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"Ms. Streeterville"**

**Keith Goad:  
A Lifelong Learner**

**TOP 200  
STANDINGS**

**WINTER EVENT:  
FRIDAY, FEBRUARY 8<sup>TH</sup>**

**Agent Panel: 10am-12pm**

**Social: 12pm-2pm**

Details on Page 50

**JANUARY 2019**





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# MEET THE CHICAGO

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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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▶ publisher's note

## Take Your Shot!

I recently saw the musical *Hamilton* at the CIBC theatre. I am not a history buff. History was one of the subjects in school where my eyes glazed over and I was perfectly content getting a C. However, during the musical, I was completely engaged. All I could think of during the vast amount of well-crafted audio and visual stimulation, was that someone (Lin-Manuel Miranda) visualized this and made it a reality. Miranda took those thoughts in his mind and produced something for the human race to enjoy. *Hamilton* tells a story. It is the story of a “young, scrappy, and hungry” immigrant with aspirations of a better life and to forever alter the course of lives for the better for the ones who succeeded him.

This is not a plug to go see *Hamilton* although it was worth every penny. I would see it again in a heartbeat if I had the chance (feel free and email me if you stumble upon a free ticket). After I had a few days to process the masterpiece I witnessed on stage, I asked myself, “Am I throwing away my shot?” What if Alexander Hamilton threw away his shot?

I feel that in America we have an endless buffet of shots to take, but we don't take full advantage of them. In other parts of the world when people see opportunity, they put every ounce of energy into that opportunity because they might not have another chance. Most Americans make excuses as to why they can't reach their full potential.

The propensity of human nature is to coast once we reach a top level of performance. It becomes exponentially more challenging to surround yourself with people who are on the same wavelength when it comes to performance standards. This is why *Chicago Real Producers* exists: to aid as a platform that connects the top performers in the Chicago real estate industry by solidifying relationships between the players. We became complacent somewhere between the era of Alexander Hamilton and today. Make 2019 the year when you take your shot!

Yours in Success,

Andy Burton  
Publisher, *Chicago Real Producers*  
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▶▶ partner spotlight

# Q&A WITH MANIC MAIDS' SONIA ZIMMER



The Manic Maids team: Sonia Zimmer, Founder, Chris Palma, Operations Manager, and Ana Mena, Quality Assurance Manager.

## LIKE ROSIE THE RIVETER, SHE CAN DO IT!



The Manic Maids Team



A cleaning technician at a job site.

By **Chris Meneze**  
Photos by **Heather Allison Love Photography**

**BRIEFLY DESCRIBE WHAT YOUR COMPANY DOES.**  
For over 25 years, Manic Maids has provided top-notch residential, commercial and post-construction cleaning services. We are an independent, woman-owned company that values the work that we do for our clients, just as much as we value the team members we employ to get the job done. Reliability, and fair pricing and wages—on both the customer and employee side of the equation, plus a job well done—that's what we are all about.

**HOW DID YOU CHOOSE THIS PARTICULAR INDUSTRY?**

My parents emigrated from Germany in the early 1950's. They were re-grouping and needed to find a new beginning. My mother found work cleaning houses—perhaps cleaning is in the gene pool?

My father passed, and my mother went back to Germany, so when I hit 17 years of age, I was running solo, and had the good fortune to become a fashion model. Things worked out well, and eventually I became a regular model for Sears.

It was a very successful venture for me, but in time I found that the fashion industry was not for me. It was a culture and a mindset that didn't work with my values—just not my style. I wanted to change my focus.

One evening in Chicago, hanging out in a girlfriend's kitchen, we talked about work prospects, and somehow the fact that we both liked our apartments clean and orderly became a topic. Overhearing our conversation, my friend's sister walked into the room and said, "You both want new jobs, and you both like things to be clean. Why don't you just start a cleaning business?"

So, go figure, in a kitchen back in the day—that's how the seed was planted and Manic Maids began...

**WHAT SETS YOUR BUSINESS APART?**

Hard Work. Consistency. Longevity. Many of our clients have been with us since we started out. On the other side of the table, many members of our staff have also been with us since the get-go. In fact, a good number of our team members have been with us for 10+ years.

...





**WHAT DO YOU WANT THE TOP PRODUCERS IN OUR INDUSTRY TO KNOW ABOUT MANIC MAIDS?**

With over 25 years in the business, we've pretty much seen it all, and that translates to the fact that we know what to do. Rosie the Riveter is the icon central in our branding. Like Rosie, our MO is "We Can Do It!" We can handle any project, big or small. If your clients want a reliable cleaning source, we are that.

**WHAT DO YOU FIND TO BE MOST FULFILLING ABOUT YOUR WORK?**

Close to three decades in the business is a testament to our ability to provide quality service to our clients. Our staff is thorough, dedicated, and consumed with a work ethic. Knowing that the service that we provide makes our clients happy—that's fulfilling.

**WHAT SIGNIFICANT CHANGES HAVE YOU SEEN TAKE PLACE IN YOUR PROFESSION THROUGH THE YEARS?**

Many changes here! When Manic Maids first started out we were noting client information on 3" x 5" index cards. We used a desk calendar for scheduling (those are hard to find these days)!

Currently, we use a state-of-the-art, cloud-based CRM system that automates all jobs—scheduling, invoices, client communications—you name it. Our system is streamlined and efficient, while at the same time run by dedicated staff who are always at hand to help our clients figure out the details.

**TELL US ABOUT YOUR FAMILY AND WHAT YOU ALL ENJOY DOING TOGETHER.**

My sister and her family live in Canada, and my other relatives are in Germany. That distance has made it so that my web of friends in Chicago has become my "local family." I feel quite fortunate for that.

**WHEN YOU AREN'T WORKING, WHAT'S YOUR FAVORITE WAY TO SPEND TIME?**

I love to travel. Recent trips go from Morocco to Maui... That

said, I love my home and am always doing some thing or another to change things up in terms of decor. And almost always, I am baking something up in the kitchen—feel free to ask about my rhubarb pie (it is something else, if I do say so myself)!

**HOW DO YOU DEFINE SUCCESS?**

Here's how I define success for Manic Maids: Satisfaction with a job well done. In our business, a clean house or work space means a happy client. We couple that with the fact that we have always worked to provide more than a living wage for our employees.

**WHAT WILL YOU BE REMEMBERED FOR?**

Pot roast; banana bread; my sense of adventure and, of course, my friendships.

**WHAT SPECIFICS WOULD YOU WOULD LIKE TO SHARE WITH REALTORS®?**

Just like a good REALTOR®, a good cleaning service knows what needs to be done, how to get the job done, and how to deliver within a timeframe. We definitely have that in common.

And, of course, it's all about location, location, location. Manic Maids serves the entire Chicagoland area, from Hyde Park to Highland Park

**TELL US SOMETHING THAT NOT MANY PEOPLE KNOW ABOUT YOU.**

Every year, right around the holidays, I take some of our maids' daughters out for a shopping spree on North Michigan Avenue. It's as much fun for me as it is for them! I get to spoil them, and the best part is that I have been able to be with them throughout the years as they grow.

For more information about Manic Maids and to find out more about their cleaning services, visit [www.manicmaids.com](http://www.manicmaids.com) or call 773.342.7424.

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# GAIL SPREEN

AKA “MS. STREETERVILLE”

► agent feature

By Chris Menezes  
Photos by Carlos Miranda



Streeterville Properties Team

“I have a deep passion for my Streeterville neighborhood; I feel as if I was part of creating what it has become today. The interesting history of the area adds to the appeal and my love for the neighborhood,” explains Gail.

From her first introduction to the area, when it was little more than a few rental buildings, and an unbroken sea of open parking lots, Gail has fully committed herself, both professionally and personally, to her Streeterville neighborhood. She was one of the first buyers in her building when they converted to condos, and she sold more units last year in the neighborhood than any other REALTOR®. The proximity to the lake and river gives the unique opportunity for Gail to combine her passion for her neighborhood and her passion for the water and boating. She and her husband Dennis Downes are members of the Blackhawk Antique and Classic Boat Society, and she frequently meets other enthusiasts being so close to Ogden Slip and being a member of the Columbia Yacht Club.

Only someone like Gail, an extremely hard working, passionate person, could accomplish everything she has in Streeterville, especially as she is a transplant to the area. Gail grew up in north-



Gail and her husband, Dennis, in front of the Cap Streeter and Spot sculpture that was sculpted by Dennis



Dennis and Gail in their boat, Thundercloud

ern Wisconsin, in the small town of Medford, and always worked hard at everything she put her mind to. In high school, she was a State Champion curler, band president, and salutatorian. She went on to become the first woman president of the Illinois Curling Association and played in the Nationals for Curling and the Olympic Trials.

After receiving her bachelor’s degree in music education—her main instrument was percussion—Gail worked as a band director for three years. She lived in Aspen, Colorado for a while, but moved to Chicago to continue her music career. However, after realizing just how minimal the pay was, she knew she needed extra income, and she happened to get a job at a large real estate firm, Lincoln Property Company, and found that she loved it.

From there, Gail began working for Draper and Kramer. With each project she worked on, she became more immersed within the real estate field. In 1991, Gail obtained her sales license and then immediately got her appraisers license. “I felt that I needed to understand ‘value’ in order to assist my clients in purchasing a condo; so, I began appraising,” says Gail. She did sales and appraising part-time while working full-time in asset management for Draper and Kramer.

Gail received an MBA from Northwestern’s Kellogg School of Management in 2005 with a focus on real estate management, marketing, and entrepreneurship.

Before getting heavily invested in real estate as a REALTOR®, in 1997 Gail moved to Streeterville. She worked for MCL Companies, an exciting, fast-moving firm, that was doing amazing developments





“ I have a deep passion for my Streeterville neighborhood; I feel as if I was part of creating what it has become today.”

...

in the South Streeterville area at that time. While she was working as their project manager, converting buildings to condominiums, as well as overseeing the building of several new high-rises, Gail began operating her own brokerage and appraisal firm.

As the development scene continued, Gail decided to open her own brokerage office in the Streeterville area where she was living and working. Opening Streeterville Properties inspired Gail to have more interactions with both the people who lived there and the people who wanted to live there. She became a community activist in 2002 and has worked hard to make sure that Streeterville became the best neighborhood it could be along with encouraging others to get involved as well. Gail was the president of the Streeterville Organization of Active Residents (SOAR) five times, and she has been a board member of the Magnificent Mile Association and the Streeterville Chamber of Commerce.

“I absolutely love selling and renting properties in Streeterville, and getting to know the people in the neighborhood. Buyers become my neighbors and sellers are often old friends and acquaintances, so there’s every reason to want to make the entire process pleasant for everyone,” says Gail. Creating a small town community feel in a downtown urban environment is something that many think it not possible, but we have accomplished that in Streeterville!

This passion for collaboration and encouraging others is nowhere more evident than in the team of professionals whom she has gathered around her over the years. The Streeterville Properties Group benefits from Gail’s expertise and connections, and in turn

they are continually encouraged to contribute to the neighborhood by Gail’s enthusiasm and inspiration.

Since starting her real estate career, 27 years ago, Gail has sold \$170 million in career volume, and \$500 million in condo sales with developers. Her total volume for 2017 alone was \$21,162,425. She has won the Streeterville Chamber of Commerce “Making a Difference” award, The CAR Top Producer Award several times and the The Related Realty Top Producer award.

Gail is currently super excited to be working on a documentary of the development of South Streeterville with some of the biggest names in Chicago history and development. “I love learning about the history of Streeterville and Chicago. I’m very interested in all the ways that a neighborhood can be planned and improved, including traffic studies, policy making, preservation, greening and sustainability, safety and security, health impacts, and more,” says Gail.

Gail’s husband, Dennis Downes, is also very much involved with Streeterville. As a renowned artist, Dennis sculpted the bronze statue of Cap Streeter and his dog, Spot, at the corner of Grand and McClurg in Streeterville. Gail and Dennis have become known among their neighbors as the historians of the neighborhood and have presented several lectures and plays about the history of Streeterville.

“I would love to see the South Streeterville area become more green and lush and an even better place to call home for myself and my neighbors,” says Gail. “I am honored to be able to make a difference here.”



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business

By Grigory Pekarsky

Are You Cut Out to be a

# TOP PRODUCING Real Estate Agent?

*No, Really, Are You?*

For those of us that have entered the real estate space full time, I have to believe that there is a shared collective dream, at least in the beginning, that everyone wants to be wildly successful and make a lot of money showing sexy properties all around town.

I've been managing agents for about ten years now, and have been successful in coaching them and in trying to show them the path to building a successful career in real estate. I have always coached on the premise of successful habit formation and long-term consistency. As I've said in the past, success is nothing more than consistent activities done over a long period of time; it's a simple and easy platform to monitor and coach on.

But I've recently come to realize that part of my coaching methodology has been flawed. You have to first start with the core of the person entering real estate to understand if there is a foundation on which to build real estate greatness. In my opinion, the following are the core principles, and I have explained each in further detail on the next page.

1. BE A PERSON OF ACTION
2. MAKE REAL ESTATE A LIFESTYLE NOT A JOB
3. BE CONSISTENT
4. ATTITUDE IS EVERYTHING

#### BE A PERSON OF ACTION:

To be successful in real estate, you have to be constantly on the move, always thinking about your next step. Every successful real estate agent I have met has this desire to keep evolving. Complacency is death in our business. Successful agents don't wait for the business to find them, they think about where to find new business and attack that challenge.

#### MAKE REAL ESTATE A LIFESTYLE NOT A JOB:

This is a seven-days-a-week job. It just is. Get over it. No one is owed a weekend. A free day in this business is earned. The first year to two years of a real estate agent's career should really have no days off. Once you have leverage and start obtaining help with the business you've grown, you can start thinking about some time off.

If you take time off in our business, you are basically saying you are willing to take a double hit: you are not making any money while you are gone, and you're also willing to give up potential business (incoming leads) that come in your absence. Successful brokers get this and are more than willing to pick up the phone at 9 p.m. on a Friday. The ones that don't, and complain about those calls, don't last very long.

#### BE CONSISTENT:

I can't reiterate this enough. Successful brokers get great at doing a specific set of activities consistently (usually for lead generation) over a long period of time. Eventually they build a team and then the team members do those tasks for them. However, the brokers never let their foot off the gas pedal when it comes to growing their business. The agents that don't have this in them just keep hitting "reset" on their business and never end up growing a residual book of business.

#### ATTITUDE IS EVERYTHING:

This is the big one. Seventy percent of all success can be attributed to attitude. Attitude is everything from confidence to positivity. Nothing can be done with a bad attitude. Once an agent lets themselves get trapped in a bad attitude, everything spirals out of control. Successful agents have learned to not get too up or too down over any specific thing. Never

missing a day's worth of activity is how top agents win more clients over a longer period of time than the average agent.

My mentor recently told me something that brought me to this conclusion. I had thanked him for changing my life and turning me into the person I am today; over years of daily "check-ins" and coaching, I was able to become the machine of production that I am today. In that conversation, he stopped me and told me that he did not change who I am. He worked on bringing out the core person that I have always been. That blew my mind. The more I thought about it, the more I realized he was right. The core was always there; he just had to peel away the bad layers to get there.

I can't look at any one person and tell them if they will be a top-producing broker. I can teach what it takes, but I cannot change who a person is. If you want to be great in this industry, the core principles don't change; you either have them (and "it") in you or you don't from the start. Do you have what it takes to be a top broker? The only person that knows the answer to that question is you.

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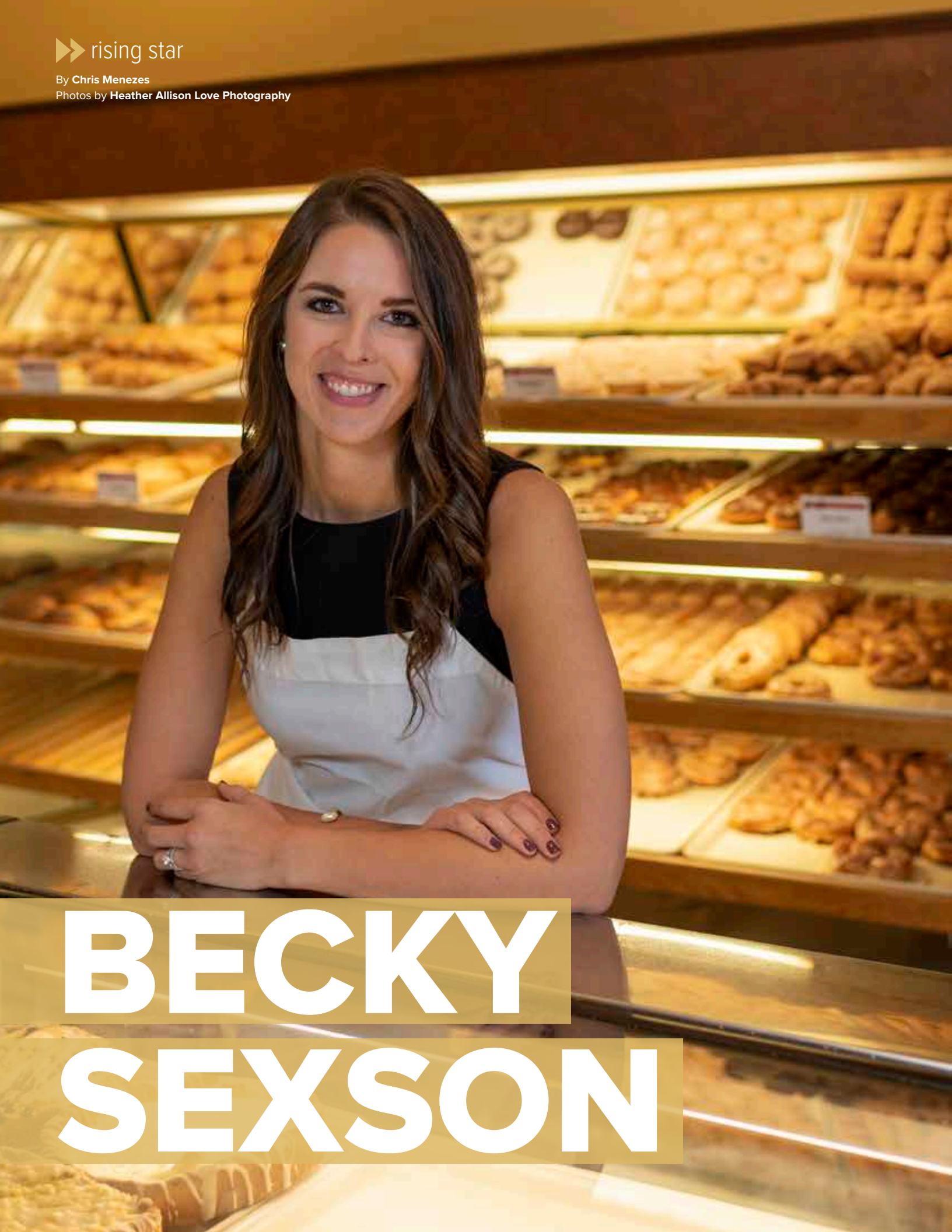
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**TOP 100**





# BECKY SEXSON



## Rising Like Baked Bread

*Becky Sexson (formerly Jarosch) grew up in the world of flour and buttercream and is rising high in the real estate industry. In only two years of being a REALTOR®, she has sold over \$12 million in total volume, and more than tripled her production after winning Baird & Warner's Rookie of the Year in 2017. As a natural and ambitious athlete and authentic businesswoman with a heart for people, Becky learned the essentials for achieving success at a young age.*

Becky comes from a long line of Chicago entrepreneurs. Her great grandparents opened a bakery on Diversey in Chicago that eventually became Jarosch Bakery, which is now located in Elk Grove Village and is owned by her parents.

“The bakery was always considered my parents’ ‘fourth child’ and was an inextricable part of my life. I attribute my work habits, dedication, and determination largely to my parents and grandparents. I watched them work their butts off my whole life,” says Becky.

Becky learned the ins-and-outs of running a business, managing employees, and balancing accounts at a young age. But most







Becky and her husband, Abe, on their wedding day in Greece.



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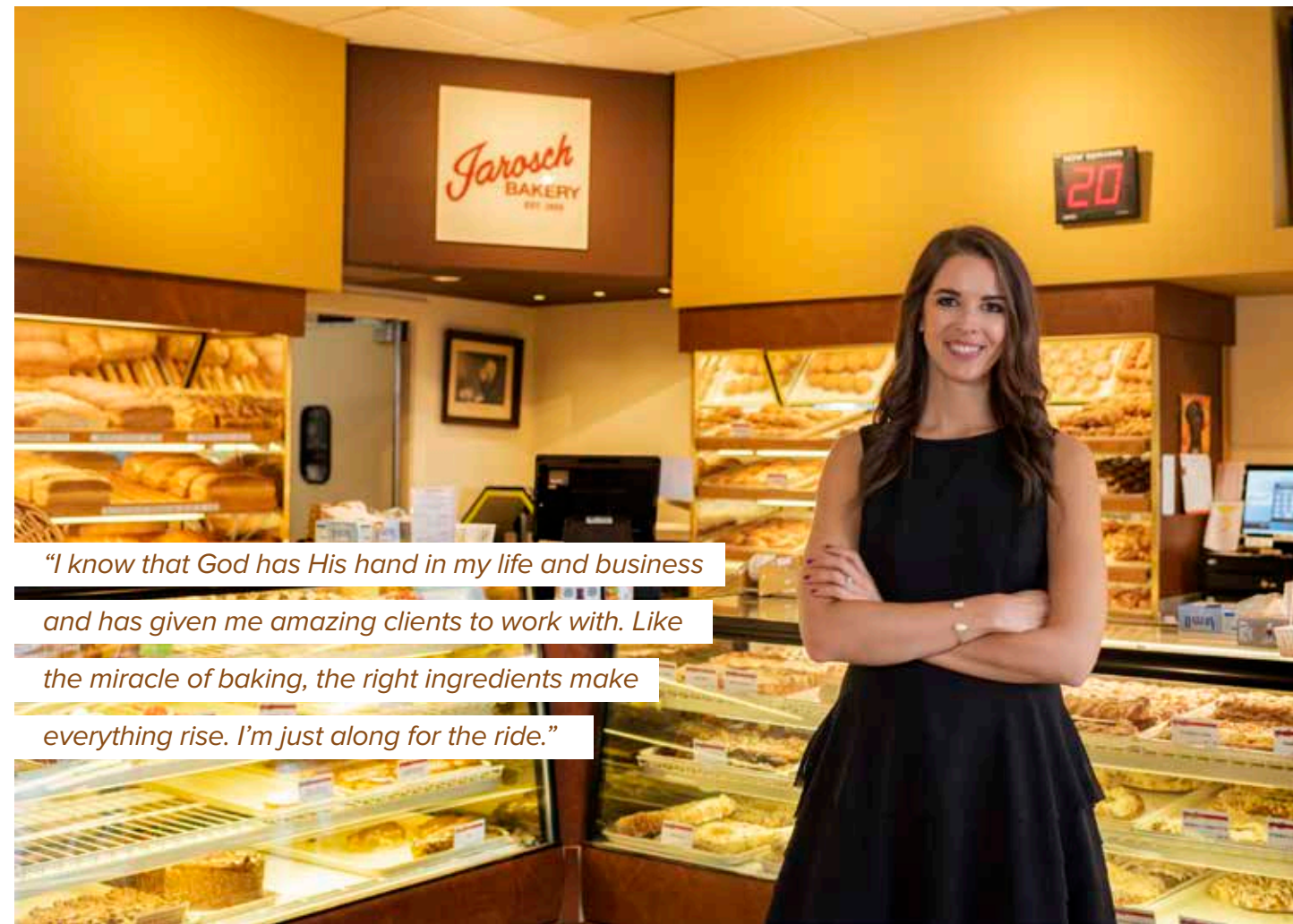
importantly, she learned how to serve people by always putting their needs first, as her mother always said, “THEY are your paycheck, not us.”

Becky played club volleyball throughout high school, which meant going to three-hour practices three nights a week, weight training twice a week, tournaments on the weekends, and a lot of missed school events and time with friends. “Being an athlete definitely taught me the value of hard work—you put in the hours, you get the results—the most rewarding things in life don’t come easy, and often require sacrifice,” says Becky.

Becky went on to play volleyball for two years at Northern Michigan University, and graduated in 2010 with a BA in marketing and a minor in Spanish. Her goal was to work in the sports industry, which she did for about four years. She was the community relations coordinator for the Chicago Wolves, and worked various jobs and game-day positions with both the Chicago Bears and Chicago Blackhawks. However, ultimately she decided that the sports industry wasn’t quite right for her.

Instead, Becky became a development officer of events at the Ann & Robert H. Lurie Children’s Hospital of Chicago Foundation, where she planned in-hospital events and fundraisers including First Look for Charity, Champions for Children’s, and Move for the Kids 5k Run/Walk. Real estate wasn’t on her radar as a career until she decided to buy a condo in Uptown in 2015. She really enjoyed the whole transaction process and thought to herself, “I could do this!”

Not yet willing to leave her corporate job and salary, Becky started working as a REALTOR® part-time in September 2016. However, it didn’t take



*“I know that God has His hand in my life and business and has given me amazing clients to work with. Like the miracle of baking, the right ingredients make everything rise. I’m just along for the ride.”*

long before she realized that she needed to devote more time to her real estate career, and marked the 2017 New Year as the beginning of her new life.

“The most rewarding part of being a real estate agent is helping people. Period. Whether it’s helping them sell their first condo in the city, find their forever home, or play tour guide around Chicago, it’s all about educating them to make the best decision possible,” says Becky.

Becky plans to use her momentum to continue rising within the industry. One of the things that really attracted her to real estate was that there are endless possibilities and directions in which she could potentially take her business. She is looking forward to one day building a team and managing an office. On a more personal note, she is excited to expand her investment portfolio with new real estate properties. She already owns a couple multi-unit buildings in Portage Park and East Garfield Park with her husband, Abe Sexson.

Becky and Abe married this past June in Greece, where Abe grew up. Working in sales himself, he

understands the daily hustle and stresses that come along with a commission based job. Abe has been her biggest encourager, support system, and prayer partner since the beginning and a lot of the reason she made the switch to real estate.

When Becky was looking to purchase her condo in Uptown, he encouraged her to make a smart investment. “I was originally looking for a one-bedroom condo in Lakeview, however, he urged me to find a condo with two bedrooms **outside** of my beloved Lakeview, in case I needed to rent out the extra bedroom. I ended up doing just that for a little extra income when I made my career change. It was at that time, over much discussion about real estate, investments and home buying, he mentioned that he thought I’d make a great real estate agent, something I had really never considered,” explains Becky.

Ever since Becky studied abroad in Barcelona during her senior year of university, she has loved to travel. Traveling is an integral part of their relationship as a couple. They love discovering hidden gems together everywhere they go, an aspiration that similarly inspires her tenacity in real estate. They are also very active in their church, Life Changers International Church, and recently helped to expand the church’s Champion Youth program into the city.

“I have truly been so blessed,” says Becky. “Some people have asked me, ‘What’s your secret?’ Honestly, it’s prayer. I know that God has His hand in my life and business and has given me amazing clients to work with. Like the miracle of baking, the right ingredients make everything rise. I’m just along for the ride.”



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» agent feature

# CHRIS SECAUR



## Continuing a Legacy

By **Chris Menezes**  
Photos by **Heather Allison Love Photography**

Real estate is more than a career for Chris Secaur, it's a family legacy. His family's long and successful history in real estate started in the 1960s with the Cline Company in Ohio, which later merged with Sibcy in 1980 to become Sibcy Cline, Inc. Chris's grandmother, Lois Yeager, a real estate commissioner appointed by the governor of Ohio, was the last of Chris's family within the business. He learned the ropes from her and Lois passed the torch to her grandson when she became ill.

Although continuing the family legacy has become a passion of Chris's, it wasn't always a priority for him. He had a long career in corporate America before deciding to enter the family business. Chris graduated from University of Cincinnati with a bachelor's in international business management in 1994. He spent the next eleven years in management at several high-profile corporations, like Proctor and Gamble, UniLever, SC Johnson, and Fidelity Investments. In 2005, Chris left his position as vice president of supply chain at Fidelity Investments, and obtained his real estate license.

"I thought real estate was going to be easy, watching my grandparents when I was younger. I thought it would be a piece of cake taking over Grandma's book of business. What I didn't realize was that the business was based on trust. Her previous clients didn't know me, and I had to rebuild the trust that I now have with the clients within my book of business. She taught me to focus on ethics and do what is right for the consumer," says Chris.

While reestablishing trust with past clients was essential when Chris came on board, acquiring new clients and expanding the business became a priority as well. Lois and Chris had always talked about expanding the business into the Chicago market and even planned to do so in 2007. However, expansion had to be delayed after the market crashed.

In 2009, in the midst of the housing crisis, Lois passed away. Chris remained at the helm and saw the business through the storm, successfully expanding into the Chicago market in 2012.

Sibcy Cline now operates full time in Ohio and Northern Kentucky and the Chicago business is operated under @properties. Chris and his family live in Cincinnati; so, he drives one to three times a week between all three areas to support his team and his clients. By utilizing and comparing different marketing techniques in the various markets, Chris is able to provide the best options for his clients in all three cities.

"If you concentrate on service, the commission will come naturally. It's all about listening to your clients and understanding their needs," says Chris. "The most rewarding part of the business is when I see how happy my clients are once we have found them their dream home and negotiated a deal that works best for them."

In addition to his real estate business, Chris owns several apartment buildings, which consist of 20 apartment units altogether. He manages all of them, and is currently in the process of remodeling





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eling the latest 8-unit building. He loves remodeling, and is always in the process of improving something—whether it's an investment property, a business strategy, or his clients' experience.

"Real estate is in my blood now. I can't see myself doing anything else," says Chris.

Outside of real estate, Chris enjoys jogging, camping, canoeing, spending time with friends and family, and traveling all over the world. He also supports the United Way and the American Lung Association.

"You live life only once," he says. "So, live BIG, and enjoy it while it lasts."



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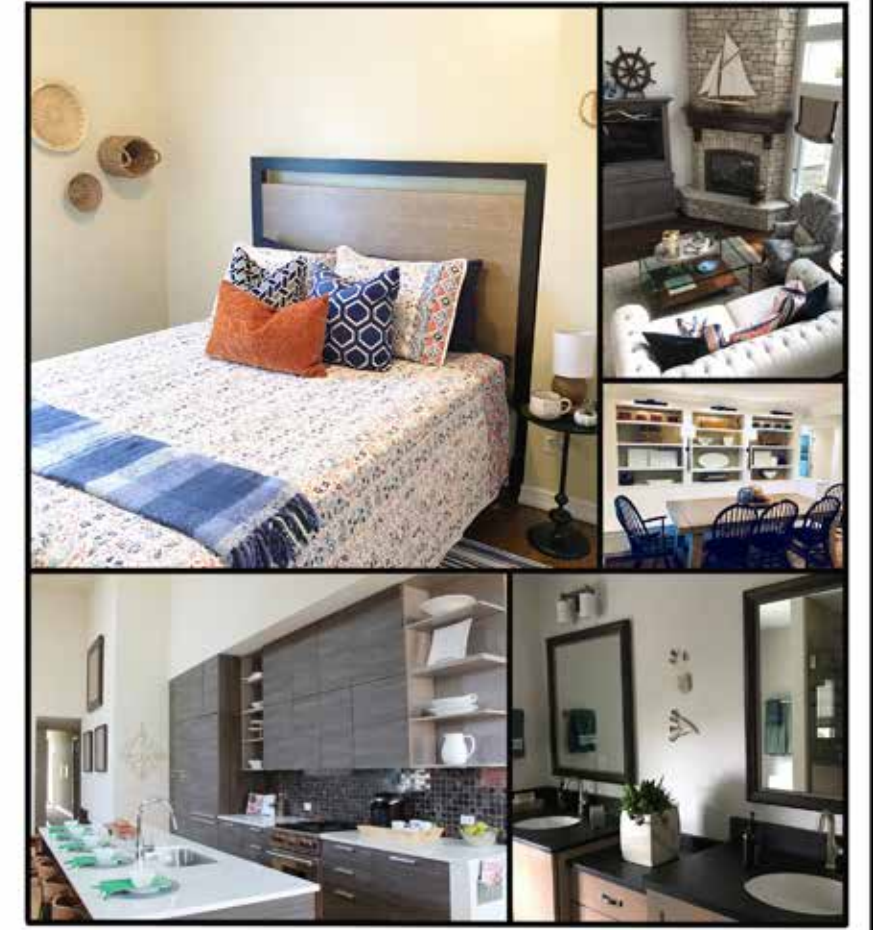
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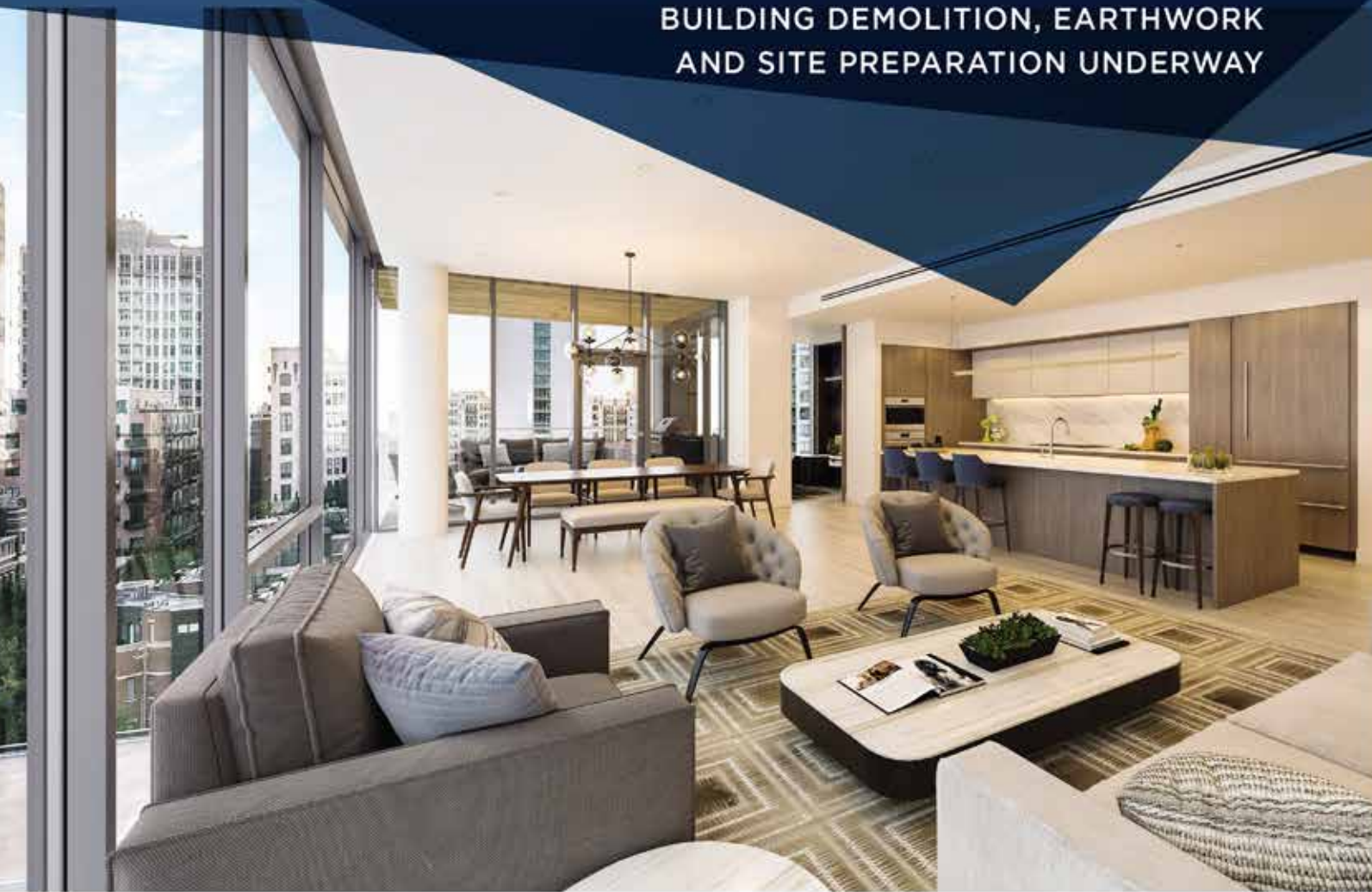
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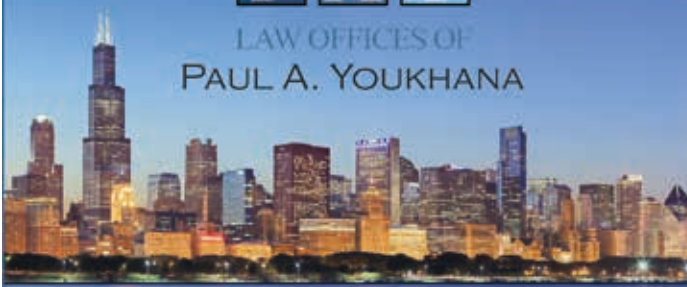
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# THE COMPARISON GAME



business  
By **Melanie Stone**

It's 3:00 p.m. on a Saturday, and I should be on showings, or on a listing appointment, or doing something, anything work related. Instead, I'm mindlessly scrolling through Instagram on my couch. There are photos of friends, of brunches, and then I see a picture of a vacant condo from another REALTOR® in the city. "Out with buyers & stumbled upon this cutie!" the text says.

Almost instantly, my heart sinks. "I should be working," I think to myself. "How is she so busy, and I'm at home with nothing to do?"

The world of social media is riddled with comparison. It's a game, really, of trying to make your life appear shiny and happy and perfect. And when it comes to real estate agents, we are masters at the game. We're marketers, after all. Part of our job is to share our business with friends, family, and the rest of our followers.

But what about when we're not posting, but rather, consuming media from our industry peers? I've developed a few strategies to deal with the sting:

**Understand that these posts aren't always steeped in reality.** Social media is not real life, and although our content is based on our day-to-day activities, the internet never tells the full story. For instance, I recently posted about how three of my buyers went under contract in one week. But the week before, my business was so, so slow, I was twiddling my thumbs and waiting for emails to come in. I didn't post about that, of course.

**Decide whether you want to follow your competition or not.** I love seeing what other agents are up to, so I've chosen to connect with my peers online. I get ideas and inspiration from their posts—whether I'm on Facebook or Instagram. However, if you're getting bogged down, there is absolutely nothing wrong with clicking the "unfollow" button.

**Focus on your business.** Even though it can hurt to see how busy everyone else appears to be, there is something intrinsically motivating about the comparison game. After the initial jealousy, close the app. Make plans with past clients, dream up new marketing ideas, and get to work!

**Remember your identity.** You are not defined by your sales volume, your average price, or your awards. This is a truth I have to come back to every single day. I work tirelessly on behalf of my clients, and as long as I am serving them, I feel satisfied and purpose-driven.


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# Refresh Your Home, Refresh Your Mind



►► business

By Charese David

Simple changes in home decor can make a big difference in the way a room feels. It can lift the mood, energize the body, and improve the overall feeling of well-being. Clearing a space can also help to focus the mind. And starting with small changes may lead to the willingness to tackle bigger projects.

Here are some tips to get you started:

**Curb Appeal:** This is the first impression of your home. Make sure the front entrance is neat and clean. In any season, keep up with regular yard maintenance. Landscape lighting can add beauty and drama, especially when you're entertaining guests. Flower boxes and planters near entryways or on windowsills create softness and color. It's

also fun to dress up these areas with seasonal foliage to celebrate each holiday.

**Interior Lighting:** The brighter your home, the better. Use bulbs that emit soft light instead of CFLs, which can take five minutes to warm up and can give off a harsh, white light. Soft light bulbs illuminate immediately and have a warm impact on the eyes. Lighting is sensory driven—it affects the mood.

Adding new light fixtures can change the look of a room, and is an economical way to update your home. As winter approaches and the days grow shorter, new light bulbs in ceiling lights and floor lamps help to brighten rooms, too.

**Natural Scents:** Plants can help neutralize and improve the quality of the air in your home. Fresh-cut flowers can delight and enliven the senses. The innate connection that we have to nature has proven that plants often have a relaxing effect on us and can help to improve our health and well-being. And infusing fragrance into a room using flowers, diffusers, or candles can change the overall feeling of a space.

**Walls and Floors:** If your artwork has been hanging in the same place for so long that you no longer see it, move pieces around. This can provide an entirely different feel to a room. On neutral-colored walls, an easy way to add a design touch is to add a pop of color and certain styles of framed artwork.

Here's another idea: Use carpet tiles instead of a floor rug. Mix and match the colored tiles to create playful patterns. Change the patterns occasionally for a different look.

**Shelf and Table Displays:** If you have an overstuffed bookshelf, take time to go through and thin it out. Give the books you no longer use a second life by donating them. Display meaningful objects in cleared spaces to make the shelf more interesting—an eclectic style statement can turn into a fun conversation with guests. Toss old magazines to freshen up a coffee table. And when arranging objects on a table or mantelpiece, place three objects of subtly different sizes in a small cluster for a carefully curated design look.

**Accessories:** An easy way to create a new feel in a room is by switching out the pillows or throws you currently have on your furniture. Colorful pillows will brighten living rooms and bedrooms. With a dark sofa, you can bring in light-colored accent pillows for dramatic effect.

Look at your kitchen with fresh eyes. Move small counter top appliances and counter displays to new areas. Store items you don't use often. Simply changing out kitchen and bath towels can make you

feel good. Add seasonal accents around your home to make it more festive.

**Clean and Declutter:** Decluttering spaces can declutter your mind and create new energy. Clean out closets by donating old clothes and shoes. Remove items from rooms that are collecting dust. Clear desktop spaces and clean out junk drawers. Check under your kitchen and bathroom sinks and toss toxic cleaning chemicals, old beauty products, and items you no longer use. Organize your medicine cabinet and throw out expired vitamins, supplements, and pills. Look for expired products in your refrigerator and cupboards, too. Go through your garage and basement to get rid of old paint, caulk, plaster, remodeling supplies, or other products that are dried out or broken.

**Fresh Paint:** Paint has an emotional impact that can evoke feelings of comfort. Rooms with light and neutral colors can appear larger. Metallic accent colors and mirrors will help brighten a room. An accent wall adorned with dark paint or elegantly patterned wallpaper is a great way to bring in color without overwhelming the room.

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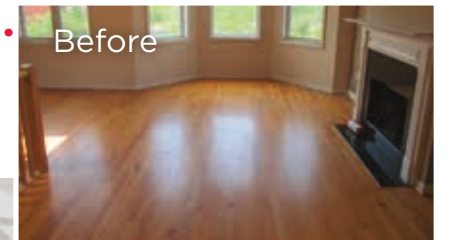
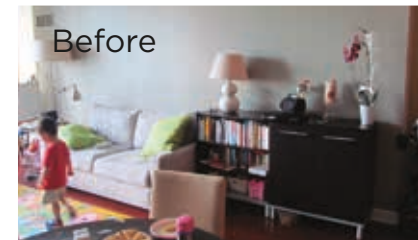


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From left to right: Robyn Lee Brooks, Christine Whims, and Keith

# KEITH GOAD

## A LIFELONG LEARNER

“Education is not preparation for life; education is life itself,” stated John Dewey. The education that John Dewey refers to in the above quote does not necessarily come with degrees or certificates; it is the kind of education that has given Keith Goad reason to look back on his life with gratitude.

Gratitude for what he has learned about life, culture, history, architecture, and real estate—and all as a result of experiencing kindness from others.

Keith points to three different times in his life that helped to shape not only who he is, but the focus of his career.

“Life Education Lesson #1—Thank you, Mrs. Baker, and Mom,” lists Keith. When Keith was growing up in Cleveland, Ohio, his family had little money, and his parents put very little emphasis on education, culture, life experiences, and career goals. Keith had little direction up until the fourth grade, but then he met Mrs. Baker.

Mrs. Baker was the librarian at the local library who took a personal interest in little Keith. She knew his home life was challenging, so she took it upon herself to introduce him, through reading, to other cultures, places, art, architecture, and music. When he got older, she took him to concerts, the theatre, art galleries, and museums. He often went to her house for tea to listen to records and hear her talk about the different musicians, like Frank Sinatra, the Cleveland Orchestra, and Nina Simone. She helped spark in Keith a hunger for knowledge, he wanted to learn and experience everything the world had to offer.

While Keith’s mother was skeptical, and a little resentful of the relationship Mrs. Baker had with her son, she saw the positive influence that Mrs. Baker was having on Keith. “My relationship with Mrs. Baker has influenced my entire adult life. Mrs. Baker is gone, and my parents are gone. I wish I could talk about this with them now. “Thank you, Mrs. Baker, for taking an interest in me, and thank you, Mom, for letting her do it,” says Keith.





Keith and his second family, the Gerhards



Keith and Paul enjoying the Grand Canyon



Keith and Paul visiting Japan

“Life Education Lesson #2—Thank you, Gerhard family,” Keith lists next. After Keith’s first year at Kent State University, when he was 19 years old, he realized that he needed a place to stay and live for a little while. He asked his best friend, Karyn Gerhard, if he could stay with her and her family for a short time. What was supposed to be a short stay, turned out to be so much more. Keith found himself with a loving, supportive, quirky, loud, and laughing family. “They accepted me into the fold and, to this day, I am so proud and fortunate to call them my mother, brothers, and sisters. I think they took over my life education where Mrs. Baker left off,” says Keith.

In 1997, a few years after moving to Chicago with his job at ESCADA, a German luxury women’s designer clothing company, Keith received a bachelor’s degree in marketing

from DePaul University and in 2015 received a master’s degree in historic preservation from the School of the Art Institute in Chicago.

Keith first took interest in historic buildings and neighborhoods when he moved to Chicago and learned about Daniel Burnham, an urban developer who laid out *The Plan of Chicago* in 1906, which was the first comprehensive plan for the controlled growth of an American City. Keith was fascinated by Burnham and thankful for his ambitious ideas not only about the placement of parks, but especially of the placement and incorporation of lakefront and river accesses—one of the things Keith has always loved about Chicago.

When Keith first got into real estate in 2000, after walking out of his previous job as senior merchandise manager for a major retailer because of a

corporate culture that Keith found disappointing, he worked for a developer that converted apartments into condos. As a lover of historic buildings though, Keith was distressed to see the loss of irreplaceable building materials—old growth wood, hand turned spindles, stained glass windows, etc.—that were removed during the housing boom.

This experience ultimately led Keith to focus on historic and vintage homes as a REALTOR®, choosing to advance the value of Chicago’s historic built environment. “The history of our built environment illustrates the stories of our culture, lifestyle, building materials, socioeconomic changes, rural shifts, urban planning, and so much more. Our historic building stock is a finite resource and, while every building may not be a high-style gem, they deserve respect,” says Keith.

In 2010, when the real estate market was still challenging, Keith moved back “home” to Cleveland while he was restoring a historic house there. He did much of the work long-distance, but would travel back-and-forth between Chicago and Cleveland to manage his real estate business in Chicago and en-



*“We learn something new from everyone we encounter.”*



Keith and his husband, Paul Grunwald, on their wedding day

sure all was going well with the restoration. Shortly before he left for “home,” however, he met his future husband, Paul Grunwald. And whenever Keith was living in Cleveland, Paul kept coming to visit. “All of a sudden, ‘home’ was where he was—Chicago,” says Keith. “I learned from Paul that home is not a place; it’s a feeling, which brings us to Life Education Lesson #3—Thank you, Paul Grunwald.”

Keith moved back to Chicago, and every year since 2012, he has been within the top 2 percent of all

Berkshire Hathaway HomeService’s agents. In 2018, he was named Chicago’s Most Influential Residential Real Estate Broker by Crain’s Custom Media, and inducted into KoenigRubloff’s Hall of Fame.

Keith and Paul both love to travel, ski, hike, and bike. They also love to explore art galleries, bohemian neighborhoods, and neighborhood festivals

with their dog, Floyd, in tow whenever possible; and they love going to see shows at storefront theaters. Keith performed in the Chicago Gay Men’s Chorus from 1996–2009, and he currently sings with the Fourth Presbyterian Choral Society.

“Relationships matter,” says Keith. He puts that belief into practice with his own real estate business as he partners with several talented individuals like Christine Whims, another historic preservation grad student, who works on his historic property portfolio and Robyn Lee Brooks, with whom he partners on some of his luxury inventory.

“We learn something new from everyone we encounter. Successful brokers have specific best-practice platforms, and if we can get something and give something to the professionals we work with, it benefits us all.”



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# TOMMY CHOI & JOSH WEINBERG

BEST FRIENDS FOREVER



## ▶▶ cover story

By **Chris Menezes**  
Photos by **Heather Allison Love Photography**

When Tommy Choi and Josh Weinberg were in college together at Bradley University, they knew they'd be in business together someday. Before starting Weinberg Choi Realty, they both worked in the corporate world for a few years.

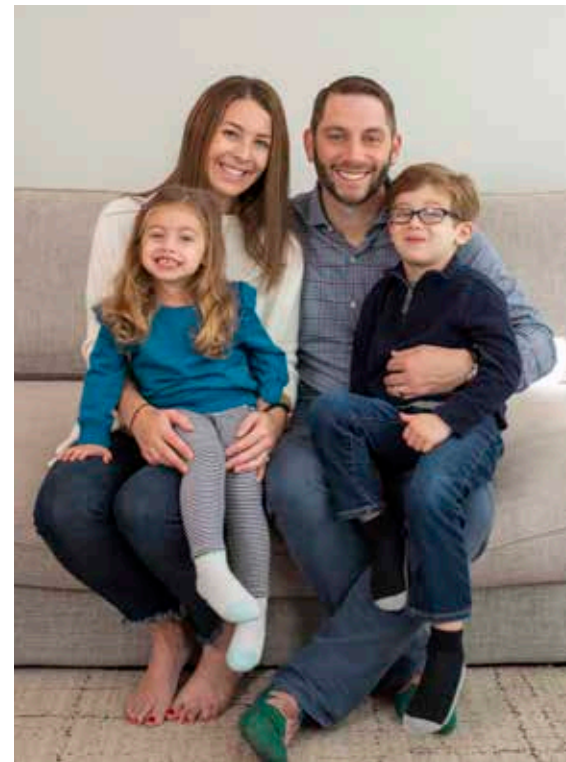
After graduation, like many young professionals, Tommy was fueled by making money and doing whatever it took to make a name for himself. He pursued a successful corporate career, doing inside sales in the healthcare division of CDW, where he made 125 cold calls a day. Although he was making more money than ever before, he realized he was trading in happiness for financial gain.

On his path to financial growth, Tommy sacrificed some of his closest relationships. When he realized that he forgot to wish one of his best friends happy birthday, he knew something had to change.

As Tommy considered his next steps, he kept thinking about his grandfather, who emigrated from South Korea to the North Side of Chicago in

...





the 1970s. “He came here for opportunity, but a big chunk of that opportunity for him was owning his own home, putting his stake in the ground, and owning a part of Chicago. He always told me that home ownership was not a right, but something you had to work for,” says Tommy. Tommy always believed that, and as a result, had a passion for real estate. He was one of the first of his friends to buy a home, and as luck would have it, so was Josh.

Josh has had an innate entrepreneurial mindset since he was a child. He used to buy Beanie Babies from florists, pharmacies, and Hallmark stores and resell them for more money. He’d even sleep outside of the local Cracker Barrel restaurant when he knew they had popular Beanie Babies coming in.

With this mindset, Josh went to work for one of the biggest homebuilders in the world, Pulte Homes, which handled all new construction, two-and-a-half weeks after graduating college. He learned every aspect of the business, which, still today, helps him in his real estate career.

Because of Josh’s experience with new construction, and Tommy’s passion for real estate, many of their friends were coming to them for their real estate needs.

Josh and Tommy both come from entrepreneurial backgrounds. Their parents were both small business owners, and they always looked up to them. In 2007, Tommy and Josh told their parents their plan of opening their own real estate company. Of course they were all supportive, however they also warned them that the timing was not ideal considering it was, about to be, one of the worse real estate markets ever—that challenge did not deter the two friends.

“Starting a real estate business in 2007 may have been partly naïve, however we also looked at it as an opportunity, because despite the market conditions, we knew that if we always put our clients’ best interests first, the sky is the limit,” says Josh. “In hindsight, this was one of the best decisions we ever made because it set us up for success in today’s market.”

The sky was the limit indeed. Since starting Weinberg Choi Realty in 2007—later rebranded to Weinberg Choi Residential—they have produced a career volume of \$400 million, with over \$53 million closed in 2017 and approximately \$70 million closed in 2018. Out of the many awards and recognitions they have received, they are most proud of their 365 Days of Giving initiative, and what they have been able to give back to the community and to non-profits, including The Nora Project, Habitat for Humanity, Embarc, Kicks 4 the City, Ronald McDonald House, and Open Books.





...

“Positively impacting peoples’ lives through what we call ‘going to work every day’ is incredibly rewarding,” says Josh. “I love running this business and having the pleasure to build, what Weinberg Choi is building, with my best friend. The beautiful part about how much we have accomplished is knowing that we have just scratched the surface.”

Tommy and Josh are focused on creating more opportunities for their team to grow both personally and professionally. When they look five years down the line, their goal is to be THE real estate team of choice in Chicago and beyond, as they expand into other markets. “I see us giving back to the community and to non-profits on an even larger scale through our team. I see our team selling out the United Center because of real estate,” says Tommy.

Success for the friends is about leaving a legacy for their children. Tommy and his wife, Tesha, have three daughters—Henly (6), Momo (3), and Mayer (1). Josh and his wife, Arin, have a son, Dylan (5), and a daughter, Paige (2). In their free time outside of work and fatherhood, Josh and Tommy enjoy attending concerts—Josh has seen Phish 79 times and Tommy has seen Pearl Jam 60 times. Their shared love for music has shaped their friendship and some of their fondest memories were made at these live shows together.

“You can’t succeed on your own,” says Josh. “Whether you’re an individual agent or on a team, you can’t do this without your biggest fans. This industry is grueling both mentally and physically, so I believe having people around you that support what you want to achieve is the main factor that allows you reach your potential a lot sooner.”

“Positively impacting peoples’ lives through what we call ‘going to work every day’ is incredibly rewarding.”



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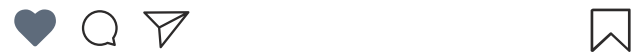


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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	166	\$172,463,710	63	\$76,306,211	229	\$248,769,921
2	Nancy	Tassone	57	\$207,582,645	6	\$6,977,500	63	\$214,560,145
3	Colin	Hebson	125	\$129,537,623	49	\$41,392,723	174	\$170,930,346
4	Matt	Laricy	128	\$59,656,300	193	\$86,604,866	321	\$146,261,166
5	Emily	Sachs Wong	79	\$94,827,500	34	\$40,043,500	113	\$134,871,000
6	Mario	Greco	163	\$93,572,712	66	\$38,907,742	229	\$132,480,454
7	Jennifer	Ames	56	\$71,847,550	32	\$31,389,250	88	\$103,236,800
8	Leigh	Marcus	130	\$76,607,283	29	\$17,985,618	159	\$94,592,901
9	Karen	Biazar	121	\$73,702,315	25	\$16,585,400	146	\$90,287,715
10	Brad	Lippitz	45	\$46,732,245	26	\$30,226,400	71	\$76,958,645
11	Kathleen	Malone	30	\$44,375,838	19	\$28,038,775	49	\$72,414,613
12	Melanie	Giglio	60	\$44,987,805	46	\$26,748,607	106	\$71,736,412
13	Sophia	Klopas	46	\$32,785,250	52	\$37,085,795	98	\$69,871,045
14	Barbara	O'Connor	62	\$40,651,210	39	\$22,779,934	101	\$63,431,144
15	Sam	Shaffer	33	\$19,350,900	84	\$43,178,985	117	\$62,529,885
16	Jennifer	Mills	58	\$39,559,500	27	\$21,891,900	85	\$61,451,400
17	Carrie	McCormick	64	\$32,177,555	53	\$27,429,405	117	\$59,606,960
18	Timothy	Sheahan	40	\$38,237,500	22	\$19,029,010	62	\$57,266,510
19	Tommy	Choi	46	\$25,613,800	52	\$30,378,450	98	\$55,992,250
20	Elizabeth	Brooks	51	\$53,492,959	1	\$935,081	52	\$54,428,040
21	Chezi	Rafaeli	23	\$32,577,500	10	\$19,617,500	33	\$52,195,000
22	Amanda	Mcmillan	51	\$27,653,475	31	\$21,052,400	82	\$48,705,875
23	Debra	Dobbs	20	\$12,772,750	24	\$34,174,579	44	\$46,947,329
24	Julie	Harron	15	\$29,427,625	11	\$16,763,568	26	\$46,191,193
25	Elena	Theodoros	40	\$19,988,500	40	\$22,862,300	80	\$42,850,800
26	Millie	Rosenbloom	31	\$26,395,750	16	\$16,109,400	47	\$42,505,150
27	Braden	Robbins	16	\$5,717,063	85	\$35,764,106	101	\$41,481,169
28	Frank	Montro	145	\$27,481,890	84	\$13,949,067	229	\$41,430,957
29	Robert	Picciariello	88	\$39,526,940	0	\$0	88	\$39,526,940
30	Philip	Skowron	14	\$16,804,400	12	\$22,642,642	26	\$39,447,042
31	Timothy	Salm	17	\$27,048,878	6	\$10,973,628	23	\$38,022,506
32	Katharine	Waddell	37	\$21,449,503	28	\$16,118,382	65	\$37,567,885
33	Melissa	Siegal	38	\$16,912,600	30	\$19,803,243	68	\$36,715,843
34	D	Waveland Kendt	33	\$27,351,256	17	\$8,765,450	50	\$36,116,706

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Joanne	Nemerovski	13	\$19,277,688	11	\$16,628,328	24	\$35,906,016
36	Katherine	Malkin	6	\$12,185,000	9	\$23,244,500	15	\$35,429,500
37	Jason	O'Beirne	39	\$29,030,450	24	\$6,329,428	63	\$35,359,878
38	Michael	Rosenblum	22	\$22,419,744	15	\$11,550,000	37	\$33,969,744
39	Dennis	Huyck	35	\$20,737,310	18	\$11,756,800	53	\$32,494,110
40	Melissa	Govedarica	42	\$27,745,600	6	\$4,663,700	48	\$32,409,300
41	Bruce	Glazer	20	\$9,315,250	27	\$23,064,500	47	\$32,379,750
42	Elizabeth	Ballis	22	\$22,845,500	14	\$9,386,730	36	\$32,232,230
43	Layching	Quek	5	\$2,688,500	41	\$29,241,788	46	\$31,930,288
44	Lance	Kirshner	47	\$19,645,132	24	\$12,277,550	71	\$31,922,682
45	Scott	Newman	50	\$13,407,350	43	\$18,035,807	93	\$31,443,157
46	Owen	Duffy	43	\$24,468,200	12	\$6,855,900	55	\$31,324,100
47	Gary	Lucido	36	\$18,586,728	26	\$12,648,986	62	\$31,235,714
48	Ryan	Preuett	12	\$10,387,500	11	\$20,827,500	23	\$31,215,000
49	Michael	Shenfeld	27	\$17,827,150	18	\$13,148,900	45	\$30,976,050
50	Eudice	Fogel	12	\$11,316,750	18	\$19,510,683	30	\$30,827,433

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**-Jim Ellis Koenig and Strey**



# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Matthew	Liss	39	\$20,861,100	15	\$9,632,401	54	\$30,493,501
52	Michael	Hall	49	\$20,851,450	24	\$9,164,300	73	\$30,015,750
53	Jeffrey	Proctor	25	\$13,439,650	18	\$16,555,750	43	\$29,995,400
54	Ivona	Kutermankiewicz	29	\$21,333,100	9	\$8,083,708	38	\$29,416,808
55	Joe	Zimmerman	33	\$14,004,350	35	\$15,280,340	68	\$29,284,690
56	Daniel	Close	5	\$2,995,650	44	\$25,960,758	49	\$28,956,408
57	Nadine	Ferrata	23	\$17,648,547	10	\$10,742,220	33	\$28,390,767
58	William	Goldberg	26	\$18,227,693	14	\$10,138,401	40	\$28,366,094
59	Sam	Jenkins	27	\$19,799,500	11	\$8,418,500	38	\$28,218,000
60	Naomi	Wilkinson	12	\$13,865,750	11	\$13,810,000	23	\$27,675,750
61	Helaine	Cohen	2	\$1,060,000	15	\$26,554,533	17	\$27,614,533
62	Michael	Maier	40	\$23,609,235	7	\$3,534,500	47	\$27,143,735
63	Beth	Gomez	24	\$12,858,300	14	\$13,696,000	38	\$26,554,300
64	Julie	Busby	17	\$9,836,000	19	\$16,504,100	36	\$26,340,100
65	Brooke	Vanderbok	18	\$12,723,448	18	\$13,311,900	36	\$26,035,348
66	Scott	Curcio	39	\$16,126,200	28	\$9,850,500	67	\$25,976,700
67	Laura	Topp	25	\$15,336,500	21	\$10,524,999	46	\$25,861,499
68	Janet	Owen	6	\$21,540,000	2	\$4,321,181	8	\$25,861,181
69	Deborah	Hess	35	\$15,514,550	25	\$10,236,950	60	\$25,751,500
70	Nicholas	Colagiovanni	21	\$13,174,000	16	\$12,554,542	37	\$25,728,542
71	Jill	Silverstein	17	\$10,163,000	25	\$15,176,193	42	\$25,339,193
72	Kevin	Hinton	25	\$11,212,873	30	\$14,090,150	55	\$25,303,023
73	Nicholaos	Voutsinas	0	\$0	46	\$25,284,860	46	\$25,284,860
74	Weston	Harding	28	\$17,176,414	15	\$7,958,714	43	\$25,135,128
75	Robert	Sullivan	17	\$15,435,500	11	\$9,676,000	28	\$25,111,500
76	Meredith	Manni	7	\$8,430,000	10	\$16,548,375	17	\$24,978,375
77	Peter	Krzyzanowski	25	\$11,029,850	24	\$13,872,700	49	\$24,902,550
78	Scott	Berg	61	\$24,306,750	1	\$544,500	62	\$24,851,250
79	Stefanie	Lavelle	21	\$10,224,900	29	\$14,290,000	50	\$24,514,900
80	Hayley	Westhoff	23	\$15,574,900	14	\$8,416,800	37	\$23,991,700
81	Zane	Jacobs	41	\$21,865,150	1	\$1,710,000	42	\$23,575,150
82	Beata	Gaska	24	\$17,398,358	5	\$5,844,800	29	\$23,243,158
83	Peter	Moore	17	\$7,234,000	24	\$15,900,400	41	\$23,134,400
84	Susan	Miner	6	\$16,461,000	3	\$6,530,000	9	\$22,991,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Lisa	McMillan	25	\$20,689,964	5	\$2,089,000	30	\$22,778,964
86	Joshua	Lipton	20	\$13,525,095	14	\$8,991,000	34	\$22,516,095
87	Phil	Byers	19	\$8,824,100	20	\$13,655,800	39	\$22,479,900
88	Edward	Jelinek	25	\$10,000,000	21	\$11,861,400	46	\$21,861,400
89	Nancy	Hotchkiss	34	\$12,942,800	22	\$8,674,750	56	\$21,617,550
90	Alfredo	Medina	40	\$21,386,785	0	\$0	40	\$21,386,785
91	Armando	Chacon	16	\$10,356,968	13	\$11,027,266	29	\$21,384,234
92	Jacqueline	Colando	37	\$16,013,700	7	\$5,275,400	44	\$21,289,100
93	Christine	Paloian Fixler	14	\$19,967,000	3	\$1,289,900	17	\$21,256,900
94	Alishja	Ballard	24	\$12,113,800	23	\$9,082,000	47	\$21,195,800
95	John	Berdan	11	\$4,253,000	39	\$16,829,500	50	\$21,082,500
96	Santiago	Valdez	33	\$9,318,000	38	\$11,687,700	71	\$21,005,700
97	Daniel	Glick	14	\$16,217,550	8	\$4,667,250	22	\$20,884,800
98	Steve	Meyer	42	\$18,482,075	4	\$2,399,725	46	\$20,881,800
99	Erin	Mandel	14	\$8,076,000	17	\$12,721,271	31	\$20,797,271
100	Danielle	Dowell	23	\$12,784,874	18	\$7,993,400	41	\$20,778,274

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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Stephanie	Cutter	31	\$13,277,400	18	\$7,386,000	49	\$20,663,400
102	Philip	Schwartz	30	\$13,821,825	19	\$6,812,250	49	\$20,634,075
103	John	O'Neill	11	\$12,400,951	8	\$8,120,000	19	\$20,520,951
104	Izabela	Sloma	16	\$15,927,300	8	\$4,498,500	24	\$20,425,800
105	Lauren	Mitrick Wood	18	\$8,509,000	22	\$11,752,250	40	\$20,261,250
106	Rubina	Bokhari	18	\$14,137,500	11	\$6,108,500	29	\$20,246,000
107	Juliana	Yeager	23	\$12,785,800	12	\$7,358,250	35	\$20,144,050
108	Hasani	Steele	40	\$15,043,378	12	\$5,006,154	52	\$20,049,532
109	R. Matt	Leutheuser	6	\$9,479,900	6	\$10,520,550	12	\$20,000,450
110	Kimberly	Gleeson	8	\$8,651,001	4	\$11,245,001	12	\$19,896,002
111	Ken	Jungwirth	18	\$9,571,500	12	\$10,270,500	30	\$19,842,000
112	Melinda	Jakovich	9	\$10,829,500	6	\$8,830,000	15	\$19,659,500
113	Qiankun	Chen	8	\$2,243,000	56	\$17,230,488	64	\$19,473,488
114	Alex	Brusha	1	\$9,700,000	1	\$9,700,000	2	\$19,400,000
115	Stacey	Dombar	32	\$13,389,150	12	\$5,841,750	44	\$19,230,900
116	Megan	Tirpak	10	\$7,503,500	15	\$11,688,749	25	\$19,192,249
117	Pamela	Rueve	11	\$9,660,902	11	\$9,427,000	22	\$19,087,902
118	Janelle	Dennis	28	\$11,672,301	17	\$7,402,300	45	\$19,074,601
119	George	Morgan	19	\$12,240,500	12	\$6,825,500	31	\$19,066,000
120	Ryan	Smith	102	\$18,893,748	3	\$166,500	105	\$19,060,248
121	Kevin	Wood	4	\$11,736,978	4	\$7,210,000	8	\$18,946,978
122	Eric	Hublar	2	\$775,000	38	\$18,111,800	40	\$18,886,800
123	Brett	Novack	19	\$8,127,526	20	\$10,510,300	39	\$18,637,826
124	Samantha	Porter	21	\$16,399,000	4	\$2,232,000	25	\$18,631,000
125	Danny	Lewis	17	\$6,675,750	23	\$11,907,670	40	\$18,583,420
126	Ryan	Huyler	17	\$9,096,399	16	\$9,459,750	33	\$18,556,149
127	Harold	Blum	17	\$15,501,500	5	\$2,999,000	22	\$18,500,500
128	Thomas	Moran	12	\$13,200,400	2	\$5,237,500	14	\$18,437,900
129	Susan	Kanter	18	\$9,702,000	18	\$8,734,500	36	\$18,436,500
130	Christie	Ascione	16	\$9,361,975	12	\$9,026,500	28	\$18,388,475
131	Lisa	Huber	17	\$9,230,000	13	\$9,105,904	30	\$18,335,904
132	Camille	Canales	13	\$4,865,000	25	\$13,445,400	38	\$18,310,400
133	Stephanie	Loverde	21	\$9,055,900	19	\$9,246,100	40	\$18,302,000
134	Melanie	Stone	11	\$4,677,000	40	\$13,534,000	51	\$18,211,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Gail	Spreen	31	\$13,928,250	10	\$4,282,500	41	\$18,210,750
136	Jeremiah	Fisher	16	\$9,298,050	15	\$8,599,950	31	\$17,898,000
137	Ian	Schwartz	22	\$10,580,500	10	\$7,239,345	32	\$17,819,845
138	Brady	Miller	18	\$7,414,300	31	\$10,384,401	49	\$17,798,701
139	Jennifer	Liu	35	\$16,697,877	3	\$1,060,000	38	\$17,757,877
140	Radim	Mandel	23	\$10,638,400	15	\$7,066,300	38	\$17,704,700
141	Randy	Mcghee	7	\$11,169,500	7	\$6,458,000	14	\$17,627,500
142	David	Schraufnagel	6	\$8,781,600	6	\$8,781,600	12	\$17,563,200
143	Michael	Vrielink	19	\$8,580,500	19	\$8,958,545	38	\$17,539,045
144	Arthur	Cirignani	145	\$16,205,957	7	\$1,311,400	152	\$17,517,357
145	Paul	Barker	26	\$13,327,531	8	\$4,133,500	34	\$17,461,031
146	Randy	Nasatir	23	\$10,511,000	18	\$6,946,400	41	\$17,457,400
147	Sara	Mccarthy	17	\$8,530,700	22	\$8,846,910	39	\$17,377,610
148	Marlene	Granacki	12	\$13,272,202	4	\$4,078,202	16	\$17,350,404
149	Michael	Linden	26	\$11,131,700	15	\$6,185,300	41	\$17,317,000
150	Ashley	Cox	9	\$3,551,000	16	\$13,764,319	25	\$17,315,319

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# TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Mariah	Dell	12	\$7,655,250	17	\$9,642,000	29	\$17,297,250
152	Pearce	Lashmett	21	\$11,397,750	12	\$5,822,625	33	\$17,220,375
153	Michelle	Berger	10	\$8,679,500	9	\$8,440,247	19	\$17,119,747
154	Amy	Duong	17	\$8,227,300	16	\$8,887,424	33	\$17,114,724
155	Steven	Powers	14	\$6,997,900	17	\$9,919,400	31	\$16,917,300
156	Kathryn	Schrage	38	\$16,808,900	0	\$0	38	\$16,808,900
157	Rory	Fiedler	0	\$0	40	\$16,773,400	40	\$16,773,400
158	Lisa	Sanders	33	\$12,820,350	12	\$3,951,000	45	\$16,771,350
159	Nick	Nastos	9	\$4,680,900	24	\$12,042,850	33	\$16,723,750
160	Terri	Mcauley	6	\$5,410,000	9	\$11,259,500	15	\$16,669,500
161	Pasquale	Recchia	22	\$9,185,669	14	\$7,429,000	36	\$16,614,669
162	Emily	Smart Lemire	9	\$7,560,000	14	\$8,996,311	23	\$16,556,311
163	Margaret	Baczkowski	14	\$10,074,500	9	\$6,469,400	23	\$16,543,900
164	Cynthia	Sodolski	15	\$11,217,000	9	\$5,265,388	24	\$16,482,388
165	Mary	Mac Diarmid	5	\$4,699,000	11	\$11,774,500	16	\$16,473,500
166	John	Huebner	21	\$9,137,700	18	\$7,328,700	39	\$16,466,400
167	Collin	Walker	12	\$6,085,500	23	\$10,340,500	35	\$16,426,000
168	Doug	Harter	5	\$2,975,000	11	\$13,381,900	16	\$16,356,900
169	Eugene	Fu	16	\$10,627,500	7	\$5,677,429	23	\$16,304,929
170	Keith	Brand	2	\$618,000	32	\$15,586,080	34	\$16,204,080
171	Sam	Boren	0	\$0	26	\$15,878,500	26	\$15,878,500
172	Natasha	Motev	8	\$7,846,900	6	\$7,997,400	14	\$15,844,300
173	John	Vossoughi	8	\$6,905,000	9	\$8,933,000	17	\$15,838,000
174	Caroline	Druker	8	\$9,579,000	8	\$6,169,000	16	\$15,748,000
175	Ted	Guarnero	7	\$2,238,500	20	\$13,482,700	27	\$15,721,200
176	Brian	Cargerman	0	\$0	28	\$15,716,415	28	\$15,716,415
177	Joseph	Kotoch	16	\$7,816,361	10	\$7,886,000	26	\$15,702,361
178	Elizabeth	Lothamer	18	\$7,838,500	19	\$7,841,900	37	\$15,680,400
179	Keith	Tarasiewicz	3	\$904,900	36	\$14,688,750	39	\$15,593,650
180	Jane	Shawkey-Nye	3	\$5,579,175	4	\$9,877,000	7	\$15,456,175
181	Barbara	Proctor	7	\$10,990,000	3	\$4,450,000	10	\$15,440,000
182	Sherri	Hoke	6	\$4,674,000	8	\$10,730,000	14	\$15,404,000
183	Nancy	Mcadam	19	\$13,629,500	5	\$1,762,250	24	\$15,391,750
184	Ryan	Gossett	22	\$8,801,250	16	\$6,576,400	38	\$15,377,650

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Sarah	Ziehr	37	\$15,374,440	0	\$0	37	\$15,374,440
186	Adam	Schneiderman	3	\$6,930,000	3	\$8,425,000	6	\$15,355,000
187	Ian	Halpin	9	\$6,533,500	9	\$8,779,000	18	\$15,312,500
188	David	Smith	0	\$0	29	\$15,225,128	29	\$15,225,128
189	Randi	Pellar	3	\$8,904,000	2	\$6,115,000	5	\$15,019,000
190	Natalie	Renna	4	\$1,234,000	31	\$13,782,700	35	\$15,016,700
191	Nathan	Brecht	35	\$13,998,400	2	\$991,000	37	\$14,989,400
192	Shay	Hata	15	\$7,450,500	10	\$7,443,000	25	\$14,893,500
193	Lindsey	Richardson	19	\$6,581,750	16	\$8,263,800	35	\$14,845,550
194	Marci	Trick	0	\$0	30	\$14,807,400	30	\$14,807,400
195	Lauren	Dayton	24	\$9,664,650	6	\$5,112,900	30	\$14,777,550
196	Aaron	Greenberg	13	\$5,532,900	19	\$9,120,000	32	\$14,652,900
197	Paul	Mancini	10	\$3,075,100	25	\$11,513,650	35	\$14,588,750
198	Greg	Whelan	1	\$390,000	28	\$14,153,050	29	\$14,543,050
199	Mark	Zipperer	24	\$6,431,250	22	\$8,073,800	46	\$14,505,050
200	Michael	Yeagle	10	\$6,397,000	15	\$8,065,750	25	\$14,462,750

**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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# YES, WE PUT OUR MONEY WHERE OUR MOUTH IS



**1 Buyer On-Time Closing Protection**

We are so confident in closing your loan on or before the closing date that we will issue a \$500 closing credit, solely from our delay.

**2 Seller On-Time Closing Protection**

We will close the loan on or before the closing date or we pay the seller a \$100 per day closing credit.



**3 Deposit Protection**

Under the same closing protection, we will also reimburse you for any lost Earnest Money Deposit up to \$5000.

**4 Agent Protection**

When we issue a fully underwritten approval and are unable to close your transaction solely from our error, we will pay up to \$1000 for related inspections, appraisals or relocation expenses you have incurred.



**Chad Lubben**

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 NMLS # 447796  
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 www.TheLubbenGroup.com



1-This Guarantee applies to purchase loan applications received by PHE after February 15, 2018, and this agreement shall expire on February 15, 2019. 2-This Guarantee will apply only if there are no material changes in the borrower's application or credit status from the date of preliminary credit approval through closing. Material changes include changes in underwriting guidelines, the loan amount or loan product, loss or change of employment or income, undisclosed liabilities or increases in debt, fraud, misrepresentations or material omissions in the loan application and supporting documents. 3-This Guarantee only applies to home purchases funded by PHE using conventional, high balance (non-jumbo), FHA and VA loan programs for one to four family dwelling units only and excludes second liens, refinance loans, renovation loans, non-purchase money home equity lines of credit, brokered loans, jumbo loans, loans involving short sales, or any other purchase contract that requires the approval from a third party (e.g., a lender, relocation company, etc.). 4-If PHE does not proactively provide any credits or payments required under the Guarantee, you must request the funds within thirty (30) days from the triggering event. Any payment made under the Guarantee will be reported to the IRS on Form 1099-MISC. Please consult your tax advisor regarding any tax implications. 5-PHE employees and their immediate family members are not eligible to participate in the program. 6-The Guarantee is not a commitment to lend; is not transferable or assignable; and PHE reserves the right to amend or terminate this Guarantee at any time except as to qualified home purchasers with submitted applications prior to the date of the amendment or termination. 7-All payments made under this Guarantee shall be the only recourse and obligation of PHE under this Guarantee. Any other indirect, special or consequential damages due to PHE's failure to close a loan, timely or otherwise, are hereby disclaimed. 8-The closing days are business days, and shall commence under the On-Time Closing Protection when: (a) consumer indicates an intent to proceed; and (b) consumer submits to PHE all of the documents required by PHE to close the loan in the specified closing. PHE is not liable for delays ("Delays") which are caused by events beyond the control of PHE which prevents PHE from complying with any of its obligations under this On-Time Closing Protection program, including but not limited to, delays caused by the consumer or other third parties. Accordingly, this On-Time Closing Protection is not enforceable if such Delays occur and the loan closes after the contract closing date.



# THE GUNDERSON LAW FIRM



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