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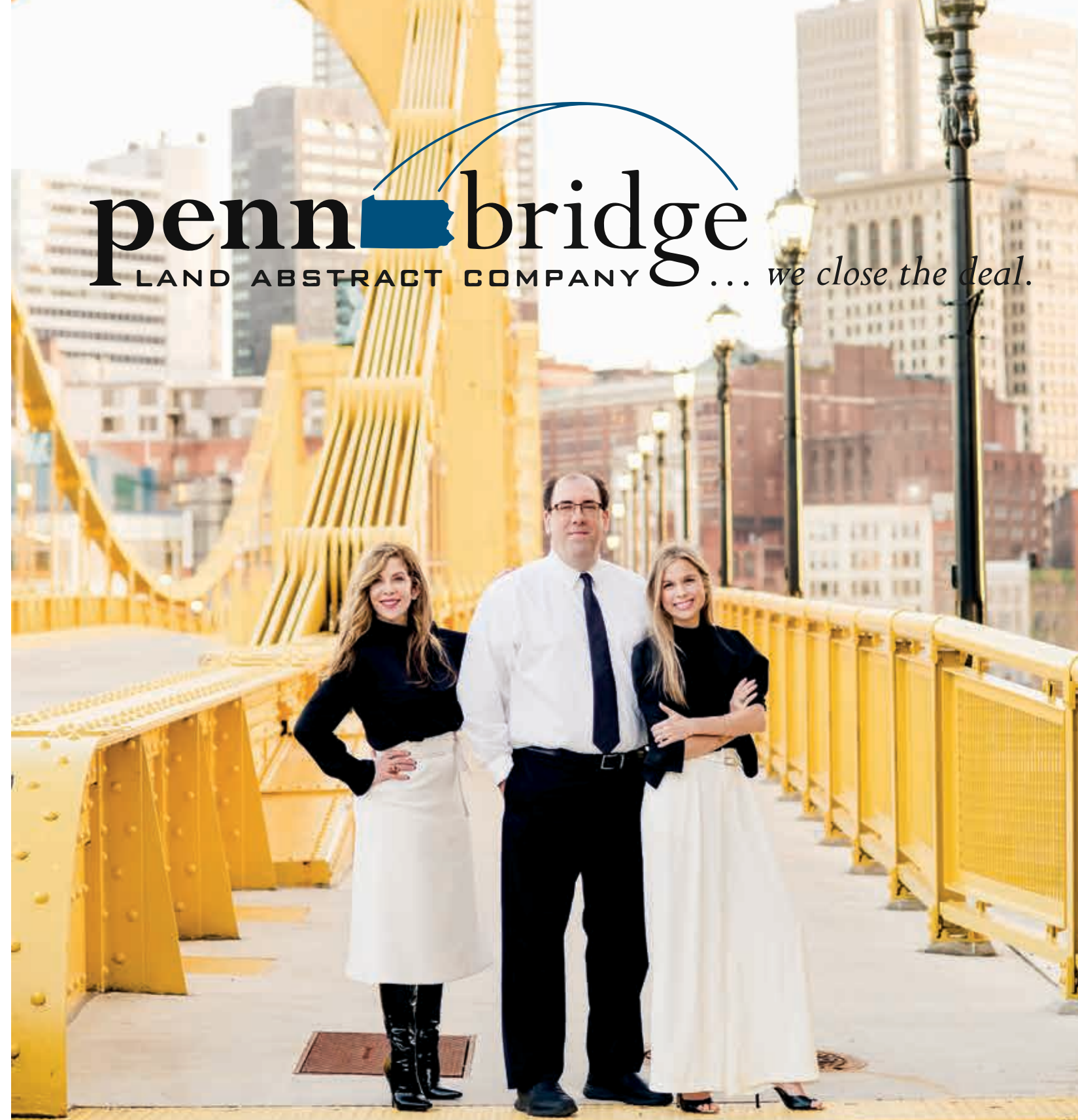
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JACKIE HOPKINSON LIVE AT THE

▶▶ top producer

Written by Kendra Woodward
Photography by Mainline Photography

The Calm Within Chaos



In 2019, Jackie Horvath was making waves as a novice real estate agent. So much so, that we featured her as a Rising Star thanks to her rapid success in the industry. Fast forward to the present, and we see that Jackie has since firmly established herself as a force in Pittsburgh's competitive real estate market. Now with Howard Hanna, she continues to build her legacy, embodying resilience, passion, and a genuine love for helping others achieve their dreams of homeownership.

Eventually, the goal for Jackie is to become a Snow Bird...using her dual license for six months out of the year while living in Pittsburgh and the other six months in Florida. Having grown up there, in Florida, Jackie has deep ties with the state and many relatives reside there as well. Her hope is to build a team large enough to withstand the time that she's not physically present in Pennsylvania, while still maintaining a small-town client-focused feel.

With a refreshingly optimistic view, Jackie admits she is blessed that almost 100% of her business comes from current, and past, client



For Jackie, the transition to Howard Hanna four years ago was a major game-changer in her career. Backed by years of experience and consistently top ranking agents and awards, the systems and processes that the brokerage provided is what Jackie needed to make a much needed shift in her career. It's those same processes and systems, she admits, that are keeping her at the forefront of real estate. With such a solid footing and aspirations to branch out in the future, Jackie has since begun the exciting journey of building a team.

referrals. Leveraging social media, Jackie keeps her followers updated on her activities, relying on genuine connections rather than paid marketing. She jokes that it's all about a positive mindset, and a good night's rest... adding, anyone who knows her knows she's not a morning person. It's that same exact down-to-earth thinking that has Jackie's clients appreciating her authenticity and transparency, which has been instrumental in building trust and fostering long-term relationships.

For Jackie, the most fulfilling aspect of her work, above all, is being able to watch her clients' dreams come true firsthand. Whether it's helping someone achieve their goal of homeownership or assisting investors both novice and seasoned, Jackie loves every single aspect of the industry. "Just knowing that people are happy, whether they found the house of their dreams or they're just getting into real estate...I love every aspect of real estate." From buyers and sellers, to investors and rehabbers, being involved in the industry brings great joy to Jackie's life.

One thing that has stayed consistent for Jackie throughout everything, is that every day brings something new. Even after six years in the industry, a recent transaction emphasized the importance of getting everything in writing, a critical takeaway in an industry where details matter. "Every single transaction brings a new lesson."

For those navigating their first steps as an agent, Jackie advises that real estate is hard work, admitting, "What you put into it is what you get out." She adds however, that it's the relationships you make with your clients that differentiate you from the pack. "Your relationships begin at the closing table," she suggests. "You want to keep those forever."

At home Jackie enjoys spending time with her son, Jack Neff, and their three French Bulldogs. As of late it seems football is a constant presence in their family's lifestyle, especially with Jack recently transferring from Central Catholic to Montour. In her free time, Jackie admits cruises represent the ultimate travel hack - "You see the best spots and then get to jump back into the lap of luxury," she enthuses. "You don't have to worry about anything."

Looking to the future, Jackie has ambitious goals set in place as she hopes to be producing repetitive business around the \$50M mark within five years, while splitting her time between her two favorite locales and traveling as often as she can. With so much on her plate, Jackie admits, "I function better in chaos. It's hard to wrap my brain around slow and steady...I need to be functioning; it's gotta be chaotic." And while she wishes she could hang her license with Howard Hanna once she gets to Florida, the brokerage has yet to extend its reach that far. However, with the guidance of Kelly Hanna Riley, Jackie knows exactly where to hang her license when the time comes.

As Jackie continues to transform Pittsburgh's real estate landscape, one thing is certain: the self-described hustler, whose aim is always focused on bridging the gap between agent and client, is here for the long haul. "There are a lot of good agents out there, and there's enough business to go around. You need to work together. A deal needs



*Your relationships
begin at the
closing table.
You want to keep
those forever.*



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MATT RUGGIERI

PILLAR TO POST

▶ partner spotlight

Written by Kendra Woodward
Photography by Mainline Photography

Uncompromised Service and Honest Inspections

Just over two years ago, Matt Ruggieri started the process of opening his Pillar to Post franchise, bringing a fresh approach to home inspection. With a background that includes nearly nine years of active duty in the Army and a decade in construction management, Matt combines his military discipline and hands-on expertise to offer top-tier home inspections. Despite being relatively new to the business, Matt's dedication to quality and client relationships have set him leagues above other inspectors in the area.

Born and raised in the Munhall/Homestead area, Matt joined the Army at age 18, seeking the discipline and structure it provided. "The army brought a lot out of me; I needed the discipline," he reflects. His father, a relentless worker who still gets up at 4 AM for work even in his 70s, has also been a significant influence. His father's uncompromising work ethic, stemming from his time as a former semi-pro football player where he was known for wearing ankle weights while working out, after his day job moving furniture, obviously had a major impact on Matt's view and character.

After his military service, Matt worked his way up through the ranks of the construction industry, eventually becoming a senior project manager. However, the high-stress environment began to take a toll on him mentally. With encouragement from his fiancée, Jamie, who runs a successful electrolysis business, Matt decided to take the plunge into entrepreneurship. "It was like a lightbulb went off when she told me, 'You know you don't have to be unhappy right?'"

Launching his Pillar to Post franchise, Matt quickly realized that being a successful home inspector was about much more than just his technical knowledge, explaining, “Your name is the only thing that differentiates you in franchises.” For Matt, that name stands for uncompromising quality and exceptional client service. “Our job is to give an honest assessment of the condition of that house so people can make an informed decision on what is likely to be the largest purchase of their life.”

“This isn’t just a home inspection business, this is a marketing business that provides home inspections. We do not compromise our integrity for anything, and letting amazing REALTORS® know we exist is more than half the battle,” Matt prides. “I am forging a company with a specific image. I’m not pulling up in shorts and a t-shirt. Our crew is always in branded apparel – slacks and a collared shirt. We’re a professional extension of our realtor... we’re extending the service they bring.”

The dedication in Matt’s approach to home inspection is as much about building relationships as it is about inspecting homes. Which is why Matt takes the time to go over each report with his clients before leaving a property, ensuring all questions are answered. “Most of what I do is boring to the homeowner,” he jokes. “I like to think that we bring a lot of common sense to the transaction and talk about things in plain language that people can understand, that allow them to make informed decisions with their REALTOR®.”

Despite the serious nature of his work, Matt is well known by his trusted real estate network for his sense of humor and amazing client care. “I realize the value in being a good partner and building strong relationships, and I won’t be beat on customer service.” He’s the type of inspector that shows up with fun gifts and baskets to your office, chuckling that he’s not the type of inspector that’s going to bore you with technical PowerPoint presentations, though he claims to have some fun PowerPoints that are REALTOR® approved!

As Matt continues to grow and build his brand, finding the right people to join his team has been a challenge, but he remains optimistic. “I can teach anybody to inspect a house, but I’m trying to find the right people for my brand,” he explains. “I don’t compromise on effort, quality, or service. Period.”

Outside of work, family is paramount for Matt. Alongside Jamie and their daughter, Devin, the family is excited to welcome their next child into the family soon. Jokingly referring to his daughter’s nickname, Matt gets a chuckle every time he talks about how he calls her Bingo, just like Bluey’s little sister on the kids cartoon show...because she is their dog, Arlo’s, little sister. In his free time Matt enjoys golfing, but admits he and Jamie often find themselves elbows deep in a home improvement project as they enjoy working on their house.

With Matt at the helm of Pillar to Post – The Ruggieri Team, clients can be sure they’re in expert hands, ready to navigate the path to homeownership with confidence and clarity. And real estate agents can rest easy knowing Matt won’t compromise his integrity for a job. “I try to be the best partner in the industry,” he prides. The goal, Matt quips, is to be an extension of the agents he serves and to ensure their clients are making the right decision for them.

THIS ISN'T JUST A HOME INSPECTION BUSINESS, THIS IS A MARKETING BUSINESS THAT PROVIDES HOME INSPECTIONS.





Jessica Payne

One by One, Two by Two

Jessica Payne has been a cornerstone of the Greensburg real estate market since first obtaining her license in 2016. Known for her no-nonsense approach and unwavering commitment to her clients, Jessica has built a thriving business grounded in honesty, integrity, and a genuine passion for helping people find their dream homes. As she embarks on a new journey to expand her career out of state, Jessica is looking forward to mentoring a new wave of buyer's agents.

Jessica's path to real estate was anything but straightforward. Realizing she was at a momentous point in her life, Jesssica was ready to make a change, determined to provide for her two sons. Despite personal challenges

and struggling to find time to finish classes, she obtained her license and dove in head first. Jessica's early success was found in for-sale-by-owner properties and sheer will to succeed - cold calling, canvassing local neighborhoods, and attending open houses every chance she got.





Despite several major challenges early on in her career, like her foray into commercial real estate that led to a lawsuit with a previous brokerage, navigating these experiences, she admits, has only made her stronger. Once she linked up with her current broker at RealtyOne Group Horizon, who has turned out to be an amazing role model and mentor, Jessica discovered how a team was truly meant to uplift its agents. “I love the dynamic at my new brokerage.” She adds that while much of her career was built on trial and error, and helped shape the agent she has become, having a broker available to answer questions is a major positive.

With each transaction offering new lessons and opportunities for growth, it’s no surprise that resilience and adaptability have been key to Jessica’s success. She advises novice agents to take note of their surroundings, and focus on their goals within the industry. “If you’re in this

business for the money, you’ll make the money but you’ll lose the business. You have to be in it because you enjoy it and you enjoy your clients. Your concern should always be your clients.” Boasting her slogan #NoPayneRealty, Jessica promises to truly stand by that mindset offering a painless, but exciting and fun experience.

Real estate has become an outlet to help others navigate their own challenges - offering clients an honest opinion on the condition of a home or deal thanks to her hands-on experience helping her husband in the construction business during COVID. It taught her to be aware of what could lurk beneath shotty quick-flips projects, where support beams should go, and how to properly waterproof a basement. “It’s not about the paycheck, it’s about having a reference 10 years from now.” She adds; she doesn’t care if she’s a ‘bubble burster’, so long as it prevents someone from going under on a sour deal or being stuck with a bad house. “That is one of the biggest recognitions I get from my clients. They appreciate my honesty.”



Fast forward eight years later and Jessica’s now five children have become integral to her work and style. They’re a major part of her business and the reason many of her clients love her so much...because she’s relatable. The relationships her family and clients have built together, has led to a business built almost entirely on referrals and repeats. And despite considering herself socially awkward, Jessica thrives within her

client interactions, finding joy in helping others achieve their homeownership dreams. “I love that every day is something new. You get to meet new people all the time,” Jessica praises.

With hopes to move to Georgia in upcoming years, Jessica is in the process of obtaining a dual license there. While she remains committed to mentoring buyer’s agents in the Pittsburgh region, she dreams of eventually splitting her time between the two states, with business operating seamlessly between the two.

6699

Life is too short not to make everyday worth something. No matter what you are doing that day, do it right and do it with your all. And find some time to laugh a little.

At home, Jessica admits she and her husband, Ryan, are both extreme Type A personalities. “We can’t sit still.” The kids – Troy, Tyler, Kayli, Luka, and Hazel - have never been in daycare on Jessica’s watch and she admits she doesn’t like asking others’ for help when it comes to taking care of them - which was the main reason she got into real estate...to be a stay-“not”-at-home mom. Eventually, she believes, Troy might follow in her footsteps, as he has shown much intrigue for the process.

Along with their kids’ various extracurricular activities, that have the family constantly on the go, the Payne family lives on a hobby farm which Jessica dreams of turning into a petting zoo. The farm currently consists of mini donkeys, horses, emus, a flock of geese and ducks, guineas, chickens, roosters, cows, the two family dogs, two cats, and pet bird...and maybe a camel if Jessica can get Ryan on board with her “level of insanity,” she quips.

With so much going on, Jessica and Ryan ensure monthly date nights are a priority, if they can find a babysitter for five, and they recently began investing in rental properties with future plans to start a business within the family entertainment realm. They enjoy fishing, boating, riding dirt bikes and quads, rolling out their John Deere tractors, and frequenting Georgia.

“Life is too short not to make every-day worth something. No matter what you are doing that day, do it right and do it with your all. And find some time to laugh a little.”



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The River's Edge of Oakmont Party



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2	John	Marzullo	Compass RE	48	151	199	\$46,700,313
3	Jordan	Jankowski	Compass RE	22	81	103	\$31,066,429
4	Emily	Fraser	Piatt Sotheby's International Realty	32	58	90	\$30,115,632
5	Zita	Billmann	Coldwell Banker	19	16	35	\$29,524,585
6	Michael	Reed	Coldwell Banker	33	67	100	\$28,656,418
7	Jim	Dolanch	Century 21 Frontier Realty	31	32	63	\$26,197,366
8	Joe	Yost	Compass RE	24	46	70	\$26,107,525
9	Ryan	Bibza	Compass RE	28	48	76	\$26,026,097
10	Julie	Rost	Berkshire Hathaway The Preferred Realty	18	25	43	\$25,818,817
11	Sarah	Madia	RE/MAX Select Realty	30	8	38	\$25,457,732
12	Corey	Weber	RE/MAX Select Realty	37	85	122	\$24,014,799
13	Barbara	Baker	Berkshire Hathaway The Preferred Realty	32	23	55	\$23,801,025
14	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	23	9	32	\$23,573,020
15	Heather	Kaczorowski	Piatt Sotheby's International Realty	28	31	59	\$22,285,023
16	Melissa	Barker	RE/MAX Select Realty	51	72	123	\$22,271,624
17	Lauren	Coulter	Compass RE	20	35	55	\$22,234,206
18	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	29	15	44	\$21,805,760
19	Michele	Belice	Howard Hanna	18	18	36	\$20,756,840
20	Steve	Limani	Realty ONE Gold Standard	39	33	72	\$20,756,100
21	Joanne	Bates	Berkshire Hathaway The Preferred Realty	19	29	48	\$19,670,499
22	Amanda	Gomez	RE/MAX Select Realty	15	54	69	\$18,819,648
23	Ryan	Shedlock	Howard Hanna	66	50	116	\$18,338,863
24	Jason	Rakers	RE/MAX Select Realty	22	8	30	\$18,020,350
25	Kim Marie	Angiulli	Coldwell Banker	13	7	20	\$17,917,175
26	Rich	Dallas	Berkshire Hathaway The Preferred Realty	32	30	62	\$17,528,388
27	Jennifer	Mascaro	Coldwell Banker	33	23	56	\$17,407,085
28	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	59	27	86	\$17,336,239
29	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	14	9	23	\$17,288,776
30	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	30	7	37	\$17,186,820
31	Adam	Slivka	Century 21 Fairways	26	56	82	\$17,103,160
32	Robyn	Jones	Piatt Sotheby's International Realty	9	9	18	\$16,989,517
33	Melissa	Merriman	Keller Williams Realty	37	30	67	\$16,923,052
34	Cindy	Ingram	Coldwell Banker	8	5	13	\$16,892,265

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Anthony	Leone	Coldwell Banker	29	21	50	\$16,402,600
36	Christine	Wilson	Compass RE	19	17	36	\$16,023,131
37	Cass	Zielinski	Piatt Sotheby's International Realty	8	23	31	\$15,753,831
38	Melissa	Shiple	Berkshire Hathaway The Preferred Realty	18	32	50	\$15,733,763
39	Amy	Bair	Howard Hanna	12	3	15	\$15,542,509
40	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	36	29	65	\$15,352,409
41	Kelly	Cheponis	Howard Hanna	18	7	25	\$15,296,668
42	Jennifer	Crouse	Compass RE	19	15	34	\$15,181,214
43	Brenda	Deems	Berkshire Hathaway The Preferred Realty	17	26	43	\$14,826,313
44	Maureen	States	Neighborhood Realty Services	23	20	43	\$14,683,881
45	Roxanne	Humes	Coldwell Banker	30	28	58	\$14,596,599
46	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	16	21	37	\$14,584,389
47	Nathaniel	Nieland	Coldwell Banker	5	30	35	\$14,545,500
48	Andrea	Ehrenreich	Howard Hanna	12	6	18	\$14,269,075
49	Bonnie	Loya	Coldwell Banker	19	17	36	\$14,205,899
50	Libby	Sosinski	Keller Williams Realty	130	7	137	\$14,071,599

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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	31	14	45	\$14,032,700
52	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	21	19	40	\$14,017,880
53	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	13	5	18	\$13,869,445
54	Gina	Giampietro	RE/MAX Select Realty	39	13	52	\$13,858,099
55	Vera	Purcell	Howard Hanna	18	11	29	\$13,648,097
56	Jeannine	Mullen	Howard Hanna	13	9	22	\$13,401,090
57	John	Adair	Coldwell Banker	22	19	41	\$13,198,350
58	Dave	McSwigan	Coldwell Banker	11	9	20	\$13,115,400
59	Ned	Bruns	RE/MAX Select Realty	11	17	28	\$13,026,890
60	John	Geisler	Coldwell Banker	28	11	39	\$13,001,156
61	Lynne	Bingham	Howard Hanna	17	4	21	\$12,752,526
62	Dan	Haeck	Coldwell Banker	23	18	41	\$12,706,730
63	Brock	Hanna	Coldwell Banker	15	30	45	\$12,701,885
64	Michelle	Mattioli	Howard Hanna	11	8	19	\$12,699,311
65	DJ	Fairley	Exp Realty	38	9	47	\$12,690,900
66	Michael	Pohlot	Janus Realty Advisors	91	15	106	\$12,663,831
67	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	21	19	40	\$12,660,025
68	Ashley	Fullerton		10	3	13	\$12,637,490
69	Reed	Pirain	NextHome PPM Realty	17	17	34	\$12,604,190
70	Marie	Pace	Howard Hanna	8	5	13	\$12,562,000
71	Jennifer	Solomon	RE/MAX Select Realty	9	40	49	\$12,387,950
72	Diane	McConaghy	RE/MAX Select Realty	15	25	40	\$12,375,884
73	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	23	15	38	\$12,343,600
74	Melinda	Lynch	Berkshire Hathaway The Preferred Realty	12	24	36	\$12,117,232
75	Patty	Pellegrini	Berkshire Hathaway The Preferred Realty	16	7	23	\$11,985,215
76	Brian	Czapor	Piatt Sotheby's International Realty	25	17	42	\$11,862,209
77	Rick	Maiella	Howard Hanna	25	25	50	\$11,815,519
78	Adam	Cannon	Piatt Sotheby's International Realty	14	24	38	\$11,794,461
79	Shanna	Funwela	Coldwell Banker	27	23	50	\$11,746,418
80	David	Onufer	Howard Hanna	6	12	18	\$11,723,499
81	Eileen	Lusk	Howard Hanna	5	10	15	\$11,605,650
82	Mikal	Merlina	Piatt Sotheby's International Realty	5	8	13	\$11,598,350
83	Emily	Wilhelm	Piatt Sotheby's International Realty	12	11	23	\$11,593,187
84	Bobby	West	Coldwell Banker	14	16	30	\$11,558,650

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Molly	Howard	Howard Hanna	7	6	13	\$11,455,276
86	Sara	McCauley	Berkshire Hathaway The Preferred Realty	28	8	36	\$11,313,150
87	Deborah	Kane	Howard Hanna	21	21	42	\$11,269,280
88	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	24	16	40	\$11,266,298
89	Daniel	Howell	Coldwell Banker	23	23	46	\$11,246,850
90	Elaine	Shetler-Libent	Keller Williams Realty	16	11	27	\$11,144,700
91	Kaedi	Knepshield	Piatt Sotheby's International Realty	6	15	21	\$11,120,890
92	Jerome	Yoders	Coldwell Banker	7	36	43	\$11,107,900
93	Tyler	Petit	RE/MAX Select Realty	7	8	15	\$11,057,845
94	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	16	16	32	\$11,012,795
95	Roslyn	Neiman	Howard Hanna	8	6	14	\$10,827,250
96	Richard	Charles	RE/MAX South Inc	23	13	36	\$10,821,550
97	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	45	17	62	\$10,811,050
98	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	22	16	38	\$10,797,170
99	Mark	Ratti	RE/MAX Select Realty	25	7	32	\$10,685,923
100	Jeff	Selvoski	Exp Realty	32	17	49	\$10,571,022

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TOP 200 STANDINGS

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

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Geoff	Smathers	Howard Hanna	14	10	24	\$10,546,953
102	Kathleen	Barge	Piatt Sotheby's International Realty	8	2	10	\$10,457,467
103	Lori	Hummel	Howard Hanna	18	7	25	\$10,416,594
104	Nancy	Rossi	RE/MAX Select Realty	26	15	41	\$10,287,900
105	Aida	Agovic-Corna	RE/MAX Select Realty	13	15	28	\$10,257,922
106	Ella	Serrato	RE/MAX Select Realty	6	20	26	\$10,106,712
107	Debra	Donahue	Howard Hanna	13	6	19	\$10,099,500
108	Malini	Jaganathan	Howard Hanna	8	12	20	\$10,095,211
109	Terrence	Thurber	Coldwell Banker	4	10	14	\$10,029,500
110	Wendy	Weaver	Howard Hanna	13	8	21	\$9,939,004
111	Denise	Bortolotti	Piatt Sotheby's International Realty	6	14	20	\$9,921,400
112	Marianne	Hall	Howard Hanna	17	18	35	\$9,920,222
113	Cathy	Wanserski	RE/MAX Realty Brokers	12	9	21	\$9,820,391
114	Julie	Welter	Compass RE	13	4	17	\$9,816,500
115	MaryAnn	Bacharach	Howard Hanna	8	6	14	\$9,777,710
116	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	12	10	22	\$9,708,500
117	Deborah	Reddick	RE/MAX 360	12	17	29	\$9,660,409
118	Devon	Lauer	Howard Hanna	11	9	20	\$9,638,000
119	Brian	Larson	Howard Hanna	18	11	29	\$9,632,670
120	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	32	11	43	\$9,614,600
121	Sara	Minshull	Redfin Corp	7	17	24	\$9,468,683
122	Paul	Bortz	Coldwell Banker	27	11	38	\$9,454,900
123	Mark	Gulla	RE/MAX Select Realty	25	9	34	\$9,269,475
124	Monice	Ming Tong	Keller Williams Realty	8	12	20	\$9,221,996
125	Daniel	Scioscia	Berkshire Hathaway The Preferred Realty	3	3	6	\$9,204,500
126	Jill	Stehnach	RE/MAX Select Realty	12	9	21	\$9,111,507
127	Erin	Berg	Berkshire Hathaway The Preferred Realty	19	12	31	\$9,075,250
128	Matthew	Shanty	Exp Realty	13	21	34	\$9,069,000
129	Eli	LaBelle	RE/MAX Select Realty	7	17	24	\$9,034,615
130	Allison	Pochapin	Compass RE	6	20	26	\$8,986,149
131	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	7	6	13	\$8,953,327
132	Sharon	St. Clair	Keller Williams Realty	13	7	20	\$8,861,120
133	Dan	Kite	Berkshire Hathaway The Preferred Realty	9	10	19	\$8,857,900
134	John	Fincham	Keller Williams Realty	16	23	39	\$8,853,526

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Eileen	Allan	Compass RE	11	18	29	\$8,779,645
136	Jingli	Zhang	Keller Williams Realty	7	12	19	\$8,746,280
137	Holly	Chamberlin	Howard Hanna	8	12	20	\$8,713,000
138	Lisa	McLaughlin	Piatt Sotheby's International Realty	12	6	18	\$8,677,850
139	Dean	Korber	Howard Hanna	32	17	49	\$8,553,300
140	Krista	Lorenzo	Coldwell Banker	13	15	28	\$8,521,416
141	Colleen	Anthony	Howard Hanna	17	6	23	\$8,477,450
142	Lauren	Shepherd	Howard Hanna	7	6	13	\$8,457,612
143	Michele	Stillwagon	Piatt Sotheby's International Realty	3	5	8	\$8,453,421
144	Melissa	Palmer	Howard Hanna	10	7	17	\$8,437,600
145	Denise	Ardisson	Realty ONE Gold Standard	14	12	26	\$8,422,300
146	Nichole	Merrell	Coldwell Banker	13	9	22	\$8,382,797
147	Erica	Shulsky	Exp Realty	9	15	24	\$8,304,380
148	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	18	3	21	\$8,267,000
149	Michael	Bassilios	Howard Hanna	14	2	16	\$8,244,489
150	Pamela	Michalek-Shirey	RE/MAX Heritage	21	3	24	\$8,240,128

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#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Justin	Cummings	RE/MAX Select Realty	10	9	19	\$8,209,500
152	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	13	9	22	\$8,186,999
153	Ariel	Harat	RE/MAX Real Estate Solution	13	9	22	\$8,160,874
154	Tarasa	Hurley	River Point Realty	13	13	26	\$8,121,049
155	Nicolas	Supik	Century 21 Frontier Realty	18	11	29	\$8,113,000
156	Rachel	Marchionda	Howard Hanna	24	12	36	\$8,110,025
157	Michael	Netzel	Keller Williams Realty	12	10	22	\$7,970,555
158	Stephanie	Veenis	Howard Hanna	5	9	14	\$7,933,920
159	Racheallee	Lacek	Piatt Sotheby's International Realty	7	7	14	\$7,876,775
160	Nancy	Ware	Berkshire Hathaway The Preferred Realty	14	13	27	\$7,810,400
161	Diane	DiGregory	Realty ONE Gold Standard	10	14	24	\$7,773,900
162	Laura	Sauereisen	Piatt Sotheby's International Realty	4	8	12	\$7,772,500
163	Carroll	Ferguson	Howard Hanna	9	1	10	\$7,771,015
164	Hope	Feldman	Your Town Realty	14	13	27	\$7,743,990
165	Vicky	Chang	Coldwell Banker	9	13	22	\$7,673,595
166	Sara	Leitera	Berkshire Hathaway The Preferred Realty	11	15	26	\$7,645,850
167	Angie	Flowers	Coldwell Banker	13	13	26	\$7,587,300
168	Sean	Kelly	Howard Hanna	8	18	26	\$7,568,513
169	Judi	Agostinelli	Century 21 Frontier Realty	16	10	26	\$7,559,185
170	Kassie	Cable	Howard Hanna	6	12	18	\$7,550,030
171	Jennifer	Sowers	Redfin Corp	9	20	29	\$7,538,150
172	Judi	Sahayda	Keller Williams Realty	16	7	23	\$7,537,580
173	Alex	Tulandin	Keller Williams Realty	8	8	16	\$7,537,250
174	Andrew	Dellavecchia	RE/MAX Select Realty	15	27	42	\$7,535,275
175	Erin	Amelio	Berkshire Hathaway The Preferred Realty	10	9	19	\$7,470,497
176	Del	Burrell	Howard Hanna	7	2	9	\$7,403,250
177	Krystina	Krysiak	Redfin Corp	5	17	22	\$7,399,989
178	Austin	Rusert	Coldwell Banker	12	12	24	\$7,379,728
179	Caren	Foy	Keller Williams Realty	13	12	25	\$7,301,300
180	Jackie	Horvath	Howard Hanna	11	13	24	\$7,298,500
181	Pamela	D'Alessandro	RE/MAX Select Realty	4	10	14	\$7,282,045
182	Nicholas	Fix	Berkshire Hathaway The Preferred Realty	12	9	21	\$7,280,950
183	Elizabeth	Kofmehl	Coldwell Banker	9	9	18	\$7,280,000

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Vicki	Rutherford	Berkshire Hathaway The Preferred Realty	20	5	25	\$7,264,421
185	Theresa	White	RE/MAX Select Realty	13	16	29	\$7,262,241
186	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	13	21	34	\$7,249,000
187	Kelley	Perry	Coldwell Banker	8	9	17	\$7,219,353
188	Vicki	Pilato	Berkshire Hathaway The Preferred Realty	12	12	24	\$7,181,808
189	Lauren	Klein	Coldwell Banker	15	4	19	\$7,165,800
190	Imran	Paniwala	Coldwell Banker	3	11	14	\$7,147,343
191	Lisa	Schimizzi	Berkshire Hathaway The Preferred Realty	16	13	29	\$7,144,500
192	Christina	Talotta	RE/MAX Select Realty	11	7	18	\$7,049,000
193	Georgie	Hodge	Grove City Realty	16	5	21	\$7,038,401
194	Melanie	Marsh	Compass RE	10	3	13	\$7,015,500
195	Mark	Handlovitch	RE/MAX Real Estate Solution	14	9	23	\$7,001,716
196	Ronald	Huber	Berkshire Hathaway The Preferred Realty	16	7	23	\$6,978,600
197	Matthew	Gillespie	Coldwell Banker	16	17	33	\$6,969,743
198	Katina	Boetger-Hunter	Coldwell Banker	17	16	33	\$6,963,611
199	Kimberly	Yot	Piatt Sotheby's International Realty	3	19	22	\$6,953,800
200	Liam	Tennies	Deacon & Hoover Real Estate Advisors	3	21	24	\$6,939,826

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