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If you are interested in contributing or nominating Realtors for certain stories, please email us at andy.burton@realproducersmag.com

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Shae'Von Huerta
Photographer



Emily Burton
Editor



Nicholas A. Love
Writer



Michelle Desiler
Account Manager



Chris Menezes
Contributing Writer

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Greetings, Realtors of Chicago!



Welcome to the Chicago Real Producers community!

Thank you for taking the time to pick up and read through this second issue of *Chicago Real Producers* magazine. Every month we strive to bring you uplifting, entertaining, and educational articles including the Top 200 Producers List from our city. We fully acknowledge that our success with this publication is thanks to our business sponsors who have partnered with us alongside local realtors who have contributed to these first two issues.

Our sincere desire is to get to know each of you on a personal level and learn how to best serve you moving forward. In each edition, we look to highlight your accomplishments, encourage your dreams, and recognize your excellence in serving the many clients you work with on a daily basis. We will also host events that will provide opportunities for you to connect to other Chicago Real Producers and those who support your business. Finally, we will be a forum for you to communicate with other industry professionals.

Chicago Real Producers Facts

Distribution and Cost:

The publication is sent free of charge to the top 500 producing agents based on closed volume in the city of Chicago. Our advertising partners cover the cost of producing, printing, and mailing each issue. It is a **badge of honor** to receive this publication.

Contents:

This publication has both a social and business aspect. We will highlight local top producing agents and their unique stories. As we continue to grow, we will also bring you fresh content – mostly from local contributors – that will add value and insights to help you thrive in business and in life.

Contribution and Advertising:

Want to contribute original content or nominate a realtor to be featured in a future issue? Do you know an agent who has been in real estate less than 6 years who is consistently putting up big numbers? Consider nominating them for our **'Rising Star'**



of the month. We are also looking to feature **new developments/buildings, construction projects, luxury condos** and more. Know of an affiliate partner who should be part of our community? If you feel the top 500 agents should know about it, please submit it.

Events:

We will host various free events to bring our Realtor community together. They will include social events -- free food and drinks -- at restaurants, bars, breweries, model homes, and other locations. We will also host several educational events with respected speakers and trainers. Look for an event schedule and details in upcoming editions of the magazine. Our launch party will be announced soon via Facebook and online invitation. Be sure to get connected. We don't want you to miss out! Looking forward to hearing from you.

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Andy Burton

Publisher of *Chicago Real Producers*

Andy.Burton@RealProducersMag.com



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CHRIS KINSELLA

And United Home Loans

by Chris Menezes

Combining Knowledge With Compassion

A perfect combination of heart and mind, Chris Kinsella has always been great with numbers and with helping people. He grew up in Hinsdale, Illinois, a suburb west of Chicago, and attended Colgate University where he majored in Economics. His goal was to someday run his own business.

After college, Chris went to work for the Chicago Board Options Exchange (CBOE). He started out as a clerk, was promoted to junior trader, and finally to floor trader. Although Chris enjoyed working the numbers as a floor trader, the position lacked a genuine connection with people. “I wanted some-

thing that would bring more value and enjoyment to my life,” Chris reminisces. So he began considering a career change.

A mutual friend introduced Chris to the owner of a small mortgage company in Chicago. “Mortgages



“*My focus is on making my clients informed participants throughout the whole process, keeping them updated along the way.*”

joined United Home Loans in order to become a mortgage banker. “As a broker, you don’t have control over the process, but as a mortgage banker, you have much more control. We fund all of our loans, so it makes the process smoother.” describes Chris.

United Home Loans has the resources of a large corporate bank, but the feel of a small, boutique firm. For clients, this translates into superior customer service. Chris values communication above all else. “My focus is on making my clients informed participants throughout the whole process, keeping them updated along the way. They are confident that everything will close on time, and with a great interest rate, free of all headaches,” he boasts.

brought together the numbers side of things with the relationship side of things,” explains Chris. “Helping people get into homes, especially first-time home buyers, is very fulfilling for me.” In 2014, Chris

...

Chris values relationships. He prides himself on his ability to serve others. A complicated process like obtaining a home loan is simple and easy for the clients he works with. "We are the quarterbacks for getting the deal done, and my job is to make it so that real estate agents don't have to worry about the deal closing so they can keep doing what they do best," he explains.

Chris and his wife, Zara have two children – Avery (6) and Caroline (4). They also have a baby boy on the way, due in February. They recently bought a house and enjoy spending time together as a family. Chris strives to provide for his family, friends, and his associates – when it comes to his clients, his goal is to be available during the entire process of the purchase and after as a resource.

Chris is truly fulfilling his purpose of not only providing a service but also building relationships and educating each client he has the opportunity to serve. The next time you are in search of a mortgage banker who provides a remarkable mortgage experience, consider Chris Kinsella at United Home Loans.



Don't want to worry about the deal closing? Reach out to Chris directly at 630-564-3272 or visit uhloans.com

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MELISSA GOVEDARICA

Brokers Just Want To Have Fun

▶ cover story

by Nicholas A. Love
Photos by Shae Von Huerta



TOP EARNING CHICAGO REALTOR ENJOYS THE COMPETITION

In 1987, Melissa Govedarica was invited by a friend to work in the real estate industry. “I’ll come work for you until I find a real job,” she recalls saying. She’s glad she took that invitation.

It ended up being an “awesome time in real estate,” Govedarica explains. She was selling new homes in Oakbrook and Hinsdale, which were up and coming communities in Western Chicagoland at the time. She worked the new construction market in those areas for about five years.

“It was the ‘80s. A lot of traders and a lot of new money coming in. They were building these fabulous gated communities. Some really cool high-end houses,” Govedarica reminisces. Despite all the amazing homes, it’s a commercial deal that sticks out for her. “I remember doing a transaction, I can’t remember the amount of the sale, but it was a commercial sale on a warehouse. And my commission was \$26,000 — which was huge. I mean, it’s still huge now, right? But back then, in the late 80s, it was crazy money,” she laughs. “I remember coming back to the office and everyone was there, my managing broker, the whole office. Nobody had done a transaction of that amount—and it wasn’t like we were some schlocky little office.”

These transactions and a few key mentor relationships all set the groundwork for Govedarica’s future success. The skills she

learned in a real estate environment that was entirely pre-internet proved to be vital. “We did not have all of this wonderful, marvelous online education for buyers. So when you got a buyer, that buyer was coming to your office, riding with you in the car. You were both looking at a product, generally for the first time,” she explains. “It was a very good basis for the brass tacks of real estate and the old-school way of sales. Which really was beneficial, and I apply a lot of those skills to this day.”

She’s thankful for the skills but still loves the current real estate experience. No more days are eaten up driving out to housing inventory just to get a look. No more guessing about what the interior of a home might look like. No more pagers. “It’s easier now. It just is. You’ve got email now. You can reach a bigger demographic of people,” she explains. “You can email out tons of inventory, flyers — marketing is so much easier.”

Four children in four years kept Govedarica from pursuing real estate full-time. The early 2000s marked her return to real estate. Clearly, she had found her “real job.” Real estate fits Govedarica’s people-person disposition. “I love the interaction

...

with all kinds of people in the general public,” she explains. “It’s always something — it’s not like going into the office every day. Something pops up, there’s always a new experience.” It isn’t solely everyday interactions that keep Govedarica producing at a peak level. Govedarica loves to negotiate. “I’m competitive by nature. I like sports. I like to competitively golf,” she admits.

The diversity of Chicago’s housing inventory and its buyers and sellers adds plenty of variety to her work. It provides great opportunities for Govedarica to indulge her natural winning instinct. “It’s a healthy competition. It ebbs and it flows year to year, and everyone knows it.” Aware of her limits, Govedarica stays competitive without giving in to a hectic grind of impossible sales goals. “I write a business plan every year — generally in January. I always like to push myself and challenge myself. But I’ve learned over the years not to make a pie in the sky number,” she explains.

She loves seeing elaborate, high-end houses. Even in her downtime, Govedarica indulges in real estate TV shows featuring luxury housing in markets outside of Chicago. Govedarica enjoys nearly every aspect of her real estate career, but it’s maintaining a competitive edge that really motivates her. “I look at my numbers. That’s success to me,” she explains. “I also look at how many transactions I have in a year — and basically my sales volume.” She goes on: “It’s quite fun when you’re up there in the platinum and the gold range. And that is a level of success.”

Govedarica is well aware of her status among the top one percent of realtors in Chicago. However, she points out a bit of a twist. The realtor rankings don’t show the whole picture of her earnings. “And interestingly enough, that only measures on-market transactions,” she hints. “[It’s not] pulling in some stuff that hasn’t been on the MLS.” The competition is all in good fun for Govedarica, and she enjoys rubbing elbows and keeping up with her peers. “I appreciate everyone in the industry,” Govedarica said. “Although Chicago is a big city, the market is very small.” Big city or not, it all comes back to the real estate basics for Govedarica. “What works in Kansas City, Kansas may not work in Chicago, and that may not work in L.A. But if you look at real estate as a whole, I think we can all similarly follow the basics to be successful.”



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Ashley Kaehn

CHASING THE NEXT WIN

CHICAGO BROKER JUMPS FROM FORTUNE 500 FINANCE TO REAL ESTATE

▶ rising star

By Nicholas A. Love
Photos by Shae Von Huerta

If you stop and imagine for a second, nearly everybody has that one friend who is good at almost everything. If you know Ashley Kaehn, you might be thinking of her.



Currently, Kaehn is a broker with Kale Realty in the South Loop of Chicago. She graduated from college with a degree in finance and joined a Fortune 500 company right out of the door. During her five years there, she learned how much she loves face-to-face interaction with real people. “Looking at spreadsheets all day wasn’t for me,” she admits.

Kaehn transitioned herself into a more sales-based role in accounting and finance recruiting, something with less computer time and more people time. “Essentially I was a headhunter,” she explains. “I was pretty good at it.” By this time, real estate was already on her radar. Both her husband and brother are in the industry. Her husband, a real estate attorney, kept nudging her to make the transition.

She finally made the shift late last year, diving right in with a few short sale referrals. “Right off the bat, I started super, super busy,” Kaehn recalls. Busy, because she originally added real estate on top of her recruiting career. “I have 40 active listings right now, and I feel like it’s not enough. I used to work 80-90 hours per week when I was doing recruiting and real estate — both full time. Now that I’m only doing real estate, I feel underutilized,” she laughs.

When Kaehn says “underutilized,” she does not mean that she’s twiddling her thumbs. She was licensed in November of 2016, closed her first deal in February of 2017, and as of this writing, has closed 18 other transitions, adding up to about five million in total sales volume.

It’s not only this finance-industry work ethic that gives Kaehn her competitive advantage. “I have the numbers savvy, and I have the discipline from working in Fortune 500 companies. It’s helped quite a bit, especially with selling investment properties.



It’s easier to pitch to a potential investor when I know what I’m talking about from a numbers perspective,” Kaehn explains. And her time recruiting? “It’s just matchmaking,” Kaehn says. She uses those same skills to connect buyers and sellers, making sure everybody wins.

Recently, Kaehn hired her first assistant — her managing broker’s son. With a bit of coaching, he landed \$1.2 million in listings on his very first call. It is obviously not surprising that she aspires to be a managing broker herself. Building a team, as well as all the associated financial benefits, is right up her alley.

“I love training and I love mentoring,” Kaehn relates. “My goal, in the end, is to keep adding on more people who are likeminded — who are real hustlers and aren’t afraid of working hard and making lots of money.” When it comes to building that team, or just advice for the new guys, Kaehn recommends starting off just like she did. “There’s no better way to learn the minutia than doing it on a short sale,” Kaehn points out.

Kaehn couldn’t be happier about her switch to real estate. “No more 8 a.m. Friday meetings where nothing gets accomplished. No more one percent annual raises when I know I did a great job,” she says. “I hold myself and my business to very high standards, and now I get to do it on my terms.”

Doing things on Kaehn’s terms means stretching her entrepreneurial muscles. Right now she is studying for the real estate licensing exam in Florida. She’s seen people make the move from Chicagoland to the Sunshine State and plans to tap into that relocation market. “I don’t know anyone who is doing it, personally,” Kaehn admits. “But taking risks sometimes can mean a nice payoff.”

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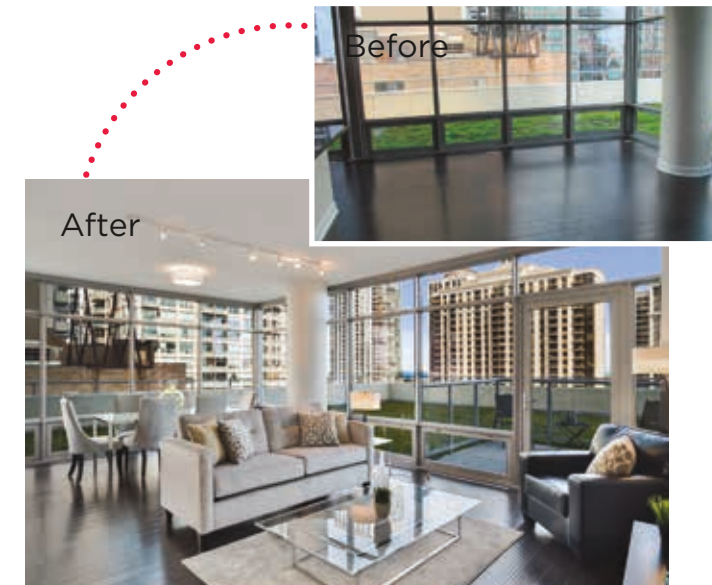


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Welcome to the #NextLevelSeries. I am going to open your eyes to what it takes to break out of your current state and maximize your ROI (return on investment). It all starts with your mind. If you improve your thinking, then you definitely have a chance to be great. I meditate and do affirmations daily. I've learned that if I feed my mind with great thoughts, then I will become great. It works! Here is my daily routine of daily affirmations.



1. Gratitude: Lord thank you for the gift of life. I will commit myself to you today. I remind myself of things I am grateful for ... wife, children, house, cars, job, finances, salvation, etc.

2. Purpose: My purpose is to help others. I help buyers dramatically improve their lifestyle by finding the best home and investment that meets their needs. I will find them the best grants, credit repair and loans. I will help sellers maximize their ROI in the shortest period of time and revitalize Chicago, one home at a time. I will provide excessive value to everyone I help today.

3. Self Image: I am designed perfectly in God's eyes. He also gave me tools to be great and do great things. I am not average or good; I am great. The more I embrace and believe this, the more I expand my capacity for growth.

4. Responsibility: Today I am responsible for everything. Once I take ownership, then I have control and I can change anything that comes my way.



5. Grind: My average IS hard work. I will out work everyone because it is my duty to give back to God to show my appreciation for the gift of life today and eternal life. Society tells me to hate hard work, but I love hard work!

6. Excessive Value: Every action I take is based on providing excessive value to those I encounter. It is not about me, it is about serving others today.

7. Think And Act Big: I will push myself to be better. There is always room for growth; today I stretch my limits.

8. Fuel: I don't always control the outcome or the first thought that comes into my mind, but I will control the rest of my thoughts. I am responsible for my actions. Whatever happens to me today, bad or good, will fuel me to become better.



9. Positive: I keep focusing and refocusing on the positive. I am on a journey.



by Frank Montro

10. Urgency: I must create a heightened sense of urgency in my mind. There are agents working on taking my business away from me and they are working 24/7. If I don't give 100 percent, then those agents will take my business. The livelihood of my family depends on how urgent I can accomplish tasks.

11. Dominate: Today I play to dominate. I am the best and I continue to get better. #relentlessdomination

12. Opportunity: Today I will persistently look for opportunities. I am a hunter. I see opportunities and aggressively pursue them.

13. Failure: My business is built on failure. Today I am constantly failing and learning from my failures. I will change my activities today, to relentlessly pursue domination.

14. Health: What I put in my body affects my long-term productivity. I will not take shortcuts when it comes to nutrition.



15. Focus: I am continually focusing and refocusing. There are so many distractions in this world. Fear and anger are

"GRIND: My average IS hard work"

my enemies. I constantly guard my mind against these bad thoughts and refocus. I am at war with average.

16. Return On Investment: Today I will focus on my highest ROI activity and be amazingly productive.

17. Demand: Today I demand greatness from myself. I have endless energy!

I recite these affirmations daily and truly believe they can revolutionize your life and maximize your success. Change happens by rewiring your mind; you are created and designed to be great so stop living an average life and start your path to greatness!

Frank Montro is currently a broker with Keller Williams Preferred Realty. He has been in the real estate industry for 34 years and has been a top 1% producer in the city of Chicago since 2000. He specializes in finding properties for investors, helping buyers with grants, credit repairs, and loans.

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to September 30, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	137	\$125,405,663	60	\$64,019,442	197	\$189,425,105
2	Emily	Sachs Wong	69	\$94,406,000	33	\$41,711,000	102	\$136,117,000
3	Mario	Greco	158	\$92,224,555	51	\$34,500,233	209	\$126,724,788
4	Matt	Laricy	86	\$34,663,917	143	\$71,483,950	229	\$106,147,867
5	Leigh	Marcus	143	\$82,146,208	25	\$16,812,317	168	\$98,958,525
6	Jennifer	Ames	56	\$54,780,500	35	\$37,152,500	91	\$91,933,000
7	Karen	Biazar	118	\$75,058,224	14	\$8,795,300	132	\$83,853,524
8	Chezi	Rafaeli	26	\$40,522,000	14	\$20,983,000	40	\$61,505,000
9	Jennifer	Mills	55	\$38,059,050	33	\$17,385,735	88	\$55,444,785
10	Timothy	Salm	28	\$39,492,050	9	\$15,646,500	37	\$55,138,550
11	Joe	Zimmerman	56	\$29,617,018	43	\$24,597,150	99	\$54,214,168
12	Sophia	Klopas	48	\$33,861,400	33	\$20,041,838	81	\$53,903,238
13	Barbara	O'Connor	55	\$36,752,228	30	\$16,922,400	85	\$53,674,628
14	Melissa	Govedarica	60	\$43,068,750	4	\$6,604,900	64	\$49,673,650
15	Kathleen	Malone	33	\$34,729,750	9	\$11,154,000	42	\$45,883,750
16	Brad	Lippitz	39	\$25,429,900	24	\$19,765,800	63	\$45,195,700
17	Timothy	Sheahan	38	\$38,642,750	10	\$6,143,400	48	\$44,786,150
18	Millie	Rosenbloom	23	\$24,687,750	19	\$19,827,000	42	\$44,514,750
19	Lisa	Madonia	13	\$32,480,000	6	\$11,292,500	19	\$43,772,500
20	Joanne	Nemerovski	19	\$30,177,500	9	\$11,685,150	28	\$41,862,650
21	Joshua	Weinberg	29	\$12,986,000	41	\$26,133,047	70	\$39,119,047
22	Scott	Newman	69	\$19,119,825	48	\$19,201,097	117	\$38,320,922
23	Marlene	Granacki	13	\$20,188,363	8	\$15,773,563	21	\$35,961,926
24	Matthew	Liss	29	\$17,058,900	28	\$18,769,550	57	\$35,828,450
25	Debra	Dobbs	11	\$14,030,000	17	\$21,582,250	28	\$35,612,250
26	Nancy	Tassone	15	\$17,837,500	15	\$17,470,000	30	\$35,307,500
27	Robert	Picciariello	86	\$33,033,980	2	\$1,180,250	88	\$34,214,230
28	Melanie	Giglio	36	\$24,647,500	20	\$9,064,800	56	\$33,712,300
29	Grigory	Pekarsky	11	\$2,980,750	80	\$30,112,418	91	\$33,093,168
30	Philip	Skowron	13	\$16,901,000	13	\$16,091,900	26	\$32,992,900
31	Daniel	Close	4	\$1,231,500	51	\$31,108,340	55	\$32,339,840
32	Nicholas	Colagiovanni	20	\$14,137,250	24	\$18,190,500	44	\$32,327,750
33	Michael	Shenfeld	23	\$15,095,725	25	\$17,173,500	48	\$32,269,225
34	Sam	Jenkins	28	\$24,531,361	9	\$7,554,475	37	\$32,085,836

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sam	Shaffer	20	\$8,247,000	54	\$23,575,094	74	\$31,822,094
36	Rachel	Krueger	14	\$16,740,250	9	\$13,346,000	23	\$30,086,250
37	Michael	Tolliver	4	\$14,870,000	6	\$14,957,900	10	\$29,827,900
38	Ryan	Preuett	12	\$15,752,500	12	\$13,908,000	24	\$29,660,500
39	Frank	Montro	132	\$24,890,750	37	\$4,759,798	169	\$29,650,548
40	David	Wienczek	15	\$26,103,000	4	\$3,431,700	19	\$29,534,700
41	Michael	Rosenblum	20	\$13,598,150	17	\$15,314,500	37	\$28,912,650
42	Layching	Quek	0	\$0	44	\$28,899,500	44	\$28,899,500
43	Jacqueline	Colando	61	\$26,495,950	4	\$2,376,000	65	\$28,871,950
44	Ivona	Kutermankiewicz	31	\$20,650,400	10	\$8,026,900	41	\$28,677,300
45	Owen	Duffy	37	\$20,992,600	14	\$7,583,300	51	\$28,575,900
46	Melissa	Siegal	27	\$13,128,600	27	\$15,309,500	54	\$28,438,100
47	Amanda	Mcmillan	25	\$10,353,000	33	\$17,703,640	58	\$28,056,640
48	Elizabeth	Brooks	35	\$27,428,923	0	\$0	35	\$27,428,923
49	Jason	O'Beirne	32	\$22,240,575	17	\$5,004,100	49	\$27,244,675
50	Katharine	Waddell	31	\$14,380,800	22	\$12,801,900	53	\$27,182,700

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to September 30, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Amy	Pritchard	20	\$17,745,201	7	\$8,713,070	27	\$26,458,271
52	Elizabeth	Ballis	23	\$19,400,500	9	\$7,014,000	32	\$26,414,500
53	Bari	Levine	23	\$10,052,575	31	\$16,185,882	54	\$26,238,457
54	Julie	Harron	8	\$9,833,000	5	\$15,855,000	13	\$25,688,000
55	Carrie	Mccormick	40	\$22,248,767	7	\$3,202,250	47	\$25,451,017
56	Dennis	Huyck	38	\$18,302,000	14	\$6,865,900	52	\$25,167,900
57	Nadine	Ferrata	28	\$18,357,000	9	\$6,552,500	37	\$24,909,500
58	Christine	Paloian	20	\$21,690,250	7	\$3,159,500	27	\$24,849,750
59	Ian	Schwartz	25	\$13,421,400	11	\$11,383,010	36	\$24,804,410
60	Margaret	Baczkowski	17	\$16,074,000	6	\$8,637,600	23	\$24,711,600
61	Elena	Theodoros	17	\$10,465,500	26	\$14,175,486	43	\$24,640,986
62	Michael	Hall	37	\$19,790,267	10	\$4,829,500	47	\$24,619,767
63	Alishja	Ballard	25	\$10,741,199	27	\$13,809,523	52	\$24,550,722
64	D	Waveland Kendt	20	\$12,690,500	26	\$11,833,550	46	\$24,524,050
65	Colin	Hebson	19	\$14,453,000	11	\$9,605,500	30	\$24,058,500
66	Linda	Levin	11	\$15,128,500	11	\$7,931,500	22	\$23,060,000
67	Nicholaos	Voutsinas	0	\$0	47	\$22,890,972	47	\$22,890,972
68	Bruce	Glazer	13	\$6,089,500	29	\$16,143,160	42	\$22,232,660
69	Michael	Vrieling	14	\$6,143,400	16	\$16,053,540	30	\$22,196,940
70	Juliana	Yeager	22	\$12,215,500	8	\$9,712,150	30	\$21,927,650
71	Radim	Mandel	26	\$13,421,300	17	\$8,472,500	43	\$21,893,800
72	Scott	Curcio	34	\$10,632,309	28	\$11,008,003	62	\$21,640,312
73	Karen	Ranquist	15	\$19,188,355	4	\$2,443,000	19	\$21,631,355
74	Cindy	Weinreb	6	\$2,887,775	34	\$18,722,050	40	\$21,609,825
75	Lisa	Sanders	43	\$15,429,127	20	\$5,747,700	63	\$21,176,827
76	Eugene	Fu	16	\$15,453,000	5	\$5,664,000	21	\$21,117,000
77	Natasha	Motev	13	\$13,329,750	8	\$7,782,000	21	\$21,111,750
78	Deborah	Hess	24	\$8,742,250	26	\$12,064,945	50	\$20,807,195
79	Gary	Lucido	17	\$9,154,000	20	\$11,568,500	37	\$20,722,500
80	Scott	Berg	45	\$18,998,600	3	\$1,674,500	48	\$20,673,100
81	Carol Ann	Edwards-Nasser	9	\$11,842,250	6	\$8,791,500	15	\$20,633,750
82	Joshua	Lipton	12	\$7,221,680	21	\$13,379,150	33	\$20,600,830
83	Sam	Boren	0	\$0	39	\$20,570,200	39	\$20,570,200
84	Daniel	Glick	13	\$16,396,400	3	\$3,937,000	16	\$20,333,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Lance	Kirshner	27	\$10,202,300	18	\$10,098,600	45	\$20,300,900
86	Nicholas	Apostal	21	\$10,255,300	16	\$9,763,834	37	\$20,019,134
87	Naomi	Wilkinson	9	\$12,215,000	5	\$7,615,000	14	\$19,830,000
88	Chris	Bauer	25	\$10,281,800	19	\$9,420,225	44	\$19,702,025
89	Beata	Gaska	21	\$15,737,100	7	\$3,766,000	28	\$19,503,100
90	Zane	Jacobs	43	\$19,482,800	0	\$0	43	\$19,482,800
91	Sarah	Ziehr	47	\$18,963,622	1	\$368,500	48	\$19,332,122
92	Thomas	Moran	14	\$15,129,500	7	\$4,195,000	21	\$19,324,500
93	Richard	Anselmo	20	\$12,835,500	11	\$6,465,000	31	\$19,300,500
94	Steve	Meyer	39	\$17,851,150	2	\$1,398,350	41	\$19,249,500
95	Kristi	Gunther	10	\$12,419,875	5	\$6,740,625	15	\$19,160,500
96	Harry	Maisel	12	\$8,585,800	8	\$10,489,500	20	\$19,075,300
97	Jason	Vondrachek	32	\$18,559,600	1	\$268,500	33	\$18,828,100
98	Nathan	Brecht	41	\$18,553,300	0	\$0	41	\$18,553,300
99	Philip	Schwartz	25	\$7,625,525	23	\$10,670,734	48	\$18,296,259
100	Janet	Owen	7	\$15,740,000	1	\$2,550,000	8	\$18,290,000

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Law Offices of Michelle Laiss
Michelle A. Laiss & William D. Iversen
Attorneys at Law

1530 West Fullerton Avenue | Chicago, IL 60614 | **(773) 755-5600**
MLaiss@MLaissLaw.com | WIversen@MLaissLaw.com | FAX: (773) 755-6633



TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to September 30, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Helaine	Cohen	5	\$2,837,500	16	\$15,326,500	21	\$18,164,000
102	Jennifer	Liu	44	\$17,969,208	0	\$0	44	\$17,969,208
103	Armando	Chacon	15	\$11,428,000	11	\$6,427,000	26	\$17,855,000
104	Danny	Lewis	18	\$8,146,688	18	\$9,518,900	36	\$17,665,588
105	Patricia	Young	13	\$12,754,700	5	\$4,845,000	18	\$17,599,700
106	Brooke	Vanderbok	14	\$7,145,500	16	\$10,376,718	30	\$17,522,218
107	Steven	Powers	9	\$4,461,000	22	\$13,052,800	31	\$17,513,800
108	Eudice	Fogel	10	\$7,175,050	14	\$10,338,250	24	\$17,513,300
109	Jeanine	Wheeler	20	\$9,793,200	11	\$7,612,000	31	\$17,405,200
110	Edward	Jelinek	20	\$7,988,900	15	\$9,382,250	35	\$17,371,150
111	Susie	Pearson	16	\$10,791,500	10	\$6,433,215	26	\$17,224,715
112	Rizwan	Gilani	15	\$7,277,000	19	\$9,890,050	34	\$17,167,050
113	Laura	Topp	11	\$4,747,500	16	\$12,252,500	27	\$17,000,000
114	Sara	Mccarthy	18	\$7,904,800	21	\$9,071,150	39	\$16,975,950
115	Joel	Holland	11	\$4,213,400	23	\$12,353,677	34	\$16,567,077
116	Leila	Zammatta	4	\$6,058,000	8	\$10,427,500	12	\$16,485,500
117	Richard	Kasper	13	\$14,360,313	2	\$2,105,000	15	\$16,465,313
118	Keith	Tarasiewicz	0	\$0	34	\$16,437,200	34	\$16,437,200
119	Ryan	Huyler	12	\$8,963,725	14	\$7,469,900	26	\$16,433,625
120	Michael	Maier	20	\$11,751,100	8	\$4,675,000	28	\$16,426,100
121	Nancy	Mcadam	13	\$10,810,500	7	\$5,594,600	20	\$16,405,100
122	Greg	Whelan	0	\$0	30	\$16,289,750	30	\$16,289,750
123	Hasani	Steele	32	\$12,813,450	11	\$3,411,150	43	\$16,224,600
124	Greg	Nagel	14	\$8,132,250	10	\$7,979,000	24	\$16,111,250
125	Christopher	Mundy	14	\$6,952,250	15	\$9,150,000	29	\$16,102,250
126	Michael	Vesole	37	\$12,056,650	5	\$4,041,050	42	\$16,097,700
127	Cynthia	Sodolski	12	\$9,345,525	8	\$6,712,900	20	\$16,058,425
128	Mark	Zipperer	19	\$7,679,150	21	\$8,309,344	40	\$15,988,494
129	George	Morgan	20	\$8,798,625	12	\$7,177,500	32	\$15,976,125
130	Erlend	Candea	19	\$11,538,500	3	\$4,431,000	22	\$15,969,500
131	Harold	Blum	17	\$12,777,500	4	\$3,014,400	21	\$15,791,900
132	Robert	Sullivan	14	\$6,675,500	12	\$9,107,000	26	\$15,782,500
133	Julie	Busby	8	\$5,553,500	13	\$10,132,000	21	\$15,685,500
134	Hayley	Westhoff	10	\$5,053,500	12	\$10,409,085	22	\$15,462,585

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Katherine	Malkin	7	\$13,905,612	1	\$1,550,000	8	\$15,455,612
136	Jeffrey	Proctor	22	\$9,200,550	10	\$6,214,000	32	\$15,414,550
137	Connie	Engel	16	\$8,011,000	15	\$7,398,000	31	\$15,409,000
138	Brian	Grossman	14	\$9,717,000	6	\$5,687,000	20	\$15,404,000
139	Jennifer	Teadt Long	14	\$5,758,018	20	\$9,413,340	34	\$15,171,358
140	Amy	Duong	16	\$6,775,000	9	\$8,390,500	25	\$15,165,500
141	R. Matt	Leutheuser	9	\$7,988,500	5	\$7,125,000	14	\$15,113,500
142	Santiago	Valdez	33	\$9,107,000	19	\$5,964,500	52	\$15,071,500
143	Alfredo	Medina	30	\$14,991,300	0	\$0	30	\$14,991,300
144	Brett	Novack	20	\$10,435,800	10	\$4,545,900	30	\$14,981,700
145	Brady	Miller	16	\$5,388,500	34	\$9,537,050	50	\$14,925,550
146	Samantha	Porter	19	\$12,423,000	5	\$2,447,694	24	\$14,870,694
147	Arthur	Cirignani	121	\$14,437,900	5	\$394,671	126	\$14,832,571
148	Ted	Guarnero	9	\$2,972,800	25	\$11,775,300	34	\$14,748,100
149	Monique	Pieron	16	\$11,242,199	4	\$3,388,199	20	\$14,630,398
150	Brent	Hall	19	\$12,176,037	3	\$2,303,500	22	\$14,479,537

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2017 to September 30, 2017

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Pasquale	Recchia	15	\$6,417,150	15	\$8,013,900	30	\$14,431,050
152	Phil	Byers	16	\$6,093,900	17	\$8,251,899	33	\$14,345,799
153	Gregory	Goldstein	0	\$0	38	\$14,331,500	38	\$14,331,500
154	Erin	Mandel	13	\$7,898,630	10	\$6,411,082	23	\$14,309,712
155	Leslie	Glazier	10	\$6,989,000	11	\$7,296,777	21	\$14,285,777
156	Christie	Ascione	14	\$8,011,600	7	\$6,198,500	21	\$14,210,100
157	Jill	Silverstein	5	\$5,170,000	12	\$8,958,750	17	\$14,128,750
158	Janelle	Dennis	20	\$9,548,800	11	\$4,563,500	31	\$14,112,300
159	David	Nimick	18	\$6,206,700	20	\$7,825,200	38	\$14,031,900
160	Nancy	Hotchkiss	28	\$9,818,000	12	\$4,167,500	40	\$13,985,500
161	Weston	Harding	14	\$6,629,200	16	\$7,318,000	30	\$13,947,200
162	Nick	Rendleman	12	\$3,997,400	24	\$9,930,500	36	\$13,927,900
163	Pearce	Lashmett	12	\$5,863,100	10	\$8,054,750	22	\$13,917,850
164	Lauren	Schuh	19	\$8,964,100	10	\$4,944,600	29	\$13,908,700
165	Terri	Mcauley	11	\$6,837,500	10	\$7,001,000	21	\$13,838,500
166	Ryan	Hanley	5	\$7,128,000	4	\$6,650,000	9	\$13,778,000
167	Melanie	Stone	5	\$2,094,000	32	\$11,658,800	37	\$13,752,800
168	Ian	Feinerman	5	\$9,085,000	2	\$4,665,000	7	\$13,750,000
169	Ryan	Gossett	14	\$5,474,875	17	\$8,091,697	31	\$13,566,572
170	Caryl	Dillon	7	\$9,406,500	4	\$4,102,500	11	\$13,509,000
171	David	Smith	1	\$220,000	27	\$13,262,750	28	\$13,482,750
172	Monique	Crossan	4	\$4,586,000	4	\$8,855,000	8	\$13,441,000
173	James	Ongena	12	\$5,918,400	15	\$7,522,147	27	\$13,440,547
174	Phillip	Buoscio	19	\$9,551,864	7	\$3,861,400	26	\$13,413,264
175	Michael	Kelly	17	\$6,808,000	12	\$6,541,900	29	\$13,349,900
176	Lisa	Mcmillan	17	\$11,112,917	3	\$2,236,000	20	\$13,348,917
177	Mark	Keppy	15	\$4,637,850	16	\$8,684,500	31	\$13,322,350
178	Qiankun	Chen	7	\$1,538,000	41	\$11,690,288	48	\$13,228,288
179	Landon	Harper	10	\$6,643,500	11	\$6,530,000	21	\$13,173,500
180	Randy	Nasatir	12	\$10,374,400	7	\$2,762,500	19	\$13,136,900
181	John	Berdan	9	\$3,327,900	23	\$9,804,850	32	\$13,132,750
182	Lisa	Kalous	6	\$3,402,500	15	\$9,653,800	21	\$13,056,300
183	Robert	Safranski	16	\$7,281,400	13	\$5,736,900	29	\$13,018,300
184	Michael	Saladino	16	\$5,914,900	21	\$7,075,850	37	\$12,990,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Danielle	Dowell	12	\$6,363,050	12	\$6,608,215	24	\$12,971,265
186	Scott	Stavish	13	\$8,008,500	8	\$4,961,500	21	\$12,970,000
187	John	Huebner	7	\$3,767,000	16	\$9,152,000	23	\$12,919,000
188	Rubina	Bokhari	9	\$5,929,500	13	\$6,968,000	22	\$12,897,500
189	Sundeep	Lamba	40	\$9,362,695	26	\$3,495,901	66	\$12,858,596
190	Nathan	Binkley	12	\$5,439,000	14	\$7,397,000	26	\$12,836,000
191	George	Selas	16	\$6,715,200	13	\$6,101,000	29	\$12,816,200
192	Hunter	Andre	8	\$7,263,000	10	\$5,551,300	18	\$12,814,300
193	James	Hodur	3	\$6,210,000	4	\$6,592,500	7	\$12,802,500
194	Pamela	Rueve	15	\$8,723,000	7	\$4,077,000	22	\$12,800,000
195	Lukasz	Wojcik	23	\$8,001,680	11	\$4,767,700	34	\$12,769,380
196	Juana	Honeycutt	14	\$9,220,500	3	\$3,512,500	17	\$12,733,000
197	Kelly	Parker	17	\$9,296,000	7	\$3,372,500	24	\$12,668,500
198	Brad	Zibung	13	\$6,961,000	13	\$5,705,900	26	\$12,666,900
199	Tara	Leinenweber	34	\$12,596,441	0	\$0	34	\$12,596,441
200	Christina	Carmody	24	\$7,525,100	13	\$5,058,500	37	\$12,583,600

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. *Chicago Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS.

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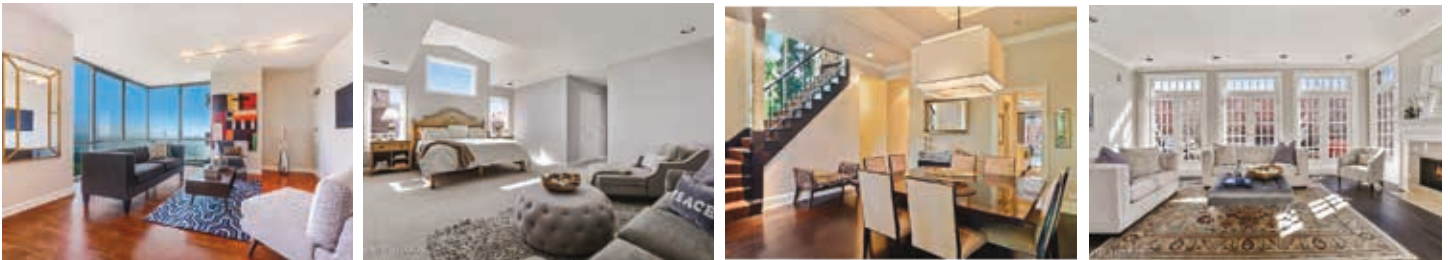
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