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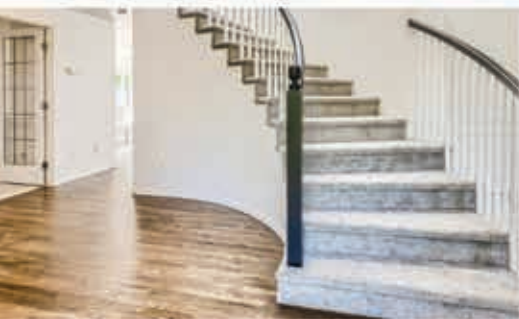


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THE DURBIN/FAIRLEY ANNUAL SCRAMBLE: A GOLF OUTING FOR CHARITY

Supporting Our Local Agent Long Pham

The Durbin/Fairley Annual Scramble, organized by The MAD.Homes Team, has become a cornerstone event that blends the love of golf with the spirit of giving. Founded by Matt Durbin and DJ Fairley, this annual fundraiser has evolved into a powerful initiative that embodies the company's mission to make a meaningful difference in their local community. Since its first outing in 2022, the scramble has not only raised significant funds for those in need, but also strengthened the bonds within the community, making it one of the proudest achievements of The MAD.Homes Team.

Chelsea Reed, Operations Manager/Transaction Coordinator of The MAD.Homes Team, reflects on the origins of the charity event, noting that it had long been a dream of Matt and DJ to create a meaningful way to give back. "Since I joined the team in late 2019, they have wanted this to be possible. We finally got the chance in 2022 (our first event) and it has continued to be one of the team's favorite and proudest events of the year for our group," she shares. Chelsea also explains how the event is a direct reflection of Matt and DJ's unwavering commitment to making a difference, something they rarely boast about but are deeply passionate about.

The name MAD.HOMES itself carries multiple meanings, each deeply connected to the company's ethos - it stands for the Matthew A. Durbin Team, Matt And DJ, and, perhaps most importantly, Make A Difference. "So, it's kind of a divine intervention on a play on words that we can use in multiple ways," Chelsea explains with pride. This triple-layered meaning underscores the company's dedication to both the real estate industry and their focus on community service.

Organizing the scramble is a team effort, with significant contributions from MAD.HOMES' agents and volunteers. "Jennifer Cloherty (MAD team agent) has been an amazing help each year with being my right hand in getting things done," Chelsea notes, highlighting the critical support provided by the team. Other dedicated volunteers, including Zhra Laurell (MAD team agent), Mia Marzina (MAD team agent), Ashley Durbin (Matt's wife), Mya Dulaney (MAD team agent), Hannah Fiumara (eXp agent), Brittany Kluth (with exp realty and movement mortgage), Kyndra King (eXp agent), and Kelly Frasch (Coldwell Agent) have all consistently given their time and energy to ensure the event's success as well throughout the years.

The impact of the funds raised at the scramble is tangible, and it's what keeps everyone involved and motivated year after year. "Everyone from our donors to our volunteers, I would say help because they see the difference the funds make for the charity we donate to. Especially this year and last year - it is really special to see



the money directly impacting a local family and someone who is one of the most genuine humans, Long Pham," Chelsea shares. Last year's event raised over \$14,000 to assist Pham (a local real estate agent and father of five) and his family in covering essential medical expenses for his youngest daughter, Sammi.

Sammi Pham, born with a rare form of dwarfism, spent the first 15-16 months of her life in Children's Hospital. Even now, at almost two years old, she requires constant medical care, including a catheter tube, 24/7 nursing, and specialized

equipment. "Just because Sammi came home doesn't mean that her needs haven't increased," Chelsea emphasizes. The funds raised at the scramble have made a significant difference for the Pham family, providing them with much-needed resources to navigate the challenges they continue to face.

Ultimately, the scramble is more than a fundraising event for The MAD.Homes Team - it's a mission rooted in compassion. "We truly believe in putting out good in the communities we live in. We want to make a difference because we have the privilege to be able to help those in need." This sentiment is at the heart of the company's operations, driving them to do more than just sell homes; they aim to uplift and support the very communities they serve.

As The MAD.Homes Team continues to grow, so too does its commitment to making a positive impact - The Durbin/Fairley Annual Scramble is now a cherished tradition, bringing together the real estate community and local supporters to create lasting change.







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PLANET ROOF



LIVING FOR A LEGACY

Owners Adam Fincik and Travis Kenny



Today, Planet Roof is thriving, boasting nine employees at their Canonsburg location and an additional team of five in Altoona at their new branch opening soon thanks to a merger they acquired this past June. Their focus has changed a bit over the years however, narrowing in on roofing, gutters, and siding, believing that specializing in these areas allows them to provide superior service to their customers versus spreading their resources and knowledge across the board.

The company's commitment to quality is further evident in the certifications they hold, boasting the Owens Corning Platinum certification and GAF Master Elite certification. "That makes us a unicorn," Adam proudly notes, emphasizing the rarity and prestige of holding both

positioned Planet Roof for even greater growth. "We can be here for years to come," Adam asserts, expressing confidence in the future of the company. The merger has brought new expertise and resources, helping Planet Roof to compete with larger franchises while maintaining the personal touch that sets them apart. "We wake up with a mission every day," Adam says, and that mission is clear: "Every day matters, every job matters, and every customer matters."

Similar to the dedication they have for each individual job and client, Adam and Travis also dedicate a lot of their efforts towards giving back to local organizations like Donora

for 14 years and share four children: Dylan, Matthew, Carter, and Gabriella. Each child gets individual quality time with Adam, whether it's playing sports, fishing, or simply enjoying the outdoors. With his background in sports, Adam understands the importance of balance and integrity on the field, and enjoys supporting and guiding his kids in their athletic ventures...and life.

Adam's faith is also central to his identity and the church plays a significant role in his family's routine. His commitment to pushing himself beyond his limits is not just about business success, but about being a role model for his children and living a life that reflects his values. In his

We wake up with a mission every day.

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certifications as a 5-star rated business. "We've legitimately put all of our time and effort into making our customers happy."

But it's not about accolades for Adam as this customer-first approach is woven into every aspect of Planet Roof's operations, from their intricate back-end systems to the dedication of their customer service representatives, who take the time to ensure that every detail is right. "Everything is customer first."

Additionally, the recent merger and opening of their Altoona branch have

Baseball, Belle Vernon Football Association, the Joe Perrotta Foundation, and the iHeart Radio and Toys for Tots Stuff a Bus events. Planet Roof has also donated 100% of the costs for full roof replacements on two separate recovery houses in the Mon Valley for Club Serenity, a drug and alcohol support group.

Despite his busy schedule, Adam always finds time to invest in his family, which he describes as the cornerstone of his life. He and his partner, Jackie, have been together

next life, Adam jokes that he wants to hang out with family and fish all day, but for now, he's content with building a legacy - both in business and at home - that will stand the test of time.

As Planet Roof continues to grow, Adam remains focused on the core values that have brought the company this far: quality, integrity, and a relentless commitment to customer satisfaction. With new opportunities on the horizon, he is excited about the future, but remains grounded in the principles that have guided him from the start.

Adam Fincik's journey from the hockey rinks to the roofing industry is a story of resilience, passion, and a relentless drive to succeed. As the founder of Planet Roof, a company that has been serving the Pittsburgh area since 2016, Adam has built more than a business, he's built a community-oriented organization that prides itself on integrity, quality, and customer satisfaction.

Adam's early years were dominated by his passion for hockey. Growing up in the Mon Valley he was fully immersed in the sport, playing AAA hockey with the Pittsburgh Hornets and later with the Sioux City Musketeers in the United States Hockey League. But when his hockey career ended at age 21, Adam found himself searching for a new direction.

Returning home to finish high school, he took a job with Barto Remodeling working on roofing and various exterior projects. "When I got into roofing, I legitimately loved it," Adam recalls. The physical demands of the job suited his A-type personality,

which thrives on movement and activity, a trait that has driven him throughout his career.

After gaining valuable experience with companies like G&W Roofing and Slagle Roofing, Adam surprisingly transitioned into a sales role selling Comcast door-to-door. He admits the position was challenging but transformative, joking, "Nobody wants to do door-to-door sales." But it was during this time that he learned the power of using his mind and communication skills to succeed.

Encouraged by his mentor, Adam returned to roofing with a new perspective - not as a laborer, but as a business owner. And in 2016, he and his partner, Travis, opened Planet Roof, focusing initially on door-to-door sales, initially only selling shed roofs in between working other jobs and on lunch breaks. Gradually they built a team and a reputation for excellence, offering a wide range of services from roofs and gutters to siding and concrete.

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Kerry Sholtes first entered the real estate industry in 2003, drawn to the field by a passion for sales and a desire to provide for her young family. However, life's twists and turns led her away from real estate and towards a career in medical sales. Now, after a long hiatus and with her children grown, Kerry has re-entered the real estate world with renewed vigor, joining Melissa Merriman's team at Keller Williams in 2023.

Kerry's journey has been anything but conventional. Born and raised in Penn Trafford, Kerry grew up alongside her twin sister and older brother. Her parents divorced when she was in middle school, an experience that shaped her resilience and work ethic. Although she initially tried college straight out of high school, she soon realized that traditional education wasn't for her. "I always wanted to be famous," she recalls, "but we never really had any money for me to do that. I was always good at talking to people and thought after college that I would be a journalist or something like that, but then college wasn't for me."

By age 21, Kerry became pregnant with her first child, which shifted her priorities, and brought about her first foray into real estate, motivated by a desire to find a career that allowed her to balance work and raising her children. "I got into real estate thinking it could be part-time - I could still raise the children and do both," she explains. However, after her divorce, the demands of single parenthood and the need for stability led her to leave real estate in 2007 and take on a more traditional role in medical sales.

Despite her success in medical sales, particularly in senior care, Kerry never lost her passion for real estate. "With medical sales, it wasn't fun anymore because I was in senior care...you're selling them something that's sad," she reflects. Real estate, by contrast, brought her joy: "I love real estate 'cause it's not always a happy situation, but for the most part it is. And when they find that home that works for them, that makes me very happy."



With her children growing into adults, Kerry decided to jump back into real estate, but balancing two demanding careers proved impossible, citing, "You cannot serve two kings." And ultimately, Kerry chose to focus her efforts on real estate. Highlighting her belief that success in real estate requires full commitment, Kerry adds, "Whatever you focus on expands."

Now a key member of Melissa Merriman's team at Keller Williams, Kerry thrives in an environment that supports collaboration while allowing her to maintain her individual client base. The team, consisting of five agents, shares resources such as a transaction coordinator and a social media specialist, but each agent operates independently. This setup allows Kerry to focus on what she does best - working closely with clients from start to finish, guiding them through the complexities of buying or selling a home - while maintaining a collaborative work environment with her team.

“I just love helping people, and I love negotiating.” For Kerry, the thrill of reaching an agreement that works for everyone involved is what makes the job fulfilling. Her return to real estate has also allowed Kerry to reconnect with her ambitions. Known for her positivity, energy, and outgoing nature, she jokes, saying, “Everybody knows I want to be famous.” Fame aside however, Kerry is deeply committed to her clientele, taking pride in the referrals she receives from past clients and being consistently hands-on throughout the entire process.

For others contemplating real estate as a career, Kerry advises diving in full-time without hesitation. “You have to be invested in real estate, to do well in real estate,” she explains. Unsure that she’s really changed the wheel when it comes to doing things differently from other agents, Kerry’s big focus remains on her clients. “People say I’m hands-on because I’m pretty much involved from start to finish. I

overly explain things, I do buyer consultations at the beginning, and I do a little bit of social media everyday.” She’s consistent in what she does and loves on her clients... that’s the simple secret to her success.

Outside of work, Kerry enjoys traveling with her blended family of eight. She and her husband recently joined a country club, where they enjoy golfing, although Kerry laughs that her husband is “too competitive.” And the family’s love for travel keeps them exploring new places whenever possible, a passion that aligns with Kerry’s adventurous spirit.

As she continues to grow her real estate career, Kerry is committed to bringing her unique blend of resilience, ambition, and genuine care for her clients to every transaction. With her slogan “Sholtes Sold This,” she’s back in the game and ready to make her mark once aga



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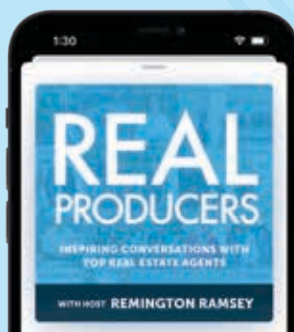


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MELISSA REICH

REALTOR®,
GREEN, SRES

▶▶ REALTOR® life

Written by Kendra Woodward
Photography by Mainline Photography

The Bigger Picture

Licensed in 2005, Melissa Reich has become a notable figure in Pittsburgh's real estate landscape, particularly in the realm of luxury homes. Recently, Melissa joined RE/MAX Realty Brokers, a move she describes as pivotal for her career. "I wanted to be part of a larger office in order to share and collaborate with colleagues while navigating the changes brought about by the NAR lawsuit," she explains.

Melissa's background is steeped in the charm of rural Pennsylvania. Born and raised in New Sewickley, most of her childhood was spent on her grandparents' sprawling 130-acre farm. "Summers were spent picking corn, feeding chickens, ducks, and beef cattle, riding tractors, climbing hay bales, and tending to the garden," she fondly recalls. This rural upbringing, however, didn't limit her aspirations. Melissa's career trajectory has consistently drawn her towards downtown Pittsburgh, and beyond, blending her love for the countryside with her desire to work in close proximity to the vibrant metropolitan setting of Pittsburgh.

A graduate of Freedom High School, Melissa's journey into real estate was not straightforward as she initially pursued a degree in Chemical Engineering at the University of Dayton. However, she soon realized her true passion lay elsewhere. "What seems exciting to an 18-year-old with a knack for math and science might not necessarily be the ideal career path for a lifetime," she quips.

Soon after graduation, Melissa's career jump started when she landed a job at Eat 'n Park's corporate office, where she delved into the intricacies of restaurant design and location scouting. "It was fascinating to assist the teams involved in building and remodeling restaurants, from selecting artwork and booth fabrics to choosing the perfect lighting for each store." Through this venture she also got to witness, first hand, the growth of the Waterfront area from just a few buildings to the bustling area it has become today.

A year later when she joined CBRE, she had the opportunity to support projects involving PNC Park and several large-scale tenant build-outs, which further fueled her interest in construction and real estate. A few years later she accepted a position with the Rubinoff Company as their On-site Sales Coordinator at Summerset at Frick Park, a role that required her to obtain her real estate license and marked her official entry into residential real estate.

While Melissa has built a reputation as a luxury home specialist throughout the subsequent years, her affinity and work within the Summerset at Frick Park community earned her the nickname "Queen of Summerset". Melissa prides, "Because of my long history with Summerset at Frick Park, I often play match-maker and sell homes off-market, which is a luxury for both the seller and buyers."

"Real estate is all about understanding and supporting people, and that's what makes it so rewarding for me. As a REALTOR®, I take immense pride in being an advocate for my clients," Melissa explains. "Every client has unique needs, dreams, and circumstances, and I see it as my mission to tailor my approach to meet those individual requirements. I enjoy getting to know my clients on a personal level, learning about their lifestyles, preferences, and long-term goals which helps me better understand what they are truly looking for in a home."



Throughout her journey, Melissa has had the fortune, as she puts it, of working with two exceptional brokers that have marked momentous occasions for her career. Caryn Rubinoff guided her through the complexities of the industry early on, helping her hone her skills as a new construction expert at The Rubinoff Company and Rubinoff Realty. There Caryn assisted Melissa in carving out her own niche within the market, gleaned a bespoke style of service. At RE/MAX Realty Brokers, where her license is currently held, Melissa's mentor Jill Portland continues to guide her through her actions, further honing Melissa's knowledge of paperwork and the art of negotiations.

Balancing work and personal life is something Melissa has mastered over the years, understanding the importance of leaving time for both aspects of her life. "I've become adept at managing my schedule to ensure that I can still enjoy time with my family while offering top-notch service to my clients. This balance has made me more efficient and focused, ultimately benefiting both my clients and my personal well-being."

Married to her husband Paul, for 14 years, the couple has one son named Asher. "Paul helps coach our son Asher's Metro baseball and flag football teams for Norwin, and I am an overly enthusiastic sports mom," she shares. Their family life is enriched by their two French bulldogs, Archie and Bubbles. In her spare time, Melissa finds joy in gardening, swimming, traveling, and trying new restaurants around Pittsburgh. She is also deeply committed to supporting various charitable causes, including St. Jude Children's Research Hospital, Colby's Crew, and numerous animal rescues.

Looking ahead, Melissa is dedicated to enhancing her client service, embracing innovative approaches in real estate, and building strong, collaborative relationships within the REALTOR® community. "My goal is to grow my business by utilizing the global resources and network of my new brokerage while maintaining the personal touch and high standards that set me apart."

“My goal is to grow my business by utilizing the global resources and network of my new brokerage while maintaining the personal touch and high standards that set me apart.”



TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
1	Georgie	Smigel	Coldwell Banker	82	81	163	\$57,500,023
2	John	Marzullo	Compass RE	56	174	230	\$55,087,958
3	Michael	Reed	Coldwell Banker	44	76	120	\$35,565,717
4	Jordan	Jankowski	Compass RE	25	88	113	\$34,742,582
5	Julie	Rost	Berkshire Hathaway The Preferred Realty	26	29	55	\$34,372,908
6	Emily	Fraser	Piatt Sotheby's International Realty	38	62	100	\$33,838,132
7	Zita	Billmann	Coldwell Banker	23	17	40	\$33,540,194
8	Jim	Dolanch	Century 21 Frontier Realty	41	37	78	\$31,522,784
9	Barbara	Baker	Berkshire Hathaway The Preferred Realty	38	32	70	\$31,058,066
10	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	28	11	39	\$30,106,020
11	Joe	Yost	Compass RE	27	53	80	\$29,137,525
12	Ryan	Bibza	Compass RE	31	53	84	\$27,723,997
13	Sarah	Madia	RE/MAX Select Realty	33	11	44	\$27,307,432
14	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	35	19	54	\$26,522,760
15	Melissa	Barker	RE/MAX Select Realty	61	82	143	\$25,989,424
16	Lauren	Coulter	Compass RE	22	40	62	\$25,187,172
17	Steve	Limani	Realty ONE Gold Standard	49	39	88	\$25,103,100
18	Amanda	Gomez	RE/MAX Select Realty	20	69	89	\$25,082,700
19	Corey	Weber	RE/MAX NEXT	40	87	127	\$24,871,308
20	Michele	Belice	Howard Hanna	23	19	42	\$23,328,340
21	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	72	36	108	\$23,265,889
22	Heather	Kaczorowski	Piatt Sotheby's International Realty	29	32	61	\$23,135,023
23	Ryan	Shedlock	Howard Hanna	73	55	128	\$22,411,363
24	Adam	Slivka	Century 21 Fairways	31	67	98	\$21,469,195
25	Joanne	Bates	Berkshire Hathaway The Preferred Realty	22	33	55	\$21,258,499
26	Annette	Ganassi	Howard Hanna	10	7	17	\$21,149,565
27	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	16	12	28	\$20,268,777
28	Rich	Dallas	Berkshire Hathaway The Preferred Realty	38	31	69	\$20,157,388
29	Christine	Wilson	Compass RE	22	21	43	\$19,966,188
30	Jennifer	Mascaro	Coldwell Banker	37	28	65	\$19,788,985
31	Melissa	Shiple	Berkshire Hathaway The Preferred Realty	25	36	61	\$19,502,763
32	Jennifer	Crouse	Compass RE	25	18	43	\$19,365,114
33	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	34	8	42	\$19,211,320
34	Melissa	Merriman	Keller Williams Realty	42	34	76	\$19,108,302

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Robyn	Jones	Piatt Sotheby's International Realty	10	12	22	\$18,711,517
36	Kim Marie	Angiulli	Coldwell Banker	14	7	21	\$18,582,175
37	Maureen	States	Neighborhood Realty Services	24	27	51	\$18,419,381
38	Anthony	Leone	Coldwell Banker	33	21	54	\$18,139,600
39	Jason	Rakers	RE/MAX Select Realty	22	8	30	\$18,020,350
40	Kelly	Cheponis	Howard Hanna	20	11	31	\$17,746,553
41	Roxanne	Humes	Coldwell Banker	34	36	70	\$17,581,749
42	Cass	Zielinski	Piatt Sotheby's International Realty	8	26	34	\$17,450,831
43	Ned	Bruns	RE/MAX Select Realty	15	21	36	\$17,310,390
44	Cindy	Ingram	Coldwell Banker	8	6	14	\$17,302,265
45	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	19	23	42	\$17,258,389
46	Andrea	Ehrenreich	Howard Hanna	13	7	20	\$17,212,625
47	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	16	5	21	\$16,809,445
48	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	40	31	71	\$16,690,309
49	Nathaniel	Nieland	Coldwell Banker	9	31	40	\$16,584,500
50	Bonnie	Loya	Berkshire Hathaway The Preferred Realty	22	18	40	\$16,520,899

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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Gina	Giampietro	RE/MAX Select Realty	43	16	59	\$16,347,599
52	Libby	Sosinski	Keller Williams Realty	145	7	152	\$16,242,149
53	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	35	17	52	\$16,219,112
54	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	27	23	50	\$16,188,225
55	Brenda	Deems	Berkshire Hathaway The Preferred Realty	17	33	50	\$16,064,703
56	Jeannine	Mullen	Howard Hanna	16	11	27	\$15,960,090
57	Dan	Haeck	Coldwell Banker	29	23	52	\$15,904,664
58	Amy	Bair	Howard Hanna	13	3	16	\$15,750,509
59	Lynne	Bingham	Howard Hanna	21	5	26	\$15,657,421
60	DJ	Fairley	Exp Realty	47	10	57	\$15,527,733
61	Jennifer	Solomon	RE/MAX Select Realty	12	49	61	\$15,427,023
62	Dave	McSwigan	Coldwell Banker	13	11	24	\$15,404,300
63	John	Adair	Coldwell Banker	24	25	49	\$15,213,051
64	Sara	McCauley	Berkshire Hathaway The Preferred Realty	34	13	47	\$15,136,025
65	David	Onufer	Howard Hanna	9	14	23	\$14,961,699
66	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	26	18	44	\$14,767,100
67	Rick	Maiella	Howard Hanna	28	32	60	\$14,679,919
68	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	23	19	42	\$14,570,880
69	Vera	Purcell	Howard Hanna	21	11	32	\$14,493,097
70	Lori	Hummel	Howard Hanna	20	10	30	\$14,481,394
71	Shanna	Funwela	Coldwell Banker	32	26	58	\$14,468,418
72	Bobby	West	Coldwell Banker	20	20	40	\$14,430,375
73	Brian	Czapor	Piatt Sotheby's International Realty	27	21	48	\$14,405,209
74	Brock	Hanna	Coldwell Banker	18	33	51	\$14,345,885
75	Michael	Pohlot	Janus Realty Advisors	104	17	121	\$14,332,581
76	Diane	McConaghy	RE/MAX Select Realty	16	29	45	\$13,981,784
77	Melinda	Lynch	Berkshire Hathaway The Preferred Realty	14	29	43	\$13,832,532
78	Marie	Pace	Howard Hanna	8	6	14	\$13,812,000
79	Reed	Pirain	NextHome PPM Realty	18	19	37	\$13,744,590
80	Eileen	Lusk	Howard Hanna	7	10	17	\$13,624,200
81	Patty	Pellegrini	Berkshire Hathaway The Preferred Realty	18	9	27	\$13,560,205
82	Molly	Howard	Howard Hanna	8	7	15	\$13,537,776
83	John	Geisler	Coldwell Banker	29	12	41	\$13,506,056
84	Tarasa	Hurley	River Point Realty	16	27	43	\$13,160,249

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Debra	Donahue	Howard Hanna	17	9	26	\$13,151,500
86	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	29	18	47	\$13,147,698
87	Adam	Cannon	Piatt Sotheby's International Realty	15	27	42	\$13,109,461
88	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	27	17	44	\$12,989,170
89	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	50	21	71	\$12,936,550
90	Jeff	Selvoski	Exp Realty	35	19	54	\$12,868,022
91	Deborah	Kane	Howard Hanna	26	24	50	\$12,805,635
92	Erin	Berg	Berkshire Hathaway The Preferred Realty	23	20	43	\$12,797,900
93	Michelle	Mattioli	Howard Hanna	12	8	20	\$12,784,311
94	Nancy	Rossi	RE/MAX Select Realty	31	17	48	\$12,662,900
95	Marianne	Hall	Howard Hanna	21	22	43	\$12,647,744
96	Jerome	Yoders	Coldwell Banker	7	41	48	\$12,570,500
97	Daniel	Howell	Coldwell Banker	25	26	51	\$12,427,142
98	Emily	Wilhelm	Piatt Sotheby's International Realty	13	12	25	\$12,425,187
99	Richard	Charles	RE/MAX South Inc	27	14	41	\$12,289,550
100	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	17	19	36	\$12,287,595

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TOP 200 STANDINGS

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#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	14	14	28	\$12,253,500
102	Malini	Jaganathan	Howard Hanna	10	14	24	\$12,250,211
103	Elaine	Shetler-Libent	Keller Williams Realty	18	11	29	\$12,219,700
104	Kaedi	Knepshield	Piatt Sotheby's International Realty	6	18	24	\$12,159,390
105	Mark	Ratti	RE/MAX Select Realty	28	9	37	\$12,034,923
106	Roslyn	Neiman	Howard Hanna	9	6	15	\$11,672,250
107	Mikal	Merlina	Piatt Sotheby's International Realty	5	8	13	\$11,598,350
108	Paul	Bortz	Coldwell Banker	37	13	50	\$11,463,401
109	Ella	Serrato	RE/MAX Select Realty	7	23	30	\$11,449,212
110	Jill	Stehnach	RE/MAX Select Realty	15	12	27	\$11,425,507
111	Allison	Pochapin	Compass RE	8	24	32	\$11,413,149
112	Lauren	Shepherd	Howard Hanna	10	7	17	\$11,242,612
113	Aida	Agovic-Corna	RE/MAX Select Realty	15	16	31	\$11,223,012
114	Melissa	Palmer	Howard Hanna	13	9	22	\$11,141,500
115	Geoff	Smathers	Howard Hanna	15	13	28	\$11,104,953
116	Tyler	Petit	RE/MAX Select Realty	7	8	15	\$11,057,845
117	Wendy	Weaver	Howard Hanna	16	8	24	\$11,004,004
118	Eileen	Allan	Compass RE	14	21	35	\$10,821,445
119	Deborah	Reddick	RE/MAX 360	14	19	33	\$10,771,909
120	Matthew	Shanty	Exp Realty	18	23	41	\$10,706,800
121	Krista	Lorenzo	Coldwell Banker	17	17	34	\$10,630,680
122	John	Fincham	Keller Williams Realty	20	25	45	\$10,613,326
123	Melanie	Marsh	Compass RE	14	4	18	\$10,495,500
124	Kathleen	Barge	Piatt Sotheby's International Realty	8	2	10	\$10,457,467
125	Julie	Welter	Compass RE	14	4	18	\$10,341,500
126	Angie	Popa	Keller Williams Realty	12	10	22	\$10,341,390
127	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	21	7	28	\$10,335,753
128	Sue	Malagise	Howard Hanna	16	8	24	\$10,333,250
129	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	33	13	46	\$10,323,100
130	Rachael	Schafer	Berkshire Hathaway The Preferred Realty	8	26	34	\$10,286,764
131	MaryAnn	Bacharach	Howard Hanna	9	6	15	\$10,229,032
132	Holly	Chamberlin	Howard Hanna	10	13	23	\$10,192,900
133	Brian	Larson	Howard Hanna	20	12	32	\$10,190,170
134	Devon	Lauer	Howard Hanna	12	10	22	\$10,165,000

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Eli	LaBelle	RE/MAX Select Realty	9	18	27	\$10,159,615
136	Ariel	Harat	RE/MAX Real Estate Solution	15	11	26	\$10,117,224
137	Laura	Sauereisen	Piatt Sotheby's International Realty	5	9	14	\$10,102,500
138	Denise	Bortolotti	Piatt Sotheby's International Realty	6	15	21	\$10,086,400
139	Mark	Gulla	RE/MAX Select Realty	26	10	36	\$10,064,475
140	Terrence	Thurber	Coldwell Banker	4	10	14	\$10,029,500
141	Katie	Wymard	Coldwell Banker	8	13	21	\$10,025,000
142	Sara	Minshull	Redfin Corp	7	19	26	\$9,906,683
143	Justin	Cummings	RE/MAX Select Realty	14	10	24	\$9,904,500
144	Rachel	Marchionda	Howard Hanna	26	14	40	\$9,830,025
145	Cathy	Wanserski	RE/MAX Realty Brokers	12	9	21	\$9,820,391
146	Nancy	Ware	Berkshire Hathaway The Preferred Realty	16	14	30	\$9,680,300
147	Tony	Nucci	Howard Hanna	7	3	10	\$9,655,003
148	Jingli	Zhang	Keller Williams Realty	8	14	22	\$9,649,280
149	Imran	Paniwala	Coldwell Banker	6	14	20	\$9,647,343
150	Elizabeth	Kofmehl	Coldwell Banker	10	10	20	\$9,510,000

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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Thomas	Althoff	RE/MAX Select Realty	31	7	38	\$9,477,000
152	Susan	Gill	Century 21 Fairways	19	19	38	\$9,427,275
153	Sara	Leitera	Berkshire Hathaway The Preferred Realty	13	17	30	\$9,366,850
154	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	8	6	14	\$9,333,327
155	Nicholas	Fix	Berkshire Hathaway The Preferred Realty	14	11	25	\$9,325,950
156	Denise	Ardisson	Realty ONE Gold Standard	16	13	29	\$9,321,300
157	Lisa	McLaughlin	Piatt Sotheby's International Realty	12	8	20	\$9,307,850
158	Kassie	Cable	Howard Hanna	10	12	22	\$9,290,420
159	Nichole	Merrell	Coldwell Banker	14	11	25	\$9,290,163
160	Judi	Sahayda	Keller Williams Realty	18	10	28	\$9,280,833
161	Nicolas	Supik	Century 21 Frontier Realty	20	13	33	\$9,244,750
162	Monice	Ming Tong	Keller Williams Realty	8	12	20	\$9,221,996
163	Sharon	St. Clair	Keller Williams Realty	13	8	21	\$9,211,120
164	Daniel	Scioscia	Berkshire Hathaway The Preferred Realty	3	3	6	\$9,204,500
165	Dan	Kite	Berkshire Hathaway The Preferred Realty	9	11	20	\$9,197,900
166	Andrew	Dellavecchia	RE/MAX Select Realty	19	30	49	\$9,128,175
167	Sean	Kelly	Howard Hanna	13	19	32	\$9,094,743
168	Dean	Korber	Howard Hanna	35	17	52	\$9,061,200
169	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	13	10	23	\$8,981,999
170	Hope	Feldman	Your Town Realty	18	14	32	\$8,971,990
171	Judi	Agostinelli	Century 21 Frontier Realty	20	11	31	\$8,955,885
172	Erica	Shulsky	Exp Realty	10	17	27	\$8,881,713
173	Austin	Rusert	Coldwell Banker	14	15	29	\$8,855,228
174	Jay	Mosby	Berkshire Hathaway The Preferred Realty	14	20	34	\$8,815,250
175	Jackie	Horvath	Howard Hanna	12	16	28	\$8,802,000
176	Rod	Smith	Keller Williams Realty	13	8	21	\$8,787,023
177	Cynthia	Hovan	Coldwell Banker	7	9	16	\$8,733,419
178	Pamela	Michalek-Shirey	RE/MAX Heritage	22	5	27	\$8,715,433
179	Stephanie	Veenis	Howard Hanna	6	9	15	\$8,683,920
180	Alex	Tulandin	Keller Williams Realty	9	8	17	\$8,667,250
181	Christina	Talotta	RE/MAX Select Realty	12	10	22	\$8,620,000
182	Michele	Stillwagon	Piatt Sotheby's International Realty	3	6	9	\$8,607,421
183	Elizabeth	Hutton	Exp Realty	30	5	35	\$8,597,093

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Michael	Netzel	Keller Williams Realty	16	11	27	\$8,593,555
185	Ryan	Scalise	Scalise Real Estate	31	11	42	\$8,558,630
186	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	18	24	42	\$8,550,000
187	Jennifer	Sowers	Redfin Corp	12	22	34	\$8,502,650
188	Matthew	Gillespie	Coldwell Banker	21	19	40	\$8,497,862
189	Colleen	Anthony	Howard Hanna	17	6	23	\$8,477,450
190	Molly	Finley	Howard Hanna	11	8	19	\$8,455,550
191	Diane	DiGregory	Realty ONE Gold Standard	12	14	26	\$8,430,900
192	Katarzyna	Sharbaugh	RE/MAX Heritage	6	22	28	\$8,378,300
193	Caren	Foy	Keller Williams Realty	17	14	31	\$8,372,100
194	Andrea	McIntosh	Berkshire Hathaway The Preferred Realty	15	22	37	\$8,313,698
195	Liza	Christ	Piatt Sotheby's International Realty	2	5	7	\$8,308,959
196	Katina	Boetger-Hunter	Coldwell Banker	21	18	39	\$8,302,110
197	Erin	Amelio	Berkshire Hathaway The Preferred Realty	11	9	20	\$8,270,497
198	Theresa	White	RE/MAX Select Realty	15	19	34	\$8,268,241
199	Lynn	Niman	Berkshire Hathaway The Preferred Realty	5	4	9	\$8,255,490
200	Mindy	Pry	Piatt Sotheby's International Realty	12	4	16	\$8,250,040

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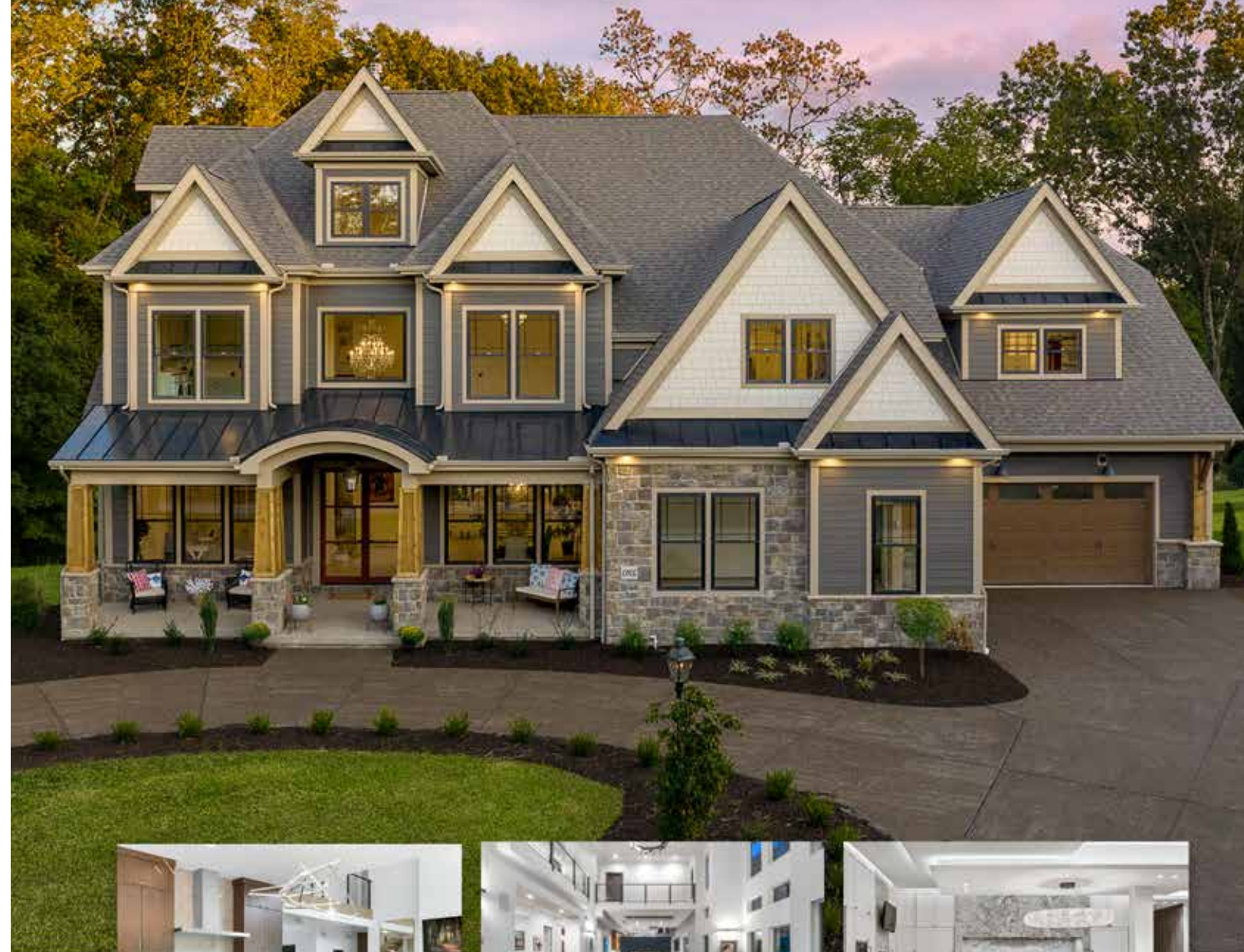
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