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Amanda Shingleton **12** COVER STORY

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WRITTEN BY KENDRA WOODWARD
PHOTOGRAPHY BY THEIS MEDIA

Amanda Shingleton



Some people stumble into their careers by chance, but for Amanda Shingleton, every step leading to real estate feels like it was built from the ground up. Her story begins with a hammer in hand, crafting pieces of wood under the watchful eye of her grandpa...a fondness for woodworking which inspired her to enroll in Vocational-Tech Carpentry in high school.

After graduating with a degree in Architectural Design and Drafting from Butler County Community College, where she met her husband, Tim, Amanda became a Draftsman in the interior design department of an architectural firm. But when the 2008 market crash hit, she was laid off and supplemented the loss by working as a bank teller and later as a clerical at the Butler Juvenile

Probation Office while studying and obtaining her license in real estate.

When Amanda launched her real estate career in 2015, she entered as a solo agent and continued that path for nearly a decade until recently when she pulled her husband into the fold, encouraging him to get his license too. “He helps when I can’t be in two places at once, and often accompanies me to showings and listing appointments,” she shares proudly, laughing, “He calls himself a Secret Agent...or sometimes...a Reluctant REALTOR®.”

With a slogan like “Results that MOVE you” it’s clear that Amanda has built her brand with the same precision she once used in woodshop class. Part of which includes being conscious of the moves she makes and the impacts they

can have on her business. Like during a photoshoot when her wardrobe and props unknowingly became the center of her branding for years to come.

“Sticking with one image for my business cards, signs, box truck, social media, email, mailers, and advertising established a clear and consistent visual identity. This strategy of precise consistency has become so effective that I’ve had complete strangers that meet me and know exactly what I do for a living. They may not even know my name, but they know me as the REALTOR® in the red dress. Either that or they awkwardly ask where they know me from, which is a great conversation starter to fill in the rest.”

And she didn’t just stop at branding, as Amanda’s name within her sphere



has become synonymous with going the extra mile to ensure her clients get top dollar for their property. Her clients regularly comment on how they never expected her to handle certain situations and tasks throughout the process...especially with the ease that she does. She has dug up septic tank lids, hauled away garbage, mowed lawns, brush-hogged paths in forests, painted porches, rearranged furniture, installed handrails...the list goes on and on.

“I try to do everything I can to make them feel like they are my only client. Also, I try to excel at the typical

REALTOR® responsibilities, such as responding as quickly as possible or if I don’t know the answer or need to find more information, I let them know that. Any kind of response in a timely manner goes a long way, even if the answer is simply ‘Let me find out’.”

Another way she stands out from the crowd is by offering a box truck for her clients to use...at no cost! She also offers digital and physical staging for every listing, and laughs thinking back on the time when she first started offering staging services and would use her own personal furniture, admitting, “On more than one occasion my loving husband

watched tv from the floor because our couch was staging a client’s home.”

“I love getting to be a part of these big steps in others’ lives. It is so fun when it is a newly wed couple, or a growing family moving closer to their parents, a new baby on the way, dream homes, etc,” Amanda shares. “I try to make things run smoothly, at least in their eyes, and be the dam that holds back all of the issues, drama, emotions, etc. that would otherwise be too much for them. So at the end of the deal, at the closing table, everyone can be satisfied and feel like it was a completely smooth and easy process.”



From the irregular paychecks to the endlessly chaotic schedule, she also admits selling real estate is like a roller coaster, but Amanda thrives in the chaos thanks to her even-keel mentality and ability to remain steady and calm in any situation. And just as she has done throughout every market cycle prior, she continues to adapt, now focusing more on social media in order to stay connected with the next generation of buyers and sellers.

“These days having a social media presence is almost a necessity for any industry, and real estate is no different. My approach to social media is always lighthearted, positive, and often self deprecating. I never hesitate to post a funny picture of one of my signs that was

defaced, or my husband dressing like me for Halloween, or a video of me smashing my stupid printer,” Amanda laughs. “Genuine connections with people are only established if you show your true self, both digitally and in person. And that’s what I would say is my true passion in this industry - real authentic relationships that I don’t think I would have built if it weren’t for my job.”

Behind the business, Amanda is quick to credit her support system both in life and in the office as Tim has been her biggest supporter since day one. “It was his reassurance and ‘I’ll support you if you love it or if you quit the first day’ attitude that still keeps me going some days.” She describes him as “fun loving, unique and full of life,”

praising him for his influence on their two daughters who are already dipping their toes into real estate by creating their own video home tours. “Even in the mundane, he makes someone smile or laugh by a silly dance, a pun or just being different and happy.”

Through every challenge and success however, Amanda keeps her heart anchored in faith. “Whatever you do, work at it with all your heart, as working for the Lord, not for human masters,” she reflects from Colossians 3:23-24. “I don’t want to be known for how much I receive,” Amanda insists. “I’d really like to be known for producing incredible value to all my clients, producing a loving family, and producing God’s will for my life.”



“

I don’t want to be known for how much I receive. I’d really like to be known for producing incredible value to all my clients, producing a loving family, and producing God’s will for my life.”

THE IONADI GROUP

CREATING BALANCE IN REAL ESTATE

WRITTEN BY KENDRA WOODWARD
PHOTOGRAPHY BY THEIS MEDIA

Some couples complement each other naturally...the same can be said for Michael and Kellie Ionadi of The Ionadi Group at Compass RE. Kellie is the social connector who refuses to take “no” for an answer, and Michael is the steady, analytical one who keeps things grounded. Together, they’re building a team that reflects not only their skills individually, but also their shared determination to turn challenges into opportunities.

Kellie’s story began with a heavy dose of resilience and drive when her parents passed away when she was just 17 years of age, leaving her to carve out her own path. It forced her to push herself, giving her no other option but to make things work. Living under the guardianship of her entrepreneurial aunt who ran her own therapy business, Kellie absorbed a mindset that shaped her future and taught her the value in running her own business.

Michael grew up with a similar entrepreneurial role model while living in Pittsburgh, his father having run and operated a car dealership for as long as he could remember. Yet while the pair may have spent their childhoods on opposite sides of the state, their paths crossed at Indiana University of Pennsylvania, where Michael pursued Environmental Health and Safety - balancing classes with seven years in the military reserves and several deployments.

After college, life pulled them both east to New Jersey where Michael worked in operations for a heavy equipment company repairing railroads. And





despite his success on his own career path, Kellie thrived at her job working at Anthropologie, where she created visual displays and managed numerous stores in Soho and all across New Jersey.

By 2012, they welcomed their son, Lucca, and a new chapter began to unfold when Michael's father retired around the same time. Taking the opportunity to be closer to family while Lucca was still young, the couple moved back to Pittsburgh where Michael stepped into the family business while Kellie transferred to Anthropologie's Mt. Lebanon location.

But their story wasn't so cut and dry... as something else was brewing just beneath the surface. Because, despite her love for the store and its creative visual displays, a friend and neighbor somehow convinced Kellie to take the leap into real estate. "I thought it would be a lot of fun, I could help family and friends really, but really I just loved looking at old houses," she smiles.

After getting her license in 2015, Kellie started small, working on a part time basis before finally deciding to give it her full attention in 2023, and she admits she's been nudging Michael toward real estate since day one. After nearly a decade of persistence, she

finally won him over however, and he joined her in 2024. The timing couldn't have been better either! Kellie had been working on a team for about a year and a half, when she and Michael decided they wanted to build something of their own. So, in 2025 they launched The Ionadi Group at Compass RE. "It's been quite a hustle for the last several weeks," Kellie says with a laugh.

Despite their differing strategies to the industry and their clients, what makes this duo click as business partners is in fact, just that - their opposite mentalities - Michael likes analytics and Kellie is really social. Kellie also adds how that yin-and-yang balance allows them to match clients with the personality that fits best. "I try to be as least real estate-y as possible," Michael adds with a grin. Because for him, the focus is never about the commission, it's about making sure clients feel comfortable and enjoy the process.

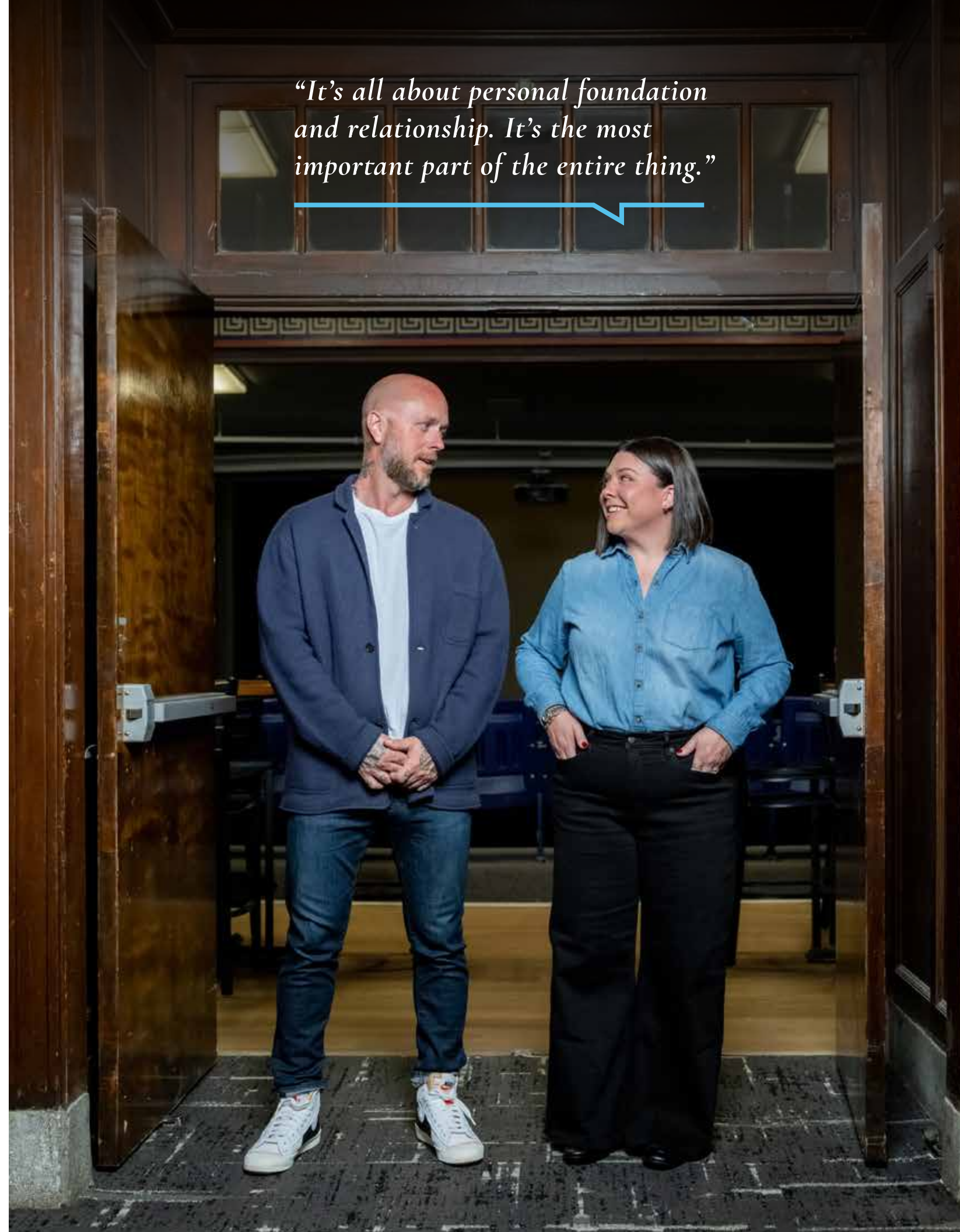
That balance of energy also translates into training their growing team of four agents as well. "It's all about personal foundation and relationship," Kellie emphasizes. "It's the most important part of the entire thing." Their goal is to teach new agents not only how to market themselves, but also how to

manage the behind-the-scenes details - like taxes and numbers - that can often make or break a novice agent's career, providing a solid footing in the industry.

Of course, life isn't all about work though. At home, their son Lucca and the family dog, Shark, keep the household lively and full of activity. Their weekdays fall into a familiar rhythm of school, homework, and family dinners, with Sunday dinners often spent surrounded by extended family. And they make a point to plan vacations ahead of time, breaking up the year with adventures or quiet getaways to look forward to every month. Kellie laughs that while Michael and Lucca share a passion for scuba diving, she takes great enjoyment in the planning process, often settling details for the next vacation...while on their current trip!

At the end of the day, what keeps Michael and Kellie motivated most is helping clients find a home they never thought possible. What may have begun as a "fun side project" has since blossomed into a thriving partnership that combines Kellie's persistence with Michael's steadiness. And together, they've built more than a business, they've created a foundation of trust, family, and forward momentum that defines The Ionadi Group.

"It's all about personal foundation and relationship. It's the most important part of the entire thing."





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**THE JOY IN
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WRITTEN BY KENDRA WOODWARD
PHOTOGRAPHY BY MAINLINE PHOTOGRAPHY

Foster





Most agents get into real estate because they watched their parents in the field or because they had a negative experience buying/selling their own property, but for Joy Foust, the idea to become an agent all started with a phone call and a desire to be more present for her kids.

Back when she was a chemistry intern, Joy's manager handed her a task that would have been daunting for most: cold-calling companies to track down chemical products they needed. While many interns would have hesitated at the prospect, Joy didn't miss a beat. "I just did it with no real experience but I was comfortable enough talking to people," she remembers.

That ease with creating conversation, accompanied by her sharp memory, made Joy stand out to their clients. Remembering what they had mentioned on the phone, storing it away in her mind, and drawing upon that information during subsequent interactions with them was very impressive and something her clients appreciated greatly.

That early realization, of the ease she had connecting with others, revealed a talent that would later become her calling as Joy knew her ability to recall so easily would greatly assist her throughout a career in sales. What type of sales that would be wasn't known at the time, but looking back Joy notes how it has helped her tremendously in connecting with her clients.

Raised in South Park, the Pittsburgh native remained local while attending college, graduating from the University of Pittsburgh with a degree in chemistry. She moved away soon after to start a career at Bridgestone/Firestone Tire Company in Akron, Ohio, where she worked for eight years before shifting gears to focus on her growing family.

When Joy and her husband of 28 years, Chris, moved back to Pennsylvania in 2006, they laid down roots in Sarver while Joy juggled part-time work within the school district, a local law firm, and their family business. Yet, she still craved something more out of life, something more meaningful...and also something with more flexibility so she could be present while her kids, Ryan and Megan, were growing.

Even though she enjoyed serving on PTO boards, co-chairing the school science fair, and getting deeply involved in her community...it wasn't enough. And that's when real estate came into the picture! With her natural ability to connect and her lifelong passion for helping others, Joy had finally found the perfect match.

Licensed in 2013, she joined the four-generation brokerage of Czekalski Real Estate, where she not only discovered a team that would help her grow, but also found a lifelong mentor in Janet Czekalski who's been a guiding force



throughout her career. Whether she's navigating clients toward their next stage of life, helping someone put a tough chapter behind them, or selling their childhood home, Joy is happy to help her clients ease the transition into their next chapter.

"Helping people no matter what they can afford is the most satisfying part of being a REALTOR®," she says. "The trust people have in me to help their children and grandchildren is the highest compliment to receive...which I find rewarding."

Even outside of the office, Joy continues to make a difference in the real estate industry through volunteer positions with the Greater Alle-Kiski Association of REALTORS® as Treasurer. Previously having served as President, Joy understands the strength that comes with networking and solid relationships within the community and industry alike, admitting, "Sharing stories and information is key for continued success."

Her passion, recall, and the personal touches she adds to each client's journey are what makes Joy so unforgettable. "Every spring I hand-write "Happy Spring" postcards to all of my clients with a personal message. It can be: how is the house going, hope you have a great year, or if I see something on their Facebook page I comment about it." It's a touch her clients not only notice...but greatly cherish. "One client sent me a picture of the past four cards I sent on her refrigerator. She was so proud she was able to purchase a home on her own and was so grateful for my help."

"There is a lesson in almost every transaction on how to be better the next time," she says. "They are placing their trust in you and it's a big responsibility. No two transactions are ever the same and I love that my job is never boring."

Outside of real estate, Joy's world is made full alongside Chris, their kids, and the family's three dogs, Cody, Dizzy, and Evie. The Foust family has

a tailgate crew that's been cheering for Pitt football for over a decade, and their summers are spent soaking up sun on the Allegheny River, where they dock their boat. In her free time she enjoys running, working out, traveling, boating, watching football, and just spending time with friends and family.

Even through life's toughest moments, Joy's positivity shines, inspiring her to keep moving forward. Like last summer, while undergoing chemotherapy, Joy often thought about her peers' struggles and successes, the dedicated agents who kept serving their clients even during life's hardest storms. "My real estate work ended up being my salvation because people count on you no matter what is happening, and you focus on them instead," she admits. "People don't understand that our work does not stop even when life takes a turn. There are not many professions that are 24/7 and that's not an exaggeration! I am so proud to be a REALTOR® and love that feeling of you made someone happy."

“

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EVENT RECAP

HMA Mortgage hosted another *Lunch & Learn* at the LeMont back in November, bringing together more than 100 real estate professionals from across the Pittsburgh region. The event explored one of real estate's most overlooked yet crucial topics—building code compliance.

The session, titled “*Permits, Inspections, and Violations: Why Realtors Should Care*,” featured a knowledgeable panel including Todd Irwin of *Irwin Code Consulting*, Kento Ohmori of *Fukui Architects*, and Marino Harris of *Superior Closing Services*. Together, they offered insight into how municipal regulations directly impact property transactions and why realtors must make compliance part of their standard practice.

The discussion opened with a look at the hidden risks often missed in sales. Many agents assume zoning certificates or dye tests guarantee full compliance, but as the panelists explained, those documents only tell part of the story. Open permits, unaddressed violations, or incomplete inspections can easily slip through the cracks, causing costly delays, repairs, and liability after closing.

Attendees learned how to research municipal records, identify red flags, and partner with code consultants to safeguard clients. The conversation also explored the broader responsibility within transactions. Who bears the burden if a violation is missed? How can realtors educate clients before problems arise? By reframing compliance awareness as a competitive advantage, the panel challenged attendees to elevate their standards and redefine best practices for Pittsburgh real estate.



Throughout the event, attendees remained highly engaged, focusing on how the information could be applied directly to their transactions. The key takeaway was that greater code and compliance awareness strengthens decision-making and reduces risk for both agents and clients.

The event was made possible thanks to the generous support of sponsors Lisa Carr from *Goosehead Insurance*, Marino Harris from *Superior Closing Services*, Matt Gillespie from *Make Moves Moving Company*, and Bob Mason from *Reliable Structural Engineers*.

“What stands out to me at these events is seeing professionals connect for

the first time,” said David Holland, President of HMA Mortgage. “When agents build new relationships and expand their networks, it strengthens our industry as a whole.”

Register for future events at HMARealtorEvents.com.



ANNOUNCEMENT

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2025

#	Name	Last Name	Office	List	Sold	Total	Total Sales
1	Georgie	Smigel	Coldwell Banker	125	119	244	\$96,968,205
2	John	Marzullo	Compass RE	82	268	350	\$91,794,468
3	Michael	Reed	Coldwell Banker	75	144	219	\$69,357,884
4	Amanda	Gomez	RE/MAX Select Realty	43	133	176	\$60,155,941
5	Eric	Nicholl	Marketplace Realty Center	41	34	75	\$54,346,127
6	Steve	Limani	Realty ONE Gold Standard	118	92	210	\$53,935,634
7	Jim	Dolanch	Century 21 Frontier Realty	62	53	115	\$52,951,185
8	Barbara	Baker	Berkshire Hathaway The Preferred Realty	60	52	112	\$50,142,026
9	Michele	Belice	Howard Hanna	41	31	72	\$48,034,264
10	Julie	Rost	Berkshire Hathaway The Preferred Realty	29	34	63	\$45,117,925
11	Melissa	Barker	RE/MAX Select Realty	82	103	185	\$45,082,566
12	Joe	Yost	Compass RE	45	65	110	\$44,551,835
13	Zita	Billmann	Coldwell Banker	38	24	62	\$43,867,006
14	Joanne	Bates	Berkshire Hathaway The Preferred Realty	47	29	76	\$43,711,149
15	Ryan	Bibza	Coldwell Banker	55	52	107	\$37,887,780
16	Linda	Honeywill	Berkshire Hathaway The Preferred Realty	40	13	53	\$37,384,331
17	Jane	Herrmann	Berkshire Hathaway The Preferred Realty	38	12	50	\$36,855,774
18	Lauren	Coulter	Howard Hanna	43	41	84	\$36,663,410
19	Lori	Hummel	Howard Hanna	47	31	78	\$36,661,175
20	Ryan	Shedlock	Howard Hanna	59	145	204	\$35,465,905
21	Betsy	Wotherspoon	Berkshire Hathaway The Preferred Realty	32	37	69	\$35,268,060
22	Heather	Kaczorowski	Piatt Sotheby's International Realty	49	53	102	\$35,240,019
23	Pierre	Khoury	Berkshire Hathaway The Preferred Realty	44	39	83	\$35,058,795
24	Jennifer	Solomon	RE/MAX Select Realty	36	92	128	\$34,411,158
25	Emily	Fraser	Piatt Sotheby's International Realty	36	60	96	\$34,330,644
26	Roxanne	Humes	Coldwell Banker	48	62	110	\$33,274,927
27	Robyn	Jones	Piatt Sotheby's International Realty	8	13	21	\$32,896,500
28	Shanna	Funwela	Coldwell Banker	55	94	149	\$32,131,545
29	JoAnn	Echtler	Berkshire Hathaway The Preferred Realty	50	38	88	\$32,068,648
30	Adam	Slivka	Century 21 Fairways	42	92	134	\$32,051,406
31	Melissa	Merriman	Keller Williams Realty	56	68	124	\$30,551,375
32	Rich	Dallas	Berkshire Hathaway The Preferred Realty	54	34	88	\$30,151,242
33	Scott	Ludwick	Berkshire Hathaway The Preferred Realty	60	37	97	\$29,720,689
34	Charles	Swidzinski	Berkshire Hathaway The Preferred Realty	76	42	118	\$29,648,909

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
35	Gina	Cuccaro	Berkshire Hathaway The Preferred Realty	48	34	82	\$29,539,831
36	DJ	Fairley	Exp Realty	61	14	75	\$28,858,016
37	Tarasa	Hurley	River Point Realty	36	49	85	\$28,764,000
38	Jerome	Yoders	Coldwell Banker	11	81	92	\$28,176,140
39	Erin	Berg	Berkshire Hathaway The Preferred Realty	41	35	76	\$27,273,467
40	Maureen	States	Neighborhood Realty Services	43	35	78	\$27,208,284
41	Susan	Gill	Century 21 Fairways	21	24	45	\$26,231,865
42	Erin	Mikolich	Berkshire Hathaway The Preferred Realty	42	20	62	\$25,965,799
43	Terrence	Thurber	Howard Hanna	21	24	45	\$25,831,616
44	Cass	Zielinski	Piatt Sotheby's International Realty	20	30	50	\$25,616,260
45	Andrea	Ehrenreich	Howard Hanna	17	6	23	\$25,194,070
46	Adam	Cannon	Piatt Sotheby's International Realty	27	27	54	\$24,992,827
47	John	Geisler	Coldwell Banker	45	32	77	\$24,978,345
48	Marianne	Hall	Howard Hanna	28	45	73	\$24,974,253
49	Donna	Tidwell	Berkshire Hathaway The Preferred Realty	57	34	91	\$24,927,379
50	Austin	Rusert	Coldwell Banker	20	20	40	\$24,650,658

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2025

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
51	Gina	Giampietro	RE/MAX Select Realty	63	25	88	\$24,502,817
52	Bonnie	Loya	Berkshire Hathaway The Preferred Realty	30	27	57	\$24,273,865
53	Nathaniel	Nieland	Coldwell Banker	6	42	48	\$24,269,990
54	Brenda	Deems	Berkshire Hathaway The Preferred Realty	36	42	78	\$24,194,160
55	Marilyn	Davis	Berkshire Hathaway The Preferred Realty	49	31	80	\$23,986,480
56	Brian	Teyssier	RE/MAX Real Estate Solutions	25	22	47	\$23,949,417
57	Molly	Finley	Howard Hanna	17	19	36	\$23,901,900
58	Melinda	Lynch	Keller Williams Realty	21	56	77	\$23,740,900
59	Kelly	Cheponis	Howard Hanna	21	15	36	\$23,404,549
60	Brian	Czapor	Piatt Sotheby's International Realty	27	32	59	\$23,241,138
61	Dave	McSwigan	Coldwell Banker	27	22	49	\$22,988,136
62	Ryan	Scalise	Scalise Real Estate	51	20	71	\$22,438,165
63	Dan	Haeck	Coldwell Banker	42	29	71	\$22,111,647
64	Anthony	Leone	Coldwell Banker	45	25	70	\$22,078,174
65	David	Onufer	Howard Hanna	17	17	34	\$22,061,401
66	Colleen	Steigerwalt	Howard Hanna	20	14	34	\$21,969,637
67	Nancy	Ware	Berkshire Hathaway The Preferred Realty	30	26	56	\$21,527,916
68	Jason	Rakers	RE/MAX Select Realty	27	17	44	\$21,518,745
69	Katie	Wymard	Coldwell Banker	17	32	49	\$21,429,144
70	Michael	Pohlot	Janus Realty Advisors	135	48	183	\$21,362,749
71	Eileen	Allan	Compass RE	26	19	45	\$20,900,030
72	Angela	Hoying Pulkowski	Berkshire Hathaway The Preferred Realty	16	8	24	\$20,709,680
73	Lynne	Bingham	Howard Hanna	16	16	32	\$20,700,950
74	Jeff	Selvoski	Exp Realty	44	35	79	\$20,556,000
75	Melanie	Marsh	Howard Hanna	21	12	33	\$20,108,500
76	Roslyn	Neiman	Howard Hanna	12	5	17	\$20,087,630
77	Kathleen	Cooper	Keller Williams Realty	29	15	44	\$20,035,078
78	Alfonso	Marsico	1 Percent Lists	41	14	55	\$19,846,235
79	Raymond	Carnevali	Berkshire Hathaway The Preferred Realty	32	19	51	\$19,747,368
80	Sandra	Toulouse	Berkshire Hathaway The Preferred Realty	45	16	61	\$19,714,292
81	Brian	Niklaus	Berkshire Hathaway The Preferred Realty	19	11	30	\$19,474,900
82	John	Fincham	Keller Williams Realty	37	42	79	\$19,395,971
83	Jordan	Jankowski	Coldwell Banker	22	15	37	\$19,302,682
84	Victoria	Salvati	Keller Williams Realty	29	18	47	\$19,299,588

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
85	Jennifer	Crouse	Compass RE	30	16	46	\$19,195,101
86	Sara	Minshull	Redfin Corp	20	29	49	\$19,106,880
87	Jill	Stehnach	RE/MAX Select Realty	29	12	41	\$19,018,248
88	Liz	Fecko	Compass RE	12	12	24	\$19,009,140
89	Deborah	Kane	Howard Hanna	35	25	60	\$18,979,450
90	Kristi	Stebler	Berkshire Hathaway The Preferred Realty	32	29	61	\$18,723,652
91	Tony	Nucci	Howard Hanna	12	6	18	\$18,595,265
92	Bobby	West	Coldwell Banker	28	24	52	\$18,548,532
93	Sarah	Madia	RE/MAX Select Realty	30	12	42	\$18,482,992
94	Stephanie	Veenis	Howard Hanna	13	13	26	\$18,322,564
95	Allison	Pochapin	Compass RE	19	14	33	\$18,209,300
96	Kim Marie	Angiulli	Coldwell Banker	14	7	21	\$18,158,835
97	Geoff	Smathers	Howard Hanna	18	12	30	\$17,631,800
98	Christine	Wilson	Compass RE	16	23	39	\$17,496,440
99	Reed	Pirain	NextHome PPM Realty	32	21	53	\$17,430,421
100	Kathleen	Barge	Piatt Sotheby's International Realty	11	7	18	\$17,280,500

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Happy New Year!



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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2025

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
101	Nancy	McKenna	Howard Hanna	23	14	37	\$17,271,700
102	Donald	Powell	Berkshire Hathaway The Preferred Realty	52	22	74	\$17,261,424
103	Cathy	Wanserski	RE/MAX Realy Brokers	16	10	26	\$17,258,760
104	Emily	Wilhelm	Piatt Sotheby's International Realty	15	11	26	\$17,256,500
105	Vera	Purcell	Howard Hanna	20	13	33	\$16,984,700
106	Rachael	Schafer	Berkshire Hathaway The Preferred Realty	16	38	54	\$16,903,599
107	Mark	Gulla	RE/MAX Select Realty	37	33	70	\$16,859,254
108	Jennifer	Mascaro	Coldwell Banker	40	21	61	\$16,841,824
109	Carissa	Sitterly	Howard Hanna	21	15	36	\$16,768,100
110	Rick	Maiella	Howard Hanna	34	39	73	\$16,762,368
111	Wendy	Kelly	Berkshire Hathaway The Preferred Realty	41	25	66	\$16,737,936
112	Nancy	Rossi	RE/MAX Select Realty	39	17	56	\$16,720,650
113	Judi	Agostinelli	Century 21 Frontier Realty	33	16	49	\$16,642,225
114	Miranda	Micire	Compass RE	7	36	43	\$16,630,907
115	Jeannine	Mullen	Howard Hanna	12	17	29	\$16,626,001
116	Amanda	Shingleton	Berkshire Hathaway The Preferred Realty	31	32	63	\$16,511,310
117	Ned	Bruns	RE/MAX Select Realty	19	18	37	\$16,237,205
118	Libby	Sosinski	Keller Williams Realty	161	16	177	\$16,163,700
119	John	Adair	Coldwell Banker	27	24	51	\$16,062,021
120	Andrew	Dellavecchia	RE/MAX Select Realty	35	38	73	\$15,984,550
121	Joshua	Crowe	Berkshire Hathaway The Preferred Realty	44	24	68	\$15,944,605
122	Magen	Bedillion	Berkshire Hathaway The Preferred Realty	20	40	60	\$15,938,940
123	Marcia	Dolan	Berkshire Hathaway The Preferred Realty	21	15	36	\$15,829,160
124	Patty	Pellegrini	Berkshire Hathaway The Preferred Realty	17	14	31	\$15,777,261
125	Danielle	Mach	Howard Hanna	13	9	22	\$15,729,675
126	Kassie	Cable	Howard Hanna	17	17	34	\$15,679,317
127	Colleen	Anthony	Howard Hanna	18	13	31	\$15,653,762
128	Sara	McCauley	Berkshire Hathaway The Preferred Realty	41	22	63	\$15,645,500
129	Camille	Miele	Realty ONE Gold Standard	32	29	61	\$15,572,200
130	Kimberly	Maier	Berkshire Hathaway The Preferred Realty	24	14	38	\$15,496,777
131	Matthew	Shanty	Exp Realty	26	24	50	\$15,496,240
132	Jackie	Horvath	Howard Hanna	16	23	39	\$15,434,355
133	Lorraine	DiDomenico	Berkshire Hathaway The Preferred Realty	29	21	50	\$15,416,578
134	Elaine	Howe	Berkshire Hathaway The Preferred Realty	19	14	33	\$15,137,100

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
135	Luz	Campbell	Coldwell Banker	15	10	25	\$15,116,500
136	Shane	Smith	Coldwell Banker	27	25	52	\$15,099,780
137	Mindy	Pry	Piatt Sotheby's International Realty	17	10	27	\$14,989,500
138	Robert	Moncavage	Priority Realty, LLC	127	7	134	\$14,972,441
139	Debra	Donahue	Howard Hanna	18	18	36	\$14,954,450
140	Ryan	Stoner	RE/MAX Infinity	28	32	60	\$14,886,655
141	Francesca	Ferrara	Castle Realty	37	27	64	\$14,867,904
142	Daniel	Howell	Coldwell Banker	32	33	65	\$14,846,791
143	Linda	DiBucci	Piatt Sotheby's International Realty	6	7	13	\$14,797,000
144	Richard	Hawkinberry	Howard Hanna	11	12	23	\$14,680,450
145	Mark	Ratti	RE/MAX Select Realty	30	15	45	\$14,625,131
146	Andrew	Klima	Howard Hanna	7	6	13	\$14,583,999
147	Eli	LaBelle	RE/MAX Select Realty	17	26	43	\$14,524,830
148	Paula	Harnish	Keller Williams Realty	34	30	64	\$14,481,995
149	Mary Anne	Hanna	Howard Hanna	5	6	11	\$14,435,277
150	Denise	Ardisson	Realty ONE Gold Standard	31	21	52	\$14,425,833

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TOP 200 STANDINGS

Teams and Individuals Closed date from January 1 - November 30, 2025

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
151	Lauren	Klein	Coldwell Banker	25	15	40	\$14,253,090
152	Jennifer	Waters	Howard Hanna	13	18	31	\$14,189,900
153	Gia	Albanowski	Berkshire Hathaway The Preferred Realty	17	9	26	\$14,101,808
154	Dustin	Hook	RE/MAX Select Realty	14	9	23	\$13,997,400
155	Tina Marie	Cicero	Compass RE	14	22	36	\$13,783,504
156	Roxane	Agostinelli	Keller Williams Realty	18	14	32	\$13,769,857
157	Vicki	Rutherford	Berkshire Hathaway The Preferred Realty	40	8	48	\$13,757,201
158	Pamela	Willis	Howard Hanna	43	23	66	\$13,753,925
159	Malinda	Koncar	Berkshire Hathaway The Preferred Realty	32	18	50	\$13,734,886
160	Lindy	Sgambati-Cox	Berkshire Hathaway The Preferred Realty	26	25	51	\$13,612,350
161	Sharon	St. Clair	Keller Williams Realty	18	7	25	\$13,606,400
162	Long	Pham	Exp Realty	19	21	40	\$13,529,027
163	Nichole	Merrell	Coldwell Banker	26	12	38	\$13,508,201
164	Molly	Howard	Piatt Sotheby's International Realty	12	5	17	\$13,456,326
165	Amy	Logan	RE/MAX Select Realty	42	19	61	\$13,390,750
166	Judi	Sahayda	Keller Williams Realty	26	10	36	\$13,354,399
167	Scott	LaRocca	Berkshire Hathaway The Preferred Realty	29	33	62	\$13,297,700
168	Dawn	Landis	Compass RE	12	15	27	\$13,277,067
169	Wendy	Weaver	Howard Hanna	14	9	23	\$13,128,332
170	Krista	Lorenzo	Coldwell Banker	20	24	44	\$13,075,600
171	Denise	Bortolotti	Piatt Sotheby's International Realty	12	12	24	\$13,036,912
172	Lori	Maffeo	Berkshire Hathaway The Preferred Realty	31	14	45	\$13,030,711
173	Melissa	Shipley	Berkshire Hathaway The Preferred Realty	26	21	47	\$12,968,693
174	Nancy	Evans	Berkshire Hathaway The Preferred Realty	12	12	24	\$12,927,730
175	Gina	Gruden	Howard Hanna	11	10	21	\$12,922,804
176	Lexi	Mayorova	Coldwell Banker	17	35	52	\$12,879,750
177	Vic	Franceschini	Keller Williams Realty	13	27	40	\$12,842,575
178	Robert	Dini	Berkshire Hathaway The Preferred Realty	22	17	39	\$12,818,900
179	Rosina	Scalamogna	Howard Hanna	21	15	36	\$12,788,032
180	Erica	Shulsky	Exp Realty	15	17	32	\$12,762,316
181	Eric	Tallon	Berkshire Hathaway The Preferred Realty	16	42	58	\$12,720,400
182	Tracy	Harris	Berkshire Hathaway The Preferred Realty	11	17	28	\$12,698,000
183	Christine	Laboon	Coldwell Banker	22	24	46	\$12,667,901

#	First Name	Last Name	Office	List	Sold	Total	Total Sales
184	Justin	Riapos	LifeSpace	35	31	66	\$12,596,251
185	Susan	Deely	1 Percent Lists	29	13	42	\$12,347,682
186	Melissa	Woods	Realty ONE Gold Standard	13	32	45	\$12,329,969
187	Julie	Welter	Howard Hanna	11	9	20	\$12,254,345
188	Max	Hofmann	Howard Hanna	7	11	18	\$12,242,508
189	Carroll	Ferguson	Howard Hanna	4	8	12	\$12,226,595
190	Rachel	Marchionda	Howard Hanna	31	20	51	\$12,188,140
191	Pamela	Morford	Berkshire Hathaway The Preferred Realty	8	7	15	\$12,163,400
192	Katina	Boetger-Hunter	Coldwell Banker	37	21	58	\$12,140,600
193	Melissa	Palmer	Brokers Realty	17	12	29	\$12,101,300
194	Andrea	McIntosh	Berkshire Hathaway The Preferred Realty	29	20	49	\$12,078,150
195	Dora	Rudick	Coldwell Banker	12	23	35	\$12,076,761
196	Deborah	Reddick	RE/MAX Realy Brokers	21	15	36	\$12,074,230
197	Diana	Mathison	Howard Hanna	11	4	15	\$12,074,050
198	Carrie	Greer	RE/MAX Infinity	27	24	51	\$12,069,940
199	Arah	Katz	Berkshire Hathaway The Preferred Realty	16	21	37	\$12,008,765
200	Aida	Agovic-Corna	RE/MAX Select Realty	12	26	38	\$11,981,450

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