363,000	3	\$3,742,500	6.5	\$10,105,500
167	Amy	Kite	12.5	\$4,939,623	13.5	\$5,097,800	26	\$10,037,423
168	Leigh	Marcus	4	\$3,995,500	7.5	\$6,040,650	11.5	\$10,036,150
169	Lynda	Sanchez-Werner	31	\$9,741,600	1	\$289,990	32	\$10,031,590
170	Harris	Ali	4	\$1,632,500	21	\$8,355,000	25	\$9,987,500
171	Kate	Huff	4	\$4,435,000	4	\$5,454,500	8	\$9,889,500
172	Annie	Royster Lenzke	1.5	\$2,670,000	4.5	\$7,178,750	6	\$9,848,750
173	Anne Marie	Murdoch	3	\$4,419,000	5	\$5,420,000	8	\$9,839,000
174	Patricia	Smarto	14	\$7,281,500	7	\$2,557,150	21	\$9,838,650
175	Sara	Sogol	20	\$7,480,000	6	\$2,341,500	26	\$9,821,500
176	Frank	Capitanini	1.5	\$1,560,500	10	\$8,200,111	11.5	\$9,760,611
177	Christopher	Lobrillo	31	\$9,741,600	0	\$0	31	\$9,741,600
178	Michael	Herrick	9	\$4,373,000	6	\$5,358,000	15	\$9,731,000
179	Howard	Meyers	3.5	\$4,447,500	4.5	\$5,260,000	8	\$9,707,500
180	Tetiana	Konenko	3	\$1,718,500	23	\$7,984,500	26	\$9,703,000
181	Ryan	Pavey	8	\$2,974,500	11.5	\$6,727,900	19.5	\$9,702,400
182	Juliet	Towne	10.5	\$6,537,500	7	\$3,109,900	17.5	\$9,647,400
183	Dinny	Dwyer	6	\$5,186,500	5	\$4,454,000	11	\$9,640,500
184	Brady	Andersen	3.5	\$6,022,500	5	\$3,572,500	8.5	\$9,595,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Carrie	McCormick	2.5	\$6,030,000	3	\$3,552,600	5.5	\$9,582,600
186	Carol	Hunt	6	\$5,400,500	1	\$4,155,000	7	\$9,555,500
187	Misael	Chacon	26	\$9,120,300	1	\$435,000	27	\$9,555,300
188	David	Jaffe	10	\$4,752,000	10	\$4,762,000	20	\$9,514,000
189	Grace	Flatt	3	\$2,988,500	5	\$6,525,000	8	\$9,513,500
190	Julie	Hartvigsen	5	\$8,980,994	1	\$495,000	6	\$9,475,994
191	Ashlee	Fox	5	\$3,400,000	8	\$6,072,350	13	\$9,472,350
192	Annika	Valdiserri	6	\$7,430,000	2	\$2,026,000	8	\$9,456,000
193	Cory	Albiani	8.5	\$6,123,500	5	\$3,280,000	13.5	\$9,403,500
194	Ashraf	Memon	5	\$3,066,000	12	\$6,303,950	17	\$9,369,950
195	C. Steven	Weirich	6	\$3,596,000	8	\$5,762,500	14	\$9,358,500
196	Ashley	Arzer	7	\$3,232,250	9	\$6,098,000	16	\$9,330,250
197	Julie	Jensen	2	\$1,477,000	10	\$7,831,000	12	\$9,308,000
198	Carrie	Tarzon	2.5	\$3,948,000	6.5	\$5,291,400	9	\$9,239,400
199	Janine	Sasso	15	\$6,347,450	4	\$2,845,000	19	\$9,192,450
200	Joe Tyler	Gerber	9.5	\$4,593,500	7	\$4,580,000	16.5	\$9,173,500


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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Marla	Schneider	8.5	\$5,481,850	6	\$3,620,000	14.5	\$9,101,850
202	Patrick	Milhaupt	3	\$4,044,500	2	\$5,035,000	5	\$9,079,500
203	Emily	Sachs Wong	0	\$0	7	\$9,040,250	7	\$9,040,250
204	Elizabeth	Smith	3	\$3,925,000	3	\$5,109,000	6	\$9,034,000
205	Heather	Fowler	4	\$3,212,000	3	\$5,806,494	7	\$9,018,494
206	Oskar	Wiatr	3	\$3,710,000	16	\$5,292,900	19	\$9,002,900
207	Audra	Casey	6	\$4,664,000	4	\$4,336,000	10	\$9,000,000
208	David	Yocum	7	\$2,482,600	11	\$6,476,507	18	\$8,959,107
209	Stacy	Johnson	9	\$4,352,500	11	\$4,603,000	20	\$8,955,500
210	Matthew	Lysien	13.5	\$3,857,650	15	\$5,089,900	28.5	\$8,947,550
211	Sally	Mabadi	7.5	\$8,947,500	0	\$0	7.5	\$8,947,500
212	Honore	Fru mentino	5.5	\$3,661,700	9	\$5,278,000	14.5	\$8,939,700
213	Dave	Blum	6.5	\$3,100,400	12	\$5,830,640	18.5	\$8,931,040
214	Kelly	Dunn Rynes	6	\$5,378,000	6	\$3,513,000	12	\$8,891,000
215	Julia	Alexander	3	\$1,058,000	19	\$7,752,669	22	\$8,810,669
216	Andrea Lee	Sullivan	17	\$6,049,200	8	\$2,748,500	25	\$8,797,700
217	Meg	Likus	6	\$5,590,000	4	\$3,175,000	10	\$8,765,000
218	Donna	Mancuso	3	\$5,363,000	2	\$3,325,000	5	\$8,688,000
219	Kary	Leon	8.5	\$5,373,325	6.5	\$3,301,400	15	\$8,674,725
220	Matt	Laricy	2	\$1,620,000	8	\$7,046,350	10	\$8,666,350
221	Stewart	Ramirez	22	\$6,369,000	6	\$2,282,500	28	\$8,651,500
222	Connie	Barhorst	13	\$5,988,121	6	\$2,617,000	19	\$8,605,121
223	Dmytro	Bezrukavyy	2	\$555,000	27.5	\$8,048,000	29.5	\$8,603,000
224	Undram	Tsogbat	1	\$415,000	19	\$8,159,900	20	\$8,574,900
225	Greg	Klemstein	23	\$7,281,261	3	\$1,277,000	26	\$8,558,261
226	Todd	Trawinski	3	\$1,274,555	7	\$7,261,262	10	\$8,535,817
227	Debbie	Glickman	5.5	\$4,564,500	6	\$3,926,799	11.5	\$8,491,299
228	Sue	Hall	7	\$5,782,800	5	\$2,691,900	12	\$8,474,700
229	Evan	Reynolds	5	\$1,441,500	21.5	\$7,032,190	26.5	\$8,473,690
230	David	Moreno	2	\$990,000	15	\$7,472,869	17	\$8,462,869
231	Dan	Jones	3	\$4,860,000	1	\$3,600,000	4	\$8,460,000
232	Nevin	Nelson	8	\$2,560,750	12.5	\$5,832,888	20.5	\$8,393,638
233	Lisa	Rosengard	5	\$4,423,000	3	\$3,955,000	8	\$8,378,000
234	Kimberly	Meixner	5	\$4,122,000	7	\$4,255,139	12	\$8,377,139

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Lindsay	Schulz	10	\$3,792,800	12	\$4,556,500	22	\$8,349,300
236	David	Leigh	15	\$7,044,369	3	\$1,253,810	18	\$8,298,179
237	Jennifer	Lussow	9	\$5,168,250	6	\$3,129,500	15	\$8,297,750
238	Peggy	Glickman	2	\$1,536,000	7	\$6,759,000	9	\$8,295,000
239	Veronica	Rodriguez	14	\$6,888,900	2	\$1,404,900	16	\$8,293,800
240	Houda	Chedid	4	\$7,250,000	1	\$999,900	5	\$8,249,900
241	Matt	Steiger	7	\$4,641,500	5	\$3,565,000	12	\$8,206,500
242	Timothy	Lydon	12	\$4,976,000	5	\$3,222,000	17	\$8,198,000
243	Marybeth	Durkin	9	\$4,789,000	6	\$3,366,900	15	\$8,155,900
244	Susan	Carey	0	\$0	4	\$8,150,000	4	\$8,150,000
245	Tania	Forte	6	\$2,907,500	7	\$5,220,900	13	\$8,128,400
246	Lisa	Schulkin	6	\$7,126,000	1	\$995,000	7	\$8,121,000
247	Steven	Goodman	7	\$2,890,775	10	\$5,215,115	17	\$8,105,890
248	Rita	Baba	2	\$749,000	15	\$7,311,500	17	\$8,060,500
249	Leslie	Maguire	4.5	\$5,460,000	1	\$2,600,000	5.5	\$8,060,000
250	Emily	McClintock	4	\$4,020,000	3	\$4,039,000	7	\$8,059,000

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