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OCTOBER 2026

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Julia
Alexander

ALWAYS MOVING FORWARD

Agent Feature:
ANITA WILLMS

On the Rise:
IWONA RADON

Partner Spotlight:
NEW AMERICAN FUNDING
MARTIN LORENZEN



FALL EVENT:
WhirlyBall - Vernon Hills
Thursday, October 15th
Details on page 14

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Iwona Radon

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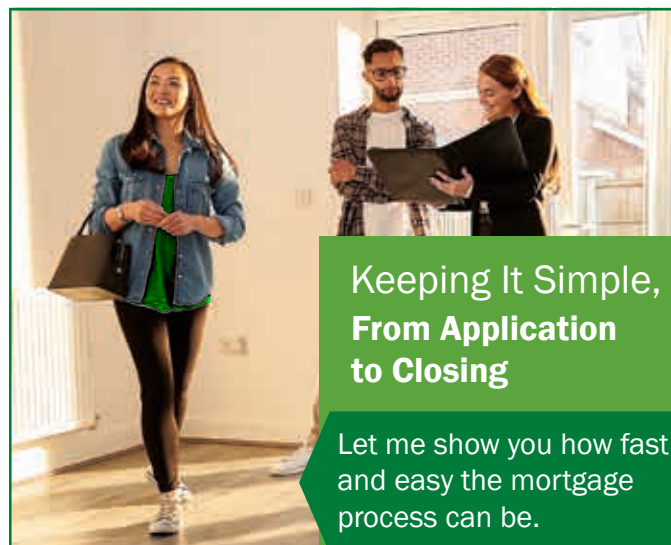
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PUBLISHER'S NOTE



A Year of Firsts and Lasts

Back-to-school looks a little different in our house this year.

Our oldest is starting her senior year of high school, while our second daughter is beginning her freshman year. Meanwhile, our younger two are heading into fourth and second grade.

One starting high school. One preparing to leave it. Two more still with plenty of school years ahead.

As a parent, it is a reminder of how many different seasons can exist under one roof at the same time. There are a lot of “firsts” happening right alongside some pretty significant “lasts.”

It also reminds me how easy it is to move through a season without fully appreciating it. The same can be true in business. We are always looking toward the next transaction, goal, or opportunity without stopping to appreciate the relationships and people that make the journey worthwhile.

So, before we race toward the end of another year, let's make some time to enjoy the season we're in. What better way to do that than together at our *North Shore Real Producers* fall event at WhirlyBall in Vernon Hills?



More details can be
found on page 14, or
scan the QR code to
register. See you on
October 15th!



Andy Burton
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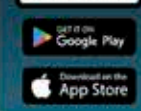
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2026

NORTH SHORE REAL PRODUCERS FALL EVENT



WHIRLYBALL

Join *North Shore Real Producers* for our 2026 Fall Event at WhirlyBall in Vernon Hills!

We're shaking things up this fall and trading the typical networking event for a little friendly competition.

Join North Shore's leading REALTORS® and preferred partners for an afternoon of connecting, competing, and having some fun outside of the usual real estate routine. Come ready to strengthen relationships, make some new ones, and find out who gets just a little too competitive once the game starts.

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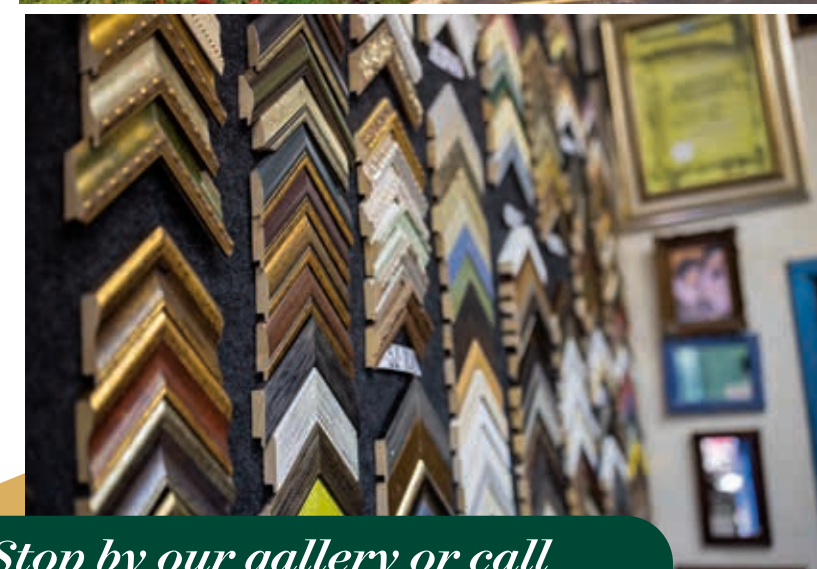


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Anita Willms

Advocate and Protector

BY CHRIS MENEZES
PHOTOS BY PRESTIGE
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Anita Willms still remembers what it felt like to sit on the wrong side of a real estate transaction. In April 2012, she and her husband, Dennis, purchased the home they still live in today. Anita was four months pregnant with their fourth child, and the family was ready for a new chapter. They trusted the people around them. They believed their REALTOR® and the home inspector were there to protect them, guide them, and help them make one of the biggest decisions of their lives. Instead, Anita says, the experience left her feeling deceived.

“What we didn’t know was that the REALTOR® and the home inspector were working together, not in our best interest, but in their own,” Anita says.

While the experience was heartbreaking, it gave Anita a clear direction and purpose when she decided to enter real estate: “To be the honest, consumer-first advocate that every buyer and seller deserves,” she says.

Today, Anita brings that purpose into every client relationship. Since entering real estate in 2018 after sixteen years as a stay-at-home mom, she has built her business around a simple but deeply personal standard: do the right thing.

For Anita, that commitment began long before real estate. She grew up in Palatine and Indian Creek, Illinois, in a home life that was often difficult. Her parents divorced when she was two, and her mother remarried when Anita was eight. She saw her father mostly on Sunday visits. Anita says that for much of her childhood,

she was led to believe that he was to blame for the divorce and resentment that persisted between her parents for years.

As she got older, Anita began to see things differently. At nineteen, she moved in with her father, a decision she describes as one of the best she has ever made. Soon she was also attending college and dating Dennis, and his parents, Nancy and Skip, welcomed her with warmth and support.

“For the first time I realized that trustworthy, loving people were real,” Anita says.

Those years helped shape the way she sees people, family, and trust, as had the animals she cared about as a child. Anita says difficult moments at home made her protective of the animals around her, and that instinct became part of who she is, especially in her work. She understands the vulnerability that comes with buying a home, and works to protect buyers from “inheriting” costly mistakes.

“My defining path has always been shaped by a single principle: protect the vulnerable,” Anita says. “It started when I was a child, standing up for animals who could not speak for themselves. It deepened when my family and I were taken advantage of when we bought our own home, one of the most important purchases of our lives, and it continues today in every transaction I am trusted to handle.”

Before real estate, Anita worked as a branch manager’s assistant at Morgan Stanley. She later stayed home to raise her four sons: Dennis III, Brayden, Kyden, and Trisden. Motherhood





“My defining path has always been shaped by a single principle: protect the vulnerable.”



became its own education, teaching her patience, resilience, and advocacy.

When she started her real estate career, Anita first tried working within a team environment, hoping it would help her grow. She soon realized the model wasn't the right fit for her. Much of her time was spent cold calling, and that approach felt disconnected from who she is.

“I am a go-getter who is energized by real conversations, by getting to know people, and by building relationships that are genuine and lasting,” she says. “Cold calling felt hollow and the opposite of everything I stand for.”

Anita chose instead to build independently, one relationship at a time. That approach has allowed her to work in a way that aligns with her values: personal connection, trust, and honesty.

For Anita, success is measured in the way people feel after working with her. It's the thank-you call after closing. It's the relationship that continues after the keys change hands. It's knowing she protected someone's interests when the stakes were high.

“Success is showing up every single day and doing the right thing, even when no one is watching,” she says, expressing her take on the saying.

Away from work, Anita is happiest at home. She loves quiet mornings with coffee, sitting outside before the day gets loud, and gardening, cooking, and spending time with her family: her husband, Dennis, their four sons, and four dogs: Ivory, Mocha, Chloe, and Louise. Weekends often include cheering on competitive bowlers Kyden and Trisden, their two youngest sons; playing card games; solving murder mysteries; tackling escape rooms; and making homemade pizza from scratch.

For Anita, being a REALTOR® is about making sure people never feel alone in the process. It is about standing beside them when the stakes are high, telling them the truth, and protecting what they have worked so hard to build.

That is the standard behind her business and the reputation she continues to build as an advocate, a protector, and for many, a trusted friend. ▀



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DOING THE MATH

BY LAUREN YOUNG
PHOTOS BY
SONYA MARTIN

“I appreciate that when REALTORS® send someone my way, they are putting their name on the line,” says Martin “Marty” Lorenzen, branch manager at mortgage brokerage New American Funding. “That’s why your client gets my full attention and a team built to hold up under pressure.”

“Every pre-approval that goes out has been fully worked because a pre-approval that doesn’t hold up is a problem for everyone,” he adds.

Marty’s sense of shared accountability and skin in the game is the foundation on which every partner relationship he has is built on, and it was shaped by a career path that took him from the trading floors of financial exchanges to the closing tables of his clients.

Originally a psychology major in college, Marty has always been interested in understanding how people think and make decisions, but one-to-one work wasn’t the right fit for him. The world of finance and financial exchanges offered a different kind of exciting challenge, and what followed was a twenty-year career building algorithmic trading systems across three continents. He was able to retire young, but when COVID hit, he came to a realization.

“I missed people,” Marty says. “A close friend’s brother was a loan officer, and I spent a couple of months just watching him and absorbing the work. I realized the role would allow me to combine my strengths and

competitiveness while helping others grow their businesses.”

Marty brings his years of experience in the financial markets to each mortgage transaction. His knowledge and approach give clients a notably deeper understanding of their options and decisions.

“When a family sits down with me, they’re getting someone who understands how debt, risk, and long-term wealth connect,” he says. “I treat a home loan like the complex financial decision it really is.”

That perspective shapes everything about how he serves his REALTOR® partners and their clients. Plus, investors, the self-employed, high net-worth buyers, and the clients other lenders have turned away are where Marty and his team do some of their best work.

“We never say no,” Marty says. “We may have to tell a client ‘not yet,’ but even that comes with a clear path forward.”

His business runs entirely on referrals—no advertising and no purchased leads. Every relationship





started with one person trusting him enough to attach their name to the introduction.

“An agent’s reputation travels with mine,” he says. “I grow when my REALTOR® partners grow, and that’s not just a talking point.”

Marty’s team ensures that every pre-approval that goes out has been fully worked: all documents have been collected, all scenarios have been run, and all options have been explored. And whenever the timeline gets tight, Marty is available.

“I pick up the phone,” Lorenzen says. “If a client needs someone on a Sunday night, I answer. I understand that your client’s timeline doesn’t pause for convenience.”

“When you have a deal everyone else has said is dead, call me before you close the file,” he adds.

What drives him is something more personal than production numbers. He often thinks about a sixty-three-year-old client who had rented her entire life and had been told homeownership was out of reach. His team found a way.

“When she closed on her home, she was emotional in a way I’ll never forget,” Marty says. “The moment when someone finds out that they can do something they didn’t believe was possible is what keeps me going, even in the toughest market.”

Success, for Marty, is measured by the long arc of a relationship. For a referrals-only business, every partnership and closed deal is the most important one.

“If a client closes and a year later would do it again, if a referral partner sends their best clients and knows they’ll be taken care of—that’s what I’m after,” he says.

Away from work, Marty is an avid reader and a devoted opera fan. He stays sharp on the bike and geeks out on process and metrics, utilizing



“**SUCCESS FOR US, AND OUR CLIENTS, IS ABOUT HIGH STANDARDS.”**

the same instincts that made him formidable on the trading floor. His advice to anyone coming into a partnership with him is the same thing he would tell his younger self.

“Success for us, and our clients, is about high standards,” he says. “Every deal has at least seven people involved. I appreciate every single person I work with in this industry. Mutual respect and open communication amongst professionals: that’s how problems are solved.”

CONTACT US!

To reach Martin Lorenzen and to learn more about the services he and his team at New American Funding provide their clients, call 773-556-9283, visit their website, www.newamericanfunding.com/mortgage-loans/MartyLorenzen, or email Marty at Marty.lorenzen@nafinc.com



Julia Alexander

**ALWAYS
MOVING
FORWARD**

BY CHRIS MENEZES
PHOTOS BY ELLIOT POWELL



Julia with her team.



Julia enjoying a motorcycle ride.

Submitted photo.

Julia Alexander's story is one of resilience and keeping her focus on the future. She was born in Ukraine, then part of the USSR. When she was nine months old, her parents relocated to the Far East region of the then Soviet Union, one of its most remote and isolated areas, where harsh living conditions and subarctic winters were part of everyday life.

"I was raised in an area with temps of negative 60 F° for the high in winter and 15 F° in summer for six long years," Julia says.

When her family returned to Ukraine, life continued to shift. Her parents divorced, after which Julia, her sister, and her mother moved often as her mom worked to make ends meet. Julia changed schools five times in ten years before graduating high school in Rostov-on-Don, Russia.

"Honestly, I think [that experience] made me resilient and adaptive to any environment, and ultimately prepared me for my big move to the United States in 1999," she says. "I moved so often in the first twenty years of my life that after I came to Chicago, I've never moved again."

Julia discovered real estate by happenstance. When her first daughter was five months old, Julia realized she could not stay at home any longer; she wanted to work again. She found a position as a real estate paralegal in an attorney's office, but

after two years she grew bored with the routine and wanted to see the other side of the business.

"Real estate deals looked like a [fun] wild hurricane to me, and I wanted to be a part of it!" she says.

During a dinner with some friends, one asked the simple question that changed everything: "Why not become a REALTOR®?" Julia laughs when she remembers the reasons her friend gave.

"He said, 'You have a nice car (It was a 2001 Toyota Camry), people like you, and you are persistent,'" Julia recalls.

Julia got licensed in 2004, during a booming market when it seemed, as she puts it, "Everyone and their mother was a REALTOR®." She had only been in the country for four years and was worried about passing the exam because she was not yet fluent in English. Still, she pushed through.

"To me, the aspect of getting paid exactly what you are worth sounded like a challenge that I wanted to take on and prove to myself what I am capable of," she says.

That belief was tested during the hardest season of her life. In 2008 and 2009 as the market collapsed, Julia was also going

“REAL ESTATE DEALS LOOKED LIKE A FUN WILD HURRICANE TO ME, AND I WANTED TO BE A PART OF IT!”

through a divorce and raising two daughters on her own without a steady income or support. Every other house on the street seemed to be for sale, but nobody was buying and she had a big mortgage to pay.

“When you are at the bottom, the only way for you to go is up,” she says. “So I really had no choice but to make it in this industry.”

Over time, Julia built a career rooted in education, data, and guidance, believing clients deserve knowledge, not sales pressure. She wants clients to understand their options, make informed decisions, and feel supported throughout the process.

Today, Julia runs the Julia Alexander Group at Keller Williams with her husband, Steve, who is her buyer’s agent and, as Julia says, “He’s my ‘whatever it takes and whatever you need’ person.” Steve helps with inspections, showings, staging, and more. Julia’s team also includes husband and wife duo Tatyana and Roman Pisarenko, Executive Assistant Samuel Furman, and Administrative Assistant and Transaction Coordinator Stephanie dela Cruz.

For Julia, success is not defined by numbers alone. “Success is trust,” she says. “When people trust you and come to you for advice, to me, that is success. Getting a referral from a past client, a friend, or someone in another industry is truly the biggest reward. It means that they trust me to provide the same great experience that they had.”

Away from the business, Julia loves riding motorcycles. She rides on the street, on the racetrack, and off-road, both close to home and across many countries. Her whole family rides, including her four adult daughters: McKenzie, Sidney, Dasha, and Kristina.

“Some people do yoga. I ride,” she says. “When I put my helmet on, all the troubles disappear and the stress goes away. The mind is resting when your only focus is the road.”

Julia also gardens, a quiet counterbalance to riding. Every season, she tries and learns something new, grows her own produce, and cuts her own flowers. Both hobbies help her reset.

In terms of growing her business, right now Julia is concentrating on growing her international network to better serve her clients. And as with every mile thus far, she continues to maintain her resilience, dedication to service, and focus on the road ahead. 🍷



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A large, modern stone house with a gabled roof and large windows, surrounded by landscaping. The house has a mix of light and dark stone, dark wood accents, and a large arched window on the upper level. The landscaping includes various plants, flowers, and a paved walkway leading to the entrance.

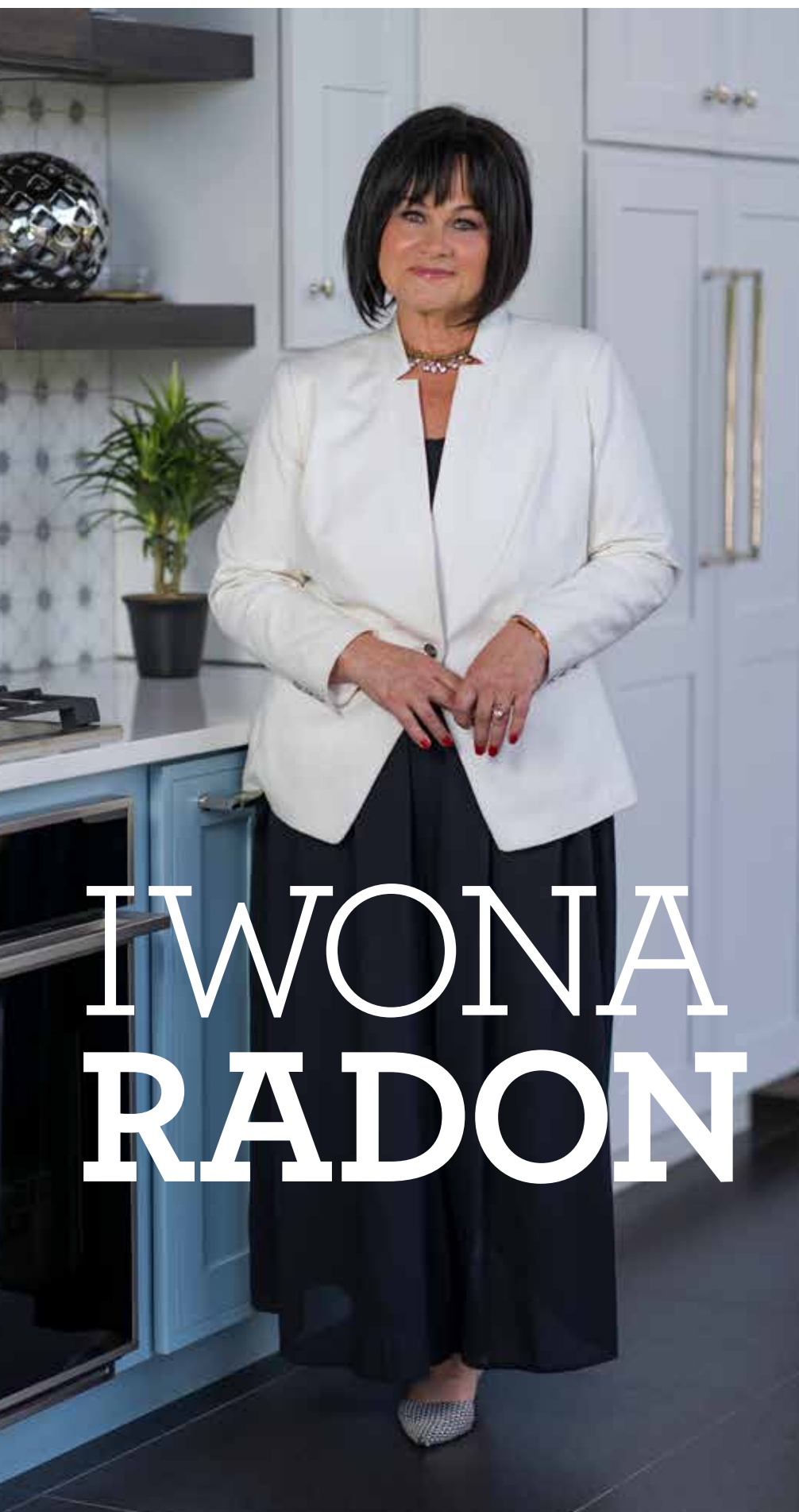
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IWONA RADON

Vision and Voice

BY CHRIS MENEZES
PHOTOS BY PRESTIGE REAL
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When Iwona Radon walks through a dated property with a discouraged buyer, she begins with the current structure of the house and sketches out what it could become:

“If we take down this wall, change the color palette here, and open up this layout, this is actually your dream home,” she says, describing a common walkthrough situation. Then she gets to watch their expression change as they begin to see what she sees.

Iwona developed that skill while building and remodeling homes with her husband, Stanislaw. She learned how a property could be stripped down, reworked, and brought back to life. Also, continually imagining possibilities while studying color and proportion for painting, her favorite pastime outside of real estate, has further trained her eye.

These experiences now shape the way she guides first-time buyers, investors, and other clients who are considering fixer-uppers. A property that initially appears cramped or outdated can become something entirely different when someone understands its structure and what can be changed.

“I love using my builder’s background and my painter’s eye to help my clients see the true potential in a property,” she says.

The work reflects what lies at the center of Iwona’s definition of success: “If I can use my vision and my voice to help someone build a better future, that is true success,” she says.

Her vision helps clients recognize possibilities within a home. Her voice becomes essential when their plans encounter fear, resistance, or bias. For example, several years ago Iwona represented a client searching for a property that could be transformed

into a recovery home for women. The effort met intense opposition from some who did not want that in their community. Iwona helped her client navigate the resistance and ultimately secure a property that now gives women a place to rebuild their lives. It remains one of the proudest accomplishments of her career.

“Everyone deserves a place in our community, and sometimes they need a strong agent to help them fight for it,” she says.

Iwona’s commitment to representation comes from her own experience. Originally from Poland, she moved to the US at age twenty-one and encountered the assumptions people can sometimes make about those who speak with an accent.

“Just because I speak with an accent doesn’t mean I think with an accent,” she often tells people who have misjudged her on that basis.

Having to prove herself beyond those misguided assumptions strengthened her resolve and led to her work as co-chair of the North Shore-Barrington Association of REALTORS® Diversity and Inclusion Committee. She wants to help move the industry away from decisions driven by fear and toward fair representation for clients from every background.

Her skills for this work developed long before she entered real estate. Growing up, Iwona often played the role of peacemaker within her family. When she worked as a Polish-German translator, she learned to communicate across languages and help people understand one another. She then moved into the casino industry and eventually managed a multimillion-dollar casino in Indiana. The fast-paced environments taught her to read people, make high-stakes decisions, and remain calm in demanding situations.

Real estate brought those abilities together along with the experience





“
She taught me that it’s
about being an anchor
for your clients and
guiding them smoothly
through one of the most
stressful transactions of
their lives.”

she and Stanislaw had gained through remodeling. But the transition still required her to learn how to guide clients through the emotional and strategic demands of one of the largest transactions of their lives.

Her mentor, Baird & Warner broker Sheila Doyle, particularly helped her with that latter aspect and develop the skill set for it. Sheila took Iwona under her wing and showed her how being calm, maintaining transparency, and paying close attention to the client could steady a transaction.

“She taught me that it’s about being an anchor for your clients and guiding them smoothly through one of the most

stressful transactions of their lives,” Iwona says.

Whenever she can, Iwona paints and her favorite subjects are female figures, through which she explores strength, vulnerability, and the beauty of the female form. For her, it’s another means of expressing the advocacy she brings to her business and community.

At home, she nurtures her Polish heritage. Iwona and Stanislaw love to spend time and travel with their son, Michal; daughter, Julia; and daughter-in-law, Danielle. But some of their favorite time together is spent cooking traditional Polish dishes. Iwona has recently begun teaching Danielle the

family recipes, creating a new tradition around the food she loves.

Iwona also continues to nurture her business and support herself in it. Today, six years into real estate, she still approaches the business with a willingness to learn. And for each transaction, she draws on the experience she’s developed over her lifetime: a remodeler’s understanding of structure, a painter’s eye, a translator’s care with language, a manager’s composure, and an advocate’s willingness to speak up. Together, they allow her to walk into a property, or a difficult situation, and help her clients see a way toward their new home. 🏡

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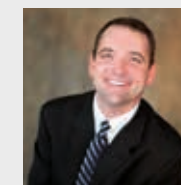
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TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to August 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	114	\$87,194,366	94	\$68,004,165	208	\$155,198,532
2	Bill	Flemming	224	\$103,707,431	51	\$23,591,492	275	\$127,298,923
3	Jena	Radnay	20	\$73,641,900	14	\$48,354,000	34	\$121,995,900
4	Daynae	Gaudio	220	\$94,059,775	0	\$0	220	\$94,059,775
5	Connie	Dornan	44.5	\$45,709,450	35.5	\$39,814,490	80	\$85,523,940
6	John	Morrison	49	\$51,266,643	32.5	\$33,328,500	81.5	\$84,595,143
7	Paige	Dooley	17	\$41,871,000	15.5	\$31,833,000	32.5	\$73,704,000
8	Craig	Fallico	45	\$38,085,200	36	\$29,964,926	81	\$68,050,126
9	Holly	Connors	51	\$34,559,000	43	\$29,272,444	94	\$63,831,444
10	Dawn	McKenna	17	\$22,815,038	18	\$36,965,250	35	\$59,780,288
11	Cory	Green	9.5	\$10,950,000	41	\$46,800,500	50.5	\$57,750,500
12	Jacqueline	Lotzof	22	\$21,956,802	33.5	\$34,598,520	55.5	\$56,555,322
13	Leslie	McDonnell	56	\$36,303,617	31	\$18,157,970	87	\$54,461,587
14	Maria	DelBoccio	42	\$30,982,616	35	\$23,144,749	77	\$54,127,365
15	Andra	O'Neill	25.5	\$39,987,475	6	\$8,040,000	31.5	\$48,027,475
16	Kim	Alden	28.5	\$16,821,824	55.5	\$30,357,841	84	\$47,179,666
17	Jim	Starwalt	47	\$15,698,899	79	\$29,986,240	126	\$45,685,139
18	Mona	Hellinga	8	\$18,670,000	5	\$24,145,000	13	\$42,815,000
19	Beth	Wexler	16	\$19,041,000	18.5	\$23,582,662	34.5	\$42,623,662
20	Pam	MacPherson	16.5	\$24,525,750	12	\$15,060,000	28.5	\$39,585,750
21	Anne	Dubray	19	\$20,102,241	19	\$18,854,500	38	\$38,956,741
22	Dean	Tubekis	19.5	\$17,552,350	23.5	\$20,931,100	43	\$38,483,450
23	Wendy	Smith	3	\$2,907,500	2	\$35,000,000	5	\$37,907,500
24	Joanne	Hudson	13.5	\$23,519,000	9	\$13,549,647	22.5	\$37,068,647
25	Mary	Grant	8	\$17,063,000	10	\$19,565,000	18	\$36,628,000
26	Kate	Fanselow	23	\$19,690,196	17.5	\$16,035,000	40.5	\$35,725,196
27	Megan	Mawicke Bradley	7	\$18,569,750	8	\$16,644,039	15	\$35,213,789
28	Sarah	Leonard	44.5	\$19,958,788	36.5	\$14,732,130	81	\$34,690,918
29	Matthew	Messel	19	\$9,928,272	35.5	\$23,776,814	54.5	\$33,705,086
30	Jamie	Hering	45.5	\$16,580,900	31	\$15,608,300	76.5	\$32,189,200
31	Meredith	Pierson	13	\$14,504,208	17.5	\$17,314,940	30.5	\$31,819,148
32	Kathryn	Mangel	5.5	\$15,483,310	5	\$14,199,822	10.5	\$29,683,132
33	Marina	Carney	6.5	\$12,825,000	9	\$16,771,500	15.5	\$29,596,500
34	Judy	Greenberg	18.5	\$15,122,527	21	\$14,200,750	39.5	\$29,323,277

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Nicholas	Solano	41	\$28,968,184	0	\$0	41	\$28,968,184
36	Margie	Brooks	9.5	\$16,945,000	6	\$11,558,250	15.5	\$28,503,250
37	Grace	Sergio	2	\$27,995,000	0	\$0	2	\$27,995,000
38	Kelly	Baysinger	14.5	\$9,923,750	25	\$17,903,890	39.5	\$27,827,640
39	Mark	Ahmad	12	\$13,023,186	13	\$14,710,036	25	\$27,733,222
40	Marlene	Rubenstein	5	\$5,622,500	10.5	\$21,813,500	15.5	\$27,436,000
41	Lisa	Wolf	32.5	\$20,006,900	17	\$7,285,900	49.5	\$27,292,800
42	Vittoria	Logli	13	\$15,283,950	8.5	\$11,410,834	21.5	\$26,694,784
43	Robbie	Morrison	23.5	\$21,029,175	7	\$5,155,000	30.5	\$26,184,175
44	Carrie	McCormick	5.5	\$9,921,000	6.5	\$15,101,900	12	\$25,022,900
45	Harris	Ali	4	\$2,044,000	21	\$22,610,000	25	\$24,654,000
46	Bonnie	Tripton	4	\$6,605,154	5	\$17,907,000	9	\$24,512,154
47	Janet	Borden	11	\$12,402,500	14	\$11,766,903	25	\$24,169,403
48	Kathryn	Moor	4	\$8,237,125	6.5	\$15,603,000	10.5	\$23,840,125
49	Susan	Maman	6.5	\$12,244,500	8.5	\$11,555,000	15	\$23,799,500
50	Laura	Fitzpatrick	6	\$10,599,100	9	\$13,112,282	15	\$23,711,382

Disclaimer: Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

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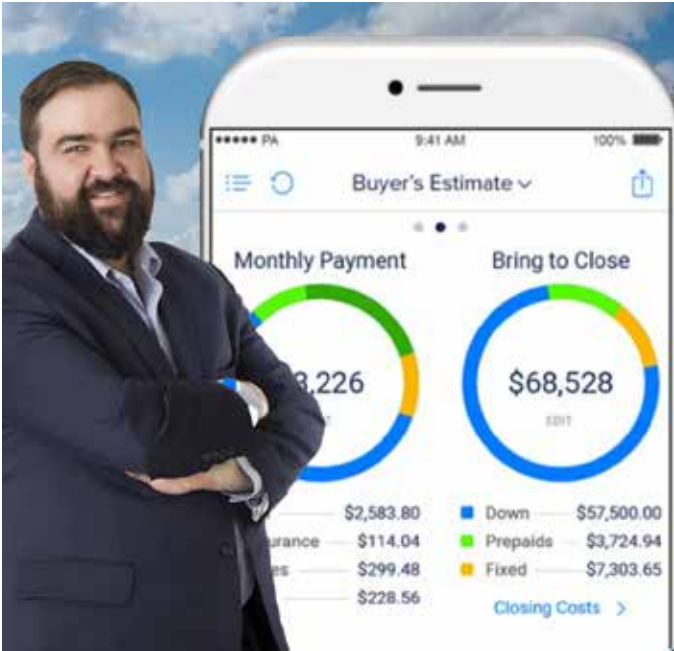
TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to August 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Ann	Lyon	8	\$11,015,000	11	\$12,268,500	19	\$23,283,500
52	Ted	Pickus	14	\$14,864,350	8	\$8,339,000	22	\$23,203,350
53	Grace	Flatt	8	\$10,907,750	11	\$12,226,000	19	\$23,133,750
54	Yuriy	Nydza	5	\$1,799,800	51	\$21,329,315	56	\$23,129,115
55	Elizabeth	Wieneke	7	\$16,529,822	5	\$5,962,000	12	\$22,491,822
56	Jodi	Cinq-Mars	31.5	\$12,351,700	28	\$9,828,200	59.5	\$22,179,900
57	Julie	Schultz	11	\$9,715,333	16	\$12,215,000	27	\$21,930,333
58	Michael	Thomas	18.5	\$13,723,095	11	\$7,837,470	29.5	\$21,560,565
59	Jackie	Mack	25.5	\$14,202,500	9	\$6,967,625	34.5	\$21,170,125
60	Debbie	Glickman	10	\$8,973,000	12	\$12,169,000	22	\$21,142,000
61	Caroline	Starr	14	\$11,582,000	17	\$9,478,000	31	\$21,060,000
62	Susan	Carey	0	\$0	5	\$20,765,000	5	\$20,765,000
63	Honore	Frumentino	16	\$13,654,000	6	\$7,082,500	22	\$20,736,500
64	Phyllis	Bisceglie	3	\$17,595,000	2	\$3,087,500	5	\$20,682,500
65	Victoria	Stein	7	\$8,821,500	11	\$11,742,500	18	\$20,564,000
66	Nancy	Adelman	8.5	\$11,913,750	6	\$8,369,000	14.5	\$20,282,750
67	Jeff	Ohm	8	\$10,740,895	6	\$9,524,895	14	\$20,265,790
68	Mary	Summerville	17	\$11,191,640	9.5	\$8,898,000	26.5	\$20,089,640
69	Tyler	Lewke	20	\$8,659,950	25.5	\$11,274,218	45.5	\$19,934,168
70	Amy	Diamond	21	\$12,649,000	14	\$7,096,183	35	\$19,745,183
71	Gina	Shad	15	\$11,906,649	12.5	\$7,558,375	27.5	\$19,465,024
72	Susan	Amory Weninger	9	\$14,222,225	3	\$5,127,000	12	\$19,349,225
73	Lindy	Goss	4	\$2,583,000	9	\$16,750,000	13	\$19,333,000
74	Nathan	Freeborn	11	\$10,242,500	9	\$8,877,900	20	\$19,120,400
75	Ryan	Cherney	39	\$18,699,630	0	\$0	39	\$18,699,630
76	Cory	Albiani	15	\$11,317,395	9	\$6,947,000	24	\$18,264,395
77	Aaron	Share	10	\$14,185,000	3	\$3,540,000	13	\$17,725,000
78	Debra	Baker	12	\$9,756,500	10	\$7,848,000	22	\$17,604,500
79	Diana	Matichyn	22.5	\$12,233,900	10	\$5,370,000	32.5	\$17,603,900
80	David	Schwabe	18.5	\$10,292,750	15	\$7,082,700	33.5	\$17,375,450
81	John	Mawicke	3.5	\$9,700,750	3	\$7,655,000	6.5	\$17,355,750
82	Katharine	Hackett	4	\$7,043,000	4	\$9,880,000	8	\$16,923,000
83	Daniel	Drake	13	\$8,916,000	12	\$7,992,750	25	\$16,908,750
84	Lindsey	Kaplan	10	\$5,921,207	17	\$10,614,913	27	\$16,536,120

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Shaun	Raugstad	7	\$7,627,000	10	\$8,884,000	17	\$16,511,000
86	Lauren	Weiss	5.5	\$6,351,750	9	\$10,146,000	14.5	\$16,497,750
87	Allison	Silver	9.5	\$12,009,790	5	\$4,436,950	14.5	\$16,446,740
88	Deborah	Hepburn	4.5	\$4,683,000	9	\$11,742,000	13.5	\$16,425,000
89	Daniel	Timm	17	\$12,603,000	4	\$3,783,000	21	\$16,386,000
90	Susan	Teper	10	\$10,001,000	5	\$6,005,000	15	\$16,006,000
91	Grigory	Pekarsky	3	\$1,424,500	30.5	\$14,471,900	33.5	\$15,896,400
92	Steve	McEwen	6.5	\$8,313,800	7	\$7,579,000	13.5	\$15,892,800
93	Richard	Richker	2.5	\$4,927,500	6	\$10,656,100	8.5	\$15,583,600
94	Brandy	Isaac	11	\$10,956,413	4	\$4,602,000	15	\$15,558,413
95	Carly	Jones	10	\$7,755,000	9	\$7,794,000	19	\$15,549,000
96	Sarah	Anderson	11.5	\$8,074,900	14	\$7,415,000	25.5	\$15,489,900
97	Kelly	Mangel	5.5	\$15,483,310	0	\$0	5.5	\$15,483,310
98	Lori	Rowe	12	\$7,826,900	10.5	\$7,654,000	22.5	\$15,480,900
99	Sally	Mabadi	9.5	\$15,432,500	0	\$0	9.5	\$15,432,500
100	Audra	Casey	13	\$12,712,071	4	\$2,693,000	17	\$15,405,071

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TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to August 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Donna	Mancuso	5	\$12,097,500	2	\$3,176,500	7	\$15,274,000
102	Alan	Berlow	14	\$11,103,474	6	\$4,155,800	20	\$15,259,274
103	Danny	McGovern	9	\$9,005,000	8	\$6,217,500	17	\$15,222,500
104	Peggy	Glickman	4	\$3,453,150	8.5	\$11,635,500	12.5	\$15,088,650
105	Benjamin	Hickman	15	\$4,950,800	19	\$10,068,500	34	\$15,019,300
106	Karen	Mason	4	\$6,847,000	3	\$8,095,000	7	\$14,942,000
107	Elise	Rinaldi	6	\$6,976,250	5	\$7,924,000	11	\$14,900,250
108	Kristen	Esplin	5	\$9,370,000	6	\$5,375,789	11	\$14,745,789
109	Shaunna	Burhop	13	\$7,868,912	13	\$6,843,500	26	\$14,712,412
110	Joey	Gault	9.5	\$14,708,000	0	\$0	9.5	\$14,708,000
111	Sara	Sogol	20	\$11,655,000	3	\$3,036,000	23	\$14,691,000
112	Renee	Clark	12.5	\$9,148,434	6.5	\$5,514,990	19	\$14,663,424
113	Mimi	Maman	6.5	\$12,244,500	1.5	\$2,375,000	8	\$14,619,500
114	Geoff	Brown	9.5	\$7,880,000	8.5	\$6,658,206	18	\$14,538,206
115	Katherine	Hudson	4	\$6,080,000	6	\$8,433,000	10	\$14,513,000
116	C Bryce	Fuller	14	\$9,348,697	9	\$5,121,400	23	\$14,470,097
117	Chris	Veech	3	\$3,175,000	9	\$11,293,000	12	\$14,468,000
118	Lyn	Wise	2.5	\$1,167,500	13	\$13,085,465	15.5	\$14,252,965
119	Alexa	Hara	3.5	\$4,072,000	5	\$9,928,500	8.5	\$14,000,500
120	Jody	Dickstein	3	\$7,834,500	3	\$6,044,000	6	\$13,878,500
121	Miranda	Alt	16	\$7,782,000	14	\$6,044,980	30	\$13,826,980
122	Ashlee	Fox	10	\$7,743,000	7	\$6,066,000	17	\$13,809,000
123	Jean	Anderson	5	\$12,097,500	1	\$1,601,500	6	\$13,699,000
124	Connie	Antoniou	9.5	\$12,317,500	2	\$1,375,000	11.5	\$13,692,500
125	Alissa	McNicholas	6.5	\$7,350,894	4	\$6,285,000	10.5	\$13,635,894
126	Julie	Fleetwood	4	\$3,745,000	10	\$9,770,154	14	\$13,515,154
127	Esther	Zamudio	13	\$4,269,150	26.5	\$9,169,440	39.5	\$13,438,590
128	Gloria	Matlin	5.5	\$7,497,500	4	\$5,905,000	9.5	\$13,402,500
129	Rutul	Parekh	10	\$3,129,600	19	\$10,268,931	29	\$13,398,531
130	Karen	Skurie	11	\$8,301,415	5	\$4,946,678	16	\$13,248,093
131	Kimberly	Shortsle	5	\$6,322,750	5.5	\$6,909,500	10.5	\$13,232,250
132	Vaseekaran	Janarthanam	10	\$5,933,000	17	\$7,249,400	27	\$13,182,400
133	Samantha	Kalamaras	10	\$6,988,000	9	\$5,938,000	19	\$12,926,000
134	Winfield	Cohen	14.5	\$7,319,569	11	\$5,598,900	25.5	\$12,918,469

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	John	Barry	8	\$9,997,155	2	\$2,909,455	10	\$12,906,610
136	Rafay	Qamar	9.5	\$3,560,450	22	\$9,342,332	31.5	\$12,902,782
137	Missy	Jerfita	9.5	\$12,093,758	1	\$769,000	10.5	\$12,862,758
138	Corey	Barker	16	\$7,890,300	9	\$4,791,700	25	\$12,682,000
139	Timothy	Dannegger	8	\$5,618,000	9	\$7,026,149	17	\$12,644,149
140	Michael	Graff	8	\$6,805,300	8.5	\$5,827,000	16.5	\$12,632,300
141	David	Pickard	10	\$4,731,000	12.5	\$7,745,750	22.5	\$12,476,750
142	Susan	Burklin	8	\$6,382,000	2	\$6,049,000	10	\$12,431,000
143	Elias	Masud	3	\$3,462,500	9	\$8,956,605	12	\$12,419,105
144	Elizabeth	Jakaitis	3	\$5,283,906	2	\$7,125,000	5	\$12,408,906
145	Andrew	Mrowiec	5.5	\$11,990,000	0.5	\$417,500	6	\$12,407,500
146	Andrea Lee	Sullivan	21	\$8,233,677	7.5	\$4,147,400	28.5	\$12,381,077
147	Sherri	Esenberg	14	\$6,517,000	9	\$5,857,114	23	\$12,374,114
148	Andrea	Miller	3	\$3,490,000	5	\$8,884,000	8	\$12,374,000
149	Scott	Ottenheimer	6.5	\$6,315,500	7	\$6,027,300	13.5	\$12,342,800
150	Sabina	Wunderlich	10	\$5,674,900	16	\$6,576,800	26	\$12,251,700

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TOP 200 STANDINGS

Teams and individuals from January 1, 2026 to August 31, 2026

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Howard	Meyers	2.5	\$5,623,750	4	\$6,596,500	6.5	\$12,220,250
152	Connie	Barhorst	15	\$8,768,900	7	\$3,439,000	22	\$12,207,900
153	Lauren	Marquardt	3.5	\$4,445,000	5	\$7,761,000	8.5	\$12,206,000
154	Thomas	Cunningham	5	\$1,802,499	19	\$10,389,190	24	\$12,191,689
155	Amy	Kite	18.5	\$7,777,401	10	\$4,412,890	28.5	\$12,190,291
156	Majbrith	Brody	4	\$5,505,000	6	\$6,645,000	10	\$12,150,000
157	Marla	Fox	9	\$7,775,000	4	\$4,374,625	13	\$12,149,625
158	Jodi	Taub	3.5	\$3,310,000	10	\$8,839,000	13.5	\$12,149,000
159	Lisa	Schulkin	11.5	\$12,138,500	0	\$0	11.5	\$12,138,500
160	Brady	Andersen	3	\$5,259,000	5	\$6,833,500	8	\$12,092,500
161	Patricia	Kreuser	7	\$5,959,000	7.5	\$6,007,262	14.5	\$11,966,262
162	Trish	Herakovich	4.5	\$7,915,000	2	\$4,050,000	6.5	\$11,965,000
163	Katrina	De Los Reyes	5	\$4,086,413	12	\$7,877,000	17	\$11,963,413
164	Jerry	Doetsch	10.5	\$6,977,913	7	\$4,915,516	17.5	\$11,893,429
165	Mario	Dilorenzo	8	\$6,081,000	7	\$5,721,000	15	\$11,802,000
166	Tara	Kelleher	6.5	\$4,478,000	3	\$7,315,000	9.5	\$11,793,000
167	Elizabeth	Bryant	6	\$5,720,000	6.5	\$6,040,000	12.5	\$11,760,000
168	Matt	Steiger	6	\$5,791,000	6	\$5,942,000	12	\$11,733,000
169	Cynthia	Poulakidas Tobin	5	\$6,837,000	4	\$4,843,200	9	\$11,680,200
170	Jesus	Perez	13	\$4,055,250	24	\$7,611,900	37	\$11,667,150
171	Deborah	Richwine	3	\$7,595,000	3	\$4,070,000	6	\$11,665,000
172	Lisa	Trace	6	\$7,539,450	4	\$4,047,500	10	\$11,586,950
173	Kelly	Janowiak	15	\$7,803,780	6	\$3,745,000	21	\$11,548,780
174	Matthew	Lysien	14.5	\$6,708,100	13	\$4,805,990	27.5	\$11,514,090
175	Samantha	Trace	6	\$7,539,450	2	\$3,960,000	8	\$11,499,450
176	Melissa	Siegal	3	\$2,885,000	8	\$8,591,500	11	\$11,476,500
177	James	Streff	5.5	\$3,962,500	11	\$7,499,900	16.5	\$11,462,400
178	Connie	Hoos	10.5	\$8,649,500	7	\$2,715,400	17.5	\$11,364,900
179	Beth	Alberts	3	\$1,765,000	11	\$9,597,900	14	\$11,362,900
180	Michael	Dickstein	3	\$7,834,500	3	\$3,515,000	6	\$11,349,500
181	Tommy	Choi	2.5	\$2,873,000	7	\$8,416,500	9.5	\$11,289,500
182	Lauren	Mitrick Wood	2	\$2,166,500	10.5	\$9,104,005	12.5	\$11,270,505
183	Cherie	Smith Zurek	15	\$7,402,500	8.5	\$3,776,149	23.5	\$11,178,649
184	Cindy	Lee	4	\$5,096,500	9	\$6,059,290	13	\$11,155,790

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Anne	Hardy	8.5	\$7,145,000	5	\$3,976,500	13.5	\$11,121,500
186	Amy	Foote	17	\$6,432,400	10	\$4,682,980	27	\$11,115,380
187	Anne	Jacobs	7	\$5,571,500	8	\$5,515,476	15	\$11,086,976
188	Kelly	Dunn Rynes	7	\$7,999,500	3	\$3,081,000	10	\$11,080,500
189	Courtney	Elko	7	\$6,853,500	6	\$4,201,500	13	\$11,055,000
190	Elizabeth	Smith	3	\$6,625,000	4	\$4,394,000	7	\$11,019,000
191	Meredith	Schreiber	13	\$9,306,000	2	\$1,705,000	15	\$11,011,000
192	Frank	Capitanini	4	\$5,702,500	6	\$5,297,000	10	\$10,999,500
193	Tamara	O'Connor	18	\$7,059,401	9	\$3,820,509	27	\$10,879,910
194	Benyamin	Lalez	3.5	\$1,375,500	18	\$9,493,600	21.5	\$10,869,100
195	Michael	Herrick	8	\$3,285,000	10	\$7,563,000	18	\$10,848,000
196	Megan	Weber	15	\$6,347,500	5	\$4,499,800	20	\$10,847,300
197	Nicole	Fabiano	3	\$4,153,406	6	\$6,538,000	9	\$10,691,406
198	Renata	Pieczka	6	\$5,042,500	8	\$5,611,000	14	\$10,653,500
199	Houda	Chedid	2	\$9,650,000	1	\$995,000	3	\$10,645,000
200	Monica	Corbett	2	\$8,690,000	1	\$1,910,000	3	\$10,600,000

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