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Tuesday, Oct. 22nd

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PUBLISHER'S **note**

As much as I enjoy my kids going back to school in fall, there's a large part of me that misses hanging out with them now that they are older. It's fun to do day-to-day life with them without having the usual regimented weekly academic routine combined with the extra curricular activities in which my wife and I are so accustomed to juggling. I'm a huge fan of scheduled parameters and structure, but I've also appreciated going to Cubs games and watching the Olympics with them late at night during the summer. Coming from a three on the enneagram, I love a good ole fashioned uninterrupted work day, but it was life giving to soak up their company these past couple of months!

We are looking forward to seeing everyone at our fall event next month at Flight Club on October 22nd from 1PM - 4PM. Early invites went out a few weeks ago so if you plan on coming, feel free to register via the QR code on page 42.

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LE A U R A E N G L A N D

agent feature

By Lauren Young
Photos by Sonya Martin

CONCIERGE FOR THE CITY

“When I started my real estate career, I had a fire within [me] and a motivation to ramp up as soon as possible because I had no safety net,” explains REALTOR® Laura England, team leader of the England Group. “I was very determined to succeed and be independent. Having a more fulfilling career and doing something I cared about in a city I love was a bonus.”

Before moving to Chicago, Laura grew up in Springfield, Illinois, the youngest of five kids. Laura’s family dynamic had a strong influence on her. Looking up to her brothers and sisters, Laura found herself developing her relationship-building and “sales” skills from a young age.

“I spent a lot of time trying to win them over so I could be included in their fun and cool stuff,” says Laura. “Growing up with exposure to lots of different personalities, both in my family and with other people, taught me how to pay attention and truly listen to each person I meet so I can try to find commonalities and ways to connect.”

After earning her degree in public relations from Illinois State University and working in communications sales for many years, Laura started a family and exited the workforce for about a decade. Then faced with

a fork-in-the-road moment after a divorce, the once stay-at-home mom of two had to quickly jump back into the job market. Real estate was her lifeline.

“At one point in my corporate career I hit a crossroads and found I wasn’t passionate about the industry I was in,” says Laura. “I had considered real estate for a while, but the lack of financial stability delayed the career switch.”

“I went from being a stay-at-home mom of two little girls to being a single mom needing to earn a living ASAP,” she continues. “While this was terrible at the time, in hindsight, I’m grateful because I never would have realized my true potential.”

Laura’s journey into real estate began in 2015, and from the beginning she saw it as a prime opportunity to contribute to her beloved city of Chicago in a positive way. Her mission is to



Laura with her team, Brooke and Teresa.

Photo credit: Tanja Pleis Photography



spread the news about all the incredible things the city has to offer to prospective buyers, especially those who are exploring it for the first time.

After living in Chicago for over thirty years, Laura takes pride in being the “Chicago concierge” for these and other prospective residents.

“I work with many international and domestic relocation clients who have never been to Chicago,” says Laura. “They are so impressed with the beauty, architecture, food scene, and culture that we offer, and I’m proud to be their first ‘tour guide’ to our city.”

Over her nearly ten-year career as a REALTOR®, Laura has worked with a multitude of clients with diverse backgrounds, experiences, and preferences. Although the real estate industry has changed in many ways since she started, the one thing that has remained the same, she affirms, is the need to treat everyone as individuals with their own unique priorities.

“I’ve met so many wonderful people from all walks of life and have made true connections,” Laura says. “It’s so rewarding to be a part of something so important and earn my clients’ trust.”

In her downtime, Laura prioritizes exploring her North Center neighborhood with her daughters, Sara (19) and Brooke (22), and taking long walks with her mini berne-doodle, Bear. You’ll often find her testing new local eateries and hot spots to recommend to friends and clients.

“I’m very passionate about our amazing city, and I am hopeful we will start to head back in the right direction where people can enjoy everything it has to offer and feel safe doing so,” she says.

As Laura continues to serve her current clients, she plans on expanding her business both on her own and with new teammates. Her daughter, Brooke, recently joined the team along with her decades-long friend, Teresa Soren. She hopes to one day add Sara to the team and potentially expand into new cities or locations, although she can’t yet decide whether that will be near the mountains, the desert, the beach, or all the above. Regardless, she doesn’t plan to slow down anytime soon.

“I love that our industry values age and experience,” says Laura. “I still have a long way to go, but I’m proud of my accomplishments so far and hope that this is just the beginning.”

Photo credit: Tanja Pleis Photography

“They are so impressed with the beauty, architecture, food scene, and culture that we offer, and I’m proud to be their first ‘tour guide’ to our city.”





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By Chris Menezes
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Cervantes Chatt

& Prince P.C.

Making the Dream Work

At Cervantes Chatt & Prince P.C., teamwork isn't just a practice, it's a culture, and the core of their success. Led by Marc Cervantes, seasoned attorney and partner, this dynamic law firm specializes in all aspects of real estate law, providing exceptional legal

services in the Chicagoland area. Since their last spotlight, the firm has welcomed new attorneys and team members, thus enhancing their already robust capabilities and ensuring that each client experience is seamless and successful.

Marc describes the firm as a "well-oiled machine," emphasizing the synergy among team members and their shared commitment to excellence. This unity allows the team to not only handle complex, multi-situational real estate transactions effortlessly, but also enables them to

make real connections with their clients, ensuring they feel understood, respected, and valued throughout their legal journey.

With their growth in numbers, the firm has also grown in expertise and efficiency. Each attorney at Cervantes Chatt & Prince brings a wealth of

knowledge to the table, as well as a deep understanding of the ever-evolving real estate landscape.

Elizabeth P. Kiggins, an associate attorney, is renowned for her profound knowledge of real estate law, ensuring the firm is always ahead

of legal trends and changes. Along with Marc, she plays a pivotal role in educating and mentoring the team. "Elizabeth is 'the brains,'" Marc asserts. "There is rarely an ordinance or law passed that she doesn't know about."

Christina Rivas, the managing paralegal, keeps everyone on the team organized and is hands-on with clients, particularly in explaining complex transaction processes. She's also bilingual in Spanish and English, and was a licensed REALTOR® before becoming a full-time paralegal. "Christina showcases an immense amount of patience, especially in difficult situations, handling client interactions with empathy and expertise," Marc shares.

John Pender, a paralegal, is usually the first voice you'll hear when calling the office. He uses his skills as a licensed REALTOR® to enhance file management and client communications, while Samantha Smith, a law clerk, integrates her legal education to provide valuable research support.

"Each of our attorneys and team members are experts in their fields," Marc emphasizes. "Having that immediate access to that level of knowledge from our team has really benefited the experience of our clients and referral partners. Fostering an environment of respect between each other not only helps us grow as a firm, but also improves the quality of work we present to the REALTORS® and clients we work with."



Marc and John Pender.



Christina Rivas, Elizabeth P. Kiggins, and Samantha Smith.



Marc with Elizabeth P. Kiggins.

The firm actively supports REALTORS® in a number of ways. They often co-sponsor events, provide resources for complex real estate questions, and are always readily available to discuss potential transactions. They attend every purchase closing and consistently communicate and collaborate on files and workload so that everyone can be on the same page, no matter the case.

"When you call our office, you are speaking directly to someone who is on our team, and who has, at one point or another, worked on your file. There is no answering service," Marc stresses. "This is why, when you call in asking for a status of a file, we all know what's going on."

Marc and his team strive to be a reliable resource for their REALTOR® partners and clients. They always set time aside to call people back and explain information, and if they don't have an answer right away, they do everything they can to find one. "Nothing gives us greater satisfaction than knowing that our clients have the confidence to make well-informed decisions," Marc expresses.

Going above and beyond the mere transaction, the firm often handles things like final walk-through issues, delays in routine processing, liens recorded days within a closing, and even unusual water balances.

"We've done evictions for sellers for difficult tenants, short sales, files that dealt with selling through an estate where the heirs lived on different sides of the globe, you name it," Marc adds. "The great thing is that we know each other's strengths, and there is a sense of relief in knowing that we will all kick into action to resolve the issue, no matter what it is."

The Cervantes Chatt & Prince P.C. team not only share a passion for real estate law, but also engage actively with their personal interests, further strengthening their bond and camaraderie. Whether discussing the latest sports game, sharing new culinary experiences during their Monday lunch tradition, or attending comic book conventions, the team's camaraderie is palpable and extends into their professional engagements.

"We're a fun bunch. We're not shy about it, but we're also professionals at what we do," Marc shares. "In addition to fostering our relationships with clients and each other, we take the time to really grow our relationships with REALTORS® and lenders in the industry. Our goal is to make them feel that they are also a part of our team when we're working on a file together."

As the team moves forward, they remain dedicated to enhancing their services, making every client a priority, treating every single file with the same dedication and precision regardless of its size, and maintaining the high standards that have brought them to where they are today.

To get the Cervantes Chatt & Prince P.C. team on your next transaction, give them a call at (312) 606-9529 or visit www.ccpcchicago.com.

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³ The Chase Homebuyer Grant is available on primary residence purchases only. You may qualify for up to \$7,500 in savings when applying for a DreaMakerSM, Standard Agency, FHA and VA home purchase mortgage loan product and where applicable census tract requirements are met. Income limits and homebuyer education may apply on a DreaMaker mortgage.

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MICHAEL ROSENBLUM

Sharing Important Messages

cover story

By Lauren Young

Photos by Sonya Martin

For REALTOR® Michael Rosenblum, “Happily Ever Always” isn’t just his brand, it’s his mantra. “We are all entitled to always live happily ever, not after: always is a continuum, an endless period, whereas the word after signifies an end [point],” he explains. This inspiring viewpoint and his “can-do” attitude are the whys behind his successful referral-based business of more than twenty-three years.

Michael subscribes to the philosophy that “failure is a springboard to success in disguise,” and affirms that he has had his share of failures in life.

Michael’s journey to becoming one of the most respected REALTORS® in Chicago began in 2003 when the newly created area of River North, known today as Kingsbury Park, was starting to develop. An early pioneer, Michael was one of the first brokers to buy in the neighborhood when an enormous square block consisted of only parking lots and some open land—a result of a devastating building fire in 1989. As new buildings were constructed, Michael’s knowledge grew—knowledge he shared with the many buyers who were attracted to the developing area. Since then, Michael has made over 600 sales, and he is often referred to as “Mr. River North.”

Michael’s success is in thanks, in part, to his Golden Rule mindset. “I do for each client what I would want my chosen broker to do for me,” he affirms. But Michael takes this idea further by intentionally being “a broker’s broker.” In his view, he represents three client categories in his work: buyers, sellers, and brokers. “I can’t stress enough the importance of treating brokers in the same manner you would a buyer or seller,” he advises. “If they call for something, return that call promptly. If they request feedback from a showing, provide it. Do for them as you would want them to do for you.” Michael believes this is the winning mindset and practice for any new broker getting into the business, and as such, he willingly devotes time to helping other agents and to speaking engagements.



“ I do for each client what I would want my chosen broker to do for me. ”

Besides real estate, Michael is passionate about sharing important messages with kids. “These messages were born through the trials and tribulations that have shaped my life and defined my success,” he says.

A creative writer since youth, Michael loves to express and share his whimsical imagination with kids in the children’s books he writes.

His first book, *The Caterpillar and the Butterfly* (2021), is a story about believing in yourself, and became a best-seller after it was featured on ABC’s *The View*. Co-host Sara Haines said, “My kids fight over this book every night. I’m going to read it regardless, but they each want it to be their book choice. It is ripped to shreds. We can’t leave the house without it. The illustrations are beautiful. It’s such a special book in our house.”¹

The sequel, *A Garden of Flowers*, was released in September 2023. “It’s a story about loving the gift you were born to be, and houses a theme about diversity and inclusion,” states Michael. “My books have two simple yet important messages: (1) fear is faith turned inside out, and (2) we are all born as a special gift to the world, and we are also here to teach each other about ourselves.”

After finishing his third book in the series in the coming months, Michael hopes to set up a foundation for underprivileged children’s charities. Since 2022, he has been donating 50 percent of his earned publisher royalties to charities of this kind.

Looking ahead, Michael is excited about the future and the growth of his real estate practice in Miami where he also has a home.



Michael’s story is a testament to the power of perseverance, creativity, and what success can come through caring for others and having an appreciative mindset regarding challenges. His journey is an inspiration to anyone looking to make a positive impact in their own life and the lives of others.

“I’m just grateful to be me, and alive, healthy, and here to help people,” he adds. “That’s what’s really important to me: living my ‘Happily Ever Always.’”

¹ The View, Sara Haines, “The Ladies Get Lit: Sara Haines’s Summer 2021 Book Picks,” Facebook, July 28, 2021, https://www.facebook.com/watch/?ref=search&v=201591025253416&external_log_id=ec6160ef-480c-4b42-8d65-fccb3c14f23&q=sara%20haines%20ladies%20get%20lit%20summer%202021.



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▶ on the rise

By Chris Menezes
Photos by Sonya Martin

ROB

CALVIN

Creating the Life You Want

For Rob Calvin, as it was for many, the pandemic wasn't just a global crisis but a personal turning point. As the world paused and introspection set in, Rob found himself questioning his career trajectory in corporate talent acquisition. Despite years of helping others navigate significant life transitions, he felt his career slipping away.

By 2020, as the head of talent at a large, public company, managing over twenty people and working eighty-hour weeks, Rob felt he had drifted far from his initial reason for entering recruiting: to work one-on-one with people,

helping them through significant life transitions and setting them up for future success.

This realization hit home during a board meeting when his boss unexpectedly announced Rob as

the new director of diversity, equity, and inclusion without previously consulting him. "I like to think that this was [a result of] the company's confidence in my abilities in a time of real change and unknowns, but it was more of a wake-up call for me to be more intentional in driving my own career decisions," Rob explains.

Poised at the crossroads of continuing his existing path or embracing a new journey that aligned more closely with his passions, Rob decided to take control of his life and enter real estate in the fall of 2021. Driven by a deep-seated love for architecture, a desire to

work more directly with people, and a genuine curiosity about an industry that intersects with many other sectors, Rob found a new way to impact individuals and families at a critical point in their lives: finding a home.

This career shift echoed the bold choices of his parents, who embraced significant life changes later in life. "My parents were the 'cool kids,'" says Rob. His mother's side gig during her career as a legal secretary was working as a cocktail server at the Playboy Mansion, and his father was a minor-league tennis pro turned advertising executive turned gallery owner. They

didn't meet until their mid-thirties and chose to start a family in their forties. "They taught me it's never too late to change your path and to do what makes you happy," Rob recalls.

Rob's early years were characterized by intense activity and responsibility. A three-sport, straight-A student in high school, he balanced it all with demanding work hours at Abercrombie & Fitch. At the University of Illinois Urbana-Champaign (1998-2002), where he double-majored in sociology and psychology, he forged deep friendships in his fraternity, a refuge where he first felt accepted as a gay teenager.





“
They taught me it’s never too late to change your path and to do what makes you happy.
”



Rob enjoying an annual tradition - Lalapalooza!

almost daily, grounding himself through meditation and physical exercise, and escapes into the pages of history books with his long-standing book club. Engaged to Dan Berliner, a marketing leader in the spirits industry, Rob shares a deeply supportive relationship and home with Dan and their two dogs. Rob’s family ties remain strong too, particularly with his brother, Ryan, and sister-in-law in Fort Myers, whose family became a crucial source of support and connection after the loss of Rob and Ryan’s parents.

As Rob continues living the life he always wanted, he eagerly anticipates a future of continued success and growth in real estate, helping others build their dreams just as he has built his.

In many ways, Rob was compelled to mature quickly. His parents frequently battled cancer. This added pressure on him to graduate on time and secure a stable career to ease his parents’ worries, significantly shaping Rob’s work ethic and determination.

Rob’s journey was also marked by struggles with imposter syndrome, which began early in his life as he navigated schoolyard bullies. “While I’ve always worked to shed the anxiety and guilt that comes with feeling like an imposter in everyone else’s world, it was easier to just be the person everyone expected me to be,” Rob shares. “When someone is uncomfortable with conflict, it unfortunately invites self-doubt and prolongs the evolution of one’s true self. Understanding

my fundamentals took me longer, as a result,” he explains.

Entering real estate offered Rob another chance to embrace his true self and live the life he wanted: a life and career largely built on ethics and helping people. In real estate, Rob has found a passion for transparency that guides his interactions with clients and colleagues.

The most rewarding part of his business now lies in collaborating with new brokers, lenders, contractors, attorneys, and clients. The relationships he builds and the direct impact he has on people’s lives as they navigate one of the most significant transactions of their lives provide him with profound fulfillment.

To maintain balance outside of real estate, Rob practices yoga



Rob with his fiancé, Dan.

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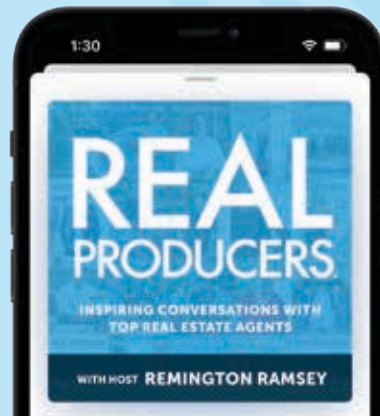
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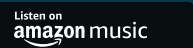
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Nikki DININO

▶ agent feature

By Lauren Young
Photos by Sonya Martin

Mom + REALTOR® = Music To Her Ears

“I married and started my family pretty early,” says Nikki Dinino, premier agent at Redfin. “Everyone said my life was ending because I was becoming a mom so young, but that couldn’t have been further from the truth.”

Nikki, who married at twenty-two and had her first child at twenty-three, has a thriving family, but admits the challenge to find work-life balance is constant, especially when her three children—Madelynn (16), Riley (13), and Brendan (11)—all have full schedules. Nikki credits real estate for allowing her to fulfill, and feel fulfillment in, her roles as wife, mom, and working professional.

“I don’t revolve my family time around my work. I revolve my work around my family,” she explains. “That’s been the biggest hurdle in this business: to be a present mom while achieving a high level of success. I think the most important thing I have done is ask for help when I need it.”

“You can do it all, just not at the same time,” she adds. “Accepting your limits is okay. It doesn’t make you weak.”

Over the years, Nikki has built a support system to help her manage her many responsibilities, but her rock is her husband, Mike. “I am blessed that Mike is a hands-on dad,” she says. “We are a team. My success is just as much his as it is mine.”

Nikki started her real estate journey right after graduating from high school. She worked at a boutique agency in Ravenswood in an admin role before earning her license at age twenty-one, starting as a buyer’s agent. Unfortunately, due to the 2008 market downturn, she was let go shortly after, so Nikki refocused and spent the next few years finishing her undergraduate degree and growing her family. It was a very busy season.



“I received my bachelor’s in 2010 with a two-year-old on my hip,” Nikki recalls. “I had my next baby the following year while doing BPOs with my old broker when it seemed every home was going through foreclosure. It wasn’t long before I found out I was pregnant again. I couldn’t go job hunting, so I pulled deals out of the air and made ends meet.”

But because Nikki was supplementing her income by waitressing again, she felt like she was moving backwards. Seeing that she was struggling mentally, her former broker pointed out the flexibility of Redfin’s transaction coordinator role.

“It was a work-from-home position, and it was perfect for me as a working mom: I could juggle it all,” she says. “I took an agent position in 2018, and I have been here ever since.”

At Redfin, Nikki can focus on what she does best: sell real estate. She can trust the “Redfin machine” and the company’s resources to keep everything running smoothly in the background.

“I don’t need to worry about shaking hands or kissing babies to get leads,” Nikki says. “Letting my work show for itself has led to great success. I also have a team of amazing agents who are my ‘boots on the ground’ when I can’t be. Their support has been a game changer.”

Nikki knows firsthand how stressful and overwhelming a home and life change can be. Raised in Chicago by her single dad, he remarried when she was fifteen and they moved to Skokie with her new step-mother and her four kids.

“Going to a new school, becoming part of a blended family, and being a teenager all at once was rough,” remembers Nikki. “Also, moving from the city to the suburbs was a culture shock to say the least.” Ultimately, Nikki found solace in Chicago’s music scene, going nearly every night to Fireside

“

“To be a part of someone’s life

at such a vulnerable time is an

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Bowl, the Metro, and other venues to hear bands like Fall Out Boy, before they made it big.

Nikki brings that entire experience to her interactions with clients, knowing how much little things can make a big difference for someone facing a transition in life.

“To be a part of someone’s life at such a vulnerable time is an honor I don’t take lightly,” says Nikki. “There is nothing better than when someone says you made possible something they thought would never happen or that your guidance was reassuring during their difficult time.”

When not serving her clients, you’ll find Nikki with her family, and sometimes, “throwing it down” in the mosh pit at a music festival. Nikki still loves going to see Fall Out Boy and other such bands, only now she brings her kids along. She says that her ability to share many moments like these with her family has been possible thanks to her job as a REALTOR®.

“Real estate has given me the ability to be the mom and wife my family needs while setting no limits to my success,” she says.

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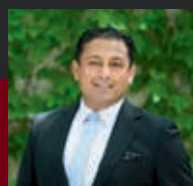
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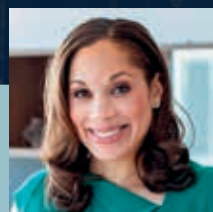
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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	130	\$66,842,997	156.5	\$85,495,843	286.5	\$152,338,840
2	Jeffrey	Lowe	61	\$77,614,978	33.5	\$37,776,500	94.5	\$115,391,478
3	Emily	Sachs Wong	48	\$62,476,249	34	\$46,041,500	82	\$108,517,749
4	Carrie	McCormick	49	\$68,283,750	17.5	\$36,187,547	66.5	\$104,471,297
5	Grigory	Pekarsky	20.5	\$11,087,812	184.5	\$92,714,759	205	\$103,802,572
6	Alexandre	Stoykov	12.5	\$6,300,255	127.5	\$57,502,084	140	\$63,802,339
7	Leigh	Marcus	62	\$40,841,252	31	\$19,064,250	93	\$59,905,502
8	Timothy	Sheahan	27.5	\$43,742,438	13.5	\$15,306,835	41	\$59,049,273
9	Benyamin	Lalez	19.5	\$10,754,318	97.5	\$45,261,400	117	\$56,015,718
10	Mark	Icuss	13.5	\$31,233,388	10.5	\$20,446,945	24	\$51,680,333
11	Michael	Horwitz	11.5	\$10,126,900	62	\$39,881,550	73.5	\$50,008,450
12	Jason	O'Beirne	37	\$33,193,350	13	\$7,787,000	50	\$40,980,350
13	Brad	Lippitz	23	\$22,689,000	21.5	\$16,073,999	44.5	\$38,762,999
14	Sophia	Klopas	20	\$14,166,659	28	\$23,433,450	48	\$37,600,109
15	Joanne	Nemerovski	11	\$20,965,000	9	\$15,209,000	20	\$36,174,000
16	Timothy	Salm	18	\$31,500,750	3	\$4,408,000	21	\$35,908,750
17	Mario	Greco	38	\$21,596,798	23	\$13,659,000	61	\$35,255,798
18	Chezi	Rafaeli	17	\$20,798,000	10	\$14,391,000	27	\$35,189,000
19	Daniel	Glick	21.5	\$20,677,900	13.5	\$12,549,500	35	\$33,227,400
20	Debra	Dobbs	13	\$11,693,000	21	\$20,774,800	34	\$32,467,800
21	Ryan	Preuett	16.5	\$19,271,250	11.5	\$12,846,500	28	\$32,117,750
22	Michael	Rosenblum	17	\$22,077,245	5	\$9,975,000	22	\$32,052,245
23	Danielle	Dowell	16.5	\$13,811,924	24	\$18,070,750	40.5	\$31,882,674
24	Julie	Busby	28	\$18,419,211	18	\$13,445,545	46	\$31,864,756
25	Susan	Miner	7	\$12,492,500	7	\$19,054,000	14	\$31,546,500
26	Owen	Duffy	34.5	\$26,066,125	10	\$5,270,800	44.5	\$31,336,925
27	Philip	Skowron	10	\$15,305,000	4	\$15,773,256	14	\$31,078,256
28	Nicholaos	Voutsinas	19.5	\$10,566,500	26	\$19,964,500	45.5	\$30,531,000
29	Hayley	Westhoff	16	\$11,985,000	21.5	\$18,323,500	37.5	\$30,308,500
30	Jill	Silverstein	21.5	\$15,716,250	16	\$14,340,500	37.5	\$30,056,750
31	Lauren	Mitrick Wood	12	\$7,730,600	34.5	\$22,146,085	46.5	\$29,876,685
32	Katharine	Waddell	18	\$12,013,450	20.5	\$17,838,900	38.5	\$29,852,350
33	Jennifer	Mills	11	\$17,207,800	9.5	\$11,987,620	20.5	\$29,195,420
34	William	Goldberg	17.5	\$15,060,650	15.5	\$12,269,015	33	\$27,329,665

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sam	Shaffer	7.5	\$4,336,088	37	\$22,984,966	44.5	\$27,321,053
36	Amanda	McMillan	24.5	\$18,494,500	9	\$8,546,650	33.5	\$27,041,150
37	Karen	Biazar	22	\$16,855,072	17	\$10,053,400	39	\$26,908,472
38	Nadine	Ferrata	25.5	\$18,060,750	13.5	\$8,503,900	39	\$26,564,650
39	James	D'Astice	14.5	\$8,972,500	35.5	\$17,101,300	50	\$26,073,800
40	Nancy	Tassone	12	\$24,874,000	1	\$1,000,000	13	\$25,874,000
41	Daniel	Close	14	\$11,018,248	22.5	\$14,710,812	36.5	\$25,729,060
42	Melissa	Siegal	19.5	\$12,568,000	19.5	\$12,806,000	39	\$25,374,000
43	Layching	Quek	17	\$8,447,500	21	\$16,068,700	38	\$24,516,200
44	Leila	Zammatta	12	\$24,481,504	0	\$0	12	\$24,481,504
45	Eugene	Fu	6.5	\$8,073,111	22.5	\$16,140,250	29	\$24,213,361
46	Melanie	Everett	11	\$5,992,450	29.5	\$17,050,500	40.5	\$23,042,950
47	Darrell	Scott	12	\$7,190,550	25	\$15,795,225	37	\$22,985,775
48	Elias	Masud	19.5	\$9,784,500	26.5	\$13,167,100	46	\$22,951,600
49	Millie	Rosenbloom	15	\$15,492,535	5	\$7,230,500	20	\$22,723,035
50	Cory	Tanzer	26	\$12,077,000	20.5	\$9,524,450	46.5	\$21,601,450


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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Sam	Jenkins	14	\$19,053,000	3	\$2,426,000	17	\$21,479,000
52	Kelly	Parker	7.5	\$5,078,750	23.5	\$16,157,075	31	\$21,235,825
53	Melanie	Giglio	11.5	\$12,482,500	14	\$8,652,000	25.5	\$21,134,500
54	Steve	Dombar	4.5	\$2,407,500	28	\$18,557,000	32.5	\$20,964,500
55	Barbara	O'Connor	14.5	\$9,625,500	16	\$10,534,950	30.5	\$20,160,450
56	Bradley	Brondyke	16	\$20,055,316	0	\$0	16	\$20,055,316
57	Karen	Schwartz	12	\$8,260,000	18	\$11,787,220	30	\$20,047,220
58	Keith	Brand	20	\$11,437,439	21	\$8,563,000	41	\$20,000,439
59	Rafay	Qamar	32.5	\$12,014,499	19.5	\$7,933,034	52	\$19,947,533
60	Juliana	Yeager	8	\$8,144,450	16	\$11,389,500	24	\$19,533,950
61	Camille	Canales	5.5	\$2,715,500	30.5	\$16,774,300	36	\$19,489,800
62	Kathleen	Malone	7.5	\$11,280,500	11	\$8,070,000	18.5	\$19,350,500
63	Kevin	Hinton	7	\$3,537,950	28	\$15,617,400	35	\$19,155,350
64	Nicholas	Colagiovanni	11	\$10,078,000	7	\$8,776,325	18	\$18,854,325
65	Jennifer	Ames	8	\$9,909,870	8	\$8,820,000	16	\$18,729,870
66	Hadley	Rue	17	\$12,641,000	9	\$6,082,900	26	\$18,723,900
67	Lance	Kirshner	13	\$7,232,250	21	\$11,375,495	34	\$18,607,745
68	Michael	Maier	23.5	\$11,909,912	12	\$6,675,250	35.5	\$18,585,162
69	Alex	Wolking	10	\$7,051,000	14	\$11,499,000	24	\$18,550,000
70	Ivona	Kutermankiewicz	13	\$13,099,900	8	\$5,330,000	21	\$18,429,900
71	Deborah	Ballis Hirt	11.5	\$7,749,000	12	\$10,639,750	23.5	\$18,388,750
72	Ioannis	Floros	10.5	\$4,697,000	25	\$13,326,400	35.5	\$18,023,400
73	Margaret	Baczkowski	15	\$12,398,501	6	\$5,358,500	21	\$17,757,001
74	Michael	Hall	17	\$10,485,400	9	\$7,225,000	26	\$17,710,400
75	Alishja	Ballard	9	\$5,521,000	19	\$12,069,500	28	\$17,590,500
76	Mike	Larson	5	\$7,512,500	6	\$9,972,668	11	\$17,485,168
77	Chris	Gomes	7	\$5,376,000	13	\$11,859,000	20	\$17,235,000
78	Tommy	Choi	13.5	\$7,386,700	16.5	\$9,649,650	30	\$17,036,350
79	Rubina	Bokhari	5	\$6,914,450	6	\$9,724,350	11	\$16,638,800
80	Staci	Slattery	21	\$16,486,322	0	\$0	21	\$16,486,322
81	Brad	Zibung	16	\$8,160,500	12	\$8,230,500	28	\$16,391,000
82	Bari	Levine	15.5	\$9,079,268	9	\$7,234,467	24.5	\$16,313,735
83	Leslie	Glazier	11	\$10,776,000	7	\$5,447,500	18	\$16,223,500
84	Boris	Lehtman	15	\$13,412,000	5.5	\$2,776,450	20.5	\$16,188,450

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Lucas	Blahnik	8	\$8,072,060	10	\$8,077,500	18	\$16,149,560
86	Michael	Olszewski	68	\$14,191,958	3	\$1,954,750	71	\$16,146,708
87	Molly	Sundby	13	\$16,081,250	0	\$0	13	\$16,081,250
88	Stacey	Dombar	19.5	\$8,167,750	8	\$7,794,000	27.5	\$15,961,750
89	Roman	Patzner	4	\$3,256,500	12	\$12,462,400	16	\$15,718,900
90	Jeffrey	Herbert	3.5	\$2,332,500	21.5	\$13,380,600	25	\$15,713,100
91	Vincent	Anzalone	10	\$9,476,490	11	\$6,233,000	21	\$15,709,490
92	Stefanie	Lavelle	14	\$10,110,000	9	\$5,588,500	23	\$15,698,500
93	Dennis	Huyck	10.5	\$6,905,500	10	\$8,741,500	20.5	\$15,647,000
94	Sara	McCarthy	7.5	\$3,591,250	15.5	\$11,940,000	23	\$15,531,250
95	Linda	Levin	13	\$12,804,995	4	\$2,600,000	17	\$15,404,995
96	Mark	Keppy	16	\$10,128,850	10	\$5,259,205	26	\$15,388,055
97	Michael	Shenfeld	8.5	\$8,188,500	10	\$7,073,800	18.5	\$15,262,300
98	Todd	Szwajkowski	9	\$5,133,000	17	\$9,706,425	26	\$14,839,425
99	Pasquale	Recchia	9.5	\$5,373,000	9	\$9,372,207	18.5	\$14,745,207
100	Beata	Gaska	12	\$11,290,234	4	\$3,450,000	16	\$14,740,234

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Nathan	Binkley	10	\$7,173,500	9	\$7,556,900	19	\$14,730,400
102	Scott	Curcio	20	\$8,897,900	11	\$5,714,401	31	\$14,612,301
103	Patrick	Shino	5	\$2,674,400	27	\$11,901,500	32	\$14,575,900
104	Dawn	McKenna	8	\$5,541,500	8.5	\$8,672,000	16.5	\$14,213,500
105	Robert	Sullivan	11	\$8,799,250	8	\$4,828,500	19	\$13,627,750
106	Rafael	Murillo	6.5	\$8,638,500	6	\$4,949,500	12.5	\$13,588,000
107	Ian	Schwartz	6.5	\$5,168,500	9	\$8,341,499	15.5	\$13,509,999
108	Patrick	Teets	10	\$13,297,500	0	\$0	10	\$13,297,500
109	Stephanie	Cutter	16	\$6,880,050	17	\$6,312,721	33	\$13,192,771
110	Megan	Tirpak	9.5	\$10,609,000	2	\$2,550,000	11.5	\$13,159,000
111	Meg	Daday	13	\$6,590,771	9	\$6,553,000	22	\$13,143,771
112	Melissa	Edidin	6	\$4,852,380	7	\$8,175,000	13	\$13,027,380
113	Kate	Gaffey	2	\$783,250	18.5	\$12,140,900	20.5	\$12,924,150
114	Jacob	Tasharski	8	\$5,639,500	7	\$7,257,500	15	\$12,897,000
115	Leopoldo	Gutierrez	6	\$1,830,700	25	\$10,951,150	31	\$12,781,850
116	Jacob	Reiner	12	\$5,367,900	18	\$7,401,200	30	\$12,769,100
117	Adele	Lang	6	\$4,471,500	15.5	\$8,284,250	21.5	\$12,755,750
118	Nick	Kluding	3	\$3,370,000	8	\$9,307,000	11	\$12,677,000
119	Stephanie	LoVerde	10	\$4,562,300	14	\$7,850,000	24	\$12,412,300
120	Mario	Barrios	5	\$2,717,500	16	\$9,598,500	21	\$12,316,000
121	Ali	Bakir	0	\$0	10	\$12,251,500	10	\$12,251,500
122	Colin	Hebson	7.5	\$7,125,000	8.5	\$5,124,352	16	\$12,249,352
123	Adam	Zenullahi	9	\$2,936,900	18	\$9,238,500	27	\$12,175,400
124	Dan	Nelson	3.5	\$2,382,500	18	\$9,763,350	21.5	\$12,145,850
125	Meredith	Manni	5	\$9,377,500	1	\$2,700,000	6	\$12,077,500
126	Brian	Moon	11.5	\$5,588,622	7.5	\$6,388,500	19	\$11,977,122
127	Michael	Saladino	14.5	\$4,416,500	16.5	\$7,443,400	31	\$11,859,900
128	D	Waveland Kendt	8.5	\$7,500,692	6	\$4,304,730	14.5	\$11,805,422
129	Brady	Miller	12	\$4,150,500	21	\$7,647,600	33	\$11,798,100
130	Susan	O'Connor	4	\$3,734,000	5	\$8,057,500	9	\$11,791,500
131	Santiago	Valdez	11.5	\$3,786,276	17.5	\$7,930,500	29	\$11,716,776
132	Azeem	Khan	2	\$6,992,000	2	\$4,629,500	4	\$11,621,500
133	Kathryn	Schrage	15	\$7,752,400	7	\$3,779,888	22	\$11,532,288
134	Maria	Casciaro	5.5	\$5,900,212	8	\$5,607,000	13.5	\$11,507,212

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Ronda	Fish	6	\$7,500,000	4	\$3,987,000	10	\$11,487,000
136	Melanie	Carlson	10	\$6,065,000	8	\$5,397,300	18	\$11,462,300
137	Xiaojing	Frost	5.5	\$2,485,518	12	\$8,882,500	17.5	\$11,368,018
138	Cynthia	Sodolski	6	\$4,750,000	8	\$6,593,500	14	\$11,343,500
139	Davia	Lipscher	8.5	\$5,450,750	13	\$5,853,500	21.5	\$11,304,250
140	Brian	Pistorius	1.5	\$1,017,500	15	\$10,089,750	16.5	\$11,107,250
141	Elizabeth	Caya	5	\$2,898,000	15	\$7,964,900	20	\$10,862,900
142	Michael	Yeagle	8	\$8,660,000	3	\$2,179,000	11	\$10,839,000
143	Naja	Morris	12.5	\$5,594,225	9.5	\$5,123,100	22	\$10,717,325
144	Jeremiah	Fisher	7	\$3,892,000	11	\$6,795,749	18	\$10,687,749
145	Eudice	Fogel	5.5	\$4,095,250	8	\$6,544,400	13.5	\$10,639,650
146	Salvador	Gonzalez	10	\$3,636,000	25	\$7,001,000	35	\$10,637,000
147	Scott	Berg	20	\$10,603,299	0	\$0	20	\$10,603,299
148	Rizwan	Gilani	7.5	\$3,051,250	11.5	\$7,502,950	19	\$10,554,200
149	Amy	Duong	5	\$2,966,000	11.5	\$7,574,400	16.5	\$10,540,400
150	Michael	Mcguinness	6	\$3,619,000	14	\$6,874,999	20	\$10,493,999

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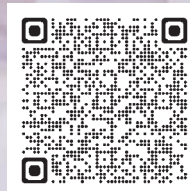
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Kimber	Galvin	4.5	\$3,183,250	9	\$7,306,000	13.5	\$10,489,250
152	Lawrence	Dunning	8	\$4,636,000	12	\$5,834,500	20	\$10,470,500
153	Suzanne	Gignilliat	6.5	\$9,141,750	1	\$1,230,000	7.5	\$10,371,750
154	Ryan	Cherney	19	\$6,519,500	2	\$3,850,000	21	\$10,369,500
155	Ashley	Cox	9.5	\$4,464,000	9.5	\$5,892,338	19	\$10,356,338
156	Iris	Kohl	5.5	\$3,956,000	9	\$6,351,000	14.5	\$10,307,000
157	Olin	Eargle	5	\$2,748,025	12	\$7,550,550	17	\$10,298,575
158	Daniel	Fowler	5	\$4,475,000	6	\$5,819,000	11	\$10,294,000
159	Theodora	Jordan	7	\$4,438,500	6	\$5,818,800	13	\$10,257,300
160	Justin	Lucas	6	\$3,440,000	8	\$6,811,767	14	\$10,251,767
161	Leonardo	Rojas	3	\$935,000	23	\$9,305,000	26	\$10,240,000
162	Eamonn	Stafford	19	\$7,445,800	11	\$2,794,150	30	\$10,239,950
163	Elena	Theodoros	9	\$6,425,847	4	\$3,709,500	13	\$10,135,347
164	James	Sheehan	5	\$5,518,500	3	\$4,555,000	8	\$10,073,500
165	Diana	Grinnell	9	\$6,185,000	6	\$3,880,000	15	\$10,065,000
166	Katie	Hutchens	7	\$7,757,500	2	\$2,235,000	9	\$9,992,500
167	Jennifer	Romolo	2.5	\$808,650	15	\$9,127,000	17.5	\$9,935,650
168	Kelly	Johnson	7	\$5,666,900	5	\$4,234,750	12	\$9,901,650
169	Qiankun	Chen	13	\$4,421,777	16	\$5,462,600	29	\$9,884,377
170	Cadey	O'Leary	6	\$5,122,500	4	\$4,750,000	10	\$9,872,500
171	Azin	Amiran	6	\$6,869,450	3	\$2,999,000	9	\$9,868,450
172	Cornelis	Hoogstraten	0	\$0	11	\$9,862,000	11	\$9,862,000
173	Stephen	Hnatow	3.5	\$3,082,250	6	\$6,754,500	9.5	\$9,836,750
174	Robert	Yoshimura	15	\$6,712,000	5	\$3,077,500	20	\$9,789,500
175	Tiffany	Meyers	7	\$2,409,500	21.5	\$7,375,600	28.5	\$9,785,100
176	Mary	Mac Diarmid	4.5	\$4,225,750	4	\$5,520,000	8.5	\$9,745,750
177	Reve'	Kendall	17	\$8,097,650	4	\$1,588,000	21	\$9,685,650
178	Roman	Popovych	10	\$9,680,000	0	\$0	10	\$9,680,000
179	Nicole	Hajdu	9.5	\$3,775,000	13.5	\$5,869,300	23	\$9,644,300
180	Christine	Egley-Rashkow	3.5	\$5,620,000	2	\$4,015,000	5.5	\$9,635,000
181	Eugene	Abbott	7.5	\$3,939,000	10.5	\$5,662,000	18	\$9,601,000
182	Samuel	Kahn	5.5	\$3,813,547	7.5	\$5,651,561	13	\$9,465,108
183	Bruce	Glazer	8.5	\$4,912,749	5	\$4,520,000	13.5	\$9,432,749
184	John	Grafft	8.5	\$7,795,300	2	\$1,600,000	10.5	\$9,395,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Gregory	Desmond	8	\$3,447,413	7	\$5,933,000	15	\$9,380,413
186	Elizabeth	Lothamer	2	\$1,135,096	13	\$8,210,600	15	\$9,345,696
187	Jennifer	Lapins	5.5	\$3,101,700	8	\$6,232,000	13.5	\$9,333,700
188	Andrew	Glatz	10	\$4,942,000	7	\$4,378,000	17	\$9,320,000
189	Robin	Phelps	9	\$5,357,500	6	\$3,961,400	15	\$9,318,900
190	Daniela	Pagani	4	\$3,515,000	5.5	\$5,794,385	9.5	\$9,309,385
191	Brian	Connolly	11	\$9,303,266	0	\$0	11	\$9,303,266
192	Phyllis	Smith	10.5	\$6,054,500	6	\$3,163,500	16.5	\$9,218,000
193	Benjamin	Lissner	5	\$2,088,500	18	\$7,120,500	23	\$9,209,000
194	Michael	Greco	6.5	\$3,646,500	9	\$5,522,500	15.5	\$9,169,000
195	Kathryn	Barry	10	\$5,700,000	7.5	\$3,456,000	17.5	\$9,156,000
196	Daniel	Spitz	5.5	\$3,649,900	9	\$5,493,400	14.5	\$9,143,300
197	Dee	Thompson	1.5	\$2,517,950	4	\$6,620,444	5.5	\$9,138,394
198	Danny	Lewis	5.5	\$2,678,250	11	\$6,450,425	16.5	\$9,128,675
199	Iryna	Dzhudzhuk	1	\$307,000	18	\$8,809,400	19	\$9,116,400
200	Lauren	Shimmon	6.5	\$2,615,500	11	\$6,482,125	17.5	\$9,097,625

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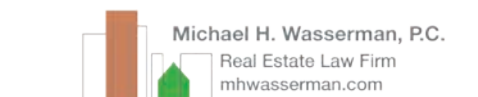


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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	David	Betancourt	4	\$1,569,000	16	\$7,518,900	20	\$9,087,900
202	Mariah	Dell	6.5	\$3,958,500	6	\$5,036,000	12.5	\$8,994,500
203	Charles	Gullett	9.5	\$5,287,000	7	\$3,693,000	16.5	\$8,980,000
204	Catherine	Egan	2	\$2,105,000	4	\$6,865,000	6	\$8,970,000
205	Steven	Jurgens	3.5	\$3,959,900	5	\$5,001,900	8.5	\$8,961,800
206	Lisa	Reznick	5	\$5,361,000	5	\$3,590,000	10	\$8,951,000
207	Kristin	Gonnella	6	\$3,772,709	9	\$5,177,052	15	\$8,949,761
208	Lindsey	Richardson	15	\$6,611,000	6	\$2,329,200	21	\$8,940,200
209	Prashanth	Mahakali	6	\$8,874,434	0	\$0	6	\$8,874,434
210	Grace	Sergio	7.5	\$6,092,434	2.5	\$2,762,500	10	\$8,854,934
211	Peter	Green	4.5	\$1,855,500	8	\$6,993,000	12.5	\$8,848,500
212	Greg	Whelan	5	\$3,097,000	12	\$5,726,499	17	\$8,823,499
213	Tony	Mattar	0.5	\$144,000	16	\$8,677,825	16.5	\$8,821,825
214	Brendan	Murphy	7	\$4,799,000	4	\$3,992,000	11	\$8,791,000
215	Danielle	Inendino	3	\$1,227,450	16	\$7,549,484	19	\$8,776,934
216	Christina	Carmody	8	\$3,463,400	6	\$5,282,499	14	\$8,745,899
217	Bridget	Sheahan	7.5	\$8,708,000	0	\$0	7.5	\$8,708,000
218	Karl	Vogel	8	\$4,587,400	5	\$4,082,000	13	\$8,669,400
219	India	Whiteside	4.5	\$3,386,500	6	\$5,223,150	10.5	\$8,609,650
220	Mark	Zipperer	18	\$6,670,000	8	\$1,914,250	26	\$8,584,250
221	Chris	McComas	9	\$6,081,450	3	\$2,500,000	12	\$8,581,450
222	Deborah	Hess	3.5	\$2,508,700	11	\$6,067,000	14.5	\$8,575,700
223	Martha	Lozano	7	\$3,510,000	15	\$5,037,950	22	\$8,547,950
224	Pablo	Galarza	16.5	\$5,344,450	11.5	\$3,109,250	28	\$8,453,700
225	Marzena	Frausto	8.5	\$3,619,500	10	\$4,782,099	18.5	\$8,401,599
226	Tiffany	Vondran	5	\$1,677,000	14	\$6,724,000	19	\$8,401,000
227	Chih-Hao	Yang	14	\$3,970,500	12	\$4,410,000	26	\$8,380,500
228	Rachel	Martell	3	\$2,871,250	2	\$5,500,000	5	\$8,371,250
229	Jason	Rowland	6.5	\$5,822,250	3	\$2,528,000	9.5	\$8,350,250
230	Richard	Kasper	6.5	\$4,950,075	6	\$3,394,000	12.5	\$8,344,075
231	Erin	Mandel	5.5	\$6,701,375	2	\$1,599,800	7.5	\$8,301,175
232	Frank	Montro	26	\$5,645,794	15	\$2,651,624	41	\$8,297,418
233	Lisa	Kalous	2	\$1,802,000	10	\$6,461,500	12	\$8,263,500
234	Jennifer	Liu	10	\$7,729,300	2	\$520,000	12	\$8,249,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Lane	Chesebro	6	\$2,453,000	12	\$5,778,800	18	\$8,231,800
236	Patrick	Alvarez	5	\$3,856,088	4	\$4,332,000	9	\$8,188,088
237	Zachary	Koran	8	\$4,112,400	7	\$3,994,500	15	\$8,106,900
238	Shay	Hata	4	\$1,890,750	9	\$6,207,012	13	\$8,097,762
239	R. Matt	Leutheuser	2.5	\$4,605,000	4	\$3,490,000	6.5	\$8,095,000
240	Michael	McCallum	4.5	\$3,282,500	3	\$4,806,500	7.5	\$8,089,000
241	Caroline	Druker	4.5	\$3,868,250	3.5	\$4,205,750	8	\$8,074,000
242	Marc	Zale	2	\$2,290,000	9	\$5,776,500	11	\$8,066,500
243	Stephanie	Maloney	6	\$4,580,500	3	\$3,465,000	9	\$8,045,500
244	Michele	Gubser	7	\$5,746,900	3	\$2,275,500	10	\$8,022,400
245	Tim	Mullet	6	\$2,797,000	7	\$5,222,000	13	\$8,019,000
246	Jennifer	Laskov	2.5	\$1,988,250	3.5	\$6,019,000	6	\$8,007,250
247	Richard	Aronson	5.5	\$6,824,000	2	\$1,181,750	7.5	\$8,005,750
248	James	Demarco	6	\$2,885,500	9	\$5,101,200	15	\$7,986,700
249	Sherri	Hoke	4	\$5,815,000	2	\$2,155,000	6	\$7,970,000
250	Trisha	San Juan	2	\$1,041,000	13	\$6,916,900	15	\$7,957,900

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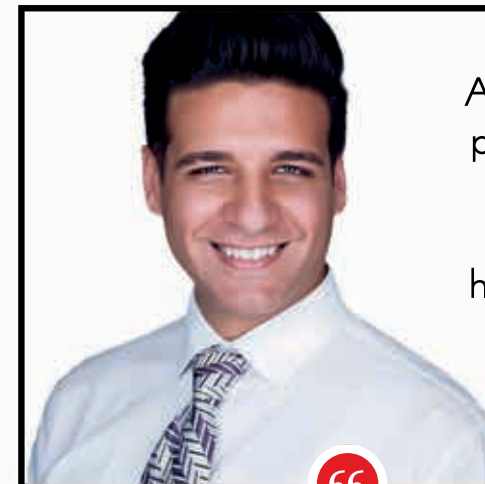
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