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Chicago Real Producers Launch Party

March 13, 2018

Private Wine Club

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Jordan Pyle

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Our Launch Party Will Be Tuesday, March 13 at Noon!

This month's issue marks the six-month milestone of *Chicago Real Producers*. I wholeheartedly believed it would be a successful venture but had no idea we would be able to make the splash we have in the real estate community in such a short period of time. It has been my honor to showcase such magnificent and ambitious talent. I have met some of the most successful, inspiring, driven, and kind people along the way. Speaking of inspiration, this month's cover story features Melanie Giglio-Vakos and her battle with breast cancer six years ago.

Photo by Lindsay Schirk

We have just scratched the surface of spotlighting the raw talent of the real estate agents in the Chicago market and can't wait to see the stories and content we will gather in 2018! We know our events will continue to grow, and we have plans for Chicago Real Producers mastermind events in the future.

►► publisher's note

by Andy Burton

Most importantly, set aside Tuesday, March 13, from 12-2 p.m. and join us at our launch party at Birch Road Cellar in Lincoln Park. Heavy hors-d'oeuvres and drinks will be provided, so you will not want to miss it. Be sure we have your email address, so you receive an official invitation. Upon registering (we do need an accurate head count), you will be emailed the physical address, as this is a private event for top Realtors and our preferred partners. These events generally happen every quarter and are 100% free for all Realtors.

If I have not connected with you yet, send me an email. I would love to hear your story. We will be adding articles in the months to come. Our goal is to help grow the businesses of everyone we work with. Chicago Real Producers is an incredible platform that will enable us all to do just that in 2018.



Yours in success,
Andy Burton - Publisher
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by Kim Bosse

BIRCH ROAD CELLAR



Can you have a bar without a bartender?

This was a question that Kim Bosse and Sharon Provins asked themselves in 2012 when they first came up with the idea for Birch Road Cellar. It wasn't that they had a vendetta against bartenders, but they were frustrated with everything that bars represent. By design, bars are crowded, loud, filled with TVs, and expensive. After countless nights of debating the age-old question



"Where are we going to go tonight?" Sharon and Kim developed the concept for a BYOB members-only club.

In a city with a long history of private clubs, Birch Road Cellar is a pioneer. Provins and Bosse have eliminated all the requirements of typical private-club membership. There are no minimum spends, no annual contracts, no dress codes, no member referrals needed, and no industry/gender/age requirements. In fact, at



many shared spaces, but Birch Road Cellar is the only place that brings these ideas together, and most importantly, Birch Road Cellar doesn't require its members to purchase something else in order to enjoy these benefits."

With locations in Roscoe Village and Lincoln Park, Birch Road Cellar is a hidden getaway for many neighborhood locals (that's right, the addresses are secret!). People moving to these neighborhoods now have a home-away-from-home where they can meet their neighbors and make new friends. It can be challenging, especially for couples or individuals who don't have kids, to meet others in your community in a very friendly and non-threatening environment.

\$89/month, membership is affordable for most people, especially when compared to what is spent on a typical night at a bar. Birch Road Cellar is 100 percent BYOB, and membership comes with a locker in the wine cellar where members can stock their favorite beer, wine, or spirits.

Self-proclaimed "Champions of Good Conversation," Bosse and Provins are committed to providing a distraction-free environment. Birch Road Cellar does not have any TVs, and the music is kept at conversational volume. Plus, since the venue is 100-percent BYOB, there is no service staff to interrupt guests' conversation to take orders or drop a check—in fact, there are no bills to settle at the end of the night!

For many, Birch Road Cellar is a remote workspace. With complimentary Wi-Fi and coffee, hours extending from 9 a.m.–2 a.m., and no kids allowed, members find the quiet space a welcomed retreat in their day to catch up on emails in between meetings or meet with a client.

"We've started a trend," says owner Kim Bosse. "There are many members-only clubs, there are many BYOB venues, and there are

As Kim Bosse observes:

Imagine if you went up to a stranger in a bar and said 'Hi, my name's Kim.' That person is going to be trying to figure out what you want from them for the entire conversation. There is no trust in the general public anymore. But it's not like that at Birch Road. Everyone is a member, so they are eager to meet one another and connect over a shared interest in wine, bourbon, or whatever it might be.

Lincoln Park hosts Birch Road Cellar's flagship location. At over 3,000 sq. ft., the space includes a tasting room, lounge, and a 14-person dining room that is at the members' disposal via an online reservation system. In Roscoe Village, the club also has an outdoor patio—perfect for those warm summer nights and bottles of rosé.

So, can you have a bar without a bartender? Maybe not, but you can have something much better. Is your curiosity piqued? We have a great opportunity for you to come and see Birch Road Cellar for yourself! On March 13, they'll be hosting your private Chicago Real Producers launch party. Invites have been sent via e-mail. Check your inbox for more details.

For membership information, schedule an in-person meeting with one of the founders online at birchroadcellar.com.



▶▶ cover story

By Brian Ramsey | Cover photo by Lindsay Schirk

MELANIE GIGLIO-VAKOS

I Will Survive!



The song “I Will Survive,” about the triumph of a woman over a bad relationship (not the point here), has often been referenced when speaking about the resiliency of people who faced hardship, or even danger, but still thrived. That ability to manage difficulty and do what Granny used to tell you--“Make lemonade out of lemons” (at least I think it was Granny)--is what sets many apart, to not only achieve but inspire those who observe their courage and persistence. Such is the story of Melanie Giglio-Vakos.

Melanie started her professional career as a flight attendant, traveled for five years, and ended up in Michigan. On one of her days off, she visited Chicago and immediately fell in love with the city and the people. Having nothing to lose and longing for something different, Giglio-Vakos made Chicago her home and later set out to learn real estate sales. Her confirmation that this was the right career for her came when she purchased her own home. Feeling that she had been given no support or assistance by her agent during the transaction, Melanie decided that she could really help clients in real estate. Sales had been a part of her work experience during her formative years. Whether it was selling promotional things for school or Mary Kay in college, Melanie had some background success.

Since she was not from Chicago, Giglio-Vakos quickly surmised that she needed someone to guide her, so she was mentored by a top producer to “learn the ropes.” In her first month, Melanie closed nine transactions, and for the next fourteen years, she was the office’s top

agent. Giglio-Vakos used these foundational experiences to strengthen her work ethic and to learn about new construction. She emerged from this run as a firm believer in coaching and continuing education.

Melanie loves her work. “It makes the 12- to 16-hour days easier when you love doing it,” she notes, “There is never a dull moment, and each new day brings new opportunities, challenges, and solutions.” Her favorite part is making new relationships that last. Giglio-Vakos fondly remembers having the chance to watch one of her client’s children grow up—she sold his first house, and he was so impressed, he stayed with her (five homes later) over the years. She embraces the idea of building trust in her clients and of helping them with their most important decisions as a result.

In 2008, when the market took a downward shift, Giglio-Vakos realized quickly that she needed to enter “survival mode.” She traveled to Texas to attend a seminar to learn about foreclosures. After establishing a great relationship with banks, Melanie



worked to help clients through the rough market for the next several years.

In 2011, Giglio-Vakos had her daughter. The joy of adjusting to her new “why” in life became quickly overshadowed when, in December of that same year, Melanie was diagnosed with breast cancer. Within a few months, Giglio-Vakos lost her entire staff, became bedridden, and had to undergo a double mastectomy. Taking some time to strategize, Melanie emerged with a plan and a determination to survive and excel. That year, 2012, Giglio-Vakos posted her record year to that point by selling \$20 million.

Melanie materialized not only as a survivor but as an extremely high achiever. She describes success as a mixture of drive, hard work, and commitment with the result of finding happiness. Though her friends tease her about never allowing enough time for fun, Giglio-Vakos is a very loyal friend who goes out of her way to help others. She loves to spend time with her daughter, Aria (almost seven), and exercising and healthy eating are a must in her life.

For those who think they should have a career in real estate, Giglio-Vakos advises them to think again. They must understand what it really is: a 24/7 business that requires serious commitment. “Expect to be married to it,” she quips. Melanie believes that if one does choose this career, he or she must put some serious systems in place, be organized, and make checklists for all actions. Those who have worked in real estate for some time must dedicate themselves to a CRM and follow it religiously. An agent must always be tracking the numbers and must always focus on the activity. Giglio-Vakos finds herself on the phone all day to maintain constant contact with her clients.

With sales of \$62 million last year, Giglio-Vakos is already planning to increase her production for this year. She wants to impact the community of agents to work together and realize that they are on the same team. “Collaboration should be a theme for agents. More people need to work positively, develop good relationships, and avoid the temptation to be defensive,” explains Giglio-Vakos.

It is quite clear that Melanie Giglio-Vakos will continue to handle the challenges of life with clear eyes and not only survive but make the world around her better. She’s figured out how to make the crazy obstacles fuel her to new heights, and hopefully, that is contagious.



Photo by Lindsay Schirk



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JORDAN PYLE

Real Estate: It's a Contact Sport

How often do people find themselves in a career that does not reflect their educational and experiential backgrounds? The number is great. Still, many harness what they have been taught by family, friends, and teachers and successfully forge a career in which their talents and interests converge and have an impact on an industry. Meet Jordan Pyle of Pyle Residential.

Jordan graduated from Indiana University with a degree in environmental management and a minor in business. Jordan's interests lay in marketing, energy efficiency, building construction, and lead certification. He always felt that he had an entrepreneurial spirit, and after finishing school, he followed his friends and girlfriend to Chicago to begin a career.

He applied for several sales positions and began a search for an apartment to rent. After traveling with his agent for a day, Pyle found himself interested in the work. And after an informative lunch with a broker, Jordan became determined to contribute to

the professional work of real estate agents. He was licensed at the end of 2013, and as the new year rolled in, Jordan was ready to set the sales world on fire. Pyle wisely pursued helping clients with rentals, so he had a meager income coming in, but it was fourteen months before he made his first sale. (Pause for a moment to let that sink in.)

Jordan struggled for two years. He felt that he was in a rut and that he had so much more to offer. Even though he had a post-secondary education, Pyle knew that he was not equipped to run a business. In a "realization moment," Jordan became aware

that he desperately needed to build a brand and a network. He selected a mentor with a broad skill set and rolled up his sleeves for some focused attention on his business acumen.

As he progressed and later joined a team, business began to increase. More people became aware of his efforts, and Pyle started using social media to the fullest. He began to develop a business philosophy, became more strategic and less transactional, and decided that he would consider himself to be a media company that focused on residential sales. With sales just shy of \$8 million last year, Jordan has certainly found his business self. He projects that 2018 will be an even better, break out, year.


But it wasn't a smooth path to where he is now. Halfway through his Chicago real estate journey, Jordan had some personal setbacks, including the loss of his beloved paternal grandfather. Pyle had to persevere, so he set his mind to learning and developing, and he made a huge commitment to growing as a person. He notes that habits such as daily tracking, goal setting, and numbers analysis became staples in his life that help him stay grounded. He quips that "real estate offers a bunch of shiny things, so you have to be focused."

Pyle loves selling real estate and helping clients. He describes it as the building of meaningful relationships with meaningful work. He never tires of meeting new people or getting to know the people in his network better. And Jordan is poised to be a great help to his own circle of friends who are now entering a prime time in their lives to purchase homes. He notes that his work with clients is "more than just selling houses to people." Pyle is sincere and authentic, and he loves to educate people so that they can make wise decisions that are congruent with their entire financial picture.

Going forward, Jordan hopes to build his own team. He wants to help agents to learn what he had to find through the school of hard knocks. He notes that newer agents must make a commitment to doing the right things and to spend time building a business. He challenges them to be authentic, build a good reputation, and invest in people. He defines success as a steady progression toward a worthy ideal, and he believes that becoming a mentor is part of that worthy goal.

Jordan loves to exercise and be healthy, and traveling (he just returned from Columbia) and enjoying sports with friends are of great interest. Jordan's sister (his only sibling) is pregnant, and he cannot wait to be an uncle. He says that "it's super motivating to know you have a new human coming into your life who will look up to you as a role model." This energizes him to work harder.

Jordan Pyle is on the rise. He makes it a habit to contact at least ten clients/prospects every day. A commitment to that kind of activity will ensure Pyle's success of a big business and a massive life. After all, real estate is indeed a "contact sport," and often, the one who makes the most contacts wins!



The Burden of Scalability



by Scott Newman

We all started off with zero sales, and even the biggest producer can vividly remember how badly they wanted to get to that magical \$12M annual production mark—who wouldn't want to be a million-dollar producer every month and get their name on the board! However, for those of us who have achieved measurable success in this business and met or eclipsed that volume of sales and want to keep going, it's all too common to run up against seriously frustrating roadblocks that can derail your professional aspirations if not addressed properly.

The most important concept you must keep in mind when building a successful brokerage business is scalability. I will be reviewing some of the most common pitfalls brokers encounter when trying to continue to grow past what they can do on their own.

Work More, Make More

It's all too common to see brokers in a growth mode only fail because they made a disorganized and half-hearted attempt at implementing a scalable structure and reverted to this highly flawed way of thinking. If you worked 40 hours a week last year and made \$100,000, then you made \$52/hour. If your plan is to make \$200,000 this year, without an actual plan, then you should expect to work 80 hours a week to accomplish your goal—to the detriment of all of your family and personal relationships and your sanity! And think of what will happen when you want to get to \$300K!

Instead, you must first accept that there are only 24 hours in a day and only so much one person can do.

This is where scalability comes in! Make a list of all of the tasks that are required to successfully work with a buyer or seller client, highlight the ones you are both good at and enjoy doing in one color, and then highlight everything that's left in another color. Use that list as the basis for your structure—the idea is to find people who have complementary skill sets and who enjoy doing the parts of your job that you don't.

Trusting Your Gut

The logical first step is to hire an assistant, not another broker, as you need someone who'll be in front of a computer consistently and is specifically trained. Having an assistant will free up your time to focus on A-level tasks that will make your business grow. But choosing an assistant can cause a lot of problems for brokers. Why?

Brokers are salespeople and are usually the absolute worst at detail-oriented tasks and

the other day-to-day functions an assistant will do for you. With no experience of actually doing this kind of work ourselves, we're the worst person to conduct an interview for an assistant, as we tend to come in unprepared. The truth is we have no clue about how to pick the right candidate. Instead, consider using a headhunter or other service that specializes in finding the type of person you're looking for. You could also connect with your fellow brokers who run successful teams and ask them what kind of questions, personality tests, and other procedures they've implemented to successfully evaluate potential hires.

Having a systematic, scientific, proven approach provides consistent treatment of every candidate (which is required by law). It also allows for a true apples-to-apples comparison of the people you're evaluating, so you can make good hiring decisions and not have to base them only on gut feelings. It also allows you to ensure that you find the right person the first time and avoid wasted time, money, and resources.

Hoping for the Best

When you decide to build a scalable system to grow your business, you are stepping out of the role of broker and into the role of entrepreneur, which requires a very different set of skills to be successful. Many brokers take a running leap off of the entrepreneurial cliff with not only no parachute, but without even having taken the time to learn the basics of how to make one. Here is what I mean:

A broker has a good year—say they hit that \$12M goal they set for themselves—and they catch the bug and are dead set on aggressively growing and scaling their business and chasing real estate riches—with no formal research or plan whatsoever. By the time they're done spending thousands a month on various marketing tools and pieces with no idea of what the capture rate or ROI will be, have taken on the burden of hiring a junior agent(s) for a volume of business they haven't forecasted, and have no idea of the likely final figure for, and invested in a fancy new CRM they didn't really need, they've burdened themselves so much financially and logistically that their chances of success are all but zero.

Who said you needed any of that to grow in the first place? Instead, do your homework! Research the ROI for different marketing methods, come up with a formal business plan and budget (complete with SWAT analysis), and take many months to carefully reflect on, and think through, a highly structured means of implementing, tracking, and achieving all your goals all while being able to hold everyone who's helping you accountable. Run your plan by people you respect and trust, and be prepared to revise it a dozen times or more!

By educating yourself upfront on the common pitfalls of scaling your business and taking the time to implement a formal plan, you can avoid the typical growing pains, and high rate of failure, most brokers face when setting such a goal.

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



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▶ charity highlight
by Vicky Meggos

Habitat for HUMANITY

Chicagoland's Habitat Young Professionals (HYP) organization supports the work of Habitat for Humanity's Chicago chapter. HYP provides young professionals in their early twenties to early forties with the opportunity to volunteer with Habitat for Humanity and help it expand its reach in the Chicagoland area. The HYP supports eight affiliate organizations across the Chicagoland region by engaging its young professionals as leaders, volunteers, advocates, educators, and donors within those organizations.

HYP's young professionals are socially conscious individuals who are driven and determined to contribute to the efforts of eliminating inequality in housing stemming from poverty. Their mission is to unite the youth of Chicago around this cause and to raise funds and awareness that will help build affordable housing within the Chicago Metropolitan area and, in doing so, better peoples' lives and create stronger families and safer communities. They're

committed to seeing Chicago thrive. By partnering with committed residents and trusted organizations, they help families and communities achieve strength, stability, and self-reliance through housing, beautification, and development projects.

HYP directly volunteers with homeowners (partner families) on build sites quarterly. It also educates chapter members, the local



community, and members' networks about the work and mission of Habitat for Humanity on an ongoing basis. They believe in advocating on behalf of people who are in need of decent shelter, and they believe in advocating for an end to poverty housing.

A huge part of any nonprofit's work is raising funds via annual fundraisers, corporate partnerships, and the like. This year, one of the main areas of focus for HYP will be to participate in the work of, and create space for, both transformational leadership and professional development for their members.

HYP's President, Vicky Meggos gives voice to what motivates her service and continued work at HYP, "This will be my third term serving as president and my fifth term as a member of the board. I have found the experience life-changing—the people you meet, the families you help, and even the skills you learn on the work site. There is something ultimately humbling about doing something for someone who will never be able to repay you."

If you are interested in learning more, joining the board, or volunteering locally, please contact Vicky at vmeggos@gmail.com. Help us create a world where everyone has a decent place to live.



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Photo by Shae'Von Huerta

agent feature 
By Brian Ramsey

Hasani Steele

THE BEST IS YET TO COME



Photo by Shae'Von Huerta

From the gridiron to the business stage, Hasani Steele is passionate, competitive, and driven to succeed. Hasani and the Steele Consulting Group sell real estate, but they are particularly known for their strategic work in the development of properties. Their efforts have brought some notable attention to the south side of Chicago and to some surrounding areas. Steele's "turn things around" spirit has breathed some much-needed life into distressed properties, and his vision has made a difference in these communities.

Hasani attended Northwestern University on a full-ride scholarship for football—his love of sports was evident at the early age of nine. In college, he studied computer engineering where he found he had a flair for design and detail that has served him well. After graduation, Hasani took a position as an engineer for a telecom company. He was there for about a year-and-a-half before he lost his job after the events of 9/11. Within the year, though, he became licensed in real estate and began to work the market part-time. Steele found that being an agent helped him financially, and also sparked his interest in developing and renting properties. He wanted to have a career that would bring him not only financial provision but personal fulfillment.

In 2004, Hasani incorporated and began to devote his efforts full-time to real estate. He noticed a significant increase in the interest of investors, and he learned how to help them obtain properties that would yield a good cash flow. Steele, however, became passionate about more than just selling property. He wanted to make a difference in neighborhoods, so he began to teach investors to see the potential in individual properties, not just an area. Steele helped his clients to understand the value of investing in properties by making them better. As the process worked, entire areas became more marketable. Through his work, old suburbs were upgraded and became opportunities for clients to earn returns. And soon, Hasani had an enlightening moment of



Photo by Shae'Von Huerta



Photo by Shae'Von Huerta

understanding; he realized that he was creating more than just a successful business; he was building a brand.

Steele's background provided many tools for him to accomplish what he does today. His engineering background helped him to create floor plans that brought to life his visions for properties, and the many odd jobs he held, including stripping wallpaper and general contract work, helped him to see the building process as well as learn the value of hard work and the potential it can bring. Because of his know-how, many agents consult with Hasani's team when they have new construction needs.

Steele notes that his approach began with the recognition that he needed to offer people what he would want as a buyer. His consumer experience put him in touch with the right kind of thinking, and he regularly researched projects in magazines, books, and other resources to be sure he knew every aspect of what a property entailed for a buyer. He teaches that an investor needs to approach their work more like a farmer than someone who "fixes and runs" because emerging areas take time. They need more cultivation, commitment, and care over their long-term plans.

Hasani absolutely loves his work. Real estate gives him the opportunity to solve puzzles and create solutions for problems. He does not see a vacant property as empty. He sees it as an opportunity. He enjoys coaching his team at the Steele Consulting Group and his clients, and the more people he can involve, the better. His work has brought him measurable personal growth, and Steele likes to invest that knowledge and experience in others.

His career has given him the chance to express the spirit of entrepreneurial pursuit, and although he has been very successful, Hasani has learned to value different things. He notes that being successful is about doing the things that you love to do while getting paid, but that the true goal is to achieve balance in life. Steele wants to keep his professional goals, his dreams and hobbies, and his relationships in proper perspective.

Hasani is married to Diana, who serves in the critical care unit of a local hospital. They have twin girls (seven) and a younger daughter (three) who keep them very entertained and busy. The family loves to travel and spend time together. And Steele makes time for his hobbies. Since he was young, Steele has always enjoyed radio-controlled airplanes. He has built and flown countless, but he still finds it fascinating.

2018 will be a year of assessment and investment. Hasani plans to reflect upon the processes and internal victories of the past to improve things for the future. He wants to keep evolving and to inspire others to rally around his efforts. In fact, he would love to create a plan where people could work in real estate with other varied gifts. He observes that real estate sales should not be just for the top salespeople. There is some significant talent out there to bring in.

If you think Hasani Steele is slowing down, think again. The best is probably yet to come!

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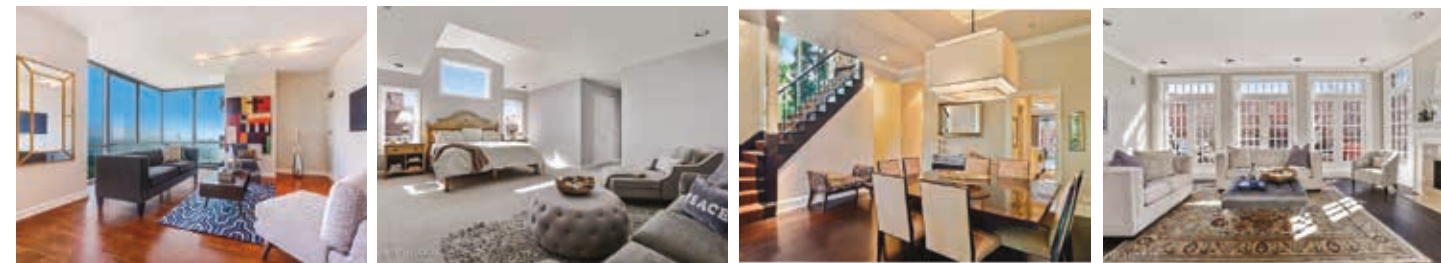
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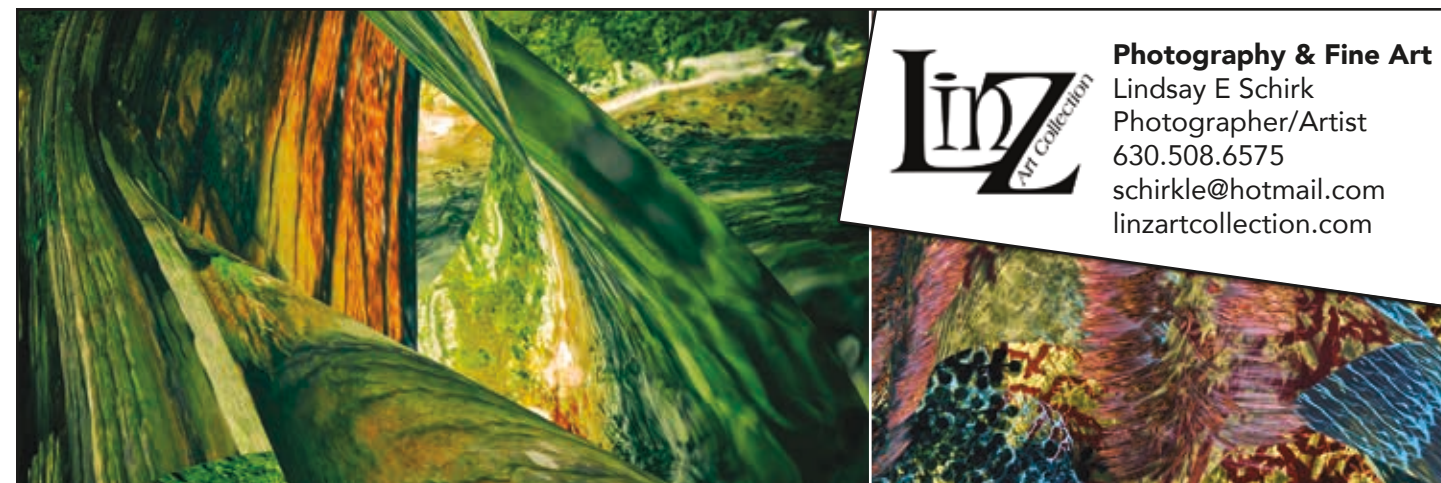


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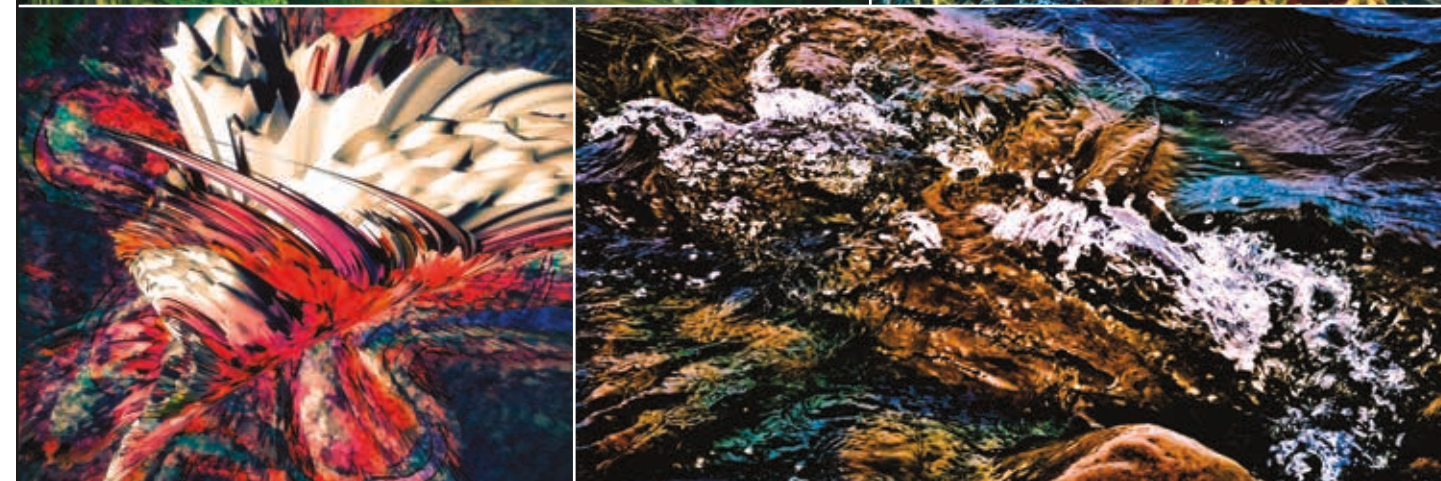


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TOP 200 STANDINGS

Teams and Individuals from January 1, 2018, to January 31, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	6	\$8,049,050	7	\$10,214,752	13	\$18,263,802
2	Nancy	Tassone	2	\$13,490,000	0	\$0	2	\$13,490,000
3	Elizabeth	Brooks	12	\$12,887,129	0	\$0	12	\$12,887,129
4	Jennifer	Ames	5	\$9,457,000	3	\$3,127,000	8	\$12,584,000
5	Ryan	Preuett	0	\$0	1	\$12,100,000	1	\$12,100,000
6	Matt	Laricy	9	\$3,698,808	13	\$5,451,000	22	\$9,149,808
7	Carrie	Mccormick	6	\$4,891,500	3	\$2,215,000	9	\$7,106,500
8	Andrea	Hebner	2	\$4,317,970	1	\$2,233,487	3	\$6,551,457
9	Scott	Siegel	2	\$6,500,000	0	\$0	2	\$6,500,000
10	Timothy	Sheahan	3	\$4,524,900	1	\$1,430,000	4	\$5,954,900
11	Mario	Greco	5	\$3,457,000	5	\$2,254,500	10	\$5,711,500
12	Colin	Hebson	7	\$4,391,550	1	\$1,275,000	8	\$5,666,550
13	Beata	Gaska	2	\$2,356,600	1	\$3,150,000	3	\$5,506,600
14	Melissa	Siegal	1	\$435,000	5	\$4,978,843	6	\$5,413,843
15	Anthony	Disano	4	\$5,156,500	0	\$0	4	\$5,156,500
16	Sam	Shaffer	2	\$822,000	6	\$4,280,000	8	\$5,102,000
17	Jason	O'Beirne	6	\$4,479,900	1	\$590,000	7	\$5,069,900
18	Daniel	Close	1	\$876,250	3	\$3,992,500	4	\$4,868,750
19	Erlend	Candea	8	\$4,835,000	0	\$0	8	\$4,835,000
20	Maureen	Spriggs	0	\$0	1	\$4,650,000	1	\$4,650,000
21	Taylor	Lindstrom	0	\$0	1	\$4,625,000	1	\$4,625,000
22	Melinda	Jakovich	1	\$4,625,000	0	\$0	1	\$4,625,000
23	Sophia	Klopa	3	\$1,987,000	4	\$2,605,000	7	\$4,592,000
24	Frank	Montro	13	\$2,242,995	11	\$2,060,900	24	\$4,303,895
25	Brad	Lippitz	2	\$2,675,000	3	\$1,611,000	5	\$4,286,000
26	Leigh	Marcus	7	\$4,228,500	0	\$0	7	\$4,228,500
27	Brian	Grossman	2	\$1,777,000	2	\$2,415,000	4	\$4,192,000
28	Melanie	Giglio	2	\$1,922,000	2	\$2,077,500	4	\$3,999,500
29	Irene	Demaria	1	\$1,750,000	1	\$2,200,000	2	\$3,950,000
30	Christine	Paloian	2	\$3,884,000	0	\$0	2	\$3,884,000
31	Karen	Peterson	1	\$1,700,000	1	\$1,700,000	2	\$3,400,000
32	Michael	Rosenblum	1	\$2,370,000	1	\$900,000	2	\$3,270,000
33	Amanda	Mcmillan	2	\$1,373,500	3	\$1,892,500	5	\$3,266,000
34	Monique	Pieron	1	\$1,600,000	1	\$1,600,000	2	\$3,200,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Lance	Kirshner	5	\$1,822,500	2	\$1,362,500	7	\$3,185,000
36	Joseph	Kotoch	3	\$3,066,111	1	\$97,500	4	\$3,163,611
37	Michael	O'Connor	3	\$3,155,000	0	\$0	3	\$3,155,000
38	Dana	Galowich	1	\$3,150,000	0	\$0	1	\$3,150,000
39	Scott	Lackie	1	\$3,120,000	0	\$0	1	\$3,120,000
40	Lisa	Trace	0	\$0	1	\$3,120,000	1	\$3,120,000
41	Ron	Abrams	0	\$0	1	\$3,100,000	1	\$3,100,000
42	Gary	Wydra	1	\$3,100,000	0	\$0	1	\$3,100,000
43	Michael	Maier	2	\$2,120,000	1	\$941,000	3	\$3,061,000
44	Ashley	Cox	1	\$695,000	2	\$2,362,000	3	\$3,057,000
45	Barbara	O'Connor	6	\$1,917,500	2	\$1,135,000	8	\$3,052,500
46	Nancy	Hotchkiss	4	\$1,630,000	5	\$1,332,900	9	\$2,962,900
47	Terry	Mister	1	\$1,476,720	1	\$1,476,720	2	\$2,953,440
48	Tricia	Ponicki	1	\$1,475,000	1	\$1,475,000	2	\$2,950,000
49	John	O'Neill	2	\$2,950,000	0	\$0	2	\$2,950,000
50	Michael	Hall	4	\$2,665,000	1	\$250,000	5	\$2,915,000

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.

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Millie	Rosenbloom	1	\$1,200,000	1	\$1,695,000	2	\$2,895,000
52	David	Mahoney	1	\$873,775	1	\$1,950,000	2	\$2,823,775
53	Lauren	Schuh	3	\$1,699,000	1	\$1,120,000	4	\$2,819,000
54	Barbara	Downing Weaver	2	\$1,405,000	2	\$1,405,000	4	\$2,810,000
55	Stacey	Grossman	1	\$243,000	2	\$2,517,500	3	\$2,760,500
56	Rory	Fiedler	0	\$0	4	\$2,704,000	4	\$2,704,000
57	Karen	Biazar	5	\$2,690,000	0	\$0	5	\$2,690,000
58	Braden	Robbins	0	\$0	5	\$2,609,500	5	\$2,609,500
59	Jeanne	Carava	1	\$882,500	2	\$1,687,500	3	\$2,570,000
60	Layching	Quek	0	\$0	3	\$2,560,000	3	\$2,560,000
61	Richard	Aronson	1	\$645,000	4	\$1,903,000	5	\$2,548,000
62	Brent	Hall	3	\$2,528,000	0	\$0	3	\$2,528,000
63	Emily	Smart Lemire	0	\$0	2	\$2,443,811	2	\$2,443,811
64	Stewart	Smith	3	\$1,812,500	1	\$607,500	4	\$2,420,000
65	Michael	Shenfeld	2	\$2,402,500	0	\$0	2	\$2,402,500
66	Kelly	Celli	1	\$2,400,000	0	\$0	1	\$2,400,000
67	Melissa	Govedarica	3	\$1,194,900	1	\$1,203,700	4	\$2,398,600
68	Beth	Gomez	2	\$2,395,000	0	\$0	2	\$2,395,000
69	Stefanie	Lavelle	1	\$675,000	1	\$1,700,000	2	\$2,375,000
70	Gayle	Tepper	0	\$0	1	\$2,370,000	1	\$2,370,000
71	Danny	Lewis	3	\$1,225,000	2	\$1,145,000	5	\$2,370,000
72	Michael	Kelly	1	\$380,000	1	\$1,955,000	2	\$2,335,000
73	Pearce	Lashmett	2	\$1,261,000	4	\$1,053,225	6	\$2,314,225
74	Michael	Zapart	1	\$1,635,000	1	\$665,000	2	\$2,300,000
75	D	Waveland Kendt	2	\$2,294,387	0	\$0	2	\$2,294,387
76	Jeffrey	Proctor	2	\$943,500	1	\$1,350,000	3	\$2,293,500
77	Daniel	Glick	2	\$2,250,000	0	\$0	2	\$2,250,000
78	Maysa	Vaught	1	\$246,000	1	\$2,000,000	2	\$2,246,000
79	Derek	Disera	2	\$1,625,000	1	\$610,000	3	\$2,235,000
80	Barry	Gordon	1	\$928,888	1	\$1,305,000	2	\$2,233,888
81	Lisa	Mcmillan	2	\$2,212,920	0	\$0	2	\$2,212,920
82	Terri	Mcauley	1	\$2,200,000	0	\$0	1	\$2,200,000
83	Christina	Delgreco	2	\$15,000	4	\$2,175,937	6	\$2,190,937
84	Ivona	Kutermankiewicz	3	\$1,936,000	1	\$251,308	4	\$2,187,308

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Nicholaos	Voutsinas	0	\$0	4	\$2,183,900	4	\$2,183,900
86	Oleg	Lerner	0	\$0	1	\$2,125,000	1	\$2,125,000
87	Edward	Liss	1	\$2,125,000	0	\$0	1	\$2,125,000
88	Steve	Mcewen	3	\$2,115,500	0	\$0	3	\$2,115,500
89	Debra	Dobbs	1	\$235,000	1	\$1,880,000	2	\$2,115,000
90	Peter	Moore	0	\$0	3	\$2,098,000	3	\$2,098,000
91	Anne	Kearns	0	\$0	1	\$2,084,483	1	\$2,084,483
92	Laura	Topp	2	\$1,097,500	3	\$972,500	5	\$2,070,000
93	Calin	Paunescu	0	\$0	1	\$2,045,000	1	\$2,045,000
94	Maria	Paunescu	1	\$2,045,000	0	\$0	1	\$2,045,000
95	Todd	Szwajkowski	3	\$2,038,500	0	\$0	3	\$2,038,500
96	Tommy	Choi	2	\$1,070,000	1	\$950,000	3	\$2,020,000
97	Philip	Skowron	1	\$905,000	1	\$1,101,492	2	\$2,006,492
98	Erik	Sachs	1	\$2,000,000	0	\$0	1	\$2,000,000
99	Elliott	Khayat	0	\$0	1	\$2,000,000	1	\$2,000,000
100	Roberta	Beranek	2	\$1,970,000	0	\$0	2	\$1,970,000

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2018, to January 31, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Anthony	Torres	0	\$0	5	\$1,932,500	5	\$1,932,500
102	Izabela	Sloma	2	\$1,535,000	1	\$375,000	3	\$1,910,000
103	Brian	Thompson	1	\$950,000	1	\$957,500	2	\$1,907,500
104	Ian	Schwartz	1	\$320,000	1	\$1,570,000	2	\$1,890,000
105	Mario	Barrios	2	\$1,026,000	2	\$862,500	4	\$1,888,500
106	Nicole	Schroeder	1	\$940,000	1	\$940,000	2	\$1,880,000
107	Phyllis	Hall	0	\$0	1	\$1,875,000	1	\$1,875,000
108	Lynnea	Bauer	1	\$1,875,000	0	\$0	1	\$1,875,000
109	Brian	Cargerman	0	\$0	4	\$1,860,000	4	\$1,860,000
110	Robert	Picciariello	7	\$1,855,500	0	\$0	7	\$1,855,500
111	Joseph	Summerville	1	\$1,850,000	0	\$0	1	\$1,850,000
112	Scott	Whelan	0	\$0	1	\$1,850,000	1	\$1,850,000
113	Gregorio	Cirone	3	\$957,680	3	\$890,000	6	\$1,847,680
114	Patrick	Teets	1	\$644,900	1	\$1,200,000	2	\$1,844,900
115	Michael	Vrielink	1	\$800,000	1	\$1,023,143	2	\$1,823,143
116	Yvette	Dupree	3	\$1,810,852	0	\$0	3	\$1,810,852
117	Paul	Mancini	1	\$469,000	3	\$1,337,500	4	\$1,806,500
118	Catherine	Egan	1	\$367,000	1	\$1,390,000	2	\$1,757,000
119	Katherine	Malkin	1	\$1,750,000	0	\$0	1	\$1,750,000
120	Stephanie	Derderian	0	\$0	1	\$1,750,000	1	\$1,750,000
121	Leslie	Glazier	0	\$0	3	\$1,748,000	3	\$1,748,000
122	Ben	Bodelson	3	\$1,256,400	1	\$490,000	4	\$1,746,400
123	Natalie	Renna	0	\$0	3	\$1,705,600	3	\$1,705,600
124	Rachel	Krueger	1	\$1,700,000	0	\$0	1	\$1,700,000
125	Suzanne	Gignilliat	1	\$1,695,000	0	\$0	1	\$1,695,000
126	Michael	Drommerhausen	1	\$313,000	2	\$1,363,000	3	\$1,676,000
127	Scott	Newman	2	\$240,500	3	\$1,434,000	5	\$1,674,500
128	Marcia	Badillo	2	\$893,500	2	\$763,500	4	\$1,657,000
129	Scott	Fishman	0	\$0	1	\$1,655,000	1	\$1,655,000
130	Lauren	Hundman	0	\$0	2	\$1,653,900	2	\$1,653,900
131	Deborah	Hess	3	\$962,500	2	\$686,500	5	\$1,649,000
132	Melissa	Dondalski	0	\$0	1	\$1,635,000	1	\$1,635,000
133	Nicholas	Tsichlis	1	\$800,000	1	\$800,000	2	\$1,600,000
134	Kathleen	Menighan	0	\$0	1	\$1,600,000	1	\$1,600,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jarrod	Enright	0	\$0	7	\$1,599,500	7	\$1,599,500
136	Heidi	Eng	3	\$876,800	2	\$706,800	5	\$1,583,600
137	Jennifer	Schreiber	0	\$0	3	\$1,577,500	3	\$1,577,500
138	Victoria	Mattera	1	\$499,000	2	\$1,077,500	3	\$1,576,500
139	Andreas	Holder	0	\$0	1	\$1,575,000	1	\$1,575,000
140	Conor	Scanlon	0	\$0	1	\$1,575,000	1	\$1,575,000
141	Kevin	Cibula	1	\$1,575,000	0	\$0	1	\$1,575,000
142	Barbara	Biederman	0	\$0	1	\$1,575,000	1	\$1,575,000
143	David	Heck	0	\$0	4	\$1,574,000	4	\$1,574,000
144	George	Ayling	5	\$1,571,500	0	\$0	5	\$1,571,500
145	Sara	Mccarthy	2	\$1,149,300	1	\$415,000	3	\$1,564,300
146	Gwen	Stark	1	\$1,250,000	1	\$305,000	2	\$1,555,000
147	Kate	Pham	1	\$605,000	1	\$949,400	2	\$1,554,400
148	Jose	Hernandez	1	\$1,550,000	0	\$0	1	\$1,550,000
149	Paul	Waitz	0	\$0	1	\$1,550,000	1	\$1,550,000
150	Brian	Ripp	1	\$765,000	1	\$765,000	2	\$1,530,000

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2018, to January 31, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Susan	Casty	0	\$0	1	\$1,524,900	1	\$1,524,900
152	Cheryl	Bellavia	2	\$825,000	2	\$697,000	4	\$1,522,000
153	Claire	Sylvestre	1	\$760,000	1	\$760,000	2	\$1,520,000
154	Emily	Phair	1	\$750,000	1	\$750,000	2	\$1,500,000
155	Breanne	Waldrup	1	\$418,000	2	\$1,061,500	3	\$1,479,500
156	Steven	Acoba	1	\$733,500	1	\$733,500	2	\$1,467,000
157	Mark	Weiss	1	\$730,000	1	\$730,000	2	\$1,460,000
158	Richard	Curto	1	\$670,000	1	\$785,000	2	\$1,455,000
159	Salvador	Gonzalez	5	\$910,900	3	\$541,500	8	\$1,452,400
160	Carol	Collins	0	\$0	1	\$1,450,000	1	\$1,450,000
161	Justin	Collins	0	\$0	1	\$1,450,000	1	\$1,450,000
162	Pamela	Rueve	1	\$1,450,000	0	\$0	1	\$1,450,000
163	Peter	Lynn	1	\$1,450,000	0	\$0	1	\$1,450,000
164	Linda	Mayer	1	\$617,500	2	\$830,500	3	\$1,448,000
165	Gary	Lucido	2	\$1,045,000	2	\$393,100	4	\$1,438,100
166	John	Federici	1	\$612,000	1	\$825,000	2	\$1,437,000
167	Anne	Kavanaugh	1	\$660,000	1	\$770,000	2	\$1,430,000
168	Pasquale	Recchia	2	\$1,180,000	1	\$250,000	3	\$1,430,000
169	John	Erakovich	2	\$1,425,000	0	\$0	2	\$1,425,000
170	Marci	Trick	0	\$0	2	\$1,410,000	2	\$1,410,000
171	Laura	Dewey Lando	1	\$597,500	1	\$798,000	2	\$1,395,500
172	Brianna	Schmidt	0	\$0	2	\$1,394,000	2	\$1,394,000
173	Roslyn	Kohanchi	1	\$1,390,000	0	\$0	1	\$1,390,000
174	Erik	Blinn	1	\$1,385,000	0	\$0	1	\$1,385,000
175	Mary	Mac Diarmid	1	\$446,000	2	\$936,000	3	\$1,382,000
176	Mariana	Knittle	1	\$370,000	1	\$1,000,000	2	\$1,370,000
177	Slawomir	Nowak	4	\$1,138,500	2	\$229,000	6	\$1,367,500
178	Jon	Crocilla	1	\$677,000	1	\$677,000	2	\$1,354,000
179	Brian	Ferry	0	\$0	1	\$1,350,000	1	\$1,350,000
180	Eugene	Fu	1	\$1,350,000	0	\$0	1	\$1,350,000
181	Mark	Paul	2	\$825,000	2	\$511,000	4	\$1,336,000
182	Karen	Holt	2	\$814,000	1	\$515,000	3	\$1,329,000
183	John	Vossoughi	1	\$295,000	2	\$1,030,000	3	\$1,325,000
184	Julie	Harron	1	\$1,325,000	0	\$0	1	\$1,325,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Eudice	Fogel	0	\$0	1	\$1,325,000	1	\$1,325,000
186	Stephanie	Loveerde	2	\$1,077,500	1	\$245,000	3	\$1,322,500
187	Maria	Kujawa	1	\$1,300,000	0	\$0	1	\$1,300,000
188	Quentin	Green	1	\$1,300,000	0	\$0	1	\$1,300,000
189	Laura	Meier	3	\$1,300,000	0	\$0	3	\$1,300,000
190	Kevin	Wood	0	\$0	1	\$1,300,000	1	\$1,300,000
191	Pablo	Galarza	2	\$353,000	5	\$936,150	7	\$1,289,150
192	Lisa	Allen	0	\$0	1	\$1,283,000	1	\$1,283,000
193	Jennifer	Hosey	1	\$1,283,000	0	\$0	1	\$1,283,000
194	Sam	Boren	0	\$0	3	\$1,282,000	3	\$1,282,000
195	Anthony	Flora	1	\$240,000	2	\$1,037,900	3	\$1,277,900
196	Jordan	Chalmers	0	\$0	1	\$1,275,000	1	\$1,275,000
197	James	Mattz	6	\$1,270,500	0	\$0	6	\$1,270,500
198	Sohail	Salahuddin	3	\$1,269,000	0	\$0	3	\$1,269,000
199	Jennifer	Vest	1	\$450,000	1	\$817,000	2	\$1,267,000
200	Lindsey	Henderson-Kuka	1	\$435,000	1	\$819,900	2	\$1,254,900

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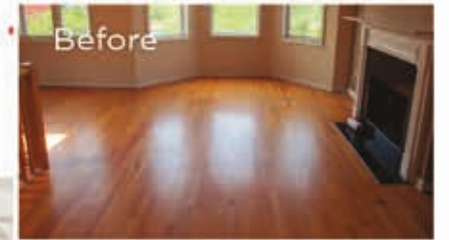
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