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**Partner Spotlight:**

Home Warranty of America

Liane Lockett and Kim

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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. ”



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Andy and his wife, Emily

► publisher's note

# Spring Event Photos Have Arrived!

Save the Date for Our Summer Event: July 19, 12-2 P.M.

When I think of the month of May, I think of mothers. My mom sacrificed an infinite amount of thankless hours raising and molding me to become the man I am today. Currently, my wife is doing the same of our three children. I am not saying all moms are perfect. However, I would surmise that your own mom (or motherly figure) had something to do with honing your skill-set to real estate success. Jenny Ames, who appears in our cover story can attest to this as a mother of three. Her family has been involved in Chicago real estate for four generations. As we honor mothers this month, don't forget to thank the women in your life who have been an influential part of your growth.

2018 is off to an incredible start, and the spring market is in full swing. Most of the REALTORS® I have interviewed since our launch event in March have communicated that they are extremely busy, which is a great sign as we transition into the summer.

Please save the date for our summer event, which will take place downtown on Thursday, July 19 (details coming in a future issue). We would like to thank Lindsay Schirk (LinzArtCollection.com) for her services in photographing our recent event. Enjoy the photos!

As we are drumming up new content for Chicago Real Producers, we are asking for your help and input. Remember, all of our agent features are completely free as the costs are covered by our preferred partners. Send all nominations to Andy.Burton@RealProducersMag.com. Nominate your colleagues for a potential feature in one or more of the following categories:

Cover story/agent feature (generally reserved for seasoned agents)

Rising Star—newer agents, usually who have been in the industry less than five years

Unique stories—Agents with unique backgrounds or who support great causes

Local Charities

Developments—We will soon highlight new developments of 20 plus units

Are we missing anything? Send it our way. Odds are that if you want to hear about it, then other *Chicago Real Producers* do too.

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Liane Lockett



Kim Chalekian-Bisaillon

# HOME WARRANTY OF AMERICA

## THE WARRANTY WOMEN:

### KIM CHALEKIAN-BISAILLON AND LIANE LUCKETT

#### ▶▶ partner spotlight

By Brian Ramsey

With nearly three decades of experience between them, the dynamic duo of Kim Chalekian-Bisaillon and Liane Lockett, a.k.a. the warranty women, from Home Warranty of America (HWA) have achieved a great reputation that is built upon excellent service and a product that's of the highest level.

This team is uniquely positioned to help agents and clients who need the security of protection against the unexpected, and sometimes costly, repairs of major mechanical issues or replacement of appliances that may occur either prior to, or right after, the closing of a home.

Home Warranty of America is one of the only companies to protect the homeowner for 13 months. HWA provides that extra month of protection in its policies for added satisfaction, and for a client, this can often take some of the angst out of purchasing a home.

When it comes to remembering what's covered in a home warranty, think of the color peach. (Kim and Liane often use an

acrostic device to help clients remember what things are covered in a home warranty policy.) The letter "P" refers to plumbing, "E" stands for electric, "A" serves for appliances, and the "CH" represents the cooling and heating. In addition, HWA covers things like rekeying the locks (six locks and four keys), and things that other home warranty companies do not, such as the recapturing of Freon at no cost.

Kim and Liane love to partner with REALTORS and clients to provide them with the education and care that is important to seamless and stress-free closings. The duo also works hard to be a vital part of the teams REALTORS build to serve their clients. Kim notes that they will conduct two or three office presentations each week and three to four one-on-one client training conversations per day, to ensure that customers understand what is covered and how to use the product—from the listing to the closing, Kim and Liane are confident of the benefits of their home warranty product.

Home Warranty of America was founded in Buffalo Grove, IL but today, there are local representatives in all 50 states. The



Kim and Liane



Kim, her husband, Kenny, and their fur babies.



Kim and her husband, Kenny, on their wedding day.

company is quite confident not only about its product, but also about its competitive pricing: they offer the most comprehensive coverage, and for the best value, in the country.

Kim and Liane aren't just the warranty women; spending time with family is a priority. Liane, who has worked in the home warranty industry for 18 years, loves to golf, garden, read, downhill ski, and travel, but she especially loves spending time with her three grandchildren.

Kim and her husband, Kenny, are celebrating their first year of marriage together, and the two will be celebrating another first in August when they welcome their first child.

Kenny and Kim are "sports nuts" and met while playing in a softball league. Chalekian-Bisaillon was the captain of her college

softball team, and she says that she has found the leadership skills she gained in college sports to be quite valuable in business.

The warranty women know the importance of helping people protect their homes during the home sale process, and they have a great product to offer. During this exciting and fast-paced spring market surge, do not forget to call and ask Kim or Liane about their free seller's coverage, which protects the property while it is listed. Why not take the fear of unexpected replacement or repair costs out of the equation and call the warranty women? Peace of mind is only a click or call away.

You can contact Kim at 847-212-8635 or [kchalekian@hwahomewarranty.com](mailto:kchalekian@hwahomewarranty.com), and you may reach Liane at 708-205-5193 or [llockett@hwahomewarranty.com](mailto:llockett@hwahomewarranty.com).



# DANNY DID FOUNDATION:

FROM TRAGIC LOSS TO INSPIRING LEGACY

*After Losing His Son, Chicago REALTOR Finds Strength and Comfort in His Peers*



Mike and Mariann Stanton

## ▶ making a difference

By Mike Stanton

There's a park we call the "Choo Choo" park at the corner of Algonquin and Tahoma in Chicago. Its official name is Jeffrey Green Park, but as it's situated adjacent to the Metra tracks, and has a kid-sized train on the playground, it's better known as the Choo Choo. It's also a stone's throw away from the Edgebrook Baird and Warner office on Devon Avenue.



I used to take my kids — Mary Grace, Johnny, Danny, and Tommy — to the Choo Choo park to play on the swings and dig in the sandbox. After the park, we'd grab donuts from Happy Foods (a block away) and then sit on the benches in front of Baird and Warner, eat our treats, and watch the trains pass through

uptown Edgebrook. We'd always hope for a freight train so we could guess how long it would be, and then count the cars as they rumbled by. I'd tell the kids, "Whoever's closest gets the last donut!" Those were great times.

The train crashed, so to speak, on December 12, 2009. That was the day our middle son, Danny (then just three months shy of his 5th birthday), died from a seizure while he was sleeping. I wasn't yet a REALTOR at the time, but I would come to know the kindness and generosity of the real estate community after Danny's death.

Danny was a loving, creative, compassionate, intelligent, and athletic little boy who had no medical issues outside of experiencing occasional seizures while he slept. He was being treated with medicine and regular EEGs for his seizures, and we were assured by his doctor that Danny would outgrow his condition.

After two years of treatment — during which I slept with him every night — we were informed that he was out of the woods and could go back to sleeping in his own bed. He was thrilled to get back to his bunkbed where he slept right below his older brother, Johnny. That glorious news came on a Tuesday; the following Saturday, my wife, Mariann, found his lifeless body in that bottom bunk.

Danny had epilepsy, and he died from Sudden Unexpected Death in Epilepsy (SUDEP). While treating Danny, we were never informed of epilepsy or educated by any medical professional about SUDEP. After his death, I quickly recognized that the environment for people who are afflicted with seizures needed to change.

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Mike speaking at Danny Did's annual gala.

And so, with Mariann, I founded the Danny Did Foundation (DDF) in 2010. The name comes from the last line of Danny's obituary: **Please go and enjoy your life. Danny Did.** Our mission is to prevent deaths caused by seizures, and we accomplish this by advancing awareness of both epilepsy and SUDEP, and by helping to improve the communication model between medical professionals and families impacted by seizures.

We also advocate for the mainstream acceptance of seizure-alerting devices. Our signature program is providing funds to families for devices that can help in preventing seizure-related deaths. To date, we have assisted people in all 50 states and across nine countries. We view these devices as complementary to medicinal, surgical, and dietary measures that are used to treat seizures.

I remember the first summer after Danny died. The DDF was still a fledgling organization, and we had a kickball tournament — in honor of one of Danny's favorite sports — at Edgebrook Park. That's when I first previewed the incredible assistance that was to come from our local real estate community, as Edgebrook Baird and Warner's Nicole Flores offered to purchase T-shirts for all 300 participants.

From there, the Danny Did Foundation got rolling. We assembled a board of directors, and when we needed a space for meetings, it was Lisa Kon, the Managing Broker of the Baird and Warner Edgebrook office, who offered a conference room. Support from that Edgebrook office has streamed in since: Agents such as Jan

Kupiec, Linda Kramer and Katrina Maglaya-Volkers have consistently volunteered their time, attended events, and participated in the Chicago Marathon on behalf of the DDF. Staff members like Jen Parker and Heather Lally have also attended events and run the marathon on the DDF's behalf.

The scope of the need is serious. Epilepsy affects 3.4 million people in the United States, and one in 26 Americans will develop epilepsy. But what few people understand, including many people impacted by the disorder, is that seizures can be fatal. More people die as a result of seizures than from house fires and sudden infant death syndrome (SIDS) combined.

The REALTOR connection to the Danny Did Foundation continues to strengthen. Our board president, Jeanine McShea, is a REALTOR with @properties, as is a former board member, Kathleen Malone. We also have ongoing partnerships with Coldwell Banker's Marti Corcoran, Robert Padron of RE/MAX, and real estate attorneys Tom Moran, Dave Maloney and Joe Cook. The strength that I have received from the real estate community calls this to mind: In our business, we strive every day to provide comfort to people whose lives are moving on in one way or another. I treasure that I have been a lucky enough to be a recipient of that type of goodwill from my colleagues.

Mike Stanton is a Chicago native, and a REALTOR in the Edgebrook Office of Baird and Warner. To learn more about the Danny Did Foundation, visit [dannydid.org](http://dannydid.org).





Mike with his four kids, Johnny, Danny, Mary Grace and Tommy (crawling).

Danny Stanton



The Stanton siblings



The Stanton's son Danny



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# JENNIFER AMES

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As we know well by now, gender equality doesn't always exist in the workforce. Women are still fighting for equal pay and equal opportunity. Before becoming a real estate agent, Jennifer Ames ran into these same roadblocks that many women have and continue to face; it was one of the reasons that led her to becoming a REALTOR®.

After graduating from Yale, Jenny worked as a model and an actress. "It was fun, but not mentally stimulating," she says, so she decided to pursue a career in investment banking, a field she explored in summer internships during college. She worked in public finance, serving the public by underwriting bonds that provided essential funds to improve cities, universities, and the like. "While I truly enjoyed the work and knowing that my efforts were helping the communities and institutions we served, it was in an era when growth opportunities were limited for women—especially women with children which I had hoped would be in my future," says Jenny.

Jenny left investment banking and worked for four years as a film producer. "I loved the opportunity, as it provided a great outlet for my creative side, but it was not my company and I was ready to sink my teeth into a business that was all my own," she says.

Jenny's mother, who was a top agent in the city for 30 years, encouraged Jenny to get her license. Jenny's mother told her that a career in sales would allow her to be the "master of her own

ship," and that she would not be limited by her gender or by her employers. All the top residential brokers were women at that time, and the flexible schedule appealed to Jenny.

Twenty-four years later, Jenny has built an incredible team with career sales in excess of \$1.8 billion. Each year for the last five consecutive years, her sales have exceeded \$100 million, and she is Coldwell Banker's #1 agent in Chicago.

To build on her success, Jenny and her husband, Paul Lazarre, are focused on creating smooth processes and systems, while bolstering their client care team through cross training. "Our goal is to make it easier for new team members to get their work done without reinventing the proverbial wheel, and for everyone to have support during the peak season," says Jenny.

The most rewarding part of being a REALTOR® for Jenny is the relationships she's been able to form. "Over the years, I have met some remarkable and inspiring people, including my husband,





Jenny and her sons

•••

who was a referral. Many of my good friends started out as clients and are now travel buddies, fellow school parents, members of charity boards I support, and more.”

Jenny was raised with a clear understanding that she has a responsibility to give back to Chicago, a tradition of leadership in her family that goes back five generations. From a young age, Jenny served on the Auxiliary Board of the Art Institute of Chicago and on the Board of Directors at the Lincoln Park Zoo. After becoming a parent, however, her focus shifted to supporting organizations that create educational opportunities for underserved children, like High Jump, 1000 Degrees, and the scholarship fund at her children’s private school.

Jenny’s eyes light up when she talks about her family, as she is living the dream she hoped for when she left investment banking years ago. She and her husband have three boys (ages 12 and twins who are 11), as well as a dog named Jeppy, and a bearded dragon. “Like my husband, the boys have boundless energy and are each terrific athletes, competing in climbing, fencing, gymnastics, soccer, and more,” she says.

Jenny and Paul love to entertain and have been known to throw some amazing themed parties. They are also passionate about globetrotting with their kids, learning about new cultures, and enjoying the many adventures life has to offer.

To up and coming agents, Jenny says, “Don’t focus on the paycheck. Get up, work hard, and do the right thing every day. If you are ethical, passionate, and treat clients with care, then your success will follow.”



Jenny and her dog Jeppy



Photo submitted: Jenny and her family at her in-laws’ 50th wedding anniversary party.



Photo submitted: Jenny and family enjoying rafting on vacation in Costa Rica.



Photo submitted: Jenny kayaking in Alaska.



Photo submitted: Jenny and her husband, Paul.



Photo submitted: Jenny’s three sons having fun during vacation in Costa Rica.



# RORY FIEDLER

LIVING TO SERVE

▶▶ rising star

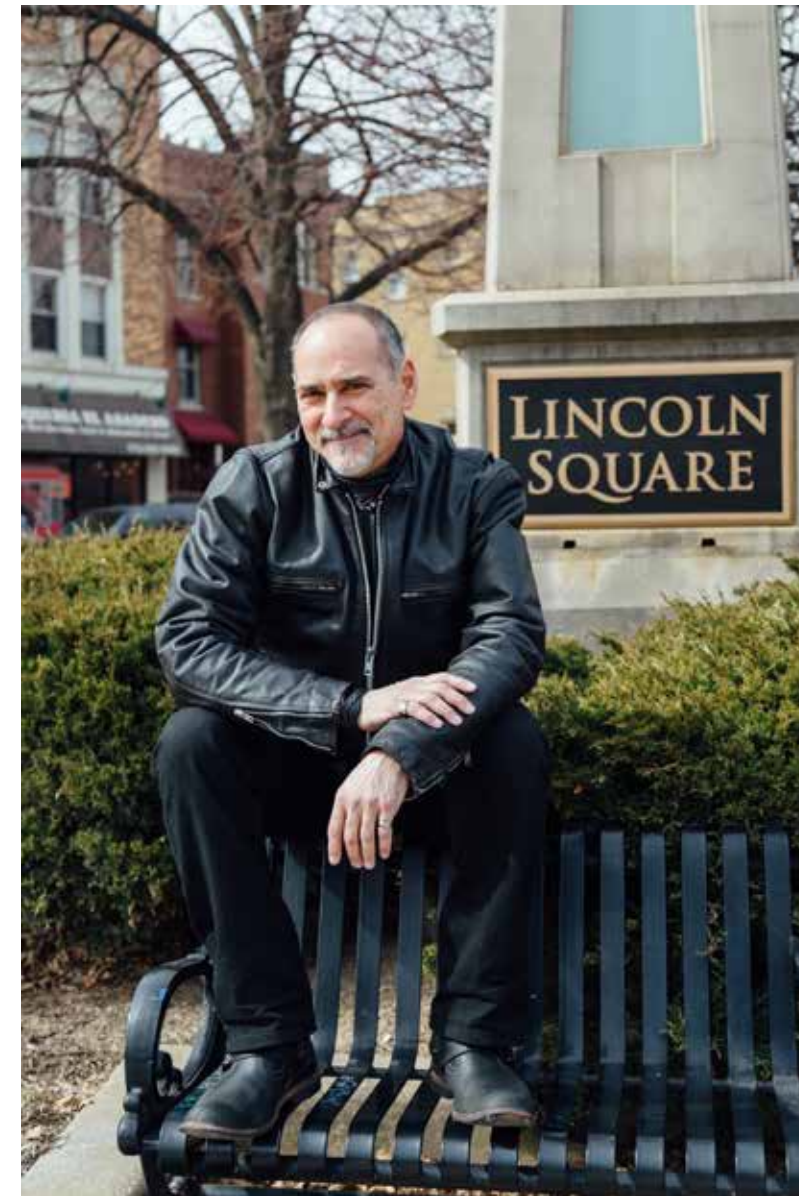
By **Chris Menezes**  
Photos by **Rachel Aka**

“Home” has been at the forefront of Rory Fiedler’s mind for quite some time. Ever since the city seized his home as a kid through eminent domain, forcing his family out of Old Town, Rory has been concerned with homes and with helping those who don’t have one.

Rory began designing homes in high school and went on to receive a bachelor of fine arts with a minor in architectural studies from the Art Institute of Chicago. After graduating in 1981, Rory owned Sneak Preview, a card and gift shop on Belmont and Broadway, that was devoted to using recycled paper.

With a desire to see the world and meet people from different cultures, Rory took a job with inflight services at United Airlines, but he left United in 2003 to get back into architecture and design. He worked full time as a builder and developer until the economic crash.

With a heart for public service, Rory sought and obtained a job with the Department of Homeland Security in 2009. Later, he decided that he wanted to serve at the local level, so he came back and ran for Chicago City Council, however, he realized that he had to resign due to a conflict of interest. Although his campaign was not successful, the experience led him to get his real estate license in February of 2016.



“Real estate and ‘home’ was always a passion, so it seemed like a logical step,” says Rory. Since becoming a REALTOR®, Rory has sold over \$30 million in volume. In 2016, he was named Rookie of the Year by the Chicago Association of REALTORS®. Last year, he sold over \$20 million, and he was in the top one percent of the top producers.

You can often find Rory rolling up to a closing on his Vespa, excited to hand over the keys to a first-time homebuyer. He dedicates most of his time to finding homes for first-time homebuyers, and he never misses a closing. “It’s one of the biggest days of their lives,” he says. On closing day, Rory shares his Italian heritage tradition of wishing new homeowners good fortune by presenting his clients with a loaf of bread (so they never go hungry) and a shaker of salt (that they may always have spice in life).

Rory still enjoys designing houses, especially tiny houses. He is currently trying to get tiny houses approved in the city. His passion is to develop an entire community of tiny houses that can be used by the elderly, the handicapped, or even the homeless.



“I want to bring affordable housing in the way of microhousing to the city of Chicago — to give people a house they can afford that still meets their needs,” says Rory. “There are so many vacant lots that are owned by the city that can be put to use. Micro-housing lends itself to an array of opportunities, in both nonprofit and for-profit sectors.”

When Rory wants to escape, he jumps on his Vespa and rides around the city to admire all the architecture, and hits up the street fairs and art fairs. He makes it a point to visit the Lincoln Park Zoo twice a month to give the animals a little company, too, especially during the winter when the Zoo doesn’t have as many visitors.

Rory truly loves to serve. A supporter of the American Cancer Society, Habitat for Humanity, and the Catholic Archdiocese of Chicago, Rory’s heart belongs to those in need.



How To Start A

# Life Event Seminar Series



» keeping it real

By D.J. Paris



As real estate brokers, you are involved in much more than just a purchase or a sale. You become intimately connected and intertwined with your clients' lives. You learn about their children, their marriage (or divorce), job pressures, social lives, and other details usually reserved for close friends.

And as you've experienced, real estate transactions are often triggered by a client's life event. These events are sometimes joyous, but at other times, they can be emotionally challenging. As realtors, you are in the unique position to assist your clients through life events, and one of the ways that I've seen brokers do this is through hosting life event seminars.

What is a life event seminar?

Simply put, you create a series of seminars where you bring in experts related to a specific life event. You then invite your clients and prospects to attend the events and expose them to the knowledge and wisdom of those experts. This is also a win for the invited speakers as they can develop relationships with the attendees. Also, the speakers may offer to assist you with the costs of room rental and refreshments. By hosting these meetings, you are adding tremendous value to your services for your clients and deepening your existing relationship with them.

Here are a few ideas of life event seminars you can host:

### Buying Your First Home

You should invite everyone in your database who is currently renting and interested in purchasing in the near future. Among your invited speakers, have a lender there to explain financing options, an attorney to discuss contracts, and a title company to talk about closing costs and procedures.

### Just Married

Aimed at newlyweds, for this seminar you should bring in an estate planning attorney to discuss wills and trusts, an insurance agent to talk about asset protection policies, and a financial advisor to discuss wealth building and retirement saving strategies.

### Just Divorced

For the recently divorced, host a seminar where you bring in a therapist who specializes in coping strategies, an estate planning attorney to talk about will modification, and a financial advisor to discuss money management.

### New Parents

For those welcoming a little one into their lives, bring in a child psychologist to provide information on best parenting practices, a financial advisor to speak on education savings plans, an insurance agent to talk about financial replacement policies, and an estate planning attorney to discuss will creation.

### Real Estate Investing

If you haven't brought up the idea of real estate investing to your clients, now's the time! A tax accountant can speak to the benefits of rental property write-offs, a lender can explain investment financing, and, of course, you can talk about the residual income potential of owning income-producing properties.

**D.J. Paris is the president of sales and marketing at Kale Realty, which has over 600 brokers. In addition, D.J. hosts a podcast called "Keeping It Real" where he interviews the top one percent of brokers in Chicago, and asks them to share their success secrets. Listen to the podcast at <https://keepingitrealpod.com>.**

To get more insight from other Chicago Real Producers, catch up on some of the latest episodes at [keepingitrealpod.com](https://keepingitrealpod.com).

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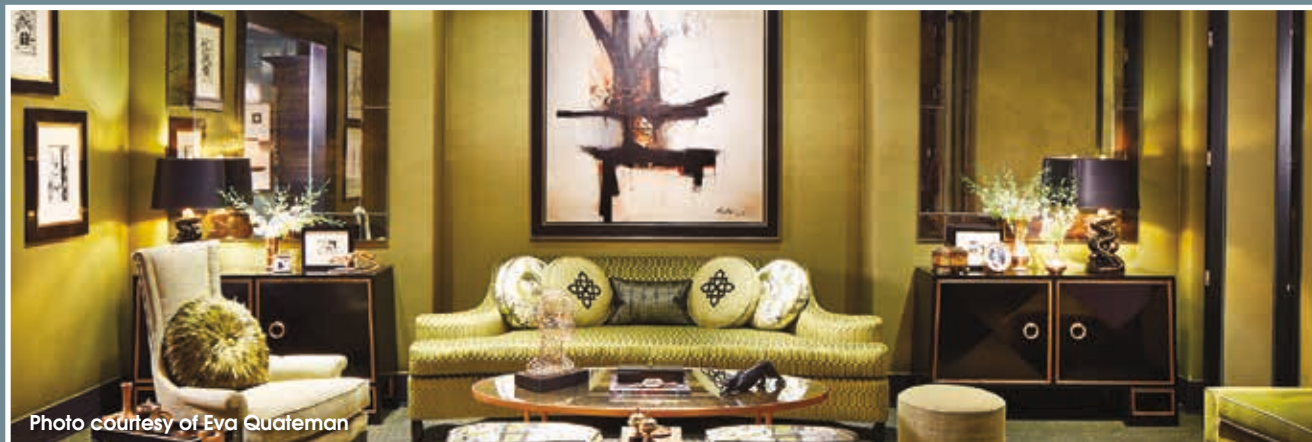


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# AXEL JUAREZ

## HELPING OTHERS ACHIEVE THEIR AMERICAN DREAM

Axel Juarez is living the American Dream. Born in Guatemala, Axel immigrated to Chicago with his family in 1989. He was fourteen years old, he didn't speak a word of English, and he had come from a Guatemalan military school. He adjusted quickly, however, to America's public school system and ended up attending Triton College.

During college, Axel got a job at the Chicago Marriott Hotel. He started out at the coffee shop, but worked his way up to the front desk, then to bellman, and eventually, to stationary engineer, where he remained until he became a full-time REALTOR®.

When Axel was twenty-five years old, he and his wife, Grethel, bought their first building—a two flat—giving them the opportunity to go to school and learn the real estate process. “We wanted to rent it all out to help pay the mortgage. It allowed us every-



Grethel (16)



Axel (14)



Alexander (13)



The Juarez Family

thing,” says Axel. Above all, this experience peaked Axel's interest in real estate. He obtained his license shortly after.

For nearly fourteen years, real estate was a hobby for Axel. He first sold to friends and family, and then, little by little, he got busier and busier. He was happy as an engineer and wasn't looking to change anything until last year, when he made more money as a part-time REALTOR® than he did as an engineer. Says Axel, “I never thought about it until then; it [real estate] was always just a fun thing to do. [But after last year] I was like, ‘Wait a minute, I can support my family while making more money doing what I love?’”



The Juarez Kids at one of their many shows

Axel's company is called Bright Future. “We like to give hope to people who feel they have none. Owning a home is one of the American dreams, and I am passionate to help people achieve that dream,” says Axel.

For Axel, success is a combination of self-fulfillment by being happy with what you do while providing for your family. “It's about not putting a price tag on what you do. It should be priceless for you,” he says. Axel has never looked at what his commission was going to be. His main concern has always been to help others and take care of his clients. He was happy just to do it.

Axel and Grethel have been married for eighteen years. They have three kids—Grethel (16), Axel (14), and Alexander (13). All three of their kids are musicians. As a family, they love to play sports and sing. Axel is devoted to spending time with his family: “The kids come to my office after school; it's great to have them nearby. And although I have a busy schedule, I am still able to attend all their events. Work and family is what my life is about,” says Axel.

Now that Axel has obtained his own American dream, he is passionate about helping others find theirs as well. Axel would like to be remembered as a caring individual who enjoyed life. “I am almost always in a good mood. I really can't complain,” he says.





▶ events

# Launch Party!

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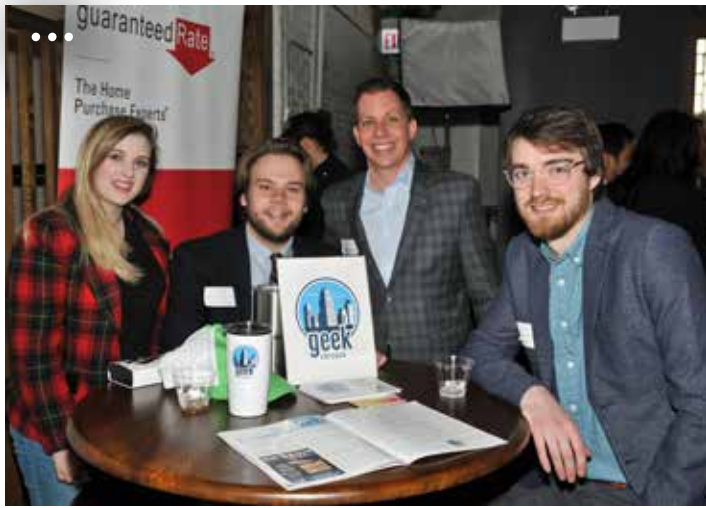
We had a blast celebrating with all of you!  
We can't wait to see you at our next event on  
Thursday, July 19, 2018, at the Gentleman's  
Cooperative. Be on the lookout for more  
information. Big thanks to Lindsay Schirk for  
capturing these photos. Enjoy!













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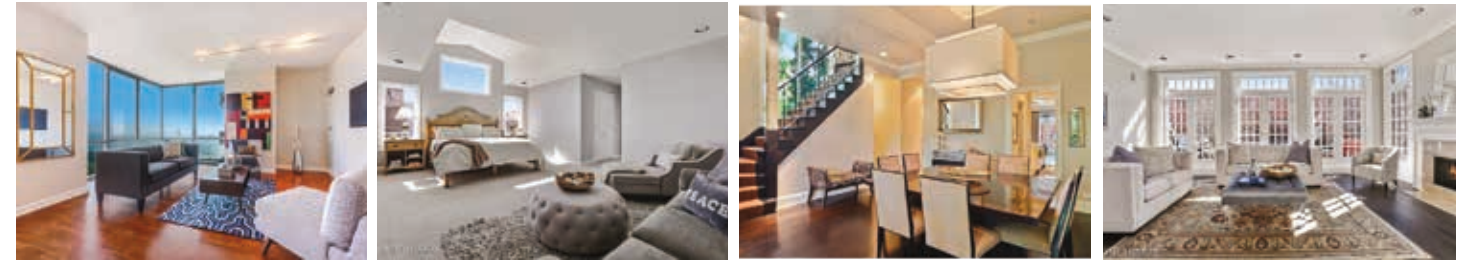


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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	32	\$33,207,550	15	\$15,743,752	47	\$48,951,302
2	Nancy	Tassone	10	\$40,770,799	0	\$0	10	\$40,770,799
3	Elizabeth	Brooks	37	\$38,266,234	0	\$0	37	\$38,266,234
4	Matt	Laricy	32	\$13,058,688	49	\$21,150,131	81	\$34,208,819
5	Jennifer	Ames	12	\$24,411,800	10	\$7,271,800	22	\$31,683,600
6	Mario	Greco	36	\$18,745,320	13	\$8,403,500	49	\$27,148,820
7	Karen	Biazar	40	\$22,450,965	4	\$2,615,400	44	\$25,066,365
8	Chezi	Rafaeli	7	\$13,010,000	1	\$9,400,000	8	\$22,410,000
9	Timothy	Sheahan	11	\$15,451,900	5	\$4,502,210	16	\$19,954,110
10	Colin	Hebson	17	\$13,935,850	8	\$5,561,650	25	\$19,497,500
11	Alex	Brusha	1	\$9,700,000	1	\$9,700,000	2	\$19,400,000
12	Sam	Shaffer	10	\$4,111,500	26	\$13,457,400	36	\$17,568,900
13	David	Schraufnagel	6	\$8,781,600	6	\$8,781,600	12	\$17,563,200
14	Katherine	Malkin	2	\$3,950,000	2	\$12,112,500	4	\$16,062,500
15	Leigh	Marcus	26	\$15,775,908	1	\$275,000	27	\$16,050,908
16	Sophia	Klopas	9	\$4,443,100	14	\$11,003,400	23	\$15,446,500
17	Barbara	O'Connor	16	\$7,540,505	8	\$6,490,505	24	\$14,031,010
18	Ryan	Preuett	1	\$650,000	3	\$13,350,000	4	\$14,000,000
19	Kathleen	Malone	10	\$10,496,500	4	\$3,333,775	14	\$13,830,275
20	Carrie	Mccormick	11	\$6,838,050	10	\$6,249,300	21	\$13,087,350
21	Julie	Harron	3	\$6,250,000	3	\$5,965,568	6	\$12,215,568
22	Emily	Sachs Wong	11	\$9,911,000	2	\$1,931,500	13	\$11,842,500
23	Brad	Lippitz	7	\$7,358,000	5	\$4,446,000	12	\$11,804,000
24	Elena	Theodoros	13	\$6,282,500	7	\$4,361,900	20	\$10,644,400
25	Amanda	Mcmillan	6	\$4,180,400	9	\$6,387,400	15	\$10,567,800
26	Edward	Thilman	4	\$8,983,000	2	\$1,548,000	6	\$10,531,000
27	Frank	Montro	38	\$6,676,295	23	\$3,659,200	61	\$10,335,495
28	Tommy	Choi	9	\$4,601,900	9	\$5,699,400	18	\$10,301,300
29	D	Waveland Kendt	7	\$6,906,816	4	\$3,108,500	11	\$10,015,316
30	Daniel	Close	1	\$876,250	11	\$8,758,000	12	\$9,634,250
31	Jason	O'Beirne	11	\$8,625,100	3	\$972,500	14	\$9,597,600
32	Melissa	Siegal	7	\$3,363,000	7	\$6,173,843	14	\$9,536,843
33	Melissa	Govedarica	14	\$7,553,400	2	\$1,953,700	16	\$9,507,100
34	Melanie	Giglio	12	\$6,185,788	4	\$3,172,500	16	\$9,358,288

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Laura	Topp	6	\$4,803,500	10	\$4,193,500	16	\$8,997,000
36	Andrea	Hebner	4	\$6,663,342	1	\$2,233,487	5	\$8,896,829
37	Millie	Rosenbloom	3	\$3,060,000	5	\$5,794,500	8	\$8,854,500
38	Kimberly	Gleeson	2	\$1,026,000	1	\$7,700,000	3	\$8,726,000
39	Beata	Gaska	6	\$5,359,732	1	\$3,150,000	7	\$8,509,732
40	Peter	Moore	2	\$897,000	9	\$7,220,900	11	\$8,117,900
41	Izabela	Sloma	8	\$6,052,000	4	\$2,010,000	12	\$8,062,000
42	Matthew	Liss	12	\$6,391,000	2	\$1,491,000	14	\$7,882,000
43	Maureen	Spriggs	0	\$0	2	\$7,625,000	2	\$7,625,000
44	Michael	Rosenblum	5	\$5,817,500	2	\$1,635,000	7	\$7,452,500
45	Braden	Robbins	4	\$1,299,175	14	\$5,961,493	18	\$7,260,668
46	Thomas	Moran	4	\$2,727,500	1	\$4,462,500	5	\$7,190,000
47	Michael	Maier	9	\$6,148,200	2	\$979,000	11	\$7,127,200
48	Erin	Mandel	3	\$2,294,000	5	\$4,753,771	8	\$7,047,771
49	Sam	Jenkins	6	\$4,382,500	3	\$2,662,500	9	\$7,045,000
50	Monique	Pieron	3	\$5,442,000	1	\$1,600,000	4	\$7,042,000

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Scott	Newman	12	\$2,626,700	11	\$4,385,000	23	\$7,011,700
52	Lance	Kirshner	12	\$4,807,688	3	\$2,112,500	15	\$6,920,188
53	Roger	Luri	1	\$6,900,000	0	\$0	1	\$6,900,000
54	Marc	Bombicino	0	\$0	1	\$6,900,000	1	\$6,900,000
55	Brian	Cargerman	0	\$0	12	\$6,898,500	12	\$6,898,500
56	Christine	Paloian Fixler	4	\$6,684,000	0	\$0	4	\$6,684,000
57	Suzanne	Gignilliat	1	\$1,695,000	2	\$4,950,000	3	\$6,645,000
58	Sara	Mccarthy	4	\$3,318,300	7	\$3,324,500	11	\$6,642,800
59	Scott	Siegel	2	\$6,500,000	0	\$0	2	\$6,500,000
60	Stacy	Karel	0	\$0	2	\$6,442,175	2	\$6,442,175
61	Michael	Hall	8	\$4,967,000	4	\$1,456,000	12	\$6,423,000
62	Weston	Harding	5	\$4,223,214	3	\$2,111,714	8	\$6,334,928
63	Marci	Trick	0	\$0	12	\$6,282,500	12	\$6,282,500
64	Layching	Quek	0	\$0	9	\$6,269,000	9	\$6,269,000
65	Danny	Lewis	6	\$2,068,000	8	\$4,147,500	14	\$6,215,500
66	Rory	Fiedler	0	\$0	12	\$6,149,900	12	\$6,149,900
67	Natasha	Motev	3	\$4,309,900	2	\$1,839,900	5	\$6,149,800
68	Timothy	Salm	4	\$6,090,000	1	\$30,000	5	\$6,120,000
69	Owen	Duffy	7	\$3,720,000	3	\$2,379,000	10	\$6,099,000
70	Melinda	Jakovich	2	\$4,907,500	2	\$1,175,000	4	\$6,082,500
71	Nicholaos	Voutsinas	0	\$0	13	\$6,014,900	13	\$6,014,900
72	Erlend	Candea	10	\$6,014,000	0	\$0	10	\$6,014,000
73	Adam	Schneiderman	1	\$3,005,000	1	\$3,005,000	2	\$6,010,000
74	Michael	Vesole	21	\$5,951,600	0	\$0	21	\$5,951,600
75	Jeffrey	Proctor	6	\$3,218,500	3	\$2,732,000	9	\$5,950,500
76	Katharine	Waddell	7	\$3,512,700	4	\$2,431,932	11	\$5,944,632
77	Deborah	Hess	6	\$2,540,500	5	\$3,338,500	11	\$5,879,000
78	Debra	Dobbs	4	\$2,189,000	3	\$3,685,000	7	\$5,874,000
79	Lisa	Mcmillan	6	\$5,846,279	0	\$0	6	\$5,846,279
80	Terry	Mister	3	\$4,331,040	1	\$1,476,720	4	\$5,807,760
81	Christopher	Mundy	3	\$2,078,000	3	\$3,710,000	6	\$5,788,000
82	Eugene	Fu	4	\$2,662,500	3	\$3,072,429	7	\$5,734,929
83	Philip	Schwartz	5	\$5,177,000	2	\$501,950	7	\$5,678,950
84	Sherri	Hoke	1	\$926,500	2	\$4,625,000	3	\$5,551,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Arthur	Cirignani	51	\$5,410,904	2	\$125,750	53	\$5,536,654
86	Amy	Duong	4	\$2,579,800	5	\$2,904,424	9	\$5,484,224
87	Hayley	Westhoff	8	\$5,420,000	0	\$0	8	\$5,420,000
88	Jacqueline	Colando	13	\$5,002,300	1	\$360,000	14	\$5,362,300
89	Matthew	Fritzshall	1	\$679,000	1	\$4,650,000	2	\$5,329,000
90	Nadine	Ferrata	3	\$2,277,000	3	\$3,004,220	6	\$5,281,220
91	Anthony	Disano	6	\$5,248,500	0	\$0	6	\$5,248,500
92	Michael	Shenfeld	5	\$3,472,400	4	\$1,758,000	9	\$5,230,400
93	Kelly	Parker	6	\$3,992,000	2	\$1,226,661	8	\$5,218,661
94	Brett	Novack	2	\$894,900	9	\$4,312,900	11	\$5,207,800
95	Nancy	Mcadam	7	\$5,182,500	0	\$0	7	\$5,182,500
96	George	Morgan	3	\$1,685,000	4	\$3,469,500	7	\$5,154,500
97	Joshua	Lipton	4	\$2,897,000	4	\$2,256,600	8	\$5,153,600
98	Santiago	Valdez	14	\$3,964,200	4	\$1,165,000	18	\$5,129,200
99	Ken	Jungwirth	6	\$2,927,500	5	\$2,199,000	11	\$5,126,500
100	Edward	Jelinek	5	\$2,144,000	6	\$2,949,900	11	\$5,093,900

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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Stefanie	Lavelle	5	\$3,075,000	2	\$1,996,000	7	\$5,071,000
102	Pamela	Rueve	3	\$3,162,500	2	\$1,890,000	5	\$5,052,500
103	Kevin	Hinton	2	\$678,750	10	\$4,353,900	12	\$5,032,650
104	Ben	Bodelson	7	\$2,966,400	3	\$2,055,268	10	\$5,021,668
105	Jurgen	Frank	2	\$4,960,000	0	\$0	2	\$4,960,000
106	Shay	Hata	2	\$1,875,000	3	\$3,049,500	5	\$4,924,500
107	Mark	Markarian	4	\$4,878,175	0	\$0	4	\$4,878,175
108	Robert	Picciariello	17	\$4,859,750	0	\$0	17	\$4,859,750
109	Michael	O'Connor	5	\$4,848,000	0	\$0	5	\$4,848,000
110	Sam	Boren	0	\$0	7	\$4,847,000	7	\$4,847,000
111	Daniel	Glick	3	\$2,995,900	3	\$1,847,000	6	\$4,842,900
112	Mariah	Dell	5	\$3,599,000	2	\$1,215,000	7	\$4,814,000
113	Beth	Gomez	4	\$3,364,000	3	\$1,439,000	7	\$4,803,000
114	Richard	Curto	5	\$2,576,000	2	\$2,220,000	7	\$4,796,000
115	Joanne	Nemerovski	1	\$1,710,000	4	\$3,071,000	5	\$4,781,000
116	William	Goldberg	4	\$3,124,000	2	\$1,628,001	6	\$4,752,001
117	Ryan	Smith	28	\$4,696,200	1	\$48,500	29	\$4,744,700
118	Scott	Berg	15	\$4,703,000	0	\$0	15	\$4,703,000
119	Cara	Buffa	6	\$3,794,999	1	\$905,000	7	\$4,699,999
120	Eamonn	Stafford	4	\$2,764,500	3	\$1,915,000	7	\$4,679,500
121	Taylor	Lindstrom	0	\$0	1	\$4,625,000	1	\$4,625,000
122	Zane	Jacobs	10	\$4,604,000	0	\$0	10	\$4,604,000
123	Hasani	Steele	9	\$3,823,800	2	\$751,000	11	\$4,574,800
124	Patricia	Young	1	\$570,000	6	\$3,968,300	7	\$4,538,300
125	Kristin	Gonnella	3	\$1,864,600	6	\$2,628,000	9	\$4,492,600
126	Alishja	Ballard	6	\$1,989,500	6	\$2,456,500	12	\$4,446,000
127	Joe	Zimmerman	6	\$2,399,050	6	\$2,045,365	12	\$4,444,415
128	Mark	Ahmad	4	\$2,746,000	3	\$1,664,000	7	\$4,410,000
129	Michael	Zapart	2	\$2,190,000	4	\$2,207,500	6	\$4,397,500
130	Jason	Rowland	8	\$4,110,050	1	\$286,000	9	\$4,396,050
131	Jennifer	Mills	6	\$3,099,900	2	\$1,271,900	8	\$4,371,800
132	Chaz	Walters	3	\$1,670,500	3	\$2,695,000	6	\$4,365,500
133	Brent	Hall	6	\$4,332,900	0	\$0	6	\$4,332,900
134	Helaine	Cohen	1	\$440,000	4	\$3,882,400	5	\$4,322,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Lauren	Dayton	7	\$3,202,250	1	\$1,120,000	8	\$4,322,250
136	Lindsey	Richardson	7	\$1,999,750	5	\$2,304,000	12	\$4,303,750
137	Qiankun	Chen	0	\$0	14	\$4,292,088	14	\$4,292,088
138	Gary	Lucido	3	\$1,357,000	5	\$2,932,586	8	\$4,289,586
139	Ro	Lebedow	1	\$739,000	3	\$3,515,149	4	\$4,254,149
140	Derek	Disera	3	\$2,035,000	3	\$2,215,000	6	\$4,250,000
141	Chris	Vasilakopoulos	4	\$4,047,000	1	\$194,000	5	\$4,241,000
142	Lauren	Mitrick Wood	4	\$1,180,000	5	\$3,027,600	9	\$4,207,600
143	Heather	Gustafson	2	\$3,915,000	1	\$282,500	3	\$4,197,500
144	Pasquale	Recchia	6	\$2,955,500	3	\$1,239,000	9	\$4,194,500
145	Ian	Schwartz	4	\$2,041,000	2	\$2,150,000	6	\$4,191,000
146	Elizabeth	Lothamer	6	\$2,404,000	5	\$1,761,500	11	\$4,165,500
147	Radim	Mandel	5	\$2,256,000	4	\$1,885,000	9	\$4,141,000
148	Anthony	Torres	0	\$0	8	\$4,122,500	8	\$4,122,500
149	Armando	Chacon	4	\$2,373,300	3	\$1,747,766	7	\$4,121,066
150	Dennis	Huyck	7	\$3,439,000	1	\$675,000	8	\$4,114,000

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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Megan	Tirpak	2	\$1,005,000	3	\$3,099,999	5	\$4,104,999
152	Elizabeth	Whatley	5	\$1,935,500	4	\$2,167,900	9	\$4,103,400
153	Steve	Meyer	7	\$2,932,500	2	\$1,154,000	9	\$4,086,500
154	Chi	Zhang	2	\$1,500,000	2	\$2,572,000	4	\$4,072,000
155	Michael	Kelly	4	\$1,694,000	2	\$2,340,000	6	\$4,034,000
156	Ivona	Kutermankiewicz	5	\$3,323,500	2	\$701,208	7	\$4,024,708
157	Tim	Litchford	25	\$4,016,438	0	\$0	25	\$4,016,438
158	Debbie	Maue	1	\$432,500	3	\$3,582,400	4	\$4,014,900
159	Neil	Hackler	1	\$845,000	7	\$3,169,500	8	\$4,014,500
160	Christina	Delgreco	4	\$1,214,900	5	\$2,795,937	9	\$4,010,837
161	Karen	Peterson	1	\$1,700,000	2	\$2,300,000	3	\$4,000,000
162	Mark	Kishtow	0	\$0	1	\$4,000,000	1	\$4,000,000
163	Keith	Tarasiewicz	0	\$0	11	\$3,991,750	11	\$3,991,750
164	Sohail	Salahuddin	8	\$3,965,650	0	\$0	8	\$3,965,650
165	Cheryl	Reimer	6	\$3,965,000	0	\$0	6	\$3,965,000
166	Elizabeth	Ballis	4	\$3,965,000	0	\$0	4	\$3,965,000
167	Irene	Demaria	1	\$1,750,000	1	\$2,200,000	2	\$3,950,000
168	Dominic	Irpino	4	\$1,390,490	9	\$2,550,000	13	\$3,940,490
169	Eudice	Fogel	3	\$1,708,500	3	\$2,228,500	6	\$3,937,000
170	Cheryi	Gatti	2	\$1,955,000	2	\$1,955,000	4	\$3,910,000
171	Rachel	Krueger	3	\$2,827,500	2	\$1,074,900	5	\$3,902,400
172	Bari	Levine	1	\$492,000	5	\$3,404,900	6	\$3,896,900
173	Salvador	Gonzalez	10	\$1,931,900	10	\$1,964,500	20	\$3,896,400
174	Steve	Mcewen	6	\$3,320,500	2	\$570,000	8	\$3,890,500
175	Michael	Vriehink	3	\$1,510,000	6	\$2,377,643	9	\$3,887,643
176	Joan	Dim	0	\$0	1	\$3,880,152	1	\$3,880,152
177	William	Vezo	0	\$0	9	\$3,874,500	9	\$3,874,500
178	Lawrence	Dunning	1	\$258,000	4	\$3,602,111	5	\$3,860,111
179	Ashley	Cox	2	\$942,000	4	\$2,906,000	6	\$3,848,000
180	Aaron	Greenberg	3	\$1,453,000	3	\$2,390,000	6	\$3,843,000
181	Margaret	Baczowski	3	\$2,327,000	2	\$1,510,400	5	\$3,837,400
182	Christina	Mcnamee	3	\$931,000	4	\$2,904,500	7	\$3,835,500
183	Randy	Nasatir	4	\$3,494,000	2	\$330,000	6	\$3,824,000
184	Cynthia	Bauer	5	\$2,667,000	2	\$1,155,000	7	\$3,822,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Mitch	Gordon	4	\$2,028,900	2	\$1,784,500	6	\$3,813,400
186	Stephanie	Rollison	0	\$0	4	\$3,783,500	4	\$3,783,500
187	Collin	Walker	2	\$805,000	8	\$2,957,000	10	\$3,762,000
188	Eric	Hublar	0	\$0	7	\$3,759,000	7	\$3,759,000
189	Peter	Krzyzanowski	7	\$3,092,000	1	\$654,700	8	\$3,746,700
190	Stephanie	Cutter	6	\$2,339,500	3	\$1,397,000	9	\$3,736,500
191	Brian	Grossman	3	\$2,447,000	1	\$1,275,000	4	\$3,722,000
192	David	Smith	0	\$0	7	\$3,668,500	7	\$3,668,500
193	Scott	Curcio	5	\$1,932,000	6	\$1,731,500	11	\$3,663,500
194	Ryan	Gossett	7	\$2,504,000	3	\$1,100,000	10	\$3,604,000
195	Bruce	Glazer	2	\$882,500	5	\$2,701,000	7	\$3,583,500
196	David	Auffarth	3	\$1,705,000	1	\$1,860,000	4	\$3,565,000
197	Tricia	Ponicki	2	\$2,070,950	1	\$1,475,000	3	\$3,545,950
198	Jean	Ward	2	\$1,420,000	3	\$2,107,500	5	\$3,527,500
199	Michael	Linden	2	\$586,000	7	\$2,928,800	9	\$3,514,800
200	Dana	Galowich	1	\$3,150,000	1	\$344,900	2	\$3,494,900

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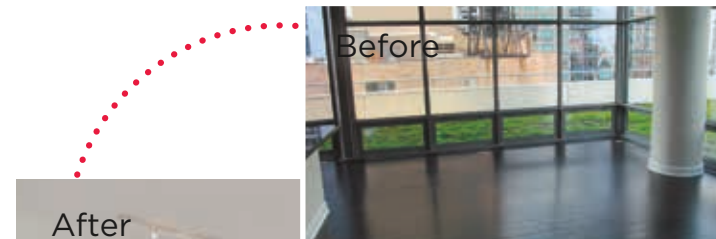
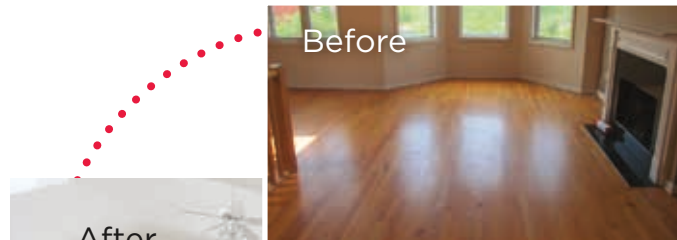
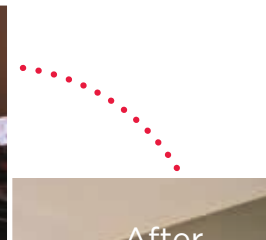
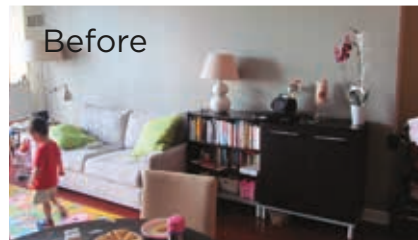
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