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MAKING A DIFFERENCE:

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NOT SLOWING DOWN:

**Tawnya McVicker**

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# TABLE OF CONTENTS

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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.



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“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!

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By Andy Burton



## PUBLISHER'S NOTE

I can't express the tremendous gratitude I have felt from the encouraging words that have been communicated about our events. Last month's was no different, and that will be reflected by the photos in our next issue. After our summer event in July, I was blown away from a text I received from Joe Zimmerman. It read "Keep knocking the cover off the ball." It gives me confidence that we are connecting the right people to each other.

Allow me to be real for a moment. Planning these events are mentally exhausting. It is not an easy task. I'm thankful for Mancuso Motorsports, Ryan Pierce with A & N Mortgage, and Gentleman's Cooperative for doing the heavy lifting. The venue was one of a kind, and the food and drinks were amazing. Having partners who support the publication is a blessing in and of itself. Without our partners, we don't exist. I have met some of the most thoughtful and caring individuals this past year who have invested into our community and don't expect anything in return. If you're a REALTOR® reading this and are grateful for the *Chicago Real Producers* platform, flip to our preferred partners index and proactively find a business whose services you can utilize. I can almost promise you that a fulfilling business and personal relationship will begin to form.

With Thanksgiving around the corner, I hope you take the time to express gratitude to the individuals in your life who have molded and shaped you into the human you are today. As Tommy Choi stated in his installation speech as the 135th CAR President, "I empower you, reach out to them, let them know what they mean to you. It will make a huge difference not only to them, but to you as well."

Yours in success,

*Andy Burton*

Publisher, *Chicago Real Producers*

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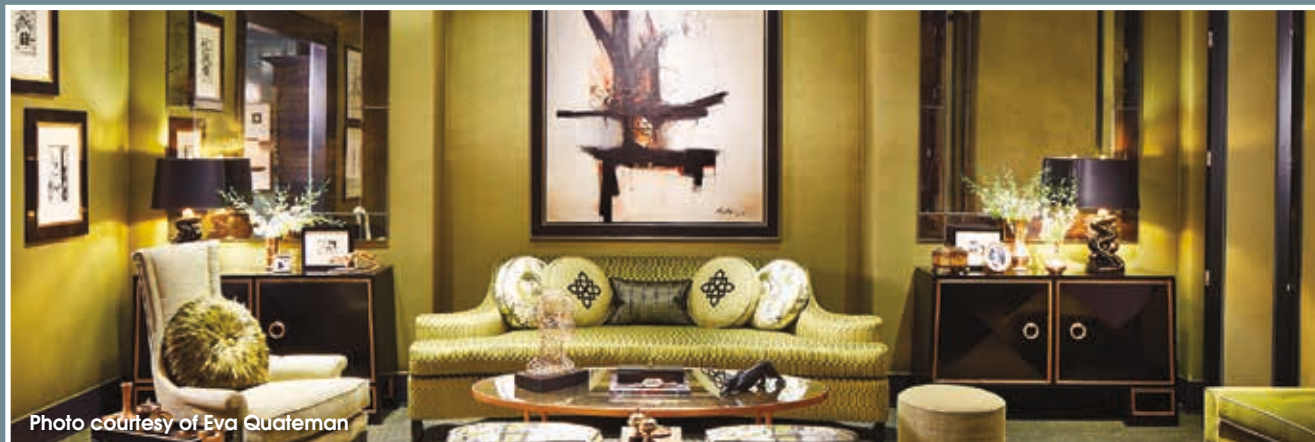


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# McMaster

PAINTING & DECORATING INC.

▶ partner spotlight

By Chris Menezes



Photo by Lindsay Schirk

## Vision Becomes Reality

Kevin McVicker started McMaster Painting & Decorating with a vision to become the best, most trusted, and most environmentally friendly painting company in Chicago. From the beginning, they have proved themselves to area REALTORS® to be a trusted vendor and referral partner by using their product knowledge, highly skilled craftsmanship, and excellent customer service to set the bar for the industry.



McMaster Crew



Photo by Lindsay Schirk | Kevin and his wife, Tawnya

With a deep concern for the environment, McMaster Painting is committed to using the most advanced, environmentally friendly products in the industry. More than that, Kevin is constantly researching and studying paints to find better solutions that ensure the high quality McMaster is known for: before they use any product at a customer's site, Kevin runs it through several quality control tests.

This search for superior products led them to discover an exceptional and environmentally compliant water-based Italian lacquer, which they use for their kitchen cabinet paint jobs. "It's absolutely amazing," says Kevin. "A perfect solution for REALTORS® who want their clients to paint their kitchen cabinets. It looks like a factory finish when we do them."

Kevin is not new to the lab. He has a strong research background. Kevin has a B.S. in environmental biology from Eastern Illinois University, and he worked as a research scientist for Abbot Laboratories. He was part of a research team that developed two patents, and Kevin's name is on both of them. Although Kevin was doing well as a research scientist, he wanted more—he comes from a family of small business owners and always had a desire to start his own company.

When Kevin started McMaster Painting & Decorating in 2003, he had a roller, a bucket, a brush, and he worked out of the back of his Mazda 626. He met his future wife, Tawnya McVicker, around this time. She was already a rising star real estate agent with @properties. Once Kevin started working with Tawnya and many of her colleagues, his business grew quickly.

Having built his business by working with REALTORS® (and being married to one), Kevin knows what REALTORS® are looking for in a trusted partner and what their common needs are.

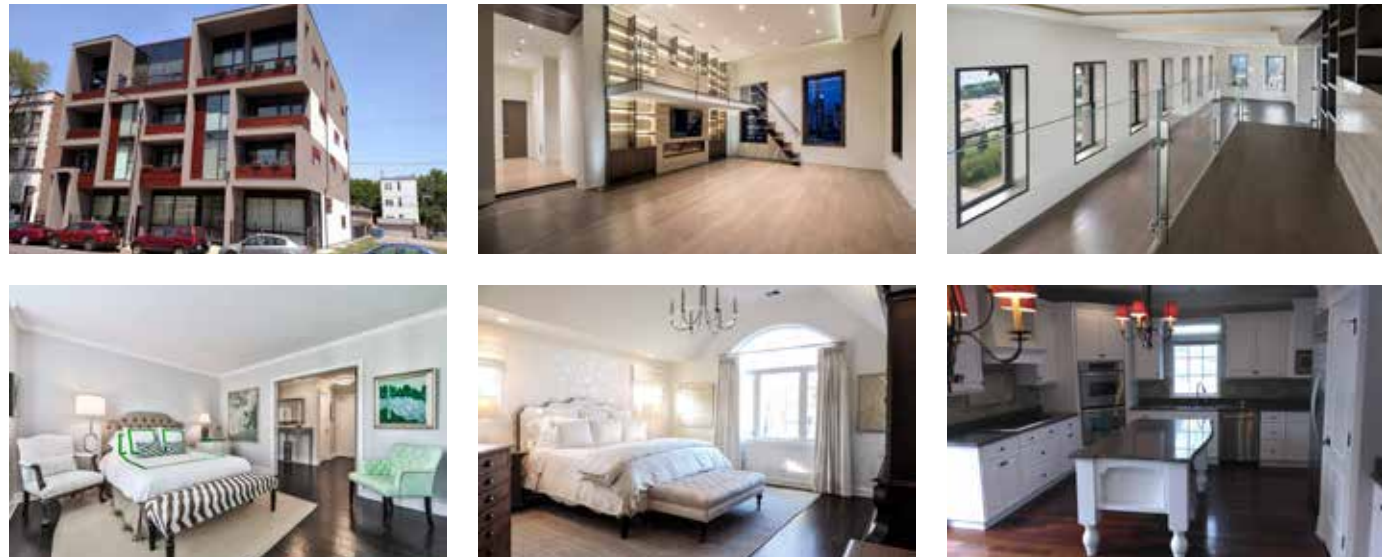
"We aren't going to be the cheapest painter, but we will provide the quality, the reliability, and the top level of service that they would hope for in a referral partner," says Kevin.

Although McMaster Painting & Decorating excels in all facets of their trade, their motto being "Vision Becomes Reality," they specialize in kitchen cabinet spraying, wrought iron preparation and painting, and deck or fence color restoration.

When Kevin isn't working, he enjoys spending time with Tawnya and their daughters—Sienna and Dakota.



WORK OF THE MCMASTER CREW



McMaster Crew

...

They are an active family who enjoys the outdoors, swimming, boating, biking, and grilling out. Kevin loves kayaking, sailing, camping, and communing with nature, "That's the environmental biologist in me," he says.

Kevin measures success by the impact he has on other people. "I want to be that guy that people call when they really need a helping hand and they know I will be there to lend it as best as I can," he says.

You can reach Kevin and McMaster Painting & Decorating at 773-268-2050, 708-342-0100, and [www.mcmasterpainting.com](http://www.mcmasterpainting.com).



Kevin and his family, always having fun together

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# Dear Fellow Real Producers,

On October 8, 2018, Scott Newman, Brad Robbins, and Grigory Pekarsky formalized a landmark partnership which allows two of Chicago's premier boutique brokerages to join forces to offer an unparalleled level of service and results to home buyers and sellers throughout the Chicagoland area.

With that in mind, we'd like to introduce you to the RNP Real Estate Group.

As with all great ideas, it starts with a big why—and for us that why is all about creating an organization that is able to seamlessly combine the latest and greatest in tech and digital with a boutique-level customer service experience that uses the exceptional leadership and expertise of three of the industry's top handful of people working in unison towards a common goal.

We are so proud to be a part of the incredible real estate community in Chicago, and we want to thank all of you from the bottom of our hearts for the friendships, partnerships, learning opportunities, and ability to make a better life for our families through your willingness to work with us for all these years.

Moving forward, you can expect a seamlessly run, top-down organization managed by our exceptional COO, Michelle Newman. You can also count on being able to have higher expectations for every member of our group, both in the way we conduct ourselves professionally, and in our local communities as people.

We are making a 110 percent commitment to giving back to the real estate community through leading



From the left: Grigory Pekarsky, Scott Newman, Brad Robbins

by example and being the change we wish to see in this industry. We believe this is necessary, in order to safeguard many good people from getting swept up in the coming changes we're all aware of.

We look forward to working with each and every one of you in our new capacity as business partners and can't wait for the opportunity to work together to make this industry, and our city, the absolute best it can be!

Sincerely,  
Scott Newman  
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The Lewis Real Estate Group

# Danny Lewis

## SEEING THE POSITIVE THROUGH THE NEGATIVE

Some of the worst times in our lives can sometimes turn out to be some of the best things for our future. One of the worst times in Danny Lewis's life was the winter of 2010. DePaul University downsized its public relations department and Danny's position was, unfortunately, one that they cut. Danny had no idea what to do next. He went to job interviews, but he wasn't getting hired. His sense of self-worth was at an all-time low.

Then, his 92-year-old grandfather decided to sell his house and move into a retirement home. Although his grandfather was perfectly capable of selling his own home, Danny convinced his grandfather to give him a shot at it. He had watched shows like *Million Dollar Listing* and *House Hunters* and thought if those people could be successful in real estate, then he could as well.

Danny showed his grandfather's home several times and almost instantly fell in love with the process. Then one day, a REALTOR® popped in, and after talking together for a while, told Danny that he should be doing real estate full time. So, Danny got his license in October of 2011 and didn't look back.

"Getting let go from my public relations position got me to where I am today. Although it did not feel like that at the time, looking back, it was definitely the best thing to ever happen to me," says Danny.

Real estate has turned out to be the perfect job for Danny. In the past, Danny found that he seemed to regularly have issues with bosses in the jobs he'd had. "I feel like every boss that has hired me felt like I was trying to either do their job or take their job. Real estate is perfect because I get to be my own boss. I make





my own hours. I'm solely responsible for my own work. It's the perfect job for me," he says.

Part of the reason why Danny's bosses may have felt threatened by him is because Danny is a perfectionist. He likes doing things exactly the way he thinks they should be done. This trait was certainly a boon to him as he created and built his own real estate business. And Danny is, and has always been, 100 percent dedicated to his clients; he wants to make sure that each one feels that they are his number one priority.

Now that he has scaled his business into a team—the Lewis Real Estate Group—Danny is finding that his biggest current challenge is infusing his team with the same extremely high standards he has always held. As a lifelong athlete, Danny also knows how vital it is for a team to work together towards a single objective. And that objective, especially for Danny, as Exit Strategy Realty's top REALTOR®, is taking care of clients and making their real estate dreams come true.

"To me, success means having a client refer me business. There is no more rewarding feeling than knowing that someone trusts you so much that they're willing to put their own reputation on the line for you. Sale or no sale, if the client is still willing to work with me, and refer me, then that is the biggest form of success I know," says Danny.

Danny was born and raised in the North Shore suburbs of Chicago. He went to New Trier High School and DePaul University. His father is a law professor and his mom taught high school English.



They are a very close-knit family. One of Danny's greatest joys in life is being an uncle to his sister's kids—Rachel and Jonathan. "It's been really fun to watch them grow up and turn into adults," he says.

When he's not working or spending time with family, you can find Danny out on the golf course.

The number one advice he'd give up-and-coming agents is to not focus on the numbers, but to focus on the people instead. "It's so easy to get stressed out about how many sales you're doing, how much you're going to be making, and how much everyone else is making, that you forget the needs of your clients or why you're in this business in the first place," he says. "Look past the negative and see the positive."

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# Tyrone the pug

## IN MEMORIAM



Danny and Tyrone

loved his name. Tyrone felt honored and proud that Danny named his dog after him. He even brought his grandson out to meet Tyrone the dog, and bragged about it. Not too long afterwards, Street-Wise Tyrone passed away. Tyrone the dog became a walking memorial to him—whenever Danny walked him by other vendors on the street, they would call out his name in Tyrone’s memory.

Danny’s pug had a positive effect on everyone he met. He was a very submissive dog and always tried to make people comfortable around him. He never begged, rarely ever barked, and was so gentle that puppies often bullied him. Whenever he and Danny passed by a neighbor on the street, Tyrone would go out of his way to get an extra scratch and pet. Danny saw a lot of his own personality in Tyrone—the way he always tried to make people happy. “He had an amazing way of detecting human sorrow and always comforted people when they were sad,” says Danny.

Tyrone became a big part of Danny’s real estate business. All of his clients either knew him very well or had heard many stories about him. For

pet-loving clients, Danny often brought Tyrone to showings and took him to housewarming parties to play with his clients’ dogs.

Three months ago, Tyrone developed a tumor in his stomach. Within 48 hours, he passed away. He was 12 years old. “I never realized how many lives he touched until he passed away. So many people loved him and reached out to me afterwards. It was amazing,” says Danny.

While Danny is still in shock with how quickly everything happened, he takes comfort in the fact that Tyrone had one of the best weeks of his life before he passed, which included going to the dog beach, spending the whole day with Danny’s parents, playing at a friend’s house with two other dogs, and doing what he loved the most—sleeping comfortably at home.

“He was the sweetest dog I ever met, a bright spot in this world. I can honestly say that getting him was probably the best thing I’ve ever done for my career and my personal life. It made me who I am today,” says Danny.

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By **Chris Menezes**

Pets play a special role in many of our lives. They often represent the best of human behavior for us, providing examples of unconditional love, loyalty, and kindness. Perhaps the most remarkable thing about pets is their ability to affect and change so many lives without their ever knowing it. This is especially true of Danny Lewis’s pug, Tyrone.

Danny picked up Tyrone from a farm in Southern Illinois when he was 24 years old and fresh out of college. It was the first time he had to ever care for someone other than himself, and since he lived in the city, he decided to get a pug because they didn’t require a lot of activity. However, Tyrone was a puppy, and Danny was about to learn a lesson in responsibility.

“I was pretty irresponsible at the time and didn’t really have a good handle on my life. Once I got him, I immediately became a responsible person. His needs became more important than mine. My entire life I never experienced anything like that; it made me a more mature person and helped me turn into an adult,” says Danny.

Danny named Tyrone after a StreetWise vendor who used to work the front door at Dominick’s. Danny had developed a close relationship to StreetWise Tyrone over the years and always



*Heather Allison*  
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# SPECIAL SPACES



## Changing the Lives of Children One Bedroom at a Time

By Kelly Knox

Thirteen years ago, Jennifer, a single mother of nine, heard about a little boy who had cancer. She learned that he had been given the chance to choose a wish from a wish foundation, and that sweet boy couldn't decide which one wish he wanted; he couldn't decide between a trip to Disney World or a dream room makeover. That single mother heard about this boy's dilemma and thought, "I am crafty. I am kind. I have a little extra time. I can make his dream room come true and he can still go to Disney World." From that one woman saying, "I CAN," Special Spaces was born.



Special Spaces is a nationwide nonprofit that creates dream bedrooms for children with life-threatening medical conditions. Our mission is to "Change Children's Lives One Bedroom at a Time." With the help of our partners, volunteers, and committed team members, not only does Special Spaces provide the family a brand new room with new furniture, paint, and decor, but they give the child and family room for hope. After months of behind-the-scenes planning, our volunteers and partners come together, and in one single day, do a complete makeover of a child's bedroom. Special Spaces is now, thirteen years later, twenty-five-chapters strong, and this month, we are celebrating the fact that we have completed 1,000 dream room makeovers nationwide.

These new rooms—each one is custom-built—make the children, and their families, feel supported, loved, and cared for. This new



dream room provides a tangible transformation that the whole family can rally around to bring peace, comfort, and hope to each other.

Celebrating the big reveal of the completed project with the family at the end of the day is one of the most important things about Special Spaces. Our volunteers, partners, and team members can immediately see where their donation of time and assistance went and the impact it has. We provide more than a memory; we offer sustainable change. Our rooms are transformed in a single day, but our impact is limitless. Danielle Ellis explains the impact Special Spaces had for her family:

"Chris didn't even really have a 'room' because it wasn't fully furnished or finished. What you gave him was a sanctuary, a beautiful room that encompassed his passions and personality and somewhere that we, as a family, spent an incredible amount of time. Because of his trundle bed, we were able to have family sleepovers in there (all four of us, and it brought us incredible joy and allowed us to laugh) while squished all together, when he was feeling as good as he could be—and all be with him when he was feeling his worst. Now that Chris has left, we still go in there and it brings us closer to him because his room IS him. Every inch of it is him. You have no idea and can never appreciate how much you positively impacted what was a nightmare journey for us. We are forever thankful."

We are proud to say that, although Special Spaces was only founded five years ago, the Illinois chapter of Special Spaces is the strongest chapter in the nation, and we are setting the precedent for other teams like ours across the country. We have completed 125 makeovers over the past five years, have worked with over 1,500 volunteers, and we have raised over half a million dollars.

"I was a drapery designer with a passion for giving back. I kept trying to find ways to combine my purpose in life with my passion, decorating. I heard about Special Spaces through a drapery workroom in another state, and reached out to the National director to see if I could do the draperies for the Illinois Chapter.

Jennifer, the national director, told me there was no Illinois chapter and [asked] if I wanted to start one. That moment was like everything in my life coming together at once: my passion and my purpose all rolled into one. I started the first Illinois Chapter in 2013, and we now have six chapters under the main Illinois umbrella. We will have completed 130 room makeovers by year-end. I feel truly blessed to be able to do what I love and combine my passion and my purpose by creating dream bedrooms with Special Spaces," says Kelly Knox, Illinois Director of Special Spaces.

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The unbelievable contributions of many volunteers have made these dream room makeovers possible. It is because of volunteers and the generous donations from people like you that we have been able to help these children find peace, happiness, and healing. And each of our makeovers is sponsored by a corporation, foundation, school, or group. We are proud to say that our biggest sponsor to date is Coldwell Banker. Their agents, along with the Coldwell Banker Foundation, have sponsored twelve dream room makeovers for children in Illinois.

The Illinois chapter of Special Spaces is always looking for new partners and more support. We are hosting our Second Annual

Dream Big Gala on March 9, 2019, at the Hilton in Oakbrook. Please visit [www.specialspacesgala.org](http://www.specialspacesgala.org) for sponsorship information or for more information about the event.

Special Spaces Illinois serves all of Lake, Kendall, Dupage, Will, Kane, and Cook counties (except Chicago Proper). Children ages 2-19 in the above counties with cancer are eligible.

Please feel free to connect with Kelly Knox at 312-343-2032 or [kellyk@specialspaces.org](mailto:kellyk@specialspaces.org) to find out how you too can help Change a Child's Life One Bedroom at A Time.

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# Tawnya McVicker

agent feature

By Chris Menezes  
Photos by Lindsay Schirk

## NOT SLOWING DOWN



*Although Tawnya McVicker grew up in a small town in Minnesota, she has always dreamed big. While many of her friends from home stayed local, she studied abroad in Spain and then took a sales position in Miami after graduating from University of Wisconsin-Madison, then eventually settled in Chicago. Tawnya had, and still has, aspirations to start and own an international business where she can utilize her fluency in Spanish. Her big dreams of doing international work is now bringing her full circle to opportunities presented today.*

“It has been a dream of mine since college to have a global business, and Keller Williams International has those opportunities available such as owning franchises, coaching, charitable work, luxury, and taking business internationally. The opportunity at its finest is to really make a difference in people’s lives—both within the company and for all those we touch. I am truly honored to have found such an amazing company to call home and to guide the way.”

Tawnya definitely has what it takes to make her dreams come true. Before becoming a REALTOR®, she worked for two luxury hotels on Michigan Av-

enue as a catering manager. “I was ‘T-Lo, the Wedding Planner,’” she says. However, she was working 80 hours a week and didn’t have much time for a personal life. “Real estate is equally demanding of my time, however through the training at Keller Williams, I have learned how to have balance and how to achieve that life worth living,” she says.

Tawnya decided to take the summer of 2003 to do some soul searching, and it worked. She had recently purchased her first condo and decided to get her real estate license so she could utilize it for personal reasons. Shortly after getting her license, she discovered the immense joy she has in serving, advocating, negotiating, leading, and finding solutions for all her clients. The business was good, she really enjoyed it, so that’s when she decided to start her career in real estate. Many wonderful things happened that summer . . . including meeting her biggest cheerleader and hard working husband, Kevin.

Tawnya’s experience in the catering profession greatly contributed to her knowledge and expertise as a REALTOR®. She found that the process in real estate was much like the process in the wedding business. . . .



*“there is a solution for everything.”*

...

“You need to meet and connect with the client and understand their needs. You are then responsible for every little detail up until the wedding night (i.e. closing table), all the while supporting high emotions, working with extended family members, staying on budget, and having a great time along the way,” she says.

Client care is still the mainstay of Tawnya’s business—it’s the foundation of her success and what she truly treasures. Another reason for Tawnya’s success is her work ethic. When she first started in the real estate industry, she treated it just like her corporate job and showed up at the office every morning at 8:30 a.m., in a suit, and didn’t leave until 5 p.m. or later. This resulted in her receiving “Rookie of the Year 2004,” and now is co-owner of the newest Keller Williams office opening in Lakeview this fall 2018. She has no plans of slowing down until that international dream comes true.

Tawnya and her husband, Kevin McVicker, have been married for 14 years. Kevin is the owner of McMaster Painting & Snow Removal and Deck Master. Their nine-year-old daughter, Sienna, loves to swim, horseback ride, play basketball, and she is a great artist. Their six-year-old daughter, Dakota, loves to read, dance, do magic and has a larger-than-life personality. Together, they love to travel, sail, golf, bike, swim, cook, and spend time with friends and family.

Tawnya is excited to see what the coming years have in store for both her and her family. With the motto “there is a solution for everything,” the sky’s the limit!



Tawnya and her husband, Kevin

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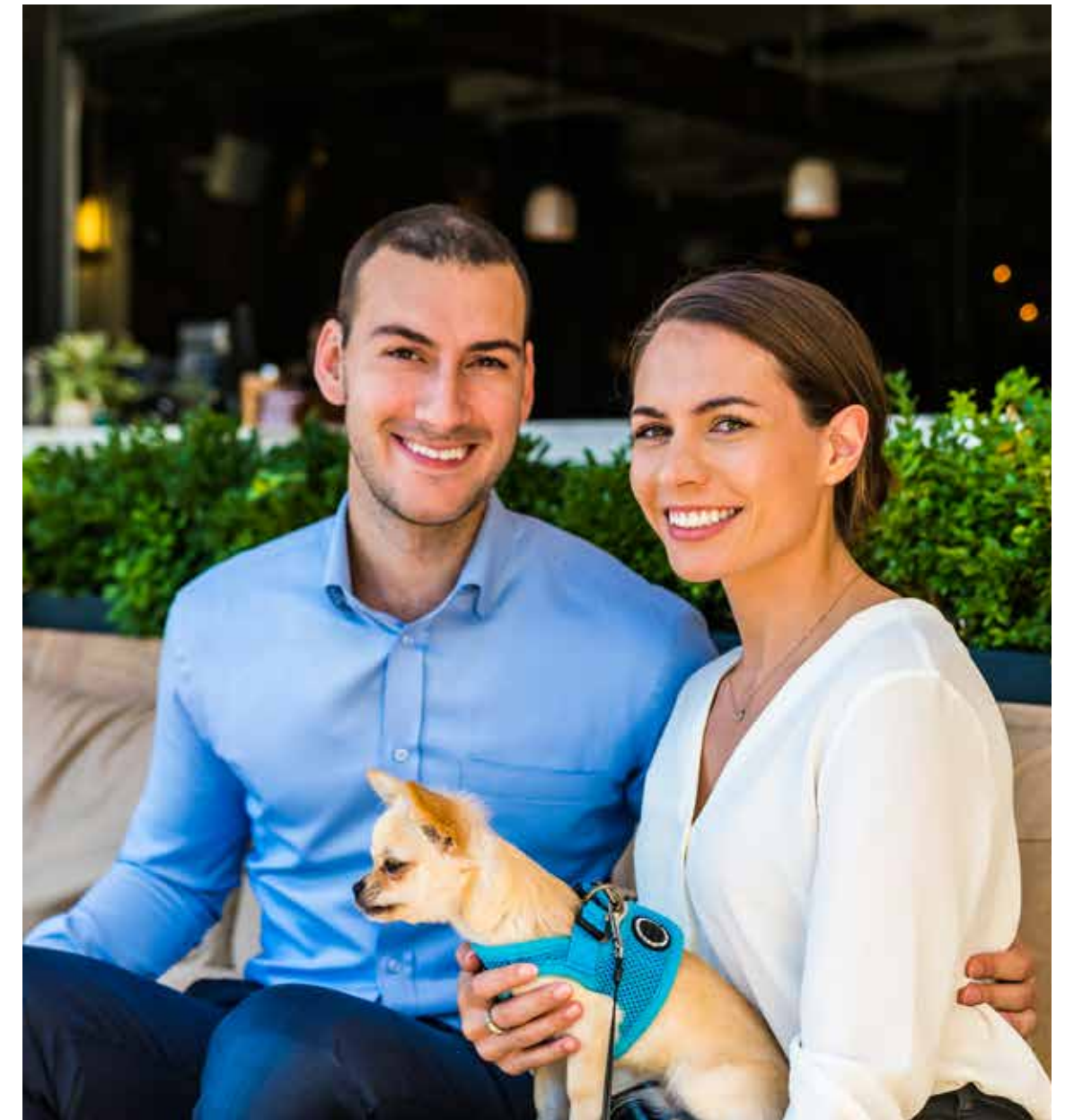


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▶▶ rising star

By Chris Menezes | Photos by Carlos Miranda

# GEOFFREY ZUREIKAT



Geoff, his fiancée, Jennifer, with their puppy, Leo

## Combining Hard Work, Luck, and Kindness

“The harder I work, the luckier I get,” is a quote that Geoffrey Zureikat keeps in plain view so he can see it every day. And in his experience, it’s proven to be true.

As a first generation American, Geoffrey knows the value of hard work. His father immigrated to the United States from Jordan. “The cultural shift from Jordan to the US is quite drastic. I admire my dad for coming here alone in his early 40s and leaving virtually everything and everyone he knew back in Amman,” says Geoffrey.

Shortly after his father opened his own medical practice, he met Geoffrey’s mother, a native of

Toronto, while on a trip there. “Together they provided us an outstanding childhood filled with opportunities most kids don’t have,” says Geoffrey.

Most people don’t know how strong their work ethic is until it is tested. For Geoffrey, his was truly refined during his first years at Miami University in Oxford, Ohio. While working towards getting accepted into the Farmer School of Business, he underwent four invasive surgeries: three from a torn ACL and one to reconstruct his jaw.

Recovering from jaw reconstruction required having his mouth wired shut for eight weeks. Rehabilitating from all of these surgeries while navigating

his first year of college, trying to get accepted into one of the most highly ranked undergraduate business schools in the nation, and having to drive five hours from Oxford to Chicago every other weekend to visit surgeons, took a mental and physical toll on Geoffrey. However, he learned a valuable lesson during that time. “I learned that you just need to keep pushing forward no matter the difficulties life hands you,” he says.

Geoffrey did push through and graduated with a business degree in marketing and communications. After graduating in 2012, he moved straight back to Chicago and started his real estate career as a leasing agent. He worked seven days a week, answering calls and emails within minutes, barely leaving enough time to eat. But he became familiar

with the many neighborhoods and condo buildings throughout Chicago, which helped him later when he shifted his focus toward assisting home buyers, sellers, and investors.

Geoffrey transitioned into real estate sales in 2016. Building off the relationships he had with many of his leasing clients and hosting first-time home buying seminars, put him in a position to help many purchase their first home, which created a referral base that further propelled his business.

“I never had a mentor teach me sales or was given buyers and sellers. But I was never too proud to ask for help from fellow agents. [Then as now,] I simply respond to all clients promptly and always answer my phone. You won’t see me pushing a client



...

towards a property just to close a deal, but instead always providing my honest input and working incredibly hard for their happiness,” says Geoffrey.

Last year, Geoffrey opened his own brokerage: Z Chicago. He was named within the Top 100 Most Influential REALOTRS® Illinois and Who’s Who in 2018. He is very passionate about building and growing his company, upholding and adhering to the highest level of ethics. “We aren’t looking to cut corners or grow too fast. We want to attract clients based on our merit, hard work, and commitment,” says Geoffrey.

Geoffrey and his fiancée, Jennifer Riner, who also works for Z Chicago, have known each other since high school. Jennifer started her career in real estate marketing at Zillow’s headquarters in Seattle, and later transitioned into freelancing for the company. Although their career paths in real estate were unintentional, they are grateful to be able to play off each other’s strengths to build their brand together.

When not working, Geoffrey enjoys playing golf. Even then, you’ll often spot him crouched next to a golf cart, attempting to block the wind, to take a business call. He also enjoys playing beach volleyball at North Avenue Beach during the summer, trying new restaurants with Jennifer, and running around Skinner Park with the newest member of their family—a Chihuahua puppy named Leo.

Geoffrey wants to be known for working incredibly hard and for getting to the top by doing the right thing. “Good guys can finish first,” he says.



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▶ agent feature

# Vince Lance

## COMMITTED TO GROWTH

By Chris Menezes

Photos by Heather Allison Love Photography

Hard work, flexibility, adaptability, and remaining calm and focused while dealing with surprises and adversity: this is Vince Lance’s personal ethos and the reason for much of his success in real estate. His ethos comes directly from being a student of martial arts since he was 13 years old.

While he was growing up, Vince split his time between his dad’s multi-unit property in Logan Square and his mom’s remote, five-acre ranch near the Wisconsin border. Vince developed an interest in seeing the differences between how people choose to live, and the different buildings in the different regions also prompted an interest in architecture

and design in Vince at a young age. “The one thing my parents’ homes had in common was that they were ‘handyman specials,’ so my education in home renovation started at an early age,” says Vince.

Vince’s knowledge of homes and interest in real estate led him to becoming a real estate appraiser in



Photo Submitted: Vince’s wife, Anne, and their daughter, Lola 1999. Over the next 14 years, Vince completed over 7,000 appraisal reports. He really enjoyed seeing the different properties and having a flexible schedule, but the solitary life of an appraiser—driving around alone, working in a home office alone, and not having much human interaction in general—began to affect him. He needed a change.

“I wanted to use my hard-earned expertise in a different way. [One] that was more about people and relationships. I wanted a challenge and more meaning in my work. So the decision to become a REALTOR® was an easy one,” says Vince.

Vince became a real estate broker in 2014. He joined the North Clybourn Group to grow under the guidance of Karen Biazar. “Karen has built an awesome company with an unbelievable culture that I am lucky to be a part of, while simultaneously growing and maintaining a top ten ranking level of business. She is a constant source of inspiration and the reason I chose to come here,” says Vince. ●●●



Photo Submitted: Vince and his pup Zorba



Vince's goal in life is the same goal that he has in his business: growth. He has found that as he continues to grow and improve personally, his ability to provide a great service experience for his clients grows and improves as well. "It's [about] being better today than you were yesterday," he says.

He plans to further his focus on new construction/developer representation, and he hopes to build a team with a shared sensibility: a team that will work hard for one another, and support and inspire each other while providing an amazing service experience for their clients.

Success for Vince is having deep and meaningful relationships with his family and friends and having the resources to break bread [OR spend time] with them near and far.



Vince met his wife, Anne, in 2003 and they were married in 2006. Anne is a college counselor at a private high school. They regularly talk about the similarities between their jobs — how both require empathy, active listening, and highly individualized service.

Their daughter, Lola, is almost 6 years old. As a family, they love to travel, spend time at the beach, go on picnics, play tennis, and have impromptu dance parties in the kitchen. They also enjoy playing with their caramel Maltipoo, Zorba.

Vince still practices Tai Chi and enjoys reading, listening to music, boxing, and whisky.

"The most important thing in real estate, and in life, is consistency," says Vince. "Be consistent in communication, in maintaining relationships, in staying engaged, and in continuing to learn and improve."



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# ELIZABETH

# BALLIS

» cover story

By Chris Menezes  
Photos by Carlos Miranda

## The Ballis Group

When Elizabeth Ballis' daughter, Deborah Ballis Hirt, joined her mother in residential real estate in 2010, the first two pillars of the Ballis Group were established. Elizabeth and Deborah worked together for five years before bringing Nicole Niermeyer into the fold. Since uniting, Elizabeth, Deborah, and Nicole have been hitting it out of the park as the Ballis Group. Last year, they were named as one of the Top 25 teams by Chicago Association of REALTORS®, and they were ranked third among the top teams for Coldwell Banker Residential Properties in the City of Chicago.

Elizabeth and her husband, Stephen, moved to Lincoln Park in 1973 and immediately became involved in the community. And because they wanted a good public education for their daughters, they helped create the LaSalle Language Academy, and the Lincoln Park High School International Baccalaureate programs.

Elizabeth started her real estate career in 1980. Her daughters were in grade school at the time, and she wanted to make sure she would be available to them while also pursuing a career that would be meaningful for her. She started her own firm in 1981, which ultimately merged with Coldwell Banker in 1998.

Elizabeth learned at a very young age that if she wanted something, she needed to make it happen. Being raised by a single mother taught her about hard work and how to be independent. "I have always been passionate about working hard and 'paying it forward.' As long as I am an active REALTOR® I will bring my passion to all aspects of this amazing profession," says Elizabeth.





Elizabeth and her family on a safari



Photo by Lindsay Schirk. | The Ballis Group: Always holding meetings in cars on the way to appointments.



Elizabeth and her husband, Stephen, celebrating their 50th anniversary



Elizabeth at the One Step at a Time camp for Children's Oncology Center



The Ballis Group: At the Coldwell Banker Habitat for Humanity build

Deborah and Elizabeth absolutely love working together, but there was a time when Deborah swore she would never get into real estate. When Deborah was growing up, not only was Elizabeth a REALTOR®, but Deborah's father, Stephen, was a residential real estate developer. "With both parents in real estate, as a child, I vowed I'd never go into the 'family business.' Discussing real estate was a constant in our home and as a child it always seemed boring to me. But looking back, it helped give me a strong foundation to navigate the industry," explains Deborah.

After graduating with a double major in business and psychology from Skidmore College in Saratoga Springs, New York, Deborah worked for the City of Chicago for several years and had the opportunity to work in a few of the city's departments: Department of General Services, the Chicago Public Schools, the Public Building Commission, and the Mayor's Office of Special Events. Although she enjoyed her time in the public sector, Deborah wanted to utilize her skills for construction and contract management in the private sector. "At the time, my father was involved in community-driven residential development and I knew my experience in the city would be a great fit as I ventured to the private sector," she explains. She joined her father's residential

real estate development company—Omnibus Group—in 1998, and then, in the early 2000s, started Milestone LLC with him, a commercial real estate development company.

When the market began to decline in 2008, Deborah knew the development projects were going to stop but that she was still going to have to support herself. So, she decided to get her broker's license. By 2010, she had made the switch from working with her father to working with her mother, fully embracing every aspect of the "family business."

As the family business grew, Elizabeth and Deborah needed to bring someone on board to give them a better work/life balance and to allow more personal family time. Nicole Niermeyer was new to their office at the time and they had the opportunity to get to know her. "Her business drive, ability to learn quickly, and great personality made her a perfect fit for our team," says Deborah. Nicole officially joined Elizabeth and Deborah in 2015.

Nicole was born and raised in Overland, Kansas, and then attended the University of Kansas. She began her career working in student alumni relations at Kansas City University of Medicine



Celebrating 10 years of giving back with the Coldwell Banker Charitable Foundation

and Biosciences (KCUMB) and then at the University of Chicago. After a while, though, Nicole decided it was time for a change. Her mother-in-law, a REALTOR® with Coldwell Banker in Naperville, introduced her to the industry. "I'm so fortunate to be part of an amazing team. Elizabeth and Deborah are experts at everything they do and they are always thinking about the needs of every client. It's refreshing to work with two women who are constant professionals and treat clients and colleagues with respect," says Nicole.

Beyond their work helping people find homes, The Ballis Group is honored to be a part of the Chicago community and loves being able to give back in a variety of ways. "Whether it is helping a local school, park, Chamber of Commerce or charity, we feel it is important to support those who are working to make Chicago an even better place to live." Elizabeth is a founding member of the Coldwell Banker Charitable Foundation, helping raise over \$1,800,000 for 28 local housing related charities. She is thrilled Nicole has joined the board to continue to support the Foundation's mission. The Ballis Group also participates in 100 Women Who Care—Chicago Chapter, which Deborah is a founding member. This women's collective giving group meets quarterly to award donations and has raised \$170,000 for 18 Chicago charities.

As a multi-generational team with a combined 50-plus years of experience, the Ballis Group understands the broad spectrum of all their clients' needs. They go the extra mile to ensure their clients' happiness, placing morals and ethics at the forefront of their business, and giving luxury service to every client, no matter the size of transaction. A job well done for the Ballis Group is a happy client in their new home.

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# TOP 200 STANDINGS

Teams and Individuals from January 1, 2018 to September 30, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	146	\$148,896,335	57	\$69,651,211	203	\$218,547,546
2	Nancy	Tassone	50	\$185,465,824	6	\$6,977,500	56	\$192,443,324
3	Colin	Hebson	108	\$105,180,623	48	\$39,342,723	156	\$144,523,346
4	Matt	Laricy	110	\$51,774,300	167	\$77,685,966	277	\$129,460,266
5	Emily	Sachs Wong	64	\$79,315,500	26	\$34,971,000	90	\$114,286,500
6	Mario	Greco	142	\$77,753,962	57	\$34,255,242	199	\$112,009,204
7	Jennifer	Ames	48	\$66,068,300	26	\$24,276,250	74	\$90,344,550
8	Leigh	Marcus	113	\$68,445,783	24	\$15,024,118	137	\$83,469,901
9	Karen	Biazar	111	\$66,258,415	21	\$13,417,400	132	\$79,675,815
10	Kathleen	Malone	30	\$44,375,838	19	\$28,038,775	49	\$72,414,613
11	Brad	Lippitz	39	\$38,812,745	25	\$26,688,900	64	\$65,501,645
12	Melanie	Giglio	53	\$40,170,805	39	\$22,178,075	92	\$62,348,880
13	Sophia	Klopa	38	\$27,116,250	48	\$33,741,795	86	\$60,858,045
14	Jennifer	Mills	53	\$35,590,000	25	\$20,296,900	78	\$55,886,900
15	Sam	Shaffer	29	\$17,078,900	74	\$38,168,985	103	\$55,247,885
16	Elizabeth	Brooks	51	\$53,492,959	1	\$935,081	52	\$54,428,040
17	Barbara	O'Connor	53	\$34,375,724	32	\$19,145,394	85	\$53,521,118
18	Carrie	Mccormick	54	\$27,893,555	44	\$23,502,405	98	\$51,395,960
19	Chezi	Rafaeli	21	\$30,287,500	10	\$19,617,500	31	\$49,905,000
20	Tommy	Choi	40	\$22,183,300	44	\$26,313,450	84	\$48,496,750
21	Timothy	Sheahan	33	\$31,952,500	17	\$13,138,510	50	\$45,091,010
22	Debra	Dobbs	16	\$10,363,750	19	\$32,017,579	35	\$42,381,329
23	Amanda	Mcmillan	45	\$24,503,700	25	\$16,706,900	70	\$41,210,600
24	Elena	Theodoros	34	\$17,379,000	38	\$21,872,300	72	\$39,251,300
25	Julie	Harron	10	\$21,595,125	10	\$16,473,568	20	\$38,068,693
26	Frank	Montro	127	\$24,311,190	71	\$12,239,267	198	\$36,550,457
27	Braden	Robbins	14	\$5,057,063	73	\$30,918,106	87	\$35,975,169
28	Millie	Rosenbloom	25	\$20,035,750	14	\$15,524,400	39	\$35,560,150
29	Timothy	Salm	17	\$27,048,878	4	\$8,383,628	21	\$35,432,506
30	Robert	Picciariello	78	\$34,244,040	0	\$-	78	\$34,244,040
31	Katharine	Waddell	33	\$19,792,000	24	\$13,674,632	57	\$33,466,632
32	Michael	Rosenblum	19	\$20,862,244	14	\$10,677,500	33	\$31,539,744
33	Jason	O'Beirne	34	\$26,283,800	18	\$4,362,177	52	\$30,645,977
34	Melissa	Govedarica	39	\$26,075,600	5	\$4,168,700	44	\$30,244,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Philip	Skowron	11	\$11,304,400	10	\$18,237,642	21	\$29,542,042
36	Scott	Newman	46	\$12,590,850	40	\$16,691,807	86	\$29,282,657
37	Owen	Duffy	40	\$22,698,200	10	\$6,149,900	50	\$28,848,100
38	Ryan	Preuett	11	\$8,987,500	10	\$19,627,500	21	\$28,615,000
39	Lance	Kirshner	43	\$17,937,382	19	\$10,343,150	62	\$28,280,532
40	D	Waveland Kendt	28	\$21,323,326	11	\$6,695,450	39	\$28,018,776
41	Elizabeth	Ballis	16	\$18,197,000	14	\$9,386,730	30	\$27,583,730
42	Naomi	Wilkinson	11	\$13,505,000	11	\$13,810,000	22	\$27,315,000
43	Sam	Jenkins	27	\$19,799,500	9	\$7,258,750	36	\$27,058,250
44	Dennis	Huyck	31	\$15,898,310	17	\$10,901,800	48	\$26,800,110
45	Eudice	Fogel	11	\$10,851,750	13	\$15,810,000	24	\$26,661,750
46	Joanne	Nemerovski	11	\$14,323,000	10	\$12,009,640	21	\$26,332,640
47	Ivona	Kutermankiewicz	25	\$18,235,600	9	\$8,083,708	34	\$26,319,308
48	Melissa	Siegal	30	\$13,371,100	17	\$12,517,243	47	\$25,888,343
49	Helaine	Cohen	2	\$1,060,000	14	\$24,704,533	16	\$25,764,533
50	Michael	Hall	40	\$17,094,050	23	\$8,574,400	63	\$25,668,450

**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 on Chicago proper only and may not match the agent's exact year to date volume.

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51	Gary	Lucido	29	\$15,876,840	19	\$9,708,336	48	\$25,585,176
52	Joe	Zimmerman	30	\$12,731,350	29	\$12,750,840	59	\$25,482,190
53	Layching	Quek	3	\$1,463,500	34	\$23,880,788	37	\$25,344,288
54	Michael	Maier	34	\$21,662,235	7	\$3,534,500	41	\$25,196,735
55	Brooke	Vanderbok	17	\$12,139,448	17	\$13,051,900	34	\$25,191,348
56	Jeffrey	Proctor	20	\$11,315,250	15	\$13,835,750	35	\$25,151,000
57	Michael	Shenfeld	22	\$15,092,150	14	\$9,584,400	36	\$24,676,550
58	Robert	Sullivan	15	\$13,865,500	11	\$9,676,000	26	\$23,541,500
59	Daniel	Close	4	\$2,459,650	35	\$21,017,858	39	\$23,477,508
60	Julie	Busby	14	\$7,888,500	18	\$15,501,600	32	\$23,390,100
61	Matthew	Liss	30	\$16,353,100	12	\$7,010,401	42	\$23,363,501
62	Janet	Owen	4	\$18,935,000	2	\$4,321,181	6	\$23,256,181
63	Scott	Berg	55	\$22,364,750	1	\$544,500	56	\$22,909,250
64	Hayley	Westhoff	23	\$15,574,900	12	\$7,182,800	35	\$22,757,700
65	Laura	Topp	21	\$13,442,500	19	\$9,289,000	40	\$22,731,500
66	Nicholaos	Voutsinas	0	\$-	40	\$22,493,460	40	\$22,493,460
67	Phil	Byers	19	\$8,824,100	20	\$13,655,800	39	\$22,479,900
68	William	Goldberg	21	\$14,728,693	10	\$7,706,001	31	\$22,434,694
69	Peter	Krzyzanowski	23	\$10,347,850	20	\$11,967,200	43	\$22,315,050
70	Scott	Curcio	33	\$13,778,200	24	\$8,426,500	57	\$22,204,700
71	Zane	Jacobs	38	\$20,410,150	1	\$1,710,000	39	\$22,120,150
72	Bruce	Glazer	16	\$7,380,500	21	\$14,580,000	37	\$21,960,500
73	Peter	Moore	13	\$6,054,500	24	\$15,900,400	37	\$21,954,900
74	Katherine	Malkin	4	\$6,385,000	5	\$15,389,500	9	\$21,774,500
75	Nicholas	Colagiovanni	18	\$10,775,000	14	\$10,693,792	32	\$21,468,792
76	Stefanie	Lavelle	20	\$9,784,900	26	\$11,680,000	46	\$21,464,900
77	Kevin	Hinton	19	\$8,212,873	27	\$13,172,650	46	\$21,385,523
78	Meredith	Manni	7	\$8,430,000	8	\$12,648,375	15	\$21,078,375
79	Jill	Silverstein	13	\$6,893,000	22	\$14,033,175	35	\$20,926,175
80	Weston	Harding	24	\$14,180,314	13	\$6,588,714	37	\$20,769,028
81	Jacqueline	Colando	36	\$15,675,700	6	\$4,956,900	42	\$20,632,600
82	Edward	Jelinek	24	\$9,700,000	18	\$10,730,900	42	\$20,430,900
83	Izabela	Sloma	15	\$15,642,300	8	\$4,498,500	23	\$20,140,800
84	Nadine	Ferrata	15	\$9,838,547	9	\$9,642,220	24	\$19,480,767

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Alfredo	Medina	36	\$19,375,035	0	\$-	36	\$19,375,035
86	Steve	Meyer	38	\$16,967,075	4	\$2,399,725	42	\$19,366,800
87	Kevin	Wood	4	\$11,736,978	4	\$7,210,000	8	\$18,946,978
88	Lisa	Mcmillan	19	\$17,048,575	4	\$1,574,000	23	\$18,622,575
89	Nancy	Hotchkiss	29	\$11,875,800	18	\$6,526,800	47	\$18,402,600
90	Stephanie	Cutter	28	\$11,908,400	15	\$6,468,000	43	\$18,376,400
91	Christine	Paloian Fixler	12	\$16,997,000	3	\$1,289,900	15	\$18,286,900
92	George	Morgan	18	\$11,405,500	12	\$6,825,500	30	\$18,231,000
93	Daniel	Glick	12	\$13,793,800	7	\$4,389,750	19	\$18,183,550
94	John	O'Neill	10	\$10,934,925	7	\$7,245,000	17	\$18,179,925
95	Philip	Schwartz	28	\$12,845,825	15	\$5,267,250	43	\$18,113,075
96	Santiago	Valdez	30	\$8,606,600	31	\$9,480,700	61	\$18,087,300
97	John	Berdan	9	\$3,580,000	33	\$14,370,500	42	\$17,950,500
98	Lauren	Mitrick Wood	17	\$7,109,000	19	\$10,817,250	36	\$17,926,250
99	Beata	Gaska	16	\$12,898,232	3	\$4,955,000	19	\$17,853,232
100	R. Matt	Leutheuser	4	\$7,284,900	6	\$10,520,550	10	\$17,805,450

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- **Elite Women** US Mortgage Banking 2017 and 2018<sup>4</sup>
- **Five Star Professional** Chicago Magazine 2011-2018<sup>3</sup>
- **Leading Women in Housing** MReport 2017<sup>5</sup>

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<sup>1</sup>Red Arrow Connect: 2750 Borrowers, 4163 loans and 6,572 contacts  
<sup>2</sup>Top 1% of Mortgage Originators in America by Mortgage Executive Magazine (2012-2017)  
<sup>3</sup>Five Star Professional by Chicago Magazine (2011-2018)  
<sup>4</sup>50 Elite Women in US Mortgage Banking by Mortgage Professional America (2017-2018)  
<sup>5</sup>MReport's Women in Housing (2017)

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# TOP 200 STANDINGS

Teams and Individuals from January 1, 2018 to September 30, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Juliana	Yeager	21	\$11,850,800	11	\$5,928,250	32	\$17,779,050
102	Stacey	Dombar	28	\$11,837,900	12	\$5,841,750	40	\$17,679,650
103	Rubina	Bokhari	16	\$12,592,500	9	\$4,999,500	25	\$17,592,000
104	David	Schraufnagel	6	\$8,781,600	6	\$8,781,600	12	\$17,563,200
105	Christie	Ascione	15	\$8,776,975	11	\$8,699,500	26	\$17,476,475
106	Samantha	Porter	20	\$15,814,000	3	\$1,642,000	23	\$17,456,000
107	Beth	Gomez	18	\$8,998,400	10	\$8,451,000	28	\$17,449,400
108	Alishja	Ballard	21	\$9,513,800	18	\$7,825,000	39	\$17,338,800
109	Deborah	Hess	22	\$9,508,850	19	\$7,808,950	41	\$17,317,800
110	Armando	Chacon	14	\$8,811,968	11	\$8,302,266	25	\$17,114,234
111	Ian	Schwartz	21	\$10,370,500	9	\$6,633,850	30	\$17,004,350
112	Melanie	Stone	11	\$4,677,000	36	\$12,157,500	47	\$16,834,500
113	Radim	Mandel	19	\$9,685,400	15	\$7,066,300	34	\$16,751,700
114	Erin	Mandel	10	\$6,286,000	14	\$10,401,271	24	\$16,687,271
115	Brett	Novack	15	\$6,773,900	18	\$9,842,800	33	\$16,616,700
116	Michael	Linden	24	\$10,205,200	15	\$6,185,300	39	\$16,390,500
117	Doug	Harter	5	\$2,975,000	11	\$13,381,900	16	\$16,356,900
118	Susan	Kanter	16	\$8,567,000	15	\$7,751,000	31	\$16,318,000
119	Pamela	Rueve	8	\$6,881,902	11	\$9,427,000	19	\$16,308,902
120	Ken	Jungwirth	15	\$8,486,500	10	\$7,811,500	25	\$16,298,000
121	Danielle	Dowell	19	\$11,034,374	13	\$5,245,500	32	\$16,279,874
122	Amy	Duong	17	\$8,227,300	15	\$8,029,424	32	\$16,256,724
123	Randy	Nasatir	20	\$9,326,000	17	\$6,797,400	37	\$16,123,400
124	Joshua	Lipton	14	\$8,715,500	12	\$7,362,000	26	\$16,077,500
125	Gail	Spreen	28	\$12,844,000	9	\$3,232,500	37	\$16,076,500
126	Hasani	Steele	32	\$11,982,700	10	\$4,051,200	42	\$16,033,900
127	Thomas	Moran	11	\$11,550,400	1	\$4,462,500	12	\$16,012,900
128	Michelle	Berger	9	\$7,551,500	9	\$8,440,247	18	\$15,991,747
129	Eric	Hublar	0	\$-	32	\$15,972,800	32	\$15,972,800
130	Ryan	Huyler	16	\$8,456,399	14	\$7,480,750	30	\$15,937,149
131	Natasha	Motev	8	\$7,846,900	6	\$7,997,400	14	\$15,844,300
132	Terri	Mcauley	5	\$4,565,000	9	\$11,259,500	14	\$15,824,500
133	Stephanie	Loverde	17	\$7,724,000	16	\$8,086,200	33	\$15,810,200
134	Lisa	Huber	14	\$8,513,000	12	\$7,295,904	26	\$15,808,904

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Qiankun	Chen	5	\$1,440,000	47	\$14,319,488	52	\$15,759,488
136	Kimberly	Gleeson	6	\$5,606,001	3	\$10,100,001	9	\$15,706,002
137	Ryan	Smith	81	\$15,536,773	3	\$166,500	84	\$15,703,273
138	Joseph	Kotoch	16	\$7,816,361	10	\$7,886,000	26	\$15,702,361
139	Nick	Nastos	9	\$4,680,900	21	\$10,939,350	30	\$15,620,250
140	Paul	Barker	22	\$11,447,531	8	\$4,133,500	30	\$15,581,031
141	Jane	Shawkey-Nye	3	\$5,579,175	4	\$9,877,000	7	\$15,456,175
142	Arthur	Cirignani	120	\$14,293,860	6	\$1,149,400	126	\$15,443,260
143	Megan	Tirpak	8	\$5,799,000	14	\$9,538,749	22	\$15,337,749
144	Pearce	Lashmett	16	\$9,712,250	11	\$5,612,625	27	\$15,324,875
145	Kathryn	Schrage	36	\$15,322,900	0	\$-	36	\$15,322,900
146	Jeremiah	Fisher	13	\$7,814,050	12	\$7,401,950	25	\$15,216,000
147	Janelle	Dennis	22	\$9,143,900	14	\$6,048,300	36	\$15,192,200
148	Margaret	Baczowski	12	\$8,679,500	9	\$6,469,400	21	\$15,148,900
149	Mariah	Dell	11	\$7,205,250	14	\$7,937,500	25	\$15,142,750
150	Adam	Schneiderman	2	\$6,705,000	3	\$8,425,000	5	\$15,130,000

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# TOP 200 STANDINGS

Teams and Individuals from January 1, 2018 to September 30, 2018

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Pasquale	Recchia	19	\$8,286,169	11	\$6,769,000	30	\$15,055,169
152	Randi	Pellar	3	\$8,904,000	2	\$6,115,000	5	\$15,019,000
153	Natalie	Renna	4	\$1,234,000	31	\$13,782,700	35	\$15,016,700
154	John	Vossoughi	7	\$5,992,500	9	\$8,933,000	16	\$14,925,500
155	Susan	Miner	5	\$9,915,000	2	\$5,000,000	7	\$14,915,000
156	John	Huebner	18	\$8,151,700	16	\$6,681,700	34	\$14,833,400
157	Emily	Smart Lemire	8	\$7,273,000	12	\$7,500,811	20	\$14,773,811
158	Ian	Halpin	8	\$5,893,500	9	\$8,779,000	17	\$14,672,500
159	Danny	Lewis	13	\$4,765,500	19	\$9,881,000	32	\$14,646,500
160	Brady	Miller	12	\$5,875,000	24	\$8,727,901	36	\$14,602,901
161	Keith	Brand	2	\$618,000	27	\$13,876,080	29	\$14,494,080
162	Steven	Powers	11	\$6,266,400	14	\$8,189,400	25	\$14,455,800
163	Rory	Fiedler	0	\$-	33	\$14,414,900	33	\$14,414,900
164	Mary	Mac Diarmid	5	\$4,699,000	7	\$9,643,000	12	\$14,342,000
165	Ted	Guarnero	7	\$2,238,500	18	\$12,066,700	25	\$14,305,200
166	Sara	Mccarthy	11	\$5,533,300	21	\$8,749,910	32	\$14,283,210
167	Jennifer	Liu	28	\$13,502,377	2	\$775,000	30	\$14,277,377
168	Sarah	Ziehr	34	\$14,224,440	0	\$-	34	\$14,224,440
169	Brian	Cargerman	0	\$-	25	\$14,146,415	25	\$14,146,415
170	Theodora	Jordan	13	\$7,826,000	12	\$6,270,000	25	\$14,096,000
171	Camille	Canales	10	\$3,365,000	20	\$10,635,400	30	\$14,000,400
172	Lisa	Sanders	27	\$10,969,350	10	\$2,951,000	37	\$13,920,350
173	Ryan Douglas	Wells	13	\$6,360,400	16	\$7,522,000	29	\$13,882,400
174	Michael	Vrielink	17	\$7,891,000	16	\$5,945,643	33	\$13,836,643
175	Nancy	Mcadam	18	\$12,494,500	4	\$1,203,000	22	\$13,697,500
176	Linda	Levin	4	\$2,701,000	11	\$10,910,573	15	\$13,611,573
177	Lauren	Dayton	22	\$8,869,750	5	\$4,736,900	27	\$13,606,650
178	Andrea	Hebner	9	\$9,028,342	3	\$4,558,487	12	\$13,586,829
179	Derek	Disera	15	\$8,984,000	7	\$4,546,000	22	\$13,530,000
180	Ryan	Gossett	21	\$8,430,000	13	\$4,974,400	34	\$13,404,400
181	Brooke	Daitchman	11	\$4,879,500	14	\$8,480,250	25	\$13,359,750
182	David	Heck	0	\$-	27	\$13,322,600	27	\$13,322,600
183	David	Smith	0	\$-	24	\$13,246,128	24	\$13,246,128
184	Keith	Tarasiewicz	3	\$904,900	31	\$12,322,250	34	\$13,227,150

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Sam	Boren	0	\$-	22	\$13,226,500	22	\$13,226,500
186	Randy	Mcghee	4	\$6,767,500	7	\$6,458,000	11	\$13,225,500
187	Barbara	Proctor	6	\$10,105,000	2	\$3,100,000	8	\$13,205,000
188	Aaron	Greenberg	12	\$4,612,900	18	\$8,550,000	30	\$13,162,900
189	Cindy	Weinreb	2	\$1,125,000	24	\$12,023,183	26	\$13,148,183
190	Nicholas	Apostal	14	\$5,269,600	14	\$7,869,000	28	\$13,138,600
191	Marlene	Granacki	9	\$9,960,140	3	\$3,071,140	12	\$13,031,280
192	Mark	Icuss	5	\$8,540,000	4	\$4,444,000	9	\$12,984,000
193	Sarah	Maxwell	22	\$8,575,598	9	\$4,389,400	31	\$12,964,998
194	Cynthia	Sodolski	13	\$9,917,000	5	\$3,021,888	18	\$12,938,888
195	Suzanne	Gignilliat	5	\$7,977,000	2	\$4,950,000	7	\$12,927,000
196	Nathan	Brecht	30	\$12,193,900	1	\$642,000	31	\$12,835,900
197	Monique	Pieron	8	\$9,548,000	3	\$3,287,500	11	\$12,835,500
198	Ben	Bodelson	17	\$6,655,400	9	\$6,176,768	26	\$12,832,168
199	James	Kinney	5	\$11,140,000	2	\$1,595,000	7	\$12,735,000
200	Melinda	Jakovich	8	\$7,954,500	4	\$4,780,000	12	\$12,734,500

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