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

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PUBLISHER'S note

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 Sure Shot Pickleball in Naperville on October 16th 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 32.

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Coya J. Smith

agent feature
By Lauren Young
Photos by Cris Cunningham

An Agent's Broker

“You're only as good as your last transaction,' as they say. However, to truly succeed and build a real estate business, you must invest in it and the relationships you forge. Building strong relationships has been instrumental in my business with both clients and agents alike, so I strive to make each one the best it can be,” says Coya J. Smith, designated managing broker and owner of RE/MAX Properties in Western Springs. “This is the advice I impart to those I mentor and follow myself, which led to the recent opening of our Burr Ridge office in the Village Center at the BMO Bank building.”

Over her thirty-seven years in the industry, Coya has amassed expertise across the full spectrum of real estate. Her career has seen renewed passion with the recent opening of their new, second RE/MAX office in Burr Ridge. She is actively building out a team of dynamic agents, further enhancing her dedication to the field.

“In my career I have overseen the marketing and sale of billions of dollars in real estate across various sectors, including residential (new construction, relocation, luxury homes) and REO (foreclosures, property management), and as a managing broker/owner,” she says. “Having come full circle, my agents and clients can confidently rely on my knowledge and experience.”

“I've always admired independent, successful women and desired that same independence for myself,” Coya shares. She started working at age fifteen, moved out of her house after her high school graduation, and has been on her own ever since.

“I couldn't rely on others, so I ensured my success was in my own hands,” she adds. “Equally important to me was the opportunity to mentor and support others in whatever career path I chose.”



Coya launched her real estate journey in 1987 at Coldwell Banker in La Grange, where she quickly earned Rookie of the Year accolades. She specialized in the residential luxury home market and executive relocation. Prior to entering real estate, Coya focused on raising her son. She chose real estate as a career when her son started school, as she wanted a profession that provided flexibility for her family.

“I wanted a career that allowed me to spend time with my family and to connect with new neighbors and professionals for networking and building relationships,” she explains. “As a REALTOR®, I could be home in the evenings and continue [doing] customer service, engaging with people every day at a comfortable pace.”

In the 1990s, Coya made the transition from Coldwell Banker to RE/MAX Properties in La Grange, where she focused on expanding her business. During this period, she was approached to handle a foreclosure for Fannie Mae. It was a time when foreclosures were not widely understood.

This opportunity prompted her to develop a specialized team and recruit agents capable of managing all aspects of foreclosures, now recognized as REOs. She was among the pioneering women who established a team in this niche, well in advance of the housing crash in the mid-2000s.

In 2008, Coya took a significant step by launching her own brokerage, Smith Partners & Associates. For nine consecutive years, her firm ranked in the top 1 percent among firms recognized by the Mainstreet Organization of REALTORS® and CAR®, achieving the remarkable milestone of closing over 600 transactions annually.

When the opportunity to acquire the RE/MAX franchise where Coya had been an agent came available, she saw that the acquisition and aligning herself with RE/MAX would broaden her business as an owner. "This allows us to cover all fields of real estate, as well as offer agents growth and our clients name recognition," she explains.

Coya's leadership and focus on collaboration, technology, and treating others with respect and kindness—a guiding principle throughout her career—are key to her success in managing the office and supporting agent growth. Her role allows her to share her past experiences and help others through her insights. In fact, Coya's experience and perspective have been vital to both her business and her people in navigating and



“ ”

I've always admired independent, successful women and desired that same independence for myself.

adapting to the ever-changing landscape of the industry, its new laws, and the impact of social media. By encouraging collaboration within the industry and leveraging the latest technology and tools, she aims to expand her agents' reach; and as her efforts align with both her personal and professional goals, she fosters an environment of growth and innovation.

Coya's enthusiasm for her work with the new office in Burr Ridge reflects her passion for supporting others, and as Coya measures her own success by the achievements of those she mentors and leads, we have no doubt she will continue to drive her agents toward ever greater success.



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“In a time of rapid change, we remain a team of driven and compassionate individuals ready to serve,” says Andrew Fox, president and CEO of The BrickKicker, a comprehensive building inspection and consulting services company. “While we too are evolving, and we hope for the better, we remain loyal to our roots of putting others first.”

For thirty-five years and counting, The BrickKicker has been a national leader in residential, commercial, and environmental services. Their first inspection was in 1988, and they began their franchise venture in the mid-1990s.

“As we drive the company forward, our founding principle remains,” states Andrew. “We are obsessed with creating exceptional experiences that are not only educational, but also make the journey of owning a building, be it residential or commercial, as simple as possible, as well as make the building itself as ready for the future as possible.”

Andrew’s background in customer-focused strategies and building expertise gives him the ideal skills for his current role. After high school, Andrew

served in the US Air Force, and then earned a degree in hospitality management. He then pursued a graduate degree in architecture at the University of Florida, but during the second term, he realized that that career would largely confine him to a desk. Seeking a more dynamic profession, Andrew began to research his options and discovered “a top-rated and cost-effective start-up option in the home inspection industry”: The BrickKicker.

“Intrigued, I reached out and met with Ron Ewald, one of the founders and owner of The BrickKicker, for coffee at a Starbucks in Des Plaines,” Andrew remembers. “Although Chicagoland wasn’t in need of a new BrickKicker location, as it was the home office location, Ron was seeking someone to help grow the local operation.”

Soon after Andrew joined the team, he realized the company and his role were a perfect fit. After working with Ron and the organization for several years, Andrew was entrusted with carrying the company forward, allowing Ron to fully retire in 2023.



The BrickKicker—with its Chicago team of over twenty licensed, insured, and continually trained inspectors along with its twenty-four licensee locations across the country—offers a wide range of services, including detailed inspections, environmental testing, and specialized assessments such as sewer camera and pool inspections. “Our inspectors are able to perform a variety of services, ensuring we meet our clients’ diverse needs, and never with anything to sell other than our professional opinions,” says Andrew.

Beyond inspections and testing, The BrickKicker team is known for their availability, helpful tools, and exceptional educational approach to service, especially among their REALTOR® clients.

“We have one of the industry’s most robust and consistent quality assurance programs around, and we offer one-of-a-kind resources for all of our top real estate agents that include ways to contact us 24/7, 365 days a year,” says Andrew.

For their clients, The BrickKicker offers HomeBinder, an ongoing home maintenance program. REALTORS® can take advantage of The BrickKicker’s online Repair Pricer tool, which



Andrew with his wife and head of client care, Chayada.



We have one of the industry’s most robust and consistent quality assurance programs around, and we offer one-of-a-kind resources for all of our top real estate agents that include ways to contact us 24/7, 365 days a year.

this data to meet the specific needs of each client. This blend of technology and human expertise will define the future of our industry.”

Andrew is committed to leading The BrickKicker team and ensuring their success for the next thirty-five years. In fact, the company is on target to double its capacity over the next half decade, building upon its history of exceptional service.

“I never feel like I am working because I love what I do, but then again, I do love to work hard,” he says. “At The BrickKicker, we are dedicated to helping clients because they have entrusted us not only with their investment, but with the property they fell in love with. I know a little bit about what that’s like.”

To reach Andrew and his team, learn more about the services The BrickKicker provides, and see the discounts they offer to seniors, military, first responders, and others, visit www.brickkicker.com or call/text 800-821-1820.

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Looking to the future, Andrew comments, “Over the years, technology has revolutionized every aspect

of our business—from the way we produce our inspection reports to how we schedule and follow up on our services.”

Like other areas within real estate, the home inspection industry is intrigued by and sees the potential in AI’s power to process information quickly and efficiently.

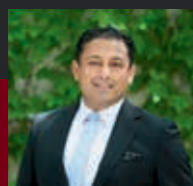
“We anticipate a substantial increase in the use of artificial intelligence to collect and analyze data points, which can aid inspectors in their assessments,” says Andrew. “Ultimately though, it will be the human inspector who interprets

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CINDY WINDELER

cover story

By Lauren Young
Photos by Cris Cunningham



REAL ESTATE ROOTS

“I grew up in real estate, and I thought all agents were crazy,” Cindy Windeler, REALTOR® and designated managing broker for Keller Williams Premiere Properties, recalls with a laugh. “I never wanted to be a part of it.”

Little did she know it, but Cindy would eventually become one of those “crazy” agents herself. Cindy was born and raised in a household where real estate conversations occurred daily: her mother, Pat Schmidt, was a dedicated agent for forty-three years.

Cindy’s perception of the industry at that time led her to choose a different path. She initially pursued a degree in special education, but after working as a ski instructor in Breckenridge, Colorado, she decided to volunteer for an adapted ski program—a decision that led to a rewarding career in special recreation, where Cindy found her passion in coaching adapted sports.

“I started the wheelchair basketball program at Western DuPage Special Recreation Association and coached many teams all the way to nationals,” Cindy says. “One of my proudest achievements was helping to make wheelchair basketball a respected high school sport through our work with the Illinois High School Association’s Adapted Sports Committee.”

Cindy also coached power-wheelchair soccer, wheelchair dance, and many other adapted sports programs for people with physical challenges. She also worked with people with cognitive challenges and seniors.

As much as she loved her work, one day Cindy realized that she wanted to spend more time with her growing family and needed a career with a more flexible schedule. And after a stint with the vision program at the now Salt Creek School District 48, the demanding

politics in education became a deterrent. Seeking change, Cindy turned to her roots.

“I needed something more and I also needed to make more money, so in 2003, I began ‘helping my mom’ with real estate,” Cindy says.

Fortunately for Cindy, she entered the market at an opportune time as many of her friends were buying their first homes. Her initial reluctance gave way to enthusiasm as she discovered a love for helping clients navigate the complexities of buying and selling homes. She obtained her license in 2005.

“I quickly realized I loved meeting new clients and finding solutions [for them] for homeownership, and that I was able to be a resource to many, just like in my old career,” she explains.



Cindy’s mother, with her many years of experience and wisdom, was Cindy’s guiding force, and Pat’s reputation as a tough cookie who didn’t tolerate nonsense, but also a very fair and great agent to work with, remains a source of pride and inspiration for her daughter.



“Unfortunately, my mom was forced to retire in 2018 due to dementia. She was known to be a super smart, hardworking, true professional who also had a little sharp tongue on her. That was funny to me because she’s always been such a nice lady, a true lady!” states Cindy.

Mother and daughter moved to Keller Williams Premiere Properties together in 2010 and worked under the name PatandCindy. “Best decision we ever made,” adds Cindy. Even today, their dinner and family party conversations always include real estate, and they frequently pull Cindy’s sister, Caryn Prall, a successful businesswoman and REALTOR®, into the conversation.

Reflecting on her over-nineteen-year career in real estate and her leadership and mentorship role at her office, which she takes seriously, Cindy emphasizes that continuous learning is a key to success.

“I think about the level of responsibility I have to my team leader, my owners, the investors, and all my agents, and that can be a little stressful at times,” she shares. “I remain open to learning something new every day because success is learning, trying new things, and growing as a person.”

She works hard to help her agents connect as she knows being an agent can be lonely, especially if you are not on a team. Supporting and participating in events like Red Day, a day dedicated to giving back to local organizations, showcases Cindy’s never-ending commitment to service and her community.

“I am pretty happy. As a REALTOR®, I get to work with awesome clients. I love meeting the executive as much as the first-time homebuyer, and I have no fear of making calls or interviewing for the next transaction,” she says. “As the managing broker, watching and supporting our new and veteran agents grow their businesses is an honor. With this market, I make myself available to teach agents how to find new business and for Sunday night advice calls about multiple-offer situations.”

Cindy loves adventure and to have fun, especially with her husband, Fred; her two kids, now in their late teens and early

twenties, Zoe and Nick; and two dogs. In addition to her immediate family, Cindy has four accomplished sisters, each thriving in their respective careers. With a strong emphasis on independence and self-reliance, Cindy’s mother instilled the value of financial autonomy in all her daughters. As Cindy recalls, her mother’s motto was, “A man is not a plan!” This guiding principle has clearly influenced Cindy’s drive for success and the importance she places on charting her own path.

Cindy is often skiing, ice skating, biking, playing pickleball—anything outside, anything fast, anything new. She maintains a passion for Special Olympics, and some adapted-sport recreation programs like Buddy Baseball and wheelchair basketball.

Looking ahead, Cindy envisions staying in real estate but remains open to new opportunities.

“I think I will always be in real estate, but in what capacity, I am not sure,” she says. “Do you ever think to yourself, ‘Where will I be in ten years?’ I think about it all the time, and it excites me.”

As Cindy continues to carve her path, she remains a beacon of inspiration for those around her, embodying the values instilled by her mother and the lessons learned along the way.

“I remain open to learning something new every day because success is learning, trying new things, and growing as a person.”



Cindy with her mom.



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APRIL FERNANDEZ

» agent feature

By Lauren Young
Photos by KDE Photography

“Once you know your true value, there is no job that’s ‘below’ you,” says April Fernandez, do-it-all REALTOR® for the Coyle Team at Platinum Partners REALTOR® in Downers Grove. “The portrayal of real estate agents in the media and on social media often creates the impression that the profession is easy or glamorous. There’s a diverse range of responsibilities and tasks involved in being a real estate agent.”

“On one day, you may be tidying up someone’s home or taking their dog for a walk,” she adds. “And on other days, you’re touring million-dollar homes and negotiating multiple offers.”

Like many other agents, April’s career in real estate has included a broad range of duties. At age twenty, she began working for a REALTOR® and developer family firm before getting licensed in 2001.

“I feel that my first deal in real estate is what defined my path going forward,” she shares.

To help her get started, April’s best friend from high school sent her two contacts: the owner of a penthouse condo in the John Hancock Building in Chicago, and a prominent businessman looking to rent that condo. April met the two individuals, and their assistants, at the building, having only spoken to each once before. “To say I felt intimidated would be an understatement,” she recalls.

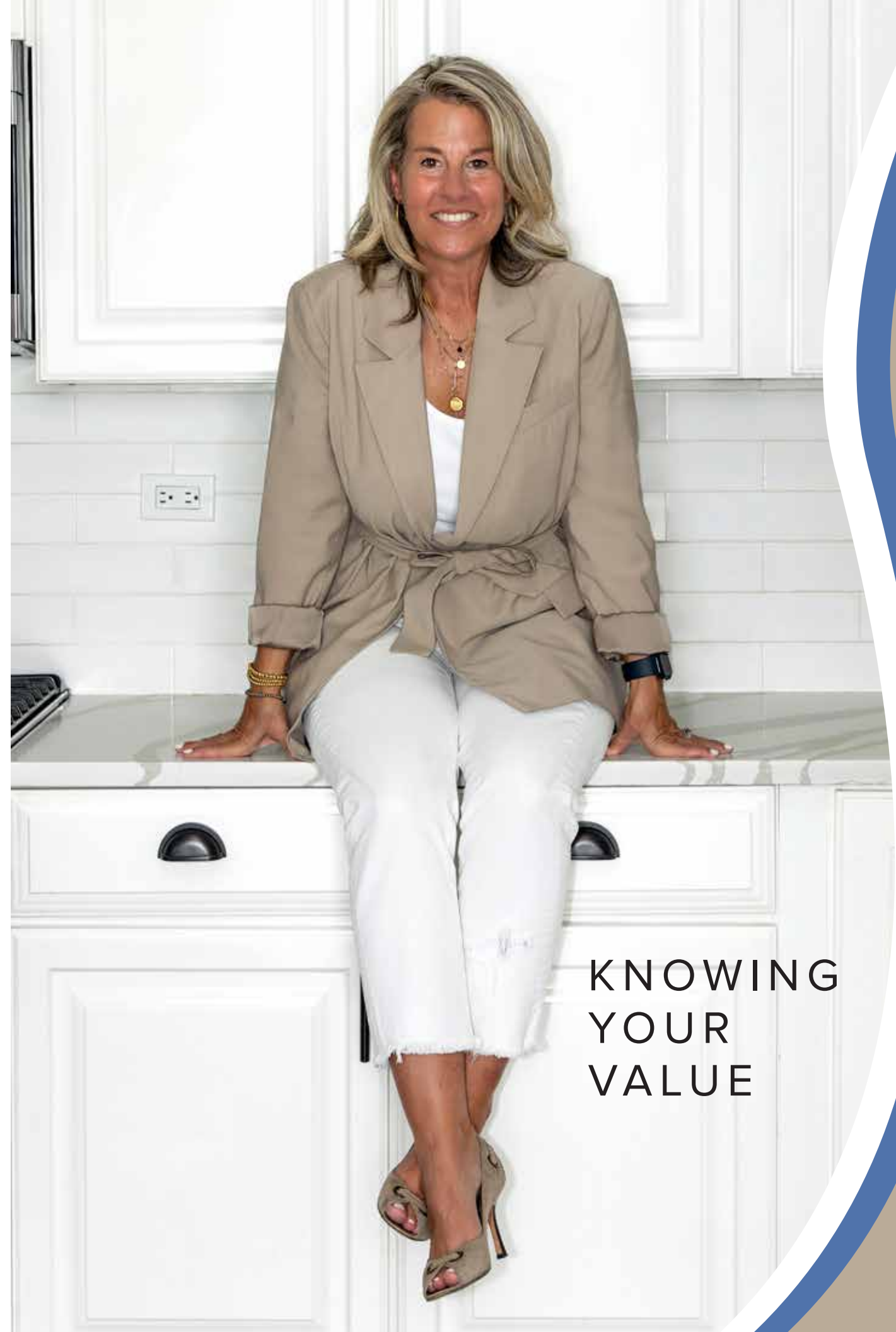
“The good thing was that I was eight-months pregnant at the time, which made them be very nice to me,” April says, laughing. “On the elevator ride down my new client said, ‘I will take it, but there are some things I would like you to negotiate for me.’ And that’s how it all started.”

“I acted as a dual agent, getting the renter to renovate the entire penthouse at his own cost, yet still be paid the asking price of \$15,000 a month on a one-year lease,” she adds. “Looking back at the situation now, I don’t know if I’d be that brave again.”

April’s upbringing likely gave her the background and skills she needed to become a successful REALTOR®. Growing up in Hinsdale, April watched her grandmother—an example of a strong, independent, and caring woman who worked tirelessly—eventually retire after more than forty-five years at Illinois Bell.

“She was my biggest hero growing up and my favorite person in the world,” says April. “I watched her do so many things for so many people throughout her life. She believed in me long before I realized what I was capable of achieving. Fortunately, she lived a long, healthy life. She was 102 years old when she passed away.”

April also says that being the middle child in her family uniquely positioned her to excel in problem-solving.



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“I learned to negotiate and find solutions that satisfied everyone’s needs at a very young age,” she explains. “Being sandwiched between my sisters encouraged me to be resourceful and independent, as I often had to figure things out on my own.”

Being so self-taught has helped April to continuously adapt and evolve her skillset in her over-three-decade-long career in real estate, and like many times before, she fulfills many functions in her role at her firm.

“I am responsible for all of our team’s marketing, client gifts, social media, staging, and sales along with being an assistant to another founding partner at Platinum Partners,” says April. “Right now, I am passionate about helping the other agents on my team be successful and stay busy, as well as prepping listings and consulting sellers. I love all the fine details!”

“I consider myself very fortunate,” she adds. “When I am burnt-out on one task, I have my choice about what to do next.”

April enjoys changing up her projects, and she also gets to rotate her locales—wintering in Arizona, where she’s also licensed, and spending the spring, summer, and fall in Illinois. This regular cycle helps her maintain a healthy balance between her professional and personal lives. Much of the latter is built around sports. April’s husband, Victor, a former



professional soccer player, passed down his athletic prowess to their sons, Collin, Jake, and Nick. All three are active professional or collegiate athletes, which makes for a busy family life.

April also finds time to prioritize giving back to the community. A breast cancer survivor, she energetically supports the American Cancer Society and the Susan G. Komen Foundation to support breast cancer research. When April thinks about the future, she absolutely sees herself doing more real estate, no matter where she is.

“I will always find opportunities to work in real estate,” she says. “I cannot imagine life where I am not engaged in it in some capacity.”



“
I learned to negotiate and find solutions that satisfied everyone’s needs at a very young age...
”



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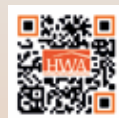
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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	25	\$60,449,500	9	\$17,854,500	34	\$78,304,000
2	Tim	Schiller	55	\$48,249,491	34	\$25,763,861	89	\$74,013,352
3	Bryan	Bomba	26	\$34,435,157	25	\$34,241,405	51	\$68,676,562
4	Larysa	Domino	20	\$27,307,382	13	\$20,161,400	33	\$47,468,782
5	Linda	Feinstein	26	\$29,938,520	8	\$12,572,500	34	\$42,511,020
6	Kim	Dalasky	21	\$19,113,000	31	\$19,210,900	52	\$38,323,900
7	Kelly	Stetler	18	\$14,929,211	27	\$22,938,250	45	\$37,867,461
8	Linda	Little	70	\$37,771,360	0	\$0	70	\$37,771,360
9	Lina	Shah	15	\$19,980,000	11	\$11,733,990	26	\$31,713,990
10	Nathan	Stillwell	23	\$16,022,307	24	\$14,462,100	47	\$30,484,407
11	Lance	Kammes	37	\$17,854,318	25	\$10,659,000	62	\$28,513,318
12	Christine	Wilczek	38	\$23,190,850	6	\$4,786,000	44	\$27,976,850
13	Kris	Berger	11	\$16,657,000	10	\$8,258,907	21	\$24,915,907
14	Anita	Olsen	50	\$24,684,599	0	\$0	50	\$24,684,599
15	Courtney	Stach	16	\$18,904,500	4	\$5,500,500	20	\$24,405,000
16	Alice	Chin	20	\$16,517,000	9	\$5,323,500	29	\$21,840,500
17	Walter	Burrell	12	\$12,560,000	8	\$9,166,500	20	\$21,726,500
18	Pat	Murray	28	\$19,296,630	4	\$2,402,500	32	\$21,699,130
19	Tracy	Anderson	7	\$9,676,509	10	\$10,958,464	17	\$20,634,973
20	Renee	Hughes	13	\$10,508,000	15	\$9,715,900	28	\$20,223,900
21	Maureen	Rooney	15	\$8,838,400	16	\$10,913,183	31	\$19,751,583
22	William	White	20	\$14,754,500	6	\$4,310,000	26	\$19,064,500
23	Bridget	Salela	12	\$14,806,999	4	\$4,182,000	16	\$18,988,999
24	Katherine	Karvelas	7	\$12,991,000	5	\$5,858,000	12	\$18,849,000
25	Sarah	Leonard	11	\$5,454,500	32	\$12,794,800	43	\$18,249,300
26	Megan	McCleary	6	\$13,131,500	3	\$5,084,000	9	\$18,215,500
27	Katie	Minott	8	\$8,831,000	9	\$9,281,400	17	\$18,112,400
28	Tim	Binning	38	\$16,075,505	2	\$1,205,000	40	\$17,280,505
29	Patty	Wardlow	19	\$9,391,344	15	\$7,462,000	34	\$16,853,344
30	Lori	Johanneson	18	\$12,570,385	6	\$3,632,500	24	\$16,202,885
31	Briana	Murray	4	\$3,198,990	7	\$12,822,500	11	\$16,021,490
32	Michael	Berg	22	\$10,922,000	6	\$4,559,250	28	\$15,481,250
33	Ginny	Stewart	8	\$11,464,400	3	\$3,967,900	11	\$15,432,300
34	Natalie	Weber	10	\$8,652,500	9	\$6,556,601	19	\$15,209,101

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jan	Morel	6	\$4,735,500	8	\$10,316,000	14	\$15,051,500
36	Sairavi	Suribhotla	6	\$3,045,400	21	\$11,718,695	27	\$14,764,095
37	Elaine	Pagels	23	\$11,319,500	8	\$3,133,000	31	\$14,452,500
38	Simran	Dua	9	\$6,188,500	9	\$7,833,906	18	\$14,022,406
39	Susan	Hoerster	11	\$6,260,500	12	\$7,740,400	23	\$14,000,900
40	Julie	Sutton	9	\$9,829,000	3	\$3,562,500	12	\$13,391,500
41	Jill	Clark	10	\$8,880,900	4	\$4,494,900	14	\$13,375,800
42	Virginia	Jackson	11	\$6,741,016	9	\$6,357,410	20	\$13,098,426
43	Ginny	Leamy	10	\$3,033,400	17	\$9,929,990	27	\$12,963,390
44	Patrick	Roach	8	\$5,031,500	15	\$7,806,500	23	\$12,838,000
45	Tom	Fosnot	20	\$8,520,300	12	\$4,089,800	32	\$12,610,100
46	Michael	Thornton	9	\$4,020,000	17	\$8,485,500	26	\$12,505,500
47	Kim	Moustis	15	\$5,777,100	14	\$6,720,900	29	\$12,498,000
48	Beth	Burt	6	\$5,245,000	6	\$7,085,500	12	\$12,330,500
49	Holley	Kedzior	9	\$5,653,777	11	\$6,623,000	20	\$12,276,777
50	Eric	Logan	13	\$7,038,900	9	\$5,150,000	22	\$12,188,900

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51	Jennifer	Iaccino	8	\$8,997,222	5	\$3,131,000	13	\$12,128,222
52	Jeffrey	Proctor	3	\$3,306,000	6	\$8,813,000	9	\$12,119,000
53	Margaret	Smego	7	\$8,844,500	5	\$3,264,900	12	\$12,109,400
54	Susan	Cook	5	\$7,296,000	4	\$4,420,999	9	\$11,716,999
55	Lisa	Read	3	\$4,100,000	2	\$7,600,000	5	\$11,700,000
56	Julie	Roback	9	\$5,326,900	10	\$6,331,500	19	\$11,658,400
57	Nicholas	Solano	15	\$11,586,860	0	\$0	15	\$11,586,860
58	Jackie	Angiello	11	\$5,875,000	9	\$5,677,500	20	\$11,552,500
59	Michael	Muisenga	6	\$6,865,905	7	\$4,583,500	13	\$11,449,405
60	Julie	Schwager	12	\$6,838,000	8	\$4,579,125	20	\$11,417,125
61	Debra	Stenke-Lendino	6	\$4,638,200	6	\$6,700,500	12	\$11,338,700
62	Cindy	Banks	17	\$7,952,500	7	\$3,240,962	24	\$11,193,462
63	Stana	Vukajlovic	6	\$8,662,000	3	\$2,529,224	9	\$11,191,224
64	Natasha	Miller	13	\$9,061,000	5	\$2,059,990	18	\$11,120,990
65	Natalie	Ryan	3	\$3,488,000	5	\$7,505,000	8	\$10,993,000
66	Stacey	Harvey	8	\$5,992,000	8	\$4,968,150	16	\$10,960,150
67	Puneet	Kapoor	9	\$5,556,500	9	\$5,331,390	18	\$10,887,890
68	Penny	O'Brien	11	\$7,667,777	6	\$3,177,500	17	\$10,845,277
69	Keith	McMahon	9	\$5,850,500	8	\$4,993,000	17	\$10,843,500
70	Moin	Haque	8	\$5,882,000	6	\$4,666,990	14	\$10,548,990
71	Joseph	Champagne	9	\$5,403,800	9	\$4,953,000	18	\$10,356,800
72	Yvonne	Despinich	9	\$8,940,000	2	\$1,390,000	11	\$10,330,000
73	Gail	Niermeyer	10	\$7,612,000	3	\$2,581,999	13	\$10,193,999
74	Lisa	Byrne	8	\$5,629,322	7	\$4,558,375	15	\$10,187,697
75	Justin	Greenberg	3	\$1,897,000	19	\$8,265,252	22	\$10,162,252
76	Maureen	Aylward	10	\$7,449,900	3	\$2,698,000	13	\$10,147,900
77	Paul	Baker	12	\$4,211,704	14	\$5,877,938	26	\$10,089,642
78	Oriana	Van Someren	4	\$5,851,000	3	\$4,170,000	7	\$10,021,000
79	Sabrina	Glover	9	\$3,743,000	12	\$6,222,999	21	\$9,965,999
80	Margaret	Giffin	7	\$5,078,000	8	\$4,632,500	15	\$9,710,500
81	Holly	Connors	12	\$5,410,000	10	\$4,266,555	22	\$9,676,555
82	Donald	Romanelli	5	\$5,431,500	5	\$4,158,000	10	\$9,589,500
83	Madison	Verdun	6	\$2,763,000	14	\$6,796,400	20	\$9,559,400
84	Vinita	Arora	6	\$3,339,000	12	\$6,116,015	18	\$9,455,015

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Cindy	Purdom	7	\$4,210,800	11	\$5,112,375	18	\$9,323,175
86	Kathie	Frerman	4	\$2,456,000	10	\$6,812,715	14	\$9,268,715
87	Brandon	Blankenship	2	\$976,000	13	\$8,265,000	15	\$9,241,000
88	Anna	Fiascone	3	\$5,050,000	4	\$4,160,000	7	\$9,210,000
89	David	Aranki	4	\$6,666,867	3	\$2,490,500	7	\$9,157,367
90	Lisa	Zeller-O'Malley	2	\$1,910,000	6	\$7,090,000	8	\$9,000,000
91	Chase	Michels	6	\$3,773,000	6	\$5,156,500	12	\$8,929,500
92	Paul	Mancini	5	\$5,617,500	4	\$3,200,000	9	\$8,817,500
93	David	Gust	12	\$6,118,500	5	\$2,610,000	17	\$8,728,500
94	Sarah	Machmouchi	11	\$5,376,900	6	\$3,327,500	17	\$8,704,400
95	Rachna	Jain	4	\$4,442,115	5	\$4,258,000	9	\$8,700,115
96	Courtney	Monaco	11	\$6,087,500	7	\$2,451,000	18	\$8,538,500
97	ElizaBeth	Schoonenberg	7	\$6,751,778	3	\$1,749,000	10	\$8,500,778
98	Tom	Makinney	6	\$5,258,000	4	\$3,170,000	10	\$8,428,000
99	Lea	Smirniotis	3	\$4,005,000	4	\$4,391,867	7	\$8,396,867
100	Elaine	Zannis	5	\$4,695,000	3	\$3,650,000	8	\$8,345,000

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TOP 150 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Michael	LaFido	9	\$8,310,400	0	\$0	9	\$8,310,400
102	Tracy	Driscoll	7	\$5,160,000	4	\$3,085,000	11	\$8,245,000
103	Chris	Pequet	7	\$7,590,500	1	\$650,000	8	\$8,240,500
104	John	Barry	4	\$6,575,000	1	\$1,645,000	5	\$8,220,000
105	Vanessa	Carlson	11	\$6,646,000	3	\$1,515,000	14	\$8,161,000
106	Christopher	Lobrillo	25	\$8,086,600	0	\$0	25	\$8,086,600
107	Joanna	Matthies	5	\$5,111,000	3	\$2,962,500	8	\$8,073,500
108	William	Finrock	1	\$470,000	14	\$7,504,000	15	\$7,974,000
109	Michael	Odeh	10	\$5,439,000	3	\$2,524,000	13	\$7,963,000
110	Troy	Cooper	5	\$3,565,500	8	\$4,391,900	13	\$7,957,400
111	Lynda	Wehrli	7	\$3,932,000	5	\$3,988,000	12	\$7,920,000
112	Diane	Coyle	13	\$5,900,900	4	\$1,907,999	17	\$7,808,899
113	Kathy	McKinney	7	\$4,657,000	5	\$3,104,500	12	\$7,761,500
114	Cynthia	Windeler	10	\$5,170,719	3	\$2,586,000	13	\$7,756,719
115	Caroline	Senetar	12	\$6,669,800	2	\$1,076,000	14	\$7,745,800
116	George	Simic	5	\$3,285,077	8	\$4,408,965	13	\$7,694,042
117	Melanie	Young	10	\$4,743,500	5	\$2,852,000	15	\$7,595,500
118	Denis	Horgan	15	\$6,113,000	4	\$1,448,611	19	\$7,561,611
119	Lauren	Dayton	1	\$7,550,000	0	\$0	1	\$7,550,000
120	Jennifer	Conte	6	\$5,251,000	4	\$2,234,000	10	\$7,485,000
121	Julie	Kaczor	8	\$5,278,500	4	\$2,195,000	12	\$7,473,500
122	Ann	Pancotto	9	\$5,599,650	4	\$1,852,500	13	\$7,452,150
123	Kimberly	Heller	14	\$5,291,000	5	\$2,095,520	19	\$7,386,520
124	Kris	Maranda	8	\$3,290,500	12	\$4,049,400	20	\$7,339,900
125	Jeff	Salhani	3	\$1,435,777	7	\$5,895,000	10	\$7,330,777
126	Bridget	Carroll	6	\$4,695,140	3	\$2,625,000	9	\$7,320,140
127	Mary	Braatz	10	\$5,041,754	3	\$2,272,500	13	\$7,314,254
128	Dimpi	Mittal	6	\$3,927,400	7	\$3,336,777	13	\$7,264,177
129	Craig	Sebert	4	\$2,329,000	8	\$4,839,000	12	\$7,168,000
130	Jeff	Stainer	6	\$2,798,777	8	\$4,347,000	14	\$7,145,777
131	Ryan	Cherney	13	\$7,022,468	1	\$85,000	14	\$7,107,468
132	Maureen	McCarthy	5	\$4,367,250	5	\$2,727,664	10	\$7,094,914
133	Jack	Brennan	3	\$4,580,000	3	\$2,510,000	6	\$7,090,000
134	Kathryn	Pinto	8	\$4,508,663	4	\$2,564,000	12	\$7,072,663

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Sarah	Swanson	1	\$2,175,000	3	\$4,885,000	4	\$7,060,000
136	Subhapiya	Lakshmanan	2	\$1,140,000	16	\$5,914,795	18	\$7,054,795
137	Kimberly	Brown-Lewis	3	\$1,634,000	13	\$5,383,100	16	\$7,017,100
138	Alexander	Abramowicz	2	\$3,535,000	2	\$3,449,500	4	\$6,984,500
139	Christopher	Campbell	10	\$4,923,300	3	\$1,990,000	13	\$6,913,300
140	Carelys	Hepburn	7	\$3,998,500	6	\$2,899,900	13	\$6,898,400
141	Eric	Andersen	0	\$0	10	\$6,895,900	10	\$6,895,900
142	Fabio	Brancati	3	\$2,475,000	7	\$4,420,000	10	\$6,895,000
143	Beth	Gorz	6	\$4,835,053	5	\$2,043,500	11	\$6,878,553
144	Carrie	Foley	4	\$3,036,200	5	\$3,776,500	9	\$6,812,700
145	Kevin	Layton	4	\$3,070,000	4	\$3,738,338	8	\$6,808,338
146	Colleen	Verbiscer	1	\$1,190,000	6	\$5,613,100	7	\$6,803,100
147	Shelley	Brzozowski	3	\$2,777,000	5	\$4,022,000	8	\$6,799,000
148	Cory	Tanzer	4	\$3,065,899	4	\$3,712,999	8	\$6,778,898
149	Melissa	Montanye	4	\$5,899,000	1	\$830,000	5	\$6,729,000
150	Victoria	Tan	4	\$1,998,800	9	\$4,707,750	13	\$6,706,550

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