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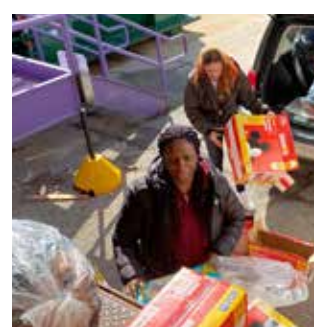
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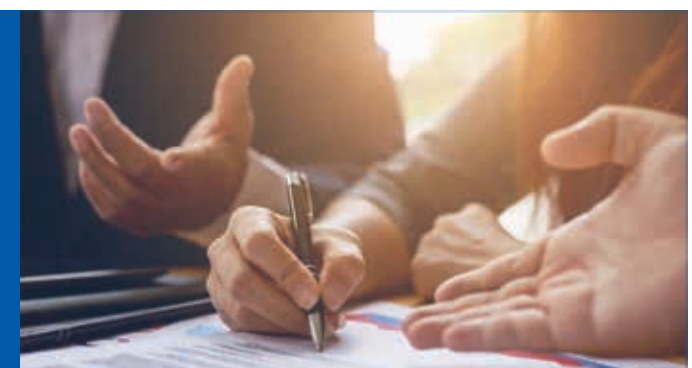
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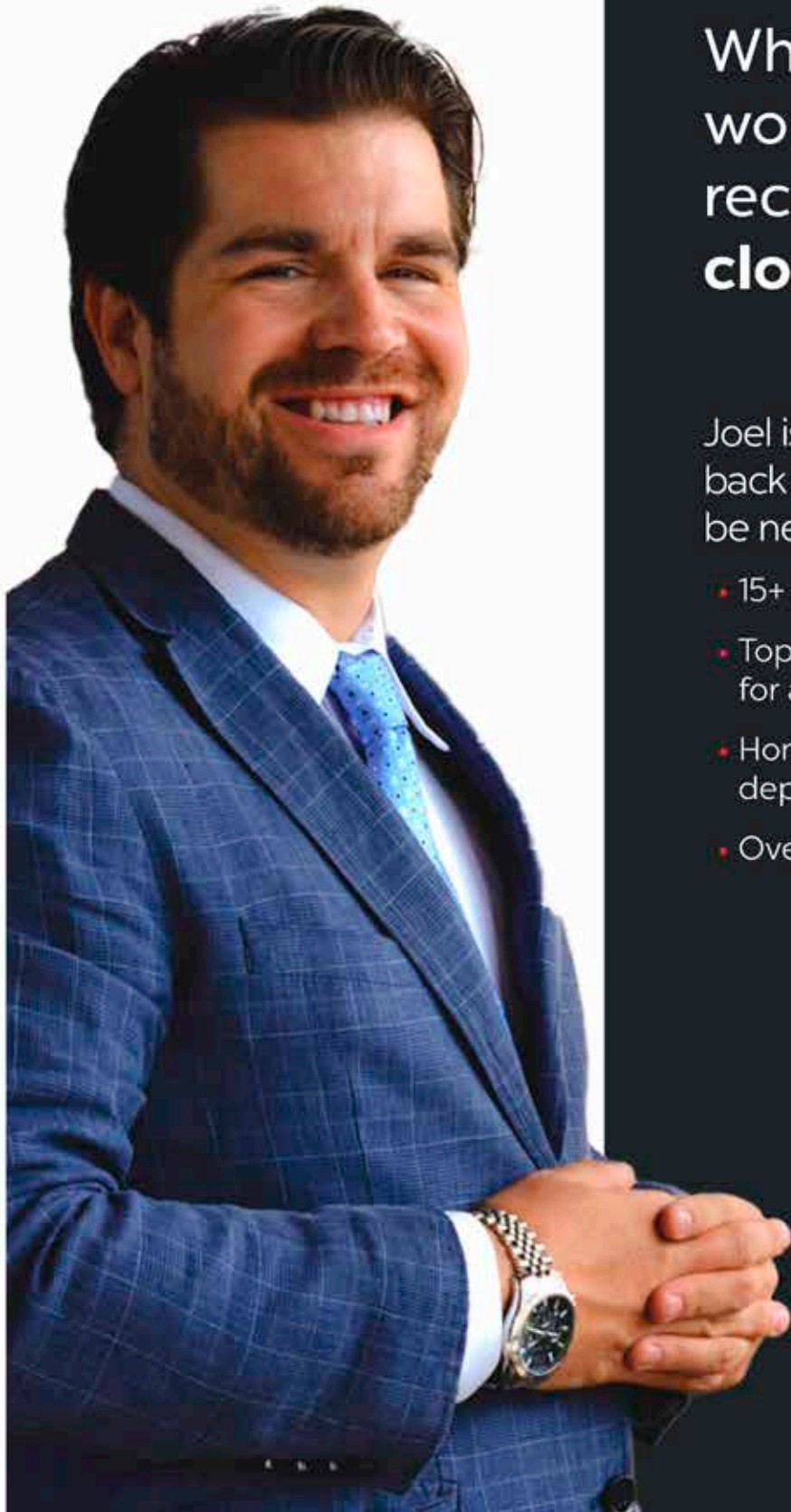
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2-Source: Mortgage Executive Magazine, 2018

3-Source: Guaranteed Rate's Internal Production Report.

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# PUBLISHER'S NOTE

One thing you might not know about me is that one of my favorite songs from the musical Hamilton is "Right Hand Man." I enjoy how Lin-Manuel Miranda paints the picture in the initial lyrics of British troops landing in New York Harbor, to Alexander's dedication to the cause of defending American soil, and George Washington's vulnerability upon entering the musical. With everything that has happened in 2020, it is easy to forget where we've come from as a nation for nearly the past 250 years. Can you even fathom if 32,000 troops (or whatever today's equivalent is) landed in Lake Michigan to oppose our way of life in Chicago?

It is no secret that our daily lives in the United States were paid for by the people who came before us. Other people struggled and sacrificed so we could flourish and have an abundance of opportunities to prosper. It never occurred to me while growing up in grade school that George Washington's life wasn't perfect! In my mind, he was always, as the song goes, "the model of a modern major general, the venerated Virginian veteran whose men put him on a pedestal." I encourage you to listen to the song on YouTube and try and visualize yourself in the middle of the American Revolution. This year I have felt outgunned, out-manned, outnumbered, and most definitely out-planned!

This all being said, it is equally important that we surround ourselves with positive people who are not afraid to speak truth into our lives. It is OK to enjoy yourself this holiday season and celebrate that we have thrived in 2020. Take pride in this. The year probably didn't quite line up to the business plan you created in the fall of 2019, but I can almost guarantee it forced you to slow down and hone in on the relationships that are important.

We figured the best way to close out the most unpredictable year ever was to have a little fun and put together a holiday sweater collage. Thank you to all who submitted photos and a huge thanks to our design team for the time and effort it took to create this (see pages 24-26). Bring on 2021!



Fighting the good fight,

**Andy Burton**

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## neighborhood nuggets

By Sarah Ware



# HYDE PARK

As someone born and raised on the South Side, it's simply in my nature to always be one of the first to share all of the good stories, especially in lieu of recent events. I've got some great stories to share with you about Hyde Park.

The South Side is full of gems—amazing places to go and to see, but there has always been some debate as to what some of the South Side gems are, or rather, which ones are peoples' favorites! But more importantly, people want to know "What is all the hoopla about Hyde Park?"

Let me tell you a bit about this amazing community.

You may all be surprised that there have been a few notable Hyde Park

residents—they include Muhammad Ali, Barack Obama, and department store founder Marshall Field. In addition, the University of Chicago, which is situated between the Hyde Park and Woodlawn communities, has helped spearhead several projects that have established some of the "Hyde Park Gems."

These projects include the 53rd Street shopping corridor that now boasts new restaurants such as Chipotle, Native Foods, and Roti; and relocating Starbucks to the corner of 53rd and Lake Park Avenue. I'm sure that those changes had a positive effect to the neighborhood's thinking, as it, in turn, brought in Trader Joe's, which stands on the corner of 57th and Lake Park Avenue, after Treasure Island left the neighborhood.

Some of my favorite gems are as follows:

Ascione Bistro ([ascionebistro.com](http://ascionebistro.com)) — I discovered this restaurant during the earlier months of

COVID-19. They had special menu items packaged around at-home dining available for pickup, which turned out to be a lifesaver.

Silver Room ([thesilverroom.com](http://thesilverroom.com)) — Currently located in the heart of Hyde Park, the Silver Room offers an eclectic mix of locally and internationally sourced handmade jewelry, accessories, clothing, artwork, and home goods. They also sell a curated selection of music. You can stop in to get a T-shirt that will display your South Side pride, buy a candle or accessory from a local vendor that is selling out of this location, or stop by and listen to some music when they have a live DJ on-site.

Since the development of Harper Court, I am looking for the

once-vibrant retailers to fill the stores with shoppers and those just wanting to be a part of the warmth of the neighborhood.

The old Harper Court now is occupied by the Hyatt Place Chicago-South University

Medical Center hotel, which sits across the street from the Harper Theater. Harper Theatre is a great neighborhood movie theater that, pre-COVID, offered the special ticket price of \$6 before 6:00 p.m. to help revitalize the theater and shopping traffic.

Other Hyde Park retail gems? Ja'Grill, Ulta Beauty, and LA Fitness! These and other stores and restaurants are starting to make the South Side truly a shopping destination—even if only for a few items.

In terms of real estate, the housing stock in Hyde Park is as diverse as the people who live in or near the community. You'll find that homes and buildings here have vintage details that add character as well as some of the older charm, and you'll find everything from walk-up condominiums to a mansion or two, all mixed into the same neighborhood.

These are just a few of the reasons why I love Hyde Park!

### About the Author

Sarah Ware, born and raised in Chicago, is no stranger to real estate. Having worked in corporate America for almost 20 years at various firms related to real estate, she took her knowledge and decided to concentrate on real estate full-time in 2007. After working at several brokerages, Sarah decided to open her own boutique brokerage in 2014. Her firm serves as one of the few in Chicago that holds the designation of being a 100% certified Minority Business Enterprise (MBE) and Women Business Enterprise (WBE). In light of this, she works on various government contracts for the City of Chicago and the State of Illinois.

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▶ on the rise  
By Jennifer Mitchell  
Photos by Sonya Martin

# Anik Zampini

## A Citizen of the World, Finding Home



As a child, Anik Zampini lived in countries all over the world and was exposed to many different cultures, beliefs, and philosophies. That defined and shaped his outlook on life and is likely one of the primary reasons why he finds such great success with his real estate clients.

Anik's mother was a Thai model and his father was a soccer player from Italy. They met in Japan and eloped because neither of their families approved of an interracial marriage. Their careers took them around the world to places like Nigeria, where Anik's brother was born, and Hong Kong, where Anik was born.

"I have lived in Nigeria, Hong Kong, Colombia, Venezuela, Thailand, and Italy, and I have traveled to many other places due to my parents' line of work," says Anik. "My experiences with people from so many different backgrounds helped shape my love and understanding of other cultures. It has allowed me to be more open and understanding, and helps me relate more easily to others. It also definitely helped me develop my social skills."

Anik moved to the United States when he was in elementary school and attended Hinsdale Central High School in Hinsdale, Illinois. From there, he went on to study philosophy at Ohio University. After graduating from college, Anik worked in education. He taught children in grades three to eight during his eight years as a charter school teacher, before serving for ten years as a principal for several of the LEARN charter elementary schools as they opened. During his last five years, he supervised other LEARN charter school principals while he served as the principal of a new middle school. But after eighteen years in education, Anik was ready for a change.

He was always interested in real estate and he knew that, much like his work in education, a career in real estate would allow him to help other people.

"I also like that real estate gives me the freedom to pave my future and write my own story," notes Anik. "My results, my income, and my wealth are all a result of the time and commitment I've invested into this career. I want to be able to provide for my family, and this career certainly allows me to do that."





Anik with his wife, Maggie, and their two daughters.

wife, Maggie, and their two daughters, Alessandra (four years old) and Adelina (two years old).

And when he gets some solo time, he loves to work out.

“Exercise not only keeps me in shape, but it gives me an outlet for stress and provides structure and routine in my day,” states Anik.

For those inspired by Anik’s success, he offers two pieces of advice: (1) value quality before quantity, and (2) never let the urgent eclipse the important.



Anik with his daughters, Alessandra and Adelina.

...  
Anik had been unimpressed with the quality of service he had experienced with REALTORS® he had worked with, so when he entered real estate, he wanted to be different and craft an offering that would help him stand out. To do that, he had to look no further than his background in education. “I look at real estate through the lens of helping others find the right home by informing and educating my clients about the process of buying or selling a home—in addition to educating them on the property itself. It excites me to be

able to provide my clients with that knowledge and quality of service.”

Anik’s success is not only evident in his sales numbers, but also in the number of repeat clients and referrals he enjoys. “You know you really did an excellent job if people are coming back to use your services again. That’s how I know I hit it out of the ballpark.”

Outside of the office, Anik loves going to the park, painting, watching movies, having picnics, swimming, and going to the beach with his

To Anik, success is a state of mind, and he is, as he says, “super-passionate about the things that I do.” So Anik is always looking ahead and is fully committed to continuing to serve clients through his real estate business.

“My goal is to never let people down or to fail. But if I do fail, I take it as a learning experience,” notes Anik. “I pride myself on my ability to give my all to everything I do. I’m really passionate about what I do, and I try to be there 100 percent for my clients because making people happy makes me happy.”

“  
MY EXPERIENCES WITH  
PEOPLE FROM SO MANY  
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# Holiday Spirit

## in Chicago Real Estate



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Jake Tasharski having a "Meowy" Christmas!



Mr. Chris Laubach and Ms. Chris Stockwell with their son, Harley Stockwell Laubach.



Bill Katsoolias enjoying some festive holiday attire with friends.



Some of the Burton family in matching holiday PJs.



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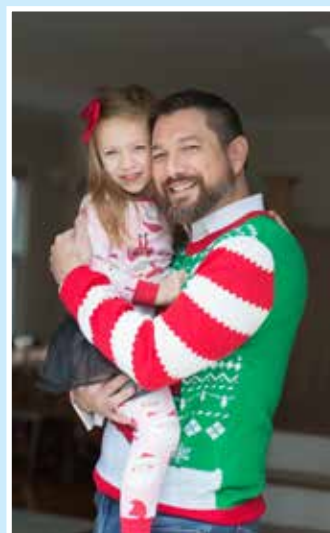




The Scott Group is excited about the holidays! (Team members: Matt Murphy, Jill Scott, Travis Smith, Meredith Beebe, and Darrell Scott.)



Patrick Loftus and his cat are ready for the holidays!



Anik Zampini and his daughter snug in their Christmas sweaters.



Anna Huls enjoying a warm drink in all her holiday spirit.



Janelle Dennis' dog in her holiday best!



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# Anna HULS

## ▶ agent feature

By Jennifer Mitchell  
Photos by Sonya Martin

### The Winding Path Toward Home

Since graduating from college, Anna Huls has worked in a number of roles in many industries while living stateside and abroad. But it all led to her becoming a top producer in Chicago.

“It’s always been a smooth flow from one thing to the next in my life,” says Anna. “Every person I’ve met has played a small role in shaping who I have become today.”

Anna grew up in the Morgan Park/Beverly neighborhood on the South Side of Chicago. She attended an all-girls Catholic high school, which she loved because it allowed her to focus on school and be herself. After high school, she studied history, pre-law, and Spanish at Eastern Illinois University.

“I always thought I wanted to be a lawyer, but after college, I was hesitant about going to school for three more years without knowing if I would actually like the profession. So I worked as a paralegal for two years, focusing primarily on commercial real estate law with some residential in the mix.”

Though Anna loved her work, she was in her early 20s and had a strong desire to travel the world. So she applied for a visa to live and work in New Zealand. She remained there (and in the Cook Islands) for three years, working at an Irish pub and at a skydiving company. After returning to Chicago, a friend informed Anna of a job opening at Flight Centre, an Australian travel agency. The job would allow her to continue to travel, and during her two years at Flight Centre, Anna visited South Africa, Thailand, and Jamaica.

At a Chicago street fest, Anna ran into a college friend who mentioned her boss’s partner was looking for an assistant at her real estate agency and, as Anna says, the rest is history.



“I remembered really enjoying my real estate law class when I was earning my paralegal degree, so the job was very enticing,” remembers Anna. “I never saw myself as a salesperson, so when I went off on my own after a year of working as an assistant, I was a little intimidated. But my now-husband was incredibly supportive and fourteen years later, I haven’t looked back.”

Anna started the Huls Group in January 2019. She wanted to mentor newer agents as well as have them assist her with some of her business. Ryan Main, who has been a REALTOR® for over six years, was the first to join the team. Valentine Mayer joined the Huls Group just after he received his license in the summer of 2019. “He doubles as my brother,” says Anna, and he brings his business experience in the wine and spirits industry to the table.







**“I love helping people transition to their next adventure.”**

is to create and maintain lasting friendships and surround herself with family and friends.

“I’ve always looked up to my parents and grandparents,” declares Anna. “My parents were both high school teachers and are the smartest people I know. I’ve learned so many valuable lessons from my family like money management, maintaining a tidy house, and keeping family traditions alive, like big Christmas and Thanksgiving dinners. My mom always used to read books to me and sing songs with me before I went to bed, so I now do the same with my son, Andrew.”

Anna met her husband, Sean, fifteen years ago. As an art director for Gatorade, her husband designs all the product’s artwork, as well as some artwork for other PepsiCo products. The two live in Logan Square with their two-and-a-half-year-old son, Andrew. Anna’s mother, brother, and his girlfriend live just two houses down the street.

Anna, Sean, and Andrew love to travel, go to the park, and spend time at their Lake Geneva summer home. It’s also important to Anna and Sean to host gatherings and get to know their neighbors. “Every year, except 2020, Sean and I host a block party for our neighbors, friends, and family. We believe in community, knowing your neighbors, being involved, and loving where you live.”



Anna skydiving at Lake Taupo in New Zealand (where she once lived).

Anna in Milford Sound during a trip to New Zealand.



“I started the Huls Group because I enjoy working with others in a team setting, and I believe that we can really learn from one another’s experiences,” shares Anna. “While we all have to pass the licensing exams in order to become REALTORS®, you get most, if not all, of your learning on the job.” For Anna, collaborating with other agents and learning what does and doesn’t work is essential to her business.

The most rewarding part of her work has been helping people move from one stage in life to the next. “Being able to help someone through an otherwise stressful time is very rewarding for me. I’ve learned something new from every sale, and I love helping people transition to their next adventure.”

Anna takes her job seriously and makes a point of ensuring her clients feel like they are fully informed throughout the entire home-buying process. She encourages other REALTORS® to really know their stats and contact clients before they even have a chance to reach out.

While her stats are important, success for Anna ultimately comes down to being happy. Her goal



The Huls Group in the summer of 2019 at the monument in Logan Square.



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▶ business  
By Katie Monge

# HOW TO DECLUTTER AND FIND ORDER IN 2021

Here comes 2021! It's time to start fresh and leave 2020 in the past! If you find that your organizing resolutions tend to get pushed to the wayside, you're not alone—organizing can seem like a daunting task. Working with one of the largest organizing companies in the city, I

have a few organizing tips to propel you into the New Year and help you reach your home organization goals in 2021.

## Tip #1: Start Small

Getting started is half the battle. When you look at an organizing project as a whole, it can seem overwhelming. If decluttering your kitchen is much-needed, start with the pantry and tell yourself that purging expired items

is enough of an accomplishment for one day. We promise that doing just this small step will feel so good it will be a catalyst for the large-scale changes you are looking to make. Before you know it, organizing your drawers, cabinets, and counters will be done and checked off the list.

## Tip #2: Love It or Lose It!

Take regular inventory of the things you own. Whether it is a collection of handbags or serving platters, we should love everything we own and be willing to give up the things we don't. Make sure that the valuable real estate in your cabinets and closets is only outfitted with your favorite pieces and nothing more.

## Tip #3: Create Systems — Basket and Bins Can Always Be Repurposed

Even if you aren't hiring a professional from the start, organizing requires an initial investment. However, our experience has shown that clients never regret purchasing neutral baskets and clear bins. These items are easily transferable from one room or home to another. The key is to make sure they are neutral in color so that if they currently store your son's toy trucks but

need to be used in the garage someday, a quick change of the label is all they'll need. Neutral bins and baskets help you maintain organizational structure day-to-day, and they help you keep your house "showroom-ready."

## Tip #4: Measure before You Purchase

What's one of the most common mistakes we see? People will purchase a bunch of storage solutions before they've figured out the number and sizes they really need. Before you buy any new containers, take the time to purge the clothes you no longer wear, the files you no longer need to keep, the medicines that have expired, etc. Also, make sure you take careful measurements of your shelves and storage areas before you purchase storage bins, baskets, boxes, and the like, so you won't find yourself with organizing solutions that won't fit into the spaces you want them to be.

## Tip #5: Label! Label! Label!

Labeling really takes your organization to the next level. It helps make the "behind the scenes" of your home as beautiful as your perfectly styled house and will ensure that everyone in your family, and even visitors, will know where to find everything, and where to put it away!

## Tip #6: Get Rid of the "Junk" Drawer

Having a place to store "junk" enables you to avoid putting those items in proper, designated places. It only takes five minutes to go one step further and put all "like" items together instead of tossing a bunch of miscellaneous items into one drawer or space.

## Tip #7: Organize Toys by Category

Right after a birthday or the holidays, when you need to create room for new toys, tends to be a great time to part ways with old faves that have lost their favor. When it comes to organizing toys, there's no need to over-complicate things. Keep it simple: create broad categories for toys and label accordingly. For example, instead of designating one basket for Barbies, another for American Girl dolls, and so on, label one large basket "dolls" and keep all in the one basket. This helps create ease and opportunities for your kids to successfully complete the task of putting their toys away.

## Tip #8: Call in Reinforcements!

Last but not least, don't be afraid to call in some help! You may have the basics to start the process, but let's be honest, everyone is busy these days and you can always use the help of a professional to get the job done quickly and efficiently the first time around.

## About the Author

Katie Monge is the owner of NEAT Method, a luxury lifestyle service company committed to bringing style, comfort, and efficiency to every home. NEAT Method opened its doors in 2010 and has become one of the largest organizing companies in the city. Katie leads the way in finding sustainable solutions that make living an organized life attainable and sustainable. You can find out more about all the ways Neat Method is there to help you organize your 2021 at [www.neatmethod.com](http://www.neatmethod.com).







▶▶ partner spotlight

By Jennifer Mitchell  
Photos by Sonya Martin

# Ryan Pierce

## with A and N Mortgage



## Understanding the Importance of Putting the Client First

You know your business is a success when it's 100 percent referral-based. And that is the case for Ryan Pierce, senior vice president of mortgage lending at A and N Mortgage. What's more impressive is the number of REALTORS® and real estate professionals who hire Ryan for their own personal home purchases.

"A number of professionals in our industry trust me not only with their clients, but also with their personal interests, and I take that as a tremendous compliment," notes Ryan. "REALTORS® have the choice of working with any lender they want to for their own home loans. Most lenders would love the opportunity to be the expert that they can rely on. The fact that so many professionals choose to work with me means a lot, and it's not something I take for granted. It reassures me that I'm doing a great job and treating my clients well."

Ryan is likely earning the business of his colleagues and partners because he takes a customer-centric approach to lending.

"I put the client first, so it's more of a consultative sales process where I prioritize what works best for them," explains Ryan. "The result is that the customer feels like they're accomplishing their goals at their speed."

If that isn't reason enough to work with Ryan, he's also a Chicago guy. Born in Chicago and raised in Highland Park, Ryan moved back to the city twenty-two years ago and currently resides in Lincoln Park with his wife, Nancy, and their two sons, Charlie (sixteen years old) and Kingston (nine years old). But he hasn't worked in real estate that entire time. He started his career working in digital advertising.

"I was working in advertising on September 11, 2001," remembers Ryan. "My office was next to the Chicago Board of Trade Building. They were evacuating my building, but I insisted on remaining at my desk so I could finish a proposal for my client, a dog food company. I felt it was too important to not finish. When I eventually got home and saw the destruction on TV, I realized that what I was doing had little to no impact on anything important. It suddenly felt like it wasn't where I was meant to be, so I decided to find something else to do with my life." ...







Ryan with his family in Moab, Utah.

thrive thanks to his ability to adapt the tools of the day while holding on to his values.

“There will always be new ways to find business and market yourself,” explains Ryan. “Once, it was making phone calls, then it was email CRM, now it’s all about social media. But the simple, tried-and-true methods for acquiring and maintaining clients are to work hard, be consistent, and persevere. If you want to be in the top one percent of what you do, then you have to be willing and able to do more than the other ninety-nine percent of your competition.”

Outside of work, Ryan loves to write. In fact, in 2014, he wrote



“ MY PRIMARY GOAL IS TO REMOVE STRESS FROM THE HOMEBUYING PROCESS AND HELP MY CLIENTS FEEL CONFIDENT ABOUT WHAT THEY’RE ACCOMPLISHING. ”

...

Shortly after that, Ryan ran into a friend who worked in the mortgage industry, and after learning more about it, he decided it would provide a good opportunity to help people in a way he wasn’t able to before. He switched careers and worked as a wholesale mortgage banker for thirteen years before becoming a loan officer in 2014.

Ryan joined the team at A and N Mortgage because he had done business with many of the firm’s key employees as a wholesale mortgage banker and felt that they were professionals who handled their business the right way. They were the kind of people he wanted to surround himself with, so that’s exactly what he did.

“The mortgage lending business is really interesting because it’s an ever-changing industry. The guidelines are always changing, the ups and downs of the economy affect how we work, and the landscape of client awareness is vastly different than it was previously because clients now have so much more information at their fingertips. And now we’re dealing with historically low interest rates and a global pandemic. So you constantly have to adapt and find ways to thrive. It’s easy to get into this business, but extremely difficult to sustain a high level of success over a long period of time.”

Fortunately for Ryan, he’s up for the challenge. As of October 2020, he increased his purchase volume by nearly double what he had achieved in all of 2019. He’s able to



a book entitled *The Fiction of Life*. He has also played guitar since he was eight years old and banjo since he was nineteen. He’s happy that he gets to share his love of music with his sons now—they play music and go to concerts together.

But the reality is, it can be difficult to walk away from work when you’re a lender.

“Most people will tell you that I respond to emails and answer my phone at all hours of the day. I don’t do that to impress people; I do it because we are dealing with our client’s biggest asset. My primary goal is to remove stress from the homebuying process and help my clients feel confident about what they’re accomplishing.”

For more information about A and N Mortgage, visit [www.anmtg.com/our-team/ryan-pierce/](http://www.anmtg.com/our-team/ryan-pierce/) or reach Ryan directly at [ryanp@anmtg.com](mailto:ryanp@anmtg.com) or 773.255.2793.







▶ agent feature

By Chris Menezes  
Photos by Heather Allison  
Love Photography

# JAKE TASHARSKI

## ACCOMPLISHING HIS BIGGER VISION

Jake Tasharski never had a burning desire to be at the top of the industry or to be recognized amongst the best of the best in real estate. He's an introvert at heart and a happy homebody most of the time. He's gotten to where he is today—a CAR® Top Producer for 2018 and 2019, receiving five-star agent recognition for 2019 and 2020, and listed under Expertise.com's "20 Best Chicago Real Estate Agents 2020"—by committing to his clients and their best interests, and establishing himself as a trusted advisor.



Jake with Katherine Lindow (his operations manager).



...

“I’m most competitive with myself and try not to worry too much about what others are doing; instead, I focus on what I could be doing differently to embody the best version of myself,” says Jake.

Ever since Jake left his hometown of Plainfield, Illinois, to study architecture at Arizona State University, away from everything and everyone he knew, he’s kept his eyes focused straight ahead.

Jake has always loved architecture, city development and planning, and discovering different neighborhoods and local hot spots. He initially became fascinated with the house-hunting process as a teenager when his mom had to sell his childhood home during a divorce. They toured over 100 homes before finding the right one.

# “I FOCUS ON WHAT I COULD BE DOING DIFFERENTLY TO EMBODY THE BEST VERSION OF MYSELF.”



Jake and his friend, Carolyn, making a craft cocktail with fresh herbs from the garden.



Jake with his baby niece, Rosey.

After being accepted into Arizona State University’s undergraduate architecture program, Jake was ready for an adventure. The four years that followed were instrumental in shaping his independence.

“It was during this time that I became comfortable with who I am. Finding truth and acceptance within led to a fundamental shift around control and happiness. Life is short, and provided you aren’t hurting others, no one should stop you from living it the way you see fit,” says Jake.

Jake later passed his real estate exam at the onset of the Great Recession. Without a thoroughly established network in Phoenix, coupled with little to no experience and the realization that few buyers existed in the trenches of the recession, Jake decided to pack up and move home to Chicago, opting to get his feet wet in the rental scene instead.

“The decision to move home was not an easy one, though I realized stepping back was going to be the best way to

accomplish my bigger vision,” he says. “Hitting the reset button with leasing allowed me to secure a sound footing in my business that I have continued to build off year after year.”

Jake started his real estate career in the fall of 2010 as a luxury apartment locator in downtown Chicago, connecting renters with premier, top-tier Class A apartment communities. After a few years, several of his clients began expressing interest in home buying. He knew it was time to get his broker’s license and help them navigate their next chapter in life, as he started his own as well.

Determination, organization, follow-up, and consistency have brought Jake to where he is today. By focusing on the client, setting clear expectations up front, and giving honest advice, Jake fosters consistently

positive customer experiences, fueling his repeat and referral business.

“I’m passionate about transparency with clients, especially during shifting market tides. 2020 has been an emotionally unraveling year for many. I not only want to be the sounding board to help my clients through challenging times, but it’s also my responsibility to advocate for their best interests. I am as candid as possible, even when sharing difficult news about the outlook of their investment. Trusted advisors advise, which means telling their clients not what they want to hear, but what they need to hear,” says Jake.

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When Jake isn't working with clients, he enjoys creating and working on random projects—whether building a small piece of furniture, taking on a home DIY project, or having an “art night” with friends. During warmer months, you can often find him tending his urban garden, on bike trails across the city and North Shore, or wrapped up in one of his hammocks. When Chicago freezes over, he is usually snuggled up with his cat, Oliver, listening to his growing vinyl collection or planning his next big getaway. Whether it be high up in mountains or tucked deep in the woods, Jake's happy place is being one with nature while practicing mindfulness and meditation.

“Nothing good in life comes easy,” says Jake. “Success takes time, grit, and perseverance. Stay organized, stay in touch, stay professional, and always do what you say. The rest will fall into place. And stick with it—the rewards are worth the hurdles.”



Jake and his cat, Oliver.

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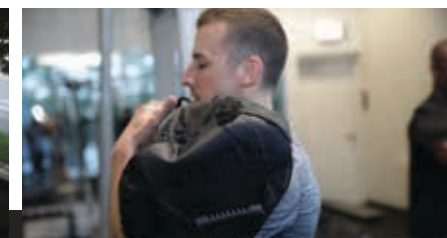
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► business  
By Joe Zimmerman

# The Journey to Becoming “ONE” Team

## How Three Keller Williams’ Market Centers Joined Together to Launch a Brand-New Company

2020 has been the year of the unexpected and the unplanned. However, that’s not the case for Keller Williams ONEChicago—one of the newest real estate giants serving the Chicagoland area. For them, it’s about sticking to the plan.

### Organic (Yet Strategic) Growth

In January of 2020, leaders and investors from Keller Williams Chicago-Lakeview, Keller Williams Chicago-Lincoln Park, and Keller Williams Chicago-O’Hare came together to discuss the year ahead for each of the three market centers. They each wanted to

deepen the Keller Williams culture in Chicago by increasing market share, onboarding new agents, supporting current agents through training opportunities, and providing premium service to clients. From that conversation, the next steps were evident: the three offices would come together to form a brand-new entity, Keller Williams ONEChicago.

### Navigating Change and Sticking to the Plan

Plans were slowed down, but not destroyed, when the COVID-19 pandemic began in March 2020. The three offices paused

to support their associates and clients through those initial months of great adjustment and uncertainty. In many ways, however, the pandemic underscored what the three offices already knew to be true. “Now, more than ever, we see the importance of collaboration, networks, and flexibility,” says operating principal, Josh Weinberg. “Working through these difficult times, we saw how we’d be even stronger if we came together in a way that allowed us to share our expertise, and increase our inventory and opportunities to collaborate with one another.”

By summertime, plans to become ONEChicago resumed. “This coincided with an uptick in the real estate industry, which made it an especially busy time for our agents and associates,” says chief growth officer, Joe Zimmerman. “It was great to see that even in an increasingly virtual world, there is a sense of unity, and a shared passion and purpose that has allowed us to form ONEChicago.”

ONEChicago will keep its three offices in Lakeview, Lincoln Park, and O’Hare and has plans to add more offices in the future. Additionally, the company is actively looking for and welcoming agents to the group.

### ONE Goal

ONEChicago isn’t shy about their ultimate goal: “We’re here to change the landscape of real estate in Chicagoland,” Weinberg says. “ONEChicago will impact clients, prospective and existing agents, and other brokerages.” He made note of the following:

- Keller Williams has a unique business model that offers generous profit-sharing opportunities to its agents and associates.
- ONEChicago is a full-service residential and commercial real estate company with over 450 agents and counting.
- Keller Williams has received numerous awards in technology, training and education, innovation, diversity, and more.

“On top of the accolades and associate perks, we’re operating with a mindset that looks at the real estate industry in a whole new way,” Weinberg says. “Instead of thinking of this being a field of scarcity and living in that fear that there’s not enough for everyone, we believe that real estate is a field of abundance. When we realize how many opportunities are at our fingertips, it creates an environment of peace that allows our associates and clients to succeed.”

Zimmerman believes the opportunities for associates is what sets ONEChicago apart. “Our associates are the Keller Williams brand. They are the business owners who are empowered to control every transaction with our ethical, integrous, and proven systems and business models,” he says. “We also have a culture that encourages associates to collaborate with each other. This freedom and access to shared resources result in better business and a better client experience.”

Weinberg points out, “As we grow our team, it’s going to allow us to introduce Keller Williams to parts of Chicagoland we haven’t done business in yet. We want to bring our expertise to all seventy-seven of Chicago’s neighborhoods plus the surrounding suburbs—and this is a giant leap in the right direction.”

### This Is Just the Beginning

“There’s that old saying, ‘If you want to go fast, go alone. If you want to go far, go together,’” Weinberg says. “We are moving quickly, we’re staying ahead of the game, but we’re also in this for the long-haul. We know that we can do so much more as a unit than we could have as three individual companies. We’re so proud of ONEChicago, and we’re excited for what this means for real estate in Chicagoland. It’s exciting to see the plans unfold.”

### About the Author

Joe Zimmerman is the chief growth officer at Keller Williams ONEChicago. He is also a top producer and captain of the Zimmerman Property Group, which continues to rank within the Chicago Association of REALTORS® Top 1%. He has dedicated his career to helping real estate professionals thrive and ensuring each client has the best experience during every transaction. Beyond real estate, Joe is a family man—and he enjoys doing whatever possible to keep his family happy and help them succeed!

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# PATRICK LOFTUS

WITH LOFTUS LAW, LLC



▶ partner spotlight  
By Chris Menezes  
Photos by Heather Allison Love Photography

## *Putting the Fun in Law*



Let's face it—law firms are often considered pretty stale and boring places. Although most things surrounding the law are serious, like big real estate purchases, there are ways to make the experience less drab and a little more enjoyable. Patrick Loftus understands this more than most lawyers. By taking a highly personal approach with his clients, Patrick has found a way around the bore.

While most law firms rely on support staff to be the primary contact with clients, and their clients may not have a single conversation with their lawyer until the day of closing, if ever, that is not the case with Patrick.

“Each one of my clients gets to work with me directly. I don't have an assistant handling the heavy lifting. If a client needs an hour of my time on the phone, I give it to them. They can call, text, email, fax, whatever, whenever they need to talk to me. I'm not trying to run the most efficient law firm—I'm trying to run the law firm that provides the best possible experience for my clients,” says Patrick.

...



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Patrick's favorite part of his business is the people he works with. "Ideally, I want to work with people who share the same client-focused philosophy as I do. But work doesn't have to always feel like work. I know that I've found a good person to work with when, more often than not, a work conversation turns into a personal one," he says.

A fun-loving adventurer who happens to be addicted to podcasts, Patrick can strike up a conversation with anyone. So it's probably no surprise to learn that he loves to travel both domestically and internationally—he usually travels two to three times a year to other countries. "My partner and I were in Los Angeles in January to celebrate her birthday at Universal Studios (I almost had to get involved when Puss in Boots started hitting on her),

and we made a spur-of-the-moment decision to go to Washington, D.C., in August so that she could vote in the Belarusian presidential election. And in normal times, I sneak down to Florida to visit my sister and adorable niece as often as I can," he says. Patrick also loves playing disc golf, hockey, cooking with his partner, watching "trashy" TV shows, and sneaking in a few rounds of *FIFA* or *Fall Guys* on PlayStation 4 before going to bed.

"Life is too short not to have fun and enjoy the people you work with," he says. "Don't get me wrong, I take my business very seriously, because there is a lot on the line in each deal I handle. However, that doesn't mean we can't at least try and enjoy ourselves too, and have a laugh or two along the way to closing deals and making money."

Patrick's exciting life aside, when it comes to real estate, he knows his stuff. He's had the good fortune to have seen the business from almost every angle. A Chicago native, Patrick grew up around real estate. His mother was a REALTOR® and his father owned a development and construction company.



Patrick in Tbilisi, Georgia (country not state), at the top of the aerial tramway.

Patrick and his partner.

Patrick worked construction in the field and then as a lawyer after he earned his degrees from the University of Illinois at Urbana-Champaign and the Paul M. Hebert Law Center at Louisiana State University.

"You could say that real estate is in my blood," he says. "Now, almost twenty years into practicing law, residential real estate transactions are my focus, and my clients get a premium experience. Buying or selling a home is an emotional experience for most people, and I enjoy guiding them through that experience."

Patrick has also been playing a lot of disc golf recently and he invites you to hit him up for a round. "If anyone is curious about disc golf, contact me via email, and I'll Amazon you a disc and take you for a round this spring," he says.

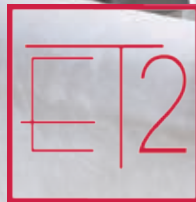
Patrick invites you to give him a call for your next closing at 773-632-8330 or visit [www.loftus-law.com](http://www.loftus-law.com) – and don't forget that next round of disc golf (or a coffee or beer if that's more your speed)!

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▶ on the rise  
By Chris Menezes  
Photos by Carlos Miranda

# Whitney Wang

FULLY ENGAGED

**With a diverse background, an adventurous curiosity, and a willingness to explore new things, Whitney Wang has carved out many paths for herself throughout her life. She immigrated from mainland China to the United States twelve years ago to complete her MBA in financial management and went on to work in the tech, manufacturing, and banking industries.**

As Whitney endeavored into the banking industry, working as a financial analyst in commercial banking, she soon found the humdrum, nine-to-five—day in, day out—corporate job stifling to her adventurous spirit.

“I just couldn’t see myself being there for another three to five years. I wanted something new,” she says.

Whitney began exploring the idea of real estate and obtained her broker’s license in late 2016. She started her real estate career with Prospect Equities, primarily handling leasing assignments before transitioning into sales.

“Prospect Equities offered me a great opportunity to really hit the ground running by representing high-end rental clients early on in my career, so I was well-equipped with the transition to buyers and sellers from the familiarity of learning and understanding client needs overall,” says Whitney.

Whitney accumulated several rental transactions right out of the gate and sold her first property within six months of starting her career. She was named Rookie of the Year by her company in 2017 with \$5 million in volume and seventy rental transactions. By 2018 she was a CAR® Top Producer. Last year, she produced \$10.5 million in sales volume and over forty rental transactions.

...





“

**I'M ALWAYS PUSHING MYSELF FORWARD AND PURSUING HIGHER DEVELOPMENT IN MY OWN SKILLS AND KNOWLEDGE, KEEPING MY STANDARDS HIGH BY ALWAYS DOING THE RIGHT THING.”**



service—focusing on my clients’ demanding needs and exceeding their expectations in order to build strong, long-term relationships, making homeownership and the real estate investment process more enjoyable and accessible to all local and international prospects,” Whitney explains.

“I am passionate about real estate and I believe what I am doing matters to other people. I’m always pushing myself forward and pursuing higher development in my own skills and knowledge, keeping my standards high by always doing the right thing.”

years when she was younger and still enjoys doing so when the chance arises.

As Whitney continues to pursue her passions, helping as many people as she can to find a comfortable place to call home and enjoy themselves, she will continue to go far in her accomplishments, loving every moment along the way. “I am very grateful for our industry and the people who make this business so interesting and extraordinary,” she says.



Whitney has become so busy that she is at the point in her business where growth has become a necessity. She is currently looking to utilize more people on her team—the Whitney International Group—in order to service more clients, and is passionate about driving that growth in her business.

Outside of real estate, family is everything to Whitney—spending time with her husband, traveling, and staying in contact with her parents in China. She is a very active person and enjoys working out, meditating, walking through nature, reading, and traveling. She danced for about ten

•••

“Being a broker accomplished several goals I sought: freedom of schedule, independence, helping others fulfill the dream of home-ownership, and the thrill of meeting new people nearly every day while visiting beautiful properties as a way of life,” says Whitney. “I love working with people and I love understanding people because I want to create a comfortable environment for them to enjoy themselves.”

Whitney particularly works with overseas property buyers, especially from the greater China region. “My focus is offering a personalized



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## CHICAGO RP REAL PRODUCERS.

### Jam Session #19 Facebook LIVE

An organic conversation about Chicago real estate



Chicago Real Producers invites you to tune in via Facebook Live (technology permitting)

**Tuesday September 22nd 9:15 am CST**

## Top REALTORS® and Preferred Partners Engaging Virtually

We would like to give a huge shout-out to the *Chicago Real Producers* community! It has been awesome to see how everyone has connected, inspired, and elevated each other in 2020. While we miss seeing you all in person for most of 2020, we are excited to continue to build value for both our REALTORS® and Preferred Partners during a time when we are unable to host in-person events.

It has been a pleasure to continue to host virtual jam sessions through the end of this year. These small group Zoom calls were designed to get a handful of experts on a call (both REALTORS® and Preferred Partners) to discuss what they are seeing in their industry and to help add value to the individuals who are able to attend. This is a great way to meet people on a more personal level and to get to know what's happening in different industries in the real estate community.

The jam sessions have been filled with creative ways to encourage our *Chicago Real Producers* community to continue to engage and serve as a way to build relationships. Plus, it has been great seeing even more engagement as we have recently been hosting sessions on Facebook Live!

We are excited to share a handful of screenshots from some of our recent virtual jam sessions.

A huge thank you to all our amazing REALTORS® and Preferred Partners for your willingness to join together as a community and maintain our human connection!

We have received great feedback about these events so we are continuing to schedule them in early 2021! Want to join one? Let us know by emailing us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com).

## CHICAGO RP REAL PRODUCERS.

### Jam Session #20 Facebook LIVE

An organic conversation about Chicago real estate



Chicago Real Producers invites you to tune in via Facebook Live (technology permitting)

**Tuesday September 29th 9:15 am CST**

## CHICAGO RP REAL PRODUCERS.

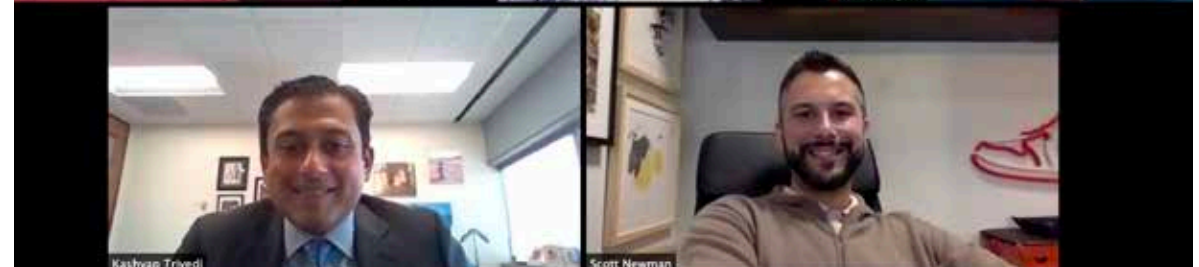
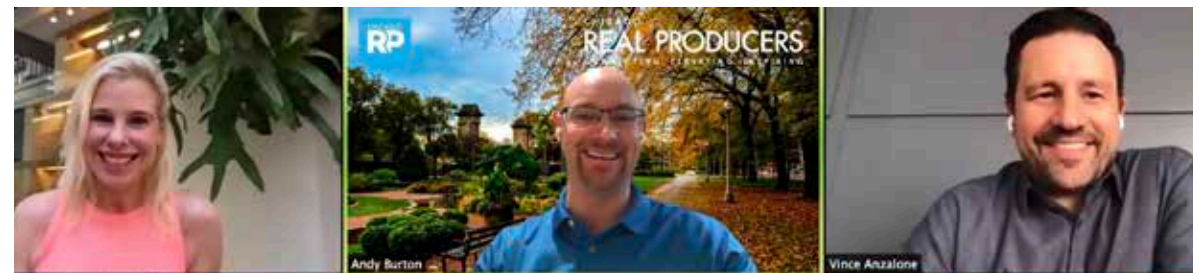
### Jam Session #21 Facebook LIVE

An organic conversation about Chicago real estate



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**Tuesday October 6th 2:00 pm CST**



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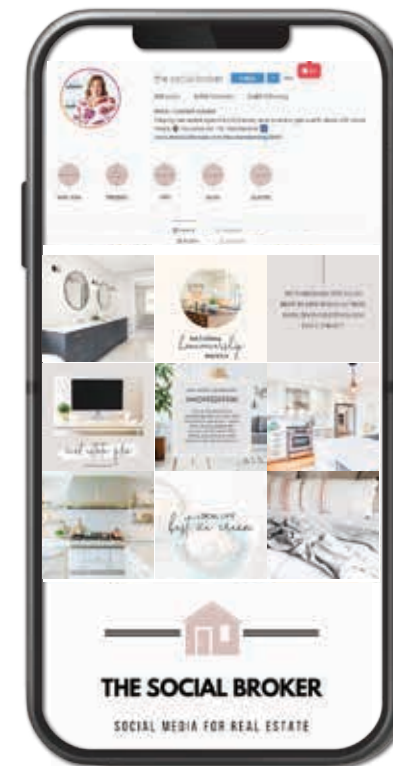
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▶ cover story

By Jennifer Mitchell

Photos by Heather Allison Love Photography



# THE DOWELL GROUP

THE YIN AND THE YANG OF HUSTLE AND REST ...



...

**For Danielle Dowell, a successful real estate career is all about finding the balance between hustling hard and taking breaks. That and assembling and motivating an excellent team of interesting people.**



Born in Orange County, California, Danielle moved around quite a bit as a kid. In the fifth grade, she landed in a small town in Missouri where her graduating class had only fifty-four students. While playing team sports, Danielle learned how to be part of a team filled with different personalities, how to help her teammates along the way, and how to adapt to new environments.

Danielle considers herself fortunate because her parents taught her, and her three siblings, how to work hard, but they didn't put unnecessary pressure on them.

"Ultimately, my family just wanted us to be happy," states Danielle. "My parents weren't worried about keeping up with the Joneses. Many of my siblings didn't go the traditional college and corporate career route, but we've all found success in our lives."

After high school, Danielle worked in the hospitality industry as a bartender and restaurant manager. She was living in St. Louis when her boyfriend at the time got a new job, and the two moved to Chicago. With the move, Danielle decided to change careers.

"I knew some people who worked in the mortgage and appraisal business and it seemed like there was a lot of crossover between hospitality and real estate," explains Danielle. "In both industries, your goal is to please your clients. You also need to be able to understand different personalities and be like a chameleon—adapt to your surroundings. I also liked that you didn't need a college degree or a ton of experience to be

successful. You just need to work hard. I have always been someone who out-works a lot of the people around me, so I decided to give real estate a try."

Danielle worked as an assistant for two-and-a-half years before helping her boss run the team. Then in 2014, Danielle branched out to start her own team.

"As you grow as a REALTOR®, what's important to you changes," notes Danielle. "Some years, I'm solely focused on beating the past year's numbers. Other years, I step

back and take more time to travel or spend time with my family. It really goes back and forth."

Looking to the future, Danielle is hyper-focused on growing a team that performs well. She's hoping to take more of a back seat and encourage her team to be more involved with clients. She'll still close plenty of deals, but she hopes to spend more of her time mentoring her team members.

Danielle loves spending time with her family and traveling, and she understands her employees have similar desires. That's why she's also making it her goal in the next few years to allow everyone on her team to have one full month off each year so they can truly relax, unplug their phones and computers, and recharge.

...



Danielle with her team: Melinda Cabanilla (Agent), Jamie Book (Agent/Office Manager), Michelle Michalski (Agent), Danielle Dowell (Team Lead), Marie Parodi (Agent), Ayushi Kukreja (Agent), and Chad Chodoronek (Agent).





Danielle on a deep-sea fishing trip!

• • •

“There is so much going on with the constant dinging of social media, emails, texts, and phone calls,” claims Danielle. “The wheels in your brain are constantly turning, and I believe you need downtime to reset in order to remain aggressive and competitive, and maintain your passion for the work.”

When Danielle does have downtime, she heads to her house in Missouri to spend time with her siblings and their children. When she travels, she especially loves to go to places where she can go deep-sea fishing or drive on the open road.

“When I’m deep-sea fishing, it’s the only time I feel truly disconnected from the world,” notes Danielle. “It’s just me and the open waters, which makes it easy to relax. I’m also a pretty big car lover. They are so beautiful, and I love driving, so road trips are huge for me. I would always rather drive somewhere than fly as long as I have the time to do it.”

For those hoping to run their own real estate business, Danielle notes the importance of simple database entry and marketing to people in a really specific way. She also believes consistency is key: “It’s the only way to make money and get more clients in the long-term.”

She recommends keeping up with technology, reading articles, and staying current with real estate trends.

“Essentially, you need to be really interested in and passionate about what you’re doing,” says Danielle. “Otherwise you’ll burn out or wind up feeling really unhappy. But if you have a passion for the work, it will drive you forward.”

“I believe you need downtime to reset in order to remain aggressive and competitive, and maintain your passion for the work.”



Danielle and her nephew and godson, Asher.

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▶ making a difference



By Shoshana Buchholz-Miller

Harnessing the power of community to support Chicagoland's most vulnerable children.



Lane Tech high school students collecting gently used items.

# Cradles to Crayons

In four short years, Cradles to Crayons Chicago has provided essential items such as clothing, shoes, personal hygiene items, school supplies, and toys to more than 350,000 children experiencing poverty throughout Chicagoland. A national nonprofit with operations in Boston, Philadelphia, and Chicago, Cradles to Crayons addresses clothing insecurity and provides children from birth to age twelve with the essentials they need to thrive—at home, at school, and at play—to help them navigate the world with confidence and self-respect. Almost 250,000 children in the Chicagoland area experience poverty, and for many of them, clothing insecurity means that they don't own a pair of snow boots or a winter coat. For example, our organization worked with one family with two young daughters who took turns going to school in the winter because they only had one coat between them.

But clothing insecurity also impacts children's lives in less obvious ways. A child may have clothes, but their family may not have access to a washing machine, so an outfit that gets dirty stays dirty. Hand-me-downs may be too small or too big, or be for the wrong-age child (styles that are either too young or too old for the recipient). In addition, such mismatched clothing may draw attention to the fact that the clothes might have been received from a charity, and that can impact a child's self-esteem.

At Cradles to Crayons Chicago, we are a small, but mighty team of fifteen staff members; we rely heavily on our dedicated volunteers. Our network of fifty-four service partners—other community-focused service organizations—request needed items for the kids we serve. Our volunteers work in our warehouse, The Giving Factory,

to sort through and quality-check all donations and put together our KidPacks (bags filled with clothing, shoes, toys, personal hygiene items, diapers, and more), which are picked up by our service partners and distributed to thousands of children every month.

Since March 16, 2020, nationwide, 55 percent of low-wage workers with young children have reported that someone in their household had been laid off due to the pandemic, and those surveyed reported that they had to cut back on clothing purchases or laundering in order to buy other basic household goods, like food and medicine. In Chicago, where 20.6 percent of Chicagoans live below the poverty line (the national average is 13.1 percent), Cradles to Crayons saw an enormous increase in demand for a variety of essentials as compared to the same time period in 2019: 600 percent for diapers, 289 percent for wipes, and 113 percent for personal hygiene items.

Now, as the weather grows colder, we anticipate an increased demand for warm winter items like coats and boots. Last year, we provided 20,000



Distributing learning supplies for 50,000 Chicagoland children to start the school year ready to learn.



Volunteers from the Michigan State alumni group.



Distributing emergency essentials during the pandemic to partners around Chicagoland.

children with clothing to keep them safe and warm. But during these hard economic times brought on by the pandemic, we know we will need to serve even more children.

This winter, we aim to provide 37,000 Chicagoland kids with new or like-new winter coats, boots, hats, gloves and scarves, warm clothes, and personal hygiene items as part of our *Gear Up for Winter* initiative. Without basics like boots and warm winter coats that fit, kids can't safely go outside to play or accompany parents whenever necessary. And now more than ever, we need to make sure our most vulnerable children stay safe and healthy.

Cradles to Crayons is successful because we connect with and engage communities to get involved in this important work. We're calling on our network of neighbors, supporters, and partners to come together to support our children as winter approaches.

### How You Can Help

We're thrilled to welcome volunteers back into The Giving Factory. We've implemented comprehensive safety precautions: group sizes will be limited, masks will be required, social distancing requirements will be accommodated and followed, and we have enhanced the cleaning services at the site. We are eager to see you and any friends or family in your quarantine bubble for a volunteer shift. Our volunteers (adults and children ten and older) power our mission. When you volunteer with us, you join thousands of service-oriented individuals who have already made a significant impact in our community.

We've also restarted collecting like-new items of clothing as well as toys, and have taken extra precautions to safely continue to meet the needs of our community, including quarantining donations before sorting and distributing them and enhancing sanitization processes on all items.

We are accepting contactless donations at the following outdoor collection units:

- **The Giving Factory**  
4141 W. George Street  
Chicago, IL 60641
- **South Side YMCA**  
S. Stony Island Ave.  
Chicago, IL 60637
- **Bank of America**  
1301 E. Ogden Ave.  
Naperville, IL 60563
- **Bank of America**  
Buffalo Grove/Long Grove  
1300 North Arlington Heights Road,  
Buffalo Grove, IL 60089
- **Highwood Public Library**  
102 Highwood Ave.  
Highwood, IL 60040

Donation guidelines can be found at [cradlestocrayons.org/chicago/at-home/](https://cradlestocrayons.org/chicago/at-home/). Monetary donations can be made to our Emergency Essentials Fund or to our *Gear Up for Winter* initiative at [cradlestocrayons.org/chicago/donate-now/](https://cradlestocrayons.org/chicago/donate-now/).

### About the Author

Shoshana Buchholz-Miller is the executive director of Cradles to Crayons Chicago. She has spent her career working to address pressing social and human rights issues and inspires others to do the same. Previously, Shoshana was Illinois Holocaust Museum's vice president of education and exhibitions, providing strategic leadership, planning, and evaluation for education initiatives and exhibitions. Her experience also includes consulting program officer at the John D. and Catherine T. MacArthur Foundation, as well as associate director of the Anti-Defamation League Chicago/Midwest region. Shoshana holds a B.A. with honors from Duke University in political science and Russian language and an M.S. in international relations from the London School of Economics. Shoshana lives in Wilmette, IL, with her husband and three children.

For more information about Cradles to Crayons and how you can volunteer, please visit <https://www.cradlestocrayons.org/chicago/>.





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# TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to October 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	134	\$154,140,346	54	\$71,095,750	188	\$225,236,096
2	Matt	Laricy	168	\$73,971,648	181	\$91,661,763	349	\$165,633,411
3	Emily	Sachs Wong	68	\$93,091,750	33	\$43,461,875	101	\$136,553,625
4	Leigh	Marcus	140	\$88,950,700	49	\$29,456,467	189	\$118,407,167
5	Mario	Greco	137	\$73,745,870	55	\$30,681,750	192	\$104,427,620
6	Karen	Biazar	116	\$64,621,984	21	\$12,955,000	137	\$77,576,984
7	Grigory	Pekarsky	76	\$25,523,064	94	\$46,277,450	170	\$71,800,514
8	Melanie	Giglio	58	\$39,214,537	70	\$32,564,900	128	\$71,779,437
9	Sophia	Klopas	70	\$48,444,750	37	\$22,168,000	107	\$70,612,750
10	Carrie	McCormick	64	\$45,046,750	27	\$24,457,250	91	\$69,504,000
11	Elena	Theodoros	59	\$31,813,300	27	\$19,959,900	86	\$51,773,200
12	Brad	Lippitz	32	\$22,734,400	31	\$28,733,660	63	\$51,468,060
13	Tommy	Choi	42	\$21,656,500	51	\$27,728,100	93	\$49,384,600
14	Benyamin	Lalez	24	\$14,083,550	65	\$35,149,100	89	\$49,232,650
15	Jennifer	Ames	30	\$32,488,500	16	\$15,560,350	46	\$48,048,850
16	Sam	Shaffer	25	\$11,997,500	56	\$35,280,304	81	\$47,277,804
17	William	Goldberg	47	\$32,200,427	25	\$13,875,208	72	\$46,075,635
18	Julie	Busby	41	\$24,300,075	32	\$21,296,975	73	\$45,597,050
19	Timothy	Sheahan	46	\$32,021,928	21	\$12,646,878	67	\$44,668,806
20	Jennifer	Mills	43	\$29,794,460	24	\$14,637,234	67	\$44,431,694
21	Hayley	Westhoff	39	\$25,059,580	22	\$17,863,000	61	\$42,922,580
22	Nathan	Wilks	36	\$15,091,825	65	\$26,836,726	101	\$41,928,551
23	Katharine	Waddell	29	\$16,084,500	45	\$25,532,000	74	\$41,616,500
24	Chezi	Rafaelli	24	\$27,991,500	11	\$13,448,900	35	\$41,440,400
25	Jason	O'Beirne	52	\$30,682,200	14	\$7,227,000	66	\$37,909,200
26	Barbara	O'Connor	46	\$23,363,500	26	\$14,490,000	72	\$37,853,500
27	Nancy	Tassone	9	\$15,336,500	6	\$22,470,000	15	\$37,806,500
28	Daniel	Close	21	\$10,477,500	45	\$27,117,037	66	\$37,594,537
29	Millie	Rosenbloom	17	\$19,076,500	21	\$17,232,600	38	\$36,309,100
30	Santiago	Valdez	47	\$23,286,300	35	\$13,007,700	82	\$36,294,000
31	Keith	Brand	15	\$6,657,050	55	\$29,199,249	70	\$35,856,299
32	Layching	Quek	4	\$1,799,000	55	\$33,783,500	59	\$35,582,500
33	Melissa	Siegal	33	\$23,757,243	15	\$10,958,909	48	\$34,716,152
34	Timothy	Salm	12	\$31,404,000	3	\$3,040,000	15	\$34,444,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jill	Silverstein	16	\$9,239,000	34	\$24,932,250	50	\$34,171,250
36	Daniel	Glick	20	\$19,580,000	24	\$14,323,150	44	\$33,903,150
37	Lance	Kirshner	37	\$18,110,700	26	\$14,733,550	63	\$32,844,250
38	Matthew	Liss	35	\$21,748,900	15	\$10,923,500	50	\$32,672,400
39	Ivona	Kutermankiewicz	29	\$21,604,200	14	\$10,558,650	43	\$32,162,850
40	Sara	McCarthy	31	\$14,417,275	28	\$17,395,494	59	\$31,812,769
41	Debra	Dobbs	17	\$19,859,500	16	\$11,150,500	33	\$31,010,000
42	Nicholaos	Voutsinas	20	\$9,591,750	41	\$21,408,700	61	\$31,000,450
43	Scott	Curcio	37	\$13,714,494	38	\$17,184,301	75	\$30,898,795
44	Ryan	McKane	67	\$26,434,501	8	\$4,398,900	75	\$30,833,401
45	Joel	Holland	32	\$15,538,050	29	\$14,360,300	61	\$29,898,350
46	Kevin	Hinton	34	\$15,079,783	38	\$14,614,550	72	\$29,694,333
47	Melanie	Everett	13	\$5,550,900	51	\$23,257,700	64	\$28,808,600
48	Danielle	Dowell	36	\$18,454,250	21	\$9,990,000	57	\$28,444,250
49	Kelly	Parker	23	\$12,575,500	25	\$15,758,000	48	\$28,333,500
50	Lisa	Sanders	44	\$19,796,500	18	\$8,523,000	62	\$28,319,500

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**- Christophe DuPont, Broker**

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to October 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Amanda	McMillan	30	\$14,687,211	22	\$13,504,751	52	\$28,191,962
52	Steve	Genyk	17	\$19,093,500	9	\$8,767,500	26	\$27,861,000
53	Colin	Hebson	27	\$19,663,939	15	\$8,166,000	42	\$27,829,939
54	D	Waveland Kendt	32	\$16,814,100	16	\$10,990,400	48	\$27,804,500
55	Cynthia	Sodolski	21	\$15,226,000	21	\$12,073,600	42	\$27,299,600
56	Richard	Kasper	19	\$10,791,050	29	\$16,118,015	48	\$26,909,065
57	Elizabeth	Ballis	17	\$13,860,750	11	\$12,074,500	28	\$25,935,250
58	Lindsay	Everest	12	\$11,518,000	8	\$14,339,975	20	\$25,857,975
59	Grace	Sergio	36	\$24,873,800	2	\$693,650	38	\$25,567,450
60	Stephanie	Cutter	28	\$16,794,000	21	\$8,769,500	49	\$25,563,500
61	Joseph	Kotoch	15	\$8,760,000	35	\$16,596,500	50	\$25,356,500
62	Alexandre	Stoykov	13	\$5,577,000	44	\$19,572,900	57	\$25,149,900
63	Dennis	Huyck	27	\$14,455,930	13	\$9,773,533	40	\$24,229,463
64	Kimber	Galvin	27	\$15,839,950	15	\$8,138,750	42	\$23,978,700
65	Nicholas	Colagiovanni	18	\$11,207,500	13	\$12,604,000	31	\$23,811,500
66	Deborah	Hess	29	\$15,741,800	19	\$7,932,800	48	\$23,674,600
67	Margaret	Baczowski	11	\$14,252,000	6	\$9,415,000	17	\$23,667,000
68	Frank	Montro	96	\$18,762,799	29	\$4,855,375	125	\$23,618,174
69	Joshua	Lipton	16	\$16,230,000	8	\$7,239,500	24	\$23,469,500
70	Darrell	Scott	10	\$5,111,000	39	\$18,259,500	49	\$23,370,500
71	Lauren	Mitrick Wood	20	\$11,520,500	19	\$11,808,000	39	\$23,328,500
72	Alishja	Ballard	24	\$12,029,401	15	\$11,057,500	39	\$23,086,901
73	Laura	Meier	19	\$9,263,000	28	\$13,382,549	47	\$22,645,549
74	Kelly	Angelopoulos	23	\$12,943,000	17	\$9,680,000	40	\$22,623,000
75	Ryan	Preuett	14	\$20,184,500	2	\$2,269,000	16	\$22,453,500
76	Joanne	Nemerovski	10	\$13,730,000	13	\$8,675,000	23	\$22,405,000
77	Owen	Duffy	21	\$12,050,500	24	\$10,274,500	45	\$22,325,000
78	James	Buczynski	21	\$14,478,500	13	\$7,792,000	34	\$22,270,500
79	Nadine	Ferrata	19	\$12,677,500	14	\$9,589,499	33	\$22,266,999
80	Gwen	Farinella	6	\$19,712,500	2	\$2,357,400	8	\$22,069,900
81	Keith	Tarasiewicz	19	\$6,232,580	32	\$15,642,400	51	\$21,874,980
82	Robert	Picciariello	58	\$21,416,549	0	\$0	58	\$21,416,549
83	Juliana	Yeager	22	\$12,533,811	14	\$8,882,400	36	\$21,416,211
84	Lucas	Blahnik	23	\$12,959,013	19	\$8,426,250	42	\$21,385,263

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Christopher	Engelmann	5	\$1,761,500	41	\$19,362,600	46	\$21,124,100
86	Shay	Hata	25	\$13,340,250	16	\$7,650,500	41	\$20,990,750
87	Erlend	Candea	26	\$19,037,000	2	\$1,770,000	28	\$20,807,000
88	Nathan	Binkley	13	\$8,770,000	18	\$11,889,000	31	\$20,659,000
89	Mark	Icuss	11	\$12,757,950	14	\$7,738,500	25	\$20,496,450
90	Camille	Canales	19	\$8,253,400	24	\$12,100,533	43	\$20,353,933
91	Rubina	Bokhari	12	\$9,631,250	11	\$10,674,400	23	\$20,305,650
92	Bruce	Glazer	15	\$6,653,750	18	\$13,462,000	33	\$20,115,750
93	Rizwan	Gilani	23	\$10,333,775	15	\$9,690,000	38	\$20,023,775
94	Michael	Rosenblum	22	\$13,587,747	8	\$6,038,500	30	\$19,626,247
95	Jodi	Serio	24	\$18,838,500	2	\$618,000	26	\$19,456,500
96	Michael	Hall	29	\$14,832,300	11	\$4,605,900	40	\$19,438,200
97	Reve'	Kendall	42	\$18,105,000	1	\$1,240,000	43	\$19,345,000
98	Rafay	Qamar	20	\$7,889,400	27	\$11,281,462	47	\$19,170,862
99	Vincent	Anzalone	12	\$8,924,250	15	\$10,109,900	27	\$19,034,150
100	Mark	Jak	10	\$9,381,625	10	\$9,629,000	20	\$19,010,625

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to October 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Megan	Tirpak	8	\$7,812,750	7	\$11,132,500	15	\$18,945,250
102	Pamela	Rueve	14	\$10,630,000	8	\$7,840,000	22	\$18,470,000
103	Ronda	Fish	9	\$11,299,500	5	\$7,059,900	14	\$18,359,400
104	Danny	Lewis	17	\$7,749,450	19	\$10,505,346	36	\$18,254,796
105	Eudice	Fogel	13	\$5,554,000	14	\$12,696,000	27	\$18,250,000
106	Paul	Barker	21	\$11,936,600	9	\$6,266,700	30	\$18,203,300
107	Brady	Miller	21	\$7,585,575	31	\$10,551,500	52	\$18,137,075
108	Stacey	Dombar	36	\$15,641,100	6	\$2,423,500	42	\$18,064,600
109	Samantha	Porter	24	\$15,414,250	3	\$2,407,307	27	\$17,821,557
110	Paul	Mancini	21	\$9,478,000	13	\$8,299,000	34	\$17,777,000
111	Natasha	Motev	7	\$11,853,000	4	\$5,495,000	11	\$17,348,000
112	Janelle	Dennis	19	\$8,930,800	14	\$8,369,400	33	\$17,300,200
113	Nick	Rendleman	17	\$6,497,400	38	\$10,800,319	55	\$17,297,719
114	Gail	Spreen	23	\$12,250,750	6	\$4,824,000	29	\$17,074,750
115	Ian	Schwartz	13	\$7,022,100	15	\$9,980,500	28	\$17,002,600
116	Kathryn	Schrage	33	\$14,643,500	5	\$2,326,000	38	\$16,969,500
117	Amy	Duong	17	\$7,007,172	17	\$9,915,400	34	\$16,922,572
118	Suzanne	Gignilliat	7	\$9,411,000	2	\$7,350,000	9	\$16,761,000
119	John	Lyons	14	\$5,171,200	28	\$11,414,500	42	\$16,585,700
120	Scott	Berg	40	\$15,999,980	1	\$454,000	41	\$16,453,980
121	Elias	Masud	9	\$4,476,700	25	\$11,878,224	34	\$16,354,924
122	Steve	Otwell	0	\$0	34	\$16,338,238	34	\$16,338,238
123	Mark	Keppy	19	\$9,345,863	16	\$6,970,000	35	\$16,315,863
124	Haley	Levine	12	\$3,938,400	32	\$12,369,363	44	\$16,307,763
125	Alexa	Hara	3	\$9,440,000	13	\$6,847,400	16	\$16,287,400
126	Connie	Engel	14	\$7,445,000	15	\$8,782,500	29	\$16,227,500
127	Eric	Hublar	7	\$2,344,500	27	\$13,878,650	34	\$16,223,150
128	Stefanie	Lavelle	15	\$6,267,900	16	\$9,930,750	31	\$16,198,650
129	Susan	O'Connor	10	\$9,894,500	8	\$6,210,000	18	\$16,104,500
130	Karen	Schwartz	19	\$8,231,750	15	\$7,771,400	34	\$16,003,150
131	Marta	Lazic	14	\$4,545,300	26	\$11,372,250	40	\$15,917,550
132	Brooke	Daitchman	16	\$7,376,900	15	\$8,529,500	31	\$15,906,400
133	Kathleen	Malone	8	\$5,908,500	14	\$9,954,000	22	\$15,862,500
134	Michael	McGuinness	3	\$901,400	34	\$14,877,300	37	\$15,778,700

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Landon	Harper	19	\$12,968,095	4	\$2,730,000	23	\$15,698,095
136	Brooke	Vanderbok	25	\$13,049,850	4	\$2,603,900	29	\$15,653,750
137	Daniel	Fowler	10	\$4,019,450	19	\$11,440,400	29	\$15,459,850
138	Margaret	Daday	12	\$6,767,000	12	\$8,655,000	24	\$15,422,000
139	Sarah	Ziehr	36	\$14,874,600	1	\$469,000	37	\$15,343,600
140	Kathryn	Barry	12	\$4,161,500	24	\$11,168,900	36	\$15,330,400
141	Robert	Sullivan	11	\$8,486,200	9	\$6,805,500	20	\$15,291,700
142	Ryan	Huyler	16	\$12,280,500	6	\$3,002,500	22	\$15,283,000
143	Kieran	Conlon	15	\$9,620,500	12	\$5,570,500	27	\$15,191,000
144	Susan	Kanter	19	\$8,805,000	13	\$6,371,000	32	\$15,176,000
145	Brent	Hall	22	\$14,791,400	1	\$376,000	23	\$15,167,400
146	Katherine	Malkin	8	\$12,070,000	4	\$3,076,500	12	\$15,146,500
147	Radim	Mandel	27	\$10,477,400	9	\$4,592,500	36	\$15,069,900
148	Patrick	Shino	3	\$1,143,000	33	\$13,911,649	36	\$15,054,649
149	Elizabeth	Lothamer	5	\$3,926,900	26	\$11,056,500	31	\$14,983,400
150	Jacob	Tasharski	9	\$4,246,000	18	\$10,670,400	27	\$14,916,400

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to October 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Greg	Whelan	2	\$797,500	24	\$14,107,500	26	\$14,905,000
152	Michelle	Browne	29	\$13,475,000	3	\$1,380,000	32	\$14,855,000
153	Joanna	Olszynska	20	\$11,203,000	9	\$3,642,676	29	\$14,845,676
154	Robin	Allotta	18	\$7,404,500	14	\$7,385,200	32	\$14,789,700
155	Emily	Smart Lemire	10	\$6,670,000	9	\$7,930,000	19	\$14,600,000
156	Zachary	Redden	6	\$3,025,000	23	\$11,560,088	29	\$14,585,088
157	Melanie	Carlson	5	\$2,992,000	18	\$11,578,500	23	\$14,570,500
158	Leslie	Glazier	12	\$8,181,500	8	\$6,373,000	20	\$14,554,500
159	P Corwin	Robertson	11	\$14,453,843	0	\$0	11	\$14,453,843
160	Natalie	Renna	10	\$3,772,700	32	\$10,678,401	42	\$14,451,101
161	James	D'Astice	11	\$5,051,000	22	\$9,326,000	33	\$14,377,000
162	Brett	Novack	19	\$9,911,365	7	\$4,414,000	26	\$14,325,365
163	Akos	Straub	16	\$7,111,000	17	\$7,213,000	33	\$14,324,000
164	Patrick	Teets	12	\$7,472,250	9	\$6,747,000	21	\$14,219,250
165	Benjamin	Lissner	9	\$3,114,000	32	\$11,046,500	41	\$14,160,500
166	Philip	Skowron	12	\$9,231,000	5	\$4,925,000	17	\$14,156,000
167	Gregory	Desmond	11	\$7,270,500	9	\$6,844,000	20	\$14,114,500
168	Christopher	Mundy	19	\$11,517,500	5	\$2,548,000	24	\$14,065,500
169	Kevin	Wood	5	\$12,842,054	1	\$1,175,000	6	\$14,017,054
170	Stephanie	LoVerde	18	\$7,048,950	11	\$6,881,500	29	\$13,930,450
171	Michael	McCallum	15	\$7,385,250	12	\$6,509,500	27	\$13,894,750
172	Keith	Wilkey	10	\$9,445,100	6	\$4,444,500	16	\$13,889,600
173	Scott	Stavish	13	\$9,251,000	8	\$4,606,500	21	\$13,857,500
174	Matthew	Engle	12	\$5,369,800	26	\$8,443,900	38	\$13,813,700
175	Adam	Zagata	9	\$3,629,000	24	\$10,052,250	33	\$13,681,250
176	Marc	Zale	5	\$2,567,500	21	\$11,111,800	26	\$13,679,300
177	Amir	Fouad	21	\$9,525,146	5	\$4,059,600	26	\$13,584,746
178	Mariah	Dell	15	\$5,878,000	14	\$7,691,399	29	\$13,569,399
179	John	Huebner	12	\$5,611,500	14	\$7,908,250	26	\$13,519,750
180	Rory	Fiedler	0	\$0	31	\$13,507,800	31	\$13,507,800
181	John	Eargle	15	\$5,797,999	20	\$7,693,500	35	\$13,491,499
182	Mehdi	Mova	17	\$6,709,000	11	\$6,729,000	28	\$13,438,000
183	Elizabeth	Caya	0	\$0	28	\$13,387,900	28	\$13,387,900
184	Robin	Phelps	16	\$7,408,500	7	\$5,968,000	23	\$13,376,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Dominic	Irpino	18	\$7,315,950	21	\$6,058,999	39	\$13,374,949
186	Cory	Tanzer	23	\$8,122,497	15	\$5,245,799	38	\$13,368,296
187	Michael	Maier	21	\$11,223,625	7	\$2,099,500	28	\$13,323,125
188	Kyle	Jamicich	11	\$6,835,000	14	\$6,485,800	25	\$13,320,800
189	Lyn	Harvie	12	\$6,073,500	13	\$7,227,638	25	\$13,301,138
190	Julie	Harron	6	\$3,794,920	4	\$9,495,000	10	\$13,289,920
191	Thomas	Bezanes	9	\$3,781,500	13	\$9,499,388	22	\$13,280,888
192	Joe	Zimmerman	25	\$11,025,555	6	\$2,224,500	31	\$13,250,055
193	Nick	Nastos	7	\$2,354,000	30	\$10,867,200	37	\$13,221,200
194	Stephen	Hnatow	13	\$6,789,000	11	\$6,337,900	24	\$13,126,900
195	Jeffrey	Proctor	13	\$9,244,999	3	\$3,837,500	16	\$13,082,499
196	Hasani	Steele	20	\$10,198,921	7	\$2,877,119	27	\$13,076,040
197	Sam	Jenkins	13	\$9,902,500	5	\$3,119,998	18	\$13,022,498
198	Sharon	Gillman	7	\$6,081,000	7	\$6,921,000	14	\$13,002,000
199	Nichole	Dinino	7	\$2,408,000	24	\$10,578,799	31	\$12,986,799
200	Gregorio	Cirone	25	\$7,471,600	10	\$5,472,000	35	\$12,943,600

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# TOP 250 STANDINGS

Teams and individuals from January 1, 2020 to October 31, 2020

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Survi	Kobawala	0	\$0	27	\$12,922,050	27	\$12,922,050
202	Cara	Buffa	20	\$10,875,897	4	\$2,044,250	24	\$12,920,147
203	Patrick	Natale	12	\$6,298,500	12	\$6,613,500	24	\$12,912,000
204	Tiffany	Meyers	6	\$2,188,500	25	\$10,708,900	31	\$12,897,400
205	Jacqueline	Colando	28	\$11,055,400	4	\$1,810,500	32	\$12,865,900
206	Ken	Jungwirth	14	\$5,450,950	13	\$7,382,300	27	\$12,833,250
207	Ryan	Gossett	13	\$4,866,500	14	\$7,953,000	27	\$12,819,500
208	Qiankun	Chen	19	\$6,040,000	21	\$6,747,000	40	\$12,787,000
209	Joseph	Chiappetta	14	\$6,222,225	11	\$6,554,000	25	\$12,776,225
210	Marlene	Rubenstein	11	\$6,927,500	12	\$5,811,500	23	\$12,739,000
211	Steven	Powers	7	\$5,165,000	9	\$7,526,500	16	\$12,691,500
212	Brittani	Walker	10	\$3,134,500	30	\$9,535,463	40	\$12,669,963
213	Megan	Wood	7	\$3,680,000	18	\$8,885,000	25	\$12,565,000
214	Jennifer	Bell	19	\$7,975,200	11	\$4,576,650	30	\$12,551,850
215	Craig	Fallico	29	\$9,302,000	12	\$3,206,650	41	\$12,508,650
216	Ann	Bauer	15	\$7,948,000	7	\$4,517,500	22	\$12,465,500
217	Koon	Lau	10	\$4,724,500	16	\$7,681,000	26	\$12,405,500
218	James	Demarco	12	\$5,129,000	14	\$7,251,500	26	\$12,380,500
219	Nancy	Hotchkiss	22	\$8,450,500	10	\$3,888,000	32	\$12,338,500
220	Ted	Kuhlmann	15	\$6,682,400	12	\$5,600,500	27	\$12,282,900
221	John	Vossoughi	8	\$4,701,500	8	\$7,555,000	16	\$12,256,500
222	Chris	Mccomas	13	\$6,790,900	10	\$5,390,000	23	\$12,180,900
223	Steven	Acoba	7	\$7,374,000	6	\$4,790,000	13	\$12,164,000
224	Lawrence	Dunning	7	\$4,078,000	12	\$8,073,150	19	\$12,151,150
225	Derek	Disera	11	\$8,570,000	7	\$3,573,500	18	\$12,143,500
226	Xiaojing	Frost	10	\$3,975,500	22	\$8,088,550	32	\$12,064,050
227	Diana	Grinnell	4	\$2,454,000	17	\$9,595,000	21	\$12,049,000
228	Robert	Yoshimura	10	\$5,411,000	14	\$6,571,700	24	\$11,982,700
229	Susan	Miner	3	\$6,285,000	2	\$5,690,000	5	\$11,975,000
230	Ryan	Smith	81	\$11,968,579	0	\$0	81	\$11,968,579
231	Karen	Peterson	6	\$7,572,500	3	\$4,374,000	9	\$11,946,500
232	Christina	McNamee	9	\$5,060,500	11	\$6,885,000	20	\$11,945,500
233	Chloe	Ifergan	11	\$4,673,500	11	\$7,265,000	22	\$11,938,500
234	Nicole	Flores	22	\$9,746,400	5	\$2,162,400	27	\$11,908,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Lauren	Dayton	19	\$9,573,631	6	\$2,332,250	25	\$11,905,881
236	Michael	Hulett	15	\$7,254,500	8	\$4,637,900	23	\$11,892,400
237	David	Nimick	14	\$6,685,400	10	\$5,202,000	24	\$11,887,400
238	Mark	Tranter	19	\$10,203,900	3	\$1,657,000	22	\$11,860,900
239	Tim	Lorimer	12	\$5,279,000	18	\$6,559,900	30	\$11,838,900
240	Weston	Harding	6	\$3,914,700	16	\$7,921,500	22	\$11,836,200
241	John	Grafft	21	\$9,648,400	5	\$2,183,000	26	\$11,831,400
242	William	Fisher	5	\$6,312,000	7	\$5,504,500	12	\$11,816,500
243	Christina	Delgreco	14	\$7,258,500	5	\$4,520,920	19	\$11,779,420
244	Lisa	Huber	13	\$6,762,000	11	\$4,981,728	24	\$11,743,728
245	Randy	Nasatir	9	\$5,539,000	13	\$6,198,750	22	\$11,737,750
246	Giovanni	Leopaldi	12	\$4,124,000	21	\$7,588,400	33	\$11,712,400
247	James	Sheehan	9	\$5,133,000	9	\$6,507,000	18	\$11,640,000
248	Amie	Klujian	18	\$6,483,150	10	\$5,086,500	28	\$11,569,650
249	Lisa	Kalous	7	\$3,715,000	14	\$7,852,600	21	\$11,567,600
250	Stefanie	D'Agostino	37	\$11,563,393	0	\$0	37	\$11,563,393

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