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They grow up so fast. So cliché, but as the saying goes, clichés are cliché for a reason. Our older two daughters resemble adults now more than kids and our younger two are definitely not toddlers anymore! If all goes to plan, our oldest will graduate from high school in three years. There seems to be an endless tension that exists as a parent of wanting your kids to be fully prepared to flawlessly handle every life situation while simultaneously encouraging them to take some risks, make mistakes, fail, and then learn from them.

It's not lost on me that as a parent I sit in the tension of giving my young ones autonomy to take responsibility and live with the positive or negative consequences of making their own decisions, while also being able to discern when to override those choices and intervene. This game of tug of war has become more heightened over the past couple of years in the Burton household. I always have to keep in mind that the end goal is for our kids to leave the nest. Childhood and early adolescence are simply a training ground for adulthood and beyond.

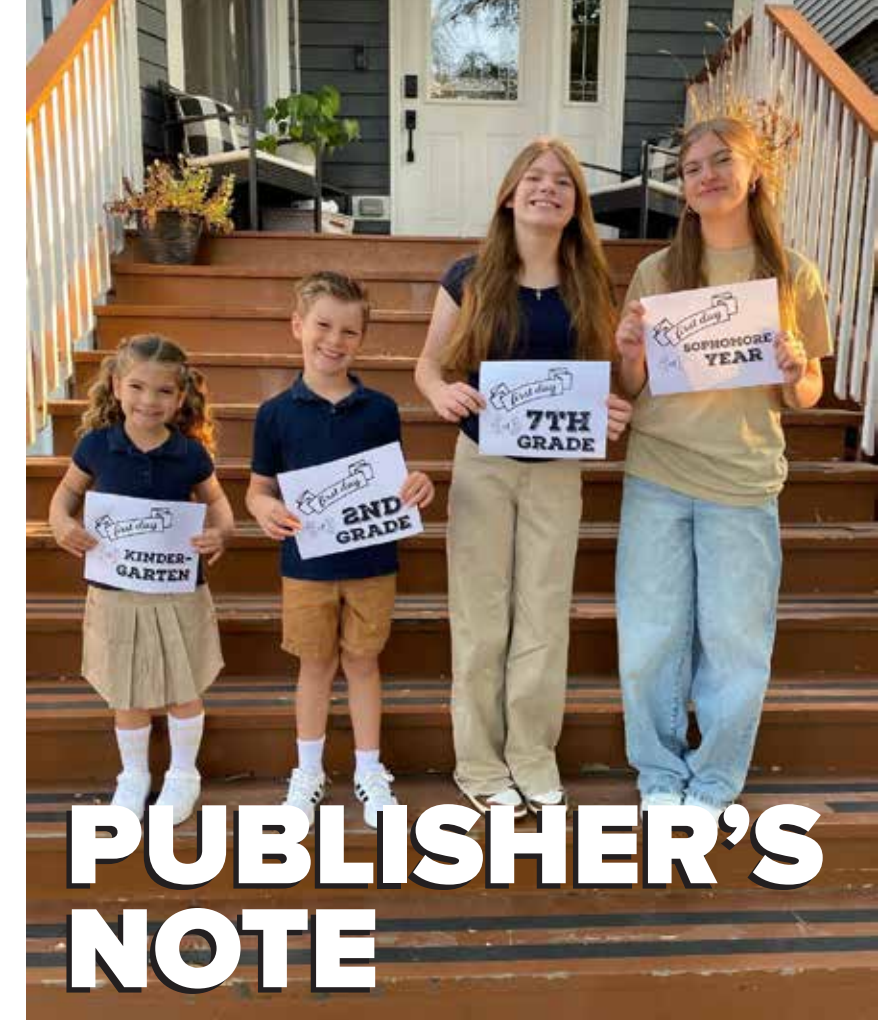
Our industry is going through a phase of tension. What will we learn over the next several months that will be beneficial to our business in 2025 and the years to come? My encouragement to you is to glean insights from your colleagues and realize that the information you absorb in the months to come is nothing short of a training ground for the next several years. We hope you can join us as we help the cause by reconnecting with the *North Shore Real Producers* community for our fall event at The Shack Indoor Golf Club at 1 PM on October 17th! Details and the registration link can be found on page 14.



Andy Burton
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PUBLISHER'S NOTE

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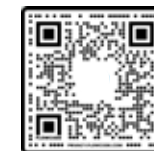


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MY DAD'S DRIVE, AMBITION, DETERMINATION, AND SUCCESS HAS ALWAYS BEEN VERY INSPIRING...MY DAD HAS SHOWN ME THAT IF YOU PUT YOUR MIND TO SOMETHING, IT WILL HAPPEN IN TIME."

Carmen grew up in Michigan, where she became a mother at a young age. This pushed her to mature quickly and instilled in her a strong sense of responsibility and ambition. She also always looked up to her father as an example of determination.

Carmen's dad is an entrepreneur in the construction industry. As Carmen grew up, she would go to work with him on occasion, where she was exposed to new construction and the residential real estate world. In fact, she learned to drywall at the age of five.

"My dad's drive, ambition, determination, and success have always been very inspiring," Carmen shares. "He's been knocked down, but he always got right back up. Nothing gets in his way. I consider myself an ambitious person, and I have 'that itch' to always do more. My dad has shown me that if you put your mind to something, it will happen in time."

Determined to provide for her daughter, Carmen entered the healthcare field, starting as a certified nursing assistant at a nursing home, shortly after graduating high school. Although she worked overtime, as a teenager raising a small child, she was living paycheck to paycheck. She knew she couldn't live like that forever, so she decided to go back to school and get her degree.

"I initially wanted to get a nursing degree, but over the next few years, along with moving several times, I decided a career in respiratory therapy seemed more exciting than nursing," Carmen explains.

Carmen continued to push through with school, picking up a second job along the way. While attending college in Myrtle Beach, South Carolina, she met a friend who owned a real estate company. "I watched him grow his business from just him and an assistant to a large team that is still very successful," Carmen notes. "I was intrigued and inspired. He had so much freedom with his schedule. A spark went off in my head and I knew that [that freedom] was what I wanted long-term."

CARMEN RAJALA'S JOURNEY INTO REAL ESTATE IS NOT JUST ABOUT CHANGING CAREERS, IT'S ABOUT RESHAPING HER LIFE. CARMEN'S PATH HAS BEEN ONE OF RESILIENCE, ADAPTATION, AND A RELENTLESS PURSUIT OF A BETTER LIFE FOR HERSELF AND HER DAUGHTER—VALUES THAT SHE CARRIES INTO HELPING OTHERS IN REAL ESTATE.

Upon graduation, Carmen took a stable job as a respiratory therapist (RT) at Duke University. Knowing she had to eventually step outside her comfort zone, she opted to become a travel RT. Living in different states throughout her travel career gave her the ability to explore new regions and opened her mind to endless possibilities.

“I believed leaving my stable position was worth the risk to achieve my long-term goals,” Carmen explains. “My RT travels eventually brought me to Chicago, where I saw the greatest opportunity to fulfill my dream of getting into real estate. I haven’t looked back since.”



When Carmen dove into real estate in 2022, she wasn’t just starting a new job, she was building a new life for herself and her daughter. Carmen’s real estate practice reflects that. She believes her job isn’t just about selling homes, but also about helping people find their place in the world. She puts her heart into every deal, ensuring her clients receive the white-glove service that they deserve.

In fact, one of Carmen’s early successes involved helping a first-time buyer renovate a fixer-upper into a dream home. “The home needed so much help—the basement was flooded, little of the electricity worked, the steps to the basement and second level were broken, and more—but my client had a vision. Now a year and a half later, it’s a masterpiece! My connection with this client has grown into a friendship and long-lasting relationship. Creating this type of relationship with my clients has been my goal since getting into the career,” Carmen says, smiling.

In her free time, Carmen enjoys staying active in the gym, being outdoors, and exploring Chicago’s vibrant culinary scene. She has a passion for biking along the city’s scenic lakefront trails, which not only offers her a way to unwind, but also keeps her connected to its dynamic pulse. Additionally, she relishes the opportunity to discover new restaurants



Carmen with her daughter.

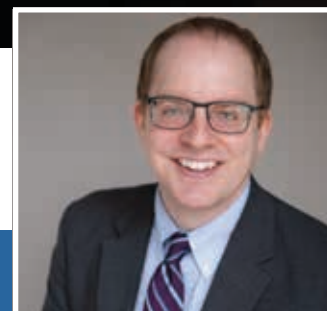
and cuisines. In fact, she’s halfway through her list of more than 100 restaurants to visit.

As Carmen continues to build her career, her passion for real estate, her love for her daughter, and her determination to help her clients create new beginnings remains at the heart of everything she does. It will be exciting to see how far she goes.



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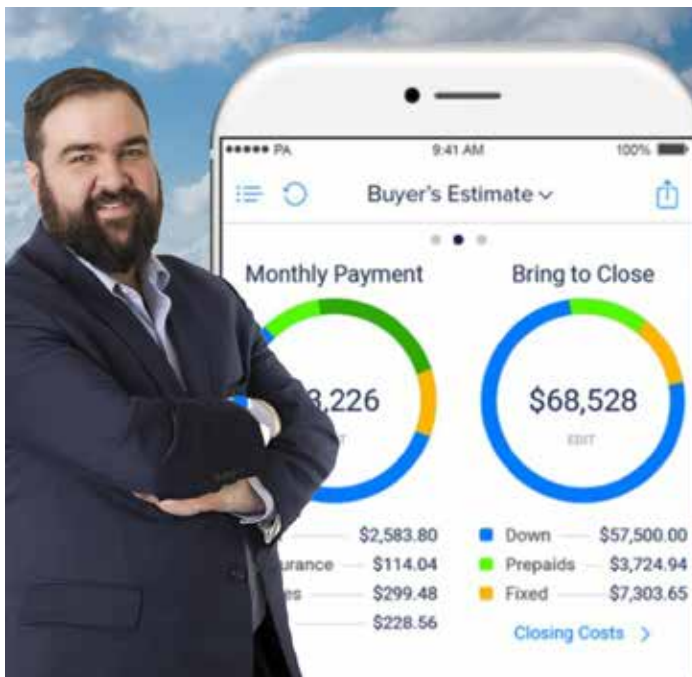
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**BRINGING THE
REALNESS
TO REAL ESTATE**

KATE FANSELOW

cover story ◀◀
By Chris Menezes
Photos by Elliot Powell

In the winter of 2020, Kate Fanselow found herself at a crossroads. Her husband was changing careers, her youngest child was heading off to kindergarten, and after eight years as a stay-at-home mom, Kate knew it was time to re-enter the workforce. Unsure of where to begin, she cast a wide net, saying yes to any opportunity that came her way. That's when she landed an assistant job with a top REALTOR® in North Barrington.

Thrown into the deep end during the height of the pandemic, Kate didn't just dip her toes into the real estate world, she dove in headfirst. With a determination fueled by necessity, she managed to get her real estate license in just three months, driving all the way to St. Louis for the exam due to testing delays in Illinois. The day after passing, she was out showing houses, figuring out the basics like how to open a lockbox on the fly. "It was sink or swim," Kate recalls, but as with every challenge she's ever faced, she swam straight to the top.

Kate quickly discovered that her success was not just about learning the mechanics of the industry, but also about overcoming the unique challenges life had thrown her way. One of those challenges was her late diagnosis

of ADHD at eighteen years old, which she had initially viewed as a hurdle that would keep her from achieving her full potential.

"I used to feel that I wasn't smart," Kate admits. "I thought I could never be successful at school or a career, and I used it [ADHD] as a crutch for my failures." But in her new career, Kate transformed this perceived weakness into one of her greatest strengths. She realized that her ADHD was actually a powerful tool in the fast-paced, multifaceted world of real estate. "My brain is beautiful," she says proudly. "I can juggle so many things and be impulsive in an industry that demands it."

Kate's upbringing also played a significant role in shaping who she is today. Born in Northern California, she grew up in the tight-knit community of Los Gatos, surrounded by her big Italian family. Her great-grandparents had immigrated from Italy through Ellis Island and settled in Los Gatos because it reminded them of home. The values instilled in her during those formative years—community, hard work, and resilience—have been the bedrock of her success.

Kate's move to Chicago in her early 20s was another major leap of



“
**MY BRAIN IS
BEAUTIFUL...**

I can juggle so many things and be impulsive in an industry that demands it.”

faith. Meeting her now husband at her brother's wedding led her to pack up and leave sunny California for the harsh winters of the Midwest. "I thought, 'I'll just buy a cute coat and it'll be totally fine,'" she recalls, laughing. "Well, this California girl learned that cute coats don't cut it in a Chicago winter."



Kate with her family.



Despite the challenges of adjusting to a new city and a new climate, Kate continued to persevere and the experiences only made her stronger. It's this resilience, and her good humor, that she carried into her real estate career, where she quickly began doubling her business year-over-year. As her success grew, so did her need for support, which led her to form the Kate Fanselow Group.

Kate's team members, both REALTORS®, are like family to her. She speaks with admiration and deep affection for Mo Marienthal, who is currently battling cancer. "Mo is not only the mother to two beautiful children, but also an incredible

business partner and friend. No one works harder or cares more than Mo," Kate affirms. Together with Anne Mannelly, who is building her business one deal at a time, they form a close-knit team dedicated to going above and beyond for their clients.

Outside of real estate, Kate is just as passionate and driven. Whether she's playing tennis or paddle tennis, spending time with her family, or even lying in bed—her favorite way to relax, Kate approaches everything with the same all-in attitude

"Oh, how I love my family," she says of her husband, Ed, and their two kids, Penny (13) and Teddy (10). "We have so

much fun together. We are busy. [There's] Something every weekend and almost every day. But I also love my bed. When I leave my bed in the morning, I say, 'I'll miss you, my friend,'" she says with a smile.

As Kate looks to the future, she remains focused on her goals and the importance of staying adaptable and grateful. "Right now, my goal is to get some systems in place to make things easier and more fluid for the future," she explains.

But more than anything, Kate knows that success in real estate, like in life, comes from hard work, kindness, and truly listening to clients, as well as the ability to overcome challenges, fix your mistakes, and keep moving forward.

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Photos by Joe Castello

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SETTING THE RIGHT VIBE FOR HOME BUYING

In the high-interest-rate market we find ourselves in today, Alex Filin stands out not only for his professional acumen, but also for his unwavering commitment to his clients. Since his last feature, Alex has continued to exemplify the qualities that make him a trusted mortgage advisor at Vybe Mortgage, which includes always focusing on setting the right vibe for home buying.



Market conditions have shifted significantly since the historically low rates of 2021, and Alex has adeptly adapted, advising clients on the best strategies to navigate the current market. He emphasizes the importance of buying now and refinancing later, when rates come down.

“Many buyers are waiting for rates to come down, but the challenge is that home prices are likely to rise when rates drop due to the ongoing shortage of homes on the market,” explains Alex. “It makes more sense to buy now and refinance later when rates decrease.”

It’s Alex’s educational approach and commitment to open communication that sets him apart. By being available at all times, Alex ensures that his clients always have a direct line

to him. “Most people make decisions in the evening or over the weekend. I provide my cell number to my clients so they can call or text me when they have questions,” he says.

Of course, Alex emphasizes the role his team plays in keeping the vibe right throughout the buying process too. “What makes us great is our amazing processing team,” Alex claims. “Brian Daniels and Stephanie Malik, who have many raving fans [among our clients], are the two processors who communicate with our clients once they are under contract and get the loan approved with our underwriters. I also have a production manager, Matt Houdek, who oversees the entire loan process. He makes sure everything keeps going smoothly and that the loan closes on time.”

The dedication Alex's team has for keeping the vibe right extends to the real estate agents they collaborate with as well. Alex ensures a smooth process from beginning to end by educating and pre-approving clients, staying on top of communications throughout, and ensuring timely closings. Beyond transactions, Alex also loves helping REALTORS® with open houses and client appreciation events, and by just being there for whatever they need.

"I enjoy creating relationships with my referral partners and clients as I help them with their American dream of buying a home," he says.

Looking ahead, Alex envisions significant growth for his business. His dedication to continuous improvement and client education remains a driving force for him. However, as a family-first kind of guy, for Alex, success is not solely measured by professional achievements. "Success to me is being present for my family and making a positive impact on my clients' lives," he explains.

Balancing his professional and personal lives is essential to Alex, a true family man who finds joy in simple, everyday moments with his wife, Jennifer, and their daughter, Piper. "Piper is seven years old now, and she will remember the things we do and say. My number one goal is to create great, lifelong memories for her the same way my family did for me when I was a kid," Alex says.

Some of the memories he's creating now include breakfasts at Egg Harbor Cafe; walks with their goldendoodle, Jeffrey; and biking around the neighborhood as a family. These moments of balance contribute to the positive energy Alex brings to his professional life.

Alex remains close to his parents and brother. In fact, when faced with



SUCCESS TO ME IS BEING PRESENT FOR MY FAMILY AND MAKING A POSITIVE IMPACT ON MY CLIENTS' LIVES.."

challenging days, he draws motivation from his family and their journey. Their journey as immigrants from Latvia to the United States, when Alex was six, has instilled a deep appreciation for the sacrifices his parents and other relatives made for a better life. "My family had it way harder than I do. I appreciate the sacrifices they made," he states, highlighting the resilience and gratitude that fuel his drive.

Few know that Alex was an only child for almost twenty-three years until his brother, Nikita, was born just before Alex graduated from Illinois State University. Nikita is now a world-ranked tennis player: he recently won the USTA Boys' 18s Doubles National Championship, received an automatic bid to play in this year's US Open, and received a

full tennis scholarship to The Ohio State University. The brothers' close relationship adds another layer to Alex's rich family life.

Reflecting on his professional career, it's clear that Alex's values and dedication extend deeply to the people in his life, whether they are his clients, referral partners, family, or friends. By consistently setting the right vibe for home buying, Alex ensures that every transaction is handled with the utmost care, creating a lasting positive impact on all involved.

Find the right homebuying vibe with Alex and Vybe Mortgage. Visit www.vybemortgage.com/lo/afilin, call 847-732-8913, or follow on Instagram @AlexFilinLends.



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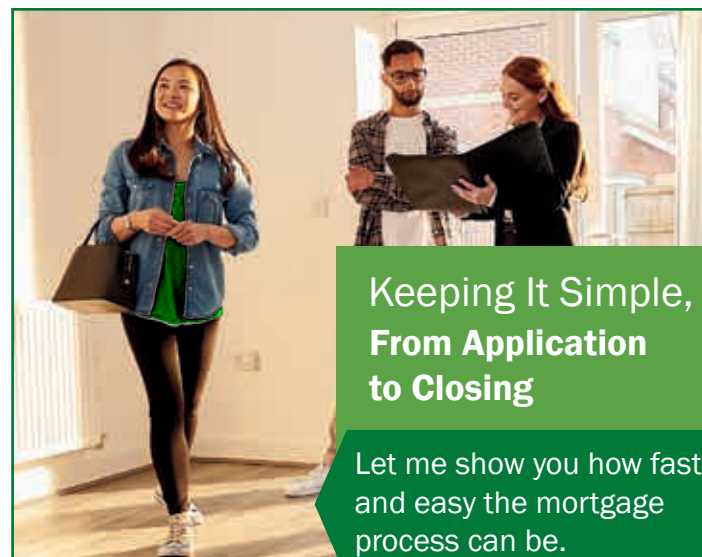
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▶ agent feature

By Chris Menezes
Photos by Elliot Powell



Renata ZELINSKAYA

JOY *in the* JOURNEY

Renata Zelinskaya's journey through life and ascent in real estate are marked by her unmistakable and contagious positivity, which has fueled her success at every turn. From her early days as a young immigrant with no English skills to navigating the complexities of the real estate industry, Renata's vibrant energy, unwavering optimism, and strong sense of independence have driven her motivation and ability to help others and establish long-lasting relationships.

"I always knew that I was put on this earth to spread kindness and help people," Renata shares.

Born in Ukraine, Renata was only four years old when she arrived in America with her parents and grandparents. They arrived with nothing, just a strong drive to achieve the American dream. "My parents sacrificed everything they had to ensure I would have a better lifestyle than they did," Renata explains. "Having to work around the clock, my parents were not always present, so I was often watched by my grandparents.

Taught to be independent from a very young age, Renata was always quick to step up to lead and organize group activities, whether coordinating neighborhood games or managing school projects. Those early experiences in leadership and organization prepared her for her work as a REALTOR® and enhanced her ability to effectively manage client relationships, handle transactions smoothly,

and navigate the complexities of the market with confidence.

Renata, who is the first person in her family to attend college, was always very self-motivated and independent. After earning her bachelor's in psychology with a minor in sociology from the University of Illinois Chicago, she went on to earn her master's in clinical psychology from Roosevelt University and worked as a crisis intervention therapist.

After having children, Renata's family became her main priority. She worked various sales jobs and soon took a keen interest in real estate. In the role of a REALTOR®, she saw an opportunity to combine her knowledge and education with her passion for sales and helping people. While she was entering a field that was largely unknown to her, it definitely wasn't the first time she'd felt like "the new girl in the room."

"I was always the new girl," Renata says, laughing. "Whatever I did, I felt that I was always entering the lion's den. But entering any room as the new girl with confidence and meaning has always been my strong suit."

Utilizing her positive energy, charismatic personality, and strong work ethic, Renata quickly carved a niche for herself by establishing genuine relationships with her

clients and colleagues. By focusing on building and nurturing relationships rather than focusing on individual transactions, she has built a business on referrals and repeat clients.

"As a crisis intervention therapist, I learned to think on my feet and respond swiftly and effectively in unexpected situations," Renata notes, reflecting on her previous work. "Having a master's in psychology enhances my ability as a REALTOR® to connect with clients on a deeper level. It also equipped me with skills in communication, empathy, and problem-solving that have allowed me to navigate complex emotions and negotiations effectively."





“

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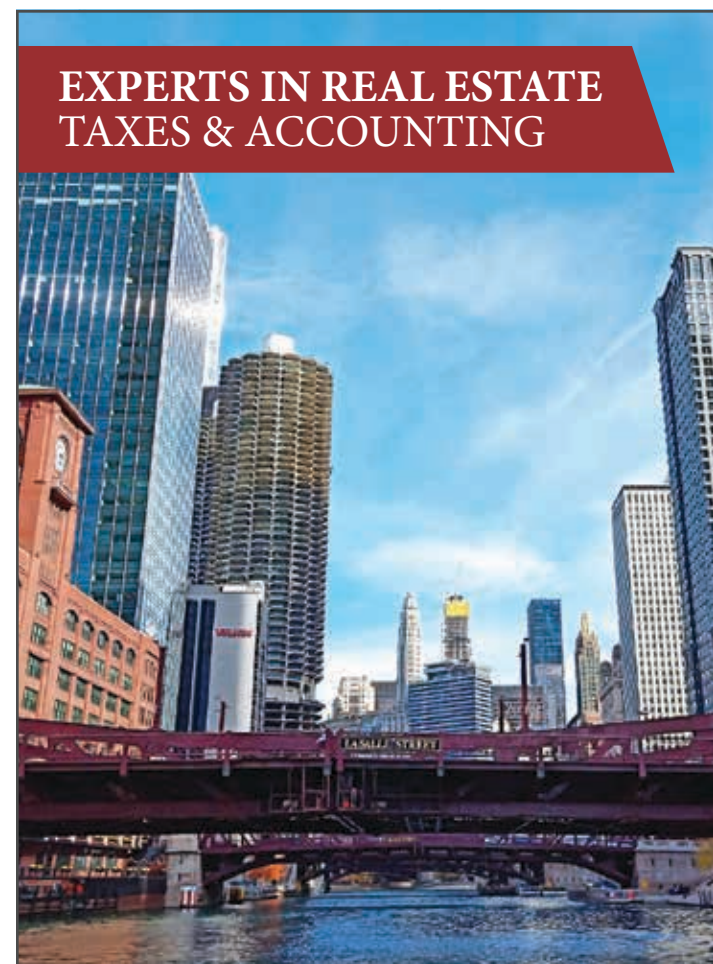
“The most rewarding part of my business has been seeing the positive impact I can have on my clients’ lives,” Renata emphasizes. “Whether it’s helping them find their dream home or guiding them through a challenging transaction, the satisfaction of making a difference and building lasting relationships is incredibly fulfilling.”

When she’s not working, Renata enjoys nothing more than spending time with her husband, Steve, and their two young kids, Shayna and Skyler. “My family is the center of my world,” she says. “For me, relaxation comes from making memories with my family.”

Renata loves to create elaborate, themed family parties—from designing intricate decorations to curating fun activities, she enjoys bringing people together and creating memorable experiences. She also loves dancing, trying new restaurants, and exploring and appreciating local treasures such as a peaceful walk in a nearby park, shopping at local stores, or attending community events.

Renata’s passion for psychology is best exemplified these days through her support of organizations that provide housing and other services to needy families, causes that are close to her heart.

For Renata, real success is about achieving a balance between personal fulfillment and professional accomplishment. “Success is reflected in the positive impact you make on others’ lives, the growth you experience by setting and reaching meaningful goals, and the satisfaction you derive from pursuing your passions, maintaining strong relationships, and finding joy in the journey,” she says. Renata clearly finds joy in hers.



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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	99	\$64,035,468	89	\$52,615,257	188	\$116,650,726
2	Jena	Radnay	20	\$60,178,900	10	\$37,885,000	30	\$98,063,900
3	Anita	Olsen	205	\$79,348,849	0	\$0	205	\$79,348,849
4	John	Morrison	43.5	\$41,532,750	30.5	\$26,473,500	74	\$68,006,250
5	Paige	Dooley	13.5	\$37,469,000	14	\$21,034,000	27.5	\$58,503,000
6	Connie	Dornan	31.5	\$25,484,825	27	\$25,517,678	58.5	\$51,002,503
7	Andra	O'Neill	18.5	\$30,721,250	12	\$18,884,500	30.5	\$49,605,750
8	Sarah	Leonard	62	\$28,907,934	55	\$20,147,007	117	\$49,054,942
9	Kim	Alden	23	\$13,759,160	82	\$32,527,329	105	\$46,286,489
10	Maria	DelBoccio	26.5	\$19,131,424	44	\$26,948,100	70.5	\$46,079,524
11	Anne	Dubray	20	\$24,419,500	18	\$19,519,000	38	\$43,938,500
12	Craig	Fallico	47	\$27,103,500	21	\$14,578,500	68	\$41,682,000
13	Beth	Wexler	15.5	\$18,748,750	11	\$21,768,000	26.5	\$40,516,750
14	Dean	Tubekis	24.5	\$21,523,000	35	\$17,698,930	59.5	\$39,221,930
15	Holly	Connors	40	\$22,381,875	28.5	\$16,200,871	68.5	\$38,582,746
16	Cory	Green	8	\$4,802,002	34	\$31,373,207	42	\$36,175,209
17	Jim	Starwalt	45	\$13,879,100	58.5	\$20,481,085	103.5	\$34,360,185
18	Leslie	McDonnell	38	\$20,542,500	22.5	\$13,418,000	60.5	\$33,960,500
19	Susan	Maman	8	\$15,242,500	10	\$18,262,000	18	\$33,504,500
20	Lisa	Wolf	43.5	\$22,409,250	24	\$10,530,088	67.5	\$32,939,338
21	Nicholas	Solano	53	\$30,903,000	0	\$0	53	\$30,903,000
22	Mary	Grant	9.5	\$16,572,831	9	\$13,760,500	18.5	\$30,333,331
23	Jeff	Ohm	9	\$13,061,015	12	\$16,602,015	21	\$29,663,030
24	Jennifer	Olson Jones	53	\$28,902,194	1	\$465,000	54	\$29,367,194
25	Sarah	Toso	48	\$29,186,641	0	\$0	48	\$29,186,641
26	Jacqueline	Lotzof	8	\$4,693,000	21	\$24,273,500	29	\$28,966,500
27	Dawn	McKenna	4.5	\$12,009,500	8	\$15,623,000	12.5	\$27,632,500
28	Matthew	Messel	15	\$7,210,500	38	\$19,176,774	53	\$26,387,274
29	Robbie	Morrison	24.5	\$16,006,000	10	\$9,702,298	34.5	\$25,708,298
30	Michael	Thomas	23.5	\$13,316,250	17.5	\$12,198,400	41	\$25,514,650
31	Marlene	Rubenstein	5.5	\$5,162,900	14	\$18,658,811	19.5	\$23,821,711
32	Kelly	Malina	52	\$22,403,705	3	\$1,090,000	55	\$23,493,705
33	Marina	Carney	7.5	\$13,162,975	4.5	\$9,972,500	12	\$23,135,475
34	Ann	Lyon	9.5	\$9,992,000	9	\$12,749,000	18.5	\$22,741,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Vittoria	Logli	14.5	\$14,452,378	8	\$7,425,700	22.5	\$21,878,078
36	Cathy	Oberbroeckling	35	\$19,120,777	7	\$2,749,190	42	\$21,869,967
37	Andrew	Mrowiec	7.5	\$13,162,975	6.5	\$8,682,500	14	\$21,845,475
38	Benjamin	Hickman	23	\$7,791,450	35	\$14,010,300	58	\$21,801,750
39	Jamie	Hering	35	\$11,086,799	28	\$10,518,589	63	\$21,605,388
40	Pam	MacPherson	8	\$9,237,900	13.5	\$12,141,000	21.5	\$21,378,900
41	Connie	Antoniou	13	\$12,228,000	10	\$8,222,500	23	\$20,450,500
42	Lisa	Trace	7	\$9,243,200	8.5	\$11,145,250	15.5	\$20,388,450
43	Julie	Schultz	11	\$11,261,817	10	\$9,058,700	21	\$20,320,517
44	Judy	Greenberg	15	\$10,315,066	13	\$9,093,565	28	\$19,408,631
45	Ted	Pickus	7.5	\$8,218,000	10	\$11,054,000	17.5	\$19,272,000
46	John	Barry	9	\$12,335,270	5	\$6,665,370	14	\$19,000,640
47	Pat	Kalamatas	33	\$16,448,927	7	\$2,492,945	40	\$18,941,872
48	Brandy	Isaac	10	\$13,632,000	5.5	\$5,063,500	15.5	\$18,695,500
49	Linda	Little	39.5	\$18,683,944	0	\$0	39.5	\$18,683,944
50	Cheryl	Bonk	39.5	\$18,683,944	0	\$0	39.5	\$18,683,944

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51	Ashley	Kain Spector	5	\$7,935,000	10	\$10,735,000	15	\$18,670,000
52	Mary	Summerville	12	\$6,635,475	21	\$11,838,050	33	\$18,473,525
53	Nathan	Freeborn	9	\$5,873,000	16	\$12,200,200	25	\$18,073,200
54	Shaun	Raugstad	12	\$13,391,300	5	\$4,480,000	17	\$17,871,300
55	Danny	McGovern	12.5	\$9,000,900	11	\$8,763,000	23.5	\$17,763,900
56	Vaseekaran	Janarthanam	11	\$5,586,602	29	\$12,118,100	40	\$17,704,702
57	Missy	Jerfita	13	\$12,204,725	8	\$5,109,000	21	\$17,313,725
58	Jodi	Cinq-Mars	21.5	\$7,552,300	26.5	\$9,620,380	48	\$17,172,680
59	Megan	Mawicke Bradley	5	\$8,639,007	5	\$8,503,000	10	\$17,142,007
60	Kimberly	Shortsle	5	\$6,175,500	9.5	\$10,789,500	14.5	\$16,965,000
61	Esther	Zamudio	14	\$3,823,900	41.5	\$12,701,500	55.5	\$16,525,400
62	Janet	Borden	11	\$9,625,400	7	\$6,823,419	18	\$16,448,819
63	Amy	Diamond	22.5	\$10,496,201	12	\$5,926,900	34.5	\$16,423,101
64	David	Schwabe	20	\$9,398,250	17	\$7,012,000	37	\$16,410,250
65	Caroline	Starr	18.5	\$9,156,422	13	\$6,998,554	31.5	\$16,154,976
66	Tyler	Lewke	16	\$6,135,125	22	\$9,914,136	38	\$16,049,261
67	Melissa	Siegal	3	\$2,947,500	13.5	\$13,035,000	16.5	\$15,982,500
68	Jackie	Mack	17	\$10,660,720	6.5	\$5,179,000	23.5	\$15,839,720
69	Deborah	Hepburn	9	\$6,892,000	9	\$8,946,400	18	\$15,838,400
70	Lauren	Mitrick Wood	1.5	\$2,230,000	10.5	\$13,478,550	12	\$15,708,550
71	Kate	Fanselow	8.5	\$5,755,000	15	\$9,827,500	23.5	\$15,582,500
72	Lori	Baker	7.5	\$10,165,750	5	\$5,185,000	12.5	\$15,350,750
73	Dominick	Clarizio	4.5	\$5,220,750	9.5	\$9,993,222	14	\$15,213,972
74	James	Ziltz	30	\$15,199,511	0	\$0	30	\$15,199,511
75	Samantha	Kalamaras	19	\$11,026,400	8	\$4,155,991	27	\$15,182,391
76	Beth	Alberts	11	\$8,994,000	7.5	\$6,185,850	18.5	\$15,179,850
77	Geoff	Brown	7	\$6,510,900	10	\$8,521,500	17	\$15,032,400
78	Joan	Couris	25	\$9,433,256	12	\$5,566,000	37	\$14,999,256
79	Joanne	Hudson	4.5	\$5,886,750	5	\$8,735,888	9.5	\$14,622,638
80	Kelly	Baysinger	8.5	\$4,805,750	16	\$9,581,400	24.5	\$14,387,150
81	Laura	Fitzpatrick	3	\$5,402,500	10	\$8,853,000	13	\$14,255,500
82	Meredith	Schreiber	6.5	\$5,490,375	12	\$8,728,500	18.5	\$14,218,875
83	Emily	Smart Lemire	2.5	\$3,007,500	7.5	\$11,108,500	10	\$14,116,000
84	Samantha	Trace	6.5	\$8,345,700	3.5	\$5,571,250	10	\$13,916,950

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85	Katharine	Hackett	3	\$3,653,000	7	\$10,235,000	10	\$13,888,000
86	Abhijit	Leekha	9	\$4,377,500	19	\$9,493,011	28	\$13,870,511
87	Alissa	McNicholas	6.5	\$9,259,250	4	\$4,560,000	10.5	\$13,819,250
88	Winfield	Cohen	14	\$5,907,100	11	\$7,779,356	25	\$13,686,456
89	Joey	Gault	10	\$13,671,250	0	\$0	10	\$13,671,250
90	Sheryl	Graff	8.5	\$11,225,000	1	\$2,375,000	9.5	\$13,600,000
91	C Bryce	Fuller	16.5	\$8,822,111	9	\$4,771,600	25.5	\$13,593,711
92	Ryan	Cherney	24	\$13,365,501	0	\$0	24	\$13,365,501
93	Nancy	Gibson	10	\$9,604,495	5	\$3,695,555	15	\$13,300,050
94	Jeannie	Kurtzhalts	7.5	\$10,331,000	3	\$2,909,000	10.5	\$13,240,000
95	Diana	Matichyn	14.5	\$6,772,824	15	\$6,441,250	29.5	\$13,214,074
96	Jodi	Taub	7	\$5,712,250	9	\$7,485,000	16	\$13,197,250
97	Majbrith	Brody	9	\$7,991,000	5	\$5,155,000	14	\$13,146,000
98	Cynthia	Poulakidas Tobin	5	\$6,504,000	3	\$6,500,000	8	\$13,004,000
99	Alan	Berlow	11	\$7,129,500	9	\$5,767,313	20	\$12,896,813
100	Allison	Silver	8.5	\$8,435,900	4.5	\$4,352,000	13	\$12,787,900

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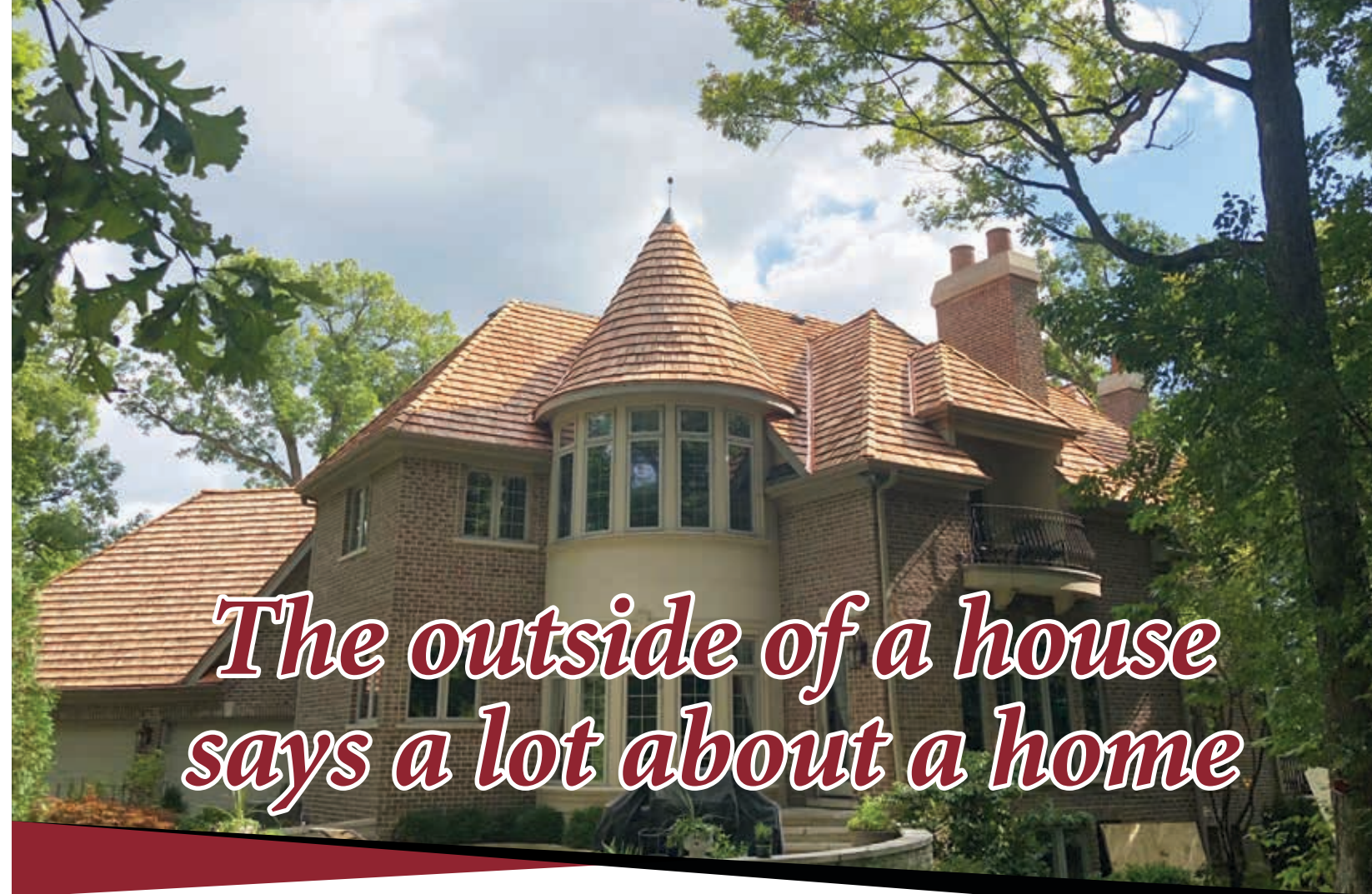
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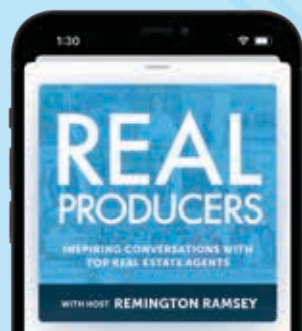
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Lindsey	Kaplan	9.5	\$4,415,250	15	\$8,340,700	24.5	\$12,755,950
102	Lyn	Flannery	7	\$9,365,000	2	\$3,065,000	9	\$12,430,000
103	Julie	Fleetwood	4	\$2,382,500	7	\$9,903,900	11	\$12,286,400
104	Sara	Brahm	1	\$1,599,000	6	\$10,596,000	7	\$12,195,000
105	Corey	Barker	16	\$6,963,199	12	\$5,207,500	28	\$12,170,699
106	Randall	Brush	18	\$7,595,500	7	\$4,329,100	25	\$11,924,600
107	Heidi	Seagren	5.5	\$4,116,153	9.5	\$7,703,500	15	\$11,819,653
108	Gloria	Matlin	6	\$8,557,300	3	\$3,173,500	9	\$11,730,800
109	Jody	Dickstein	4.5	\$7,045,000	2	\$4,594,000	6.5	\$11,639,000
110	Andee	Hausman	10.5	\$4,728,050	13.5	\$6,890,140	24	\$11,618,190
111	Tara	Kelleher	7	\$5,219,000	9	\$6,341,500	16	\$11,560,500
112	Justin	Greenberg	8	\$8,828,350	5	\$2,720,000	13	\$11,548,350
113	Rutul	Parekh	9.5	\$1,974,400	26	\$9,530,701	35.5	\$11,505,101
114	Mona	Hellinga	4	\$8,155,000	1	\$3,200,000	5	\$11,355,000
115	Lori	Rowe	15	\$8,633,400	5	\$2,676,750	20	\$11,310,150
116	David	Pickard	15	\$5,605,000	14	\$5,655,000	29	\$11,260,000
117	Judy Ann	Bruce	14	\$7,842,400	8	\$3,337,500	22	\$11,179,900
118	Susan	Teper	6	\$5,012,500	6	\$6,159,000	12	\$11,171,500
119	Kathryn	Mangel	3.5	\$5,192,775	4.5	\$5,676,250	8	\$10,869,025
120	Elise	Rinaldi	5	\$7,422,000	3	\$3,446,000	8	\$10,868,000
121	Christopher	Paul	19	\$7,847,500	8	\$3,014,000	27	\$10,861,500
122	Ralph	Milito	11	\$6,242,100	8	\$4,582,500	19	\$10,824,600
123	Kati	Spaniak	4.5	\$5,555,300	6.5	\$5,145,500	11	\$10,700,800
124	David	Chung	2.5	\$3,040,194	6	\$7,655,000	8.5	\$10,695,194
125	David	Korkoian	12.5	\$5,964,900	9	\$4,687,000	21.5	\$10,651,900
126	Sherri	Esenberg	12	\$5,425,500	11	\$5,210,924	23	\$10,636,424
127	Margie	Brooks	5.5	\$4,351,500	7	\$6,282,500	12.5	\$10,634,000
128	Lyn	Wise	4	\$1,888,000	12.5	\$8,716,716	16.5	\$10,604,716
129	Grigory	Pekarsky	2.5	\$1,908,000	11.5	\$8,669,250	14	\$10,577,250
130	Kathryn	Moor	3.5	\$7,556,500	1.5	\$2,930,000	5	\$10,486,500
131	Michael	Graff	5	\$4,436,101	9	\$6,015,001	14	\$10,451,102
132	Renee	Clark	9.5	\$7,505,250	5	\$2,856,000	14.5	\$10,361,250
133	Debra	Baker	6	\$4,720,180	8	\$5,569,000	14	\$10,289,180
134	Rebekah	Wipperfurth	7.5	\$2,642,000	15	\$7,603,910	22.5	\$10,245,910

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Ila	Coretti	3	\$5,145,350	3	\$5,075,000	6	\$10,220,350
136	Michael	Mitchell	4	\$8,655,000	3	\$1,555,000	7	\$10,210,000
137	Elizabeth	Wieneke	6	\$7,465,500	2	\$2,676,900	8	\$10,142,400
138	Jen	Ortman	8.5	\$4,077,568	14	\$5,939,500	22.5	\$10,017,068
139	Rafay	Qamar	10	\$4,492,350	12	\$5,480,830	22	\$9,973,180
140	Kate	Huff	4	\$4,435,000	4	\$5,454,500	8	\$9,889,500
141	Annie	Royster Lenzke	1.5	\$2,670,000	4.5	\$7,178,750	6	\$9,848,750
142	Anne Marie	Murdoch	3	\$4,419,000	5	\$5,420,000	8	\$9,839,000
143	Meredith	Pierson	8.5	\$9,813,000	0	\$0	8.5	\$9,813,000
144	Vilma	Alvarez	19.5	\$7,357,802	7.5	\$2,426,385	27	\$9,784,188
145	Jesus	Perez	14	\$3,733,500	26	\$6,039,908	40	\$9,773,408
146	Frank	Capitanini	1.5	\$1,560,500	10	\$8,200,111	11.5	\$9,760,611
147	Leigh	Marcus	3.5	\$3,707,000	7.5	\$6,040,650	11	\$9,747,650
148	Zack	Matlin	5.5	\$8,124,800	2	\$1,529,000	7.5	\$9,653,800
149	Brady	Andersen	3.5	\$6,022,500	5	\$3,572,500	8.5	\$9,595,000
150	Carrie	McCormick	2.5	\$6,030,000	3	\$3,552,600	5.5	\$9,582,600

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Joseph	Render	19	\$7,230,302	5.5	\$2,341,850	24.5	\$9,572,152
152	Katie	Hauser	2.5	\$3,650,000	5	\$5,898,464	7.5	\$9,548,464
153	Miranda	Alt	12	\$4,715,050	10	\$4,825,900	22	\$9,540,950
154	Lynn	Romanek-Holstein	8	\$8,285,000	1	\$1,250,000	9	\$9,535,000
155	Grace	Flatt	3	\$2,988,500	5	\$6,525,000	8	\$9,513,500
156	Samuel	Lubeck	4	\$1,834,000	12	\$7,678,749	16	\$9,512,749
157	Barbara	Noote	15	\$5,509,000	10	\$3,960,910	25	\$9,469,910
158	Annika	Valdiserri	6	\$7,430,000	2	\$2,026,000	8	\$9,456,000
159	Howard	Meyers	2.5	\$4,196,000	4.5	\$5,260,000	7	\$9,456,000
160	Sara	Sogol	19	\$7,105,000	6	\$2,341,500	25	\$9,446,500
161	Cory	Albiani	8.5	\$6,123,500	5	\$3,280,000	13.5	\$9,403,500
162	Julie	Jensen	2	\$1,477,000	10	\$7,831,000	12	\$9,308,000
163	Lynda	Sanchez-Werner	29	\$8,996,100	1	\$289,990	30	\$9,286,090
164	Carrie	Tarzon	2.5	\$3,948,000	6.5	\$5,291,400	9	\$9,239,400
165	Jamie	Roth	8	\$6,641,500	2	\$2,560,000	10	\$9,201,500
166	Joe Tyler	Gerber	9.5	\$4,593,500	7	\$4,580,000	16.5	\$9,173,500
167	Kelly	Janowiak	14	\$5,758,100	6	\$3,410,000	20	\$9,168,100
168	Tetiana	Konenko	3	\$1,718,500	22	\$7,429,500	25	\$9,148,000
169	Anne	Hardy	10	\$8,004,500	1	\$1,110,000	11	\$9,114,500
170	Mohammed	Iftikhar	8	\$5,723,999	6.5	\$3,370,993	14.5	\$9,094,992
171	Patrick	Milhaupt	3	\$4,044,500	2	\$5,035,000	5	\$9,079,500
172	Amy	Kite	9.5	\$3,948,500	13.5	\$5,097,800	23	\$9,046,300
173	Elizabeth	Smith	3	\$3,925,000	3	\$5,109,000	6	\$9,034,000
174	Teresa	Stultz	16	\$5,084,700	11	\$3,945,990	27	\$9,030,690
175	Christopher	Lobrillo	29	\$8,996,100	0	\$0	29	\$8,996,100
176	Michael	Lohens	9	\$5,307,951	6	\$3,634,900	15	\$8,942,851
177	Katherine	Hudson	3	\$2,816,500	7	\$6,121,250	10	\$8,937,750
178	Juliet	Towne	9.5	\$5,817,500	7	\$3,109,900	16.5	\$8,927,400
179	Elizabeth	Bryant	5.5	\$4,602,550	5	\$4,299,000	10.5	\$8,901,550
180	Kelly	Dunn Rynes	6	\$5,378,000	6	\$3,513,000	12	\$8,891,000
181	Aaron	Share	6.5	\$6,728,000	3	\$2,149,802	9.5	\$8,877,802
182	Linda	Levin	3.5	\$3,425,000	6.5	\$5,450,000	10	\$8,875,000
183	Janine	Sasso	14	\$6,025,950	4	\$2,845,000	18	\$8,870,950
184	Daniel	Timm	13.5	\$7,260,944	2	\$1,610,000	15.5	\$8,870,944

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Helen	Oliveri	12	\$5,018,750	9	\$3,828,490	21	\$8,847,240
186	Ashley	Arzer	6	\$2,737,250	9	\$6,098,000	15	\$8,835,250
187	David	Jaffe	9	\$4,477,000	9	\$4,279,000	18	\$8,756,000
188	C. Steven	Weirich	6	\$3,596,000	7	\$5,127,500	13	\$8,723,500
189	Bonnie	Tripton	1	\$2,175,000	4	\$6,530,000	5	\$8,705,000
190	Ashlee	Fox	5	\$3,400,000	7	\$5,282,450	12	\$8,682,450
191	Honore	Frumentino	5	\$3,353,700	9	\$5,278,000	14	\$8,631,700
192	Robert	Picciariello	20	\$8,582,000	0	\$0	20	\$8,582,000
193	Greg	Klemstein	23	\$7,281,261	3	\$1,277,000	26	\$8,558,261
194	David	Yocum	6	\$2,032,700	11	\$6,476,507	17	\$8,509,207
195	Harris	Ali	4	\$1,632,500	18	\$6,868,000	22	\$8,500,500
196	Debbie	Glickman	5.5	\$4,564,500	6	\$3,926,799	11.5	\$8,491,299
197	Ryan	Pavey	7	\$2,660,500	9.5	\$5,818,900	16.5	\$8,479,400
198	Dave	Blum	5.5	\$2,640,400	12	\$5,830,640	17.5	\$8,471,040
199	Dan	Jones	3	\$4,860,000	1	\$3,600,000	4	\$8,460,000
200	Matthew	Lysien	12.5	\$3,347,650	15	\$5,089,900	27.5	\$8,437,550

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Dmytro	Bezrukavyi	2	\$555,000	26.5	\$7,881,000	28.5	\$8,436,000
202	Patricia	Smarto	12	\$5,845,500	7	\$2,557,150	19	\$8,402,650
203	Kary	Leon	8	\$5,276,625	5.5	\$3,108,000	13.5	\$8,384,625
204	Lisa	Rosengard	5	\$4,423,000	3	\$3,955,000	8	\$8,378,000
205	Julie	Hartvigsen	4	\$7,855,994	1	\$495,000	5	\$8,350,994
206	Undram	Tsogbat	1	\$415,000	18	\$7,929,900	19	\$8,344,900
207	Dinny	Dwyer	6	\$5,186,500	4	\$3,127,000	10	\$8,313,500
208	Jennifer	Lussow	9	\$5,168,250	6	\$3,129,500	15	\$8,297,750
209	Peggy	Glickman	2	\$1,536,000	7	\$6,759,000	9	\$8,295,000
210	Houda	Chedid	4	\$7,250,000	1	\$999,900	5	\$8,249,900
211	Audra	Casey	5	\$3,864,000	4	\$4,336,000	9	\$8,200,000
212	Susan	Carey	0	\$0	4	\$8,150,000	4	\$8,150,000
213	Misael	Chacon	22	\$7,695,400	1	\$435,000	23	\$8,130,400
214	Lindsay	Schulz	10	\$3,792,800	11	\$4,317,500	21	\$8,110,300
215	Rita	Baba	2	\$749,000	15	\$7,311,500	17	\$8,060,500
216	Leslie	Maguire	4.5	\$5,460,000	1	\$2,600,000	5.5	\$8,060,000
217	Emily	McClintock	4	\$4,020,000	3	\$4,039,000	7	\$8,059,000
218	Sue	Hall	6	\$5,333,800	5	\$2,691,900	11	\$8,025,700
219	Janice	Hazlett	4	\$2,345,500	6	\$5,652,620	10	\$7,998,120
220	Marla	Schneider	7	\$5,001,950	4	\$2,990,000	11	\$7,991,950
221	Jeffrey	Lowe	3.5	\$4,666,500	3	\$3,315,000	6.5	\$7,981,500
222	Timothy	Lydon	11	\$4,738,000	5	\$3,222,000	16	\$7,960,000
223	Julia	Alexander	2	\$668,000	18	\$7,227,669	20	\$7,895,669
224	Kimberly	Meixner	4	\$3,629,000	7	\$4,255,139	11	\$7,884,139
225	Anita	Willms	15	\$4,618,000	6	\$3,263,007	21	\$7,881,007
226	Kieron	Quane	6	\$4,755,001	3	\$3,124,000	9	\$7,879,001
227	Carol	Hunt	5	\$3,700,500	1	\$4,155,000	6	\$7,855,500
228	Matt	Steiger	7	\$4,641,500	4	\$3,145,000	11	\$7,786,500
229	Oskar	Wiatr	2	\$3,220,000	14	\$4,557,900	16	\$7,777,900
230	Marybeth	Durkin	9	\$4,789,000	5	\$2,958,900	14	\$7,747,900
231	Evan	Reynolds	5	\$1,441,500	19	\$6,306,190	24	\$7,747,690
232	Ashraf	Memon	4	\$2,358,500	10	\$5,341,450	14	\$7,699,950
233	Veronica	Rodriguez	13	\$6,238,900	2	\$1,404,900	15	\$7,643,800
234	Monica	Sofranko	1.5	\$5,142,500	1	\$2,499,000	2.5	\$7,641,500


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Scott	Ottenheimer	5	\$2,925,000	5	\$4,713,900	10	\$7,638,900
236	Andrea Lee	Sullivan	15	\$5,484,200	6	\$2,141,500	21	\$7,625,700
237	Heather	Fowler	3.5	\$2,812,000	2	\$4,765,994	5.5	\$7,577,994
238	Basel	Tarabein	9.5	\$5,817,750	5	\$1,718,900	14.5	\$7,536,650
239	Stewart	Ramirez	19	\$5,196,500	6	\$2,282,500	25	\$7,479,000
240	Nannette	Porter	8.5	\$2,755,400	9	\$4,704,500	17.5	\$7,459,900
241	Kathleen	Menighan	3	\$4,131,000	3	\$3,315,000	6	\$7,446,000
242	Karen	Majerczak	5.5	\$2,116,138	7	\$5,322,000	12.5	\$7,438,138
243	Gina	Shad	6	\$5,057,213	5	\$2,360,000	11	\$7,417,213
244	David	Moreno	2	\$990,000	13	\$6,425,369	15	\$7,415,369
245	Dawn	Bremer	13.5	\$3,887,706	12.5	\$3,502,445	26	\$7,390,150
246	Bruce	Kaplan	12	\$4,186,300	8.5	\$3,190,286	20.5	\$7,376,586
247	Stacy	Johnson	7	\$3,007,500	10	\$4,358,000	17	\$7,365,500
248	Sondra	Douglass	5	\$5,459,000	1	\$1,900,000	6	\$7,359,000
249	Connie	Barhorst	11	\$4,728,121	6	\$2,617,000	17	\$7,345,121
250	David	Leigh	14	\$6,619,369	2	\$718,810	16	\$7,338,179

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