

CHICAGO

REAL PRODUCERS®

INFORMING AND INSPIRING REAL ESTATE AGENTS



DANIEL CLOSE

FROM SYMPHONY
TO SALES

Rising Star:

Eric Casper

Agent Feature:

Izabela Sloma

Partner Spotlight:

Joel Schaub

Guaranteed Rate

TOP 200
STANDINGS

APRIL 2018



**YOU ONLY
GET ONE
CHANCE TO
MAKE A FIRST
IMPRESSION.**

- HOME STAGING CONSULTATIONS
- OCCUPIED HOME STAGING
- VACANT HOME STAGING
- REDESIGN

HAVEN
Home Staging and Redesign, Inc.

Home Staging and Redesign, Inc.
323 N. Hoyne Ave. • Chicago, IL 60612

Phone: 312-380-1276
www.havenhomestager.com



Professional Inspections

THE BEST AGENTS USE THE BEST INSPECTORS.

Let us help you build your business and safeguard your brand with thorough inspections that protect your clients.

CBI inspectors take the time to differentiate major from minor issues so buyers don't have to swim in the unknown. Our priority is to give buyer's the information they need to make confident, informed decisions about their properties. Our team of 7 full-time inspectors specialize in 1-Visit Estate Inspections — everything inspected for your building in just one day! We also offer Radon Testing — if you value healthy indoor air quality, get in touch for in-home testing.

We are Chicago's preferred building inspectors because we're thorough and real.

Mention this ad for \$50 off any standard inspection and \$150 off any estate inspection service

Professional Inspections. Professional Reports. Professional Results.

Ross Neag | Andrew Danner | Morgan Hughes | Robert Clemens | Robert Brown | Williams Bruckner | Isac Enriquez

456 N Oakley Blvd Chicago, IL 60612

www.inspectingchicago.com | www.radoniseverywhere.com | 312-INSPECT | info@inspectingchicago.com



TABLE OF CONTENTS



11
Publisher's Note



12
Partner Spotlight: Joel Schaub
Guaranteed Rate



14
Cover Story: Daniel Close



18
Rising Star: Eric Casper



20
Two Strategies to Become a Top Producer in Your First Year



28
Neighborhood Nuggets: by Leigh Marcus



30
Agent Feature: Izabela Sloma



32
Manager's Minute: Lisa Kon



34
Top 200 Standings

MEET THE CHICAGO REAL PRODUCERS TEAM



Andy Burton
Publisher



Shae'Von Huerta
Photographer



Lindsay Schirk
Photographer



Emily Burton
Editor & Content Manager



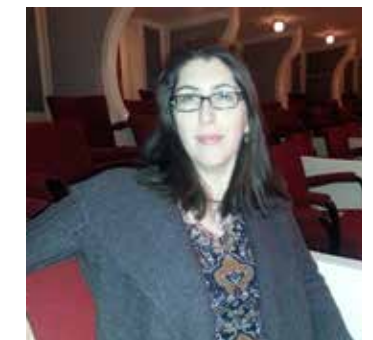
Brian Ramsey
Writer



Michelle Deisler
Account Manager



Chris Menezes
Writer



Christine Thom
Copy Editor



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



@Shaevon **#joyfilledphotography**

Joyfilled Photography

"TO CAPTURE THE JOY IN EVERYTHING"

Shae'Von Huerta / **951.956.6942** / Joyfilled87@gmail.com
www.joyfilledphotos.com




ULTIMATE
 MORTGAGE



PREFERRED PARTNERS

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ACCOUNTING - CPA
 Swidler Spanola & Co. LLC
 (312) 981-4141
 SwidlerSpanola.com

The Hechtman Group Ltd
 (847) 256-3100
 TheHechtmanGroup.com

ATTORNEY
 Law Offices of
 Michelle A. Laiss
 (773) 755-5600

Raimondi Law Group
 (312) 524-9743

The Gunderson Law Firm
 (312) 600-5000
 GundersonFirm.com

BUILDER
 Pryor Construction
 (773) 334-1800
 PryorConstruction.com

Ronan Construction
 (773) 588-9164
 RonanConstruction.com

CLEANING SERVICE
 Manic Maids Inc.
 (773) 342-7424
 ManicMaids.com

CLIENT & REFERRAL GIFTS
 Cut Above Gifts
 (773) 769-7812
 CutAboveGifts.com

COPY EDITOR
 Stardust Editorial
 Chrstine Thom
 (773) 992-6142
 StardustEditorial.com

CUSTOM CLOSETS
 Closet Works
 (312) 999-0356
 closetworks.com

Crooked Oak
 (708) 344-6955
 CrookedOak.com

ESTATE SALES
 Everything But The House
 (312) 330-0918
 ebth.com

GARMENTS, GROOMING & EVENTS
 Gentleman's Cooperative
 (312) 361-1166
 gentsco-op.com

GENERAL CONTRACTOR
 Midwest Remodeling &
 Builders, Ltd
 (847) 888-7777

midwest-remodeling-and-
 builders-ltd.com

S.B. Construction, Inc.
 (773) 520-7788

HANDYMAN
 Fix It People
 (312) 898-9300
 fixitpeople.com

HOME INSPECTION
 Chicago Building
 Inspections
 (773) 849-4424
 inspectingchicago.com

Echo Home Inspection
 (847) 888-3931
 EchoHomeInspections.com

Windy City Home
 Inspection, Inc.
 (847) 926-4663
 WindyCityHome.com

HOME WARRANTY
 HWA Home Warranty of America
 (888) 492-7359
 HWAHomeWarranty.com

MORTGAGE / LENDER
 A and N Mortgage
 (773) 255-2793
 anmtg.com

Fifth Third Bank
 (708) 351-6416
 53.com/mlo/tonylupescu

Guaranteed Rate,
 Ben Cohen
 (773) 654-2055
 rate.com/BenCohen

Guaranteed Rate,
 Joel Schaub
 (773) 654-2049
 rate.com/JoelSchaub

Guaranteed Rate,
 Michelle Bobart
 (312) 379-3516
 rate.com/MichelleBobart

Guaranteed Rate,
 Shimmy Braun
 (773) 850-9558
 rate.com/Shimmy

Peoples Home Equity
 (312) 731-4939
 PeoplesHomeEquity.com

Perl Mortgage
 (312) 651-5352
 amargulis.com

...

Ania Kozera has over **fifteen years** of mortgage industry experience, accumulating her knowledge from various brokers, mortgage banks and lenders. She is a **four-time** Chicago Magazine 5 Star winner with a primary focus on providing the best customer service experience possible through her understanding of client needs.

“We are truly happy with the experience of working with Ania and Tim. They saved the day when another mortgage company told us we were not approved. Very patient with inexperienced buyer who has questions. 100% would refer to my friends and family. Thank you!!”
 -Julie D.

“I could have not asked for someone more dedicated and accurate at what she does. The whole transaction from beginning to end was smooth and in reasonable time frame. Thank you Ania for your excellent services.”
 -Michelle B.

“Ania and her team were amazing to work with. They made the stress of buying a home tolerable. The process was smooth. Ania pulled a bit of a miracle as my closing deadline was tight, but she and her team ensured that I closed on time. Thanks so much Ania, Tim, and team. It was great working with you!”
 -Keon W.



Your Mortgage Consultant
Ania Kozera
 e-mail: akozera@urmortgage.com
 phone: (773) 636-4441
 NMLS: 228873

RP PREFERRED PARTNERS ...

Ultimate Rate
Mortgage Company
(773) 796-2464
urmortgage.com

United Home Loans
(708) 531-8300
uhloans.com

PHOTOGRAPHY
Joyfilled Photography
(951) 956-6942
joyfilledphotos.com

Linz Art Collection
(630) 508-6575
LinzArtCollection.com

ROOFING
Lindholm Roofing
(773) 628-6511
LindholmRoofing.com

**SIGNS, BANNERS
& PRINTING**
In Sight Sign Company Inc.
(773) 267-4002
insightsigncompany.com

STAGING
Artfully Arranged Staging
(872) 903-3591
artfullyarrangedstaging.com

Exit Stage Right Chicago
(773) 329-8837
ExitStageRightChicago.com

HAVEN Home Staging &
Redesign, Inc.
(312) 380-1276
HavenHomeStager.com

Phoenix Rising Home
Staging
(312) 450-8365
ChicagoStaging.com

Rooms Redux Chicago Inc
(312) 835-1192
RoomsReduxChicago.com

TAX SPECIALIST
Monotelo Advisors
(312) 757-5151
monotelo.com

CHICAGO'S FINEST CLEANING SERVICE
773.342.7424

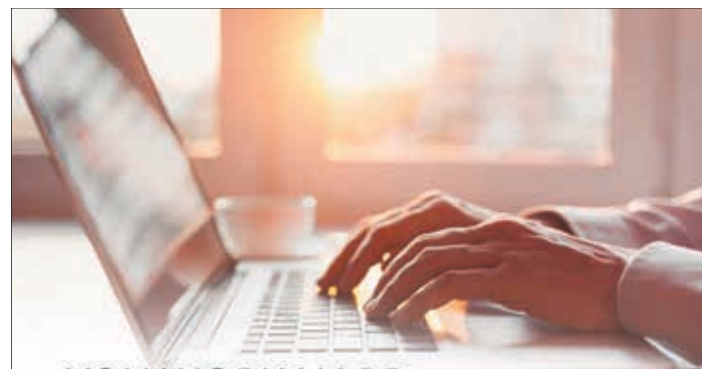
BONDED, LICENSED & INSURED

INFO@MANICMAIDS.COM MANICMAIDS.COM

MANIC MAIDS
INCORPORATED



COMMERCIAL
RESIDENTIAL
POST CONSTRUCTION



**YOU WORK HARD...
BUT ARE YOU MAXIMIZING
YOUR INCOME AND PROFITS?**

WE DELIVER SPECIALTY CPA SERVICES FOR
HIGH PRODUCERS AND BROKERAGE FIRMS.

Contact us to learn why so many successful
agents prefer our services – and put our
experience to work for you.

Hechtman Group

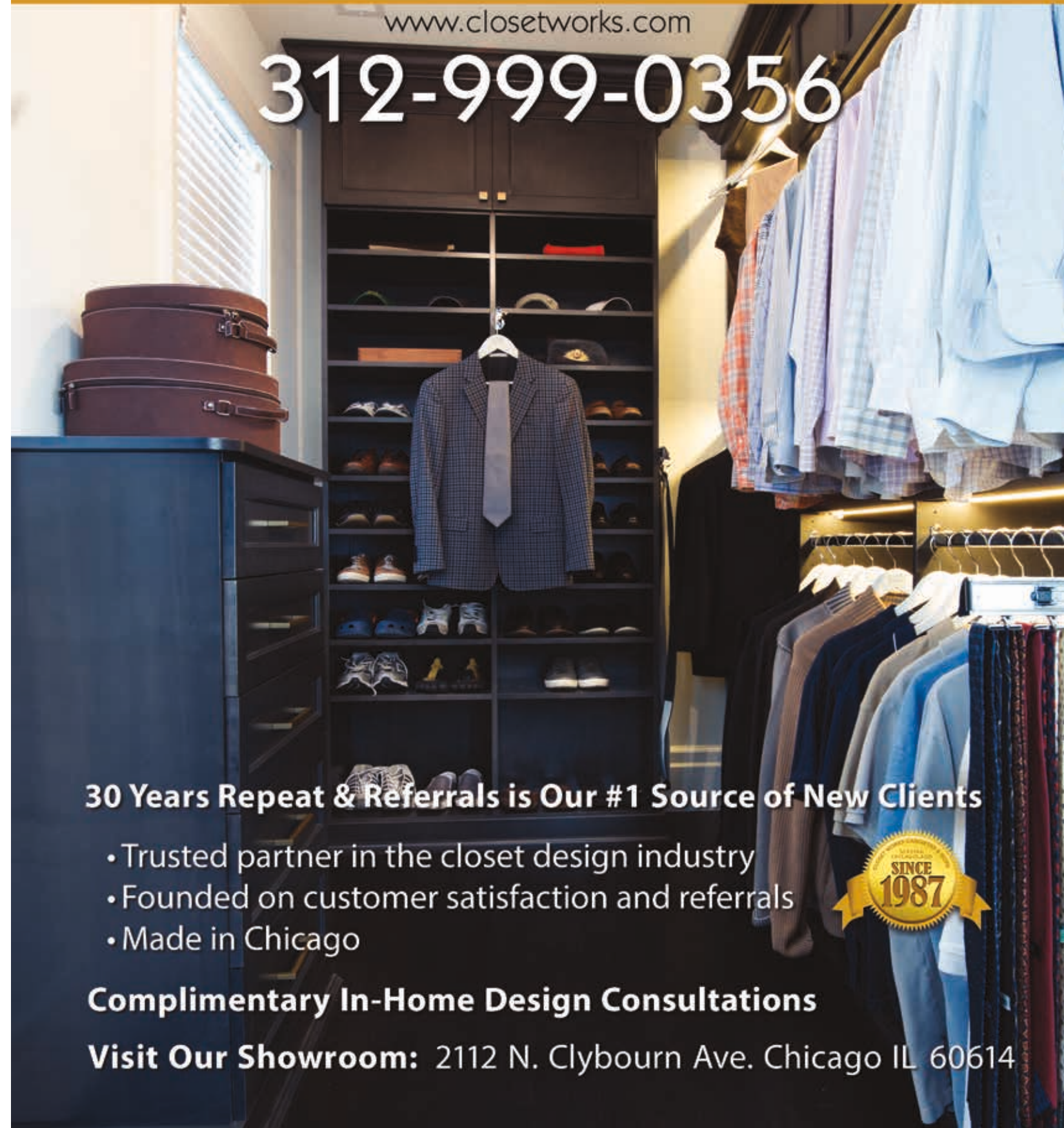
Exceptional CPA services for
small businesses with big plans

www.thehechtmangroup.com

MADE IN CHICAGO FOR OVER 30 YEARS
CLOSETWORKS™

www.closetworks.com

312-999-0356



30 Years Repeat & Referrals is Our #1 Source of New Clients

- Trusted partner in the closet design industry
- Founded on customer satisfaction and referrals
- Made in Chicago



Complimentary In-Home Design Consultations

Visit Our Showroom: 2112 N. Clybourn Ave. Chicago IL 60614

CLIENTS & REALTORS KNOW

JUST CALL JOEL

When your buyers work with Joel, they will receive a **\$1500 closing cost credit.***

Joel is different because he gives back to your clients. Your buyers could be next!

- 15+ years of lending experience
- Top 1% of all loan officers nationwide for annual volume
- Honest service and real advice from a dependable mortgage professional



(773) 654-2049
JOEL@RATE.COM

guaranteed **Rate**

EQUAL HOUSING LENDER Joel Schaub NMLS ID: 224512; IL - 031.0008503 - MB.0005932 • Guaranteed Rate NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603; 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932

*Lender Credit valid through Guaranteed Rate for applications submitted after 1/1/18 and prior to 06/30/18. Coupon/Credit must be presented/mentioned at time of application. \$1500 credit will be applied at time of closing and is factored into the rate and APR. Applicant subject to credit approval. If loan does not close for any reason, costs will not be refunded. This offer and/or receipt of application does not represent an approval for financing or interest rate guarantee. This coupon cannot be redeemed for cash/has no cash value. Restrictions may apply, contact Guaranteed Rate for current rates or more information.

▶ publisher's note
by **Andy Burton**

Wow, what an event!

As I sit and reflect on the past six months and watch the vision for *Chicago Real Producers* come alive, I'm blown away. It was so surreal to finally host our launch party and see how all the pieces fell into place. I know I've verbally thanked our preferred partners, but I feel that's simply not enough recognition. This event would not have been possible or successful without Joel Schaub's team with Guaranteed Rate, Gunderson Law Firm, Geek Chicago, and Birch Road Cellar volunteering their time, talent, and resources. We had over 100 Realtors and 30 of our preferred partners in attendance. Watch for photos in an upcoming issue. If you missed the event, don't worry, we will host several of these throughout the year.

For the most part, the feedback we have received has been positive. However, I know there are always areas we can improve. If the top five producing Realtors in Chicago were asked, "What areas of your business need to be refined?," they would probably have an extensive list. The reality is we all have areas of our lives we need to enhance. And as entrepreneurs, we should constantly be adjusting, tweaking, recalibrating, refocusing, testing, hypothesizing, and fine-tuning our actions until we improve our results—and then do it again. With all that to say, if you attended the event, be on the lookout for a survey requesting feedback about our launch party. Our goal is that each event is even better than the last and we can't make that happen without your honest feedback and support.

Chicago Real Producers is a unique platform that connects top local businesses to top local Realtors. What is Chicago Real Producers without the people? My goal is to be relationally focused. This takes a conscious effort on my part. It is not my default state or natural mode of operation. Real estate sales are competitive and we all want financial success. I get it. My challenge to you (and myself) is to choose to be relational instead of transactional. Another deal will come . . . it's inevitable.

The agents and preferred partners make these events worthwhile. Connections and relationships were built at our launch party which means it was a success, but I feel we have only scratched the surface of the relationships we can cultivate. A bond happens when two people sit down and talk face-to-face.

It is an honor to connect this group of elite, like-minded individuals. I am looking forward to our summer event!



Yours in success,
Andy Burton - Publisher
Andy.Burton@RealProducersMag.com

Photo by Lindsay Schirk

facebook.com/ChicagoRealProducers
@ChicagoRealProducers

ECHO

Home Inspection Inc.

847-888-3931
EchoHomeInspections.com

Inspections We Offer:

- Pre-purchase inspections
- Pre-listing inspections
- 5-point precision inspections
- Commercial inspections
- Short sale & foreclosure inspections
- Roof Certifications
- Radon testing
- Mold testing

When Experience Matters



"Providing peace of mind one home at a time from 1989"

*Dotty Dosé
President & Founder*

JOEL SCHAUB

GUARANTEED RATE



Just Call Joel

For Joel Schaub, who is in the top one percent of mortgage originators in the country, it's all about giving back.

Schaub is certainly a character with a lot of charm and personality: You may have seen his 30-foot *Chicago Fan, Mortgage Man* billboards directly outside of Wrigley Field, or his commercials on *Windy City Poker*, or you may have spotted him wearing his crazy Cubs suit. (To say that Joel is a fan is an understatement: he went to 37 games last season alone!) But as soon as you start talking to him, you know that you're in the company of an extraordinarily warm, and down-to-earth man who is passionate about helping others. Joel believes in transcending the traditional role of a mortgage lender, and he goes out of his way to help his clients feel comfortable and confident as they embark on their own American Dream.

After talking to Joel for a few hours, it became abundantly clear why so many clients and Realtors select him as their preferred lender, and why his name is so respected in Chicago Real Estate.

First and foremost, he is clearly committed and dedicated to his clients and community. He works tirelessly for his clients and Realtor partners. To Joel, it doesn't matter if it's 8 p.m. on a Saturday—if his client needs a preapproval, he will do all he can to ensure that it is delivered by Sunday morning. Secondly, Joel's clients want to work with him because of his level of comfort and understanding of the entire mortgage process. Schaub is able to anticipate potential issues that others might miss due to his years of experience and his high volume of clients.

And that makes him an incredibly valuable partner to Realtors too. Joel has developed channels and systems of communication to get deals done, and to keep all parties of the transaction in the loop from preapproval to closing. By staying with Guaranteed Rate for 13 years and closing over \$500 million in transactions, one thing is clear: Joel gets deals done.

But one of the biggest reasons why so many people Just Call Joel is because he subscribes to the philosophy of "givers gain." This is something he is very proud of and believes in wholeheartedly. In 2017 alone, he gave back over \$244,000 of his commission to cover closing costs for his clients. When I asked why, Joel replied, "I look out for my clients the way a friend would. When I deliver on my word, they refer me to their friends, family, and co-workers . . . I really want them [my clients] to have an ally during the mortgage process, and that's what I provide." It was then that it became clear Joel Schaub was unlike a lot of people I interview. He has a very specific vision of what he wants, and he has a very large following.

Schaub moved from Traverse City, Michigan, to Chicago in 2000 to attend DePaul University where he majored in finance and real estate. While there, he took a paid internship at a publicly



traded mortgage company in the Loop, and he fell in love with the industry. While he rose through the ranks quickly, he found himself wanting more. Just two years into the business, he found a company that was just as ambitious as he was, and just as young and hungry to make its mark: Guaranteed Rate. In 2005 he moved his entire book of business to Guaranteed Rate, which at the time had only 170 employees. Schaub never looked back, and he has directly contributed to the company's exponential growth—Guaranteed Rate now boasts over 3200 employees nationwide. In fact, Victor Ciardelli, the CEO of Guaranteed Rate, saw something in Joel very early on and made him a VP at the tender age of 23, making Joel the youngest VP in the company's history. When I asked Victor to describe Joel's progression over the past 13 years, he said, "Joel has something different about him that people just love. His growth is incredible."

Guaranteed Rate prides itself not only on its company culture, but also on being a company that is transparent and up-front with its clients. Joel emulates the company's values and strives to bring those beliefs into his work. Schaub puts the client first, demands excellence of himself and his team, holds himself to a high standard of ethics, takes ownership, and he tries to lead by example. Referral partners and clients know that when they partner with Joel, they are getting a seasoned professional who is committed to making sure the process is clear, communicated, and closed on time.

Schaub is especially appreciated by first-time home buyers due to the specialized attention he gives them. "It can be a lot when you buy your first home. There are a lot of moving pieces. People need a good mortgage professional to explain and educate them on the process. You want somebody in

your corner, and that's what I do." Joel prides himself in helping families navigate the home-buying process, and on helping each client as if they were family: "People really see that I am on their side," he says, "and that has led to years of referral business."

When Joel isn't closing loans, he can be found giving back in other ways. He works with the Chicago Help Initiative, and he volunteers at and donates to the Lakeview Pantry. Joel also serves as a board member for Real Estate to the Rescue, which supports no-kill animal shelters for cats and dogs. Joel and his wife, Christine, have their own lovable rescue dog—a King Charles spaniel named Louie. All three family members are giant Chicago Cubs fans. They were all there in Cleveland for the historic game seven of the World Series in November of 2016. Chicago Fan, Mortgage Man certainly describes Joel.

His ideas for the future are as big as his billboards. At the young age of 35, Joel Schaub is transforming the idea of what a mortgage lender is, and he is currently building what others are referring to as a legacy. He works diligently, thoughtfully, and strategically to achieve his vision. Joel is on pace to surpass \$100 million in production this year. When I asked Victor Ciardelli if he thought Joel could achieve it, he said with a laugh: "People want to work with the best. There is no doubt in my mind that Joel can hit \$100 million. He is one to watch!"

▶ cover story

DANIEL

CLOSE

FROM SYMPHONY TO SALES

By Brian Ramsey
Photos by Lindsay Schirk

When someone wants to express that something they've heard is pleasing or exciting, they might reply with "that is music to my ears." But for musician Daniel Close, what started as a literal expression turned into a figurative one as he, over time, became open to a career shift — it's a performance that is making a notable impact. With seventy-seven sales and a volume of \$44 million last year, Daniel is moving to the center stage of real estate.

Close studied music at DePaul University with the hopes of becoming a professional trombone player. During school, Daniel began to see that he needed to diversify, so he shifted his minor to business administration, and with some preparation in arts management, Close determined that he could pursue his love of music in performance and combine it with theatre management. Upon graduation, Daniel realized that the process of finding the right arts management position would be lengthy, so he looked for a "temporary" job that would pay the bills and offer the flexibility he needed for his interviewing.

Daniel had a friend who ushered him into the world of residential leasing (apartments, condos, etc.). His friend saw that along with the desire to help people, Daniel was a good communicator and had the ability to influence others. In his first month, Close made four thousand dollars, which was beyond the dreams of the musician. As time progressed, Close's feelings about the job evolved from "this is something that I do not mind" to "I think I might enjoy this." After a few months, he decided to obtain a leasing license and continue to grow in his knowledge and experience of the business.

This journey caused Daniel to pause and evaluate his internal desires. It was hard to find satisfaction and self-worth in music for it demanded perfection and supreme production. In real estate, Close found that he was able to gain measurable confidence. He also began to find favor from his manager, clients, and peers. And as he continued to gain knowledge and experience, Daniel began to discover a sense of belonging. His work started to transition from being a "job" and simply making money, to achieving value in his profession. His desire to travel to interviews in arts management diminished, and he began to think about solely focusing on developing himself as a rental agent.

Close soon began to receive requests for help from his earlier clients who were now ready to look for homes. He had to refer them at first, but his desire to fully serve them led to a huge interest in becoming a licensed Realtor. Daniel observed the industry to be a place of professionalism and consistency, and one that was

meaningful. So after a few years of leasing, Close obtained his real estate license and joined a brokerage that concentrated on residential sales. He had found his new performance home.

Daniel sees many positives in selling real estate. He especially enjoys how well he gets to know his clients, many of which have become his friends along the way. He finds fulfillment in the opportunity of getting to learn all about his clients—their work, the needs of their families, and their interests. Close has never seen himself as a "salesman," but rather as an advisor and educator. His advocacy for clients is a top priority. He describes his mission as seeking to advise people with their purchase so that it is equitable. In addition to making a difference in their lives, Daniel just loves the hunt of finding the right home for his clients.

Close's path was not void of obstacles. Trying to establish himself in the beginning was one of his greatest challenges. "When you



Daniel and his fiancée Krista (Photo by Ryan J. Bolger)

start,” he observes, “everything is hard.” New agents know so little, and “everyone is a nobody at that point.” Though there are classes and seminars, Daniel says that the best way to learn is in the experience of doing the work itself.

His achievements have been well received, but for Close, achievement is about finding balance in life. He defines success as being excellent at one’s job and attaining the highest levels while having the appropriate amount of time in your life to invest in family, friends, and clients. The successful agent seeks to find balance in all areas of life, not just work.

Daniel loves to visit local bars, clubs, and eateries with his fiancée, Krista. The two are getting married this month, and they enjoy spending time together and with friends. Daniel calls himself a “recovering musician,” which is a title he uses to express his need to reconnect with his art. He now enjoys playing the trombone for fun, and does not seem to miss the old, lengthy practice sessions. Krista has her own photography business, and Daniel admires her dedication to her work. He credits her with giving him the impetus to find a balanced life, and he applauds his father for demonstrating a work ethic worth emulating.

Close has some sage advice for fledgling agents. He tells them that they must work very hard, especially in the first year. He described it as “the grind.” “Real Estate sales,” he quips, “is like a giant boulder that you have to get rolling.” He also cautions new agents to avoid the constant barrage they’ll get of marketing ideas and expenses and instead, focus on what is best for clients—clients are not numbers or leads but people who need help. He concludes by noting that agents should never stop growing or learning.

Real Estate sales have transformed considerably over the last few decades, but Daniel Close will continue to play the same tune (see

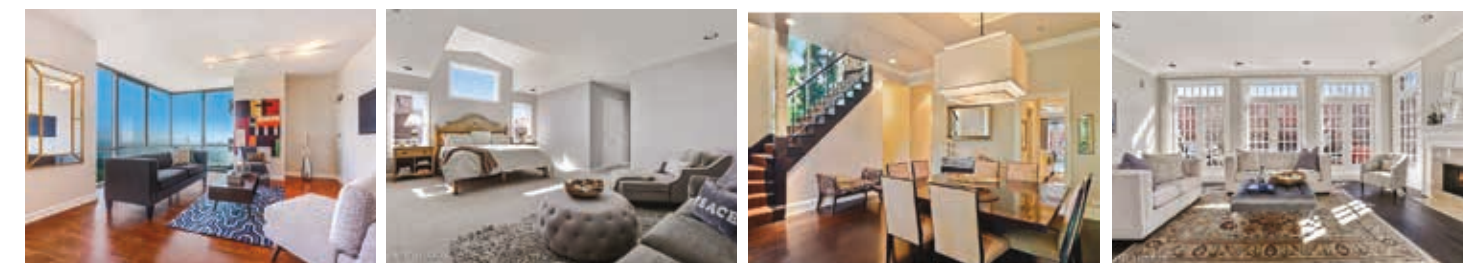


what we did there)—of advocate, educator, and servant of clients. He wants to be a part of the change going forward to make the industry better for all. It is, perhaps, a loss for trombone performance, but it is a huge gain for real estate!

THE DOCTOR (LOAN) IS IN.

Tony Lupescu • NMLS #224410
312-962-2850
www.53.com/mlo/tony-lupescu

Loans subject to credit review and approval. Fifth Third Mortgage is the trade name used by Fifth Third Mortgage Company (NMLS #134100) and Fifth Third Mortgage-MI, LLC (NMLS #447141). Fifth Third Bank, Member FDIC. Equal Housing Lender.



EXIT STAGE RIGHT CHICAGO www.exitstagerightchicago.com

"CHICAGO'S BEST HOME STAGER"

773-942-7308



13 mo. WARRANTY

We've Got You Covered.

Coverage Includes:

- ✓ Air Conditioning System/Cooler
- ✓ Kitchen Refrigerator w/ Ice Maker
- ✓ Door Bells, Burglar & Fire Alarm Systems*
- ✓ Heating System/Furnace
- ✓ Washer/Dryer Package*
- ✓ And **much more!**



*Covered by Platinum & Diamond Plans. Terms and Conditions apply.



Kim Chalekian - Account Executive
Cell: 847.212.8635
kchalekian@hwhomewarranty.com



Liane Lockett - Account Executive
Cell: 708.205.5193
llockett@hwhomewarranty.com



HWAHomeWarranty.com



888.492.7359

©2017 Home Warranty of America, Inc.



Eric and his grandmother



ERIC CASPER

YOU GET BACK WHAT YOU PUT IN!

It all started in elementary school when Eric Casper took a position with a neighborhood paper route. Eric was taught that taking care of people and providing exemplary service was job number one. It is this foundational business philosophy that has carried him through a lifelong career in sales.

Casper started in retail sales and had the privilege of working in a few large cities, including Chicago. In time, Eric thought that change was in order, so he took a position in business consulting with an online training and development company and remained there for two-and-a-half years. But he missed sales, so in May of 2014, Eric began his career as a licensed real estate professional.

“Sales is a good foundation, and can work for most careers,” notes Casper. For him, it is not about

chasing top dollars or clients but about providing quality service to people that you care about. The paper route taught him that “you get back what you put in,” and that is exactly Eric’s goal. With a total of \$10 million in sales in 2017, Casper’s rising-star status is lighting up the skyline of real estate sales.

Eric loves his work. Meeting clients, driving them around, and asking questions about their lives and needs is all a part of the learning experience that he cherishes. The pursuit of finding the best homes

and solving problems is enough motivation for him, but he also appreciates the joy that he can bring in finding the right places for his clients to create memories.

Of course, real estate can bring challenges too. Casper says that he would have considered himself to be a person of patience . . . until he started selling homes. His start with no clients, and a sales process that he was not familiar with, posed some interesting challenges, but Eric has adapted well. The biggest learning curve came with the idea of establishing his work as a business, and that new challenge has become its own greatest reward.

Casper appreciates the rewards of real estate sales, but he notes that success is about being happy and comfortable in your own skin. “It is not a number, and money does not buy happiness,” he concludes. He has observed that success is more about who is around you rather than what is around you. He stays close with a circle of friends, and that brings him a lot of positive energy.

Eric considers himself to be very open with new agents and a great listener. Though his journey to real estate can be described as somewhat atypical, he realizes that many of the people and experiences in his life prepared him for his ultimate contribution. He enjoys reading autobiographies, and says that learning about

how others achieved their goals has influenced his road to success. He also applauds his grandmother, who taught him acceptance and unconditional love.

Casper tries to balance work with his personal time, which often includes yoga and tennis—since high school, where he ranked in the top ten, Eric has had a real love for the sport—but Eric enjoys any fitness activity, and he seeks to schedule time for it five days a week. He says that the de-stressing benefits of sport and fitness also make him more effective in his work.

For those who are considering real estate, Casper challenges them to understand that real estate takes time. People must be willing to put themselves out there and let people know what they are doing. That aspect never really ceases. He also observes that real estate is about building trust, and that that is a lengthy process. Agents must get over the fear of talking about their work a lot because, in the end, it is the best marketing plan.

Eric Casper knows that whether you’re selling papers or real estate, success is about having a relationship business that focuses more on people than things. He considers himself a matchmaker who connects people and homes, and if he could change anything about his work, it would be that everyone could find their dream home!



By D.J. Paris

Two Strategies to Become a

Top Producer in Your First Year

In my podcast, *Keeping it Real*, I interview the top one percent of real estate brokers in Chicago. I'll often ask these seasoned agents how they found success in their early years as brokers. I'd like to share two strategies shared with me that you can use today to increase your production.

Strategy One: Knock on Doors!

Do you find it hard to host successful open houses? I know many brokers' feelings about open houses have soured. They maintain that open houses don't result in sales or buyer leads. But I recently interviewed a broker who told me that open houses were his best marketing activity in his first year.

He was twenty-three at the time, and didn't have any prospects—even his friends weren't buying or selling homes. He also thought that due to his age, he wasn't going to convince million-dollar home sellers to list with him.

Since he was new to the business and didn't have any listings, he approached the most

successful brokers in his office. He offered to host open houses for their listings in the neighborhoods where he wanted to specialize. However, that was only step one of this broker's thought-out plan. He knew that just because he hosted an open house, that wouldn't guarantee that anyone would show up. In fact, he operated on the assumption that nobody would walk in on their own. So here's what he did to drum up interest: He would show up to the open house one hour before it started and knock on the neighbors' doors. He would introduce himself to the neighbor and say, "Sorry to interrupt you, but I just wanted you to know I'm hosting an open house this morning at your neighbor's place, and if you'd like to stop by, feel free! Here's my card, by the way." In that hour he would end up talking to about fifteen neighbors. Which meant that even if they didn't stop by the open house, he had met fifteen prospects face-to-face. And also because neighbors tend to be nosy, they would often come to check out the open house. He did over thirty sales in his first year alone using this tactic.

Strategy Two: Send Weekly Postcards

I had another real estate broker on my podcast reveal that mailings were the key to his early success. I was shocked because I had always believed that mailings were ineffective (not to mention costly). When he explained his exact strategy for mailings, however, it became apparent why it worked for him.

First, he didn't send mail to strangers. His thought was that strangers aren't going to read your mail, much less pick up the phone and call you because they received a postcard with your name on it. He only sent mail to his existing sphere of influence. Since he was new to the business, this was around one hundred people. He believed that each one of those contacts would use him if they needed to buy or sell, but only if they remembered that he was a broker. So, every week, on Friday, he would send them a postcard. He knew that his contacts would get the postcard in their mailbox, look at it for three seconds, and then toss it in the trash. But for those three seconds, they would remember that he was a real estate broker.

For one year, he sent each contact a piece of mail every Friday. During that year, more than fifty of

those contacts had reached out asking for help with a real estate transaction.

If you assume a cost of \$.67 (which includes printing and shipping) per postcard, that's only \$67 a month to remind one hundred people every week that you're ready for their business. The agent spent \$804 that year on this marketing campaign, and it returned fifty transactions.

To get more insight from other Chicago Real Producers, catch up on some of the latest episodes at keepingitrealpod.com.

The perfect home deserves the perfect loan.

With home loans for all of your clients' home buying needs, there has never been a better time to check out PERL!

- ▶ Portfolio Loan Options
- ▶ Special Doctor Programs
- ▶ Down payment assistance programs
- ▶ VA and USDA Loans



PERL
YOUR LENDER FOR LIFE

ALEX MARGULIS VP of Mortgage Lending
312.651.5352 office
847.529.8100 cell
amargulis@perlmortgage.com
www.amargulis.com
NMLS #: 192878



PERL Mortgage, Inc. is an Illinois residential mortgage lender (MR0004338) and equal housing lender. Licensed by the California Department of Business Oversight under the California Residential Mortgage Lending Act (CRMLA) (Financial Code, Sections 19600-19699). Illinois Residential Mortgage Lender - Department of Financial and Professional Regulation, Bureau of Banking, 198 West Broadway, 9th Floor, Chicago, Illinois, 60601, 944-760-5773, 2836 N. Lincoln Ave., Chicago, IL 60614. NMLS #192878. NMLS #192878. IL: 0311010220; CA: 0A 000182079; CO: 300027079; IN: 003700079; FL: 1402070; GA: 49322; VA: 10004; KY: 00007429; MI: 1012079; MN: 0000000000; MO: 0000000000; NY: 192878



Kitchen, bathroom, basement,
painting, additions & more

SB

Slawek
Construction, Inc. 773-520-7788

sbconstruction9@yahoo.com

CUT ABOVE Gifts.com



The most
used place
in the home
is the kitchen.

Quality custom
engraved gifts,
that last forever.

Mike Parsio

Cutco Closing Gifts
"Cut Above Gifts"
Independent Field
Representative



(773) 769-7812

Mike@CutAboveGifts.com

CutAboveGifts.com

INSIGHT SIGNCO

SERVING THE CHICAGOLAND
REAL ESTATE COMMUNITY
SINCE 1999

3910 W GRAND AVE CHICAGO IL 60651



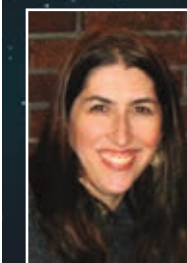
773.267.4002

WWW.INSIGHTSIGNCOMPANY.COM

chris@insightsigncompany.com

STARDUST EDITORIAL

DEVELOPMENTAL EDITING,
COPYEDITING, AND
PROOFREADING SERVICES
FOR BUSINESSES,
PLAYWRIGHTS, AND
AUTHORS AND PUBLISHERS
OF NONFICTION WORKS.



CHRISTINE THOM

COPY EDITOR & WRITING COACH
CERTIFICATE IN EDITING, UNIVERSITY OF CHICAGO
CHRISTINE@STARDUSTEDITORIAL.COM
STARDUSTEDITORIAL.COM



Staging Consultation • Home Staging
Redesign • Mia Hable
Artfully Arranged Staging

www.artfullyarrangedstaging.com
miahable@artfullyarrangedstaging.com
872-903-3591

Entrances • Kitchens • Living Rooms
Dining Rooms • Bedrooms • Offices
Outdoor Spaces



CROOKED OAK

**Custom Closets, Wall Beds,
Mudrooms, Pantries & Storage**

for Chicago's Finest Homes

Crooked Oak has helped countless Chicago area homeowners bring new life to their kitchen, bathroom, home office or master closet. Our comprehensive design, fabrication and installation process ensures quality and complete customer satisfaction.

Trust the team so many Chicago homeowners have relied on for their storage needs.

COMPLIMENTARY 3D RENDERING
PROVIDED FOR EVERY PROJECT

HUNDREDS OF COLORS & STAINS AVAILABLE
OR WE CAN CREATE ONE JUST FOR YOU

CHOOSE FROM A LARGE SELECTION OF
SOLID WOOD & MELAMINE MATERIALS

1920 BEACH ST, BROADVIEW, IL 708.344.6955 WWW.CROOKEDOAK.COM



Photography & Fine Art
 Lindsay E Schirk
 Photographer/Artist
 630.508.6575
 schirkle@hotmail.com
 linzartcollection.com

This space represents the \$199,000 the government is taking from your paycheck.

(*for single filers making \$500,000/year)

This space represents the 60% that's left after you pay your tax bill.

But it doesn't have to be this way with Monotelo's help.

If you are a top-performing Realtor earning over \$500,000 a year, you could be paying more than \$199,000 in income taxes each year*.

Call Monotelo today and have our real estate specialist help you structure your business to maximize your take-home earnings. Because it doesn't matter how much you make, it matters how much you keep!



Call Jim Allen at 312-757-5151 | www.monotelo.com

guaranteed **Rate**®



Team up with an industry leader

Boost your business by working with Ben Cohen!

As the #5 ranked loan officer in the country according to *Mortgage Executive Magazine** and the best loan officer in Illinois according to the Illinois Mortgage Bankers Association, Ben Cohen is a trusted, knowledgeable and respected veteran of the industry.



Working with him means:

- Access to Guaranteed Rate's platform, which includes a dedicated marketing department and videography team to help referral partners grow their business.
- An elite level of service from start to finish.
- A fast, easy and transparent process that will benefit you and your clients.

“ Ben Cohen continuously delivers results and exceeds the expectations of every client I refer to him. His team of business development experts combined with Guaranteed Rate's referral partner platform have been an invaluable asset for me and the growth of my business.”

—Carrie McCormick, real estate broker, @properties

Your clients deserve the best in the business and so do you. Contact Ben today!

Ben Cohen
 Senior Vice President of Mortgage Lending

O: (773) 654-2055 C: (312) 339-5533
 Ben@rate.com • Rate.com/bencohen



3940 North Ravenswood, Chicago, IL 60613

EQUAL HOUSING LENDER Ben Cohen NMLS ID: 217528; IL - 031.0004101 - MB.0005932, IN - 21968 - 11060, WI - 217528 - 27394BA
 NMLS ID # 2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IOFPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 • WI - Lic # 27394BA & 2611BR

*Source: Mortgage Executive Magazine's ranking is based on Guaranteed Rate production report for funded loans in 2016.

Rooms Redux

Profitable Property Transformations



Philip & Rooms Redux Chicago have become a vital and integral part of our team over the past 10 years. In today's challenging real estate market, it is critical to utilize Philip's services in order to put our seller's best foot forward and achieve the highest possible sales price in the least amount of time. This can be especially crucial when selling a property that has a unique layout. We strongly believe that his staging has been one of the key reasons why our sellers have been so successful in achieving their sales goal.



- Christie DelGreco & Lynn DelGreco

ROOMS REDUX CHICAGO

Corporate Address:
6033 North Sheridan Road, Unit 25D
Chicago, Illinois, 60660

Office & Warehouse:
4257 West Drummond Place
Chicago, Illinois, 60639

Phone: 773-561-7411
Fax: 773-561-0496

Philip George Popowici, Owner
Email: Philip@roomsreduxchicago.com



HELP YOUR CLIENTS DOWNSIZE WITH EBTH



EVERYTHING BUT THE HOUSE has transformed traditional estate sales into an online auction experience generating up to 3 times more revenue on EBTH.com. Whether your client is looking to downsize or sell the contents of an entire estate, EBTH makes the process easy and profitable.

Visit MY.EBTH.COM/REALPRODUCERS or call (847) 892-1710



SS&C SwidlerSpanola
& Company, LLC

Stephen Spanola CPA Swidler Spanola & Company, LLC

Swidler Spanola & Company, LLC provides a wide range of services to individuals and businesses in a variety of industries. At Swidler Spanola & Company, LLC, we strive to meet each client's specific needs in planning for the future and achieving their goals in an ever-changing financial and regulatory environment.

Our professional services include:

- Real Estate Income Tax Transactions • Primary Residence Sales
- Rental Property Sales • Section 1031 Like Kind Exchanges • Bookkeeping/Write-up • IRS Representation
- Advice In the Areas of Pension and Profit-Sharing Plans • Financial Projections and Forecasts
- Accounting Services & Compilations • Estate and Trust Tax Preparation
- QuickBooks Accounting Help and Assistance • Payroll Services • Cash Flow and Budgeting Analy

343 West Erie St. Suite 510 • Chicago, IL 60654
Phone (312) 981-4141 • Fax (312) 981-4145
www.swidlerspanola.com



- Cedar
- Flat Roofs
- Insulation
- Shingles
- Gutters & Downspouts
- Siding
- Slate & Tile
- Tuckpointing
- Window & Doors

Lindholm Roofing
3588 N Milwaukee Ave
Chicago, IL 60641

P: 773-283-7675
E: Info@LindholmRoofing.com
W: LindholmRoofing.com



MIDWEST REMODELING & BUILDERS, LTD



GENERAL CONTRACTOR • BUILDING • REMODEL
REHAB • BATHS • KITCHENS • ROOF TOPS

(847) 888-7777

24 Hayes Ave. La Grange, IL 60525 • Fax: 630-595-1175
midwestlech@yahoo.com • midwest-remodeling-and-builders-ltd.com

THE ROSCOE RUNDOWN



▶ neighborhood nuggets By Leigh Marcus | Photo by Shae'Von Huerta

My go-to description of Roscoe Village is that it's as close to the suburbs as you can get without leaving the city. Of course, I know that's not literally true. Plenty of other neighborhoods are in closer proximity to the 'burbs than we are here, but Roscoe Village has a suburban heart. Our neighbors truly are our neighbors—they're not just people who live next door, down the street, or in the same building. They're our friends, family, and support system. They're the people we see at the school bake sale. They're the people we run into at Starbucks or Mariano's. They're the folks we shoot the breeze with at the annual block party. Wherever you see them, you know that the people here are involved—whether that be by being involved with the schools, a charity, or a business, or by engaging with each other in conversation, Roscoe Village neighbors are passionate about their neighborhood.

Excellence & Professionalism

Why use Ryan Pierce?

Communication • Dedication • Understanding

President's Club 2005 - 2016
Top 1% Mortgage Originators in America



PLATINUM
Producer's Club



TOP 100
MORTGAGE ORIGINATORS

Ryan Pierce Senior Mortgage Consultant

773.255.2793 | ryanp@anmtg.com | www.ANmtg.com

Maybe it's because there's such a great blend of homes here. On one block, you might find a brand new, exquisitely constructed single-family home with a beautifully landscaped yard and a party-ready rooftop deck over the garage. Down the street might be a historic gem—with all of its original trims and finishes buffed and polished to preserve their timeless glory. And just around the corner, you could see a strong and sturdy brick building full of neatly stacked condos, bursting with luxurious amenities.

Aside from the beautiful homes, I see a lot of really great things happening in the Roscoe Village real estate market. In the last year, we've seen a consistently large number of homes selling within 5—10 percent of their list price. Condos with one to four bedrooms have been selling at an especially high percentage of their original list price. Meanwhile, single-family homes sold for an average of \$1M in about 135 days. So we have a healthy and thriving market. That's no surprise. But what is it that makes people want to move here, and why do they stay?

If you ask me, it's the excellent schools. We all know how much of a crapshoot it can be when choosing a school in Chicago. CPS puts a great amount of effort into creating stimulating and thoughtful environments for educating our city's youth, but as we all see in the news, and sometimes in our day-to-day lives, there are a lot of hurdles to clear to provide a space like that. As with many of Chicago's public services, what it boils down to in the end is funding. The schools with the most money produce the best results.

My three daughters are (or soon will be) proud Audubon Hawkings, and I've had the privilege of working closely with the staff and other parents from Audubon to raise funds for my girls' school. Our donations, along with the donations from many other generous parents and businesses, contributed to a brand-new playground on the school's lot.

That's one of the great things about Roscoe Village parents: when it comes to their kids' educations,

they're some of the most involved parents I've ever seen. Whenever we host or sponsor an event to raise money for one of our schools, the parents come in swaths like I've never seen! It's so inspiring to see a community come together to support its little learners because what it really shows is that the community believes in these kids. With a push in the right direction from our fantastic schools, we're looking at the next generation of business owners, public servants, and volunteers.

Our kids are the ones who will keep Roscoe Village going strong far into the future. While they're learning to read and calculate and think critically, it's our responsibility as parents and family members and friends, and even just as passionate neighbors, to make sure that this is a neighborhood our kids will want to inherit.

CONSTRUCTION

We are CELEBRATING 20 years of superior quality construction.

Ronan Construction, LLC strives to keep our excellent reputation and quality to customer service a top priority. We treat every project with personalized attention. With over thirty years of combined construction and property development experience, we deliver superior quality construction. We develop QUALITY not quantity!!!

Contact us today for all your construction needs!!!

Ronan Construction, LLC | 2934 W. Montrose Ave | Chicago, IL 60618 | Phone: 773-588-9164 | Email: info@ronaninvestors.com | RonanConstruction.com

We are CELEBRATING 20 years of superior quality construction.

www.ronanconstruction.com

Izabela Sloma

REAL ESTATE IS A
WAY OF LIVING

▶▶ agent feature

By **Brian Ramsey**
Photos by **Nathanael Filbert**

Izabela Sloma is a passionate and driven professional who embodies the concept of focused dreams becoming reality. She not only has achieved a top-tier status in the real estate world, but she has won the hearts of many clients who appreciate her tenacity and commitment to make them a top priority. For Sloma, selling real estate is a passion, but more importantly, she describes it as a way of living.



Izabela came to America nearly two decades ago from Poland. She, like many, sought to find employment in the restaurant business. As she rose from kitchen help, to server, to manager, she learned the value of hard work. And Sloma, who, as a child, wanted to be a doctor, has always loved taking care of people.

Her journey toward becoming a Realtor started when she convinced her insurance agent to help her become licensed in the insurance industry. From there, she transitioned to working with mortgages. But she knew that she was still missing her niche, so she became licensed as a Realtor in 2007, and the rest is history.

Sloma loves her work. She notes that the freedom and flexibility of real estate fits her lifestyle. The hours are lengthy, and the demand is great, but Izabela likes the idea of controlling her own schedule.

She finds the redevelopment of properties to be quite fulfilling, and she's worked with many builders and home-rehab crews. Her greatest joy, though, is found in establishing relationships with clients and then bringing them great joy when they achieve their real estate goals. In fact, her website expresses her desire: "realizing dreams, one home at a time."



been successful has had a large impact on her world. Izabela values the time she spends with family and friends, and she loves to explore Chicago with her five-year-old Doberman Pinscher, Max. She notes that there are still gems to find in the city even after twenty years. Sloma has also just begun to learn yoga, which she loves. In fact, she says, if she chose something else to pursue as a career, yoga instructor rises to the top of the list.

For those who are new to the business, Sloma has some important advice. She wants them to treat real estate sales as a business. Those who work it as such, she says, find success. She warns new agents to be careful about their presentation on social media. Realtors must also work very hard, and stay organized with an up-to-date database. She explains that agents cannot treat every client the same way: understanding expectations is the key ingredient of success. "We must find what each client wants and needs, and work to make it reality," she observes.

For us, Izabela Sloma is an inspirational picture of finding your dreams in America and making them your reality. For Izabela, it is just her way of living, and one that she is extremely grateful for.

Over time, Izabela has developed the art of lifelong learning. She explains that education is vital for longevity. Agents must study the market and current trends constantly. Personally, she has worked very hard to establish a balance between her professional life and her personal time. Although she has become considerably skilled at time management, real estate work continually challenges her to grow.

Sloma notes that success can be defined in so many ways, but for her, it is about becoming the best version of herself. It is about being happy, not only professionally, but also personally. Awards and remuneration (she has received both) are nice, but fulfillment and knowing that you are making a difference is the best pay.

When she is not working, Izabela loves to travel, and she is an avid reader in all genres. She recalls that reading about and studying others who have



Lisa Kon:

Establishing a Baird & Warner Tradition

By Chris Menezes
Photos by Lindsay Schirk

► manager's minute

Ever since Lisa Kon was a little girl, passing out flyers in Lincoln Square for her mother, Rosalie Vitale, a Realtor, she's been interested in real estate. "I was very interested in the properties and people. I could remember the names and addresses of her [Rosalie's] clients and [I] loved all the buildings, houses, and neighborhoods," says Lisa.

Before entering real estate, Lisa was a buyer for the electronics industry during the time when the Walkman was all the rage. Around 1989, the industry was on a downturn, and the company that Lisa worked for decided to relocate to California. Although it sounded like a great adventure, Lisa knew she could never leave Chicago. "I'm a Chicago girl. All my family is here, and I just started dating my husband at that time," she says.

So instead, Lisa decided to follow in her mother's footsteps. She started working with her mom and a group of Realtors as a licensed assistant. In 1999, Lisa, her mother, and her mother's business partner decided to move to Baird & Warner together.

As the market progressed, she decided to venture out on her own and became a broker in the same office.

One day, while Lisa was in the resource room, a message popped up on the Baird & Warner Intranet screen asking agents if they'd ever considered a career in management. She thought to herself, "Yes, I would." She attended the Leadership Institute information session regarding a career in Baird & Warner management, and became part of the first graduating class in the spring of 2005.

Lisa was already having her best year in real estate. She was one of the top producers at her office; she'd already closed \$12 million and had more to go. She was traveling to Boston when she received a call from Laura Ellis, Baird & Warner's President, inviting her to interview for the managing broker position. By October 2006, Lisa was the managing broker of the Baird & Warner Edgebrook office.

Then the market crashed. "You could hear it come to a screeching halt," says Lisa. "Not only was I concerned for my future, but I was now responsible for an entire office." The Edgebrook office charged forward nonetheless, gained market share one sign at a time, and increased their sales. Thanks to Lisa's knowledge and appreciation for effective technology, they also retooled their office, trained each agent through the distressed market, and came



Lisa and her son Teddy

out on top. As offices closed around them, more agents began joining Edgebrook. "It became the place to be," says Lisa. Their office continually outpaced the market.

By combining her love for technology and real estate, Lisa has positioned Edgebrook as one of Baird & Warner's most successful branches. In 2017, with 85 brokers, they closed over \$230 million on over 850 units, and ranked number 8 among the 27 Baird & Warner offices. They also received the Danny Did Community Partnership Award, and they were recognized as a Pantry Partner for the New Hope Food Pantry.

"I love, love, technology. What's happening in social media is moving faster than a speeding bullet—between Facebook, Instagram, and Snap Chat—but I love that it still comes down to the relationship. We are where traditional meets cutting-edge! We

have the knowledge and the history, but we are always improving—empowering our brokers and employees to be better, techier, and do it #Easier #Wegetit," says Lisa.

Lisa and her husband, Mark, have two kids—Teddy (25) and Madeline (21). Teddy is continuing in the family tradition of real estate and is a mortgage banker with Key Mortgage Financial Services, Baird & Warner's own mortgage company. Madeline is a junior at Marquette University. Lisa's family enjoys spending time together at their home in Lake Geneva, as well as golfing, fishing, cooking, and traveling. They are all die-hard, North Side, White Sox fans too.

"For me, success is happiness. Seeing my children achieve their goals, seeing my agents achieve their goals . . . I call that success," says Lisa.

TOP 200 STANDINGS

Teams and Individuals from January 1, 2018, to February 28, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	19	\$21,140,550	12	\$13,253,752	31	\$34,394,302
2	Elizabeth	Brooks	28	\$28,952,772	0	\$0	28	\$28,952,772
3	Nancy	Tassone	3	\$23,402,500	0	\$0	3	\$23,402,500
4	Alex	Brusha	1	\$9,700,000	1	\$9,700,000	2	\$19,400,000
5	Jennifer	Ames	7	\$12,347,000	5	\$5,672,000	12	\$18,019,000
6	David	Schraufnagel	6	\$8,781,600	6	\$8,781,600	12	\$17,563,200
7	Matt	Laricy	13	\$5,549,308	27	\$11,828,900	40	\$17,378,208
8	Karen	Biazar	24	\$14,163,265	1	\$1,110,500	25	\$15,273,765
9	Mario	Greco	14	\$8,384,000	9	\$5,793,500	23	\$14,177,500
10	Timothy	Sheahan	6	\$8,479,900	4	\$4,212,210	10	\$12,692,110
11	Ryan	Preuett	0	\$0	1	\$12,100,000	1	\$12,100,000
12	Katherine	Malkin	1	\$1,750,000	1	\$9,912,500	2	\$11,662,500
13	Sam	Shaffer	6	\$2,558,000	12	\$7,586,000	18	\$10,144,000
14	Brad	Lippitz	4	\$5,724,000	4	\$3,810,000	8	\$9,534,000
15	Carrie	Mccormick	8	\$5,566,750	6	\$3,547,000	14	\$9,113,750
16	Kathleen	Malone	7	\$6,996,500	3	\$2,108,775	10	\$9,105,275
17	Chezi	Rafaali	3	\$8,725,000	0	\$0	3	\$8,725,000
18	Daniel	Close	1	\$876,250	8	\$7,635,000	9	\$8,511,250
19	Kimberly	Gleeson	1	\$515,000	1	\$7,700,000	2	\$8,215,000
20	Leigh	Marcus	13	\$7,970,500	0	\$0	13	\$7,970,500
21	Jason	O'Beirne	9	\$7,375,300	1	\$590,000	10	\$7,965,300
22	Maureen	Spriggs	0	\$0	2	\$7,625,000	2	\$7,625,000
23	Barbara	O'Connor	9	\$3,646,005	5	\$3,836,505	14	\$7,482,510
24	Monique	Pieron	3	\$5,442,000	1	\$1,600,000	4	\$7,042,000
25	Marc	Bombicino	0	\$0	1	\$6,900,000	1	\$6,900,000
26	Roger	Luri	1	\$6,900,000	0	\$0	1	\$6,900,000
27	Christine	Paloian Fixler	4	\$6,684,000	0	\$0	4	\$6,684,000
28	Andrea	Hebner	2	\$4,317,970	1	\$2,233,487	3	\$6,551,457
29	Amanda	Mcmillan	3	\$2,088,500	5	\$4,462,500	8	\$6,551,000
30	Sophia	Klopa	5	\$2,562,000	6	\$3,945,000	11	\$6,507,000
31	Scott	Siegel	2	\$6,500,000	0	\$0	2	\$6,500,000
32	Frank	Montro	22	\$3,580,995	18	\$2,897,900	40	\$6,478,895
33	Colin	Hebson	8	\$5,171,550	1	\$1,275,000	9	\$6,446,550
34	Julie	Harron	2	\$3,875,000	1	\$2,550,000	3	\$6,425,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Tommy	Choi	7	\$3,694,400	3	\$2,429,900	10	\$6,124,300
36	Adam	Schneiderman	1	\$3,005,000	1	\$3,005,000	2	\$6,010,000
37	Melissa	Siegal	2	\$960,000	5	\$4,978,843	7	\$5,938,843
38	Millie	Rosenbloom	1	\$1,200,000	3	\$4,609,500	4	\$5,809,500
39	Terry	Mister	3	\$4,331,040	1	\$1,476,720	4	\$5,807,760
40	Melinda	Jakovich	2	\$4,907,500	1	\$700,000	3	\$5,607,500
41	Michael	Rosenblum	3	\$3,927,500	2	\$1,635,000	5	\$5,562,500
42	Beata	Gaska	2	\$2,356,600	1	\$3,150,000	3	\$5,506,600
43	Scott	Newman	6	\$1,070,700	10	\$4,373,000	16	\$5,443,700
44	Melanie	Giglio	5	\$3,267,000	2	\$2,077,500	7	\$5,344,500
45	Matthew	Fritzshall	1	\$679,000	1	\$4,650,000	2	\$5,329,000
46	Peter	Moore	0	\$0	6	\$5,261,000	6	\$5,261,000
47	Anthony	Disano	6	\$5,248,500	0	\$0	6	\$5,248,500
48	Erlend	Candea	8	\$4,835,000	0	\$0	8	\$4,835,000
49	D	Waveland Kendt	3	\$3,449,387	1	\$1,375,000	4	\$4,824,387
50	Jurgen	Frank	1	\$4,650,000	0	\$0	1	\$4,650,000

Disclaimer: Information is pulled directly from the MLS. New construction 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. Chicago Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by the MLS. Data is based off of Chicago proper only and may not match the agent's exact year to date volume.

ADDITIONS
RENOVATIONS
CUSTOM HOMES

PRYOR *Since 1990*
DRIVEN TO ACHIEVE MORE

pryorconstruction.com

TOP 200 STANDINGS

Teams and Individuals from January 1, 2018, to February 28, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Taylor	Lindstrom	0	\$0	1	\$4,625,000	1	\$4,625,000
52	Shay	Hata	2	\$1,875,000	2	\$2,601,500	4	\$4,476,500
53	Lisa	Mcmillan	4	\$4,475,507	0	\$0	4	\$4,475,507
54	Braden	Robbins	1	\$182,000	10	\$4,215,493	11	\$4,397,493
55	Nancy	Mcadam	5	\$4,370,000	0	\$0	5	\$4,370,000
56	Sara	Mccarthy	3	\$2,569,300	4	\$1,767,500	7	\$4,336,800
57	Lauren	Schuh	7	\$3,202,250	1	\$1,120,000	8	\$4,322,250
58	Natasha	Motev	3	\$4,309,900	0	\$0	3	\$4,309,900
59	Joshua	Lipton	3	\$2,585,000	3	\$1,649,600	6	\$4,234,600
60	Michael	Shenfeld	4	\$3,242,400	2	\$992,000	6	\$4,234,400
61	Izabela	Sloma	5	\$3,854,000	1	\$375,000	6	\$4,229,000
62	Elena	Theodoros	4	\$1,594,000	4	\$2,590,000	8	\$4,184,000
63	Christopher	Mundy	1	\$1,499,000	1	\$2,560,000	2	\$4,059,000
64	Brian	Cargerman	0	\$0	7	\$3,977,000	7	\$3,977,000
65	Irene	Demaria	1	\$1,750,000	1	\$2,200,000	2	\$3,950,000
66	Michael	Maier	3	\$3,000,000	1	\$941,000	4	\$3,941,000
67	Michael	Zapart	2	\$2,190,000	3	\$1,745,000	5	\$3,935,000
68	Nicholaos	Voutsinas	0	\$0	8	\$3,918,900	8	\$3,918,900
69	Michael	Kelly	3	\$1,489,000	2	\$2,340,000	5	\$3,829,000
70	Rory	Fiedler	0	\$0	6	\$3,828,900	6	\$3,828,900
71	Mark	Ahmad	3	\$2,446,000	2	\$1,364,000	5	\$3,810,000
72	Jeffrey	Proctor	3	\$1,728,500	2	\$2,057,000	5	\$3,785,500
73	Arthur	Cirignani	33	\$3,727,232	1	\$25,750	34	\$3,752,982
74	Richard	Curto	3	\$1,343,000	2	\$2,220,000	5	\$3,563,000
75	Lance	Kirshner	6	\$2,118,500	2	\$1,362,500	8	\$3,481,000
76	Stefanie	Lavelle	3	\$1,445,000	2	\$1,996,000	5	\$3,441,000
77	Joseph	Kotoch	4	\$3,318,861	1	\$97,500	5	\$3,416,361
78	Philip	Skowron	1	\$905,000	2	\$2,501,492	3	\$3,406,492
79	Karen	Peterson	1	\$1,700,000	1	\$1,700,000	2	\$3,400,000
80	Christina	Delgreco	4	\$1,214,900	4	\$2,175,937	8	\$3,390,837
81	Michael	Vesole	14	\$3,359,200	0	\$0	14	\$3,359,200
82	Layching	Quek	0	\$0	5	\$3,345,000	5	\$3,345,000
83	Beth	Gomez	2	\$2,395,000	2	\$950,000	4	\$3,345,000
84	Ashley	Cox	1	\$695,000	3	\$2,626,000	4	\$3,321,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	John	Casale	0	\$0	2	\$3,287,500	2	\$3,287,500
86	Laura	Topp	3	\$1,472,500	5	\$1,811,500	8	\$3,284,000
87	Brett	Novack	1	\$465,000	5	\$2,819,000	6	\$3,284,000
88	Stephanie	Rollison	0	\$0	4	\$3,262,000	4	\$3,262,000
89	William	Goldberg	2	\$1,756,000	1	\$1,483,500	3	\$3,239,500
90	Danny	Lewis	3	\$1,225,000	4	\$1,964,000	7	\$3,189,000
91	Kevin	Hinton	2	\$678,750	5	\$2,509,000	7	\$3,187,750
92	Ryan	Smith	16	\$3,160,100	0	\$0	16	\$3,160,100
93	Michael	O'Connor	3	\$3,155,000	0	\$0	3	\$3,155,000
94	Dana	Galowich	1	\$3,150,000	0	\$0	1	\$3,150,000
95	Melissa	Govedarica	3	\$1,194,900	2	\$1,953,700	5	\$3,148,600
96	Marci	Trick	0	\$0	5	\$3,121,000	5	\$3,121,000
97	Lisa	Trace	0	\$0	1	\$3,120,000	1	\$3,120,000
98	Scott	Lackie	1	\$3,120,000	0	\$0	1	\$3,120,000
99	Terri	Mcauley	1	\$2,200,000	2	\$918,500	3	\$3,118,500
100	Ron	Abrams	0	\$0	1	\$3,100,000	1	\$3,100,000

Disclaimer: Information is pulled directly from the MLS. New construction 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. Chicago Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by the MLS. Data is based off of Chicago proper only and may not match the agent's exact year to date volume.

We Strive to Stand Out



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



Your Real Estate Needs Are My #1 Priority.



Raimondi Law Group
*Proven Knowledge & Legal Expertise
 For All of Your Real Estate Law Needs*



Lisa M. Raimondi
 15774 S. LaGrange Road, #161
 Orland Park, Illinois 60462
 312-701-1022
 lmr@raimondilawgroup.com



Windy City
 HOME INSPECTION INC.

Our Goal is to Educate...Not Just Inspect!

- ★ Each member of our team of inspectors is certified, licensed, and insured. We pride ourselves on our customer service and look forward to helping you with all of your inspection needs! We offer flexible scheduling 7 Days a week, and your inspection report will be emailed to you the SAME day!
- ★ We are your One-Stop-Shop for all of your inspection needs: Pre-Purchase, Pre-Listing, Commercial, Mold Inspections and Testing, Radon Testing, Termite/Pest Inspections, Thermal Imaging, and More.

www.WINDYCITYHOME.COM
 847.926.HOME (4663)

****Mention This Ad to Receive
 \$ 50 off of your next Inspection!****



More than 2,000 real estate agents and clients agree, Michelle Bobart is the Miracle Worker.

Partner with Michelle for calm, creative mortgage expertise with an outside-the-box approach.

The right mortgage partner can take your business to the next level. Equipped with over 20 years of proven experience, Michelle Bobart delivers financing solutions for all your clients—even the most challenging scenarios. Michelle has been consistently recognized with the industry's top accolades:

- **Top 1%** Mortgage Originators in America 2012-2017*
- **50 Elite Women** US Mortgage Banking 2017***
- **Five Star Professional** Chicago Magazine 2011-2017**
- **Leading Women in Housing** MReport 2017****

Contact Michelle today for a lender you can trust.

Fix It People

Painting & Drywall | General Handymen
www.fixitpeople.com

- HANDYMEN**
- PAINTING**
- ELECTRICAL**
- DRYWALL**
- CARPENTRY**
- PLUMBING**



312.898.9300 | info@fixitpeople.com

2837 N. Halsted, Chicago IL, 60657

guaranteedRate | The Home Purchase Experts®

Michelle Bobart
 SVP of Mortgage Lending



O: (312) 379-3516 C: (312) 953-7365

michelle@rate.com

Rate.com/michellebobart

320 W. Ohio St Suites 1E & 410, Chicago, IL 60654

*Top 1% of Mortgage Originators in America by Mortgage Executive Magazine (2012-2017)
 **Five Star Professional by Chicago Magazine (2011-2016)
 ***50 Elite Women in US Mortgage Banking by Mortgage Professional America (2017)
 ****MReport's Women in Housing (2017)
 EQUAL HOUSING LENDER Michelle Bobart NMLS ID #137164; CO - 100035767 - Licensed; DC - MLO137164 - MLO2611; FL - LD17860 - MLD1102; IL - 031.0002302 - MB.0005932; IN - 14945 - 11060; MD - 06-20408 - 13181; MI - 137164 - FR-0018846 & SR-0018847; VA - MLD-13110VA - MC-3769; WI - 137164 - 27394BA - Guaranteed Rate NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • CO - Guaranteed Rate, Inc. Regulated by the Division of Real Estate, 773-290-0105 • DC - Lic #MLB2611 • FL - Lic # MLD1102 • IL - Residential Mortgage Licensee - ID#PR, 127 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 • IN - Lic #11060 & #10332 • MD - Lic #13181 • MI - Lic #FR0018846 & SR0018847 • VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769 • WI - Lic #27394BA & 2611ER

TOP 200 STANDINGS

Teams and Individuals from January 1, 2018, to February 28, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Gary	Wydra	1	\$3,100,000	0	\$0	1	\$3,100,000
102	Helaine	Cohen	1	\$440,000	2	\$2,647,500	3	\$3,087,500
103	Susan	Lawrence	1	\$790,665	2	\$2,289,665	3	\$3,080,330
104	Joe	Zimmerman	5	\$1,968,050	4	\$1,110,565	9	\$3,078,615
105	Brian	Grossman	2	\$1,777,000	1	\$1,275,000	3	\$3,052,000
106	Nancy	Hotchkiss	4	\$1,630,000	5	\$1,332,900	9	\$2,962,900
107	Collin	Walker	1	\$305,000	7	\$2,652,000	8	\$2,957,000
108	John	O'Neill	2	\$2,950,000	0	\$0	2	\$2,950,000
109	Tricia	Ponicki	1	\$1,475,000	1	\$1,475,000	2	\$2,950,000
110	Michael	Hall	4	\$2,665,000	1	\$250,000	5	\$2,915,000
111	Lawrence	Dunning	0	\$0	3	\$2,911,111	3	\$2,911,111
112	Jason	Rowland	6	\$2,905,150	0	\$0	6	\$2,905,150
113	Robyn	Brooks	1	\$2,900,000	0	\$0	1	\$2,900,000
114	Patrick	Schell	3	\$773,900	4	\$2,125,000	7	\$2,898,900
115	Emily	Sachs Wong	3	\$1,795,000	1	\$1,087,500	4	\$2,882,500
116	Chi	Zhang	1	\$770,000	1	\$2,100,000	2	\$2,870,000
117	Owen	Duffy	2	\$1,325,000	2	\$1,525,000	4	\$2,850,000
118	Michael	Vrieling	2	\$1,245,000	3	\$1,581,143	5	\$2,826,143
119	David	Mahoney	1	\$873,775	1	\$1,950,000	2	\$2,823,775
120	Barbara	Downing Weaver	2	\$1,405,000	2	\$1,405,000	4	\$2,810,000
121	Mariah	Dell	3	\$1,959,000	1	\$820,000	4	\$2,779,000
122	John	Vossoughi	2	\$1,740,000	2	\$1,030,000	4	\$2,770,000
123	Stacey	Grossman	1	\$243,000	2	\$2,517,500	3	\$2,760,500
124	David	Faber	1	\$1,699,050	1	\$1,048,188	2	\$2,747,238
125	Keith	Tarasiewicz	0	\$0	7	\$2,732,500	7	\$2,732,500
126	Erik	Schwinger	2	\$974,000	1	\$1,750,000	3	\$2,724,000
127	Randy	Nasatir	2	\$2,380,000	2	\$330,000	4	\$2,710,000
128	Pamela	Rueve	2	\$2,117,500	1	\$575,000	3	\$2,692,500
129	Anne Marie	Bonness	2	\$915,000	2	\$1,775,000	4	\$2,690,000
130	Ivona	Kutermankiewicz	4	\$2,428,500	1	\$251,308	5	\$2,679,808
131	Steve	Mcewen	4	\$2,665,500	0	\$0	4	\$2,665,500
132	Rachel	Krueger	2	\$2,170,000	1	\$495,000	3	\$2,665,000
133	Erin	Mandel	1	\$625,000	2	\$2,028,771	3	\$2,653,771
134	Natalie	Renna	1	\$294,000	5	\$2,358,100	6	\$2,652,100

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Cheryl	Reimer	4	\$2,645,000	0	\$0	4	\$2,645,000
136	Mark	Markarian	2	\$2,628,175	0	\$0	2	\$2,628,175
137	Harold	Blum	3	\$2,409,500	1	\$210,000	4	\$2,619,500
138	Radim	Mandel	3	\$1,595,000	2	\$1,010,000	5	\$2,605,000
139	Jeff	Bushaw	3	\$1,416,000	1	\$1,178,551	4	\$2,594,551
140	Pasquale	Recchia	3	\$1,745,000	2	\$849,000	5	\$2,594,000
141	Jeanne	Carava	1	\$882,500	2	\$1,687,500	3	\$2,570,000
142	Richard	Aronson	1	\$645,000	4	\$1,903,000	5	\$2,548,000
143	Brent	Hall	3	\$2,528,000	0	\$0	3	\$2,528,000
144	Ro	Lebedow	0	\$0	2	\$2,526,149	2	\$2,526,149
145	Diana	Radosta	2	\$1,300,000	2	\$1,220,000	4	\$2,520,000
146	Matthew	Liss	5	\$2,514,000	0	\$0	5	\$2,514,000
147	Sam	Boren	0	\$0	4	\$2,492,000	4	\$2,492,000
148	Kelly	Parker	3	\$1,769,000	1	\$701,661	4	\$2,470,661
149	Deborah	Hess	4	\$1,395,500	3	\$1,068,500	7	\$2,464,000
150	Emily	Smart Lemire	0	\$0	2	\$2,443,811	2	\$2,443,811

Disclaimer: Information is pulled directly from the MLS. New construction 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. Chicago Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by the MLS. Data is based off of Chicago proper only and may not match the agent's exact year to date volume.



UNITED
HOME LOANS
HOME STARTS HERE

Not Happy With Your Ranking?



Chris Kinsella
Sr. Mortgage Banker
Cell: 630.564.3272
NMLS #872091
uhloans.com

IT'S MORE THAN A MORTGAGE

Copyright © and Trademark ™ 2017 United Home Loans, Inc. All Rights Reserved. An Illinois Residential Mortgage Licensee, #MB.0006479 | NMLS# 207546

4 Westbrook Corporate Center, Suite 650, Westchester, IL 60154
1000 N. Milwaukee Ave, Chicago, IL 60642 | (708) 531-9060

TOP 200 STANDINGS

Teams and Individuals from January 1, 2018, to February 28, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Stewart	Smith	3	\$1,812,500	1	\$607,500	4	\$2,420,000
152	Kelly	Celli	1	\$2,400,000	0	\$0	1	\$2,400,000
153	Mike	Kravitz	3	\$571,500	3	\$1,805,900	6	\$2,377,400
154	Gayle	Tepper	0	\$0	1	\$2,370,000	1	\$2,370,000
155	Eudice	Fogel	1	\$372,500	2	\$1,992,500	3	\$2,365,000
156	Matthew	Arminio	3	\$2,350,000	0	\$0	3	\$2,350,000
157	Qiankun	Chen	0	\$0	9	\$2,329,588	9	\$2,329,588
158	Kevin	Binkley	2	\$1,030,000	2	\$1,299,000	4	\$2,329,000
159	Mariana	Knittle	1	\$370,000	2	\$1,950,000	3	\$2,320,000
160	Pearce	Lashmett	2	\$1,261,000	4	\$1,053,225	6	\$2,314,225
161	Eugene	Fu	3	\$2,307,500	0	\$0	3	\$2,307,500
162	Lisa	Resek-Peck	0	\$0	4	\$2,306,000	4	\$2,306,000
163	Nicole	Schroeder	1	\$940,000	2	\$1,365,000	3	\$2,305,000
164	Arthur	Suzanowicz	1	\$1,150,000	1	\$1,150,000	2	\$2,300,000
165	Anthony	Torres	0	\$0	6	\$2,287,500	6	\$2,287,500
166	Steve	Otwell	0	\$0	4	\$2,280,000	4	\$2,280,000
167	Erik	Sachs	2	\$2,280,000	0	\$0	2	\$2,280,000
168	David	Heck	0	\$0	6	\$2,278,000	6	\$2,278,000
169	Ben	Bodelson	4	\$1,781,400	1	\$490,000	5	\$2,271,400
170	Darrell	Scott	2	\$1,398,000	2	\$865,000	4	\$2,263,000
171	Daniel	Glick	2	\$2,250,000	0	\$0	2	\$2,250,000
172	Maysa	Vaught	1	\$246,000	1	\$2,000,000	2	\$2,246,000
173	Lindsey	Richardson	5	\$1,258,000	2	\$985,000	7	\$2,243,000
174	Derek	Disera	2	\$1,625,000	1	\$610,000	3	\$2,235,000
175	Barry	Gordon	1	\$928,888	1	\$1,305,000	2	\$2,233,888
176	Robert	Thomas	1	\$2,200,000	0	\$0	1	\$2,200,000
177	Rachel	Brandstaetter	0	\$0	1	\$2,200,000	1	\$2,200,000
178	Amy	Duong	1	\$400,000	3	\$1,794,424	4	\$2,194,424
179	Zane	Jacobs	5	\$2,190,000	0	\$0	5	\$2,190,000
180	Kristin	Gonnella	2	\$1,219,000	3	\$970,000	5	\$2,189,000
181	Dawn	Venit	1	\$2,180,000	0	\$0	1	\$2,180,000
182	Michelle	Liffick	1	\$565,000	3	\$1,612,678	4	\$2,177,678
183	Igor	Michin	4	\$2,171,900	0	\$0	4	\$2,171,900
184	Cheryi	Gatti	1	\$1,080,000	1	\$1,080,000	2	\$2,160,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Jarrod	Enright	0	\$0	9	\$2,154,900	9	\$2,154,900
186	Slawomir	Nowak	6	\$1,541,000	5	\$609,500	11	\$2,150,500
187	Jennifer	Schreiber	1	\$243,000	4	\$1,907,500	5	\$2,150,500
188	Elizabeth	Lothamer	4	\$1,537,000	2	\$608,500	6	\$2,145,500
189	Tim	Litchford	15	\$2,138,104	0	\$0	15	\$2,138,104
190	Brian	Duggan	4	\$2,135,900	0	\$0	4	\$2,135,900
191	Jonathan	Stein	3	\$1,924,000	1	\$211,402	4	\$2,135,402
192	Leslie	Glazier	1	\$385,000	3	\$1,748,000	4	\$2,133,000
193	Salvador	Gonzalez	6	\$1,147,900	5	\$984,500	11	\$2,132,400
194	Santiago	Valdez	9	\$1,960,000	1	\$168,000	10	\$2,128,000
195	Melissa	Dondalski	0	\$0	2	\$2,127,500	2	\$2,127,500
196	Edward	Liss	1	\$2,125,000	0	\$0	1	\$2,125,000
197	Oleg	Lerner	0	\$0	1	\$2,125,000	1	\$2,125,000
198	Debra	Dobbs	1	\$235,000	1	\$1,880,000	2	\$2,115,000
199	Curt	Ratcliff	3	\$1,512,000	1	\$585,000	4	\$2,097,000
200	Anne	Kearns	0	\$0	1	\$2,084,483	1	\$2,084,483

Disclaimer: Information is pulled directly from the MLS. New construction 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. Chicago Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by the MLS. Data is based off of Chicago proper only and may not match the agent's exact year to date volume.

DON'T LET YOUR LENDERS BE A DRAG
CALL SHIMMY BRAUN
1-844-SHIMMYB
 guaranteed Rate

EQUAL HOUSING LENDER NMLS ID: 112849 IL - 031-0040781 - MB.0005932
 NMLS ID #2611 (National Mortgage Licensing System) www.nmlsconsumeraccess.org • IL - Residential Mortgage License # 031-0040781, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932

3940 North Ravenswood, Chicago, IL 60613

GROOMING CLUB
& CIGAR VERANDA

GENTLEMAN'S
COOPERATIVE
*Garments, Grooming
& Events*



FIT | VERSATILITY | STYLE

111 W JACKSON, PENTHOUSE | CHICAGO, IL

J MICHAEL BLACK GROUP



Powered By Peoples Home Equity, Inc.

SPRING INTO THE NEW MARKET WITH AN INDUSTRY LEADER

OVER THE LAST FIFTEEN YEARS AS A LOAN ORIGINATOR, MICHAEL HAS COUNSELED THOUSANDS OF PEOPLE ON HOW TO PURCHASE AND REFINANCE THEIR HOMES.

"Mike is a true professional. He's by far the best in the business that I've worked with. I recommend him to all my clients and he never disappoints."

- Sarah P.
Chicago Real Estate
Broker



GOOD PEOPLE DESERVE GREAT ADVICE

Senior Mortgage Adviser
NMLS# 559977
(312) 794-7255
Michael@JMichaelBlackGroup.com
www.JMichaelBlackGroup.com

PEOPLES
HOME EQUITY
MORTGAGE LENDING



©2018 Peoples Home Equity, Inc. NMLS# 63371 | 358 W Ontario St. | Suite 1W | Chicago IL 60654
| Illinois Residential Mortgage Licensee No. MB.6760717

THE GUNDERSON LAW FIRM



C.J. Lamb



Michael J. Gunderson

For Chicagoland's Real Estate
Buyers & Sellers,
we provide personalized legal guidance
and counsel from Contract to Closing
and Beyond.

THE GUNDERSON LAW FIRM, LLC

2155 W. Roscoe St. Chicago, IL 60618

www.gundersonfirm.com

312-600-5000 | info@gundersonfirm.com



PRSRT STD
US POSTAGE PAID
WILMINGTON NC
PERMIT NO. 40

IL_Chicago Real Producers



PHOENIX RISING
Home Staging & Interior Design

WWW.CHICAGOSTAGING.COM 312-450-8365

