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## Heidi Michaels

On the Rise  
**JOJO ZHANG  
MARINO**

Agent Feature  
**PAOLO  
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RIGHT ON TIME



Partner  
Spotlight:  
**STUDIO41**





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# Contents

## PROFILES



**16** Jojo Zhang Marino



**28** Paolo Ancona

## IN THIS ISSUE

- 6 Preferred Partners
- 9 Meet The Team
- 11 **Publisher's Note:** Can we be honest with each other?
- 12 **Partner Spotlight:** Studio41
- 16 **On The Rise:** Jojo Zhang Marino
- 22 **Cover Story:** Heidi Michales
- 28 **Agent Feature:** Paolo Ancona
- 32 **Top 200 Standings**



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CHICAGO TITLE

**Buyer's Estimate**

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Closing Costs >	

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# Can we be honest with each other?



June is where the year starts to tell the truth.

The goals we set in January are no longer ideas. We can see what is working, what is not, and where things need to be tightened up. The market has picked up, we are being pulled in different directions, and the pace is real.

This is where separation starts to happen.

In a market like the North Shore, a lot of agents start strong. Not everyone sustains it. The ones who do stay consistent when things get busy, when distractions stack up, and when the day-to-day starts pulling them in different directions.

That's *North Shore Real Producers!*

It was on full display at last month's event, bringing together Real Producers from across Chicagoland. Our team is finalizing photos, so stay tuned next month to see who was in the room.

In the meantime, I will leave you with this: Are you operating at the level you set out to in January?

If yes, keep pushing.



If not, there is still time to adjust.

That is the opportunity this industry gives you!

**Andy Burton**  
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# STUDIO41

*Beyond a Showroom*

BY LAUREN YOUNG  
PHOTOS BY HEATHER BAIGELMAN PHOTOGRAPHY



For REALTORS® helping clients navigate homes that need design vision, updates, or a strategic refresh, having a trusted partner can make all the difference. Studio41 has built its reputation on being that resource, offering real estate professionals and their clients a place where expertise, selection, and service exceed expectations.

Founded more than twenty-five years ago, Studio41 Home Design Showroom operates as a full-service kitchen and bath showroom with far broader reach than many assume. The company's family legacy began more than fifty years ago when Isaac Silver immigrated to the United States and founded the Logan Square Remodeler Supply Company. In the late 90s, his son, Lou Silver, expanded the company with a vision for design-focused showrooms that serve both homeowners and industry professionals. Today, the third generation of the Silver family continues to lead the company, blending their deep industry knowledge with a modern approach to service.

From its twelve Chicagoland home design showrooms, Studio41 provides products for nearly every interior space in a home in their Studio41 Home Design Showrooms as well as their Kohler Stores by Studio41 and Studio41 Premier Outlet locations. The company's offerings include cabinetry, countertops, tile, plumbing fixtures, hardware, lighting, flooring, and windows. In addition to a wide variety of staple kitchen and bath fixture brands like Kohler, Grohe, Delta/Brizo, Moen, and more, customers have the ability to choose from cabinetry that is manufactured in-house—options include everything from in stock and budget-friendly options to luxury custom products.

This wide range allows REALTORS® to bring clients to one place, whether the need is a quick revitalization before listing or a long-term renovation plan for buyers who love the home but want to change key spaces. The team's leadership says, as they also state on their website, "No matter how large or small your project, whether you are buying a single item or for a whole house, we have the products, staff, and service to meet your needs."

A common misconception among consumers, the team notes, is that a beautiful showroom automatically means high prices. Studio41 directly counters that notion: clients find competitive pricing across multiple product categories. With more than a dozen cabinetry lines alone, for example, the company matches big-box store pricing at higher quality levels while also supporting bespoke design projects. This kind of flexibility lets REALTORS® feel confident when recommending Studio41 to clients with varying budgets and timelines.

But what truly differentiates Studio41 is its people. The company employs nearly 500 team members including designers, sales consultants, customer service specialists, warehouse staff, and delivery professionals. "Many of our Studio41 designers and consultants bring decades of experience to each project. From the earliest ideas and vision through installation and post-project support, we maintain hands-on involvement, coordinating closely with contractors and tradespeople to ensure the smooth and accurate execution of each project," the team says.

Studio41 knows that when REALTORS® are navigating complex transactions, dependable support really matters, and during showings and inspections, agents often face questions about renovation costs, quality issues, and upgrade potential. Studio41 provides REALTORS® with reliable estimates, guidance, and education to help them move deals forward with clarity. Whether they are advising on kitchen updates to improve listing appeal or helping buyers understand what it might cost to remodel after closing, the Studio41 team acts as an extension of a broker's expertise.

Education plays a major role in the company's dedicated relationship with



the real estate community too. Studio41 regularly hosts seminars and workshops for real estate offices, focusing on topics such as recognizing quality materials during walkthroughs, understanding current design trends, and repositioning challenging listings to gain momentum. These sessions aim to empower REALTORS® with practical knowledge they can apply immediately in the field.

The company also values referral relationships. Studio41 offers a referral program designed to recognize and reward REALTORS® who bring clients to the showroom. Studio41's leadership



emphasizes that referrals are not transactional but relational. “The goal is to create a partnership where REALTORS®, clients, and Studio41 all benefit from a seamless experience that’s built on trust and results,” they say.

Despite the economic shifts and industry disruptions over the years, Studio41 has remained steady. Notably, the company retained its full team through market downturns, including the 2008 housing crisis and the pandemic. Leadership credits this stability to their client-first philosophy and commitment to long-term relationships over short-term gains. In an era where online purchasing dominates, Studio41 continues to emphasize the value of expert guidance, personal service, and accountability.

Looking ahead, Studio41 plans to continue expanding its role as a premier design resource both regionally and nationally. With showrooms serving clients daily and products being shipped across the country, the company aims to grow while staying grounded in its family-owned business values. In fact, it would be fair to say that their client-first philosophy is a value, not just an approach. “To us, success is measured by extremely satisfied customers and repeat referrals,” says the team. When homeowners and REALTORS® recommend Studio41 to others, that endorsement signals the company is delivering on its promise—something they plan to do for generations to come. 🏠

**CONTACT US!**

To reach Studio41 Home Design Showroom and learn more about the services it provides its clients, visit their website <https://studio41.com> or email Tina Guziec, Studio41’s Trade Development Lead, at [tina.guziec@studio41.com](mailto:tina.guziec@studio41.com). Also contact Tina if you are interested in setting up a free educational workshop for your REALTOR® team.

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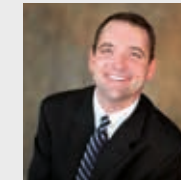


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**MARINO**

BY CHRIS MENEZES  
PHOTOS BY SONYA MARTIN



**“Selling real estate has made me a fortune so far. I want to utilize what I have learned in the industry to help my clients build their wealth as well.”**

Jojo Zhang Marino likes to win. She likes to sell. And she’s not afraid to bet on herself. That confidence has carried her across countries and careers into a real estate business that’s built on instinct, ambition, and bold decisions.

Jojo, who is from Harbin, China, has always had an entrepreneurial spirit and a clear vision for her working life: “I want to make my fortune, then retire early,” she says.

It’s the kind of answer that might catch some people off guard. But Jojo doesn’t dress things up. She says what she means, and she means what she says. It’s a confidence that fuels her drive and ability to take risks.

One of the boldest decisions she’s ever made was at the age of twenty-one, when, after meeting her future husband, Nick Marino, she decided to leave everything she knew behind and come to the United States.

“I came to a foreign country for love,” she says. “Meeting my husband when I was twenty-one changed my life.”

Chasing opportunity, however, was never foreign to Jojo. After earning her bachelor’s degree, she built a successful career in corporate sales. She quickly realized that she loved sales and was good at it too.

During the COVID-19 pandemic, she began to reevaluate what she wanted and what kind of future she was building. She had a good job with plenty of opportunity, but she eventually decided that if she was going to be selling

anything, she should be selling real estate.

“I quit my job and even turned down a potential offer from a desired company that I’d wanted to work for to focus on real estate,” she says. “That [turning down that company] was the hardest decision.”

But betting on herself paid off. Since launching her career, Jojo has quickly found success. Today, she runs the Jojo Marino Group at Real Brokerage, helping clients achieve their goals while building wealth.

For Jojo, real estate is about freedom, opportunity, and long-term wealth—for her clients and herself.

“Selling real estate has made me a fortune so far,” she says. “I want to utilize what I have learned in the industry to help my clients build their wealth as well.”

That mindset is part of what drives her. So is being recognized for her work: “When people recognize my work and appreciate what I did for them is the most rewarding part,” she says.

Outside of real estate, you’ll find Jojo spending time with her family and friends. She and Nick love traveling the world and dining at great restaurants together. “Nick is an amazing husband and a good friend. He will always be there when you need him, and he is always ready to help others,” she says. Jojo remains close with her mom, Fengyan Sun, and they both treasure simple moments like morning walks and finding fun things to do together. Jojo also enjoys cooking and sharing meals,



**“Don’t go against your gift.  
Cultivate what you have  
and nurture it.”**

and talking about life with her in-laws, Frank and Anna.

Jojo continues to push herself and follow her innate sense of curiosity too. She started playing tennis a year ago and loves learning new things. She also enjoys reading, exercising, and listening to music, as well as talking about investing, real estate, and any exciting new subject she discovers.

She’s passionate about making a positive impact too. Jojo supports animal shelters, is involved with Toastmasters International, and has volunteered for Habitat for Humanity.

“If your existence makes a slight positive impact in the world, that’s all that matters,” she says.

Jojo’s advice to up-and-coming agents is actually something anyone can use: “If it isn’t too hard to be excellent at what you do that means you are a natural, that you are gifted [at it],” she says. “Don’t go against your gift. Cultivate what you have and nurture it.”

Success, to Jojo, is simple: “[It’s about] Being with people you love and people who love you,” she says. “And not worrying about money.”

It’s a definition she seems to be living every day through building wealth, creating freedom, and sharing it with the people who matter most. If we can learn anything from Jojo’s story about not being afraid to bet on herself, it is that fortune really does seem to favor the bold. ▀



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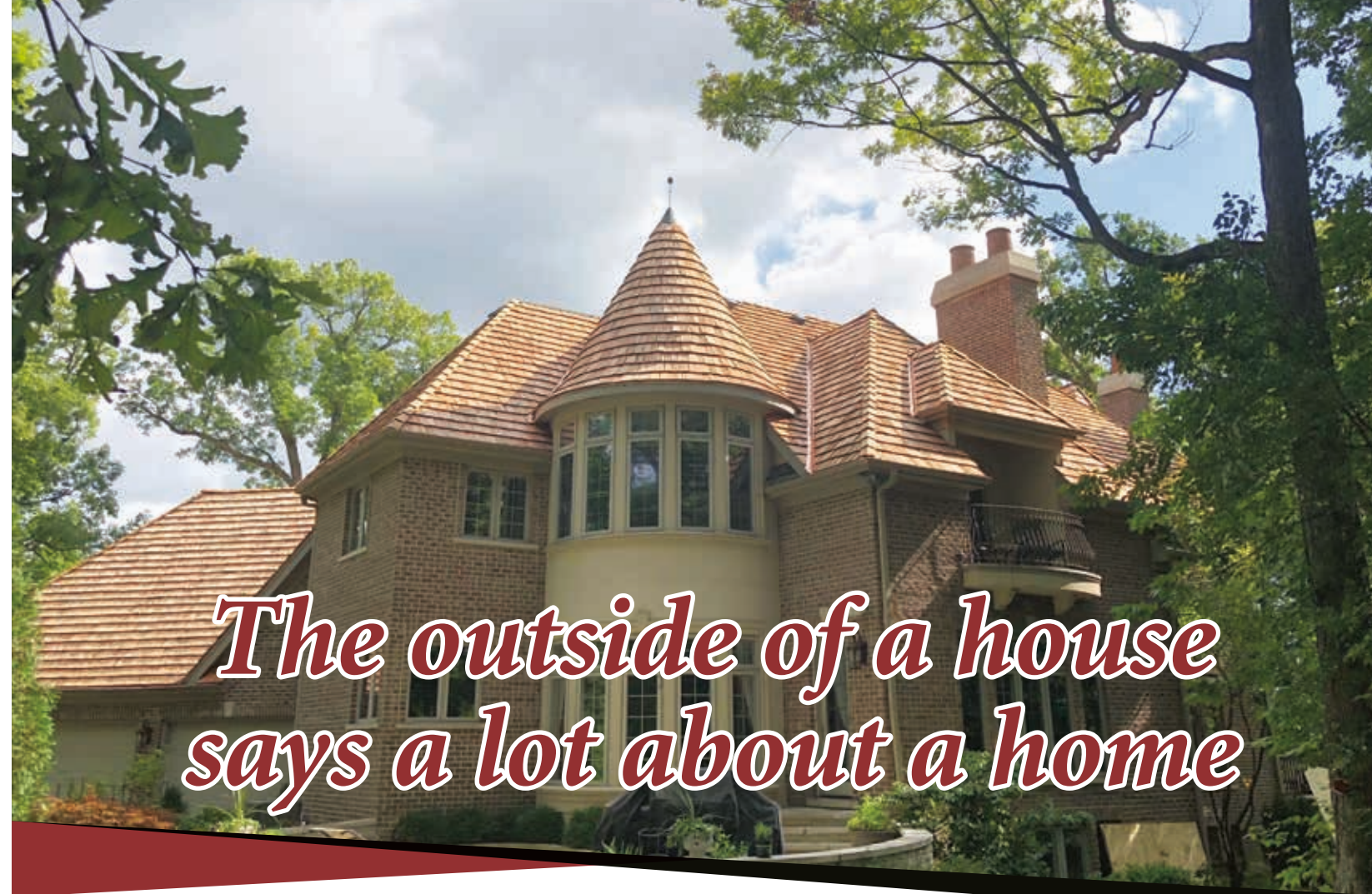


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# Heidi Michaels

**Right  
on Time**  
BY CHRIS MENEZES  
PHOTOS BY JOE CASTELLO

When Heidi Michaels was fifty years old, she made a decision that would change the course of her life. It didn't start with a grand plan or strategy. It started with an encouraging conversation with her cousin, Scott, and a \$350 Groupon for a real estate class.

“Easily the best investment I've ever made,” she says of that class. “Even now, I still have to pinch myself. I feel truly fortunate that this is the work I get to do every day!”

For Heidi, the path to real estate came into view after time spent working in the fashion industry and the many years she spent focused on something else entirely: her family.

Raised in unincorporated Des Plaines, Heidi and her siblings grew up in a close-knit household. At the center of it all was her mother, Paula, who Heidi describes simply and powerfully as her “best friend, partner in crime, the person who was always by my side.” Heidi and her siblings remain close and are very supportive of each other. “My sister dedicates her life to helping others, opening and running programs that assist children and families. My brother is an accomplished attorney who is always there for family,” she says.

Heidi graduated from college with a degree in fashion merchandising, along with double minors in psychology and business. Early in her career, she spent time traveling as a sales rep, but quickly realized that life on the road wasn't the right fit for her. She then worked for her aunt and had the opportunity to watch her build her shoe business, Shirise, from just two tables inside a clothing store into a world-renowned, high-end boutique in Glencoe.

“That experience was incredibly inspiring,” says Heidi. “My aunt had such a strong work ethic, and I saw how passion, [product and service] quality, professionalism, **CONTINUED ►**



and personal touch made all the difference in her business. Her business model left a lasting impression on me, and I carry that lesson with me every day.”

In the next years, Heidi’s family grew and she prioritized her life around raising her two daughters who are now adults. “I feel incredibly grateful to be the mother of two independent, successful daughters, Payton and Kendall, who make me proud to be their mother every single day,” Heidi shares. “The bond I share with them reflects the beautiful relationship I was so lucky to have with my mother. That is something I cherish deeply, to my core.”

Heidi officially began her real estate career in October 2016, joining @properties, which quickly became her “new home.”

From the beginning, Heidi has built her business through client relationships and service. “To me, it’s essential, whether you’re handing over the keys or receiving them, that the client experience is smooth, seamless, and as stress-free as possible,” she says. “And I’m proud to say that, to date, I have helped clients buy and sell over \$100M in properties.”

To Heidi, the most meaningful part of her work is staying connected with her clients after the deals have closed—getting



Heidi with her family.

to watch them settle into their new homes, see their families grow, and more.

“I am forever grateful for the clients who trust me with such an important part of their lives,” she says.

Heidi particularly enjoys the very strategic aspects of real estate—the art of negotiation, the challenge of finding the right path forward, and more—but even that passion is rooted in something deeper: helping her clients achieve what matters most to them.

“I am deeply passionate about building meaningful relationships not only with my clients, but also with fellow REALTORS® across all brokerages,” says Heidi. “I believe strong connections and mutual respect are key to creating successful outcomes for everyone involved.”

Outside of real estate, Heidi keeps life simple. She finds peace in walks with her French bulldog, Stella, and long bike rides listening to country music. She also enjoys sitting by the water with a good book, and carving out quiet time to recharge.

“I take life day by day because the truth is, none of us really knows what the future holds,” she says. “But that’s part of what makes it so exciting! I remind myself and others, ‘Go after your dreams and the rest will follow.’ Because I believe that whenever one door closes, another opens, and that outcomes are shaped by your perspective and how you respond to challenges. There are no real mistakes in life, only learning experiences that guide you forward. Stay open, keep moving forward, and embrace whatever comes next.”



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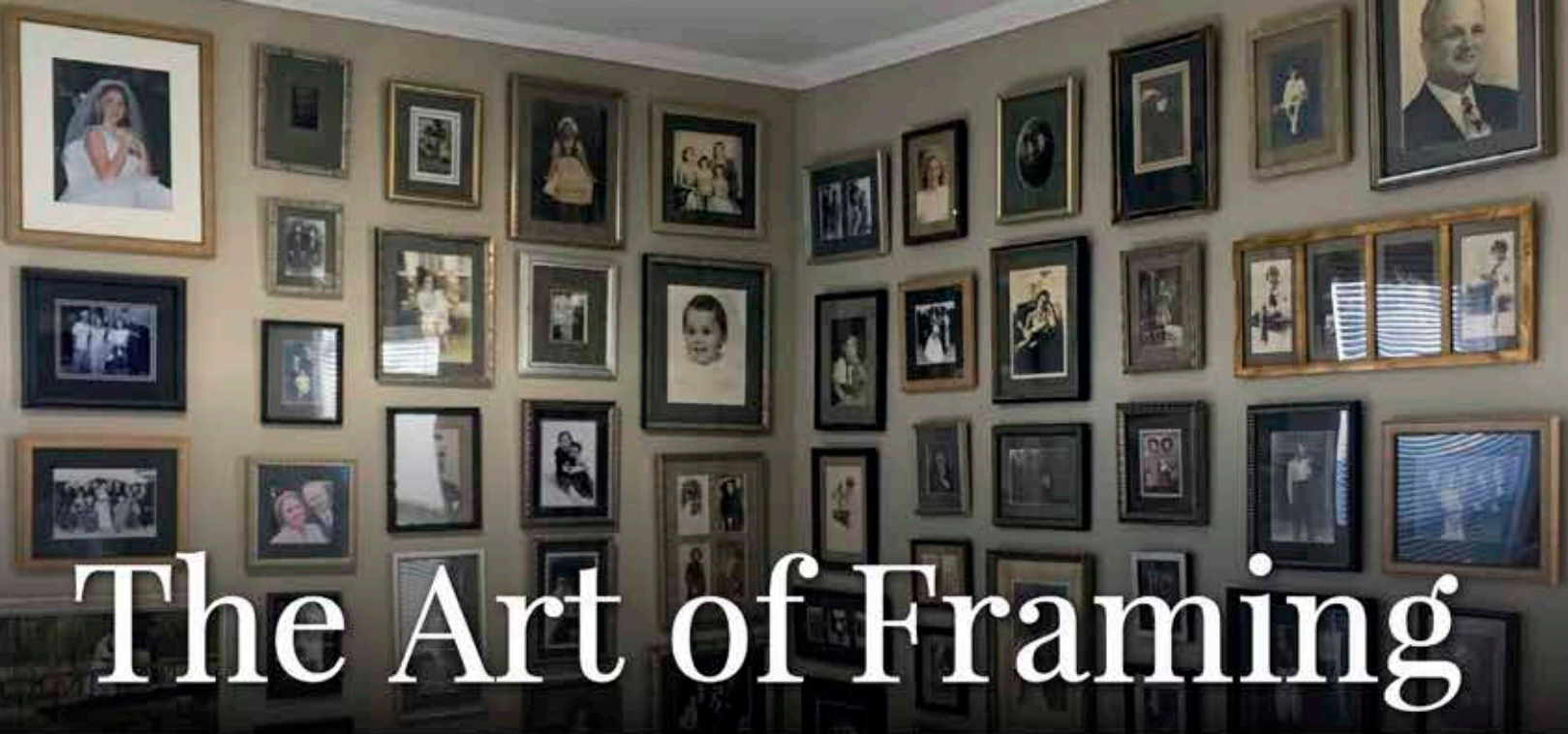
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One of the biggest shifts in 2026 is the move from generic listing videos to intentional storytelling. Cinematic visuals, authentic testimonials, and behind-the-scenes moments are outperforming traditional marketing because they create emotional resonance—not just awareness.

Impact also means longevity. A single well-crafted brand film can influence perception for years, while short-form reels drive daily engagement across social platforms. Together, they create a layered strategy that amplifies visibility, credibility, and conversion.

In a world where everyone can create content, impact is no longer about having more video—it's about having the right video.

For real estate professionals looking ahead, the future is clear:

Don't just market homes. Create impact.

# Paolo Ancona

STRATEGY  
MEETS  
EMPATHY

BY LAUREN YOUNG  
PHOTOS BY STYLES MEDIA

“Success doesn’t happen overnight; consistency, hard work, and putting your clients’ needs first will always set you apart,” says REALTOR® Paolo Ancona, co-founder of the Luxe Signature Group with Coldwell Banker Realty.

Originally from a small town in Italy, strong family ties and well-established traditions shaped his future values. He grew up admiring his family’s work ethic and entrepreneurial spirit, which planted the seeds for his own future in business.

“I’ve always looked up to my family for instilling discipline and perseverance as key values, and to the business leaders and mentors who inspired me to take risks and build something of my own,” he says. “Those influences are what ultimately led me into real estate and shaped the way I serve my clients today.”

At just nineteen, Paolo made the bold decision to move to the United States with little more than determination and a willingness to start over. The transition wasn’t easy, especially as he had to adapt to a new culture and language. He found work in construction, and it would be his years of experience on job sites that would give him not only a deep understanding of construction, but also provide him with a perspective few agents are able to offer.

Thanks to his refined background in construction, Paolo developed a discerning eye for quality, craftsmanship, and detail. In 2018, he decided to elevate his expertise into a career in real estate, becoming a REALTOR® who is dedicated to guiding clients toward exceptional homes that reflect their lifestyle and vision. His mission is to provide an elevated, seamless experience through one of life’s most meaningful investments.

“I wanted a career that would allow me to work closely with people and create a meaningful impact,” Paolo says. “Becoming a REALTOR® brought together my passion for real estate, my entrepreneurial drive, and my commitment to guiding clients with intention, clarity, and confidence.”

The early days were challenging as Paolo worked to build a new career from the ground up. He faced the uncertainties



**“Real estate is not just about property; it’s also about trust...Being chosen to guide clients is an honor I don’t take lightly.”**

of entrepreneurship while learning the nuances of real estate in a competitive market. He approached every challenge as a learning opportunity and never stopped improving.

“Perseverance and a refusal to give up have been key to where I am today,” he says.

Now, Paolo leads the Luxe Signature Group alongside his business partner, REALTOR® Gina Lepore. Their partnership, formalized in April 2025, reflects the balance that defines his entire career: the concept of strategy meets empathy.

“Our team is best at harmonizing results with relationships,” Paolo says. “We not only deliver strong outcomes for our clients, but we also make sure they feel heard, supported, and understood throughout every step of the process.”

Paolo and Gina’s complementary strengths have already proven powerful in action. While Paolo quickly became a top producer because of his internal

drive and business savvy, Gina brings an incredible ability to understand clients’ needs, connect with them on a personal level, and ensure they feel at ease.

“Our teamwork and communication leads to success, even under pressure,” he says. “Gina’s empathy and intuition complement my focus on results, and together we make a stronger, more effective team.”

For Paolo, real estate has always been about more than transactions. It’s about relationships built on integrity.

“Real estate is not just about property; it’s also about trust,” he says. “Being chosen to guide clients is an honor I don’t take lightly.”

That mindset has made him not only a top-producing REALTOR® but also a respected partner among peers and valued by his close family. When he’s not working, Paolo’s focus shifts to family, food, and community. Cooking remains one of his favorite ways to unwind—a nod to his Italian heritage and love for connecting over a good meal.



“I could talk about cooking and food all day. It’s my way of connecting with my roots and creating memories,” says Paolo.

He’s also passionate about giving back. Paolo supports charities that focus on housing, education, and helping families in need—causes that reflect his belief in opportunity and stability for all.

“I’m passionate about supporting organizations that make a real difference,” he says. “Real estate is central to my future because it allows me to build a lasting business and legacy, both through the clients I serve and groups I support.”

Looking forward, Paolo hopes to grow the Luxe Signature Group into a bigger, higher-performing team. He sees this as the best way to increase his impact on more clients, agents, and partners.

“I aim to continue expanding my team, mentoring others, and innovating in the industry while maintaining the personalized service my clients expect,” he says. “Success is simple for me: it’s about hard work, perseverance, and achieving personal and professional milestones, all while making a difference in the lives of others.”



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# TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to April 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	38	\$31,190,240	41	\$29,507,653	79	\$60,697,892
2	Jena	Radnay	10	\$32,576,900	7	\$26,325,000	17	\$58,901,900
3	Bill	Flemming	96	\$43,153,324	21	\$9,410,107	117	\$52,563,431
4	Daynae	Gaudio	100	\$41,565,625	0	\$0	100	\$41,565,625
5	John	Morrison	21.5	\$24,303,312	10.5	\$9,522,500	32	\$33,825,812
6	Connie	Dornan	21	\$21,108,000	13	\$11,968,500	34	\$33,076,500
7	Holly	Connors	23	\$14,381,000	19	\$12,839,869	42	\$27,220,869
8	Cory	Green	4	\$5,338,000	19	\$21,450,000	23	\$26,788,000
9	Pam	MaCpherson	11	\$14,894,500	9	\$10,790,000	20	\$25,684,500
10	Leslie	McDonnell	27	\$16,297,762	14	\$7,029,970	41	\$23,327,732
11	Paige	Dooley	6	\$14,186,000	5	\$8,836,000	11	\$23,022,000
12	Mark	Ahmad	8	\$11,095,186	7	\$10,545,036	15	\$21,640,222
13	Dawn	McKenna	2	\$3,045,000	5	\$18,050,000	7	\$21,095,000
14	Craig	Fallico	15.5	\$12,577,500	12	\$7,787,526	27.5	\$20,365,026
15	Andra	O'Neill	9.5	\$14,318,600	4	\$4,935,000	13.5	\$19,253,600
16	Anne	Dubray	11	\$8,833,500	10	\$9,385,000	21	\$18,218,500
17	Kate	Fanselow	8.5	\$7,452,500	8	\$8,252,500	16.5	\$15,705,000
18	Jacqueline	Lotzof	8	\$8,236,000	9	\$7,096,500	17	\$15,332,500
19	Maria	DelBoccio	12	\$8,548,900	9	\$6,026,000	21	\$14,574,900
20	Jim	Starwalt	15	\$4,583,000	27	\$9,690,490	42	\$14,273,490
21	Margie	Brooks	3.5	\$5,965,000	4	\$8,256,000	7.5	\$14,221,000
22	Harris	Ali	2	\$1,118,500	9	\$12,285,000	11	\$13,403,500
23	Megan	Mawicke Bradley	2	\$4,200,000	4	\$8,856,000	6	\$13,056,000
24	Susan	Maman	3.5	\$6,944,000	3.5	\$5,580,000	7	\$12,524,000
25	Steve	Mcewen	4	\$6,960,000	5	\$5,484,000	9	\$12,444,000
26	Deborah	Hepburn	2.5	\$3,477,000	5	\$8,799,000	7.5	\$12,276,000
27	Dean	Tubekis	8.5	\$7,571,600	8	\$4,603,100	16.5	\$12,174,700
28	Kim	Alden	7	\$3,521,000	16	\$8,199,840	23	\$11,720,840
29	Grace	Flatt	2	\$3,450,000	6	\$8,239,000	8	\$11,689,000
30	Sarah	Leonard	18	\$6,833,550	12.5	\$4,775,240	30.5	\$11,608,790
31	Mona	Hellinga	3	\$7,885,000	1	\$3,695,000	4	\$11,580,000
32	Jamie	Hering	20	\$7,190,700	8	\$3,956,400	28	\$11,147,100
33	Marlene	Rubenstein	2.5	\$1,865,000	4.5	\$9,160,000	7	\$11,025,000
34	Ann	Lyon	2	\$3,675,000	6	\$7,292,500	8	\$10,967,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Yuriy	Nydza	3	\$1,104,800	22	\$9,720,605	25	\$10,825,405
36	Jackie	Mack	10	\$6,693,500	5	\$3,948,000	15	\$10,641,500
37	Monica	Corbett	2	\$8,690,000	1	\$1,910,000	3	\$10,600,000
38	Beth	Wexler	6	\$6,920,000	4.5	\$3,664,162	10.5	\$10,584,162
39	Karen	Skurie	8	\$6,737,278	4	\$3,846,678	12	\$10,583,956
40	Julie	Schultz	2	\$1,622,000	9	\$8,330,000	11	\$9,952,000
41	Nicholas	Solano	17	\$9,880,372	0	\$0	17	\$9,880,372
42	Vittoria	Logli	6.5	\$6,938,450	1.5	\$2,910,000	8	\$9,848,450
43	Janet	Borden	4.5	\$4,763,500	6	\$5,003,453	10.5	\$9,766,953
44	Mary	Summerville	9.5	\$6,754,890	3.5	\$2,992,500	13	\$9,747,390
45	Susan	Amory Weninger	5.5	\$9,043,850	1	\$627,000	6.5	\$9,670,850
46	Elias	Masud	2.5	\$3,215,000	4	\$6,345,579	6.5	\$9,560,579
47	Jodi	Cinq-Mars	16.5	\$6,129,200	12	\$3,395,400	28.5	\$9,524,600
48	Mimi	Maman	3.5	\$6,944,000	1.5	\$2,375,000	5	\$9,319,000
49	Sally	Mabadi	5.5	\$9,292,500	0	\$0	5.5	\$9,292,500
50	Lisa	Wolf	12.5	\$7,130,500	6	\$2,067,700	18.5	\$9,198,200

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# TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to April 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Cory	Albiani	5	\$3,418,000	7	\$5,767,000	12	\$9,185,000
52	Matthew	Messel	6	\$2,806,000	13	\$6,347,875	19	\$9,153,875
53	Debbie	Glickman	3	\$2,765,500	6	\$6,274,000	9	\$9,039,500
54	Wayne	Caplan	1	\$9,000,000	0	\$0	1	\$9,000,000
55	Ted	Pickus	5	\$5,221,350	4	\$3,678,000	9	\$8,899,350
56	Kelly	Baysinger	5	\$4,001,500	7	\$4,443,390	12	\$8,444,890
57	Grigory	Pekarsky	1.5	\$849,500	16	\$7,477,500	17.5	\$8,327,000
58	Mary	Grant	2	\$4,035,000	2	\$4,270,000	4	\$8,305,000
59	Susan	Carey	0	\$0	1	\$8,300,000	1	\$8,300,000
60	Houda	Chedid	1	\$8,300,000	0	\$0	1	\$8,300,000
61	Gina	Shad	6	\$4,488,400	6	\$3,700,900	12	\$8,189,300
62	Nathan	Freeborn	5	\$5,465,000	4	\$2,622,900	9	\$8,087,900
63	Lauren	Marquardt	2	\$2,687,500	3	\$5,277,000	5	\$7,964,500
64	James	Streff	2.5	\$1,745,000	7	\$6,110,000	9.5	\$7,855,000
65	Laura	Fitzpatrick	2	\$5,300,000	2	\$2,500,000	4	\$7,800,000
66	Andrea	Miller	2	\$3,000,000	2	\$4,689,000	4	\$7,689,000
67	Chris	Veech	3	\$3,175,000	5	\$4,488,000	8	\$7,663,000
68	Deborah	Richwine	3	\$7,595,000	0	\$0	3	\$7,595,000
69	Lindy	Goss	1	\$305,000	3	\$7,225,000	4	\$7,530,000
70	Geoff	Brown	2	\$611,000	7	\$6,735,413	9	\$7,346,413
71	Rutul	Parekh	4	\$1,225,200	9	\$6,020,000	13	\$7,245,200
72	Aaron	Share	4	\$6,127,000	1	\$1,100,000	5	\$7,227,000
73	Debra	Baker	4	\$3,355,000	5	\$3,868,000	9	\$7,223,000
74	Ryan	Cherney	15	\$7,217,519	0	\$0	15	\$7,217,519
75	Trish	Herakovich	3	\$5,675,000	1	\$1,500,000	4	\$7,175,000
76	Tyler	Lewke	8.5	\$3,451,375	9.5	\$3,657,000	18	\$7,108,375
77	Joanne	Hudson	3	\$4,149,000	3	\$2,905,000	6	\$7,054,000
78	Allison	Silver	4	\$5,898,790	1.5	\$1,146,000	5.5	\$7,044,790
79	Honore	Frumentino	5	\$4,987,500	2	\$1,935,000	7	\$6,922,500
80	Carly	Jones	5	\$4,110,000	3	\$2,795,000	8	\$6,905,000
81	Robbie	Morrison	8	\$6,234,055	1	\$650,000	9	\$6,884,055
82	Benjamin	Fisher	3	\$2,275,000	3	\$4,534,500	6	\$6,809,500
83	Judy	Greenberg	6	\$4,435,027	4	\$2,292,000	10	\$6,727,027
84	Marina	Carney	2	\$2,137,500	3	\$4,579,000	5	\$6,716,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Meredith	Pierson	3.5	\$2,661,400	5.5	\$4,050,000	9	\$6,711,400
86	John	Barry	4	\$5,074,355	1	\$1,564,555	5	\$6,638,910
87	Danny	McGovern	4	\$3,716,000	5	\$2,905,000	9	\$6,621,000
88	Lisa	Trace	2.5	\$3,956,250	2	\$2,617,500	4.5	\$6,573,750
89	Lisa	Finks	3	\$6,569,000	0	\$0	3	\$6,569,000
90	Sherry	Esenberg	4	\$1,948,000	7	\$4,481,114	11	\$6,429,114
91	Eugene	Abbott	5	\$4,545,000	4	\$1,880,900	9	\$6,425,900
92	Nancy	Adelman	0	\$0	4	\$6,425,000	4	\$6,425,000
93	Kimberly	Shortsle	3	\$4,260,000	1.5	\$2,074,500	4.5	\$6,334,500
94	Victoria	Stein	2	\$3,780,000	3	\$2,510,000	5	\$6,290,000
95	Darragh	Landry	0	\$0	4	\$6,249,326	4	\$6,249,326
96	Kevin	Dombrowski	5	\$1,467,000	5	\$4,742,000	10	\$6,209,000
97	Cynthia	Poulakidas Tobin	2	\$2,656,000	3	\$3,548,200	5	\$6,204,200
98	Melissa	Siegal	2	\$1,925,000	4	\$4,279,000	6	\$6,204,000
99	Herbert	Straus	8	\$5,825,000	1	\$338,000	9	\$6,163,000
100	Tania	Forte	2	\$1,462,900	5	\$4,689,000	7	\$6,151,900

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# TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to April 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Winfield	Cohen	4	\$3,396,369	4	\$2,689,000	8	\$6,085,369
102	Amy	Diamond	8	\$4,000,000	5	\$2,038,683	13	\$6,038,683
103	Richard	Richker	0.5	\$710,500	3	\$5,280,000	3.5	\$5,990,500
104	Andrea Lee	Sullivan	10	\$3,967,900	5	\$2,015,900	15	\$5,983,800
105	Katrina	De Los Reyes	3	\$2,774,913	2	\$3,195,000	5	\$5,969,913
106	Vaseekaran	Janarthanam	3	\$2,176,000	9	\$3,777,000	12	\$5,953,000
107	Scott	Ottenheimer	3.5	\$3,311,000	2	\$2,557,500	5.5	\$5,868,500
108	Joey	Gault	4.5	\$5,860,500	0	\$0	4.5	\$5,860,500
109	Ashlee	Fox	4	\$3,497,000	3	\$2,265,000	7	\$5,762,000
110	Diana	Matichyn	6.5	\$2,769,000	6	\$2,926,000	12.5	\$5,695,000
111	Jerry	Doetsch	6.5	\$4,388,000	3	\$1,286,999	9.5	\$5,674,999
112	Shaun	Raugstad	3	\$2,580,000	3	\$3,029,000	6	\$5,609,000
113	Rafay	Qamar	3	\$1,062,200	9	\$4,542,332	12	\$5,604,532
114	Lori	Neuschel	1	\$5,600,000	0	\$0	1	\$5,600,000
115	Carrie	McCormick	2	\$2,011,000	1	\$3,575,000	3	\$5,586,000
116	Nicole	Hajdu	2	\$3,290,000	4	\$2,225,000	6	\$5,515,000
117	Brandy	Simon	2	\$2,099,000	1	\$3,400,000	3	\$5,499,000
118	Timothy	Dannegger	3	\$2,747,000	3	\$2,745,000	6	\$5,492,000
119	David	Pickard	6	\$2,898,500	4.5	\$2,576,750	10.5	\$5,475,250
120	Jodi	Taub	0.5	\$462,500	6	\$4,999,000	6.5	\$5,461,500
121	Phyllis	Bisceglie	1.5	\$5,445,000	0	\$0	1.5	\$5,445,000
122	Brandy	Isaac	4	\$4,177,413	1	\$1,255,000	5	\$5,432,413
123	Elizabeth	Wieneke	3	\$3,310,000	1	\$2,100,000	4	\$5,410,000
124	Megan	Weber	7	\$3,513,000	2	\$1,879,900	9	\$5,392,900
125	Connie	Barhorst	5	\$2,509,000	5	\$2,879,000	10	\$5,388,000
126	Renata	Pieczka	2	\$2,022,500	4	\$3,360,000	6	\$5,382,500
127	Courtney	Elko	4	\$3,127,500	4	\$2,241,500	8	\$5,369,000
128	Cindy	Lee	2	\$3,772,000	4	\$1,590,900	6	\$5,362,900
129	Caroline	Starr	3	\$1,755,000	6.5	\$3,561,500	9.5	\$5,316,500
130	Alan	Berlow	5	\$4,018,000	2	\$1,283,800	7	\$5,301,800
131	Michael	Lohens	3	\$1,511,250	5	\$3,784,500	8	\$5,295,750
132	Carleigh Mia	Goldsberry	2	\$2,040,000	2.5	\$3,234,500	4.5	\$5,274,500
133	Sarah	Anderson	2.5	\$2,218,000	6	\$3,050,000	8.5	\$5,268,000
134	Sally	O'Donnell	2	\$2,157,500	2	\$3,064,000	4	\$5,221,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jacqueline	Casino	4	\$2,220,000	6	\$2,992,401	10	\$5,212,401
136	Kristen	Esplin	3	\$3,920,000	1	\$1,285,000	4	\$5,205,000
137	Renee	Clark	4.5	\$3,178,250	2.5	\$1,994,990	7	\$5,173,240
138	Michael	Dickstein	1.5	\$2,672,500	2	\$2,485,000	3.5	\$5,157,500
139	C Bryce	Fuller	4	\$2,494,697	5	\$2,661,400	9	\$5,156,097
140	Samantha	Kalamaras	5	\$3,339,000	3	\$1,813,000	8	\$5,152,000
141	Lauren	Weiss	1	\$362,000	5	\$4,781,000	6	\$5,143,000
142	Brady	Andersen	2	\$4,149,000	1	\$985,000	3	\$5,134,000
143	Elizabeth	Smith	1	\$3,350,000	2	\$1,782,000	3	\$5,132,000
144	Sheryl	Graff	2	\$1,739,000	2.5	\$3,357,500	4.5	\$5,096,500
145	Jeff	Ohm	3	\$3,575,758	1	\$1,515,758	4	\$5,091,516
146	Bonnie	Tripton	1	\$1,720,000	1	\$3,367,000	2	\$5,087,000
147	Samantha	Trace	2.5	\$3,956,250	1	\$1,110,000	3.5	\$5,066,250
148	Cha	McDaniel	3	\$2,884,000	2	\$2,124,000	5	\$5,008,000
149	Derick	Creasy	4	\$2,709,900	4	\$2,285,000	8	\$4,994,900
150	Aaron	Masliansky	2	\$376,000	2	\$4,602,500	4	\$4,978,500

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# TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to April 30, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Jennifer	Rabito	1	\$1,285,000	3	\$3,667,550	4	\$4,952,550
152	Dan	Bergman	3	\$1,997,000	3	\$2,947,250	6	\$4,944,250
153	Tetiana	Konenko	3	\$1,613,100	9	\$3,325,990	12	\$4,939,090
154	Noah	Levy	1	\$865,000	4	\$4,074,018	5	\$4,939,018
155	Jill	Scott	0	\$0	2	\$4,920,000	2	\$4,920,000
156	Benyamin	Lalez	1.5	\$760,000	9	\$4,157,600	10.5	\$4,917,600
157	Elliot	Jaffe	4	\$3,115,000	2	\$1,701,000	6	\$4,816,000
158	Justin	Greenberg	4	\$2,346,100	3	\$2,460,000	7	\$4,806,100
159	Lynn	Romanek-Holstein	2	\$1,849,000	1	\$2,895,000	3	\$4,744,000
160	Alice	Berger	1	\$2,150,000	1	\$2,562,500	2	\$4,712,500
161	Gloria	Matlin	3	\$1,947,500	1	\$2,750,000	4	\$4,697,500
162	Kelly	Dunn Rynes	3	\$2,800,000	2	\$1,855,000	5	\$4,655,000
163	Michael	Graff	3	\$2,226,000	3.5	\$2,416,000	6.5	\$4,642,000
164	Coleen	Grenier	1	\$931,000	3	\$3,710,000	4	\$4,641,000
165	Kimberly	Meixner	1	\$1,245,000	4	\$3,395,100	5	\$4,640,100
166	Shaunna	Burhop	4.5	\$2,879,000	3	\$1,745,000	7.5	\$4,624,000
167	Howard	Meyers	0.5	\$1,500,000	2	\$3,121,500	2.5	\$4,621,500
168	Esther	Zamudio	5.5	\$1,712,750	10	\$2,904,900	15.5	\$4,617,650
169	Todd	Martin	2	\$1,291,000	3	\$3,284,000	5	\$4,575,000
170	Connie	Hoos	4.5	\$4,187,500	1	\$349,900	5.5	\$4,537,400
171	Kassie	Houlihan	1	\$3,300,000	2	\$1,225,000	3	\$4,525,000
172	Rita	Baba	2	\$1,470,000	5	\$3,024,500	7	\$4,494,500
173	Ashley	Arzer	2	\$836,000	8	\$3,634,500	10	\$4,470,500
174	Brad	Lippitz	0	\$0	2.5	\$4,470,000	2.5	\$4,470,000
175	Amy	Kite	7	\$2,793,501	4	\$1,671,890	11	\$4,465,391
176	Lauren	Mitrick Wood	0	\$0	4.5	\$4,456,005	4.5	\$4,456,005
177	Karen	Majerczak	0.5	\$130,000	6	\$4,322,000	6.5	\$4,452,000
178	David	Schwabe	4	\$1,897,400	6.5	\$2,537,450	10.5	\$4,434,850
179	Kathryn	Mangel	1	\$2,572,550	1	\$1,860,000	2	\$4,432,550
180	Emily	Destefano	3	\$2,104,000	3	\$2,295,000	6	\$4,399,000
181	Greg	Klemstein	10	\$3,934,321	1	\$461,000	11	\$4,395,321
182	Christopher	Paul	8.5	\$4,367,900	0	\$0	8.5	\$4,367,900
183	John	Baylor	2	\$3,170,000	1	\$1,190,000	3	\$4,360,000
184	Elizabeth	Bryant	3	\$3,705,000	1	\$650,000	4	\$4,355,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Jesus	Perez	3	\$780,000	11	\$3,539,900	14	\$4,319,900
186	Connie	Antoniou	3.5	\$4,302,500	0	\$0	3.5	\$4,302,500
187	Niki	Syllantavos	2	\$1,220,000	7	\$3,078,000	9	\$4,298,000
188	Izabela	Dianovsky	2	\$4,297,500	0	\$0	2	\$4,297,500
189	Benjamin	Lovinger	3	\$4,292,500	0	\$0	3	\$4,292,500
190	Cristina	Panagopoulos	5	\$2,766,000	3	\$1,494,000	8	\$4,260,000
191	Kathleen	Bauer	0	\$0	1	\$4,255,000	1	\$4,255,000
192	Cherie	Smith Zurek	5.5	\$2,378,500	4	\$1,844,000	9.5	\$4,222,500
193	Cheryl	Bonk	7	\$4,192,668	0	\$0	7	\$4,192,668
194	Linda	Little	7	\$4,192,668	0	\$0	7	\$4,192,668
195	Jody	Dickstein	1.5	\$2,672,500	1	\$1,519,000	2.5	\$4,191,500
196	Oskar	Wiatr	2	\$1,917,500	5	\$2,272,000	7	\$4,189,500
197	Miranda	Alt	7	\$2,809,000	4	\$1,376,990	11	\$4,185,990
198	Patricia	Kreuser	1.5	\$1,790,000	3	\$2,378,262	4.5	\$4,168,262
199	Michael	Thomas	6	\$3,143,095	3	\$1,006,720	9	\$4,149,815
200	David	Schwartz	1	\$623,000	6	\$3,517,990	7	\$4,140,990

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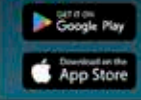
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