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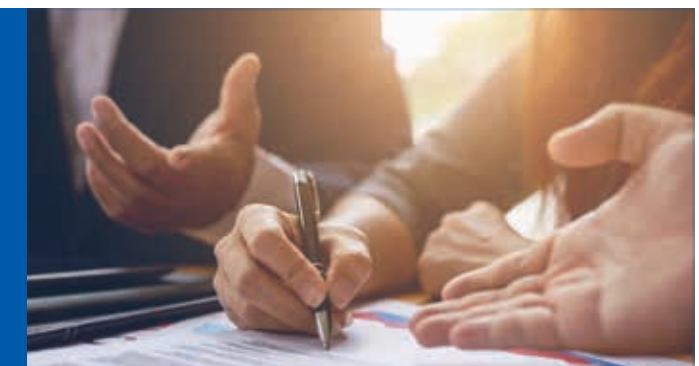
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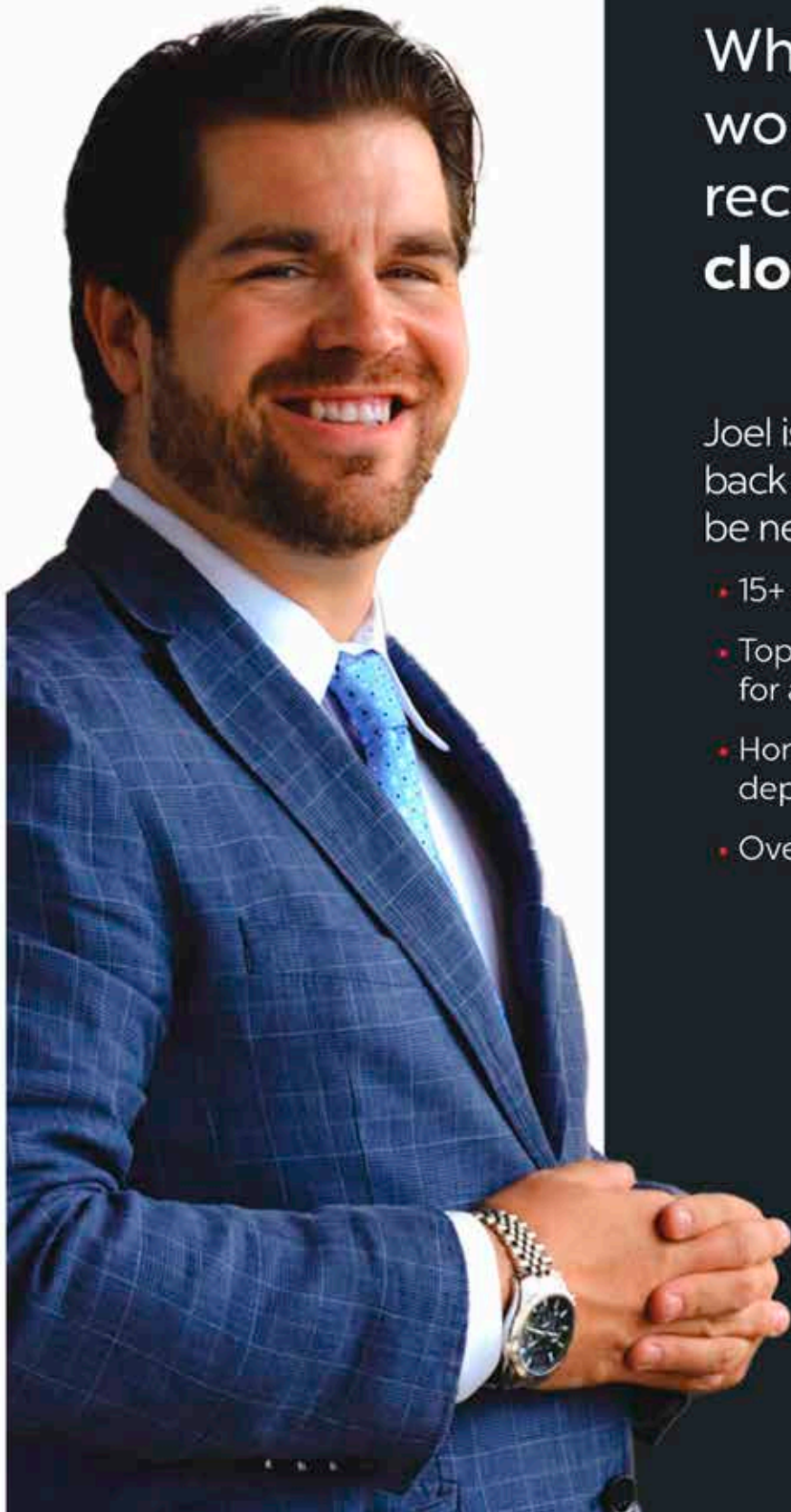
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2-Source: Mortgage Executive Magazine, 2018

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PUBLISHER'S **NOTE**

School being (remotely) back in session, baseball season starting, restaurant patios in full effect, and seeing more people outside than the previous six months combined are the small glimpses of normalcy and human connection that I feel people are craving. Whether it be learning more about a specific topic, excelling at a physical activity, or just plain being social with another human being, Chicagoans have been yearning for these types of interactions for a long time. It goes to show the importance of staying engaged in community. This obviously looks different for everyone, but it solidifies the fact that we were designed for some form of connection to one another.

If I've learned anything during this pandemic, it's not to take my relationships with others for granted. I am proud that our platform is still connecting like-minded people, although the method has changed, the mission has not. We continue to connect, elevate, and inspire. Our Preferred Partners have added an enormous amount of value to our REALTOR® community during this time and it is an honor to link arms with them. Some of our Preferred Partners have expressed that *Chicago Real Producers* is even more relevant now because of the organic way we connect people. For REALTORS® reading this, if there is a hole in your business that needs to be filled, I implore you to reach out to some of the businesses who not only make our platform possible, but a thriving success! They have done the heavy lifting in 2020 thus far and I have full confidence they will continue to do so heading into 2021. All of the businesses we partner with can be found on pages 9 and 10 and have been directly referred to us by at least one REALTOR® from our community.

It will be exciting to see what innovations the fall and winter will bring as people continue to find creative ways to run their businesses and entertain themselves. One thing that our family has been doing is going to the Chicago Botanic Garden once a week. We all wear masks of course, and it is nice to be outside and let the kids roam around in the beautiful scenery. I would enjoy hearing about ways you are putting your imagination to work in your business or in your home life!



Fighting the good fight,

Andy Burton
Publisher, *Chicago Real Producers*
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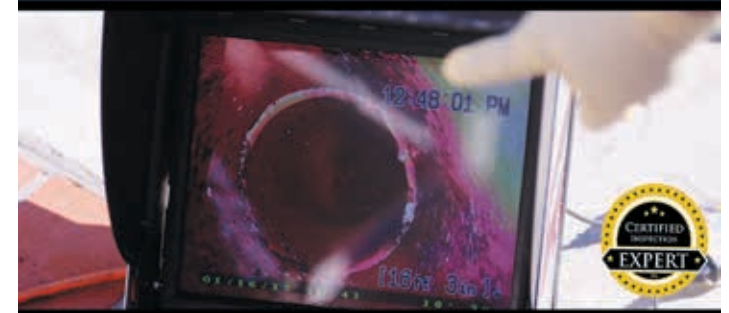


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REALTOR® Self-care 101



business
By Melanie Everett

The REALTOR® community has gone through a lot this year. We watched as our beloved city issued a sweeping stay-at-home order due to the Coronavirus, we found new ways to serve our clients amidst a pandemic, and we held on for dear life as the market turned up several notches in late spring. Now, as we continue to take care of our buyers and sellers, I think it's crucial that we take care of ourselves, too.

As REALTORS®, our fiduciary responsibility is to do what's best for our clients in every situation. Real estate is a profession that always puts others first—this is something I love about what I do. But what about our own mental, physical, and emotional health? Where does that come in?

For me, I know that I cannot fully serve my clients when I forgo self-care. If I wake up every morning feel-

ing dull and exhausted, I will make more mistakes, let the losses get to me, and dread going on showings.

After nearly six years in real estate, I've come up with a short list of easy ways to feed my mind, body, and soul. I hope these ideas can help you, too!

1 Workout. I've never been an athlete and I run a very slow 12-minute mile, but nonethe-

less, exercise is something I have learned to love. If I start my morning with a tough workout, then I leave feeling like I can handle whatever my job throws at me.

2 Read. If you're like me, you may find it very hard to fully pay attention to TV shows or movies. Whenever my husband and I turn on Netflix, I wind up scrolling through emails on my phone. Reading forces me to put my phone away

and focus my eyes on something other than a screen.

3 Take breaks. The best part about our job is the flexibility, right? Well, yes, until we find ourselves answering emails throughout the day and into the night. I've learned to dedicate a few hours in the morning to my laptop, then take a break for lunch, or errands, or whatever it might be, to clear my head. Then, I'm ready to tackle the rest of my afternoon and evening—whether that includes client appointments or more computer work.

4 Make plans with friends. It can certainly be hard to commit to weekday happy hours. Our schedules are ever-changing, after all! But catching up with a friend does wonders for the soul, and I think it should be an activity we all make a priority.

5 Eat well. I know, I know, we've all heard this one. Whenever I have a crazy day of appointments, I make sure to pack healthy snacks for the car: almonds, RXBARs, a peanut butter and jelly sandwich, and the like. This helps me stay sharp, feel better, and avoid “hanger.”

These are just the basics, but I could go on and on! If you're not prioritizing self-care, I hope that this list can stir up some ideas for ways you can start. And hey, don't forget the most important one of all: put your phone away at bedtime! Sleep is irreplaceable.

About the Author:

Melanie Everett is an award-winning Chicago broker and founder of her boutique real estate firm, Melanie Everett & Company (M&Co.). She is a writer, negotiator, thinker, marketer, teacher, reader, and leader in her industry. Melanie's small-but-mighty team is the secret to her success. 2019 marked M&Co.'s first year as an independent brokerage and Melanie's best one yet with over \$25 million closed.

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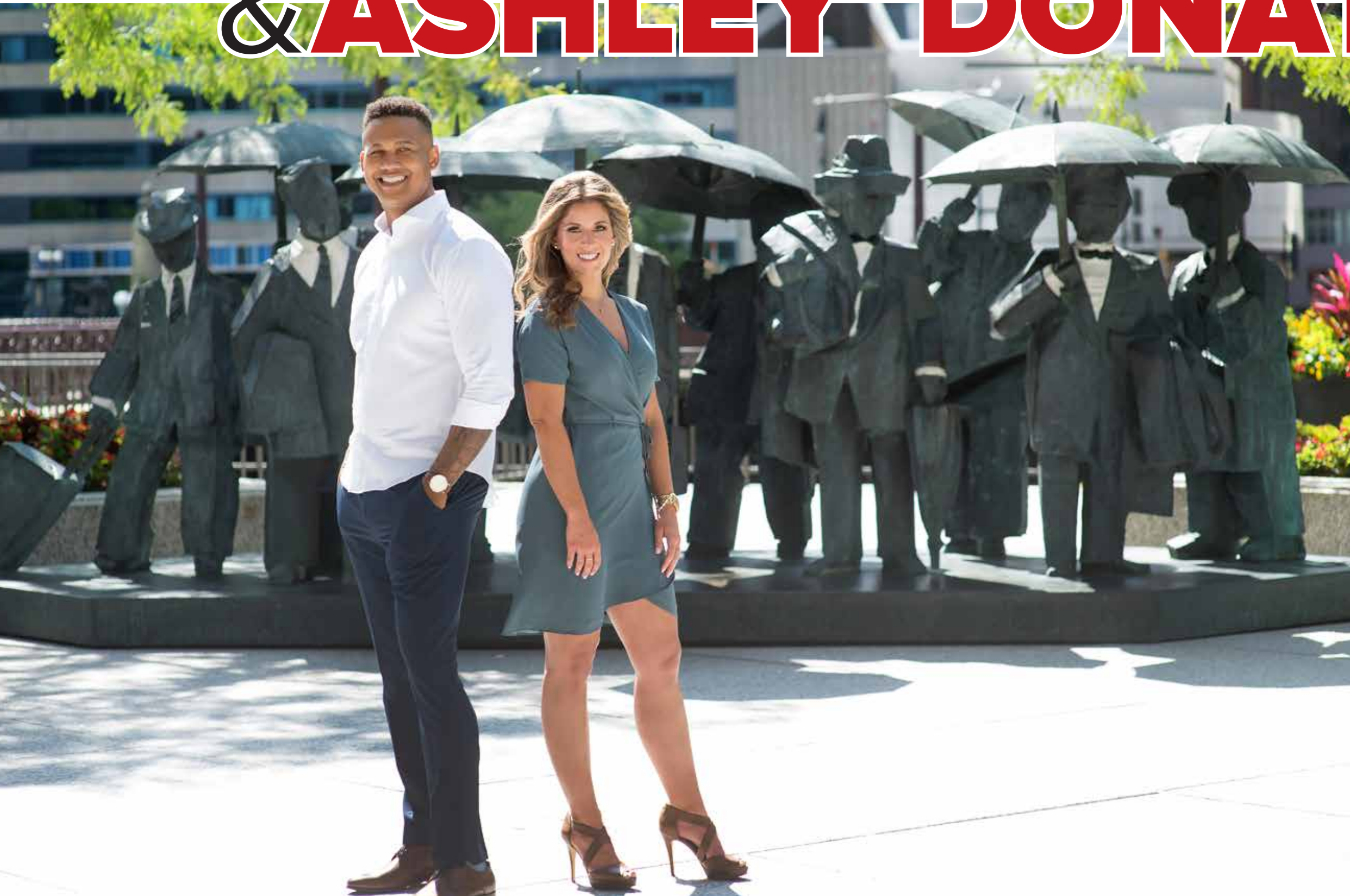
In 2015, Nathan Wilks and Ashley Donat decided to build their own bridge. But not just any bridge. *This Bridge* would lead them, and others, to both professional success and personal happiness.

Nathan and Ashley were both relatively new to the real estate business at the time, each struggling to find their footing, with little support or direction. Nathan was promised training and support when he joined his first brokerage, but sadly received none. Watching how his managing broker worked and did things made Nathan think that there had to be a better side to the real estate business.

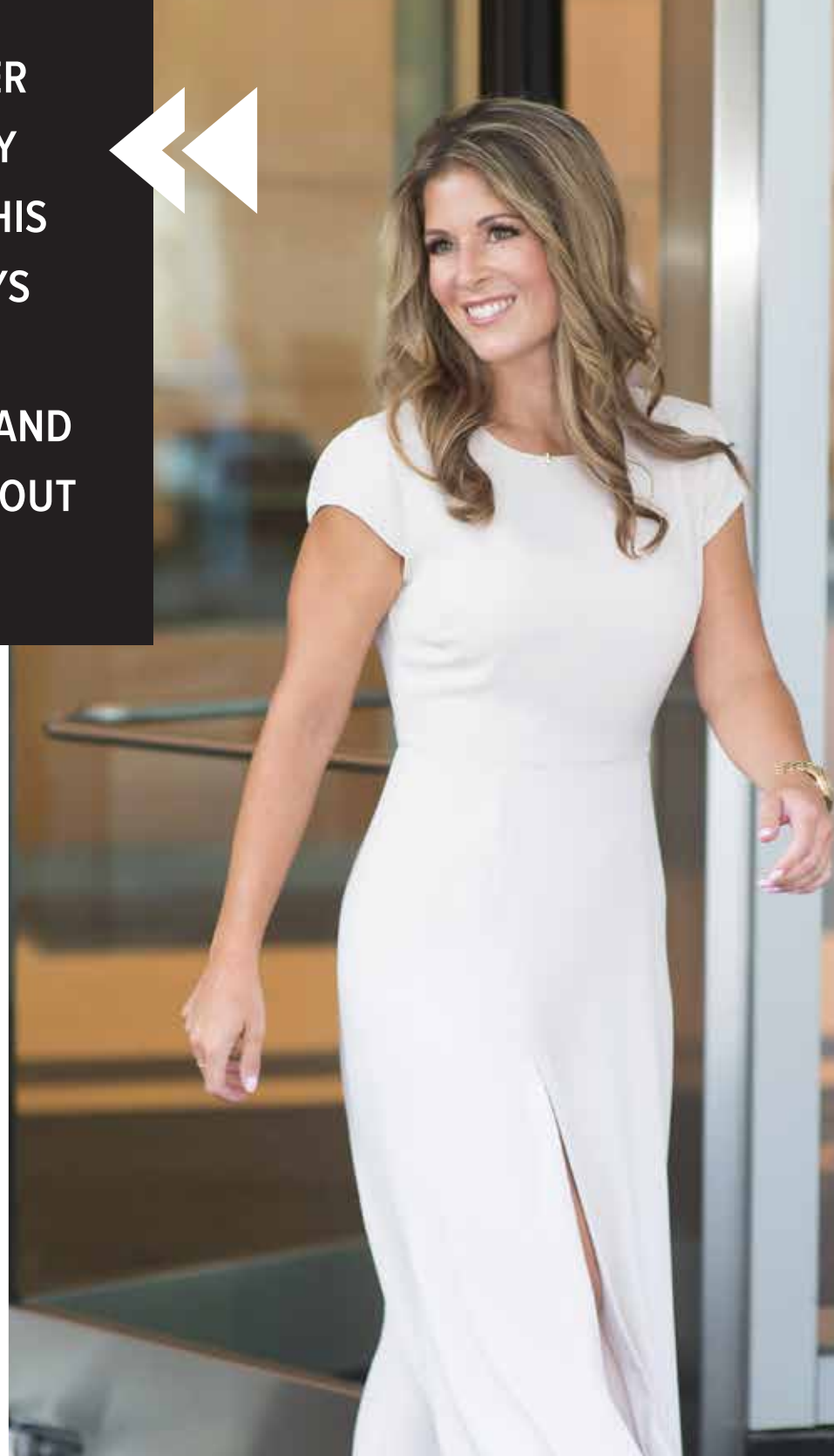
“I think that if I didn’t go through those first years where I was trying to figure it out on my own, I don’t think that we would have gotten to the point where we were thinking about building Bridge [at Compass],” says Nathan.

Ashley worked mostly on commercial transactions in the beginning of her career, having worked in the world of commercial property management as a tenant services coordinator. Although she felt more passionate about residential real estate, she feared she could not make the transition from commercial to residential, due to people’s perceptions of her as a commercial agent.

...



“THE GAME CHANGER FOR ME WAS FINALLY TELLING MYSELF, ‘THIS IS YOUR LIFE. ALWAYS DO MORE OF WHAT MAKES YOU HAPPY AND STOP WORRYING ABOUT EVERYTHING ELSE.’”



•••

“The game-changer for me was finally telling myself, ‘This is your life. Always do more of what makes you happy and stop worrying about everything else.’ So, I started working with more and more residential clients and was much happier.”

Nathan and Ashley first met while they were in college. They had a similar friend group throughout their twenties and both eventually ended up in the real estate industry. While they started on different paths, Nathan convinced Ashley to finally get her real estate license and join him at the firm he was working with.

Ashley and Nathan found that by working together, they could not only provide each other with the support they both had been looking for and help shed light on each other’s paths, but they could also help illuminate the paths of others, and find a place where they could all flourish.

“Nathan and I always enjoyed working together,” says Ashley. “He always had the big-picture mentality we needed for growth, and I was always the detail-oriented person we needed to create the next steps for us.”

“It wasn’t perfect,” says Nathan. “Yes, we messed up in certain areas and made many mistakes, but all of it was a learning experience, day by day. It still is.”

Ashley says they started their firm with high hopes, but that, ultimately, choosing Compass as their brokerage was the best decision they ever made. “With the move to Compass, we have both been able to focus on our passions and strengths much more, to the benefit of our agents and clients,” she says.

Bridge at Compass won the CAR® Top Producing Team award for 2019 and has since done some restructuring for even bigger growth in the future.

“I am super passionate about the team we created and the directors we have put in place. Two thousand twenty-one will be our first full year at Compass with the team built out in this specific way, and it is going to be unstoppable,” says Ashley.

Ashley taught pre-school children prior to entering commercial real estate. She obtained her degree in elementary education with a minor in psychology and sociology from DePaul University. For Ashley, being a team leader with Nathan, and being able to provide support and education to other agents, fulfills her passion for teaching. Also, working with her own clients as an agent provides her the day-to-day challenges on which she thrives.



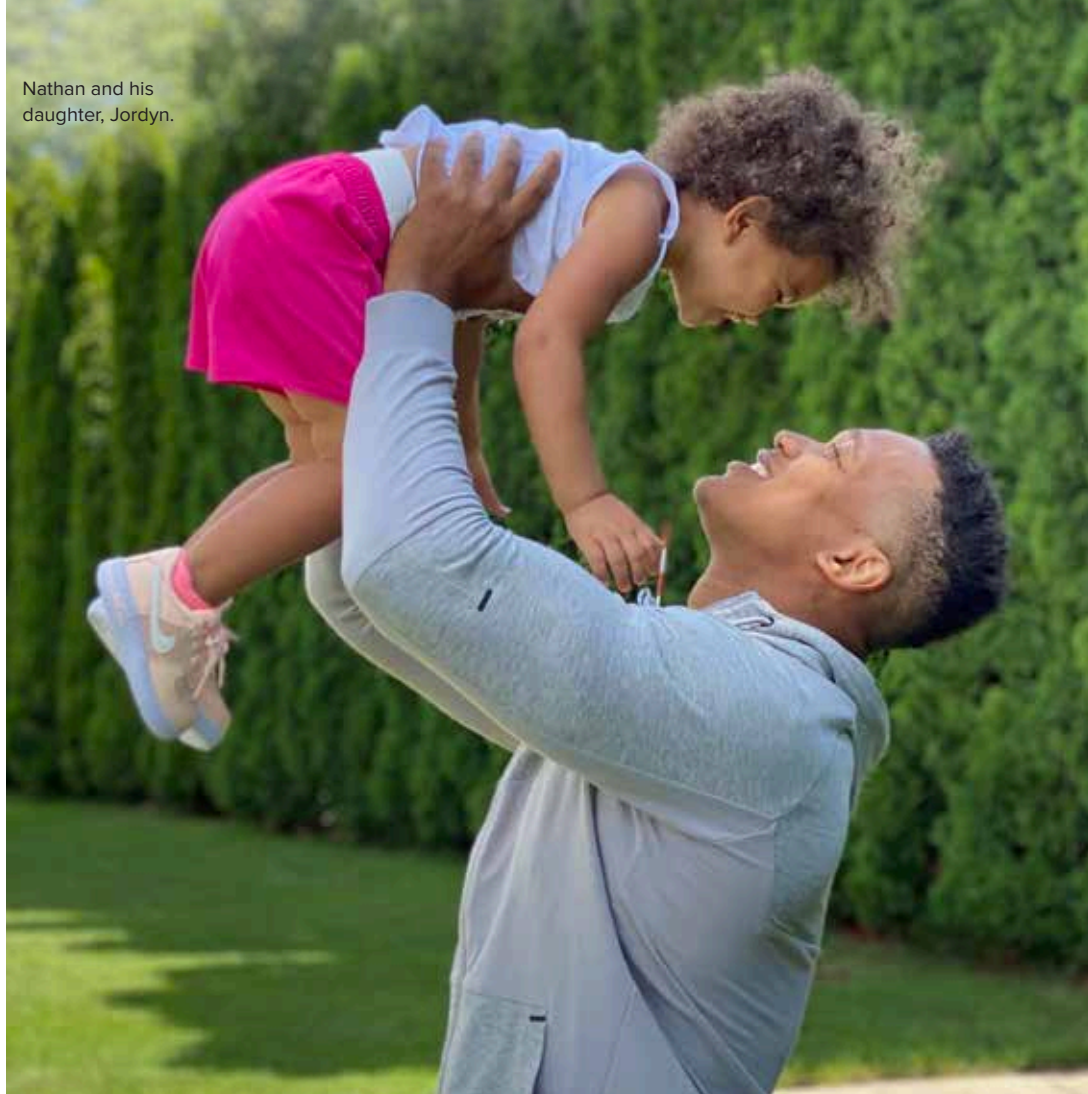
“AS A BLACK MAN WHO GREW UP IN NOT THE SAFEST NEIGHBORHOOD, I BELIEVE THERE ARE WAYS THAT WE CAN HELP A LOT OF PEOPLE WHO DON’T THINK THAT THEY HAVE A CHOICE, OR WHO FEEL THAT THERE IS NO WAY OUT OF THAT MINDSET.”

Nathan’s background in fitness, day trading, and working at Pepsi Co. as an account sales manager instilled in him a passion for working with people, and helping them improve their lives and businesses. He couldn’t be happier leading the Bridge team with Ashley today.

This is true for Ashley, too. “The moments I am happiest now are when I’m brainstorming and building a

•••

Nathan and his daughter, Jordyn.



•••

vision for Bridge with Nathan, creating a supportive environment for our agents' growth," she says.

Outside of business, Ashley enjoys spending time with her dog, Lou, her immediate family, and visiting her lake house in Wisconsin—being in the woods, on the lake, or out riding snowmobiles in the winter.

One of Nathan's joys outside of work is taking his daughter, Jordyn, to soccer practice every Saturday, and he loves hanging out with his family. Nathan is sure to spend any extra spare time he has on another passion: studying multiple aspects of the financial industry. He also helps lead the Social Justice Task Force at Compass, which he and his team created.

"As a black man who grew up in not the safest neighborhood, I believe there are ways that we can help a lot of people who don't think that they have a choice, or who feel that there is no way out of that mindset," says Nathan. "We have initiatives that will help mentor high school students, and the agents at Compass have made a pledge to diversify vendors, create a speaker series, and create more volunteer opportunities throughout the company."

As Nathan and Ashley continue to build their Bridge team, they are sure to lead many people to more solid paths of happiness and prosperity. It will be exciting to see just how far their bridge will reach.

Ashley snowmobiling with her dad and brother.





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A Passion for History and Preservation

Alex Wolking has been working in real estate since he was twelve years old. His father, a broker for almost thirty years now, called Alex one day to ask for help with something online. Introducing him to the MLS, he asked Alex to print off a listing for him. Alex's eyes widened in front of the glowing screen, and from that moment on, he became fascinated with the market and wanted to learn more.

Alex started begging his father to take him on appointments with him. He finally did. At the time, Alex's father was working with a single mom whose daughters were Alex's age. She was buying her first home, and Alex's father brought him to the showing. As Alex watched his father show the home and help this client purchase a home, he became awestruck.

"Not only did I see how much people trusted my dad (thus, seeing how cool he was at an age when kids don't normally think their parents are cool), but I also I loved seeing the impact of what owning a home means for people, and how my dad got to play a role in that. I also saw that he was an advocate and a leader in our community. I wanted to do that too," he says.

Perhaps not surprisingly, it wasn't long before young Alex started going to every open house he could get to, at first by bicycle and later by car—the year he turned seventeen, he went to 220 open houses.

Alex worked with his father until he turned nineteen. During his junior year at DePaul University, he began working with Phil Byers. Alex would also go back home to sell real estate in the Quad Cities on the weekends, and during spring, summer, and holiday breaks.

While in college, Alex became really interested in historic preservation. He took a *This Old House* class and fell in love with Chicago's history. He grew up in a Queen Anne Victorian house that he absolutely loved, and as he sold real estate in the Quad Cities, he started getting calls for historic home listings. The more of those listings he took, the more he realized that track houses just weren't his "jam." ...

Alex WOLKING





“

Each of these historic houses tells a story, and when you learn more about the history, you learn more about the community—and that just feeds my obsession with learning about local history. I then use that history to market the property and educate people on the importance and significance of why a certain place matters.

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One listing, the iconic Overview Mansion in downtown Davenport, IA, put Alex on the map. “It’s one of the most cherished homes in the Quad Cities, and I marketed the crap out of it,” he says. Alex ended up winning the HGTV & Zillow Doory Award for Best DIY Dream Home in 2013 for that listing, which catapulted his career.

“Each of these historic houses tells a story, and when you learn more about the history, you learn more about the community—and that just feeds my obsession with learning about local history. I then use that history to market the property and educate people on the importance and significance of why a certain place matters. Being a nerd pays off in the long run,” explains Alex.

After earning his degree in business and real estate, Alex moved back to the Quad Cities to sell real estate full-time. However, two years into it, he realized the Quad Cities region was not where he wanted to spend the rest of his life. So, he contacted Phil Byers and asked him about coming

back to Chicago. Phil messaged Alex later that night saying, “My office. Saturday morning. 9 a.m. Bring coffee.” Saturday morning found Alex in Phil’s office, promptly on time with coffee in hand.

Alex says the first words out of Phil’s mouth were, “So, are you done playing in the cornfields yet? Get your ass back here. This year. You belong *here*.”

Alex sheepishly asked to have his job back with the Byers Home Team, but this time as a buyer’s agent. Phil immediately replied, “No! You are not working for *me*, and you are not working for *another team*. You are working for *yourself*. See that empty desk across the hall? Sit your ass there, and get to work. You’ll be just fine without a team. In a few years, you’ll be outselling me, anyway.”

“I left that meeting scared out of my mind and didn’t really know what he saw in me. I didn’t really believe in myself, but I believed him and took his advice,” says Alex. •••



•••

Alex moved back to Chicago and commuted back and forth to the Quad Cities for two years in order to wrap up his business there. He partnered with an agent there who was able to take over the business in October 2018. Since then, Alex has given his full attention to building his Chicago business.

Although Alex would like to build a small team someday so that he can do the things he enjoys most in the business, like going to listing appointments, his short-term goal is to finish his current rebranding project and have a consistent brand image.

In addition to his passions for historic architecture and preservation, Alex loves theatre and the performing arts. He treats musicals, operas, and symphonies like many people treat sporting events. "If I could wave a foam '#1' finger when a singer is belting their face off and hits a high E in the middle of his or her performance, I totally would," he claims.

Alex enjoys giving architecture tours of Hutchinson Street in Buena Park, and he aligns his charitable efforts with Landmarks Illinois, Buena Park Neighbors, and Howard Brown Health. Alex says of Landmarks Illinois, "I love their creative, innovative approach to solving preservation issues while still meeting the needs of the immediate community," and he loves their mission statement: "People saving places for people."

"They put their money where their mouth is," says Alex. "Which is something I aim to do as well."



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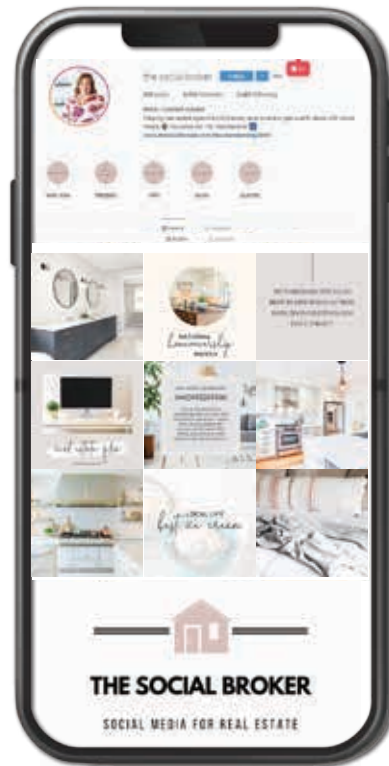
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business
By Mike Opyd

The Three Most Important Routines for REALTORS®

Whether we admit it or not, we all follow routines throughout the day. Do you wake up at the same time? Do you wash dishes every morning or evening? Do you prospect daily? Do you watch TV every night? A routine is just a fancy name for something you do habitually and in the same way each time.

But based on what I've studied, effectively implementing routines can separate successful and unsuccessful people. (The routines of very successful people are amazing to follow. I encourage you to do some Googling so you can learn from them.) It seems that successful people have very structured days. They know, barring urgent matters, what they are doing from the minute they wake up to the last minutes before bed, every single day.

Below are the three routines that I believe every REALTOR® should implement to help set themselves up for success!

Evening Routine

I think the evening routine is arguably the most important

one because it sets you up for the next day. Of the three, it can incorporate the widest variety of things—from reading to meditation to stretching. Two items I highly suggest adding are (1) picking out your clothes for the next day, and (2) setting up your next day's to-do list by order of importance.

Okay, Mike, you're saying, the to-do list makes sense, but why should I pick out my clothes at night? Hear me out on this. For me and most people I know, when we wake up, our brain is at full capacity or at "full battery," but by the end of the day, we are running on "low battery." So, I say, why waste your full battery power on something as remedial as picking out your clothes? Instead of spending your valuable morning time staring at your outfits and deciding what goes with what and thinking about what you wore last, simply do this the night before so you'll be set to go in the morning!

Your evening routine doesn't have to be long. It just needs to include a few things that will make your mornings better.

Morning Routine

What do you do right after your alarm goes off? Do you immediately check your email or Facebook page? If you do either, I suggest trying to hold off on these until later. One thing I have found over my career is that as soon as people start looking at these programs, they get sucked into them for a long time. Instead, let your morning routine serve you.

Here are the five things that help me the most:

- Drink a glass of water immediately. According to Hal Elrod, et al (see side note), our bodies dehydrate during sleep, and need to be rehydrated first thing to start operating properly.
- Exercise
- Meditate/visualize
- Recite affirmations
- Review goals

I do these things every day when I wake up, and they help me *wake up*. Afterward, I shower and get ready for the day, I make coffee, drink more water, and *then* I look at my email for the first time. I read my customized Apple News, as well as all of the newsletters I have signed up for (about thirty) while I drink my coffee. The morning is my personal time—when things are quiet and I can just relax a bit before my day gets crazy.

Unless something is urgent, *I do not respond to any emails before 9 a.m.!* This is because, as soon as I answer that email, I typically get a response, and I don't want anything to interrupt my morning routine. My routines are way too important for my success, so I refuse to allow anything to distract me.

Side note: If you are struggling to create a morning routine, I highly suggest you read *The Miracle Morning for Real Estate Agents: It's Your Time to Rise and Shine*, by H. Elrod, M.J. Maher, M. Reese, J. Kinder, and H. Corder. I read it every year.

Office or Work Routine

This routine consists of the tasks you must get done first thing for your business, like prospecting, following up on any showings from the previous day, or following up with buyers you took out the day before. These are the items that *directly* impact your business, and should/must be done on a daily basis *no matter what*.

I have a core set of tasks that I make sure I do every day, but on some days, I have additional tasks. For example, I write my blog on Tuesdays and post it on social media on Thursdays. So, my Tuesday daily routine to-do list includes "write blog," and my Thursday daily routine to-do list includes "post blog."

Helpful Tips

One of the best pieces of advice I can give you is to time-block your calendar for your daily routines. Putting your routines into your calendar as events (or the like) allows you to get daily reminders. For example, at 6 a.m. every morning, a notice pops up on my phone that says "Work Out, Meditate, Affirmations, Review Goals." It is one of the many reminders I have on my calendar each day.

Have your daily to-do list items written somewhere where you can easily check them off as you finish them. This checklist helps me make sure I always complete my routine, even if something comes up and I have to complete tasks later in the day.

How you organize your day doesn't matter, just make sure you organize it. From my experience, the more you can stick to your routines, the more you will set yourself up for success!

About the Author:

Mike Opyd is the owner of RE/MAX NEXT, a brokerage specifically designed to help an agent's business grow without the limitations of a traditional real estate company. In addition to owning RE/MAX NEXT, Mike is a top producing agent. He has been recognized by Chicago Agent magazine as a "Who's Who" REALTOR® in 2014, 2015, 2017, 2018, and 2019.

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The COLANDO Family

Welcomes Baby Sienna James

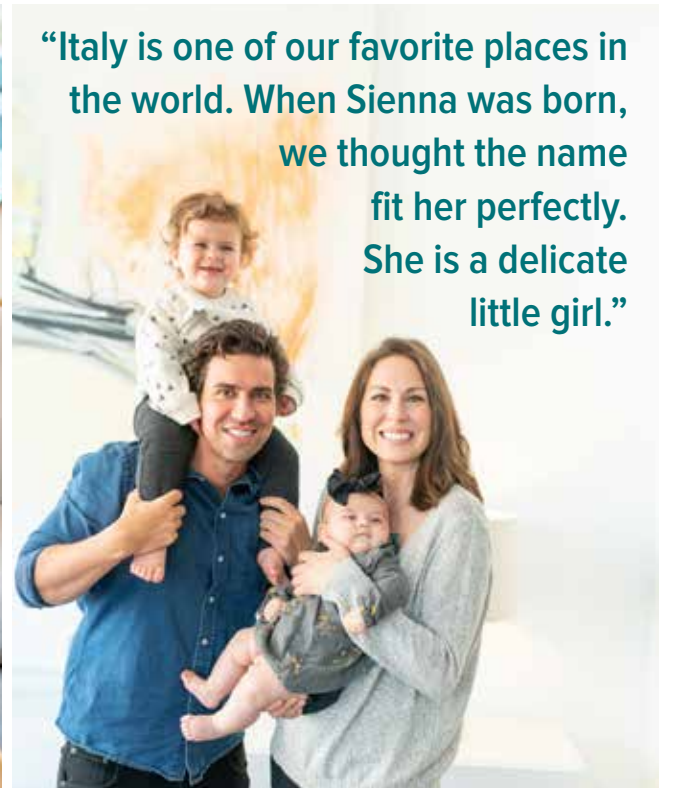
Being pregnant during the first surge of the SARS-CoV-2 pandemic was quite the experience for Jacqueline Colando. She restlessly worked on deals up until her due date, trying to get as many under contract as possible before she had her baby. Plus, she needed to be very careful whenever she left the house, like when she had to go to appointments.

“I was high-risk because I was pregnant, and the doctors didn’t have a lot of information as to what could happen if I contracted the virus,” says Jacqueline. “Moreover, if I contracted it, I would have had to deliver [my baby] in a

separate sick ward of the hospital without my husband with me. The thought of that was terrifying!”

When the day finally came and Jacqueline was admitted to the hospital, she tested negative for the virus, so her husband, Paul, was able to be with her. The delivery was very smooth, and in no time, she was holding their daughter, Sienna James Colando, in her arms.

Jacqueline with Sienna James Colando.



“Italy is one of our favorite places in the world. When Sienna was born, we thought the name fit her perfectly. She is a delicate little girl.”

“We hadn’t found out the sex yet, and I had expected another boy,” says Jacqueline. “We were so surprised it was a baby girl—a whole new adventure! We were thrilled, but I also know there’s a good chance this was karma for when I gave my mother so much grief during my teen years.”

The name “Sienna,” which means “delicate,” originates from “Siena,” the name of one of the picturesque towns in the Tuscany region of Italy. “Italy is one of our favorite places in the world. When Sienna was born, we thought the name fit her perfectly. She is a delicate little girl,” says Jacqueline.

Jacqueline’s son, Cody, is two years old. With a newborn and toddler now, Jacqueline is even more focused on working hard for her family and providing a great life for her kids. She says that having kids has helped her to be able to relate more to her clients who have families,



Sienna with her older brother, Cody (two years old).

which better equips her to provide meaningful support.

“I understand the stress they are under while [going through] major life changes, like buying and selling homes, or being in lockdown while balancing work as well as family,” she says. “During these unprecedented times, the most important thing for me is to make this huge life decision as

easy and stress-free as possible for my clients. I really just want people to feel some comfort and ease through the process, and experience a happy result.”

As Jacqueline presses on through her own life-changing experiences, she continues to work hard for her clients. She offers the following advice to other agents who might be expecting soon: “Make sure you have systems in place to keep you organized through the chaos that your life becomes when you have children! It can be overwhelming. But it’s all worth it.”

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JEFF PROCTOR



► agent feature

By Jennifer Mitchell
Photos by Sonya Martin

The Seasoned Negotiator: Helping Clients Secure a Better Deal

JEFF PROCTOR IS MORE THAN A REAL ESTATE AGENT—HE'S A REAL ESTATE CONSULTANT, ADVISING INDIVIDUALS AND DEVELOPERS ON ALL THINGS REAL ESTATE, INCLUDING HOW TO BUY, SELL, AND INVEST IN PROPERTY TO SEE THE BEST RETURN ON THEIR INVESTMENT.

Jeff grew up in South Bend, Indiana, and studied economics at Indiana University. He always wanted to be an entrepreneur and was waiting for the right opportunity to come along. After graduation, he worked in IT and technology sales for a few years, but realized pretty quickly that it wasn't the right fit for him.

"I really did not enjoy working in the corporate world," says Jeff. "I've always had an entrepreneurial spirit and a desire to be self-employed, so I was looking for new business opportunities that would allow for that when I decided to explore real estate."

"My mom's career served as the primary motivation [for me] to test the waters in real estate," claims Jeff. "I liked that it offered me the opportunity to run my own business and maximize my income potential."

Jeff found that he loved the work, and decided to jump into real estate full-time. That was in 2005 when Jeff was only twenty-five years old.

He soon learned that his favorite part of the job is negotiations. A direct communicator and an efficient worker, Jeff is able to make the process of getting a deal through easier on all parties.

"I love negotiating a deal and trying to find the best way to give my clients an advantage going into the negotiations," says Jeff. "It's an exciting process. The key is knowing the market extremely well and focusing in on each detail of the transaction."

Although Jeff is known for his professional demeanor and his ability to work out a deal, he's equally focused on building genuine relationships with his clients. He loves working with clients in all facets of real estate—buying, selling, investment, and development. ...

•••

“Beyond assisting them with the process of buying and selling homes, I like helping my clients understand the advantages of buying a home or investing in a rental property,” notes Jeff. “I like to think of myself as their real estate consultant, advising on all things real estate.”



I love negotiating a deal and trying to find the best way to give my clients an advantage going into the negotiations.

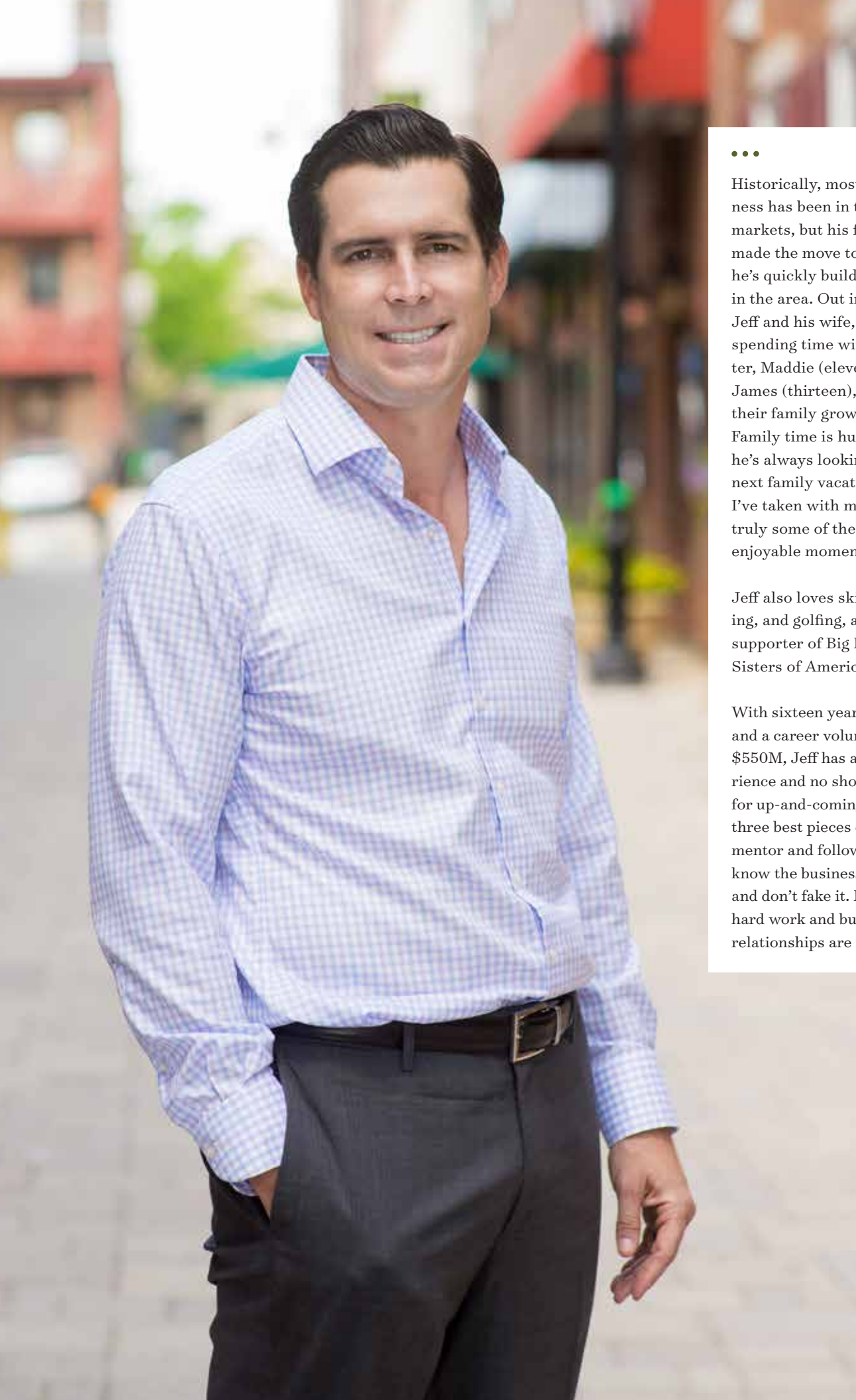


Jeff’s talent for negotiation combined with his client-focused attitude has allowed his business to thrive. As for the future, Jeff’s looking to dive deeper into development and investment properties as he continues to build his brokerage. “There are so many different paths you can take working in this industry, and I look forward to going further down the path of development.”

•••



Jeff with his wife, Shanna, and their two children, Maddie and James, in Kiawah Island, SC.



•••

Historically, most of Jeff's business has been in the downtown markets, but his family recently made the move to Elmhurst, and he's quickly building business in the area. Out in the 'burbs, Jeff and his wife, Shanna, love spending time with their daughter, Maddie (eleven), and son, James (thirteen), and watching their family grow and prosper. Family time is huge for Jeff, and he's always looking ahead to the next family vacation. "The trips I've taken with my family are truly some of the best and most enjoyable moments in my life."

Jeff also loves skiing, snowboarding, and golfing, and he is a big supporter of Big Brothers Big Sisters of America.

With sixteen years in the business and a career volume of more than \$550M, Jeff has a wealth of experience and no shortage of advice for up-and-coming producers. His three best pieces of advice: find a mentor and follow their advice, know the business inside and out, and don't fake it. Because, for Jeff, hard work and building genuine relationships are non-negotiable.

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LEDIO SAMARXHIU

Creating Opportunity through Real Estate

From an early age, Ledio Samarxhiu saw the potential opportunities real estate can create, especially for people who might not otherwise have equal access to them. Born in Albania, Ledio watched his parents as he and his family immigrated to the United States with no understanding of the language and few resources. After years of working long hours at modest jobs, sacrificing everything for their family, his parents purchased a two-flat in Humboldt Park. In just a few years' time, the family was able to sell the home for an amount that would have taken years to earn working at their day jobs.

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“That experience opened my eyes to the opportunities in real estate that are available to anyone who can make that first down payment,” says Ledio. “From then on, I grew up around the real estate industry, managing

rental properties and taking part in rehab projects with family, and I knew that was what I wanted to do with my life.”

Ledio majored in finance and real estate at DePaul University and graduated *cum laude* before becoming a leasing agent in 2015. At the start of his career, he primarily worked with landlords on the North Side of Chicago before joining a top-producing team that helped buyers and sellers across Chicagoland. He eventually transitioned to RE/MAX NEXT as an individual agent.

“Early in my career, I was hesitant to invest and take risks,” remembers Ledio. “But over time, I learned how to run my business properly and realized the importance of investing in it in ways that benefit clients. For example, many agents shy away from spending more money than necessary to market listings. But I have found that going above and beyond always pays dividends in the long run. This principle translates to every area of the business and is crucial for growth.”

Though growing his business is always a focus for Ledio, the thing that gets him out of bed in the morning is the joy of meeting new people and listening to their stories. “I work with people from all walks of life and have found that you can learn something from everyone.”

Being there for clients at big transitional moments in life is one thing Ledio is most grateful for. “People typically move at pivotal moments in their lives, such as when they’re having children, moving to Chicago for new opportunities, or receiving a big promotion that allows them to move into a bigger or nicer space. Being an advocate for my clients during these exciting times is extremely rewarding.”

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“
I WORK WITH

PEOPLE FROM ALL

WALKS OF LIFE AND

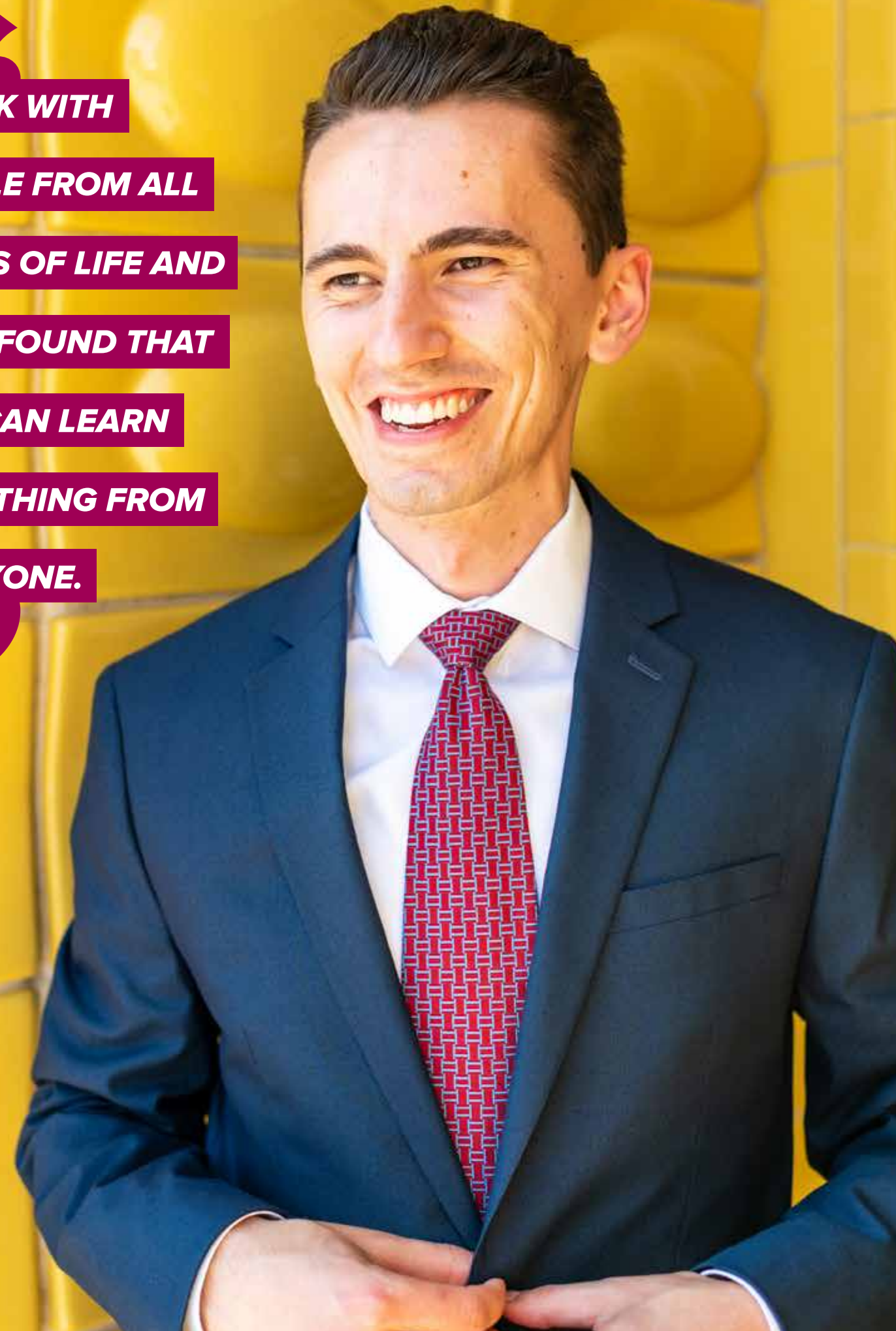
HAVE FOUND THAT

YOU CAN LEARN

SOMETHING FROM

EVERYONE.”

”





Ledio and his girlfriend, Devin, adopting their dog, Woody.

••• On the other end of the spectrum, a lot of Ledio's clients come to him to solve a specific predicament and frustration: their listing has expired and they're struggling to sell their home. Ledio has built a reputation for turning these challenging listings around and getting them sold thanks to his passion, understanding, and determination to help people in this difficult situation.

Ledio works hard to support his family and create opportunities for them. He spends most of his time outside of work with his family and always puts them first. When he does have some time to himself, he loves to read; play with his beagle, Woody; and practice the Wim Hof Method, a daily practice of breathing exercises combined with cold showers

and ice baths. "It helps relieve stress and gets me focused for the day ahead," notes Ledio.

And because Ledio has closed over seventy transactions in his career, the focus and hard work seem to be paying off. Or perhaps it's his dedication to quality service that's driving his success.

"Success in this industry is all about the service you provide to your clients," notes Ledio. "I run my business with a focus on open communication and real results. My clients know they can reach me at any time and that I will work harder than anyone else to help them achieve their goals. If you put your clients first and always focus on providing value, everything else falls into place."

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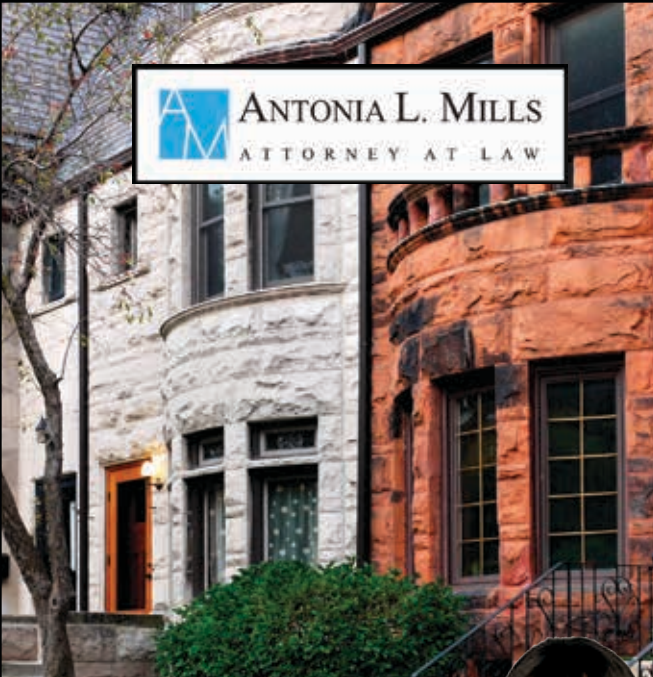


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» partner
spotlight
By Jennifer Mitchell

ADAM GURNEY WITH GURNEY LAW GROUP

Rising to the Top

In 2015, Adam Gurney became the managing partner of what is now the Gurney Law Group and has since grown the firm to help clients across Chicagoland close real estate deals to the tune of over 500 transactions a year. Aside from the seemingly obvious—hard work and passion—there are three reasons Adam has achieved such great success. First, he makes a concerted effort to relate to people from all walks of life. Second, he surrounds himself with people who behave in the most professional manner. And finally, he is extremely dedicated to his clients.

Adam grew up in Shaker Heights, Ohio, a diverse suburb, which shaped him into the person he is today: someone who can relate to just about anyone. He earned his undergraduate degree from the University of Arizona and attended law school at the UIC John Marshall Law School in Chicago.

“After college, I decided to go to law school to learn about sports law and become an agent,” recalls Adam. “But upon learning what that really entailed and the lifestyle of anyone working in the professional sports industry, I decided to change course. When I graduated law school, job opportunities were few and far between. I was connected with Erik Miles, who owned a real estate transaction firm, and took a job with him. I ended up loving it because I was able to practice law in a collaborative, rather than combative, setting and attend closings rather than court hearings.”

Adam was working as an associate attorney when Erik approached him and said he was moving to Los Angeles to become a REALTOR® and star on VHI’s real estate show, *Love & Listings*. He was looking for someone to take over his practice and thought Adam would be the perfect candidate as he already knew the business inside and out. Adam jumped at the opportunity.

“Being thrust into the position of managing partner of a law firm at [age] twenty-eight with only a few years of practical experience under my belt was very challenging,” notes Adam. “I didn’t really want to grow my business and put my reputation on the line until I had full confidence in my ability to handle numerous transactions flawlessly, so I intentionally grew very slowly. Fortunately, I was never motivated by money, so I wasn’t tempted to take on more than I could handle and risk my long-term relationships just to earn a few extra bucks in the short-term.”

In those first few years, Adam remained hyper-focused on working with professionals and people he could trust. “If you want to be a professional, surround yourself with the right people. Only work with people you can rely on.”

Adam’s hard work paid off. His legal expertise and business acumen allowed him to build a successful firm, and he was rewarded with loyalty and the joy of watching his employees thrive.

...

Photo Credit: Mary Rafferty



**“DON'T FEAR THOSE YOU
DON'T KNOW, BUT RATHER,
EMBRACE THOSE WHO ARE
DIFFERENT. YOU NEVER
KNOW WHO CAN CHANGE
YOUR LIFE FOR THE BETTER.”**



Photo Credit: Mary Rafferty

•••

“Watching my employees grow and take steps forward in their careers has been incredibly satisfying,” states Adam. “It’s one thing to be successful, but when you can make others successful too, that’s when you know you’re really winning as a boss.”

Beyond keeping employees and clients happy, Adam works hard to ensure Gurney Law Group’s REALTOR® partners are also pleased with the services they receive.

“As partners in this business, we want REALTORS® to feel great about every transaction they refer to us. I think sometimes there’s a fear that an attorney

can’t satisfy the needs of both the buyer and the REALTOR®, but if you know what you’re doing in this business, both can, and should, be accomplished. After all, we are all working towards a common goal.”

Though it’s hard to imagine how Adam has time for charitable work, he is a big supporter of the Jennie Goas Silverman Foundation, a charity named after his dear friend who died of triple-negative breast cancer at age thirty-three.

“Cancer has taken a few of the most important people in my life,” says Adam. “So I’m doing whatever I can to eliminate it for future generations.”



Outside of the office, Adam loves spending time with his wife, Amanda, and their two-year-old son, Charlie. The couple loves to watch Charlie play sports and learn new things, like learning how to string words and sentences together, and discovering new activities he enjoys. They are also anxiously awaiting the arrival of another son; Amanda is due at the end of September. Adam also loves to play golf (when Amanda allows) and watch NBA basketball.

Given everything happening in the world right now, Adam offers a word of advice: “Don’t fear those you don’t know, but rather, embrace those who are different. You never know who can change your life for the better.”

For more information about the Gurney Law Group or to contact Adam, visit GurneyLawGroup.com or email Adam directly at adam@gurneylawgroup.com.



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Christina McNamee attributes her success in real estate to her passion for being kind and respectful. She's all about cooperation, whether it's between brokers or buyers and sellers. The way she sees it, you're going to find a mutual agreement for all parties eventually—and things are a lot less stressful when all parties come to the table with kindness and respect.

To Christina, the impact of COVID-19 on the real estate industry has only emphasized the need to approach her work intentionally.

"I approach in-person showings in a much more mindful manner now," notes Christina. "I no longer encourage buyers to check out a place 'just because we will be in the neighborhood.' I do my due diligence and encourage clients to take advantage of videos, 3D tours, and even to drive by properties before choosing to do an in-person showing."

Though Christina takes a very deliberate approach to her work, her career in real estate began by chance. In middle school, Christina moved to the far north suburbs. Her family built a home there, and each weekend, they would drive to the construction site and watch the progress as the house was being built.

"I entered college not knowing what I wanted to do with my career," remembers Christina. "The College of Business at Northern Illinois University had a sales program and I decided to enroll. When I started interviewing for jobs, I decided to apply for a new-home sales position with Pulte Homes. In my interview, I was able to pull from my experience of watching my childhood home being built. I accepted

the position and my career in real estate began."

Christina worked at Pulte Homes until 2009. The new-construction market had slowed, so she shifted her focus and became a licensed REALTOR® in the city. ...



▶▶ agent feature

By Jennifer Mitchell
Photos by Sonya Martin

Christina McNamee

Even in Real Estate, Kindness Counts



“During a listing appointment, I like to try to identify the target buyer demographic for that specific property,” explains Christina. “Where do they live now? Does the potential buyer rent or own? How much money do they have for a down payment or updates? Where do they work? When might their lease expire? Then I tailor the marketing and staging strategies to appeal to that demographic. For instance, depending on the demographic, the extra bedroom might be staged as a work-from-home space or a playroom for kids.”

**“BE AUTHENTIC
IN YOUR
COMMUNICATION
WITH EVERYONE
YOU MEET, LISTEN
MORE THAN TALK,
AND ALWAYS
APPROACH A
CONVERSATION
WITH KINDNESS
AND RESPECT.”**

...

“When the real estate market dramatically changed during the recession,” states Christina. “I had to reinvent myself in a new market during a challenging time. I worked my way through those rough years with a better understanding of real estate cycles and pricing. Coming out

on the other side, I now take a much more structured approach to my business.”

One of her secrets to success: understanding the different neighborhood distinctions and how the mix of inventory and streetscape can change from block-to-block. Christina also has her own method for listing and staging homes.

It’s this attention to detail that keeps clients coming back. Christina loves hearing from past clients—whether they’re looking to move again, sending a quick text to say hello, or sharing a photo of their new dog or baby. ...





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“I hold a special place in my heart for little, old dogs,” adds Christina. “I have two rescue Chihuahuas and although I can’t imagine doing anything other than selling real estate professionally, when I retire, I plan to move to Arizona, buy a ranch, and rescue a herd of old Chihuahuas.”

For now, Christina loves traveling and spending holidays with her husband, Tewey, her identical twin sister, Jodi, and her parents. And although she doesn’t own a ranch filled with

rescued Chihuahuas yet, she is involved in the animal rescue community. She sits on the Board of Directors of Real Estate to the Rescue, and is an approved foster home for Perfect Pooches Adoption Agency and ALIVE Rescue.

After working in real estate for seventeen years, Christina has a few words of wisdom to share with those just starting out: “Attend every event you’re invited to (even when you don’t feel like going), always answer your phone (even when you think it might be a spam caller), and always have a purpose for reaching out to a past or prospective client (no one wants a check-in call—try to add value). Finally, be authentic in your communication with everyone you meet, listen more than talk, and always approach a conversation with kindness and respect.”

It's time you felt lucky! Contact me to get started.



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MICHAEL VALENTE

FOUNDER AND MANAGING PARTNER AT RENOVATION SELLS

Will Pre-Sale Renovations Be the New Norm?

Recently, there has been a fundamental shift in the way people buy, show, and sell homes. Fortunately for Michael Valente, he saw it coming. Michael's company, Renovation Sells, is the original, pre-sale home renovation company in Chicago. Michael believes that in the near future, renovating to sell will be the norm, not the exception.

"We are on the precipice of a massive supply and demand shift," says Michael. "Roughly 46 percent of sellers are baby boomers, and 38 percent of buyers are millennials. That creates a large disconnect. Millennial buyers have an 'I-want-it-all' attitude, and expect a move-in ready, Instagram-worthy home. It's up to REALTORS® and their renovation partners to advise clients on how to best give their house the facelift it needs to appeal to these buyers. Additionally, 99 percent of millennials are searching for homes online, meaning the emphasis on online photos is paramount to getting buyers in the door. I am proud to be at the forefront of this big change in the real estate industry, and my goal is to help REALTORS® navigate this shift."

Renovation Sells plans, designs, and produces affordable cosmetic improvements that result in quicker, higher-priced sales. An average project for them takes 21 days to execute, costs \$20,000, and sells within 28 days of being on the market. In essence, Renovation Sells helps REALTORS® and sellers grab the attention of buyers online and get them in the door. Michael emphasizes, "My number one goal with each project is to discover what updates are best for the home, not necessarily the bottom line. I show restraint and only recommend the updates that the REALTOR® and I think will return the most value. I want to, and can, help agents sell listings quickly and for the best possible price."



Michael and his wife, Amanda, with their two young boys, CJ (4) and Brady (2).

...

For Michael, becoming an entrepreneur wasn't a choice, it was his destiny.

"I was in my mid-20s working a traditional 9-to-5 corporate desk job and I hated it," remembers Michael. "So, I decided to leave and work for a small construction and development company doing sales and project management. Soon after, I pur-

“I’m an entrepreneur at heart...being successful takes guts, grit, determination, passion, focus, and a great team.”

chased my first multi-family building in Wicker Park, renovated it, moved into the coach house, and rented out the other three units. From then on, I was hooked on all things real estate.”

"I'm an entrepreneur at heart," states Michael. "Being successful takes guts, grit, determination, passion, focus, and a great team. Relationship building is essential, and that takes time. You have to earn your stripes and start from the bottom." And, he advises, "It's important to find a niche where you can focus and set yourself apart."

Michael has found his niche. As his company grows, Michael is always looking for new and more efficient ways of doing things, which he notes is one of the biggest challenges of running his own company. "No one tells you what to do or how to do it. But I was able to overcome growing pains by surrounding myself with a great team and working with great REALTOR® partners."

Perhaps it's because he grew up on the East Coast, but it's in Michael's nature to speak very passionately about everything, from real estate to sandwiches, so when he speaks about his business, it's no different. He lives and breathes Renovation Sells. "My wife and I refer to the business as our third child and, in some ways, it really is."

...



WORK DONE BY THE RENOVATION SELLS CREW





•••

In two short years, the company has experienced exponential growth, and Michael is franchising the business to expand to communities nationwide. Though you might consider that to be a daunting task, Michael stays grounded and focused by meditating daily.

With two young boys at home—CJ (4) and Brady (2)—life is less zen and more rambunctious for Michael and his wife, Amanda. Michael makes sure to spend most of his free time with them, and they love going on bike rides and spending time playing in the backyard together. But whenever Michael has the chance, he loves to play any and all intramural sports.

Michael wants REALTORS® to know: “We [at Renovation Sells] are here to help you. As a one-stop-shop for design, construction, and project management, we act as your general contractor, so you don’t need to take on that role. You shouldn’t have to be burdened with managing painters, floor guys, electricians, and plumbers. That takes too much time and energy. We are your partner and want to be part of your team of stagers, attorneys, and home inspectors, so when you list a place, you can offer every possible service to your clients with the least possible effort on your part.”

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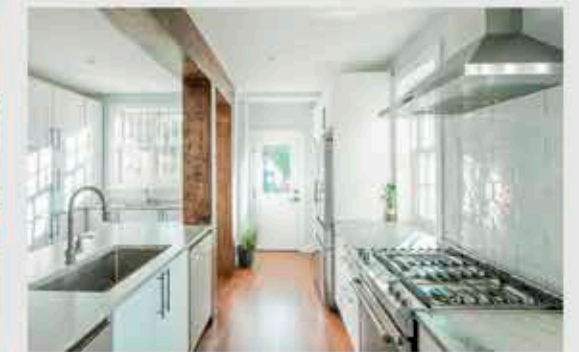
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	80	\$86,453,000	39	\$51,400,000	119	\$137,853,000
2	Matt	Laricy	114	\$50,433,374	117	\$57,064,624	231	\$107,497,998
3	Leigh	Marcus	89	\$57,973,900	29	\$16,011,200	118	\$73,985,100
4	Emily	Sachs Wong	38	\$42,294,875	21	\$26,513,875	59	\$68,808,750
5	Mario	Greco	89	\$50,060,100	33	\$18,105,250	122	\$68,165,350
6	Karen	Biazar	83	\$43,158,984	14	\$8,601,000	97	\$51,759,984
7	Grigory	Pekarsky	44	\$13,151,413	63	\$31,051,550	107	\$44,202,963
8	Melanie	Giglio	35	\$20,801,800	48	\$21,701,850	83	\$42,503,650
9	Carrie	McCormick	36	\$23,231,050	19	\$16,501,750	55	\$39,732,800
10	William	Goldberg	39	\$27,472,027	19	\$11,482,208	58	\$38,954,235
11	Sophia	Klopa	37	\$23,896,000	16	\$7,913,000	53	\$31,809,000
12	Timothy	Sheahan	31	\$23,017,928	13	\$8,237,378	44	\$31,255,306
13	Sam	Shaffer	15	\$7,547,500	41	\$23,651,649	56	\$31,199,149
14	Daniel	Close	15	\$7,582,000	34	\$21,157,887	49	\$28,739,887
15	Nathan	Wilks	24	\$11,032,325	41	\$17,645,200	65	\$28,677,525
16	Millie	Rosenbloom	11	\$12,221,500	18	\$15,587,500	29	\$27,809,000
17	Tommy	Choi	24	\$11,799,000	31	\$15,961,850	55	\$27,760,850
18	Benyamin	Lalez	12	\$8,089,500	37	\$19,055,600	49	\$27,145,100
19	Keith	Brand	11	\$4,587,150	43	\$21,662,749	54	\$26,249,899
20	Nancy	Tassone	4	\$9,841,000	4	\$15,580,000	8	\$25,421,000
21	Hayley	Westhoff	20	\$11,121,000	17	\$14,164,500	37	\$25,285,500
22	Barbara	O'Connor	29	\$14,255,500	17	\$10,884,000	46	\$25,139,500
23	Brad	Lippitz	20	\$12,334,000	16	\$12,521,000	36	\$24,855,000
24	Steve	Genyk	13	\$16,551,500	7	\$8,076,500	20	\$24,628,000
25	Elena	Theodoros	37	\$20,129,900	4	\$4,037,000	41	\$24,166,900
26	Nicholaos	Voutsinas	15	\$6,822,250	33	\$17,291,200	48	\$24,113,450
27	Katharine	Waddell	20	\$10,230,500	27	\$13,563,500	47	\$23,794,000
28	Jennifer	Ames	21	\$16,590,500	11	\$7,065,450	32	\$23,655,950
29	Sara	McCarthy	21	\$10,178,500	21	\$13,447,094	42	\$23,625,594
30	Layching	Quek	1	\$243,000	38	\$23,364,000	39	\$23,607,000
31	Jennifer	Mills	25	\$14,829,800	15	\$8,550,900	40	\$23,380,700
32	Grace	Sergio	31	\$22,264,200	2	\$693,650	33	\$22,957,850
33	Jason	O'Beirne	32	\$18,780,900	8	\$4,154,500	40	\$22,935,400
34	Julie	Busby	21	\$12,546,250	18	\$10,345,100	39	\$22,891,350

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Melissa	Siegal	23	\$13,419,000	13	\$9,471,409	36	\$22,890,409
36	Colin	Hebson	20	\$15,136,439	12	\$6,987,000	32	\$22,123,439
37	Daniel	Glick	11	\$10,248,000	16	\$11,497,650	27	\$21,745,650
38	Lance	Kirshner	25	\$11,712,700	16	\$9,692,650	41	\$21,405,350
39	Ryan	McKane	46	\$18,047,000	5	\$2,675,000	51	\$20,722,000
40	Matthew	Liss	27	\$15,898,900	8	\$4,708,000	35	\$20,606,900
41	Melanie	Everett	11	\$4,640,400	34	\$15,357,200	45	\$19,997,600
42	Kimber	Galvin	24	\$14,341,950	10	\$5,485,250	34	\$19,827,200
43	Chezi	Rafaelli	16	\$15,731,000	6	\$3,793,900	22	\$19,524,900
44	Scott	Curcio	22	\$7,691,384	27	\$11,686,400	49	\$19,377,784
45	Ivona	Kutermankiewicz	21	\$15,035,450	6	\$3,772,250	27	\$18,807,700
46	Santiago	Valdez	27	\$10,167,900	24	\$8,597,700	51	\$18,765,600
47	Joel	Holland	18	\$9,141,500	19	\$9,528,800	37	\$18,670,300
48	Kevin	Hinton	21	\$8,928,783	26	\$9,525,900	47	\$18,454,683
49	Jill	Silverstein	11	\$6,206,500	17	\$11,798,000	28	\$18,004,500
50	D	Waveland Kendt	21	\$11,013,300	9	\$6,979,400	30	\$17,992,700

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After my clients received a denial from another lender, Ryan and his entire team at Movement Mortgage stepped in to save the day.
 - **Andrew Perkins, Realtor**

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Kelly	Angelopoulos	16	\$10,051,500	13	\$7,446,000	29	\$17,497,500
52	Debra	Dobbs	12	\$12,249,000	11	\$5,153,000	23	\$17,402,000
53	Cynthia	Sodolski	13	\$9,279,000	13	\$7,984,900	26	\$17,263,900
54	Richard	Kasper	10	\$6,239,550	18	\$11,005,515	28	\$17,245,065
55	Alexandre	Stoykov	7	\$3,543,000	30	\$13,262,000	37	\$16,805,000
56	Margaret	Baczkowski	7	\$10,913,000	4	\$5,860,000	11	\$16,773,000
57	Gwen	Farinella	4	\$14,170,000	2	\$2,357,400	6	\$16,527,400
58	Frank	Montro	65	\$12,962,799	22	\$3,476,475	87	\$16,439,274
59	Kelly	Parker	15	\$8,085,000	15	\$8,351,000	30	\$16,436,000
60	Danielle	Dowell	21	\$10,392,000	13	\$6,040,500	34	\$16,432,500
61	Darrell	Scott	9	\$4,336,000	23	\$12,049,000	32	\$16,385,000
62	Lisa	Sanders	25	\$10,991,500	11	\$4,797,000	36	\$15,788,500
63	Lauren	Mitrick Wood	15	\$7,849,000	14	\$7,920,000	29	\$15,769,000
64	Alishja	Ballard	19	\$9,750,501	8	\$5,858,500	27	\$15,609,001
65	Amanda	McMillan	15	\$7,263,000	13	\$8,204,001	28	\$15,467,001
66	Ryan	Preuett	11	\$13,955,000	1	\$1,370,000	12	\$15,325,000
67	Erlend	Candea	18	\$13,280,000	2	\$1,770,000	20	\$15,050,000
68	Stephanie	Cutter	17	\$9,957,000	12	\$5,056,000	29	\$15,013,000
69	Paul	Barker	15	\$9,023,600	8	\$5,851,700	23	\$14,875,300
70	Robert	Picciariello	39	\$14,655,439	0	\$0	39	\$14,655,439
71	Nicholas	Colagiovanni	13	\$8,037,000	7	\$6,559,000	20	\$14,596,000
72	Natasha	Motev	4	\$9,325,000	3	\$5,175,000	7	\$14,500,000
73	Mark	Icuss	5	\$9,389,000	10	\$5,008,500	15	\$14,397,500
74	Nadine	Ferrata	13	\$8,715,000	10	\$5,659,499	23	\$14,374,499
75	Bruce	Glazer	13	\$5,616,750	12	\$8,322,500	25	\$13,939,250
76	Suzanne	Gignilliat	4	\$7,651,500	1	\$6,250,000	5	\$13,901,500
77	Karen	Schwartz	16	\$7,588,500	11	\$6,251,900	27	\$13,840,400
78	Reve'	Kendall	28	\$12,262,500	1	\$1,240,000	29	\$13,502,500
79	Joseph	Kotoch	5	\$2,626,000	22	\$10,824,500	27	\$13,450,500
80	Nathan	Binkley	10	\$6,545,500	11	\$6,756,000	21	\$13,301,500
81	Michael	McGuinness	1	\$410,000	29	\$12,864,800	30	\$13,274,800
82	P Corwin	Robertson	10	\$13,245,843	0	\$0	10	\$13,245,843
83	Amy	Duong	14	\$5,797,300	12	\$7,448,000	26	\$13,245,300
84	Dennis	Huyck	16	\$7,389,500	8	\$5,844,033	24	\$13,233,533

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Deborah	Hess	20	\$10,213,000	8	\$3,005,900	28	\$13,218,900
86	Camille	Canales	13	\$5,777,900	15	\$7,396,513	28	\$13,174,413
87	Samantha	Porter	18	\$11,191,250	2	\$1,837,307	20	\$13,028,557
88	Joshua	Lipton	8	\$6,282,500	7	\$6,707,500	15	\$12,990,000
89	Lucas	Blahnik	16	\$8,962,013	10	\$3,956,250	26	\$12,918,263
90	Elizabeth	Ballis	10	\$7,290,750	5	\$5,545,000	15	\$12,835,750
91	Rizwan	Gilani	17	\$8,049,775	7	\$4,736,000	24	\$12,785,775
92	Laura	Meier	12	\$5,928,500	16	\$6,698,250	28	\$12,626,750
93	Michael	Rosenblum	15	\$8,323,747	5	\$4,250,000	20	\$12,573,747
94	Alexa	Hara	1	\$8,400,000	10	\$4,035,400	11	\$12,435,400
95	Paul	Mancini	10	\$4,115,500	13	\$8,299,000	23	\$12,414,500
96	Rubina	Bokhari	6	\$4,276,250	9	\$8,124,400	15	\$12,400,650
97	Steve	Otwell	0	\$0	27	\$12,393,838	27	\$12,393,838
98	Kathleen	Malone	6	\$3,408,500	12	\$8,949,000	18	\$12,357,500
99	Christopher	Engelmann	2	\$637,500	26	\$11,659,600	28	\$12,297,100
100	James	D'Astice	8	\$3,538,000	20	\$8,698,000	28	\$12,236,000

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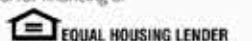
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Shay	Hata	12	\$6,658,750	12	\$5,538,000	24	\$12,196,750
102	Rafay	Qamar	13	\$4,549,400	18	\$7,546,900	31	\$12,096,300
103	Philip	Skowron	11	\$8,856,000	3	\$3,195,000	14	\$12,051,000
104	Stacey	Dombar	25	\$11,041,750	3	\$902,000	28	\$11,943,750
105	Brooke	Vanderbok	19	\$10,353,850	2	\$1,524,900	21	\$11,878,750
106	Joanne	Nemerovski	6	\$6,430,000	7	\$5,428,000	13	\$11,858,000
107	Owen	Duffy	12	\$6,080,000	14	\$5,674,000	26	\$11,754,000
108	Melanie	Carlson	4	\$2,352,000	13	\$9,220,000	17	\$11,572,000
109	Janelle	Dennis	12	\$5,208,700	9	\$6,140,400	21	\$11,349,100
110	Ian	Schwartz	9	\$4,916,000	9	\$6,402,500	18	\$11,318,500
111	Lindsay	Everest	6	\$4,748,000	5	\$6,562,500	11	\$11,310,500
112	Sarah	Ziehr	27	\$11,309,600	0	\$0	27	\$11,309,600
113	Eric	Hublar	3	\$1,178,000	21	\$10,044,150	24	\$11,222,150
114	Sam	Jenkins	11	\$8,267,500	4	\$2,851,498	15	\$11,118,998
115	Michael	Hall	17	\$8,813,850	5	\$2,292,000	22	\$11,105,850
116	Robin	Allotta	12	\$5,043,500	11	\$6,042,200	23	\$11,085,700
117	Scott	Stavish	10	\$8,057,500	5	\$2,857,500	15	\$10,915,000
118	Connie	Engel	10	\$4,573,000	9	\$6,320,500	19	\$10,893,500
119	Brent	Hall	16	\$10,515,400	1	\$376,000	17	\$10,891,400
120	Ronda	Fish	4	\$4,634,500	4	\$6,244,400	8	\$10,878,900
121	Haley	Levine	7	\$2,424,900	22	\$8,341,363	29	\$10,766,263
122	Timothy	Salm	3	\$10,300,000	1	\$445,000	4	\$10,745,000
123	Juliana	Yeager	12	\$6,386,311	6	\$4,314,900	18	\$10,701,211
124	Jodi	Serio	13	\$10,145,500	1	\$310,000	14	\$10,455,500
125	Cindy	Weinreb	6	\$2,727,500	16	\$7,545,900	22	\$10,273,400
126	Nick	Rendleman	11	\$4,674,500	21	\$5,558,680	32	\$10,233,180
127	Keith	Tarasiewicz	8	\$2,551,000	19	\$7,642,900	27	\$10,193,900
128	Deanne	Thomas	2	\$4,875,000	2	\$5,300,000	4	\$10,175,000
129	Koon	Lau	8	\$3,445,000	14	\$6,676,000	22	\$10,121,000
130	Michelle	Browne	20	\$9,402,000	1	\$690,000	21	\$10,092,000
131	Vincent	Anzalone	9	\$6,031,000	7	\$3,924,900	16	\$9,955,900
132	Steven	Acoba	5	\$5,699,000	5	\$4,250,000	10	\$9,949,000
133	Gail	Spreen	15	\$7,479,250	2	\$2,455,000	17	\$9,934,250
134	Survi	Kobawala	0	\$0	20	\$9,907,150	20	\$9,907,150

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Emily	Smart Lemire	7	\$4,140,000	6	\$5,744,500	13	\$9,884,500
136	Sherry	Hoke	6	\$5,115,000	6	\$4,733,000	12	\$9,848,000
137	Patrick	Shino	2	\$918,000	24	\$8,914,749	26	\$9,832,749
138	Lisa	Huber	9	\$5,242,000	9	\$4,588,750	18	\$9,830,750
139	Danny	Lewis	10	\$4,028,950	10	\$5,696,000	20	\$9,724,950
140	Mark	Tranter	15	\$8,059,400	3	\$1,657,000	18	\$9,716,400
141	Kieran	Conlon	10	\$5,566,250	8	\$4,145,000	18	\$9,711,250
142	Christopher	Mundy	13	\$7,770,500	3	\$1,785,000	16	\$9,555,500
143	John	Lyons	7	\$2,874,200	16	\$6,677,500	23	\$9,551,700
144	Benjamin	Lissner	5	\$1,565,500	22	\$7,969,000	27	\$9,534,500
145	James	Buczynski	11	\$7,682,500	4	\$1,847,000	15	\$9,529,500
146	Elizabeth	Brooks	6	\$9,497,432	0	\$0	6	\$9,497,432
147	Ryan	Huyler	12	\$7,370,500	5	\$2,125,000	17	\$9,495,500
148	Akos	Straub	13	\$5,693,500	12	\$3,796,500	25	\$9,490,000
149	Dominic	Irpino	12	\$5,031,800	16	\$4,453,000	28	\$9,484,800
150	Coleen	Karpf	9	\$4,635,500	5	\$4,794,039	14	\$9,429,539

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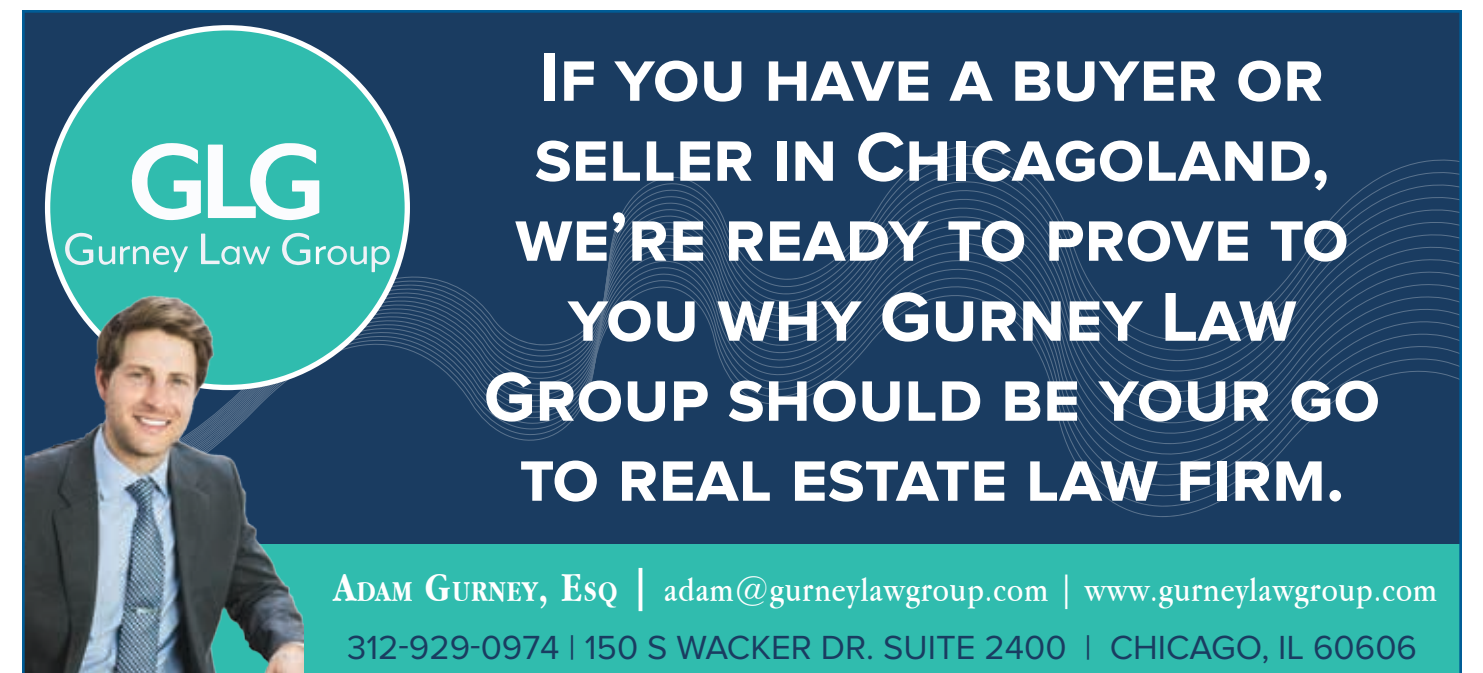
TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Scott	Berg	25	\$9,277,680	0	\$0	25	\$9,277,680
152	Brady	Miller	11	\$3,554,000	16	\$5,690,500	27	\$9,244,500
153	Michael	Maier	13	\$8,016,125	4	\$1,227,000	17	\$9,243,125
154	Michael	McCallum	8	\$4,345,000	8	\$4,882,500	16	\$9,227,500
155	Katherine	Malkin	6	\$8,215,000	2	\$957,500	8	\$9,172,500
156	Ryan	Smith	60	\$9,165,454	0	\$0	60	\$9,165,454
157	Joanna	Olszynska	11	\$6,139,000	7	\$2,946,676	18	\$9,085,676
158	Caryl	Dillon	2	\$2,730,600	5	\$6,334,100	7	\$9,064,700
159	Landon	Harper	11	\$7,080,595	2	\$1,980,000	13	\$9,060,595
160	Adam	Zagata	4	\$1,747,500	16	\$7,292,250	20	\$9,039,750
161	Pamela	Rueve	8	\$5,177,500	5	\$3,847,500	13	\$9,025,000
162	Stefanie	Lavelle	10	\$4,709,400	10	\$4,307,750	20	\$9,017,150
163	Stephanie	Loverde	13	\$4,911,500	7	\$4,057,500	20	\$8,969,000
164	Bari	Levine	1	\$730,000	12	\$8,193,000	13	\$8,923,000
165	Chloe	Ifergan	6	\$2,973,500	7	\$5,937,500	13	\$8,911,000
166	Kyle	Jamicich	7	\$5,190,000	7	\$3,718,800	14	\$8,908,800
167	Laura	Topp	8	\$5,522,500	6	\$3,344,500	14	\$8,867,000
168	Susan	Kanter	13	\$5,803,000	6	\$3,058,000	19	\$8,861,000
169	Mariah	Dell	10	\$3,893,000	8	\$4,960,999	18	\$8,853,999
170	Brooke	Daitchman	9	\$4,222,900	8	\$4,630,400	17	\$8,853,300
171	Nancy	Hotchkiss	14	\$5,668,000	7	\$3,162,000	21	\$8,830,000
172	Jennifer	Bell	13	\$5,069,000	8	\$3,751,650	21	\$8,820,650
173	Jennifer	Liu	15	\$7,177,200	3	\$1,640,000	18	\$8,817,200
174	Gregorio	Cirone	15	\$4,570,000	6	\$4,236,000	21	\$8,806,000
175	Gregory	Desmond	6	\$3,575,000	7	\$5,195,000	13	\$8,770,000
176	Lisa	Kalous	6	\$3,056,000	10	\$5,708,600	16	\$8,764,600
177	Radim	Mandel	16	\$5,613,900	6	\$3,138,500	22	\$8,752,400
178	Brittani	Walker	6	\$1,752,000	23	\$6,996,213	29	\$8,748,213
179	Kathryn	Schrage	20	\$7,897,500	2	\$850,000	22	\$8,747,500
180	Jacqueline	Colando	19	\$7,481,900	3	\$1,250,500	22	\$8,732,400
181	Marta	Lazic	6	\$1,517,900	19	\$7,192,000	25	\$8,709,900
182	Keith	Wilkey	6	\$5,035,100	5	\$3,654,500	11	\$8,689,600
183	Greg	Whelan	1	\$395,000	16	\$8,247,000	17	\$8,642,000
184	Rachel	Krueger	7	\$6,941,400	3	\$1,689,500	10	\$8,630,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Lynn	Weekley	16	\$6,345,963	5	\$2,248,000	21	\$8,593,963
186	Nick	Nastos	6	\$2,029,000	20	\$6,466,700	26	\$8,495,700
187	Kenneth	Dooley	8	\$4,623,400	5	\$3,861,000	13	\$8,484,400
188	Jeffrey	Proctor	7	\$4,624,999	3	\$3,837,500	10	\$8,462,499
189	Xiaojing	Frost	8	\$3,045,500	14	\$5,391,000	22	\$8,436,500
190	Randi	Pellar	0	\$0	1	\$8,400,000	1	\$8,400,000
191	John	Huebner	7	\$3,728,500	8	\$4,652,000	15	\$8,380,500
192	Qiankun	Chen	12	\$3,701,000	15	\$4,646,500	27	\$8,347,500
193	Rory	Fiedler	0	\$0	21	\$8,345,900	21	\$8,345,900
194	Hasani	Steele	13	\$7,065,002	4	\$1,276,900	17	\$8,341,902
195	Joe	Zimmerman	18	\$6,919,005	4	\$1,382,000	22	\$8,301,005
196	Wayne	Beals	12	\$5,416,221	8	\$2,877,121	20	\$8,293,342
197	Edward	Jelinek	10	\$4,047,500	7	\$4,244,900	17	\$8,292,400
198	Ken	Jungwirth	9	\$3,882,950	7	\$4,399,300	16	\$8,282,250
199	Robert	Yoshimura	7	\$3,326,000	10	\$4,903,700	17	\$8,229,700
200	Natalie	Renna	6	\$1,979,700	19	\$6,235,900	25	\$8,215,600

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Chris	McComas	8	\$3,825,900	7	\$4,360,000	15	\$8,185,900
202	John	Eargle	10	\$3,944,999	12	\$4,234,000	22	\$8,178,999
203	Patrick	Teets	6	\$4,173,000	5	\$3,842,000	11	\$8,015,000
204	Julie	Harron	5	\$3,494,920	3	\$4,495,000	8	\$7,989,920
205	Jane	Shawkey-Nye	2	\$6,330,000	2	\$1,650,000	4	\$7,980,000
206	Patrick	Natale	7	\$3,653,500	7	\$4,300,000	14	\$7,953,500
207	Cara	Buffa	14	\$7,594,897	1	\$345,000	15	\$7,939,897
208	Tiffany	Meyers	3	\$1,190,000	17	\$6,741,900	20	\$7,931,900
209	Beth	Gomez	8	\$3,648,550	6	\$4,263,500	14	\$7,912,050
210	Zachary	Redden	2	\$995,000	15	\$6,911,200	17	\$7,906,200
211	Elias	Masud	5	\$1,872,500	13	\$6,019,724	18	\$7,892,224
212	Lyn	Harvie	8	\$4,075,000	7	\$3,797,888	15	\$7,872,888
213	David	Nimick	7	\$3,404,400	8	\$4,468,000	15	\$7,872,400
214	Peter	Moore	7	\$3,432,500	9	\$4,379,000	16	\$7,811,500
215	Nick	Libert	8	\$2,662,140	15	\$5,148,125	23	\$7,810,265
216	Pasquale	Recchia	10	\$4,286,500	7	\$3,494,000	17	\$7,780,500
217	Elizabeth	Caya	0	\$0	17	\$7,780,000	17	\$7,780,000
218	Weston	Harding	3	\$1,947,700	11	\$5,830,500	14	\$7,778,200
219	Mark	Keppy	10	\$4,059,500	9	\$3,714,000	19	\$7,773,500
220	Christopher	Gaggero	4	\$2,037,500	11	\$5,703,000	15	\$7,740,500
221	James	Sheehan	5	\$3,040,500	7	\$4,662,000	12	\$7,702,500
222	Jodi	Slutzky	15	\$5,173,025	5	\$2,522,000	20	\$7,695,025
223	Mark	Zipperer	11	\$3,884,500	8	\$3,790,900	19	\$7,675,400
224	Ryan	Gossett	10	\$3,979,500	8	\$3,694,000	18	\$7,673,500
225	Jeremiah	Fisher	5	\$2,763,000	9	\$4,890,500	14	\$7,653,500
226	Douglas	Smith	3	\$1,878,000	5	\$5,730,000	8	\$7,608,000
227	Sohail	Salahuddin	16	\$5,665,900	6	\$1,940,500	22	\$7,606,400
228	Nichole	Dinino	3	\$950,000	15	\$6,653,400	18	\$7,603,400
229	Brett	Novack	8	\$4,534,000	4	\$3,067,000	12	\$7,601,000
230	Christopher	Lobrillo	39	\$7,558,622	0	\$0	39	\$7,558,622
231	Shanley	Henry	2	\$990,000	8	\$6,565,000	10	\$7,555,000
232	Amir	Fouad	12	\$5,952,146	2	\$1,595,000	14	\$7,547,146
233	Brittany	Bussell	7	\$4,181,750	5	\$3,355,001	12	\$7,536,751
234	Marlene	Rubenstein	5	\$2,805,000	10	\$4,726,500	15	\$7,531,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	John	Berdan	6	\$2,947,500	6	\$4,557,000	12	\$7,504,500
236	Craig	Isacson	8	\$5,952,500	1	\$1,500,000	9	\$7,452,500
237	Elliot	Small	1	\$637,000	8	\$6,754,765	9	\$7,391,765
238	Marie	Campbell	3	\$7,350,000	0	\$0	3	\$7,350,000
239	John	Vossoughi	4	\$2,507,000	5	\$4,840,000	9	\$7,347,000
240	Giovanni	Leopardi	10	\$3,359,000	13	\$3,971,500	23	\$7,330,500
241	Anna	Huls	7	\$2,987,500	9	\$4,324,500	16	\$7,312,000
242	Jeannette	Pawula	5	\$2,652,000	12	\$4,657,500	17	\$7,309,500
243	Kathryn	Barry	5	\$1,515,000	14	\$5,783,100	19	\$7,298,100
244	Colleen	Berg	18	\$7,280,500	0	\$0	18	\$7,280,500
245	Lawrence	Dunning	4	\$2,411,000	7	\$4,867,000	11	\$7,278,000
246	George	Ayling	18	\$5,770,000	4	\$1,506,500	22	\$7,276,500
247	James	Demarco	8	\$3,790,500	7	\$3,453,500	15	\$7,244,000
248	Elizabeth	Palomar	18	\$6,633,800	2	\$610,000	20	\$7,243,800
249	Ashley	Carter	13	\$4,300,500	9	\$2,938,500	22	\$7,239,000
250	Matthew	Shrake	10	\$5,503,500	4	\$1,723,000	14	\$7,226,500

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