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Jerome B. Yoders Group **12**
COVER STORY

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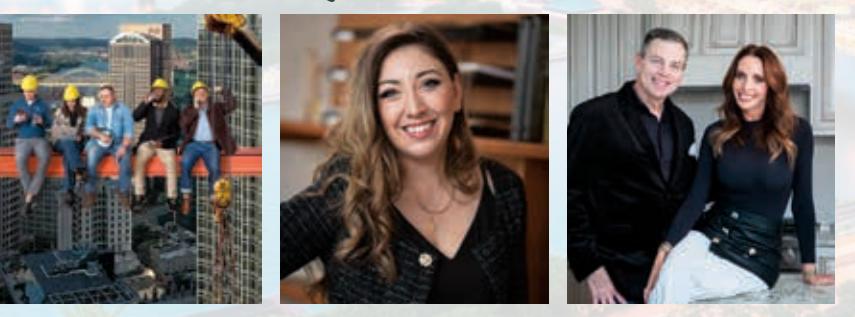
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“

This job is really fun to me. You're involved in people's lives during arguably one of the biggest parts of their life, and everybody handles that differently.”

JEROME B. YODERS

THE RHYTHM
OF REAL ESTATE

WRITTEN BY
KENDRA WOODWARD
PHOTOGRAPHY
BY MAINLINE
PHOTOGRAPHY

It's only been two years since we last caught up with Jerome Yoders, but even in such a short span of time he's once again proving why he hit Rising Star status not even two years into his career as a real estate agent. His clients respect him, adore his humour, and trust his judgment to guide them through one of the most precious experiences in their lives.

As we previously learned, Jerome grew up in West Virginia and saw Pittsburgh as an opportunity to outwork the system he had grown so accustomed to. In his hometown of Fairmont, the work was simple and limited, with most men choosing trades that had them working in construction or coal mines. So if he wanted something more for his future, he would have to make it happen himself. And he did when he packed up and moved to Pittsburgh.

Once in the new terrain, the culture surprised Jerome in ways he didn't expect. Despite the new culture and landscape however, he quickly fell in love with the city he now considers home. “I love Pittsburgh and what it has done for me.” When Jerome got his real estate license in 2021, he started out casually, only dabbling part

time while helping a few friends purchase their own homes. Yet, once he realized how good he was at the new venture, he was surprised, despite lacking the confidence he needed to turn that skill into a full time career. “I didn't think I was smart enough or savvy enough,” he admits humbly.

By the following year he was making more money working part time in real estate than he had made the previous years working in construction. So in 2022 he jumped in with both feet, joking that he had finally decided to pivot from being a blue collar guy, something he had known his entire life, to a white collar entrepreneur. “I convinced myself that I had worked hard enough to make this career work.” He adds, “I know I should say something like ‘man it's just awesome’ and that is true, but to be honest it is the funniest thing I have ever done.”

He laughs, retelling the day he was showing his buyer a potential property and upon walking in they discovered a dead raccoon on the floor. “It was absurd and I just laughed uncontrollably,” he admits with a smile. “This job is really fun to me.” Recalling more stories of crazy clients and experiences, Jerome admits that the unpredictable nature of the industry and what each new day brings is what keeps him captivated and motivated to continue pushing further within the industry. “You're involved in people's lives during arguably one of the biggest parts of their life, and everybody handles that differently.”

So what has Jerome been up to since we last spoke? Well for starters, he made a major transition within the industry when he started his own team!



Steven

In 2024, launching the Jerome B. Yoders Group with Coldwell Banker Realty became a point of pride...and his biggest obsession. "I really enjoy mentoring, teaching, and interacting with newer agents."

The appreciation he has for each and every one of his team members is undeniable. "I can't stress enough how lucky I am to have Gloria, Jason, Steve,

and Corey on my team. They are all top notch agents that pride themselves in integrity, market knowledge, and a client first mentality. I would not be surprised if I saw them featured in this magazine in the future."

The Jerome B. Yoders Group has swiftly made a name for



Jason



Corey

itself in the Pittsburgh market and online with their playful presence across Tiktok and Instagram under the moniker Selling412. Jerome even has the phrase “Serious about real estate but not much else” written in his Instagram bio, displaying his humorous approach to pretty much everything...except real estate.

When asked what he wished he had known before starting this career, he admits he wishes someone would’ve explained the rollercoaster the industry often mirrors, so he would’ve been better prepared for the twists and turns. “When you’re up, you think it will never end, and when you’re down you think it will last forever,” he explains. “I wish someone would’ve told me, ‘just because you do well for a couple months in a row doesn’t mean you always will’.”

For new agents his advice is very on brand, Jerome laughing as he advises, “Wear nice socks! The last thing you want to happen is you go to show a house that requires you to take your shoes off and you end up walking around with a couple of your dogs sneaking out of the holes in your socks.”

At the end of the day, the reason Jerome remains dedicated to his passion is because of his clients and the freedom this industry has provided him. He still enjoys exploring the city he has come to love and appreciate for the endless opportunities it provides, and shares that love with his three dogs Blueberry, Toast, and Duck. In his free time he enjoys traveling, biking, reading, and spending time with friends. And as real estate continues to change, always finding new rhythms, Jerome is enjoying leaning into each new bend of the rollercoaster that it is... most likely with his hands in the air, laughing all the way.



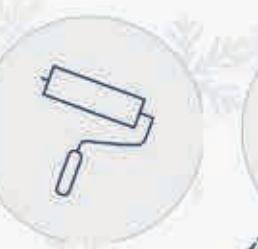
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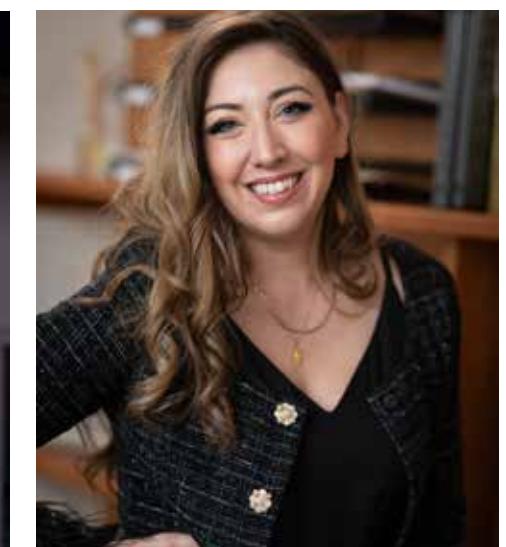
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If you are interested in being featured or nominating someone for a feature reach out to Ben Snowden.

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Anniea Stauffer

OPENING DOORS, BRINGING HOMES BACK TO LIFE

WRITTEN BY KENDRA WOODWARD • PHOTOGRAPHY BY MAINLINE PHOTOGRAPHY

If there's one thing Anniea Stauffer knows, it's how to roll up her sleeves and make things happen. A solo agent with Integrity Plus Realty, Anniea has built her career on a relentless work ethic that she credits to her parents and grandparents, and a vision for the potential home that every house can be.

Born in Greensburg and now residing in Scottsdale, Anniea's early life was shaped by a creative imagination. In high school, she often found herself imagining a home's potential. From an early age there was no question how obsessed she was with design and architecture. Looking back, she laughs now about telling Kathie Zimmerman, her best friend's mom and successful manager with Berkshire Hathaway, how she used to obsess over her house as a kid - ironically foreshadowing her future in real estate.

After a short stint in college studying baking while working three jobs, Anniea found her fascination with houses continuing to override her focus. And at age 20, she purchased what she laughs was "the worst house ever" thanks to her agent. With six other agents having already turned her away, Mark Miscovich passed no judgement and walked her through the very messy deal.

Over the next six years, with the help of friends and her future husband Chad, Anniea remodeled the property from top to bottom. The Frank Lloyd Wright-inspired home stood out in a sea of Cape Cods, and if she wasn't already hooked from the first swing of a hammer during renovations...

she surely was when she sold it. "That house changed my course. I don't think I would be where I'm at right now without that house. And because of Mark's faith in me. That's why I never judge a purchase or a person's desire to invest in real estate. I always tell my clients...whether it's the worst house on the block or the best, I support you."

Her passion only grew from there and since becoming licensed in 2016, Anniea has purchased a commercial building, built a portfolio of Airbnbs and long term rentals, and leaned into her natural eye for design. "I love houses...all of them," she admits. From staging and decorating to full blown renovations, Anniea finds

joy in bringing every home back to its glory. "If you can see your Christmas tree in the corner, and you feel it in your bones...it's your house. And no one should tell you otherwise."

Real estate has also been full circle in other unexpected ways, as she recalls



listing one home that had been a true labor of love. A client who had been searching for two years walked in, instantly knew it was his, and later called Anniea again...not to buy, but to ask her to help him become an agent as well. "It was very full



circle," she says proudly. "To watch someone have the same drive as myself and be there to help them, makes this career worth having."

Of course, her business is more than sales as Anniea is deeply committed to the industry at large, serving on the RAWIM board and advocating for higher standards among agents. "I think that it's our duty to hold such a high position," she explains. From raising money for RPAC to lobbying in Harrisburg, she's passionate about agents being informed and involved.

At home, Anniea and Chad, a union carpenter turned business owner, now run remodeling projects together daily with their company, Nicho Contracting LLC, having taken off largely in part to the teamwork they've honed over the last 10 years. Anniea even laughs, admitting they're pretty much professional problem solvers at this point. Her knowledge of construction ensures she can point out solutions for just about any project, and her passion for bringing homes back to life has her to-do constantly racking up new tasks.

Add in a dog named Bourbon, two cats named Arnie and Palmer, and time spent with their grandson Ollie, it's safe to say their hands are full 24/7. Through it all however, Anniea has stayed true to herself, advising others to keep a similar mindset to trust your gut, invest in yourself, and never lose sight of who you are. "Invest in yourself and you'll never go wrong. Real estate is the biggest business in the world."

From a small-town girl who dreamt of becoming a respected investor, agent, and advocate, Anniea has turned her obsession with houses into a life filled with purpose. Even now, as they venture into their largest project to date, an old duplex from the 1800s, they continue to see the glory that each property can become. Proving that her tagline, "Opening Your Door To Better Living," isn't just a catchy marketing ploy, it's her mission.



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Joe & YATES

IT'S ONLY THE BEGINNING

WRITTEN BY KENDRA WOODWARD • PHOTOGRAPHY BY MAINLINE PHOTOGRAPHY

You know that feeling when you meet a pair of people and it instantly makes sense why they work so seamlessly together? Yeah, well...that's Joe and Trish Yates! They're a husband-and-wife team who share a passion for real estate, turning their complementary strengths into a partnership that elevates every client experience.



Joe and Trish didn't step into real estate at the same time however, both following their own individual paths before connecting with one another a bit later in life. Joe, who grew up in the Penn Hills area, was surrounded by a family whose careers mostly centered around real estate, so it came as no surprise when he opted to follow a similar path and obtain his license in 1992.

For Trish, the desire to step into the market as an agent came in 1997 but was short lived as she quickly realised it wasn't the right time. Instead, she focused on being a stay-at-home mom until her kids were old enough for her to step back into a career once more. Even still, real estate wasn't her first venture back into working full time, as she dabbled in healthcare insurance sales for a brief stint before realizing she was missing the chaos of real estate. When she reactivated her license and joined Joe in 2018, they started the Trish & Joe Yates Jr. Team and have been running nonstop since.

What sets their team apart in an industry flooded with constant turnover is the personal touch they bring to every transaction. "We love connecting the right home to the right person/

family," Trish prides. "Nothing excites us more than to see the joy that homeownership brings a young person or family obtaining their first home, helping someone finally buy their dream home, build generational wealth, and get to their next destination. There's no feeling quite like being a part of that milestone in someone's life."

With a strong support system and like-minded individuals surrounding them, Trish and Joe have focused their efforts on creating an atmosphere for their clients and team members that feels like family. "We work with some of the most skilled people in the industry, most of whom are friends, and even family members of ours who we collaborate with daily to make sure our clients are getting the absolute best possible attention, care, and service."

"People skills are really what we focus on most!" Trish explains, "You need to be able to navigate the ups and downs of this business, and relate to your clients feelings and concerns in a way that they feel comfortable and heard. It can be a roller coaster of emotions. We want them to make clear choices without all the noise, and make sure we are providing them with the information they need to make those choices with a clear head."

And that's precisely the experience the Trish & Joe Yates Jr. Team aims to provide for their clients. A journey where they can focus on the fun side of the journey, like viewing potential homes and envisioning how their family will live there,



"We are constantly there to build each other up, but also hold each other accountable for what we may need to strengthen individually. It doesn't get more real than that."

instead of getting stressed out or inundated with decisions and background complications throughout the process.

To ensure this happens, Joe and Trish place a high value on continued education, especially in an industry like real estate where the market and regulations are always evolving. They admittedly enjoy the constant flow and fluctuations that come with contracts and negotiations, a mindset which is shared by their peers and fellow agents who place a high value on collaboration and communication within the industry as well. "I realize the importance of healthy competition, but having a good relationship and treating your fellow agents with respect will get you further than you may think."

Beyond the personal relationships they nurture and cultivate, keeping up with technology and marketing strategies ensures their clients' homes get the best possible exposure while Joe

and Trish's combined efforts continue to strengthen their approach and service. "We truly enjoy the collaboration and time we have together, and the passion for real estate we both share. We are constantly there to build each other up, but also hold each other accountable for what we may need to strengthen individually. It doesn't get more real than that. Therefore, our clients benefit from having both of us overseeing not only the transaction, but each other, as a team working for them to make sure they get the best possible outcome. It's a win for all!"

And at the center of it all is their "Brady Bunch" of a family, totaling five children and one grandchild between the two of them; Joey, Blake, Nicole, Lindsay, Jimmy, and Cruze. Joey is a Project manager for D.R. Horton, Blake plays football at Denison University, Lindsay is a nurse and active in mission work, Jimmy is studying for his PA insurance license, and Nicole is a mortgage

broker who often works alongside Trish and Joe to help clients get to the closing table with ease.

They also share the household with two dogs, Nash and Winnie, and two cats, Dunkin and Little Girl, and enjoy spending their time with family and friends. They enjoy eating out, attending concerts, exploring everything Pittsburgh has to offer alongside their friends, vacationing, and exploring new places. But they also love the simple moments of curling up on the couch with their pets, a crock pot dinner, and watching a movie at home.

As they continue helping clients with one of the biggest decisions in their lives, Joe and Trish remain eager to expand. "We would love to catapult our business to the next level as a team and increase our volume. We have come so far in the short amount of time we have partnered up, but haven't even touched the surface of what we would like to do professionally."

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2	John	Marzullo	Compass RE	94	296	390	\$101,068,606	36	Bonnie	Loya	Berkshire Hathaway The Preferred Realty	32	29	61	\$31,195,565
3	Michael	Reed	Coldwell Banker	83	157	240	\$76,401,259	37	Erin	Berg	Berkshire Hathaway The Preferred Realty	44	45	89	\$31,128,157
4	Eric	Nicholl	Marketplace Realty Center	52	43	95	\$68,931,480	38	Tarasa	Hurley	River Point Realty	38	53	91	\$30,891,500
5	Amanda	Gomez	RE/MAX Select Realty	44	144	188	\$64,259,546	39	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	79	43	122	\$30,203,109
6	Jim	Dolanch	Century 21 Frontier Realty	68	61	129	\$60,221,955	40	DJ	Fairley	Exp Realty	64	14	78	\$30,121,121
7	Steve	Limani	Realty ONE Gold Standard	131	101	232	\$58,410,334	41	Terrence	Thurber	Howard Hanna	23	27	50	\$28,897,616
8	Michele	Belice	Howard Hanna	47	33	80	\$53,566,064	42	Marianne	Hall	Howard Hanna	31	50	81	\$28,309,957
9	Barbara	Baker	Berkshire Hathaway The Preferred Realty	65	56	121	\$53,006,578	43	Maureen	States	Neighborhood Realty Services	43	37	80	\$28,253,284
10	Zita	Billmann	Coldwell Banker	44	28	72	\$52,813,290	44	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	44	22	66	\$27,245,799
11	Melissa	Barker	RE/MAX Select Realty	89	111	200	\$49,119,466	45	Brenda	Deems	Berkshire Hathaway The Preferred Realty	39	47	86	\$26,820,835
12	Joe	Yost	Compass RE	49	72	121	\$48,263,835	46	Cass	Zielinski	Piatt Sotheby's International Realty	21	33	54	\$26,710,260
13	Joanne	Bates	Berkshire Hathaway The Preferred Realty	51	31	82	\$46,688,724	47	Jason	Rakers	RE/MAX Select Realty	35	18	53	\$26,697,667
14	Julie	Rost	Berkshire Hathaway The Preferred Realty	31	35	66	\$46,598,925	48	Brian	Czapor	Piatt Sotheby's International Realty	29	37	66	\$26,432,138
15	Ryan	Bibza	Coldwell Banker	60	54	114	\$39,792,280	49	Susan	Gill	Century 21 Fairways	21	25	46	\$26,324,365
16	Lauren	Coulter	Howard Hanna	45	44	89	\$39,596,410	50	John	Geisler	Coldwell Banker	47	33	80	\$26,280,803
17	Lori	Hummel	Howard Hanna	51	34	85	\$39,180,975								
18	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	41	15	56	\$39,081,331								
19	Emily	Fraser	Piatt Sotheby's International Realty	42	64	106	\$38,681,534								
20	Pierre	Khoury	Berkshire Hathaway The Preferred Realty	47	43	90	\$37,969,439								
21	Roxanne	Humes	Coldwell Banker	53	70	123	\$37,491,386								
22	Jennifer	Solomon	RE/MAX Select Realty	38	99	137	\$37,463,658								
23	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	39	12	51	\$37,255,774								
24	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	34	37	71	\$37,138,060								
25	Ryan	Shedlock	Howard Hanna	66	150	216	\$36,525,805								
26	Heather	Kaczorowski	Piatt Sotheby's International Realty	50	54	104	\$36,377,519								
27	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	55	46	101	\$36,326,448								
28	Shanna	Funwela	RE/MAX Select Realty	58	108	166	\$36,019,635								
29	Adam	Slivka	Century 21 Fairways	45	108	153	\$35,986,355								
30	Robyn	Jones	Piatt Sotheby's International Realty	10	14	24	\$33,891,400								
31	Melissa	Merriman	Keller Williams Realty	61	74	135	\$33,788,875								
32	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	68	39	107	\$32,720,489								
33	Rich	Dallas	Berkshire Hathaway The Preferred Realty	57	35	92	\$31,904,242								
34	Jerome	Yoders	Coldwell Banker	13	93	106	\$31,408,140								



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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - December 31, 2025

#	First Name	Last Name	Office	List	Sold	Total	Total Sales	#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Kelly	Cheponis	Howard Hanna	26	16	42	\$26,260,149	85	Sara	Minshull	Redfin Corp	22	30	52	\$20,620,880
52	Gina	Giampietro	RE/MAX Select Realty	69	26	95	\$26,082,317	86	Jordan	Jankowski	Coldwell Banker	26	15	41	\$20,576,582
53	Adam	Cannon	Piatt Sotheby's International Realty	30	29	59	\$26,017,227	87	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	34	20	54	\$20,377,368
54	Andrea	Ehrenreich	Howard Hanna	18	6	24	\$25,544,070	88	Deborah	Kane	Howard Hanna	39	26	65	\$20,190,450
55	Brian	Teyssier	RE/MAX Real Estate Solutions	27	22	49	\$25,479,417	89	Christine	Wilson	Compass RE	17	25	42	\$20,146,430
56	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	59	37	96	\$25,464,890	90	John	Fincham	Keller Williams Realty	38	46	84	\$20,099,971
57	David	Onufer	Howard Hanna	19	19	38	\$25,425,901	91	Roslyn	Neiman	Howard Hanna	12	5	17	\$20,087,630
58	Colleen	Steigerwalt	Howard Hanna	24	15	39	\$25,360,587	92	Jennifer	Crouse	Compass RE	32	18	50	\$20,066,101
59	Melinda	Lynch	Keller Williams Realty	22	59	81	\$25,005,400	93	Vera	Purcell	Howard Hanna	25	13	38	\$20,004,925
60	Austin	Rusert	Coldwell Banker	20	20	40	\$24,650,658	94	Andrew	Klima	Howard Hanna	9	11	20	\$19,882,499
61	Dave	McSwigan	Coldwell Banker	27	24	51	\$24,583,136	95	Jennifer	Mascaro	Howard Hanna	48	25	73	\$19,361,474
62	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	50	32	82	\$24,556,480	96	Bobby	West	Coldwell Banker	29	25	54	\$19,296,532
63	Nancy	Ware	Berkshire Hathaway The Preferred Realty	34	28	62	\$24,509,166	97	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	53	27	80	\$19,134,605
64	Ryan	Scalise	Scalise Real Estate	57	21	78	\$24,457,815	98	Jill	Stehnach	RE/MAX Select Realty	29	12	41	\$19,018,248
65	Nathaniel	Nieland	Coldwell Banker	6	42	48	\$24,269,990	99	Liz	Fecko	Compass RE	12	12	24	\$19,009,140
66	Molly	Finley	Howard Hanna	17	20	37	\$24,041,900	100	Rick	Maiella	Howard Hanna	39	45	84	\$18,937,118
67	Dan	Haeck	Coldwell Banker	45	30	75	\$23,354,637								
68	Anthony	Leone	Coldwell Banker	48	27	75	\$22,926,624								
69	Kim Marie	Angiulli	Coldwell Banker	18	8	26	\$22,898,835								
70	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	42	33	75	\$22,714,552								
71	Kathleen	Cooper	Keller Williams Realty	33	17	50	\$22,704,438								
72	Michael	Pohlot	Janus Realty Advisors	147	52	199	\$22,483,749								
73	Melanie	Marsh	Howard Hanna	24	13	37	\$22,428,500								
74	Stephanie	Veenis	Howard Hanna	14	13	27	\$22,423,739								
75	Katie	Wymard	Coldwell Banker	18	35	53	\$22,158,644								
76	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	17	10	27	\$21,999,680								
77	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	49	17	66	\$21,641,292								
78	Jeff	Selvoski	Exp Realty	49	36	85	\$21,400,250								
79	Sarah	Madia	RE/MAX Select Realty	35	12	47	\$21,353,492								
80	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	22	13	35	\$21,326,699								
81	Eileen	Allan	Compass RE	27	19	46	\$21,250,030								
82	Lynne	Bingham	Howard Hanna	17	17	34	\$20,999,950								
83	Victoria	Salvati	Keller Williams Realty	32	19	51	\$20,802,328								
84	Alfonso	Marsico	1 Percent Lists	44	14	58	\$20,656,235								

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Teams and Individuals Closed date from January 1 - December 31, 2025

#	First Name	Last Name	Office	List	Sold	Total	Total Sales	#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Geoff	Smathers	Howard Hanna	18	14	32	\$18,856,800	135	Molly	Howard	Piatt Sotheby's International Realty	14	5	19	\$16,686,326
102	Allison	Pochapin	Compass RE	19	15	34	\$18,704,300	136	Camille	Miele	Realty ONE Gold Standard	35	31	66	\$16,678,200
103	Wendy	Kelly	Berkshire Hathaway The Preferred Realty	47	26	73	\$18,602,736	137	Denise	Ardisson	Realty ONE Gold Standard	34	26	60	\$16,574,723
104	Tony	Nucci	Howard Hanna	12	6	18	\$18,595,265	138	Wendy	Weaver	Howard Hanna	16	11	27	\$16,476,332
105	Mark	Gulla	RE/MAX Select Realty	40	34	74	\$18,365,254	139	Patty	Pellegrini	Berkshire Hathaway The Preferred Realty	18	15	33	\$16,427,261
106	Ned	Bruns	RE/MAX Select Realty	20	20	40	\$18,182,955	140	Francesca	Ferrara	Castle Realty	42	30	72	\$16,369,152
107	Cathy	Wanderski	RE/MAX Realy Brokers	17	10	27	\$18,158,760	141	Shane	Smith	Coldwell Banker	27	28	55	\$16,272,280
108	Amanda	Shingleton	Berkshire Hathaway The Preferred Realty	33	35	68	\$18,143,310	142	Elaine	Howe	Berkshire Hathaway The Preferred Realty	21	14	35	\$16,202,100
109	Emily	Wilhelm	Piatt Sotheby's International Realty	16	11	27	\$18,036,500	143	Luz	Campbell	Piatt Sotheby's International Realty	16	11	27	\$16,116,500
110	Sara	McCauley	Berkshire Hathaway The Preferred Realty	47	25	72	\$18,021,500	144	Robert	Moncavage	Priority Realty, LLC	139	8	147	\$16,031,660
111	Rachael	Schafer	Berkshire Hathaway The Preferred Realty	17	40	57	\$17,961,099	145	Kassie	Cable	Howard Hanna	18	17	35	\$15,949,317
112	Nancy	McKenna	Howard Hanna	25	14	39	\$17,939,514	146	Paula	Harnish	Keller Williams Realty	39	32	71	\$15,852,895
113	Holly	Chamberlin	Howard Hanna	14	13	27	\$17,918,371	147	Judi	Sahayda	Keller Williams Realty	28	12	40	\$15,797,399
114	Judi	Agostinelli	Century 21 Frontier Realty	35	17	52	\$17,892,125	148	Jennifer	Waters	Howard Hanna	15	20	35	\$15,740,900
115	Donald	Powell	Berkshire Hathaway The Preferred Realty	56	26	82	\$17,891,424	149	Linda	DiBucci	Piatt Sotheby's International Realty	7	7	14	\$15,642,000
116	Reed	Pirain	NextHome PPM Realty	34	21	55	\$17,867,821	150	Eli	LaBelle	RE/MAX Select Realty	20	28	48	\$15,630,330
117	Daniel	Howell	Coldwell Banker	36	39	75	\$17,814,691								
118	Matthew	Shanty	Exp Realty	26	28	54	\$17,813,740								
119	Jackie	Horvath	Howard Hanna	19	26	45	\$17,751,355								
120	Colleen	Anthony	Howard Hanna	20	13	33	\$17,713,762								
121	Libby	Sosinski	Keller Williams Realty	171	17	188	\$17,666,600								
122	Miranda	Micire	Compass RE	7	37	44	\$17,460,907								
123	Lorraine	DiDomenico	Berkshire Hathaway The Preferred Realty	33	23	56	\$17,460,578								
124	Jeannine	Mullen	Howard Hanna	13	19	32	\$17,410,501								
125	Carissa	Sitterly	Howard Hanna	23	15	38	\$17,393,100								
126	Nancy	Rossi	RE/MAX Select Realty	41	19	60	\$17,386,650								
127	Andrew	Dellavecchia	RE/MAX Select Realty	38	41	79	\$17,381,551								
128	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	26	15	41	\$17,301,777								
129	Kathleen	Barge	Piatt Sotheby's International Realty	11	7	18	\$17,280,500								
130	Danielle	Mach	Howard Hanna	15	9	24	\$17,223,675								
131	Debra	Donahue	Howard Hanna	21	20	41	\$17,203,650								
132	John	Adair	Coldwell Banker	29	25	54	\$16,879,921								
133	Magen	Bedillion	Berkshire Hathaway The Preferred Realty	22	41	63	\$16,826,940								
134	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	23	16	39	\$16,800,160								



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Teams and Individuals Closed date from January 1 - December 31, 2025

#	First Name	Last Name	Office	List	Sold	Total	Total Sales	#	First Name	Last Name	Office	List	Sold	Total	Total Sales								
151	Roxane	Agostinelli	Keller Williams Realty	20	16	36	\$15,352,357	184	John	Tierney	Highlands Resort Realty	12	14	26	\$13,709,041								
152	Lauren	Klein	Coldwell Banker	27	16	43	\$15,278,090	185	Ronald	Huber	Berkshire Hathaway The Preferred Realty	23	19	42	\$13,675,800								
153	Mary Anne	Hanna	Howard Hanna	6	6	12	\$15,250,277	186	Robert	Dini	Berkshire Hathaway The Preferred Realty	24	18	42	\$13,671,300								
154	Scott	LaRocca	Berkshire Hathaway The Preferred Realty	31	39	70	\$15,113,545	187	Lexi	Mayorova	Coldwell Banker	18	37	55	\$13,532,750								
155	Erica	Shulsky	Exp Realty	19	20	39	\$15,095,816	188	Nichole	Merrell	Coldwell Banker	26	12	38	\$13,508,201								
156	Pamela	Willis	Howard Hanna	48	27	75	\$15,090,150	189	Rachel	Marchionda	Howard Hanna	36	22	58	\$13,503,140								
157	Ryan	Stoner	RE/MAX Infinity	29	32	61	\$15,019,655	190	Theresa	White	RE/MAX Select Realty	29	20	49	\$13,393,127								
158	Mark	Ratti	RE/MAX Select Realty	31	15	46	\$14,990,131	191	Gina	Gruden	Howard Hanna	12	10	22	\$13,347,804								
159	Mindy	Pry	Piatt Sotheby's International Realty	17	10	27	\$14,989,500	192	Melissa	Woods	Realty ONE Gold Standard	14	34	48	\$13,301,869								
160	Richard	Hawkinberry	Howard Hanna	12	12	24	\$14,985,450	193	Tracy	Harris	Berkshire Hathaway The Preferred Realty	12	17	29	\$13,270,000								
161	Tina Marie	Cicero	Compass RE	16	23	39	\$14,883,504	194	Nancy	Evans	Berkshire Hathaway The Preferred Realty	13	12	25	\$13,136,730								
162	Malinda	Koncar	Berkshire Hathaway The Preferred Realty	35	20	55	\$14,869,386	195	Jason	Dalbey	Berkshire Hathaway The Preferred Realty	14	32	46	\$13,093,699								
163	Eric	Tallon	Berkshire Hathaway The Preferred Realty	22	47	69	\$14,819,200	196	Vic	Franceschini	Keller Williams Realty	13	29	42	\$13,077,575								
164	Melissa	Shipley	Berkshire Hathaway The Preferred Realty	30	23	53	\$14,677,393	197	Lori	Maffeo	Berkshire Hathaway The Preferred Realty	31	14	45	\$13,030,711								
165	Vicki	Rutherford	Berkshire Hathaway The Preferred Realty	43	8	51	\$14,647,201	198	Sara	Leitera	Berkshire Hathaway The Preferred Realty	17	23	40	\$12,975,552								
166	Amy	Logan	RE/MAX Select Realty	47	21	68	\$14,635,500	199	Max	Hofmann	Howard Hanna	8	11	19	\$12,957,508								
167	Melissa	Palmer	Brokers Realty	20	13	33	\$14,584,800	200	Dean	Korber	Howard Hanna	40	27	67	\$12,940,424								
168	Rosina	Scalamogna	Howard Hanna	23	15	38	\$14,373,032	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%.															
169	Michelle	Mattioli	Howard Hanna	19	19	38	\$14,365,728	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%.															
170	Christine	Laboon	Coldwell Banker	25	27	52	\$14,322,901	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%.															
171	Dustin	Hook	RE/MAX Select Realty	15	9	24	\$14,317,300	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%.															
172	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	26	27	53	\$14,298,850	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%.															
173	Julie	Welter	Howard Hanna	13	10	23	\$14,279,345	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%.															
174	Sharon	St. Clair	Howard Hanna	19	8	27	\$14,223,900	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%.															
175	Robin	Ross	Coldwell Banker	24	12	36	\$14,212,750	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%.															
176	Aida	Agovic-Corna	RE/MAX Select Realty	15	30	45	\$14,210,450	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%.															
177	Denise	Bortolotti	Piatt Sotheby's International Realty	13	12	25	\$14,181,912	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%.															
178	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	17	9	26	\$14,101,808	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%.															
179	Long	Pham	Exp Realty	21	21	42	\$13,956,527	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%.															
180	Krista	Lorenzo	Coldwell Banker	20	27	47	\$13,937,400	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%.															
181	Dawn	Landis	Compass RE	13	16	29	\$13,932,867	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%.															
182	Katina	Boetger-Hunter	Coldwell Banker	40	24	64	\$13,896,600	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%.															
183	Justin	Riapos	LifeSpace	37	36	73	\$13,821,155	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%.															

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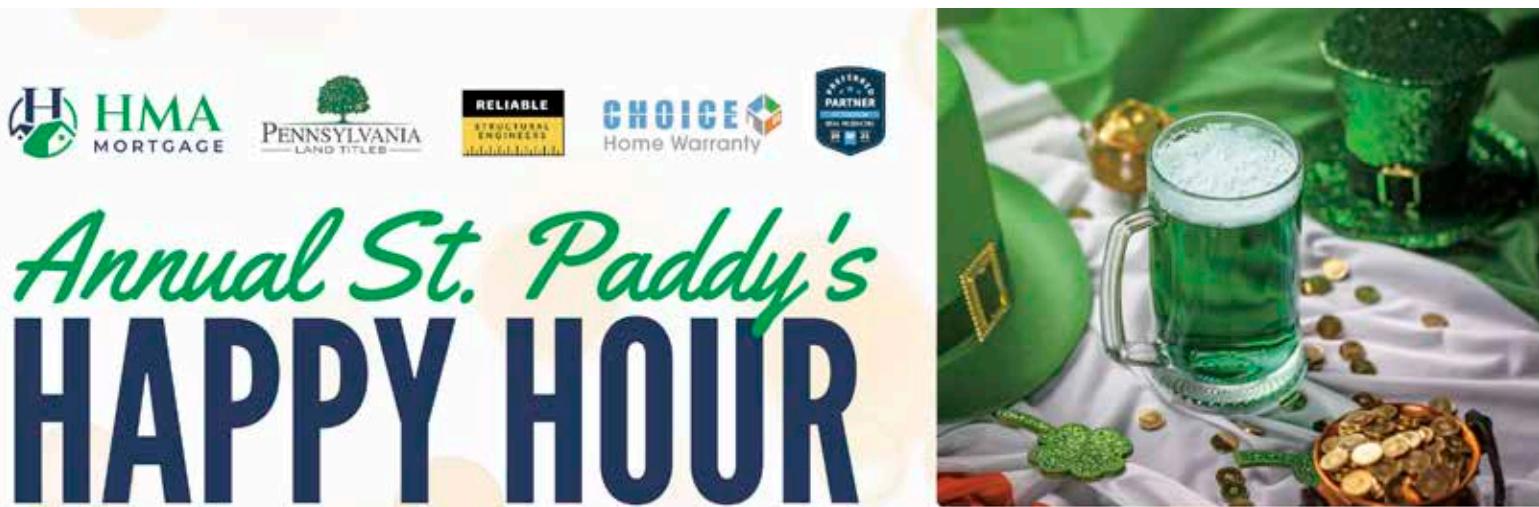
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