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Barb Healy

ON THE RISE:

Caitlin Wright

PARTNER SPOTLIGHT:

Great Western Flooring

WINTER EVENT:

Agent Panel
Hosted By Modern Plate
Thursday, February 6th, 10am
Details On Page 34



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COVER STORY

Alice
Chin

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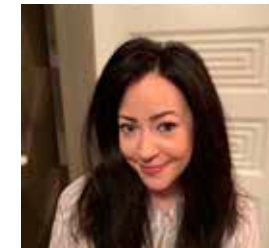
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5 Year Anniversary!

Last year was one of the most unpredictable years that real estate had seen in decades. With the NAR settlement back in August, from the public perception of mortgage interest rates being “high” in comparison to a few years ago, to the joining of two titan brokerages here locally. Odds are your career and livelihood has been affected and you have had to change your day to day routine in order to generate business from what you were doing twelve to eighteen months prior.

This issue marks the 5th anniversary of *DuPage Real Producers*. We also celebrated the 7th anniversary of *Chicago Real Producers* a few months ago. Working with so many high performing business professionals isn't easy or for the faint of heart. Leading an elite group of the area's top 500 producing REALTORS® and the most recommended affiliates in the industry requires both standing firm when necessary and tip-toeing around insanely competitive personalities, giant egos, and people who have absolutely zero margin in their schedules (queue up “Non-Stop” from *Hamilton*).

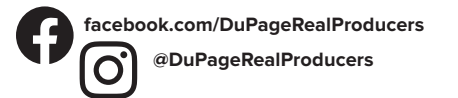
I've learned that some people will love and praise you for something, while others will be envious and disapprove of the exact same action. Our platform genuinely serves and enhances our industry for the better. From the events, to the physical publication, to the social media that naturally flows as a result, all of it places a spotlight on the individuals who are consistently striving to add value to the home buying and selling experience. One thing I have found helpful is that when people are critical, distinguish the difference between those who love and care about you or who only care about what you can do for them.

We're so very excited to see everyone again next month at our winter event on Thursday, February 6th at Modern Plate in Elmhurst. We have another amazing panel lined up to kick off the year! Details and event registration can be found on page 34.



Andy Burton

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Barb and her husband, Brent, in France.

BARB HEALY

Heart for Adventure

BY LAUREN YOUNG • PHOTOS BY CRIS CUNNINGHAM

“Real estate has been one of the many adventures in my life,” says REALTOR® Barb Healy of Baird & Warner in Naperville. Barb’s journey to success has taken her through the vibrant worlds of travel, family, and the housing market, with many adventures along the way.

For Barb, real estate is far more than a job. It’s a thrilling experience that combines her passion for helping others with her love for discovery and connection. She would say that it’s been the ultimate adventure that also garners ultimate rewards.

“I love what I do, and there’s nothing like seeing the excitement on my clients’ faces when they find their new home,” she says.

Barb’s love for adventure started long before she earned her real estate license. Originally from Milwaukee, she moved to Chicago to pursue a career in the travel industry, enrolling in a specialized travel academy. Her career took

off when she became a corporate travel agent, arranging trips for executives around the globe.

“I was lucky enough to travel to many parts of the world and all over the US,” Barb says. “Each trip taught me something new and expanded my worldview.”

Barb’s globetrotting life introduced her to diverse cultures and landscapes—experiences she carries with her into her real estate career today. Eventually, life led her to her next adventure: marriage to her Australian husband, Brent. They settled in Downers Grove, where they raised their three children: Alexander, Bridget, and Erin. Erin, who was born with Down syndrome, is a central figure in their family.

“Erin has made our family stronger and more appreciative of life,” Barb says. “She’s opened doors to new experiences of fun and opportunity, and she has shown us how important it is to embrace each moment.”

For many years, Barb’s career took a backseat as she focused on raising her children and meeting Erin’s needs. But as the kids grew older and became more independent, she found herself wondering what career path to take next. Barb’s husband, knowing her knack for connecting with people and her longstanding fascination with the housing market, encouraged her to pursue real estate.

“He’d always say, ‘Why don’t you get your real estate license? That’s what you’re really passionate about,’” she says. Taking his advice, she entered the industry in 2013 as an assistant to some of the top agents at Baird & Warner. In 2016, Barb not only got her license, but was named Rookie of the Year.

She loved everything about being a REALTOR®. “I remember thinking, ‘Why didn’t I do this sooner?’” she recalls.



Team Healy: Barb and Alexander Healy.

Her organizational skills and customer service experience from her travel days were invaluable, and she quickly learned that success required both grit and grace. In her first seasons, Barb managed a demanding schedule, balancing family and career and adapting to the industry’s fast pace, often dropping everything to assist clients.

“Real estate doesn’t sleep,” Barb says. “We have to grab it when it’s hot.”

Barb has thrived in this industry, and she’s thrilled that she’s now working alongside her son, Alexander, who joined her in 2022. The duo makes a dynamic team, combining Barb’s seasoned expertise with Alexander’s fresh outlook and technological savviness.

“Alexander brings a unique perspective,” Barb explains. “He has a natural ability to connect with Millennial and Gen Z clients, and he’s excellent with technology—skills that are crucial in today’s market.”



Barb with her family in Australia.

“

I was lucky enough to travel to many parts of the world and all over the US...Each trip taught me something new and expanded my worldview.”



whole family took a special trip to Australia. There are plans for a trip to Italy later this year.

Barb brings her passion for adventure and life to all she does. She and Alexander both love real estate, and are committed to their clients, embodying the values of integrity and service. Barb looks forward to growing their client base and making a positive impact on the industry.

“I’d love for the public to trust our industry more,” she says. “Yes, there are some bad agents, but there are so many great ones too. I work hard to be one of the good ones.”



Working together as Team Healy, they are known for their hands-on approach, supporting their clients through every step of the buying or selling process.

“When I see the excitement on my clients’ faces at the closing table, it reminds me of when Brent and I bought our first home,” she says. “It’s such a special moment, and I get to experience that excitement with each client over and over again.”

Outside of work, Barb enjoys a full life centered around family, friends, community, and traveling whenever possible. She supports SEASPAR, a special recreation association that Erin participates in, and she is an advocate for 360 Youth Services, a nonprofit that supports young adults facing homelessness or life transitions. Barb and Brent celebrated their thirtieth wedding anniversary in Paris and London, and the

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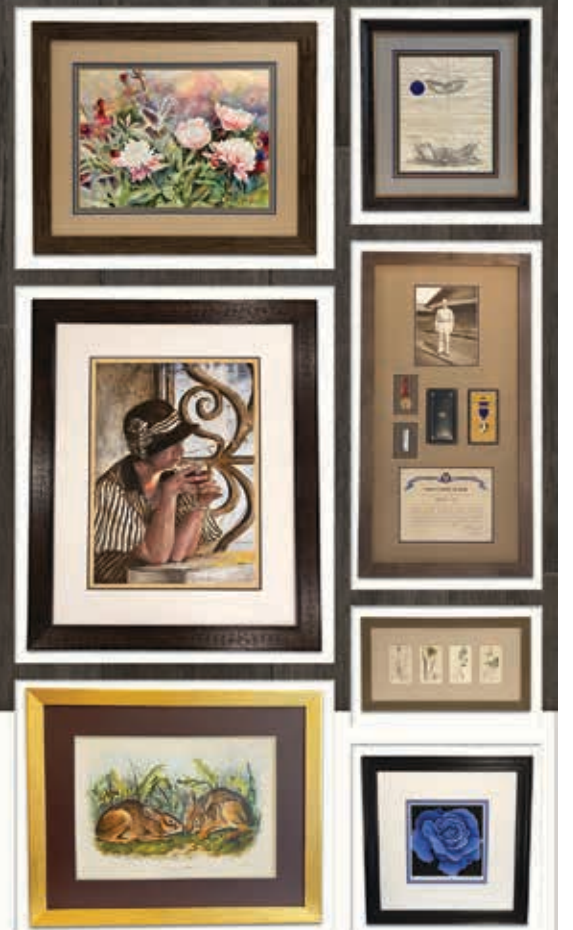
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Great Western Flooring Design Center Team

“The A.R.T. of Flooring”

BY LAUREN YOUNG • PHOTOS BY KDE PHOTOGRAPHY

“At Great Western Flooring, we don’t just sell floors—we deliver the ‘A.R.T. of Flooring: accountability, reliability, and trust,’” says Dana Park, the company’s vice president. “And that’s not just a motto—it’s how we operate every single day, ensuring every customer feels taken care of from the moment they walk in.”

That dedication to service is what sets Great Western Flooring apart from its competitors. Also, the company is a non-stocking retailer, meaning they’re not tied to moving inventory. Instead, they focus on curating the perfect solution for each client, ensuring the products and services they provide meet the specific needs of the project. Whether it’s selecting the right carpet, hardwood, or tile, they provide complimentary design consultations that include styling and corresponding technical requirements, and white-glove fulfillment for every order.

“We’re not incentivized by inventory,” explains Dana, “which allows us to genuinely prioritize the customer’s vision and needs.”

A key aspect of Great Western Flooring’s success is their relationships with REALTORS® and real estate professionals. The team regularly provides time-sensitive solutions for both sellers and buyers—from installing a stair runner, to replacing worn-out carpet before a home hits the market, to helping a buyer plan renovations after closing, they ensure REALTORS® can offer their clients realistic, pre-quoted renovation options. This partnership has proven invaluable in the fast-paced world of real estate.

“REALTORS® know they can count on us for rapid, efficient solutions,” Dana says. “Whether the need is to make a house shine before a sale

or help new homeowners realize their vision post-purchase.”

Originally founded in 1981 by Steve Chirico as the Great Western Tile Company, the company quickly grew into a prestigious design center under his leadership. Today, his daughters, Dana Park and Lauren Voit, who embody the same passion and work ethic as their father, are carrying the torch with an ethos that not only drives their leadership style, but is also woven into the fabric of the company: “G.R.E.A.T. represents our values: growth mindset, respect, excellence, accountability, and team,” Dana shares. “They are the

cornerstone on which our company was built, and are what continue to make us a high-performing team and a best-in-class provider for our customers.”

Steve, who stepped away from the company to focus on the Naperville community through a successful political career that included two terms as the Mayor of Naperville, recently returned to Great Western Flooring. “It feels like the band is back together,” Dana says, happily.

“Having our dad back has brought so much joy and a renewed sense of energy to the team,” she adds. “His focus on field quality

and installation supervision ensures that we’re continually delivering top-notch service.”

Great Western Flooring showed its strength earlier this year when it overcame a significant challenge: with no notice from their landlord, they had to vacate their St. Charles location where they had been for over thirty years. They strategically merged their sales team and have been operating out of their Naperville location during the design build process for their new space at the Roosevelt. Set to open in 2025, the move marks a transformative chapter for the company, and they are thrilled



“

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— Dana





Lauren Voit, Great Western Flooring's President, and Dana Park Great Western Flooring's Vice President.

to be contributing to the growth of Downtown Geneva and the Tri-city area.

"The Roosevelt is an ideal canvas for us to amplify our commitment to design excellence and offer an elevated customer experience. Navigating the move was a true test of our teamwork," Dana adds. "It taught us

a lot about resilience, adaptability, and the strength we have as a unit."

In fact, Great Western Flooring's team is a well-oiled machine that's built on collaboration and trust. Each team member brings a unique set of skills that contributes to the overall success of the company: Lauren, the company's president, leads with a strong vision for the future, ensuring the business stays on a forward trajectory. Dana's branding and marketing expertise has helped the company create a robust digital presence and expand into new channels, like their partnership with Costco. Julie McCaffrey and Kim Holt, account sales experts, have grown both the company's clientele and its book of business with custom home builders, respectively. Design consultants Kate MacConnell and LJ Ward bring creativity and passion to their roles. Finally, Joanna Jarzabek, the manager at the Geneva location, has expanded the company's reach in the northern markets.

The Great Western Flooring team prioritizes staying ahead of industry trends, too, ensuring their clients always receive cutting-edge solutions. They continuously evaluate new technologies and product lines, and are a proud leader in design and service innovation within the industry.

"Other dealers and manufacturers often look to us for inspiration," Dana shares. "We're always looking for ways to elevate the experience for our clients."

"We're also looking forward to expanding our reach, bringing in more talented team members, and continuing to serve our clients at the highest level," Dana commits.

Great Western Flooring remains a trusted partner in transforming homes. The company's solid blend of family heritage, cutting-edge design expertise, and deep commitment to customer service is sure to see them deliver on the "A.R.T. of Flooring" for years to come.

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Alice Chin

Life is Short

BY LAUREN YOUNG
PHOTOS BY ALICIA'S PHOTOGRAPHY



“Life is short. You have to make the most of every day and every interaction,” says REALTOR® Alice Chin of Compass in Naperville. This simple yet powerful statement sums up the philosophy behind Alice’s accomplishments and what continues to drive her in the world of real estate.

For nearly two decades, Alice has built a thriving career by staying grounded in her core values: hard work, integrity, and genuine care for people. Born in Taipei, Taiwan, Alice immigrated to the United States at the age of three with her family. Her parents, like many immigrants, worked multiple jobs to provide for their two daughters. Growing up in this environment gave Alice an appreciation and understanding of the sacrifices made in the pursuit of success.

“The American dream is very personal to me, and I love that I have a job that helps other people achieve it as well,” Alice shares.

Alice attended Naperville North High School and later graduated from the University of Illinois at Urbana-Champaign with honors in finance. She soon found herself in the corporate finance world, working at Bank One Corporation (now JP Morgan Chase) as an analyst and underwriter. But life in a cubicle, crunching numbers all day, wasn’t fulfilling.

“The highlight of my day was my morning pastry,” Alice shares. “Every day would always go downhill from there.”

Realizing the corporate world wasn’t for her, in a moment of bold decision-making, Alice quit her “dream” finance job without warning.



She called her now-husband, Michael, from the train to deliver the news.

“He was in disbelief,” she recalls. “We had a mortgage to pay.” But Alice had no doubts about her decision.

She chose to enter real estate because she sought a career where she could build her own business and make a direct impact in people’s lives. However, Alice’s first few days as a REALTOR® were far from glamorous. She started on Memorial Day weekend in 2005, eagerly waiting for clients to call.

“I sat by the phone just knowing that it would start ringing off the hook once people heard about this new

agent in town!” she recalls, laughing. “Needless to say, that didn’t happen.”

Alice didn’t wait for things to fall into place. She started making calls herself, learning the ropes through sheer determination and grit. The beginning wasn’t easy. Alice struggled

to gain her footing in a competitive market, but her natural ability to connect with people became her strongest asset. She soon learned that her clients weren’t just buying or selling houses; they were navigating their way through one or more of life’s biggest moments like starting a family, going through a divorce, or retiring.

“More than once, clients have told me, ‘Hiring a REALTOR® is cheaper than hiring a therapist,’” Alice says. “It’s rewarding to be able to help relieve my clients’ stress where I can.”

In the last few years, Alice has built a strong team around her—one that

into new projects and brings boundless optimism to each new listing; and Jessica Tate, the operations manager, handles marketing, events, training, and more.

“We work together on every transaction, problem-solving as a group. Our clients benefit from our combined eighty years of experience. And we [our team] truly are friends. This business can be a lot to handle. Knowing that you always have passionate and trustworthy people in your corner makes a big difference,” she says.

With her well-established team and strong business model that includes dedicated service to her community, Alice looks toward the future with great optimism. She’s also working for a larger vision:

“I would love to build something that lasts beyond me,” Alice says. “Most agents’ businesses end with their retirement or death, but I hope mine does not. I hope that my teammates find value in what we’ve built to keep serving our community.”



In her downtime, Alice enjoys staying active with her husband, Michael. The two often participate in Spartan Races (long-distance obstacle course races) together. Their children, Annabelle (11) and Isaac (6), also keep them busy. Alice serves her community as a member of Edward Foundation’s Board of Trustees, which supports Endeavor Health Edward Hospital, and as a board member of the Downtown Naperville Alliance.

As Alice continues to grow her business and balance her family life, one thing remains constant: her passion for helping others achieve their dreams of homeownership. “The true measures of success are the relationships you build along the way. Because for all of us, life is short,” she says. “We get to assist our clients, our neighbors, during their most monumental life events. It’s important to keep that perspective.”

“
**I WOULD LOVE TO BUILD
SOMETHING THAT LASTS
BEYOND ME.”**



shares her commitment to service and integrity: “James Gargano’s unique skill set and depth of knowledge are invaluable assets,” says Alice of the thirty-five-year real estate veteran who operates a full-service valuation firm in addition to being a full-time broker; REALTOR® Tiffany Kniffin’s area of expertise extends from Naperville into the small farm communities past DeKalb; and agent Samantha Moran brings a legal administration background to the team.

Behind-the-scenes, two full-time administrative staff members ensure everything runs smoothly. Christina La Fiura, the team’s transaction coordinator, handles the contracts from start to finish with precision and reliability; Megan De La Torre, the listing coordinator, is always ready to jump

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Caitlin and her mother, Mary Kay.

Caitlin Wright

The **WRIGHT** Career Choice

BY LAUREN YOUNG
PHOTOS BY KDE PHOTOGRAPHY

“I want more than just a job. I want to make an impact,” says Caitlin Wright, a rising star in Chicagoland’s real estate scene. For Caitlin, a third-generation real estate professional, the journey into the world of home buying was almost inevitable, but the success she’s achieved has come through dedication, persistence, and a passion for guiding clients through one of their biggest financial decisions.

“Purchasing a home is monumental for people,” she says. “I want to be the person they trust to guide them through it.”

Caitlin, who grew up in the Chicago suburbs, was immersed in real estate from an early age. Her mother, Mary Kay Wright, has been a successful residential REALTOR® for nearly twenty years, and her grandfather worked as a loan officer

before he became a bank vice president, and then finally, an appraiser.

“Real estate is in my blood,” Caitlin says with a smile. “I grew up hearing stories and learning about the industry, and my first job was at the front desk of a real estate office when I was just fifteen.”

But Caitlin pursued a different dream first: She obtained her degree in textiles, apparel, and merchandising with a minor in marketing from Northern Illinois University. After graduating, she took a series of roles in luxury retail, talent acquisition, and HR consulting—all of which helped her develop a unique set of skills.

“My background is fragmented but well-rounded,” she says. “Working in different industries taught me

valuable lessons about connecting with people, navigating negotiations, and understanding what clients need.”

But even with these varied roles, Caitlin felt something was missing. “I was ready to work for myself and make a true impact in people’s lives,” she shares. As she considered what to do next, all those family stories came back to her.

As it happened, on the same day Caitlin launched her career as a REALTOR® at @properties in March 2020, the statewide stay-at-home orders were enacted due to the pandemic. Despite having to suddenly face such an unpredictable housing market in addition to working for herself for the first time, she remained undeterred.

“I was used to the corporate structure and the salary and benefits that go

along with it. In real estate, you work on commission and there’s no safety net. That forced me to shift my mindset and focus on what I could control,” she says. Caitlin threw herself into learning every aspect of her new role, quickly discovering that real estate allowed her to be as creative and proactive as she wanted to be.

Today, Caitlin and Mary Kay work alongside each other, and are known as the Wright Choice. With Caitlin’s eye for design, focus on presentation and appeal, and social media savvy, along with Mary Kay’s expertise in market analytics, data, and pricing strategy, the two have become a powerful team.

“Our volume grew by 350 percent last year,” Caitlin claims, attributing their success to a mix of community

engagement, social media, and streamlined client processes. “We spent the last couple of years refining our collateral, guides, and presentations. Having these systems in place has freed us up to focus on what we love most: helping clients.”

Caitlin’s high referral rate is a testament to not only her industry knowledge, but also her compassion and ability to build relationships with clients: nearly 90 percent of her business comes from word-of-mouth recommendations. Caitlin’s most rewarding experiences include helping people who never thought they could own a home.

“When I hand over those keys, especially to a client who didn’t think it was possible, it’s beyond rewarding,” she says. “It’s moments like that that remind me why I’m in this business.”

This mission of empowerment extends to Caitlin’s social media presence, where she and Mary Kay prioritize educating

“When I hand over those keys, especially to a client who didn’t think it was possible, it’s beyond rewarding...It’s moments like that that remind me why I’m in this business.”

followers on the home-buying process. “Connection and education are our focus,” Caitlin affirms. “Even if someone isn’t our client, we want to help them feel informed and empowered.”

Looking forward, Caitlin’s ambitious goals for the Wright Choice include adding REALTORS® and assistants to help manage their growing client base, as well as developing mentorship and online education resources for new REALTORS®.

“Our industry is shifting, and it’s important to adapt,” she says. “We want

to lead with integrity and collaboration, putting the client first and evolving with their needs.”

Outside of work, Caitlin values spending time with her close-knit family and boyfriend. In fact, she’s the go-to host for family dinners. An avid volunteer, Caitlin is actively involved with @properties’ nonprofit efforts and regularly donates her time to Habitat for Humanity.

“Giving back is huge for me,” she shares. “I believe in building up the community, whether that’s through charity or helping families find their dream home.”



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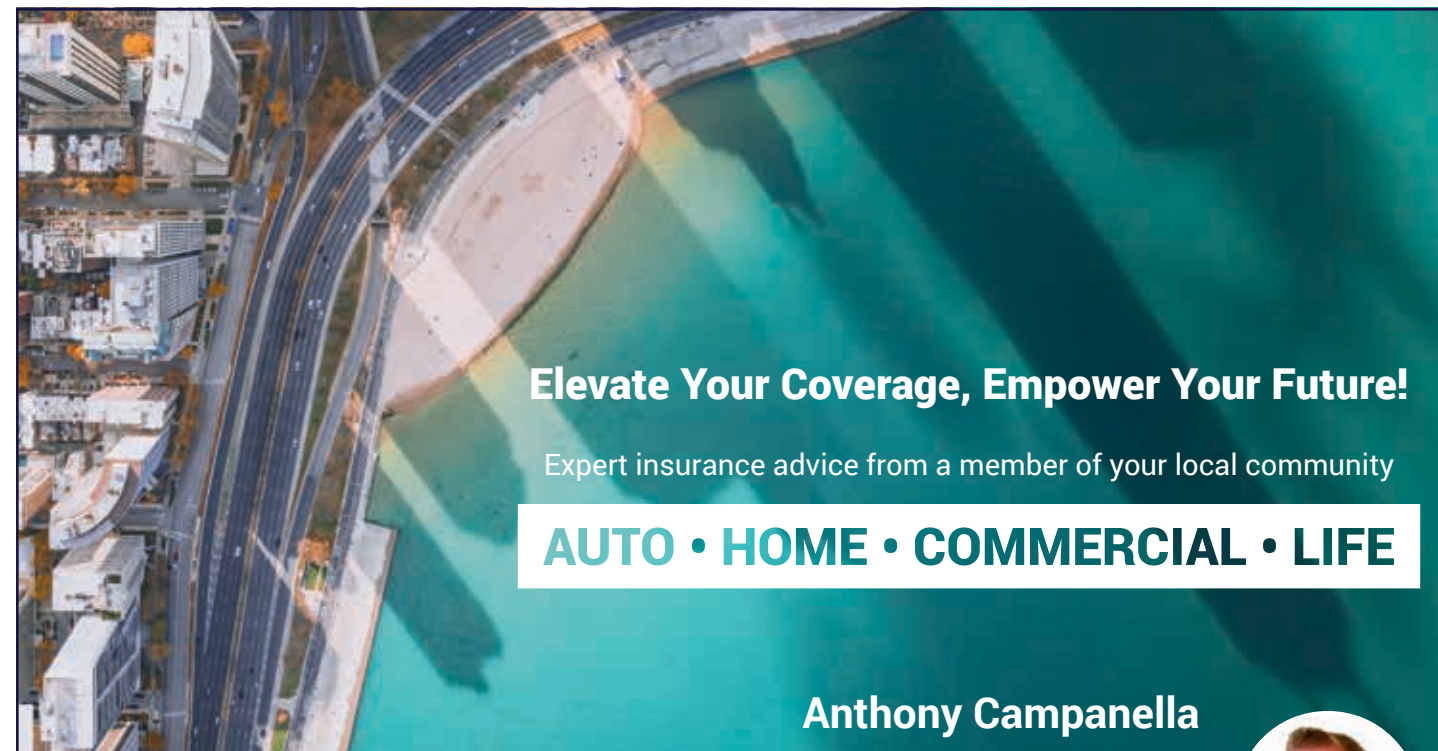
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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to November 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	38	\$83,254,660	18	\$36,249,500	56	\$119,504,160
2	Tim	Schiller	89	\$69,954,291	57	\$39,364,761	146	\$109,319,052
3	Bryan	Bomba	33	\$52,253,823	33	\$45,435,405	66	\$97,689,228
4	Larysa	Domino	27	\$36,454,882	21	\$31,196,400	48	\$67,651,282
5	Kim	Dalasky	38	\$32,951,000	46	\$32,124,400	84	\$65,075,400
6	Linda	Feinstein	38	\$41,032,020	15	\$19,042,000	53	\$60,074,020
7	Linda	Little	103	\$56,359,625	0	\$0	103	\$56,359,625
8	Christine	Wilczek	58	\$36,812,750	18	\$11,340,097	76	\$48,152,847
9	Kelly	Stetler	25	\$18,293,611	34	\$29,152,707	59	\$47,446,318
10	Lina	Shah	23	\$28,246,000	16	\$17,091,480	39	\$45,337,480
11	Nathan	Stillwell	37	\$24,185,287	34	\$20,917,517	71	\$45,102,804
12	Lance	Kammes	57	\$26,253,518	42	\$18,846,850	99	\$45,100,368
13	Kris	Berger	18	\$26,542,000	20	\$18,117,907	38	\$44,659,907
14	Maureen	Rooney	29	\$20,031,400	29	\$21,902,083	58	\$41,933,483
15	Anita	Olsen	84	\$41,831,534	0	\$0	84	\$41,831,534
16	Julie	Sutton	11	\$17,429,000	8	\$18,512,499	19	\$35,941,499
17	Patty	Wardlow	37	\$19,173,844	31	\$15,832,370	68	\$35,006,214
18	Renee	Hughes	22	\$19,615,725	23	\$14,465,400	45	\$34,081,125
19	Courtney	Stach	25	\$27,518,000	5	\$6,173,000	30	\$33,691,000
20	Nicholas	Solano	44	\$31,793,602	0	\$0	44	\$31,793,602
21	Sarah	Leonard	23	\$10,290,400	47	\$21,385,305	70	\$31,675,705
22	Katie	Minott	14	\$16,497,400	13	\$14,761,400	27	\$31,258,800
23	Pat	Murray	38	\$26,426,312	8	\$4,421,000	46	\$30,847,312
24	Alice	Chin	30	\$20,238,000	18	\$10,437,900	48	\$30,675,900
25	Lori	Johanneson	30	\$19,465,885	18	\$9,975,500	48	\$29,441,385
26	Natalie	Weber	18	\$16,902,500	15	\$12,368,601	33	\$29,271,101
27	Tracy	Anderson	10	\$12,976,509	14	\$15,683,649	24	\$28,660,158
28	Jan	Morel	15	\$14,914,000	12	\$13,641,000	27	\$28,555,000
29	Tim	Binning	63	\$26,853,970	3	\$1,653,990	66	\$28,507,960
30	William	White	29	\$22,978,100	7	\$5,360,000	36	\$28,338,100
31	Walter	Burrell	14	\$14,062,500	10	\$12,193,500	24	\$26,256,000
32	Julie	Schwager	24	\$16,633,200	13	\$9,374,125	37	\$26,007,325
33	Beth	Burt	12	\$13,106,000	10	\$11,624,500	22	\$24,730,500
34	Sabrina	Glover	19	\$10,173,000	23	\$13,720,999	42	\$23,893,999

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Briana	Murray	5	\$4,723,990	10	\$19,152,500	15	\$23,876,490
36	Mike	Berg	36	\$17,097,250	9	\$6,668,250	45	\$23,765,500
37	Megan	McCleary	9	\$17,321,500	4	\$5,944,000	13	\$23,265,500
38	Michael	Thornton	17	\$8,689,300	25	\$13,747,700	42	\$22,437,000
39	Katherine	Karvelas	9	\$15,520,000	6	\$6,478,000	15	\$21,998,000
40	Ginny	Stewart	11	\$15,124,400	5	\$5,974,900	16	\$21,099,300
41	Tom	Fosnot	38	\$15,579,800	16	\$5,204,800	54	\$20,784,600
42	Bridget	Salela	15	\$16,575,999	4	\$4,182,000	19	\$20,757,999
43	Cindy	Banks	27	\$15,454,500	12	\$5,294,462	39	\$20,748,962
44	Elaine	Pagels	25	\$14,702,500	13	\$6,036,000	38	\$20,738,500
45	Sairavi	Suribhotla	10	\$5,533,400	28	\$14,994,675	38	\$20,528,075
46	Julie	Roback	23	\$10,967,101	18	\$9,524,000	41	\$20,491,101
47	Virginia	Jackson	17	\$11,874,266	12	\$8,226,410	29	\$20,100,676
48	Penny	O'Brien	20	\$13,652,777	10	\$5,822,000	30	\$19,474,777
49	Justin	Greenberg	7	\$4,240,000	33	\$14,873,018	40	\$19,113,018
50	Kim	Moustis	25	\$10,741,100	18	\$8,363,900	43	\$19,105,000

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51	Jeffrey	Proctor	5	\$7,501,000	11	\$11,463,001	16	\$18,964,001
52	Holley	Kedzior	14	\$8,305,277	18	\$10,566,900	32	\$18,872,177
53	Eric	Logan	23	\$11,753,400	13	\$7,045,206	36	\$18,798,606
54	Margaret	Smego	10	\$10,739,500	9	\$7,359,900	19	\$18,099,400
55	Natasha	Miller	20	\$13,201,500	10	\$4,878,990	30	\$18,080,490
56	Simran	Dua	12	\$8,249,400	11	\$9,303,906	23	\$17,553,306
57	Chase	Michels	14	\$11,398,000	7	\$6,121,500	21	\$17,519,500
58	Vipin	Gulati	10	\$4,561,000	15	\$12,876,910	25	\$17,437,910
59	Michael	Muisenga	8	\$10,325,905	10	\$6,692,500	18	\$17,018,405
60	Jackie	Angiello	18	\$10,140,500	11	\$6,581,500	29	\$16,722,000
61	Susan	Hoerster	13	\$7,869,870	14	\$8,760,400	27	\$16,630,270
62	Lisa	Byrne	18	\$10,832,822	10	\$5,637,275	28	\$16,470,097
63	Susan	Cook	5	\$7,296,000	7	\$9,159,499	12	\$16,455,499
64	Jeff	Salhani	5	\$3,670,577	15	\$12,209,000	20	\$15,879,577
65	Courtney	Monaco	21	\$10,890,500	14	\$4,889,500	35	\$15,780,000
66	Margaret	Giffin	12	\$8,212,000	11	\$7,245,000	23	\$15,457,000
67	Keith	McMahon	17	\$9,075,500	12	\$6,298,000	29	\$15,373,500
68	Laura	McGreal	13	\$9,073,500	6	\$6,257,718	19	\$15,331,218
69	David	Aranki	6	\$10,366,324	4	\$4,858,500	10	\$15,224,824
70	Patrick	Roach	11	\$6,058,500	18	\$8,946,500	29	\$15,005,000
71	Yvonne	Despinich	11	\$10,427,500	5	\$4,551,000	16	\$14,978,500
72	Moin	Haque	9	\$7,257,000	10	\$7,700,990	19	\$14,957,990
73	Jill	Clark	11	\$9,855,900	5	\$4,984,800	16	\$14,840,700
74	Ginny	Leamy	13	\$3,833,400	19	\$10,789,990	32	\$14,623,390
75	Jennifer	Iaccino	9	\$9,483,222	7	\$5,031,000	16	\$14,514,222
76	Cindy	Purdom	12	\$6,889,800	16	\$7,451,375	28	\$14,341,175
77	Kathie	Frerman	8	\$4,846,000	13	\$9,325,215	21	\$14,171,215
78	Carl	Cho	11	\$5,963,686	16	\$8,117,307	27	\$14,080,993
79	Chris	Pequet	9	\$13,303,000	1	\$650,000	10	\$13,953,000
80	ElizaBeth	Schoonenberg	10	\$11,566,496	5	\$2,334,000	15	\$13,900,496
81	Michael	LaFido	13	\$10,957,900	2	\$2,900,000	15	\$13,857,900
82	Maureen	Aylward	15	\$11,065,400	3	\$2,698,000	18	\$13,763,400
83	Natalie	Ryan	4	\$4,328,000	6	\$9,080,000	10	\$13,408,000
84	Puneet	Kapoor	11	\$7,265,100	10	\$6,111,390	21	\$13,376,490

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Madison	Verdun	12	\$5,022,500	18	\$8,302,400	30	\$13,324,900
86	Donald	Romanelli	6	\$5,996,500	8	\$7,248,000	14	\$13,244,500
87	Brandon	Blankenship	5	\$1,984,000	20	\$11,219,000	25	\$13,203,000
88	Tom	Makinney	11	\$8,123,200	6	\$5,055,000	17	\$13,178,200
89	Lynda	Wehrli	10	\$7,420,250	7	\$5,630,700	17	\$13,050,950
90	Thomas	Pilafas	18	\$11,629,600	2	\$1,410,000	20	\$13,039,600
91	Stacey	Harvey	9	\$7,199,000	9	\$5,818,150	18	\$13,017,150
92	Dimpi	Mittal	9	\$5,847,400	14	\$7,077,777	23	\$12,925,177
93	Joseph	Champagne	12	\$6,798,800	11	\$6,098,000	23	\$12,896,800
94	Kimberly	Heller	22	\$8,650,500	8	\$4,243,520	30	\$12,894,020
95	Holly	Connors	19	\$8,611,252	10	\$4,266,555	29	\$12,877,807
96	Kristen	Jungles	13	\$8,356,418	8	\$4,468,547	21	\$12,824,965
97	Vinita	Arora	7	\$4,151,000	15	\$8,471,552	22	\$12,622,552
98	Kathryn	Pinto	11	\$6,668,663	9	\$5,889,456	20	\$12,558,119
99	Tracy	Driscoll	12	\$8,249,000	7	\$4,263,000	19	\$12,512,000
100	Christopher	Cobb	11	\$7,343,400	4	\$5,130,000	15	\$12,473,400

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TOP 150 STANDINGS

Teams and Individuals from January 1, 2024 to November 30, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Stana	Vukajlovic	7	\$9,912,000	3	\$2,529,224	10	\$12,441,224
102	Christopher	Lobrillo	39	\$12,395,300	0	\$0	39	\$12,395,300
103	Paul	Baker	18	\$6,481,704	14	\$5,877,938	32	\$12,359,642
104	Eric	Andersen	1	\$845,000	18	\$11,419,240	19	\$12,264,240
105	Carrie	Foley	9	\$6,070,200	10	\$6,154,000	19	\$12,224,200
106	Debra	Stenke-Lendino	7	\$4,873,200	7	\$7,219,000	14	\$12,092,200
107	Anna	Fiascone	3	\$5,050,000	6	\$6,975,000	9	\$12,025,000
108	David	Gust	15	\$7,228,400	9	\$4,752,000	24	\$11,980,400
109	Trevor	Pauling	6	\$6,841,517	8	\$5,074,800	14	\$11,916,317
110	Holly	Pickens	16	\$9,406,050	5	\$2,435,000	21	\$11,841,050
111	Lea	Smirniotis	7	\$5,989,025	7	\$5,817,867	14	\$11,806,892
112	Oriana	Van Someren	5	\$6,976,000	4	\$4,785,000	9	\$11,761,000
113	Catherine	Bier	4	\$1,914,500	12	\$9,839,624	16	\$11,754,124
114	Colleen	Verbiscer	3	\$4,370,000	9	\$7,373,100	12	\$11,743,100
115	Geri	McCafferty	6	\$7,830,000	4	\$3,870,400	10	\$11,700,400
116	Lisa	Read	3	\$4,100,000	2	\$7,600,000	5	\$11,700,000
117	Edward	Hall	14	\$9,199,228	4	\$2,308,306	18	\$11,507,534
118	Melanie	Young	16	\$7,434,206	8	\$3,940,000	24	\$11,374,206
119	Kristi	Gorski	8	\$3,968,000	14	\$7,401,000	22	\$11,369,000
120	Kimberly	Brown-Lewis	6	\$2,429,000	22	\$8,925,500	28	\$11,354,500
121	William	Finrock	1	\$470,000	20	\$10,876,400	21	\$11,346,400
122	Gail	Niermeyer	10	\$7,612,000	4	\$3,681,999	14	\$11,293,999
123	Subhapiya	Lakshmanan	3	\$1,564,125	24	\$9,693,760	27	\$11,257,885
124	Denis	Horgan	17	\$6,959,400	11	\$4,210,311	28	\$11,169,711
125	Sarah	Machmouchi	15	\$6,836,400	8	\$4,308,500	23	\$11,144,900
126	Ryan	Cherney	23	\$11,010,824	1	\$85,000	24	\$11,095,824
127	Rachna	Jain	5	\$5,173,615	6	\$5,858,000	11	\$11,031,615
128	Shelley	Brzozowski	8	\$6,181,500	6	\$4,811,900	14	\$10,993,400
129	Linda	Ryan	8	\$4,679,000	8	\$6,311,337	16	\$10,990,337
130	Cynthia	Windeler	16	\$7,962,719	4	\$2,884,000	20	\$10,846,719
131	Diane	Salach	5	\$7,569,000	5	\$3,191,000	10	\$10,760,000
132	Wendy	Pawlak	20	\$8,200,750	9	\$2,527,500	29	\$10,728,250
133	Angela	Testa-Kerivan	14	\$8,332,100	5	\$2,322,000	19	\$10,654,100
134	Carrie	Kenna	3	\$6,305,000	2	\$4,250,000	5	\$10,555,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jeff	Stainer	9	\$5,384,977	9	\$5,102,000	18	\$10,486,977
136	Jennifer	Drohan	11	\$5,561,100	10	\$4,852,500	21	\$10,413,600
137	Diane	Coyle	18	\$7,993,850	5	\$2,337,999	23	\$10,331,849
138	Naveenasree	Ganesan	3	\$1,930,000	17	\$8,383,322	20	\$10,313,322
139	Rachel	Jenness	7	\$3,744,000	11	\$6,467,658	18	\$10,211,658
140	Angela	Corcione	13	\$4,966,000	9	\$5,217,000	22	\$10,183,000
141	Paul	Mancini	6	\$6,466,500	5	\$3,700,000	11	\$10,166,500
142	Elaine	Zannis	6	\$5,310,000	4	\$4,825,000	10	\$10,135,000
143	Ann	Sproat	2	\$1,455,000	6	\$8,577,500	8	\$10,032,500
144	John	Barry	4	\$6,575,000	5	\$3,400,000	9	\$9,975,000
145	Kelly	Kirchheimer	7	\$5,448,992	6	\$4,488,500	13	\$9,937,492
146	Fabio	Brancati	4	\$3,325,000	10	\$6,610,000	14	\$9,935,000
147	Becky	Chase VanderVeen	12	\$6,196,565	7	\$3,647,165	19	\$9,843,730
148	Terri	Christian	12	\$9,114,701	1	\$715,000	13	\$9,829,701
149	Jorie	Peirce	3	\$4,725,000	1	\$5,075,000	4	\$9,800,000
150	Jennifer	Conte	8	\$6,381,000	7	\$3,405,000	15	\$9,786,000

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