

NORTH SHORE

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



Top Producers:

**Julie Fleetwood
& Lisa Miceli**

Jameson Sotheby's

**Work Hard & Work Smart,
Take Care of Your Clients**

PARTNER SPOTLIGHT:

ROBERT DOLD SR.

FEATURE AGENT:

MARGARET LUDEMANN

RISING STAR:

DINA SILVER

LEGACY OF LEGENDS:

MARY SUMMERVILLE

SEPTEMBER 2020



MDESIGN

STAGED HOMES SELL 87% FASTER
Let MDesign help increase the value of your property
and distinguish it from its competition.

www.mdesign.house

847.508.4294 | kim.zieziula@mdesign.house

847.922.6775 | mj.murnane@mdesign.house



MIDDLEFORK

Building and renovating very special single-family homes
in Chicago's most prestigious neighborhoods.

www.middleforkluxury.com

abowyer@middleforkluxury.com | 312.560.3969

TABLE OF CONTENTS



11
Publisher's Note



18
Rising Star
Dina Silver



24
Featured Agent
Margaret Ludemann



30
Legacy of Legends
Mary Summerville



36
Partner Spotlight
Robert Dold Sr.



43
Top Producers
Julie Fleetwood and Lisa Miceli,

If you are interested in contributing or nominating Realtors for certain stories, please email us at jason.acres@RealProducersMag.com



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The paid advertisements contained within the *North Shore Real Producers* magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies.




Our mello smartclose™, also known as Hybrid eClose, reduces contact and time spent at the title company, empowering you to e-sign most of your loan documents digitally, ahead of closing.

Contact me to learn about loanDepot's virtual loan experience!

John Noyes
Loan Consultant | NMLS #214555
(312) 319-9833 Direct
jnoyes@loanDepot.com
www.loanDepot.com/jnoyes

loanDepot

213 West Institute Place, Suite 210, Chicago, IL 60610 | loanDepot.com, LLC NMLS ID 174457, Licensed by the IL Department Financial & Professional Regulation. For licensing information, go to www.nmlsconsumeraccess.org (052820-346350)

MEET THE NORTH SHORE REAL PRODUCERS TEAM



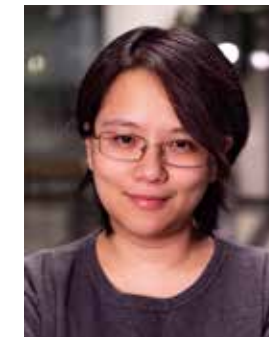
Jason Acres
Owner/Publisher



Michelle Medeiros
Ads Manager



Jennifer Schuman
Photographer



Reavens Lee
Videographer



Nora Wall
Writer



Melissa Lopez
Content Specialist



Laura Zickert
Writer



Annette Patko
Photographer



Laura Humpa
Photographer

Karen M. Patterson is your Concierge Closer:

Curator of residential and commercial real estate transactions from contracting to closing and everything in between.

Karen, immediate past president of the Glenview Chamber of Commerce, has represented buyers and sellers of residential and commercial real estate in Chicago and its suburbs for over 27 years.

You will work directly with Karen on all aspects of the transaction. She keeps both real estate brokers fully informed throughout the entire transaction so you will never wonder "what's going on?" after the contract is signed.

Please call anytime with questions or concerns!

Karen M. Patterson, P.C., Attorney at Law

2400 Ravine Way, Suite 200 | Glenview, Illinois 60025
C: (847) 226-7818 | O: (847) 724-5150 | Karen@Glenviewlaw.net





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ACCOUNTING - CPA

The Hechtman Group Ltd
(847) 853-2599
TheHechtmanGroup.com

ARCHITECTURE

Reynolds Architecture
(847) 501-3150
ReynoldsArchitecture.com

Rice Architecture
(847) 853-0824
HealyRice.com

ATTORNEY

Floss Law, LLC
(224) 326-2903
FlossLaw.com

Karen M. Patterson, P.C.
(847) 724-5150
KarenPattersonPC.com

Law Office of Susan Ruffer Levin
(847) 441-4311
RufferLevinLaw.com

Lincoln Street Law P.C.
(847) 912-7250
LincolnStreetLaw.com

Shvartsman Law Offices
(847) 714-0210
ShvartsmanLaw.com

The David Frank Law Group
(773) 255-6499
FrankESQ.com

**BRANDING/MARKETING/
WEB DESIGN**

Artisan Creative Agency
(847) 841-9200
ArtisanCreative.Agency

BUILDER

A Perry Homes
(847) 549-0668
APerryHomes.com

Middlefork, LLC
(312) 560-3969
MiddleForkLuxury.com

CHIROPRACTIC CARE

Atlas Upper Cervical
Chiropractic
(847) 920-4506
AtlasUCC.com

CPA SERVICES

Dam, Snell, & Taverine, LTD.
(847) 367-4448
www.dstcpa.com

DESIGN & HOME STAGING

M Design, LLC
(312) 560-3969
MDesign.house

**DOGGY DAYCARE/
BOARDING/GROOMING**

Playtime Pup Ranch, LLC
(847) 298-7877
PlaytimePupRanch.com

HOME INSPECTION

Dunsing Inspections
(847) 367-0782
Dunsing.com

Home Advantage Inspections
(312) 401-0299
HaiPro.com

New Horizon Inspection
(847) 942-8768
NHInspection.net

HOME WARRANTY

Home Warranty of America
(847) 212-8635
HWAHomeWarranty.com

INSURANCE

State Farm
(847) 395-1321
ChadArnoldInsurance.com

MORTGAGE / LENDER

Brett Hines With Molitor
Financial Group, LLC
(773) 275-3100
MolitorFinancialGroup.com

**DRAPER & KRAMER
MORTGAGE CORP.**

(847) 239-7830
DKMortgage.com/Schneider

Forum Mortgage Bancorp
(773) 774-9040
ForumMtg.com

Guaranteed Rate
- Brian Jessen
Brian Jessen
(847) 712-0830
Rate.com/BrianJessen

Guaranteed Rate - RJ Dolan
RJ Dolan
(847) 922-5884
Rate.com

Loan Depot - John Noyes
(312) 319-9833
LoanDepot.com/JNoyes

Loan Depot - TJ Lynch
(773) 732-6843
LoanDepot.com/TJLynch

Wintrust Mortgage
(847) 418-2825
SusanSeebergLoans.com

**ORGANIZING AND
MOVING ASSISTANCE**

Paxem, Inc.
(847) 829-4437
Paxem.com

PAINTING

DiVinci Painters Inc
(847) 266-1295
DiVinciPainters.com

PEST SOLUTIONS

Rose Pest Solutions
(815) 871-2733
RosePestControl.com

PHOTOGRAPHY

Bordeaux Studio
(847) 563-8273
www.bordeauxstudio.com

Horizon Photography
(847) 910-2722
Horizon-Arts.com

PROPERTY MANAGEMENT

MercFoss Property
Management
(847) 971-8524
www.mercfossproperty
management.com

REMODEL & DESIGN

Refresh
(847) 549-0668
Refresh2Sell.com

RESTAURANT/BAR

Bluegrass
(847) 831-0595
BluegrassHP.com

SALON & SPA

Salon Oak & Spa @BarberTown
(847) 998-0899

SOLAR ENERGY

Solterra Sun
(360) 731-8955
www.solterrasun.com

STAGING

Phoenix Rising Home Staging
(312) 450-8365
ChicagoStaging.com

TAX SPECIALIST

Schiller, Strauss & Lavin PC
(312) 564-4803
SSLTaxLaw.com

TITLE COMPANY

Chicago Title
(847) 833-1430
CTCastleConnect.com

Euclid Title Services LLC
(847) 996-9965
EuclidTitleServices.com

Fidelity National Title
(708) 873-5205
www.fidelitydesktop.com

VIDEOGRAPHER

SparkRaw Media
(630) 696-8522
SparkRaw.com

LINCOLN STREET LAW, P.C.
With over 30 years of professional experience, we are the North Shore's choice for successful Real Estate and Estate Planning transactions. Contact us to discuss how we can assist you in achieving your goals.



Katherine S. O'Malley
Attorney at Law

Contact us:
Office: 847-864-7770
Mobile: 847-912-7250
komalley@lincolnstreetlaw.com



LincolnStreetLaw.com



Let us get you there
To Schedule
847.942.8768
www.nhinspection.net





FIX

Trust the ReFresh expert team to make your home ready to sell.



FAST

ReFresh will handle all the details and do the work quickly so you can sell your listing faster.



FREE

ReFresh offers the solution for your clients with no out of pocket costs prior to close.

REFRESH

FIX · FAST · FREE

REMOVE BUYER OBJECTIONS & GET YOUR HOME READY TO SELL FAST!

Sell your listing faster for more money. ReFresh works with you to determine the proper scope. No matter the size, our expert team does it all. We eliminate the burden of out of pocket costs prior to close. ReFresh is the trusted partner to handle all the details for a stress-free experience.

Let's work together so you can sell more homes!

www.refresh2sell.com   

Please email michelle@refresh2sell.com
or call (224) 408-8088 for more information.

guaranteedRate®

Positively Different™

Creative mortgage solutions where experience counts!

- Your go-to for North Shore Mortgages.
- In house jumbo and conforming underwriting.
- Available 7 days a week.



RJ Dolan

VP of Mortgage Lending

O: (773) 516-6364 C: (847) 922-5884

Rate.com/RJDolan

RJ.Dolan@rate.com

3940 N.Ravenswood, Chicago, IL 60613

Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information.

EQUAL HOUSING LENDER RJ Dolan NMLS ID # 205840; IL - 031.0058373, VA - MLO-42895VA NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 • VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769

North Shore Real Producers Celebrates Top REALTORS®

Providing A Platform to Elevate & Unite the Top Real Estate Agents in the North Shore Area!

FOR SUCH A TIME AS THIS

▶ publisher's note

As I write this Publisher's Note, several weeks in advance of its publication date, our nation is in the midst of a powerful movement seeking justice and an end to systemic racism. This magazine exists for you to hear the voices and stories of your colleagues in the real estate industry, not my personal views, but I would like to at least share this: *I stand against racism and police brutality against people of color.* This is not a political stance - it's a reflection of my love for all people and my vision for a nation that is finally just and peaceful.

This magazine has always served as a tool for building community. I, as well as my fellow team members at Real Producers, believe no community can be healthy and prosperous so long as racism exists. We stand alongside every team member, real estate agent, and advertising partner who has ever had to suffer the overwhelming injustice of racism and prejudice.

As a magazine publisher, I have a platform to encourage change, and I don't take this lightly. My hope is that by continuing to introduce you to influencers within the community through this magazine - revealing their personal passions, experiences, and values - it can serve as a vehicle for positivity and even for challenging your perspective. Hard conversations are rightfully being had all around us, and here in North Shore, we commit to our mission of connecting, elevating, and inspiring through continuing our own dialogue about who we are as a collective group of real estate industry titans. This, I am proud to say, is a community that supports and cherishes every single agent and advertiser, and I hope you will always feel welcomed and encouraged to share your unique story with us.



Jason Acres

Owner/Publisher

North Shore Real Producers

jason.acres@RealProducersMag.com



Curbside, Patio and now Inside!



1636 Old Deerfield Road, Highland Park
847-831- 0595 www.bluegrassshp.com

The best bar in town. Bar none.

loanDepot

Contact me
for **all your home financing needs!**



TJ Lynch
NMLS #214491
Loan Consultant
(847) 504-4156 Office
(773) 732-6843 Cell
tjlynch@loanDepot.com
www.loanDepot.com/tjlynch



1033 Skokie Blvd Suite 430 | Northbrook, IL 60062. loanDepot.com, LLC NMLS ID 174457. Licensed by the IL Department Financial & Professional Regulation. For licensing information, go to www.nmlsconsumeraccess.org. (061820 353119)

Is SOLAR ENERGY Right For You?



Get a FREE solar consultation over the phone or by email and learn how you can earn \$500!*

*Promotion is only valid upon solar installation. No Upfront Cost



LET'S CHAT TODAY!
Brandon Pratt
360-731-8955
solterrasun.com
Brandonpratt@solterrasun.com f@

SOLTERRA



MercFoss Property Management takes pride in securing your Real Estate Investment. We are your point of contact when it comes to Residential Real Estate whether it be via our snowbird services or just keeping your property well maintained and cared for.

With 17 years in the Real Estate Industry, we are here to help with your property management needs.

Contact us today for your free consultation.




Chris Foss
847-971-8524
MercFossPropertyManagement@gmail.com
www.MercFossPropertyManagement.com




DUNSING INSPECTIONS

OUR TEAM IS READY TO MAKE YOUR TEAM LOOK GREAT!



Our Suite of Services:
Residential & Commercial Inspection, Sewer Scan, Radon Test, Thermal Imaging, EIFS/Dryvit®, Fireplace Chimney Scan.



Customer Service:
From the first phone call, to questions you may have after your report is delivered, excellent customer service is our specialty.



Agent Education:
We offer Webinars for real estate professionals. Details? Visit <https://www.dunsing.com/training-center>

CALL: 847.367.0782 SCHEDULE: 24/7 Online — www.Dunsing.com

Did you know that the biggest expense for homeowner's after the mortgage, is usually property taxes?

Don't let your client's miss an opportunity to file an appeal to help reduce their property taxes!

Do you feel like you are paying too much in property taxes? Please call SSL today for your FREE complimentary property tax analysis! We will respond within 24 hours.



We will guarantee there will be **NO FEE** from Schiller Strauss & Lavin PC until we achieve a reduction.

SSL REAL ESTATE TAXLAW
SCHILLER, STRAUSS & LAVIN

RESIDENTIAL | APARTMENT | INDUSTRIAL | CONDOMINIUM | COMMERCIAL
312.726.9855 | WWW.SSLTAXLAW.COM
33 N. DEARBORN ST. SUITE 1130 CHICAGO, IL 60602

GET EVERY
ISSUE
**ON
YOUR
PHONE**



Download Our Mobile App

No doubt, it's a badge of honor to hold the printed version of the *North Shore Real Producers* magazine in your hands. But if you want all the issues wherever you go, download our mobile app, and take them with you. Search DigaPub wherever you download apps, and choose Illinois – *North Shore Real Producers*. There you can share your feature stories to Facebook as well!



YOU'LL LOVE HOW NEW PAINT
TRANSFORMS YOUR HOME.



divincipainters.com | 847-266-1295

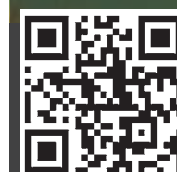
WE'RE OPEN!



ATLAS
UPPER CERVICAL CHIROPRACTIC

For a limited time, we are
offering new patient
exams for \$60

Patient exams normally \$240



ALEX HALSTEAD, D.C.

402 Linden Ave, Wilmette, IL • info@atlasucc.com • www.atlasucc.com
Call us today to schedule your visit! 847-920-4506
Follow us on [f](#) [i](#) [@atlasucchiro](#) for updates



Protecting your most important asset during uncertain times.



Give us a call today
(224) 326-2903

Driven by RESULTS for you and your client.
1200 Shermer Road, Suite 206 | Northbrook, IL 60062
flosslaw.com | Bob@flosslaw.com



transform · maintain · enjoy

TRANSFORMATIONS

Dreaming of a sanctuary bathroom, state-of-the-art kitchen, luxurious dressing room, wine cellar or a golf training room? The Reynolds team of award-winning architects, interior designers and construction managers is assembled and ready to create unique solutions for you.

MAINTENANCE

Our semi-annual home maintenance service ensures top performance of major mechanical systems, interior finishes and exterior elements. You only have one person to call. We take care of everything, leaving you with time to focus on what's most important to you and your family.

Working in concert with Reynolds Architecture, we offer 25 years of design excellence and construction expertise to meet your home improvement and maintenance needs.



REYNOLDS ARCHITECTURE
DESIGN AND CONSTRUCTION

To schedule a free consultation for Mint Home Solutions, call 847.716.6000
Mint-Home.com | ReynoldsArchitecture.com



DRAPER & KRAMER MORTGAGE CORP.



Cathy Schneider
VP of Residential Lending

Call me today for your home financing needs!

O: 847-239-7830 cathy.schneider@dkmortgage.com 400 Skokie Boulevard - Suite 100
M: 847-363-7321 www.dkmortgage.com/schneider Northbrook, IL 60062

EQUAL HOUSING OPPORTUNITY
Cathy L. Schneider (MFLS 220197 DC-14-0220197 IL 031 0812078 MN-MF-0-220197 WI 220197) is an agent of Draper and Kramer Mortgage Corp. (NMLSR 529511) an Illinois Residential Mortgage Licenser located at 1431 Open Plaza, Suite 208, Deserres Grove, IL 60015, 430-374-2100. DC Mortgage Lender License No. MI 02551 IL Illinois Residential Mortgage Licenser No. MI 0004263 - Licensed by the Department of Financial and Professional Regulation, Mortgage Banking Division, 100 West Randolph, 9th Floor, Chicago, IL 60601, (888) 473-4854 MN Residential Mortgage Originator License No. MN-MO 205271882 Residential Mortgage Servicer License No. MN-MS 2551 This is not an offer to enter into an interest rate lock agreement under Minnesota Law. WI Mortgage Banker License No. 272895A. www.dkmortgage.com © 2020 Draper and Kramer Mortgage Corp. All Rights Reserved. 03998 01 02/20



DINA SILVER
@Properties

Trusted REALTOR® Finds “There’s No Place Like Home”

▶▶ rising star

Article written by **Laura Zickert**

Dina Silver is not only a trusted REALTOR® in the North Shore, but she is also an entrepreneur that is dedicated to serving her clients with the highest level of care. She is passionate about family, her career, and being a friend to those who are transitioning homes.

Dina was born in Chicago and raised in Glencoe, IL. In 1991, she graduated from Purdue University with her BA in Communications. After college, she worked in advertising as a copywriter and later pursued a career as a freelance writer. For a decade, Dina spent time becoming a respected author for six incredible novels.

In 2016, Dina transitioned into real estate and received her license. Her outstanding reputation and work ethic immediately drew people to work with her. She says, “I will never forget those people who took a chance on me early on in my real-estate career and said we don’t care that you’re new to this industry, we like you and trust you and want to work with you because of who you are.” After receiving her license, she began as an independent agency with @Properties. In the past four years, she has received

...



...

the @Properties Outstanding Achievement in both 2018 and 2019.

Dina is married to her husband, Jeff Silver. Dina and Jeff have one son named Ryan who will be a senior at Glenbrook High School in the fall of 2020. Ryan and Jeff enjoy cooking, while Dina enjoys watching them from afar with their cat and a glass of wine. When not working, Dina also enjoys listening to Bon Jovi and still continues to write. She has a goal of creating a screenplay based on one of her novels and is looking forward to checking that off her bucket list soon.

Jeff owns a junk-removal company and often partners with Dina to assist in preparing a home before it hits the market.



This incredible duo is providing services to help others and make the transition

of listing a home easier. She says, "My clients have been so appreciative, because not everyone has the capacity to do this on their own."

Dina not only helps guide her clients through finding a home, but she is also a shoulder to lean on through the transitions. She says, "I always tell my clients when I first meet them that we're going to become best friends over the next few months, and then you're going to miss me when this is over!" Dina has found a passion for the process of helping others buy and sell their homes. "I truly love that no deal is the same, and it's like starting from scratch each time. New clients, new buyers, new headaches and hallelujahs! Never a dull moment for sure. It is a career that I can see myself enjoying for many more years to come," she said.

Dina Silver continues to be a trusted REALTOR® in the North Shore who is going above and beyond for her clients. She wholeheartedly believes "there's no place like home" and is excelling at helping her clients' dreams come true.



Anytime. Anywhere. Any day ...



Chad Arnold, Agent
432 Lake Street
Antioch, IL 60002
Bus: 847-395-1321
chad.arnold.uyi7@statefarm.com
Hablamos Español

That's when you can count on State Farm®.

I know life doesn't come with a schedule. That's why at State Farm you can always count on me for whatever you need – 24/7, 365.

GET TO A BETTER STATE™.
CALL ME TODAY.



1101198.1

State Farm, Home Office, Bloomington, IL

WE'RE THE MISSING PIECE TO THE PUZZLE.



Dam, Snell & Taveirne, Ltd.
Certified Public Accountants

CALL TODAY TO BOOK AN APPOINTMENT WITH OUR EXPERIENCED TEAM
847-367-4448 | WWW.DSTCPA.COM

LIBERTYVILLE OFFICE | 1512 ARTAIUS PARKWAY SUITE 100 LIBERTYVILLE, IL 60048

From Handshake To Closing, We'll Help You Every Step Of The Way.

**CONTRACT REVIEW
NEGOTIATION
CLOSING DOCUMENTATION**



SUSAN RUFFER LEVIN,

Attorney/Mediator

THE LAW OFFICE OF SUSAN RUFFER LEVIN

790 West Frontage Road #718
Northfield, IL 60093

(847) 441-4311 | www.rufferlevinlaw.com
susanrufferlevin.law@gmail.com

OVER TWENTY YEARS OF REAL ESTATE LAW EXPERIENCE IN COOK AND LAKE COUNTIES

CURBSIDE CLOSINGS

DRIVE UP · STAY IN · SIGN · DRIVE OFF

CHICAGO TITLE ANNOUNCES THE ADDITION OF CURBSIDE CLOSINGS TO HELP FACILITATE YOUR UPCOMING REAL ESTATE TRANSACTIONS.

FEEL FREE TO REQUEST THIS SERVICE AT THE TIME OF SCHEDULING.



Night on the Town, Weekend Sporting Event or Vacation Plans?

Let Your Pup Play and Stay!

Dog Daycare | Grooming | Boarding | Training

Ask about daily specials for Day Play and/or Boarding



676 North Wolf Road, DesPlaines
playtimepupranch@gmail.com

847.298.PUPS

www.playtimepupranch.com

Elevate Your Brand

Signature Style Photography

PLENTY OF BEAUTIFUL CONTENT FOR YOUR SOCIAL MEDIA



Horizon
Photography

Jennifer Schuman, Horizon Photography www.horizonportraits.com

Margaret Ludemann

Coldwell Banker



Entrepreneur
Finds Dream Job
as a Successful
REALTOR®



▶▶ featured agent

Article written by **Laura Zickert**

Top REALTOR®

From driving a tractor at age 8 to becoming a global traveler, dynamic convention speaker, and sophisticated North Shore REALTOR®, Margaret Ludemann's journey has been as successful as it was unconventional.

Margaret grew up on a farm where she learned the value of hard work from her father. In 1979, she graduated from the University of Nebraska with a bachelor's degree in Journalism and Marketing. After college, her first job was being a residential door-to-door salesperson in the cable TV industry. She found that time to be good training and later transitioned to professional positions for 20 years with two Fortune 100 companies. "I worked in marketing for American Express and corporate sales at the Walt Disney Company. These amazing companies provided me with additional education in Negotiation Strategy and Sales Cycle Management," she says. "After so many years in corporate life, however, I wanted to work for myself ... to succeed or fail on my own. I have an entrepreneurial spirit and a passion for homes."



To learn the business, she began her real estate career as a home stager, and in 2009, during the Great Recession, she obtained her real estate license. "Getting into real estate during a recession with its commission-only compensation structure seemed unusual and unwise to my friends," she says, "but there are hard and important lessons to learn about the business during difficult times."

Margaret found success and says, "It was one of the best decisions I've ever made." Margaret has been with Coldwell Banker since the beginning of her career. She has continued to acquire advanced education earning designations as a Global Luxury Specialist and a Certified Negotiation Specialist. After more than 11 years in the industry, she has received many awards and is especially proud to have been



named to Coldwell Banker's International President's Circle for agents in the top 2% worldwide.

Margaret lives in Chicagoland with her husband, Dennis Jorgensen, and their son, Reo, who is a college student. They met through a mutual friend and found they had a shared interest in baseball. After years as merely baseball buddies, they later fell in love and were married on the steps of the National Baseball Hall of Fame in Cooperstown, NY. After moving to Boston as a newly married couple, they purchased season tickets to Fenway Park before even buying a home. Her passion for the sport remains every bit as strong today. Margaret says, "I collect ballparks! I'm trying to visit every major league ballpark and many international and minor league parks, too." She also is passionate about traveling and music. In addition, she sings weekly in her church's choir.

Margaret credits market knowledge, marketing skills and passion for her success. To say she goes over and beyond for her clients would be an understatement. Margaret finds, "Something magical happens when you see the excitement in a client's eyes when they find the home of their dreams. The look in their eyes ... it's amazing." Margaret wakes up early each morning passionate about her career. She says, "I love my job so much that it doesn't feel like a one."



“Something magical happens when you see the excitement in a client’s eyes when they find the home of their dreams. The look in their eyes ... it’s amazing.”

▶ legacy of legends

Written by **Laura Zickert**
Photography by **Annette Patko**
// Bordeaux Studio

**REALTOR® FOR
25-PLUS YEARS**

MARY

SUMMERVILLE

DREAM TOWN



REALTOR® Finds Dream Career in Real Estate

A true entrepreneur, Mary Summerville's natural marketing skills and dedicated work ethic have made her one of the most successful real estate brokers in the North Shore and Chicago markets. Her passion for the industry is evident — her clients note that whether buying or selling, Mary's knowledge and quality service are unmatched.

Mary's family immigrated to Chicago from Ireland when she was young, and she credits her parents for helping her develop her drive and ambition to succeed. Watching her parents struggle had a profound impact on Mary — an enterprising child, Mary began selling everything from candy bars to newspapers and raffle tickets to help earn some additional income for her and her family. Competitive by nature, Mary won accolades and sales awards even at this young age.

After she completed her education, Mary worked in customer service and sales while dreaming of bigger things for herself. While working as a receptionist for a real estate office, Mary found her true calling. She decided to take the leap into a new career as a licensed real estate broker. "When I had the opportunity to get my license, and the encouragement of my husband, (then boyfriend) Randall, I dove in with both feet," Mary says. Everything about the business was exciting, and fulfilling her dream of going into real estate only fueled her passion for the industry.

Mary received her license in 1986, and has continued to have a thriving and successful career. She began working for a small brokerage, transitioning to a larger firm, Mitchell Bros., where she was promoted to management within three years. Mary was inspired by the team at Mitchell

Bros., explaining that she aspired to be like the many top-producing agents she worked with. By her seventh year in the business, Mary had opened Prairie Shore Properties, with some of those very agents she had admired in her early career. Her company went on to become the top office in Evanston for 19 years.

Currently working at Dream Town Realty's North Shore office, Mary says, "I found my happy place." As a REALTOR® for 33 years, Mary has completed over 1,600 transactions and closed over half a billion in sales volume. Mary has been the recipient of many awards, including being placed in the top 1% of agents. She has successfully handled many new condo developments, and new construction homes. Mary also enjoys mentoring young agents as they navigate the real estate world. She loves the real estate business, and has found that, "as you become more successful in this business, you learn to work smarter and not harder." Mary sees real estate as a series of failures and rejections, and believes that every success or achievement — no matter how small — should be relished.

Mary is a loyal and focused REALTOR® who has found great success doing what she loves. Clients who work with her will find that her expertise and experience truly set her apart from the competition. With her business based primarily on referrals and past clients, Mary's clients view her as a trusted real estate professional, choosing to enlist her services time and time again.

Truly inspired by the real estate world, Mary and her husband enjoy watching design shows, and touring unique and interesting properties in their spare time. She loves to travel



and is an avid enthusiast of Cold War spy novels. They own a second home in Scottsdale, AZ, which quickly became their favorite getaway. Between the hustle of working in real estate, Mary enjoys Pilates — she has been a practitioner for 22 years — and meditation to unwind.

Mary strongly believes in giving back to her community and has spearheaded several charitable giving campaigns and partnerships with local organizations to support their endeavors. She serves on the Art Encounters board, and is a sponsor of the Evanston Mural Arts Program. Mary is also very involved in Curt's Café, an Evanston institution that aims to improve the lives and outcomes of young adults living in at-risk situations. She works with the Oakton School's "Blessings in a Backpack" program, and Coat Angels each year in support of the work they do to support the youngest members of the community.

Most recently, Mary created a campaign to benefit the Evanston Community Foundation Rapid Relief Fund called the COVID-19 Challenge. This comprehensive campaign sought to raise awareness for the fund through online ads, social media, and a prominent billboard on Green Bay Road. "Evanston has always supported Summerville Partners, and when we saw how coronavirus has impacted our friends and families across the community, we knew he had to find a way to help," Mary says. Through her initiative, she donated \$100 for every homeowner that reached out to for a free home valuation report.

Mary credits her success to the support of her family, clients and community, which helped her find a home in the real estate industry. In the words of Mary, "Peace + Love = Home."



 20 years of residential law expertise

 Seamlessly taking the baton from contract to closing

 Fast, efficient, 7 days a week responsiveness



THE LAW FIRM THAT ALWAYS KEEPS YOU IN THE LOOP



The David Frank Law Group



David Frank

1211 Landwehr Rd, Northbrook, IL 60062
Phone: 773-255-6499 | Fax: 425-928-4061
www.franksq.com | david@franksq.com

EXPERTS IN REAL ESTATE TAXES & ACCOUNTING



With over 20 years specializing in real estate accounting and tax strategies, our team of experts can guide you in achieving maximum return and growth for your business. From commercial and residential developers, to agents and investors, we understand the complexities of your business.

Hechtman Group
Exceptional CPA services for small businesses with big plans

www.thehechtmangroup.com
info@thehechtmangroup.com
847.256.3100

WINTRUST MORTGAGE

FLEXIBLE SOLUTIONS TO GIVE YOUR CLIENTS THE Confidence To Close



SUSAN SEEBERG
Senior Mortgage Consultant
NMLS # 755983
DIRECT: 847.418.2825
Cell: 847.712.6021
SSeeberg@wintrustmortgage.com
SusanSeebergLoans.com
245 Waukegan Rd. Northfield, IL 60093

Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS# 449042. © 2019 Wintrust Mortgage.

Artisan Creative Agency

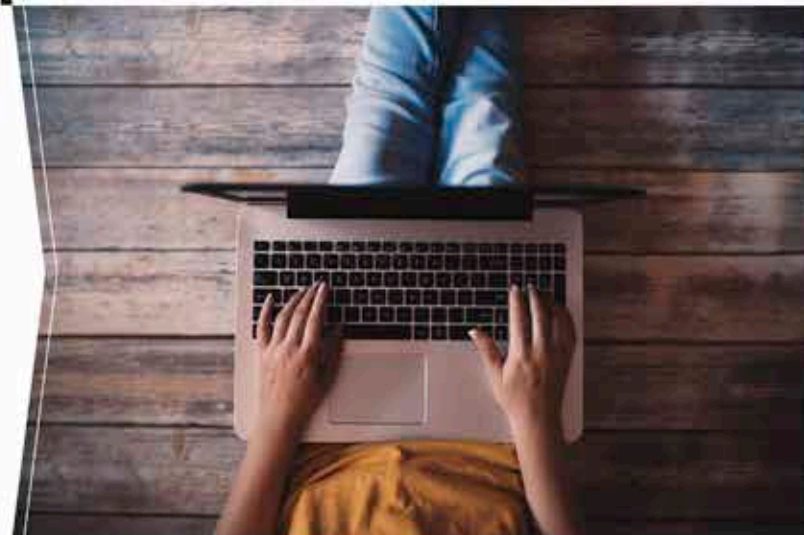


BRANDING & GRAPHIC DESIGN

Corporate Identity
Print Collateral
Sales & Marketing Materials
Digital Presentations & Ads

ONLINE SOLUTIONS

Web Design & Development
Social Media & Email Campaigns
E-Commerce
SEO Optimization
Pay-Per-Click Campaigns

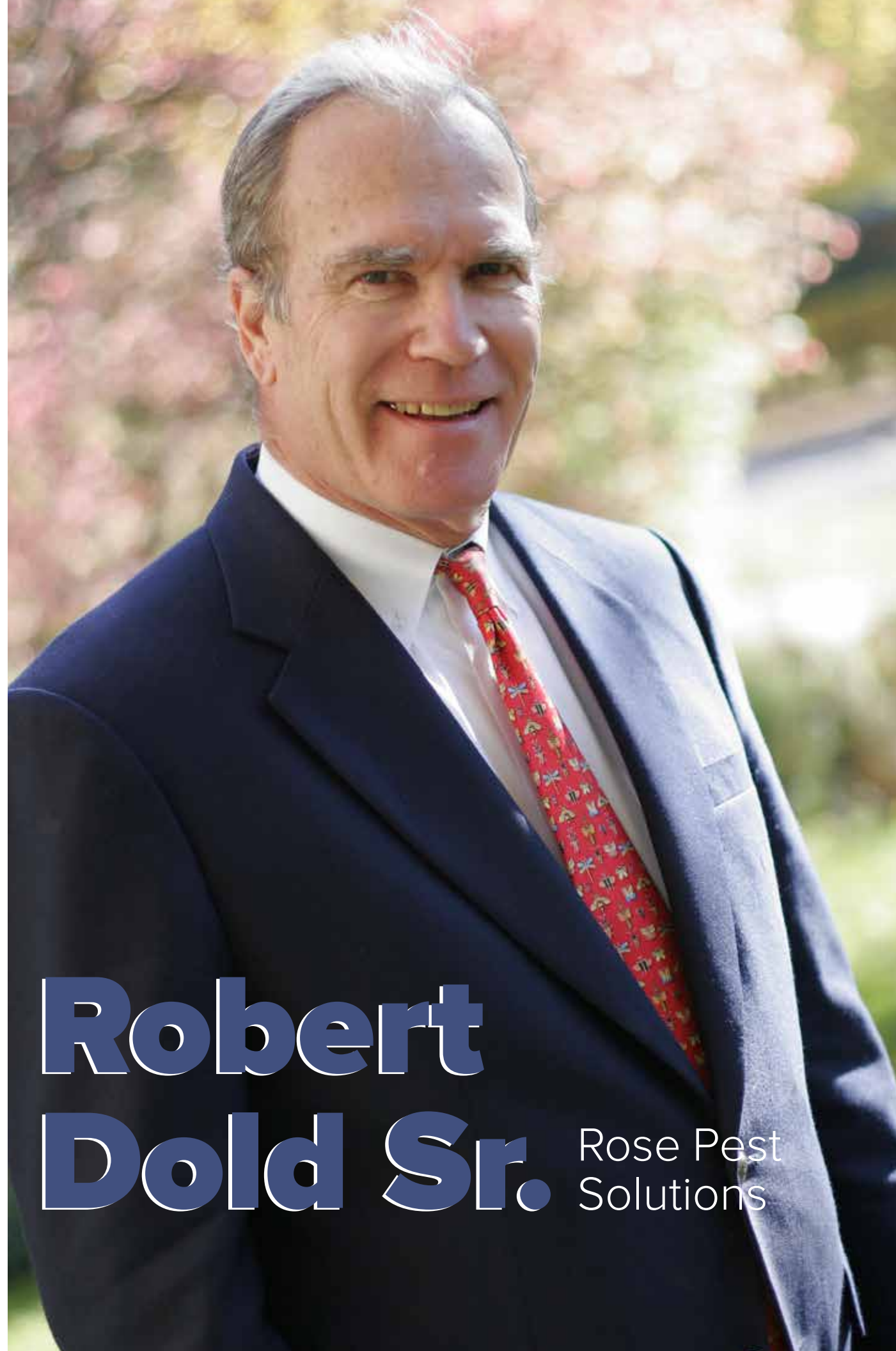


SIGNS & GRAPHICS

Interior / Exterior Signage
Large Format Printing
Vehicle Wraps
Trade Show / Event Graphics
Environmental Graphics



www.ArtisanCreativeAgency | (847) 841-9200 | 



Robert Dold Sr.

Rose Pest Solutions



CEO Leads 160-Year-Old Family Business With Integrity

Robert Dold is the CEO of Rose Pest Solutions, a business that has been in the Dold family for three generations. As the business continues to grow, Robert is leading the company with expertise, integrity, and a passion for the industry.

Robert graduated from Denison University and later received his MBA at the University of Chicago. His father, C. Norman Dold, managed Rose Pest Solutions at the time and brought Robert into the family business. Robert says, "I was born and raised in the pest-control industry and can remember my father teaching me how important it was to provide quality service to our customers."

Robert and his wife, Judy, have 14 grandchildren. "There is absolutely

nothing we love more than spending time with all of them, seeing them grow and succeed," he says. In addition to spending time with family, Robert also enjoys traveling with Judy to various places.

Dating back to 1860, Rose Pest Solutions is America's oldest pest-control company. This 160-year-old business is continuing

to be successful and lead as a full-service residential and commercial pest-management company. "Above all, we value long lasting relationships with customers and colleagues," says Robert.



Honesty, high ethical standards, integrity and customer service are just a few qualities that you can find not only in Robert as a person,

...

...

but also in the reputation of Rose Pest Solutions. Robert believes that "knowing that people are safer and healthier because of what we do is the most fulfilling thing to about pest management."

Judy plays an active role in the business and serves as chairman of the board. Rose is the only company in the industry to have a husband and wife who have both served as president of their International Trade Association. Robert's son, Bob, is continuing within the family business and is currently president. This family business is dedicated to serving their clients and providing methods and materials that are safe to use for both employees and the environment.

Keeping families and businesses healthy from pest-related threats, serving the community, and growing as a family business is what is setting Rose Pest Solutions apart from the competition. As Robert continues to lead, he is continuing a family business that is trusted in the Chicagoland area.



SALON OAK & SPA @ *Barbertown*



FULL SERVICE SALON AND SPA | MAKEUP | NAILS | SKIN CARE
FOR BRIDAL PARTY HAIR | BEST HAIR CUTTING AND COLOR | MEN AND KID CUTS

1055-59 Waukegan Rd. | Glenview, IL 60025 | salonoakandspa.com

Call to schedule an appointment **847-998-0899**



ROSE[®]
PEST SOLUTIONS

The Answer Since 1860!



- Pest Inspections
- VA Loan Termite Inspections
- Permanent Rodent Solutions
- Same-Day Service Available



800-GOT-PESTS?  rosepestcontrol.com

RICE Architecture

Additions Remodeling Interiors New Homes Restoration



(847) 853-0824 · healyrice.houzz.com
healyrice@comcast.net · 934 Elmwood Ave, Wilmette, IL 60091

NORTH SHORE'S REAL ESTATE LAWYER WITH YOU FROM CONTRACT TO CLOSE

Boutique law firm with over 30 years of combined legal experience in both residential and commercial real estate law.

CONTACT US FOR A **FREE** INITIAL CONSULTATION.



Yelena Shvartsman, Attorney at Law
 SHVARTSMAN LAW OFFICES
 400 Skokie Blvd, Suite 220
 Northbrook, Illinois 60062
 O: 847-714-0210 | F: 847-714-0212
www.shvartsmanlaw.com
info@shvartsmanlaw.com



TITLE REVIEW
INDIVIDUALIZED SERVICE
CONTRACT REVIEW & NEGOTIATION

Shvartsman
LAW OFFICES



Paxem.com



- Staging
- Design
- Sorting
- Estate Sales
- Organizing
- Decluttering
- Packing
- Set Up
- Move Management

For Your Complimentary Consultation Call
847-829-4437

MFG RANKED #58 OUT OF OVER 10,000 MORTGAGE BROKERAGES IN THE U.S. 2019

Boutique Company. Big Lender Ability.

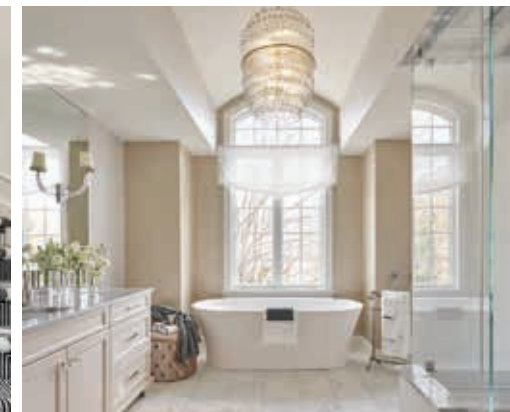


BRETT HINES
 VP of Mortgage Lending
 C: 937.286.9618
BrettH@MolitorFinancial.com
MolitorFinancialGroup.com
 NMLS# 1643575



5412 NORTH CLARK STREET, SUITE 223, CHICAGO, IL 60640
 CONVENTIONAL • JUMBO • FHA • VA • RENOVATION • REFINANCE

Illinois Residential Mortgage Licensee. *Subject to approval. Equal opportunity lender. Rates, prices and programs are subject to change and the market conditions. All borrowers information is kept confidential and have the ability to apply for a mortgage loan. Rankings provided by AIME for 2019. Full results can be found at aimegroup.com/broker-rankings/results/



AP A. PERRY HOMES
 ARCHITECTS BUILDERS REMODELERS

WWW.APERRYHOMES.COM 847-549-0668

SERVING CHICAGO AND FLORIDA MARKETS

guaranteed Rate

The Home Purchase Experts



There's a reason why Brian Jessen is the best in the North Shore.

WITH JUST A FEW EASY CLICKS, THE BRIAN JESSEN AND HIS MORTGAGE LENDING TEAM WILL FIND THE PERFECT LOAN FOR YOU!

Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information.

Work with a mortgage expert you can count on—contact us today!



Brian Jessen Senior Vice President of Mortgage Lending 111 S Pflugsten Rd, Ste 124 Deerfield, IL 60015

Let's get started O: (847) 943-2169 C: (847) 712-0830 Rate.com/BrianJessen brian@rate.com

NMLS ID: 205801, LO#: AZ - TAO, CA - TAO, GA - 68136, IA - 35076, IL - 031.0027569 - MB.0005932, IN - 42975, KY - MC707267, MI - TAO, MN - MN-MLO-205801, MO - MO-205801, TN - TAO, VA - MLO-42020VA, WI - 205801 NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) AZ - Guaranteed Rate, Inc. - 14811 N. Kierland Blvd., Ste. 100, Scottsdale, AZ, 85254 Mortgage Banker License #0907078 CA - Licensed by the Department of Business Oversight, Division of Corporations under the California Residential Mortgage Lending Act Lic #4130699 GA - Residential Mortgage Licensee #20973 - 3940 N. Ravenswood Ave., Chicago, IL 60613 IA - Lic #2005-0132 IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 IN - Lic #11060 & #10332 KY - Mortgage Company Lic #MC20335 MI - Lic #FR0018846 & SR0018847 MN - Lic #MN-MO-20526478 MO - Guaranteed Rate Lic # 14-1744-A TN - Lic #109179 VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769 WI - Lic #27394BA & 2611BR



Julie Fleetwood & Lisa Miceli Jameson Sotheby's

...

Work Hard & Work Smart, Take Care of Your Clients

▶▶ top producers

Article written by **Nora Wall**
Photography by **Jennifer Schuman**
// Horizon Photography

Julie Fleetwood and Lisa Miceli consistently rank among Jameson Sotheby's top 10 North Shore teams. This year marks their five-year anniversary, and they expect to have their biggest year yet. An achievement they attribute to their successful 50/50 partnership and commitment to serving their clients.

Julie grew up in Southwest Michigan and graduated from the University of Michigan. Later, she went on to become a television producer in Chicago where she worked the overnight shift from midnight to 9 in the morning.

When Julie became a parent, she decided to stay home with the kids. Ten years later, she was hungry to get back to work and looking for a new challenge. At the same time, with three growing children (Madison, Henry and Tommy), she and her husband, Rob, decided they needed a bigger house.

Julie got her real estate license. Under the guidance of veteran Jameson Sotheby's agents, she sold the house quickly. Hooked on real estate, it didn't take her long to earn recognition as a top agent.

Lisa grew up in a real estate family. Her father was a residential and commercial real-estate developer in Chicago and Naples, FL. She explains, "I remember when I was 8, my dad sitting down and explaining stock prices to me and how that translated into real estate. He would be buying a shopping center, and take me with him and explain to me why he was deciding to do something or ask a particular question." He encouraged Lisa to go into real estate and get her license, but Lisa was reluctant.

When Lisa's father passed away in 2008, she started managing the family's properties in the Chicago area. It was through this job her interest in a new career ignited. She met the top-producing Coldwell Banker SFC team through her work. In 2013, she joined them. She learned the ropes quickly.

Lisa says, "I was part of a big team at Coldwell Banker, and while I enjoyed it, I was looking to do something on my own. But I also knew I wanted a partner. As a single mom with three children (Christine, Jack and William), it would be good to have someone to share the workload. I also think a partnership better serves the client too."

Very active in philanthropy, Lisa was at an event at the Women's Club of Evanston when a REALTOR® approached her to inquire about her Coldwell Banker team. This conversation prompted Lisa to mention she was looking for a partner to go out on her own too. The REALTOR® knew a colleague at Jameson Sotheby's also looking for a partner, Julie. She introduced Lisa to Julie.

Lisa and Julie took a year to "date" before deciding to form a partnership. Lisa says, "We courted for a year before deciding to form a team." A year later, they created a real-estate partnership at James Sotheby's International Realty in Evanston.

Once partners, it was akin to being newlyweds. Lisa and Julie had to fine-tune the workings of their partnership. Since they are both very driven individuals with strong personalities, they had to develop a synergy in their partnership. It took a lot of hard work, commitment, and dedication on both their parts to refine their working relationship.

...





•••

Their 50/50 partnership keeps them both accountable and dedicated. Julie says, “We think things through. We research. We formulate. That’s our process for everything we do.” They are always asking: What’s next? They continually look to improve as a team and as individuals. It is that growth mindset that has set them on a positive course.

Both Lisa and Julie are both quick to point out the role mentorship played in their ability to facilitate developing a robust and healthy partnership. They attribute much of their success to former managing broker Carol Prieto at Jameson Sotheby’s in Evanston. She coached them through the early bumps and inevitable conflicts they faced as partners.

Julie says, “Carol has been instrumental in guiding our strengths and helping us off-set each other. Carol was the one who helped us. People would say, ‘You two are going to form a partnership, but it will never last.’ But I think the reason we have been successful is because we were both willing to do that hard work together. Carol is a wonderful leader and instrumental in helping us get through those phases.”

Both Julie and Lisa focus on developing relationships with their clients rather than on the transaction. Lisa says, “We are committed to doing to the best. We get referrals. I think the more that happens. The more we’ve been able to succeed. That’s great.” They attribute this focus to their ongoing success. Real estate isn’t just work for them; it’s an opportunity to actively engage in helping people cross life’s milestones and achieve their dreams. Julie says, “I love what I do so much, it’s as though I’m not working. It’s so much fun.”

Julie and Lisa draw upon their personal experiences living and raising



children in the area to help guide families to make the best decisions for their circumstances. Lisa says, “I truly value that my clients trust me with one of their biggest investment decisions. It’s a privilege that I don’t take lightly.”

Since the pandemic hit in March, Julie and Lisa have focused their energy on social media and connecting with people on these platforms. They are building and cultivating relationships online.

Real estate is relationship-driven; whether online or in-person, that core element does not change.

In these unprecedented times, Julie and Lisa quickly pivoted to meet the demands and conditions of this new environment by adapting to technology, working with integrity, and caring about their clients. All their hard work has paid off as they continue to tackle every curve ball and challenge life presents them as a team. They are not only partners in business but clearly best friends. It’s that friendship that creates the underlying glue to their successful working relationship.



Fidelity National Title

Built on Integrity, Standing on Service!

Fidelity National Title is a FULL SERVICE title company with local service & national reach. We are a direct office for the world's largest underwriter, Fidelity National Title.

Offering Solutions for Residential through Complex Commercial

Buying, Selling, Refinancing?
Give us a call!



Michele Bass
Sales Executive
Fidelity National Title
e: Michele.Bass@fnf.com | c: 847-962-1311

5215 Old Orchard Road Ste 165, Skokie, IL 60077
224-601-7035 • www.FidelityDesktop.com



You Get Way More Than Just an Inspection!

Full Concierge Service

Concierge Services Include: Phone, TV, Internet, Alarm Systems, Locksmith, and much more!



YOU GET ALL OF THIS FREE WITH YOUR HOME INSPECTION:

90 Day Warranty | Mold Safe | Sewer Gard | Full Concierge Service & Utility Set-Up | RecallChek Home Owners Resource | Platinum Roof Protection Plan



Call to schedule your home inspection 312-401-0299 | 847-420-0116 | www.haipro.com



WE'VE GOT YOU COVERED.



- ✓ FREE Seller's Coverage
- ✓ VIP concierge service for agents
- ✓ Re-key service
- ✓ No cap on refrigerant
- ✓ No waiting period to file claims

YOUR LOCAL REPRESENTATIVE



Kimberly Chalekian-Bisailon
Account Executive

Multi-Million Dollar Producer
2017 NSBAR Affiliate of the Year
2017 & 2018 Presidents Club Winner

847-212-8635
kchalekian@hwahomewarranty.com

HWAHomeWarranty.com Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc.

HEADSHOT EVENT AT BORDEAUX STUDIO



Summer Special \$135

Includes : Professional Session
and two Edited Images

Professional Makeup also
available for an extra fee

1703 Darrow Ave, Evanston IL
www.Bordeauxstudio.com



BORDEAUX STUDIO

To book contact : annette@bordeauxstudio.com |

ACT NOW



Kati Spaniak

info@spaniakteam.com
847-379-8813

Congratulations to Kati Spaniak on another success!

Great job by Kati Spaniak working to place
4030 Yorkshire Lane, Northbrook, IL 60062
under contract in just 18 days after staging!



Kati's experience with Phoenix Rising Home Staging:

"The process of working with Phoenix Rising was so smooth and straightforward. Everyone has a part to play and the operation runs like a well-oiled machine. We know that the presentation of the home for showings and in the professional photos and video was helped immensely by the proper staging that the home received from Phoenix Rising. We trust the team to deliver excellent results with quality design and our sellers benefit from the results. Thank you, Phoenix Rising. Another job well done!"



PHOENIX RISING

HOME STAGING - INTERIOR DESIGN - FURNITURE SALES

Designs that Inspire™

WWW.CHICAGOSTAGING.COM 105 E. Oakton St, Des Plaines, IL 60018 773-433-3888

Phoenix Rising Home Staging helps our clients sell their homes faster and for more money!

[Call today to schedule your staging consultation](#)