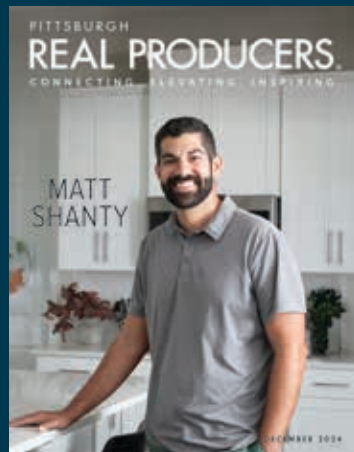


PITTSBURGH

JANUARY 2025

REAL PRODUCERS®

2024 Year in Review Edition



Event Recap at Steel Mill Saloon | Rising Team Spotlight | Top 200 Standings



TEAM SPOTLIGHT



Denise Doyle



Denise began her title journey in the late eighties as a title examiner for Lenders Service (she was but a child!). She interviewed for her first settlement officer position in the parking garage of The Manor Building; she got the job, and the rest is history. A graduate of Duquesne University, Denise enjoys varied interests: knitting, good books, music of all kinds (except techno), and has been known to grab a karaoke mic on occasion. A 33 year resident of Moon Township, she grew up in the South Hills of Pittsburgh, and is the eldest of five children. She enjoys spending time with her son, Luke, who also works in the real estate field as an appraiser, evenings at home with a good bourbon and her three cats, and nights on the town exploring. Denise joined Pennsylvania Land Titles in April of 1996, and made it her home. She's been overheard saying her career there is the best relationship choice she's made!



Connor McCune



Prior to joining PA Land Titles, Connor worked as a manager in the mortgage industry for four years after beginning his professional career in retail management. He grew up in the Robinson Township area, attending Montour High School prior to Robert Morris University for business management. A die-hard Pittsburgh Sports Fan, most of his hobbies revolve around sports, but Connor also enjoys spending time with family and friends. In his free time, he also enjoys Marvel movies, video games, and spending time outdoors.



PARRY

CUSTOM HOMES

TRUE *Custom* HOMES

STARTING IN THE 200'S-800'S + YOUR LOT

- + GRANITE KITCHEN COUNTERTOPS
- + HARDWOOD FLOORS
- + SOLID POUR FOUNDATION 10-INCH
- + 2X6 EXTERIOR WALLS
- + STEEL I BEAMS



BUILD ON YOUR LOT



VISIT OUR SHOWROOMS

SOUTH - WASHINGTON
NORTH - CRANBERRY
EAST - NORTH HUNTINGDON



➡ [EXPERIENCEPARRY.COM](https://www.experienceparry.com)

📞 724-863-0199

Who you work with matters.
If you want to be the *best*,
you need to partner with
the *best*.



goosehead
INSURANCE

Home Insurance is an integral part of a purchase. Refer your buyers to agents who specialize in the home buying process



Garret Pavlina
Account Executive
The Bauer Agency
4074 Mt. Royal Blvd, Delta Building, Suite 100-101
Allison Park, PA 15101
724.655.3587
Garret.Pavlina@goosehead.com



Lisa Carr
Agency Owner
The Carr Agency
800 N Bell Ave, Suite 135,
Carnegie PA 15106
724.765.8145
Lisa.Carr@goosehead.com

Realtors: If you haven't reached out to us to see how our partnership can benefit you, call us today!

PUT YOUR JUNK IN OUR TRUCK

WE TAKE

- Furniture
- Appliances
- Construction Debris
- Estate Clean Outs
- Office Clean Outs
- Storage Space Clean Outs

Not Sure? Just Ask!
RESIDENTIAL & COMMERCIAL



Whenever possible we will donate or recycle your junk because we like the planet.
We offer one hour appointment windows.

OVER 175 ★★★★★ REVIEWS
Locally Owned in the South Hills

412-206-1125
pittsburghjunkcompany.com



The Superior Team Providing Superior Closing Services



Marino Harris
(412) 874-8437
marino@superiorclosings.com
SuperiorClosings.com

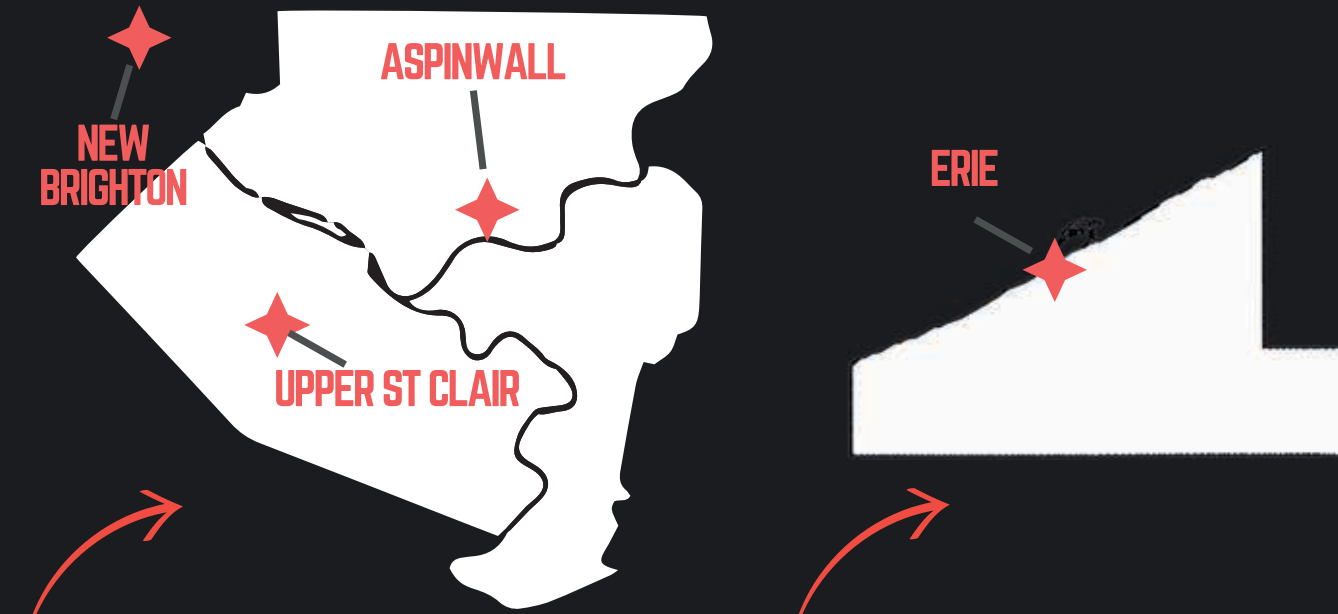


**MORTGAGES
THAT MEAN
MORE**

MOVEMENTMORTGAGE

LET'S BUILD STRONGER COMMUNITIES ONE HOME AT A TIME

COME SEE US IN ALLEGHENY COUNTY WITH OFFICES THROUGHOUT THE STATE OF PA



WE ARE YOUR NEIGHBORS

**WE UNDERSTAND THE LOCAL MARKET'S
UNIQUE CHALLENGES AND OPPORTUNITIES**

CONGRATS TOP PRODUCERS FOR AN INCREDIBLE 2024

Presidents Club **Presidents Club** **Presidents Club**



Presidents Club



Kevin O'Laughlin
Senior Loan Originator
NMLS: 1289348
P: (412) 520-3957



Jeff Mountain
Producing Market Leader
NMLS: 1208144
P: (412) 607-5117



Justin Ruzicka
Branch Leader
NMLS: 1870394
P: (412) 335-2317



Nicole Grimm
Loan Officer
NMLS: 1116063
P: (724) 601-3059

Kevin O'Laughlin | 110 Fort Couch Rd, Third Floor, Ste 303, Pittsburgh, PA 15241 | #FL-LO31566, MD-1289348, NC-1-223492, OH-MLO.048081.000, PA-53158, SC-MLO-1289348, TX, VA-MLO25546VA, WV-LO-1289348 | Jeff Mountain | 701 Freeport Rd, Pittsburgh, PA 15238 | #CA-DFPI1208144, FL-LO69224, PA-47311, SC-MLO-1208144, WV-LO-1208144 | Justin Ruzicka | 110 Fort Couch Rd, Third Floor, Ste 303, Pittsburgh, PA 15241 | #FL-LO98149, IL-031.0085039, OH-MLO-OH.1870394, PA-71086, MD-1870394, VA-MLO-70776VA | Nicole Grimm 110 Fort Couch Rd, Third Floor, Ste 303, Pittsburgh, PA 15241 | #NY Licensed Mortgage Banker-NYS Department of Financial Services, PA-43922, OH-MLO-OH.1116063, FL-LO101972, VA-Temporary Authority, WV-LO-1116063 All rights reserved. NMLS ID #39179 (For licensing information, go to: www.nmlsconsumeraccess.org). Additional information available at movement.cm/legal. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.

NMLS: 39179

Meet The Team



Ben Snowden
Owner/Publisher



Kendra Woodward
Operations Manager



Katie Connelly
Ads Manager



Lisa Corna
Scheduling Coordinator



Ray Cordero
Mainline Photography



Jessica Bachmann
Jessica Bachmann
Photography



Rick Szymanski
Rick Szymanski Photography



Peter Theis
Peter Theis Photography



Connor Zarefross
Burgh Brothers Media/
Property Vids



Alex Regueiro
Social Media Manager



Follow us on our social channels for the latest info on exclusive events, newsmakers and more!



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- Reputation Management
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media
- Yelp Partnership



Reach out to the publisher of this magazine for more information.

[HYPORTDIGITAL.COM](https://hypor.digital)



NEW YEAR, NEW POSSIBILITIES WITH



WHY PARTNER WITH US IN 2025?

- Count on our expertise to handle your closings with precision
- We're committed to being a successful real estate team
- Passive income potential — Sign up with us and start earning passive income from the closings you're already doing!

Scan here to learn more about passive income opportunities



www.laurelsettlementgroup.com
724-744-8016



CONTACT US TODAY FOR ALL OF YOUR HOME FINANCING NEEDS!



Jim Franco
Area Manager
NMLS# 105918
724-772-3333
724-799-4272
jfranco@homesteadfunding.com
1341 Old Freedom Road, Suite 201
Cranberry Township, PA 16066



Michael T. Hess
Branch Manager | Loan Originator
NMLS# 145013
724-772-3293
724-217-1272
mhess@homesteadfunding.com
430 Pellis Road, Suite 1A, Office 1
Greensburg, PA 15601

HOMESTEAD
FUNDING CORP.

THE WELCOME HOME TEAM

NMLS ID# 3232
Licensed in PA

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BUILDER - CUSTOM
Parry Custom Homes

CERTIFIED PUBLIC ACCOUNTANT & CONSULTANT
DGPerry, CPAs
+ Advisors
(412) 571-0500

HOME INSPECTION
First Class Home Inspections LLC
(570) 660-9337

The Ruggieri Team
- Pillar to Post
(412) 292-0293

HOME RENOVATION
Curbio
(844) 944-2629
Curbio.com

HOME WARRANTY
Achosa Home Wararanty
(412) 606-1236

INSURANCE
Goosehead Insurance
Lisa Carr
(412) 719-8961

Goosehead Insurance
Samantha Bauer
(724) 510-0200

JUNK REMOVAL SERVICES
Pittsburgh Junk Company
(412) 206-1125

MOLD REMEDIATION
Air Tech Environmental
(724) 344-3645

MORTGAGE
AJM Mortgage Inc.
(724) 933-8666
Citizens Bank Mortgage
Jerry Pounds
(412) 606-6701

Holland Mortgage Advisors
(412) 921-5263 x1102

Homestead Funding Corp.
(518) 857-6465

Jeff Mountain - Movement Mortgage
(412) 607-5117

PA Capital Mortgage
(412) 447-8683

The Laurie Nelson Team
(412) 298-0692

PHOTOGRAPHY
Peter Theis Photography
(412) 580-2424

ROOFING & ROOF REPAIR
Planet Roof
(724) 243-3297

TITLE COMPANY
Avenue to Close
(724) 510-0425

Blue Sky Closing Services
(412) 595-7263

Lawyers Settlement and Abstract
(412) 406-8946

Pennsylvania Land Titles
(724) 612-5697

Superior Closing Services
(412) 874-8437

VIDEO PRODUCTION/ MARKETING/ PHOTOGRAPHY
Property Vids Productions
(814) 701-1441

Congrats!

to the 2024 Cover
Featured REALTORS®!

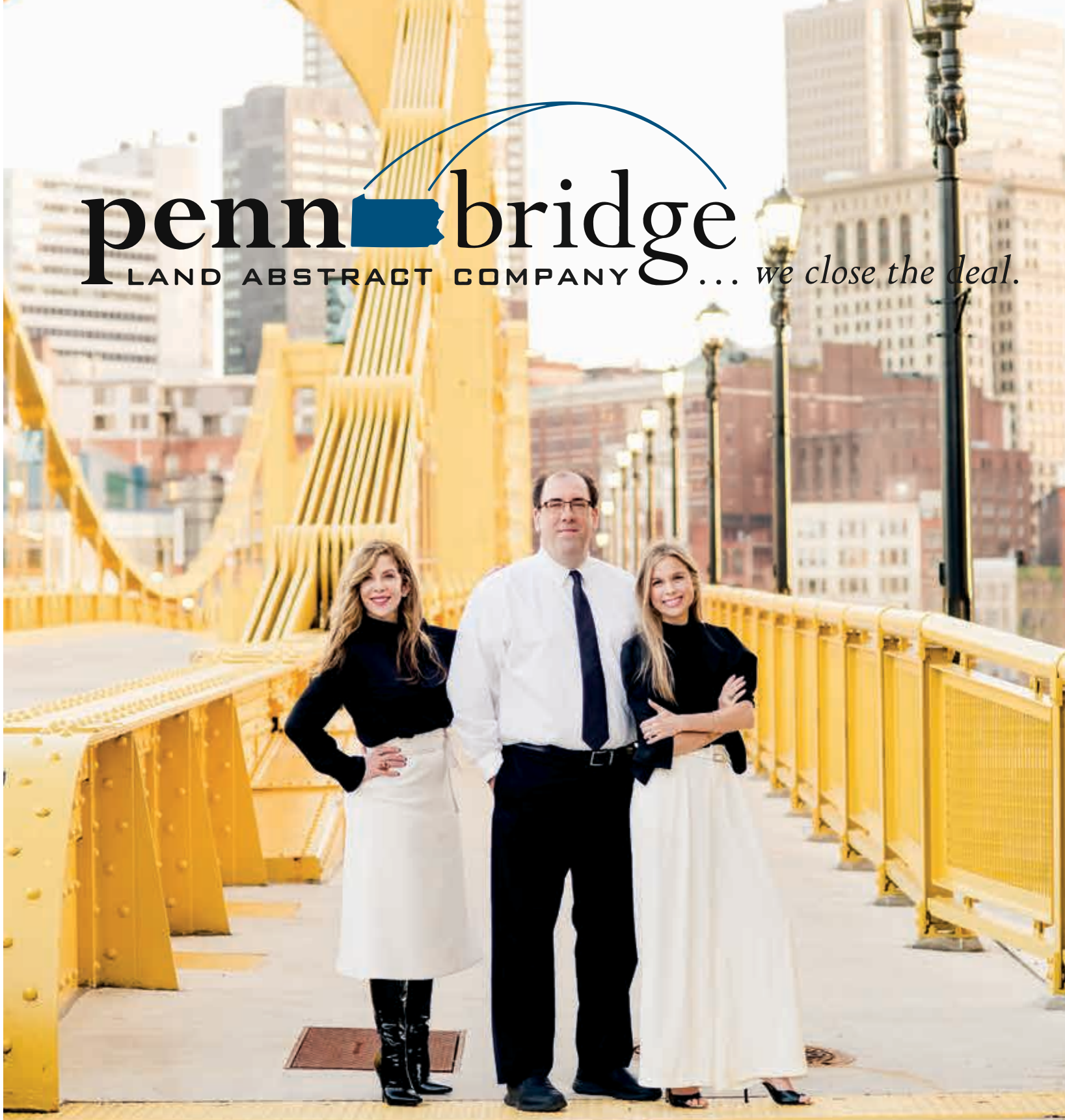
Team **Jerry Pounds**  Citizens



-Your PGH Mortgage Expert

Jerry Pounds | NMLS ID# 340848 | 412-606-6701 | jerry.pounds@citizensbank.com

pennbridge
LAND ABSTRACT COMPANY ... *we close the deal.*



Moe Walker
412-951-5195

Rich Darr
412-915-5479

Jettie L. Bergman
412-477-9400

700 McKnight Park Dr # 710 Pittsburgh, PA 15237

THANK YOU TO OUR
STEELERS PRE-GAME SPONSORS





"The future belongs to those who believe in the beauty of their dreams." – Eleanor Roosevelt

Making dreams a reality in 2025!

Laurie E. Nelson | NMLS #144149
Sr. Loan Officer & Managing Team Lead
412-298-0692
LaurieNelsonTeam@hmamortgage.com



MIRACLE MM MOVERS
Your Property Is Our Priority

What makes us the top pick for moving companies in Pittsburgh, PA?

Full-Service Move
Professional Packing Services
Climate-Controlled Storage
Local & Long Distance



Please Take Note...
**WE ARE
OPEN TO CLOSE!**

 **Open To Close Settlement Solutions**

2009 MacKenzie Way, Suite 100, Cranberry Twp, PA 16066
Phone: 412-484-5567 Fax: 610-871-3956 Email: title@opentoclossess.com



Let Miracle Movers of Pittsburgh take the hassle out of your client's upcoming move!

RATED #1 IN PITTSBURGH FOR OVER 6 YEARS

(412) 419-2620

PittsburghMiracleMovers@gmail.com



STEELERS
PREGAME EVENT
AT STEEL MILL
SALOON

PHOTOGRAPHY BY MAINLINE PHOTOGRAPHY







NEW YEAR, NEW POSSIBILITIES WITH



WHY PARTNER WITH US IN 2025?

- Count on our expertise to handle your closings with precision
- We're committed to being a successful real estate team
- Passive income potential — Sign up with us and start earning passive income from the closings you're already doing!

Scan here to learn more about passive income opportunities



www.laurelsettlementgroup.com
724-744-8016

AJM MORTGAGE, INC.
866-AJM-LOAN great rates. impeccable service.
www.ajmmortgage.com



*Making the loan process
seamless and easy
for over 20 years!*



David Bridge
Mortgage Consultant
NMLS#1221350
724-831-9140
davidb@ajmmortgage.com
www.davidtbridge.com

**Bright ideas
for real estate
professionals**



DGPerry
CPAs + Advisors

2730 Sidney Street, Suite 300, Pittsburgh, PA 15203
412.571.0500 | DGPerry.com

More than just the best Real Estate Photography



Real Estate Photography, iGuide 360 Tours, Social Media Reels, Video Tours, Drone + MORE

Busy Times Ahead

**How About a Premium Headshot
for Your New Marketing?**

PLASTIC HAT OPTIONAL
COME TO OUR ETNA STUDIO



Theis Media 412-501-4001
theismedia.com

Abby Wilson & Emily Askin

Client Service Built on Client Insight

WRITTEN BY KENDRA WOODWARD
PHOTOGRAPHY BY THEIS MEDIA
PHOTOGRAPHED AT BASS AND BENNETT

When Abby Wilson and Emily Askin joined forces to form the Askin-Wilson Group at Compass Real Estate in 2023, they weren't just starting a partnership...they were funneling 30 years of friendship, experience, creativity, and an unmatched commitment to client service into redefining how real estate is practiced in Pittsburgh.

Drawing inspiration from companies like Nike, Netflix, and Airbnb, Abby and Emily built their business on the foundation that genuine collaboration is the key to exceptional client experiences. Their slogan, “Client Service Built on Client Insight,” further reflects this dedication to understanding their clients’ needs on a deeper level, while their signature gift of Bread, Salt, and a Broom - representing abundance, flavor, and sweeping away troubles - solidifies their commitment to helping their clients navigate life’s most meaningful transitions.

Abby Wilson: The Strategic Visionary

A Pittsburgh native, Abby’s career has been an ever-evolving journey, spanning cultural anthropology, law, public health, and design thinking. She has worked everywhere from international courtrooms to South African villages, helping organizations tackle complex challenges through collaboration and human-centered innovation.

Her career took a pivotal turn in 2022 when she returned to Pittsburgh after living abroad in the UK when a chance collaboration with Emily inspired Abby to bring her expertise in strategy and systems design to real estate. “Real estate wasn’t part of my plan,” she explains. “But it’s the most rewarding work I’ve ever done. It combines strategy, creativity, and human connection - all the things I love.”

Abby’s mastery of design thinking now fuels the Askin-Wilson Group’s

client-focused processes. From crafting Seller’s Binders that simplify listings to creating a smartphone app prototype for organizing homeownership details, Abby’s ability to think systematically elevates the team’s service.

Emily Askin: The Creative Dynamo

Emily’s journey from New York’s improv comedy stages to Pittsburgh’s real estate market is a testament to her creativity and adaptability. Her decades-long career in acting and improv at the Upright Citizens Brigade honed her ability to think on her feet - a skill that now makes her an exceptional negotiator. “Improv isn’t just about being funny,” Emily explains. “It’s about listening, anticipating, and responding to challenges in the moment - skills that are invaluable in negotiations.”

Her knack for solving problems on the fly is matched by her entrepreneurial spirit, having opened Tula Organic, a salon and spa that was named Pittsburgh Magazine’s Best Salon in its first year, when she returned to Pittsburgh in 2011. This experience ignited her love for interior design, leading her to real estate investing and eventually to earning her real estate license.

“Every negotiation is like a puzzle,” Emily says. “You have to stay calm, read the room, and align everyone’s interests. My goal is always to find creative solutions that leave everyone feeling like they’ve won.”

Revolutionizing Real Estate: The Power of Teamwork

Believing that the traditional solo agent model is outdated and unsustainable, Abby and Emily are proving that combining their experiences is a major benefit for their clientele. “The solo agent model was built for a different era,” Abby explains. “Today’s clients expect personalized service, deep expertise, and fast responses. Teams are the future because they allow us to deliver on those expectations.”

The combination of Abby’s strategic thinking and Emily’s creative problem-solving exemplifies this belief, creating a seamless client experience. Their system, based on the Five E’s of Service Design, ensures that every step of the process is thoughtful and impactful:

- Entice: Attract clients with a fun, client-focused approach.
- Enter: Use tailored tools to identify and address client needs.
- Engage: Build momentum and guide clients seamlessly.
- End: Celebrate milestones with thoughtful gestures.
- Extend: Stay connected through post-closing support and long-term relationships.

By leveraging their complementary strengths, the Askin-Wilson Group offers clients an unparalleled level of service. From their “Sticky Note System” for tracking buyer preferences to their “impact-difficulty matrix” for





“

We’re building something bigger than ourselves. And we’re having a lot of fun along the way.” – Emily



“BY BUILDING STRONG TEAMS, WE CAN CREATE BETTER EXPERIENCES FOR CLIENTS - AND MORE SUSTAINABLE CAREERS FOR AGENTS.” – ABBY



prioritizing seller upgrades, they use innovative tools to create value at every stage. “We’re stewards of our clients’ investments,” Abby prides. “We strive to operate at the highest quality level.”

Why Teams Are Better for Clients...and Agents

By sharing the workload amongst their team, agents can focus on their strengths and avoid burnout. “Our collaboration allows us to deliver more than either of us could alone,” Emily says. “We’re creating a layered experience where clients feel supported every step of the way.” The essence of this ideology can be broken down into three main components: (1) A team brings different perspectives and expertise, leading to better decision-making and innovative

solutions; (2) Specialization allows each team member to focus on what they do best, creating a more efficient and enjoyable workflow; (3) Teams provide continuity and consistent service, ensuring clients always feel cared for, even during busy periods.

Collaboration and Connection

Despite their commitment to excellence, Abby and Emily never lose sight of the human side of real estate. “We’re innovators,” Abby prides. “But we’re also hilarious, which is super helpful.” Whether rolling up their sleeves to spackle a wall or providing a shoulder to cry on, their ability to connect on a personal level ensures every client feels valued.

“One of our value propositions is that we design the customer experience

around the emotional ups and downs of the journey,” Emily adds. This people-centered approach is why their clients trust them so intrinsically.

Leading the Way in a New Era of Real Estate

With a goal to surpass \$30 million in annual sales, Abby and Emily are proving that teamwork is the key to thriving in today’s market. “By building strong teams, we can create better experiences for clients - and more sustainable careers for agents,” Abby explains. “We’re building something bigger than ourselves. And we’re having a lot of fun along the way,” Emily adds, citing how they’re not just helping clients, they’re creating a blueprint for the future of real estate.



ASSURED SETTLEMENT SOLUTIONS WISHES YOU A HAPPY NEW YEAR

NEW YEAR ... NEW OPPORTUNITIES
TEAM UP WITH US FOR YOUR
PA, OHIO & FLORIDA CLOSINGS TO MAKE
2025 A HUGE SUCCESS!

ASSURED SETTLEMENT SOLUTIONS
412-349-8510 - WWW.ASCLOSINGS.COM





Do You Have Clients
**Who Don't
Want to Move
but Need to
Unlock Their
Equity?**

truehold

Keith Jimenez | Market Manager | 412.303.1117

Adding Truehold's Sale-Leaseback to your toolkit helps you:

- ✓ Delight current clients who are unsure about selling with a new offering: sell your home but continue to live in it.
- ✓ Start attracting new clients who might not have reached out otherwise.
- ✓ Distinguish yourself from other brokers and brokerages who only offer to "buy, sell, or invest" in real estate.

Scan to Partner With Truehold Today!
truehold.com





REAL PRODUCERS PODCAST

**Inspiring conversations
with the nation's
top real estate agents.**

Same Brand, New Reach –
Tune in for free today





podcast.realproducersmag.com



STOP SWEATING THE
SMALL STUFF.



THE REALTOR'S GENERAL CONTRACTOR

AN AGENT'S SOLUTION
FOR EVERY LISTING

Every listing needs something, whether it's a simple refresh or a gut remodel. Give your clients the most successful sale possible with Curbio's white-glove solution.

A TECH-POWERED
EXPERIENCE

Curbio transforms the typical home improvement experience with clear communication and real-time progress reports all available at the tap of a finger.

Learn more and get started with a free
estimate for projects of any size!



TOP PITTSBURGH PRODUCERS OF 2024



“I’ve always connected with a very eclectic mix of people and that lends itself to real estate - developing an authentic connection with my clients, colleagues, and the army of people involved in the process is what keeps me grounded and dedicated to mastering my craft as both an agent and my new role as a team lead.”
– Allison Pochapin



“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 to make sense for everyone.”
– Jackie Horvath

Together, they approach every transaction with a “work together” mindset, offering clients a seamless experience enriched by two perspectives.
– Brian Czapor & Blake Chaussinand



“We’re not your typical REALTORS®!”
– Kristi Stebler DeLorenzo and Ty DeLorenzo





Lauren
Coulter
& Dina
Castillo

**“It’s helping people get to
that next destination in their
life, that next adventure.”**

– Michele Belice

**“It’s the most rewarding
thing...being a part of such
a monumental moment in a
person’s life when someone
buys or sells a house.”**

– Nate Nieland



**“We’re not trying to be a
mega team in a year! It’s
really been about slow growth
with the right people.”**

– Dina Castillo





“Be kind. No matter what you are doing, lead with kindness. In a world where you can be anything, be kind...that is what I hope people always remember about me.”

– Sara McCauley

“From the beginning it seemed like I was meant to do this.”

– Matt Shanty



“I am very proud to say I grew up in Pittsburgh!”

– Kelly Cheponis



PENNSYLVANIA'S LEADING BOUTIQUE REAL ESTATE SETTLEMENT COMPANY

We are the rarest of settlement companies in Pittsburgh. Relentlessly devoted to creating RESPA & state compliant financial opportunities for our agent partners. Agents, like you, from Pittsburgh to Philadelphia are already enjoying the benefits of partnering with us.

Will You Be Next?

Avenue To Close is a multi-member joint venture dedicated to creating passive wealth opportunities for our partners and their families.
Call us today! (724) 510-0425

AvenueToClose.com
100 Boyce Park Drive, Suite D
Pittsburgh, PA 15239



Stay Warm!

Choose your own contractor for your heating repairs and much more!



MIRANDA GULA
(412) 606-1236
mirandag@achosahw.com



FIRST CLASS HOME INSPECTIONS LLC

Residential & Commercial - Serving Greater Pittsburgh

Licensed, Certified, Qualified, & Experienced!

Radon, Pest, Thermal Imaging, PSMA Septic, Water Quality, and more!

Reliable Inspections
Timely Service
Non-Alarmist Communication
Same-Day Easy-to-Read Reports
★★★★★ Client Satisfaction ★★★★★

(570) 660-9337
robbie@firstclass-homeinspections.com
www.firstclass-homeinspections.com

WEBSITE
InterNACHI Certified

REVIEWS



TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
1	Georgie	Smigel	Coldwell Banker	111	121	232	\$81,904,483
2	John	Marzullo	Compass RE	68	245	313	\$75,339,075
3	Michael	Reed	Coldwell Banker	61	121	182	\$54,051,194
4	Julie	Rost	Berkshire Hathaway The Preferred Realty	38	42	80	\$52,881,553
5	Jim	Dolanch	Century 21 Frontier Realty	66	55	121	\$49,882,830
6	Zita	Billmann	Coldwell Banker	32	22	54	\$44,933,194
7	Emily	Fraser	Piatt Sotheby's International Realty	50	80	130	\$42,196,149
8	Barbara	Baker	Berkshire Hathaway The Preferred Realty	51	39	90	\$41,141,667
9	Joe	Yost	Compass RE	37	70	107	\$40,020,565
10	Amanda	Gomez	RE/MAX Select Realty	31	96	127	\$39,653,080
11	Jordan	Jankowski	Compass RE	30	95	125	\$38,761,482
12	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	34	14	48	\$38,528,420
13	Ryan	Bibza	Compass RE	51	67	118	\$38,293,197
14	Steve	Limani	Realty ONE Gold Standard	68	60	128	\$36,788,215
15	Melissa	Barker	Berkshire Hathaway The Preferred Realty	83	119	202	\$36,328,174
16	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	47	28	75	\$35,860,965
17	Sarah	Madia	RE/MAX Select Realty	43	15	58	\$35,455,532
18	Heather	Kaczorowski	Piatt Sotheby's International Realty	43	46	89	\$31,831,333
19	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	88	46	134	\$30,052,579
20	Ryan	Shedlock	Howard Hanna	96	75	171	\$30,050,463
21	Michele	Belice	Howard Hanna	31	24	55	\$29,911,040
22	Christine	Wilson	Compass RE	29	33	62	\$29,891,953
23	Lauren	Coulter	Compass RE	25	49	74	\$29,557,572
24	Rich	Dallas	Berkshire Hathaway The Preferred Realty	50	38	88	\$28,504,338
25	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	59	42	101	\$27,592,254
26	Corey	Weber	RE/MAX Infinity	47	93	140	\$27,574,608
27	Adam	Slivka	Century 21 Fairways	48	78	126	\$27,088,509
28	Maureen	States	Neighborhood Realty Services	37	35	72	\$26,838,940
29	Joanne	Bates	Berkshire Hathaway The Preferred Realty	30	37	67	\$26,781,922
30	Jennifer	Mascaro	Coldwell Banker	51	38	89	\$25,521,135
31	Shanna	Funwela	Coldwell Banker	51	48	99	\$24,995,718
32	Jennifer	Crouse	Compass RE	34	22	56	\$24,565,722
33	Dan	Haeck	Coldwell Banker	38	37	75	\$24,467,764
34	Melissa	Shipley	Berkshire Hathaway The Preferred Realty	32	46	78	\$24,033,863

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Bonnie	Loya	Berkshire Hathaway The Preferred Realty	29	25	54	\$23,741,599
36	Kathy	Wallace	Compass RE	16	9	25	\$23,709,613
37	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	41	13	54	\$23,698,320
38	Kelly	Cheponis	Howard Hanna	25	17	42	\$23,657,713
39	John	Adair	Coldwell Banker	32	41	73	\$23,470,527
40	Kim Marie	Angiulli	Coldwell Banker	18	10	28	\$23,394,675
41	Libby	Sosinski	Keller Williams Realty	206	9	215	\$23,324,742
42	Jennifer	Solomon	RE/MAX Select Realty	22	71	93	\$23,275,273
43	Nathaniel	Nieland	Coldwell Banker	11	45	56	\$23,258,000
44	Annette	Ganassi	Howard Hanna	12	9	21	\$22,909,565
45	Jason	Rakers	RE/MAX Select Realty	28	12	40	\$22,909,232
46	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	21	10	31	\$22,849,445
47	Roxanne	Humes	Coldwell Banker	44	44	88	\$22,810,549
48	Cass	Zielinski	Piatt Sotheby's International Realty	14	31	45	\$22,687,616
49	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	19	16	35	\$22,637,677
50	Melissa	Merriman	Keller Williams Realty	45	46	91	\$22,478,295

Disclaimer: Information pulled by Trend Graphics and based on reported numbers to MLS. New construction or numbers not reported to MLS within the date range listed are not included. For Sale By Owner transactions not reported to MLS are not included. MLS is not responsible for submitting this data. Data may vary up to 3%.



Bryan Miller, President - NMLS#134167
412-44-QUOTE | www.pacapitalmortgage.com | bmiller@pacapitalmortgage.com
Licensed by the PA Dept. of Banking and Securities NMLS#1149774



TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Gina	Giampietro	RE/MAX Select Realty	64	28	92	\$22,311,249
52	Robyn	Jones	Piatt Sotheby's International Realty	12	15	27	\$22,277,517
53	Brenda	Deems	Berkshire Hathaway The Preferred Realty	26	44	70	\$22,203,403
54	Anthony	Leone	Coldwell Banker	41	24	65	\$21,756,000
55	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	27	25	52	\$21,754,789
56	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	33	28	61	\$21,678,838
57	Jack	Hutterer	Berkshire Hathaway The Preferred Realty	39	28	67	\$21,377,103
58	Melinda	Lynch	Keller Williams Realty	24	46	70	\$21,270,932
59	Lori	Hummel	Howard Hanna	30	10	40	\$21,233,094
60	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	46	21	67	\$20,772,064
61	Vera	Purcell	Howard Hanna	27	14	41	\$20,728,942
62	David	Onufer	Howard Hanna	12	19	31	\$20,038,281
63	Tarasa	Hurley	River Point Realty	25	37	62	\$19,862,149
64	Jeannine	Mullen	Howard Hanna	17	15	32	\$19,622,590
65	Cindy	Ingram	Coldwell Banker	10	7	17	\$19,592,765
66	Andrea	Ehrenreich	Howard Hanna	14	8	22	\$19,394,625
67	Ned	Bruns	RE/MAX Select Realty	17	25	42	\$19,310,890
68	Kathleen	Barge	Piatt Sotheby's International Realty	11	5	16	\$19,292,467
69	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	34	28	62	\$19,271,840
70	Lynne	Bingham	Howard Hanna	28	6	34	\$18,867,421
71	Malini	Jaganathan	Howard Hanna	12	20	32	\$18,752,211
72	Jeff	Selvoski	Exp Realty	53	26	79	\$18,329,422
73	Erin	Berg	Berkshire Hathaway The Preferred Realty	31	29	60	\$18,329,200
74	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	41	25	66	\$18,280,598
75	Nancy	Rossi	RE/MAX Select Realty	42	27	69	\$18,227,675
76	Sara	McCauley	Berkshire Hathaway The Preferred Realty	42	20	62	\$18,182,275
77	Michelle	Mattioli	Howard Hanna	18	12	30	\$18,136,911
78	Marianne	Hall	Howard Hanna	26	31	57	\$18,030,484
79	DJ	Fairley	Exp Realty	59	10	69	\$18,018,133
80	Dave	McSwigan	Coldwell Banker	18	14	32	\$17,993,900
81	Jerome	Yoders	Coldwell Banker	11	54	65	\$17,987,200
82	Michael	Pohlot	Janus Realty Advisors	135	31	166	\$17,923,875
83	Brian	Czapor	Piatt Sotheby's International Realty	35	25	60	\$17,741,720
84	Reed	Pirain	NextHome PPM Realty	26	24	50	\$17,716,530

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Bobby	West	Coldwell Banker	24	24	48	\$17,644,875
86	Mary Anne	Hanna	Howard Hanna	8	5	13	\$17,632,200
87	Austin	Rusert	Coldwell Banker	20	18	38	\$17,611,728
88	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	10	9	19	\$17,569,407
89	Deborah	Kane	Howard Hanna	32	38	70	\$17,473,685
90	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	61	32	93	\$17,385,471
91	Adam	Cannon	Piatt Sotheby's International Realty	22	33	55	\$17,236,961
92	John	Geisler	Coldwell Banker	35	17	52	\$17,176,456
93	Melanie	Marsh	Compass RE	20	9	29	\$17,096,903
94	Daniel	Howell	Coldwell Banker	36	37	73	\$17,011,442
95	Kaedi	Knepshield	Piatt Sotheby's International Realty	13	20	33	\$16,931,949
96	Debra	Donahue	Howard Hanna	20	13	33	\$16,526,755
97	Diane	McConaghy	RE/MAX Select Realty	18	38	56	\$16,525,584
98	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	30	20	50	\$16,420,050
99	Amy	Bair	Howard Hanna	14	4	18	\$16,366,000
100	Angie	Popa	Keller Williams Realty	16	13	29	\$16,296,390

Disclaimer: Information pulled by Trend Graphics and based on reported numbers to MLS. New construction or numbers not reported to MLS within the date range listed are not included. For Sale By Owner transactions not reported to MLS are not included. MLS is not responsible for submitting this data. Data may vary up to 3%.

Happy New Year!

Blue Sky Closing Services, Inc.
blueskycsi.com 412-595-7263 katie.mannarino@blueskycsi.com

BBB ACCREDITED BUSINESS
BBB Rating: A+

TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Patty	Pellegrini	Berkshire Hathaway The Preferred Realty	21	12	33	\$16,276,205
102	Ruth	Weigers	Berkshire Hathaway The Preferred Realty	22	24	46	\$16,103,395
103	Krista	Lorenzo	Coldwell Banker	25	25	50	\$16,074,610
104	Geoff	Smathers	Howard Hanna	23	20	43	\$16,003,843
105	Molly	Howard	Howard Hanna	12	8	20	\$15,936,980
106	Rick	Maiella	Piatt Sotheby's International Realty	33	38	71	\$15,803,119
107	Allison	Pochapin	Compass RE	12	28	40	\$15,207,949
108	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	41	21	62	\$15,197,950
109	Tony	Nucci	Howard Hanna	10	4	14	\$15,087,709
110	Deborah	Reddick	RE/MAX 360	18	24	42	\$14,935,909
111	Jill	Stehnach	RE/MAX Select Realty	20	15	35	\$14,907,307
112	John	Fincham	Keller Williams Realty	30	32	62	\$14,816,126
113	Sara	Minshull	Redfin Corp	13	29	42	\$14,769,848
114	Eileen	Allan	Compass RE	19	30	49	\$14,715,843
115	Roslyn	Neiman	Howard Hanna	10	8	18	\$14,699,096
116	Wendy	Weaver	Howard Hanna	19	14	33	\$14,635,804
117	Mark	Ratti	RE/MAX Select Realty	32	12	44	\$14,471,923
118	Mark	Gulla	RE/MAX Select Realty	30	19	49	\$14,440,975
119	Brock	Hanna	Coldwell Banker	18	34	52	\$14,415,885
120	Matthew	Shanty	Exp Realty	24	33	57	\$14,361,100
121	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	18	15	33	\$14,287,400
122	Rachael	Schafer	Berkshire Hathaway The Preferred Realty	13	32	45	\$14,287,164
123	Stephanie	Veenis	Howard Hanna	9	12	21	\$14,267,420
124	Elaine	Shetler-Libent	Keller Williams Realty	23	13	36	\$14,088,087
125	Richard	Charles	RE/MAX South Inc	36	19	55	\$14,080,950
126	Katie	Wymard	Coldwell Banker	16	16	32	\$14,040,250
127	MaryAnn	Bacharach	Howard Hanna	13	7	20	\$13,964,532
128	Paul	Bortz	Coldwell Banker	47	17	64	\$13,937,301
129	Eli	LaBelle	RE/MAX Select Realty	14	26	40	\$13,852,615
130	Meg	Smith	Compass RE	6	11	17	\$13,845,880
131	Marie	Pace	Howard Hanna	8	6	14	\$13,812,000
132	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	27	34	61	\$13,771,600
133	Judi	Sahayda	Keller Williams Realty	25	13	38	\$13,632,733
134	Eileen	Lusk	Howard Hanna	7	10	17	\$13,624,200

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Devon	Lauer	Howard Hanna	15	15	30	\$13,556,600
136	Brian	Larson	Howard Hanna	24	18	42	\$13,385,170
137	Sharon	St. Clair	Keller Williams Realty	18	11	29	\$13,326,120
138	Holly	Chamberlin	Howard Hanna	11	17	28	\$13,217,900
139	Ryan	Scalise	Scalise Real Estate	42	15	57	\$13,215,379
140	Aida	Agovic-Corna	RE/MAX Select Realty	17	20	37	\$13,199,512
141	Laura	Sauereisen	Piatt Sotheby's International Realty	7	12	19	\$13,166,500
142	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	26	9	35	\$13,141,375
143	Lauren	Shepherd	Howard Hanna	12	10	22	\$13,102,612
144	Michele	Leone	Piatt Sotheby's International Realty	11	20	31	\$13,082,140
145	Eric	Tallon	Berkshire Hathaway The Preferred Realty	20	37	57	\$12,935,775
146	Lauren	Klein	Coldwell Banker	23	11	34	\$12,928,902
147	Nancy	Ware	Berkshire Hathaway The Preferred Realty	19	19	38	\$12,744,700
148	Andrew	Dellavecchia	RE/MAX Select Realty	27	39	66	\$12,732,175
149	Terrence	Thurber	Coldwell Banker	5	18	23	\$12,619,800
150	Rachel	Marchionda	Howard Hanna	34	16	50	\$12,611,325

Disclaimer: Information pulled by Trend Graphics and based on reported numbers to MLS. New construction or numbers not reported to MLS within the date range listed are not included. For Sale By Owner transactions not reported to MLS are not included. MLS is not responsible for submitting this data. Data may vary up to 3%.

Let's get you closing faster.

Ask about our new program created just for real estate agents!

PLANET ROOF

PLATINUM

ROOFING

PREFERRED CONTRACTOR

TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2024

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Dana	Christoff	Berkshire Hathaway The Preferred Realty	14	20	34	\$12,601,339
152	Racheallee	Lacek	Piatt Sotheby's International Realty	10	12	22	\$12,600,655
153	Jackie	Horvath	Howard Hanna	20	22	42	\$12,569,015
154	Melissa	Palmer	Howard Hanna	14	11	25	\$12,561,500
155	Julie	Welter	Compass RE	16	7	23	\$12,501,500
156	Pamela	Michalek-Shirey	RE/MAX Select Realty	29	8	37	\$12,490,436
157	Ella	Serrato	RE/MAX Select Realty	8	26	34	\$12,454,212
158	Emily	Wilhelm	Piatt Sotheby's International Realty	13	12	25	\$12,425,187
159	Mikal	Merlina	Piatt Sotheby's International Realty	7	10	17	\$12,306,750
160	Danielle	Mach	Howard Hanna	13	5	18	\$12,292,990
161	Robin	Ross	Coldwell Banker	14	16	30	\$12,292,900
162	Caren	Foy	Keller Williams Realty	24	20	44	\$12,274,100
163	Christina	Talotta	RE/MAX Select Realty	18	13	31	\$12,125,350
164	Beth	Danchek	Coldwell Banker	12	20	32	\$12,109,570
165	Vicki	Rutherford	Berkshire Hathaway The Preferred Realty	27	11	38	\$12,064,321
166	Dean	Korber	Howard Hanna	47	24	71	\$12,032,600
167	Kristin	Daugherty	Coldwell Banker	12	50	62	\$11,925,479
168	Sara	Leitera	Berkshire Hathaway The Preferred Realty	19	19	38	\$11,861,475
169	Ariel	Harat	RE/MAX Real Estate Solution	18	14	32	\$11,857,214
170	Dale	McKinley	Highland Resorts Realty	23	12	35	\$11,769,750
171	Sue	Malagise	Howard Hanna	21	9	30	\$11,749,550
172	Sean	Kelly	Howard Hanna	14	24	38	\$11,725,643
173	Robert	Moncavage	Priority Realty, LLC	124	6	130	\$11,709,314
174	Kassie	Cable	Howard Hanna	14	16	30	\$11,704,420
175	Dan	Kite	Coldwell Banker	12	13	25	\$11,645,400
176	Magen	Bedillion	Berkshire Hathaway The Preferred Realty	17	26	43	\$11,637,450
177	Susan	Gill	Century 21 Fairways	25	22	47	\$11,621,525
178	Renee	Dean	Howard Hanna	28	16	44	\$11,568,400
179	Jay	Mosby	Berkshire Hathaway The Preferred Realty	17	27	44	\$11,502,650
180	Judi	Agostinelli	Century 21 Frontier Realty	29	14	43	\$11,491,385
181	Nichole	Merrell	Coldwell Banker	18	14	32	\$11,433,663
182	Alyssa	Policella	Berkshire Hathaway The Preferred Realty	13	18	31	\$11,426,600
183	Nicolas	Supik	Century 21 Frontier Realty	27	15	42	\$11,414,161

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Tyler	Petit	RE/MAX Select Realty	8	8	16	\$11,393,845
185	Melissa	Beck	Compass RE	21	16	37	\$11,341,216
186	Denise	Bortolotti	Piatt Sotheby's International Realty	9	15	24	\$11,316,400
187	Denise	Ardisson	Realty ONE Gold Standard	20	16	36	\$11,244,000
188	Alexa	Davis	Howard Hanna	9	7	16	\$11,227,315
189	Joey	Booker	RealtyCo	29	12	41	\$11,106,301
190	Tyler	Thompson	Realty ONE Group Landmark	47	41	88	\$11,068,197
191	Cathy	Wanserski	RE/MAX Realty Brokers	14	10	24	\$11,059,441
192	Molly	Finley	Howard Hanna	16	10	26	\$11,050,850
193	Daniel	Sellman	Realty ONE Group Platinum	2	49	51	\$10,981,077
194	Patti	Garrigan	Century 21 American Heritage	16	31	47	\$10,978,100
195	Vicky	Chang	Coldwell Banker	12	19	31	\$10,959,095
196	Andrea	McIntosh	Berkshire Hathaway The Preferred Realty	20	27	47	\$10,931,198
197	Pamela	Willis	Howard Hanna	41	19	60	\$10,903,145
198	Nancy	McKenna	Howard Hanna	20	4	24	\$10,869,765
199	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	15	12	27	\$10,856,999
200	Nancy	Kaclik	Berkshire Hathaway The Preferred Realty	8	5	13	\$10,846,490

Disclaimer: Information pulled by Trend Graphics and based on reported numbers to MLS. New construction or numbers not reported to MLS within the date range listed are not included. For Sale By Owner transactions not reported to MLS are not included. MLS is not responsible for submitting this data. Data may vary up to 3%.



**PROFESSIONAL
INSPECTIONS FOR
PROFESSIONAL
REALTORS!**

**THE INSPECTION
ADVANTAGE**

Pillar to Post Home Inspection Packages include even more exclusive and innovative features than ever. These new services deliver speed, ease and convenience, getting you to closings faster, saving you time and delighting your clients.

Matt Ruggieri
(412) 292-0293
matt.ruggieri@pillartopost.com





Megan Bove, Closing Coordinator Manager



Brett Solomon, Esquire

lawyers
SETTLEMENT
& abstract



412.406.8946
1350 Old Freeport Road | Suite 2AR
Pittsburgh, PA 15238



SPECIALIZING IN

MOLD ASSESSMENT AND MOLD REMEDIATION

**ALL INSPECTIONS &
ESTIMATES FREE**

Thermal Imaging & Air Quality Testing Available

Certified Indoor Environmentalists
Certified Mold Remediators





724-344-3645






Make Your Listings *Stand Out.*







PHOTO



VIDEO





3D TOURS




PROPERTY VIDS
PRODUCTIONS

mail@propertyvids.io

 PROPERTYVIDS

propertyvids.io

 PROPERTYVIDSPRODUCTIONS



TAKE THE LEAD IN LENDING!

Lending Leadership, the podcast where real estate meets mortgage mastery – for Realtors like you!

We are excited to launch our brand-new podcast, featuring exclusive conversations with the leaders behind HMA Mortgage. Join us as we dive into the world of home loans, mortgage trends, and cutting-edge marketing strategies—straight from the experts who are shaping the future of our industry.

Tune in to hear from our top mortgage and marketing leaders, sharing insider knowledge, success stories, and tips for navigating today's real estate and mortgage landscape.



Tune in today!

[LENDING-LEADERSHIP.COM](https://lending-leadership.com)

HMA MORTGAGE.COM | COMPANY NMLS: 139164
HEADQUARTERS: 4640 CAMPBELLS RUN ROAD PITTSBURGH, PA 15205 



The Mortgage Pros



The Creative Brief

