

CHICAGO

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

UNSUNG

Heroines Edition

SPOTLIGHTING TOP
TEAM MEMBERS



PARTNER SPOTLIGHTS:

Michael Bencks
Guaranteed Rate

Kevin P. Camden
Camden Law Office, LLC

FEATURES:

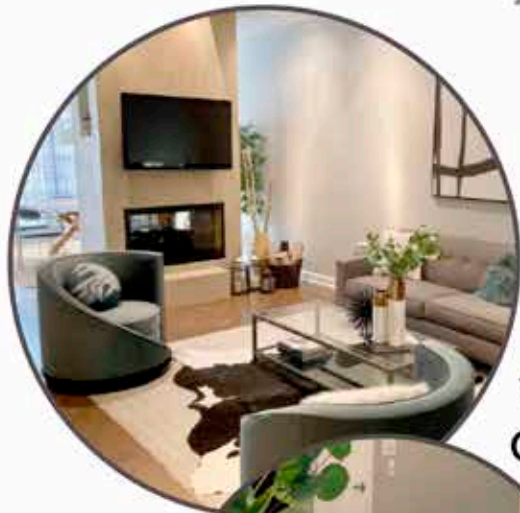
Candace McCutcheon
Carissa Giancarlo
Catherine Holbrook
Tori Gwin
Krista Harkin
Jaclyn Kelly

RE-PRODUCERS:

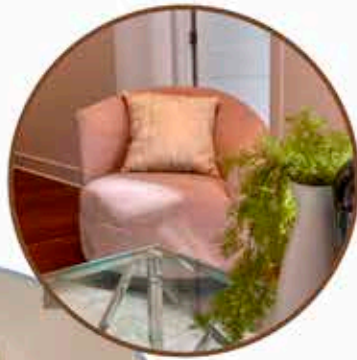
Melanie Everett

APRIL 2021

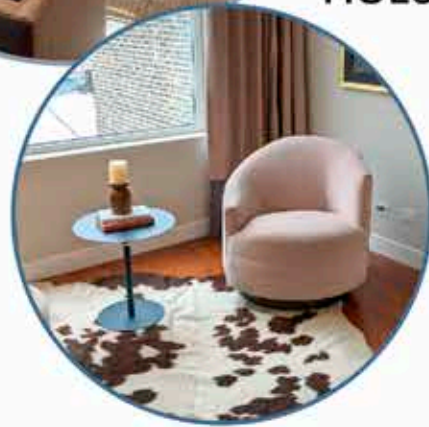
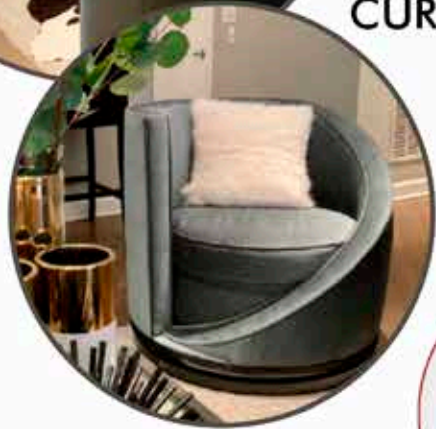
INVENTORY UPDATE AT HAVEN



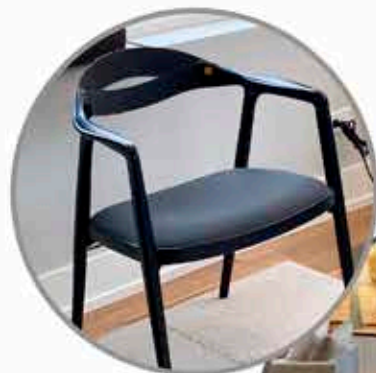
VELVET
CURVES



PINK
HUES



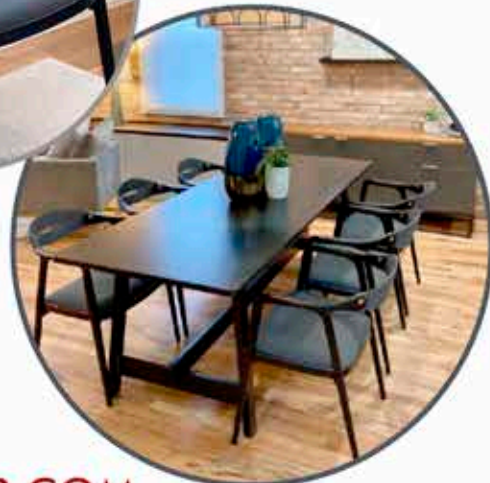
GOLD
TEXTURE



NAVY
+
BLACK



HAVENHOMESTAGER.COM



First comes snow, then comes the ice And last is water and it doesn't play nice

Tired of all the guessing, the pain, the tears?
Give CBI a call, we'll help find it without fear

We are moisture specialists and can help you solve pull-out-hair scenarios.



CHICAGO
BUILDING
INSPECTIONS

inspectingchicago.com | 312.INSPECT | info@inspectingchicago.com

CBI enacts strict CDC / Covid-19 safety protocols during inspections.



Also performing radon testing via
Chicago Radon Testing, Inc., a CBI Company.

A comfortable home is part of the plan.

So plan on Deljo for your heating, cooling, and indoor air quality needs.

When it comes to keeping your home comfort equipment in good working order, you can always count on Deljo Heating & Cooling.

Since 1922, generations of Chicagoland residents and business owners have known that Deljo provides the highest quality HVAC products and services available.

Deljo keeps you and your property warm in the winter, cool in the summer, and comfortable year round.

HEATING & COOLING INSTALLATION AND MAINTENANCE

INDOOR AIR QUALITY TESTING AND IMPROVEMENT

DUCTLESS SYSTEMS INSTALLATION AND MAINTENANCE

EMERGENCY HVAC SERVICE 24/7

FINANCING AVAILABLE

SERVICING ALL OF CHICAGOLAND



THE DELJO DIFFERENCE

CALL OR CLICK

773.663.4923 deljoheating.com

#thedeljodifference

TABLE OF CONTENTS



13
Publisher's Note




18
Unsung Heroine: Candace McCutcheon



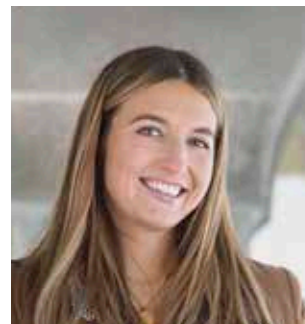
24
Business: Save The Deal, Eliminate The Odor
By Alberto Marchan



26
Partner Spotlight: Michael Bencks Guaranteed Rate




32
Real Pets: Celebrating National Pet Day!



36
Unsung Heroine: Tori Gwin




42
Unsung Heroine: Catherine Holbrook



46
Virtual Events: COVID-19 Hasn't Prevented Us From Connecting!



48
Events: St. Patrick's Day Themed Virtual BINGO!




52
Unsung Heroine: Carissa Giancarlo



58
Unsung Heroine: Jaelyn Kelly



66
Partner Spotlight: Kevin P. Camden Camden Law Office, LLC



72
Unsung Heroine: Krista Harkin



78
RE- Producers: Melanie and Andrew Everett



82
Top 250 Standings

MEET THE CHICAGO REAL PRODUCERS TEAM



Andy Burton
Publisher



Emily Burton
Editor-in-Chief



Melissa Lopez
Operations and Content Specialist



Michelle Medeiros
Ad Strategist



Christine Thom
Managing Editor



Justin Barr
Videographer



Heather Love
Photographer



Carlos Miranda
Photographer



Sonya Martin
Photographer



Chris Menezes
Writer



Jennifer Mitchell
Writer



Maris Callahan
Director of Social Media



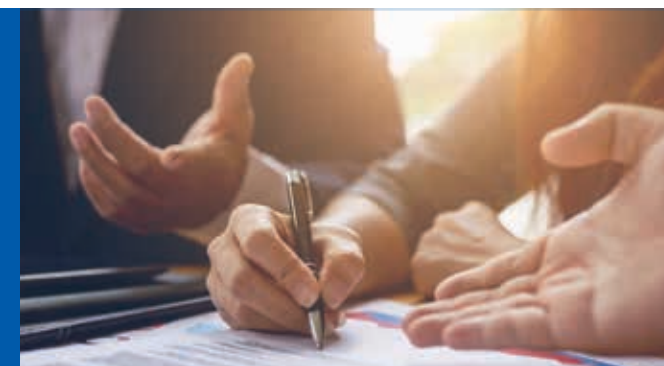
If you are interested in contributing or nominating Realtors for certain stories, please email us at andy.burton@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.

Agents, Ready To Close That Deal?



Shapiro Strane's goal is to provide our clients with the highest quality legal representation we can deliver. Whether buying or selling a home, commercial real estate, or negotiating a new business lease, we stand ready to provide the fast, responsive and affordably priced representation needed to close your deal.



Justin C. Strane

For High-Quality, Responsive and Affordable Counsel,
Call Justin Strane!

(312) 638-0871

www.shapirostrane.com | justin@shapirostrane.com | 53 West Jackson Blvd, Ste 1760, Chicago, IL, 60604

The choice of a lawyer is an important decision that should not be based solely upon advertisements. The Supreme Court of Illinois does not recognize certifications of specialties in the practice of law. Certificates, awards and recognition are not requirements to practice law in Illinois. Justin C. Strane is responsible for this content. Shapiro Strane's principal place of business is 53 W. Jackson Blvd., Ste. 1760, Chicago, IL 60604.

Justin's Recent Accomplishments Include:

- Selected to the 2017 through 2019 Illinois Rising Stars list by Super Lawyers.
- Received the Avo Clients' Choice Award in 2016 and 2017

SIGNATURE STAGING



Secure
YOUR INVESTMENT



PROVIDING QUALITY STAGING SERVICES TO MAXIMIZE THE HIGHEST RETURN ON INVESTMENT.

SIGNATURECHICAGO.COM • INFO@SIGNATURECHICAGO.COM • 312-854-9515

PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring *Chicago Real Producers*. These local businesses are proud to partner with you to make this magazine and our entire social platform possible. Please support these businesses and thank them for supporting the *Chicago Real Producers* community!

ACCOUNTING - CPA

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

APPRAISAL

Appraisal Solutions Group
(773) 236-8020

ATTORNEY

Alfred S. Dynia & Associates, LLC
(773) 427-1900
DyniaLaw.com

Antonia L. Mills,
Attorney at Law
(847) 361-0079

Camden Law Office, LLC
(630) 789-5896
CamdenLawOffice.com

Cervantes Chatt & Prince P.C.
(312) 606-9529
CCPChicago.com

Forde and O'Meara LLP
Lisa J. Saul, Esq.
(847) 910-2317
fordellp.com

JMC Law Group
Jason M. Chmielewski
(312) 332-5020
jmclawgroup.com

Law Office of Vincent A. Leung, LLC
(312) 882-4640
AttorneyLeung.com

Law Offices of Jonathan M. Aven Ltd.
(312) 259-4345
AvenLaw.com

Law Offices of Katrina M. Barnett, PC
(312) 725-0085
KMBarnettLaw.com

LoftusLaw, LLC
(773) 632-8330
Loftus-Law.com

Mazek Law Group, LLC
(773) 800-0141
MazekLaw.com

Raimondi Law Group
(312) 701-1022

Shane E. Mowery,
Attorney at Law
(773) 279-9900
MoweryLaw.com

Shapiro Strane, LLC
(312) 638-0871
ShapiroStrane.com

The David Frank Law Group
(773) 255-6499

The Gunderson Law Firm
(312) 600-5000
GundersonFirm.com

Titcomb Law Group, PC
(773) 537-4945
TitcombLawGroup.com

Trivedi & Khan
(312) 612-7619
TrivediKhan.com

BRANDED MARKETING MATERIALS

iCandee
(773) 649-3790
iCandeeMarketing.com

CLEANING & RESTORATION

Blu Commercial Cleaning
(773) 628-7505
BluCleaning.com

CLIENT AND REFERRAL GIFTS

Cutco Closing Gifts/
Cut Above Gifts
(312) 899-6085
CutAboveGifts.com

DEVELOPER

Townes Glaser Development
(773) 558-4452
TownesGlaser.com

FASHION STYLING

trinstyling, Inc
(312) 291-4480
trinstyling.com

FINANCIAL ADVISOR

Morgan Lougee Financial Planning
(312) 368-3717
WestPoint FinancialGroup.com/
Associates/Morgan-Lougee

Northwestern Mutual
Jon Dickinson
(847) 969-2585
Jonathan-Dickinson.com

GARMENTS, GROOMING & EVENTS

Gentleman's Cooperative
(312) 361-1166
gentsco-op.com

GENERAL CONTRACTOR

Urban Built, LLC
(773) 895-1139
UrbanBuilt.co

HANDYMAN

Fix It People
(312) 898-9300
FixItPeople.com

HEALTH & WELLNESS

Sunny Biggy Fitness
(219) 851-0170
SunnyBiggyFitness.com

HEATING & COOLING

Deljo Heating & Cooling
(224) 410-7432
DeljoHeating.com

HOME INSPECTION

Chicago Building Inspections
312-INSPECT
InspectingChicago.com

Heartland Home Inspections
(708) 785-3868
HeartlandHomeInspections.net

HouseCall Inspections
(773) 426-0458
HouseCallInspections.net

Inspection Concepts, LLC
(773) 851-9667
InspectionConceptsLLC.com

Keeshin Inspection Services
(773) 871-2356
KeeshinInspection.com

Straightforward Home Inspections, LLC
(773) 998-0386
StraightforwardHome Inspections.com

INSURANCE

Country Financial
Kirk Gregory Jr.
(773) 420-0154

Goosehead Insurance
Kristine Pokrandt
(708) 858-1246
Goosehead.com

Kevin Smith
State Farm Agency
(773) 772-2244
KevinSmithAgency.com

INTERIOR DESIGN

Hubbard Design Group
(312) 600-6974
HubbardDesignGroup.com

LIGHTING & HOME FURNISHINGS

Hortons Home Lighting
(708) 352-2110
HortonsHome.com

MASONRY & TUCKPOINTING

AAA-1 Masonry & Tuckpointing, Inc
(773) 622-7300
AAA1Masonry.com

MORTGAGE / LENDER

A&N Mortgage
(773) 255-2793
anmtg.com/ryanp

Blue Leaf Lending
(312) 546-3297
georgek.blueleaf lending.com

Chase
(312) 732-3584
Chase.com

CrossCountry Mortgage
Alex Margulis
(312) 651-5352
AlexMargulis.com

CrossCountry Mortgage
Dan Krucek
(847) 226-8293
dkmortgageteam.com

Guaranteed Rate,
Crystal Kurzynski
(773) 435-0667
rate.com/Crystal

Guaranteed Rate,
Joel Schaub
(773) 654-2049
rate.com/JoelSchaub

Guaranteed Rate,
Michael Bencks
(773) 960-2278
rate.com/MichaelBencks

Guaranteed Rate,
Michelle Bobart
(312) 379-3516
rate.com/MichelleBobart

Midwest Lending
(630) 414-5426
AngieWozniak.com

Movement Mortgage
(312) 607-1111
www.movement.com

The Federal
Savings Bank
(773) 726-4374
TammyHajjar.com

Wintrust Mortgage
Bill Katsoolias
(224) 770-2021
BillsLoans.com

Wintrust Mortgage
George Kaiser
(847) 784-1390
GKaiserTeam.com

PAINTER

McMaster Painting & Decorating, Inc.
(773) 268-2050
McMasterPainting.com

PEST SOLUTIONS

Rose Pest Solutions
1-800-GOT-PESTS?
RosePestControl.com

PHOTOGRAPHY

Carlos Shot You
(773) 807-4485
CarlosShotYou.com

Heather Allison Love
Photography
(951) 205-7218
HeatherAllisonLove.com

Sonya Martin
Photography
(847) 732-0507
SonyaMartin.com

PROFESSIONAL ORGANIZING

Neat Method
(319) 404-2314
NeatMethod.com

REMODELER

Arete Renovators
(872) 302-4170
AreteRenovators.com

Renovation Sells
(773) 301-9125
RenovationSells.com

RENOVATION CONSULTING

Wanderlust Design Co.
(773) 896-5855
WanderlustDesignCo.com

RESTORATION SERVICES

Tri-State Restore
(331) 425-3706
Tri-StateRestore.com

SOCIAL MEDIA MARKETING/ MANAGEMENT

The Social Broker
(312) 771-9201
TheSocialBroker.com

STAGING

Artfully Arranged Staging
(872) 903-3591
ArtfullyArranged Staging.com

HAVEN Home
Staging & Redesign, Inc.
(312) 380-1276
HavenHomeStager.com

Interior Drama
(312) 532-3218
IDHomeStaging.com

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

Signature Staging
(312) 854-9515
SignatureChicago.com

TITLE INSURANCE

Chicago Title
(312) 223-2270
ctic.com

Saturn Title
(847) 696-1000
SaturnTitle.com

VIDEOGRAPHER

Chicago Video Dude Inc.
(419) 503-0417
ChicagoVideoDude.com

WINDOW TREATMENTS

Windy City Blinds
(773) 528-4244
WindyCityBlinds.com

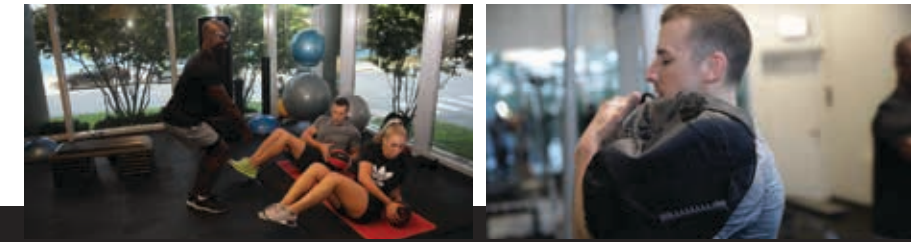
TAKE YOUR LIFE TO A HEALTHY NEW LEVEL.



Personal Training Programs are perfectly tailored to your precise needs.

We will create a program for you if you have a specific health and wellness goal to make sure that you achieve it.

Our personal training programs lead to faster progress and higher satisfaction.



OFFERING WELLNESS AND FITNESS TRAINING TO RESIDENTS AND EMPLOYEES IN THE DOWNTOWN CHICAGO AREA TOWERS

219.851.0170 • SunnyBiggyFitness@gmail.com • www.sunnybiggyfitness.com



Our homes are **timeless** on the outside. Modern and built for urban **family living** on the inside.

TGD TOWNES GLASER DEVELOPMENT
www.townesglaser.com
2215 W. Barry Ave., Chicago, IL 60618
Give us a call today 773-910-0385

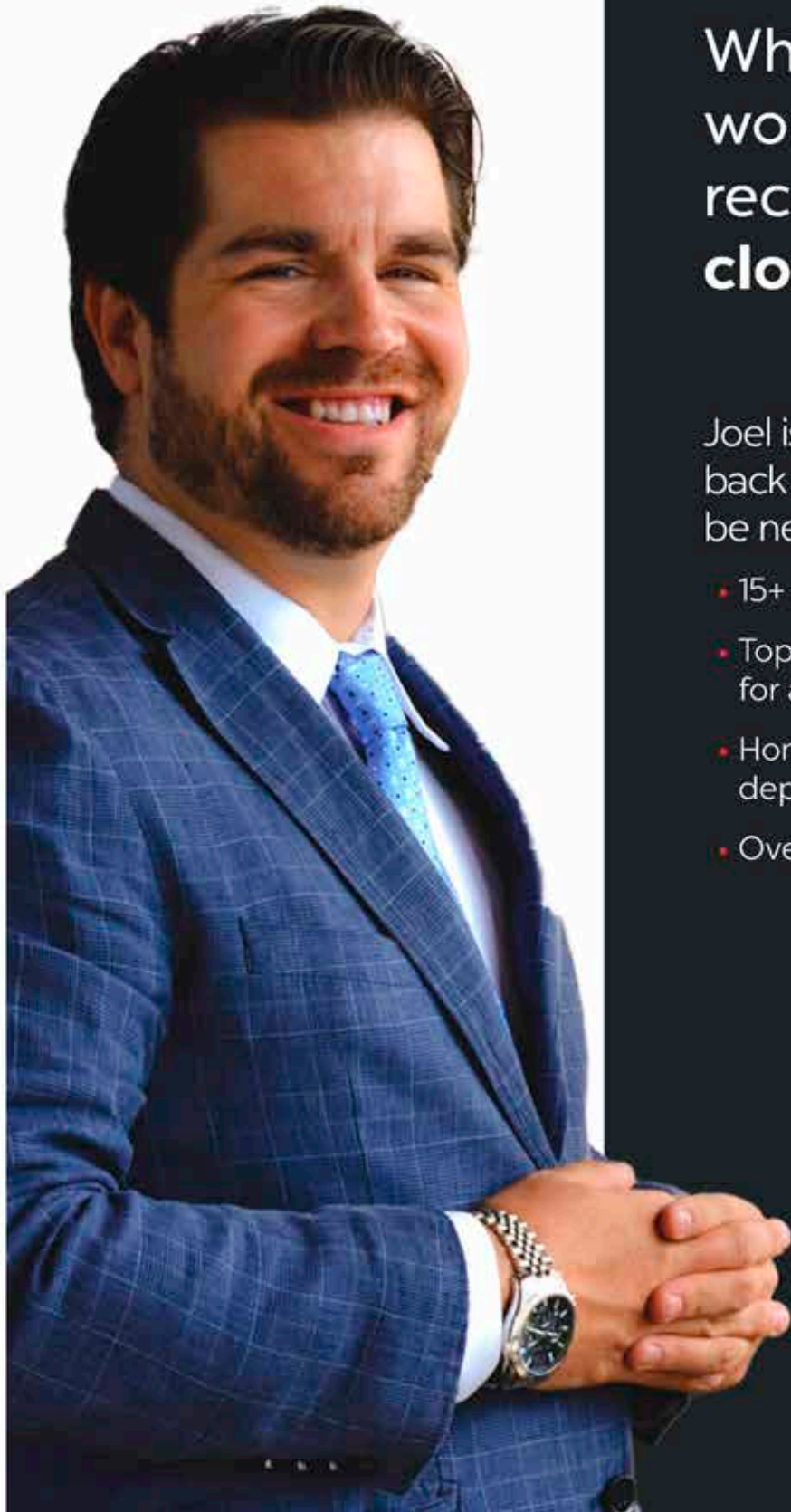
Helping the Elite Real Estate professionals with their Financial HOMES while they help people get into their dream homes.

Northwestern Mutual
CHICAGOLAND
Chicago | Downers Grove | Naperville | Schaumburg

Jonathan G Dickinson
Financial Advisor
847-969-2585
www.jonathan-dickinson.com
1475 E Woodfield Rd #900, Schaumburg, IL 60173

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Jonathan Galen Dickinson is an Insurance Agent of NM and Northwestern Long Term Care Insurance Company, Milwaukee, WI, (long-term care insurance) a subsidiary of NM, and a Registered Representative of Northwestern Mutual Investment Services, LLC (NMIS) (securities), a subsidiary of NM, broker-dealer, registered investment adviser and member FINRA and SIPC. Representative of Northwestern Mutual Wealth Management Company*, Milwaukee, WI (fiduciary and fee-based financial planning services), a subsidiary of NM and federal savings bank.

guaranteed **Rate** 



Clients & Agents Know **Just Call Joel**

When your buyers work with Joel, they'll receive a **\$1500 closing cost credit.**¹

Joel is different because he gives back to your clients. Your buyers could be next!

- 15+ years of lending experience
- Top 1% of all loan officers nationwide for annual volume²
- Honest service and real advice from a dependable mortgage professional
- Over 117 Milion funded in 2019³

(773) 654-2049

JOEL@RATE.COM

1-Lender credit valid through Joel Schaub for applications submitted after 2/1/20 and prior to 12/31/21. Coupon/Credit must be presented/mentioned at time of application. \$1500 credit will be applied at time of closing and is factored into the rate and APR. Applicant subject to credit approval. If loan does not close for any reason, costs will not be refunded. This offer and/or receipt of application does not represent an approval for financing or interest rate guarantee. This coupon cannot be redeemed for cash/has no cash value. Restrictions may apply, contact Guaranteed Rate for current rates or more information.

2-Source: Mortgage Executive Magazine, 2018

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

EQUAL HOUSING LENDER Joel Schaub NMLS ID: 2245172 IL - 031.0008503 MB.0005932 • Guaranteed Rate NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312.793.3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932



PUBLISHER'S **note**

I had an eye-opening conversation with a REALTOR® from our community a couple months ago. The dialogue revolved around what makes this person's real estate team successful. Our chat quickly funneled into creative ways that we could give recognition to producing team members who don't necessarily obtain recognition or credit for their sales volume. From this conversation, we decided to craft an entire issue featuring the "Unsung Heroes" of a team and highlight these top-producing team members whose production is reported under a larger umbrella.

Planning content for themed issues takes extra time and energy, but the end product is always worth it. As I read through these articles of these unsung heroes, I began to reflect on our own team here at *Chicago Real Producers*. Emily, Melissa, Heather, Carlos, Sonya, Maris, Jennifer, Christine, Michelle, Chris, and Justin all contribute in their own unique ways to help the machine run. We need all of the puzzle pieces to fit every single month. I have the utmost respect for REALTORS® who lead highly productive teams, retain their agents, and accomplish their sales goals.

realproducersmag.com

We are fully immersed in the spring market and resuming in-person events looks hopeful for the future. Although we have no idea what this will look like, we are optimistic that there may be potential toward the end of the year. Until then, we will still continue to keep everyone connected virtually. We had so much fun rallying the CRP community in a large group for virtual bingo last month (see screenshots on page 48)! We look forward to planning more unique ways to connect in the future and are open to suggestions!

Fighting the good fight,



Andy Burton
Publisher, *Chicago Real Producers*
andy.burton@RealProducersMag.com



@ChicagoRealProducers



facebook.com/ChicagoRealProducers

APRIL IS HOME INSPECTION MONTH



AND WE AREN'T FOOLING AROUND

Licensed & Certified • 100% Satisfaction Guaranteed

Contact us today!
Heartlandhomeinspections.net 708.785.3868





GET EVERY ISSUE ON YOUR PHONE

DOWNLOAD OUR
MOBILE APP!



Search DigaPub - Choose Illinois
- *Chicago Real Producers*



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.

Blueleaf Lending
COMMITTED TO YOUR SUCCESS

CALL ME TODAY FOR YOUR TAILORED MORTGAGE SOLUTIONS

GEORGE KAMBEROS
Mortgage Consultant | NMLS# 958111

Blueleaf Lending
COMMITTED TO YOUR SUCCESS

Blueleaf Lending – A subsidiary of Midwest Community Bank
112 S. Sangamon Street, Chicago, IL 60607
O: 312-546-3297 | C: 708-307-6812
GeorgeK@blueleaflending.com
Residential/Commercial/National Lending!

Make A *Splash*
HELPING YOU FIND SOLUTIONS FOR YOUR CLEANING AND REMEDIATION NEEDS.

blucleaning
COMMERCIAL CLEANING

773-628-7505 WATER DAMAGE/RESTORATION

hi@blucleaning.com • 4628 West Lawrence Ave Chicago, IL 60617 www.blucleaning.com

INSPECTION CONCEPTS

Thermal Imaging | Radon

Thorough, level headed home inspections

Schedule your home inspection online

inspectionconceptsllc.com
IL License # 450.001924
CONTACT JACK NOW FOR AN INSPECTION
P: (773) 851-9667
jack@inspectionconceptsllc.com



A commitment to racial equity in Chicago

Chase is making a \$600 million dollar commitment to promoting racial equity in your city. Right now, we're expecting to help 3,000 more Black and Latinx families achieve homeownership over the next five years.

[Learn more at chase.com/chicago](https://chase.com/chicago)



MAKE MORE OF WHAT'S YOURS®



All home lending products are subject to credit and property approval. Rates, program terms and conditions are subject to change without notice. Not all products are available in all states or for all amounts. Other restrictions and limitations apply. Home lending products offered by JPMorgan Chase Bank, N.A. ©2020 JPMorgan Chase & Co.



Heather Allison
LOVE PHOTOGRAPHY

ILLUMINATING YOUR AUTHENTIC SELF
 THROUGH OUR UNIQUE ARTISTIC LENS

@heatherallisonlove | (872) 240-4257

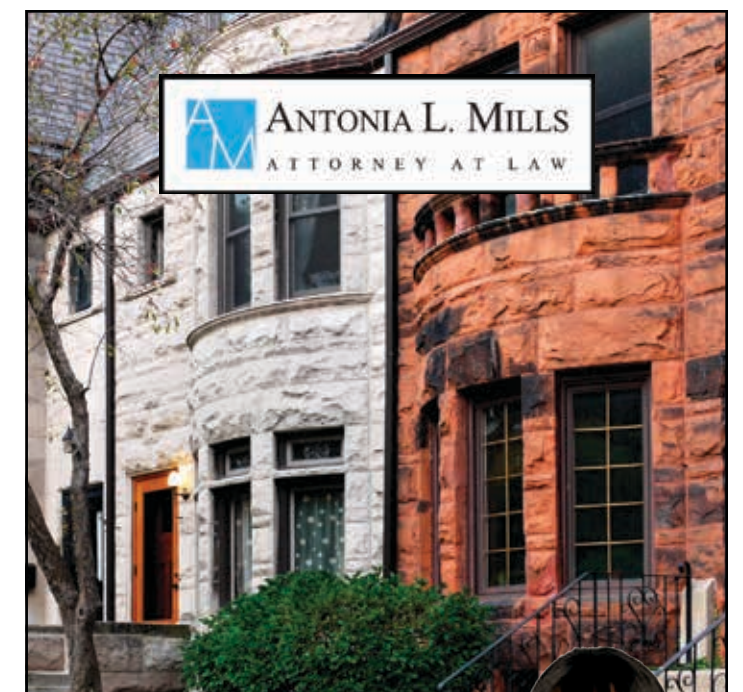


Real Estate Valuation & Consulting
 With Specific Emphasis on Renovation &
 New Construction Analysis



Michael S. Leigh,
 Owner

Appraisal Solutions Group
 Chicago | Lake Forest | Waukegan
 312-800-1025 Main Office
orders@appraisalsolutionsgrp.com



The Attorney for
 Real Estate Investors.

847-361-0079
AntoniaLMillsEsq@gmail.com



CANDACE McCUTCHEON

► unsung heroine
By Jennifer Mitchell
Photos by Sonya Martin

WITH MELANIE
EVERETT & CO.

Finding Fierce
Female Role Models



Candace McCutcheon has spent the last two years working on the Melanie Everett & Company team and she is loving it.

“For women in business it’s important to have strong role models and a strong support system, and I’m lucky to say I have both in my teammates,” remarks Candace. “I’m constantly inspired by their drive, work ethic, and ability to balance work with being amazing moms and wives.”

Real estate was not Candace’s first career industry, but it’s the first job she’s had where she feels really invested in what she’s doing. She loves building relationships and helping people, especially first-time buyers, during this huge milestone in their lives. And as someone who loves Chicago, she also enjoys helping people plant more permanent roots here.

Prior to joining the team at Melanie Everett & Company, Candace worked in marketing, first as a content writer, then as the marketing operations manager at a tech company. But both roles left her feeling unsatisfied.

“In college, you spend four years trying to figure out what you want to do the rest of your life with pretty limited knowledge of what being an adult with a career looks like,” notes Candace. “When I took the role at the tech company, I truly thought I had landed my dream job. But about six months in, I realized I hated the monotony of a nine-to-five job. I would sit at my desk, stare at my computer

and think, ‘Am I really going to spend the next forty years like this?’ I knew I needed to figure out a different path.”

Candace became obsessed with the idea of financial independence and spent her free time learning about real estate from an investment perspective. She thought it could be a path to financial freedom; her interest ultimately led to a profession in the field.

She found everything she was looking for at Melanie Everett & Company. She loves working as part of a team because they are in constant contact, asking each other for advice or questions about past experiences. Candace loves having other women to lean on, women who can relate to what she’s going through.

Since joining the team, Candace has gained great confidence in herself. Because her team is fairly young, she’s noticed that it can be easy for others to discredit them. But she and her team are able to lean on each other in moments of self-doubt and help each other build confidence when they feel like they don’t belong in the room with brokers who have been in business since before they were even born.

While there are many traits this team of four shares, they all come from different backgrounds, which means they have a great mix of perspectives. Melanie, the team lead, started her career in real estate, whereas the other three producers came from more traditional nine-to-five careers. ●●●

“For women in business, it’s important to have strong role models and a strong support system, and I’m lucky to say I have both in my teammates.”



...

They also each have unique strengths that they bring to the team. Candace is the organized, detail-oriented, type-A personality who is always looking for ways to be more efficient. Meanwhile, Melanie is a natural leader, making sure her team gets the recognition they deserve with social media shoutouts, Starbucks gift cards, or hand-written notes telling them how proud she is of them.

For Candace, real estate is the perfect career because it provides her the flexibility to grow.

“At twenty-eight, I can really dig in and focus all my time and energy on my career,” insists Candace. “Once I have a family, my career will look different than it does right now, but it will always be something I have for myself, which a lot of women forfeit when they start a family.”

But that’s in the future. Right now, Candace and her fiancé, Jimmy Altosino, are planning their wedding. The couple first met at the University of Iowa, although, unbeknownst to both

of them, they grew up ten minutes away from each other in Downers Grove. Jimmy even knew some of Candace’s cousins. Together, they love going for long walks around their neighborhood and exploring the breweries in various Chicago neighborhoods.

“We’re big beer enthusiasts and love live music, traveling, and Iowa Hawkeye tailgates,” says Candace. “We’re also very close with our families and spend a lot of time with them in the suburbs.”

Every year, Candace and her family raise money for the Great Strides 5K to benefit the Cystic Fibrosis Foundation. One of her cousins battled cystic fibrosis for twenty-two years, so it’s a cause that’s very near and dear to their hearts.

But after a weekend with her fiancé and her family, she’s back in the office with her team, working toward her goal of achieving financial independence. And thanks to the support of the women in her office, it won’t be long until she gets there.



Candace and her fiancé, Jimmy, cheering on the Hawkeyes at one of their favorite Iowa bars.



Candace playing at the elephant sanctuary in Chiang Mai on a trip to Thailand to visit her sister.

HUBBARD

INTERIORS FURNITURE TEXTILES

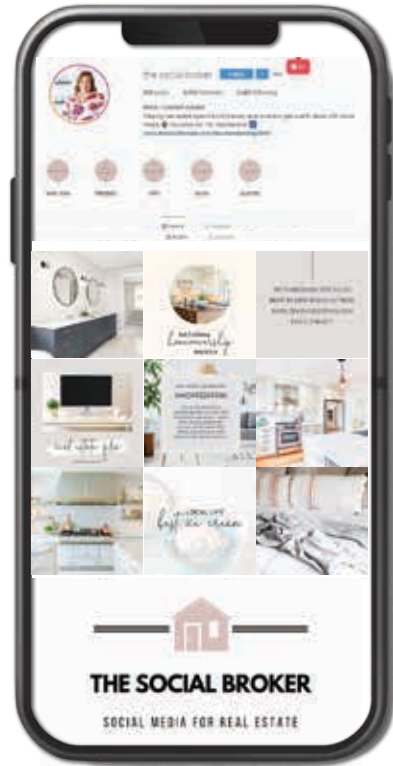


CHICAGO ATLANTA DALLAS DARIEN HOUSTON MIAMI PHILADELPHIA PHOENIX
SAN FRANCISCO TORONTO WASHINGTON DC

HUBBARDDESIGNGROUP.COM

SOCIAL MEDIA DONE FOR YOU

"The Social Broker is a game changer!..."



"I am so lucky to have found The Social Broker..."

"This has been the best investment I've made to enhance my business!"



the.social.broker

thesocialbroker.com

maris@thesocialbroker.com

SOCIAL MEDIA MANAGEMENT | CONTENT MEMBERSHIPS | SOCIAL MEDIA COACHING | SOCIAL MEDIA CLASSES

Michael Bencks NMLS ID: 1202417. Guaranteed Rate 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 #MR.0005932

SAVE THE DEAL, ELIMINATE THE ODOR



permanent. When the walk-through concludes, the client says that they are definitely interested in the home, but they are uncertain if the odor issues will ever go away.

Oftentimes, as a REALTOR®, you might say, “A fresh coat of paint should get that out,” or “A good cleaning should take care of that.” But more often than not, a new coat of paint or even a good clean won’t be enough. Where do we go from here? If not properly diagnosed, the repair costs (a new paint job, new carpet, etc.) could begin to add up!

I come across these issues on a regular basis. It is imperative that the proper steps be taken in order to resolve the issue. At the end of the day, your client’s dream home is at stake! Here are the three most common odor issues and how we can solve them:

1. Tobacco Smoke – Tobacco smoke is a protein burn, which means it leaves a residue on most surfaces. Particularly, smoke, much like heat,

risers, and that’s why you’ll see yellowing on walls and ceilings. Painting over the yellowing with paint or primer actually seals the odor in. To eliminate the smell, two steps must be taken. First, it is crucial that these surfaces be cleaned first with a non-abrasive degreasing agent. Does this kind of cleaner sound familiar? It might, as the most common cleaning degreaser on the market is your average dish soap. Once the yellowing, the source of the odor, has been eliminated to the best of our abilities, you can move on to the next step: use an odor control method to further remove the odor from the home, such as thermal fogging, ozone treatment, or in some cases, a hydroxyl generator may be recommended.

2. Pet Odors – Pet odors can come from a couple of sources: pet hair, urine, and/or feces. The process is the same in that the source of the odor must be eliminated. Pet hair and feces are pretty straightforward, but eliminating pet urine requires much more thorough work.

When urine leaves an animal’s body, its pH level technically makes it an acid. However, if not cleaned immediately, the urine will turn into an alkaline. Impacted areas can be found by utilizing a black light. Whatever you do, do not clean urine-soaked areas with bleach, as that combination releases chlorine gas, which can result in fatalities! For the sake of safety and efficacy, the impacted areas need to be cleaned with an acid-based cleaning detergent, such as Chemspec® Urine Contamination Treatment. Once this is complete, the impacted areas should be first sealed with a clear, odor-neutralizing primer before you bring in and apply an odor treatment/control method. For pet odors, thermal fogging and ozone treatment are typically recommended.

3. Food Odors – If food goes unattended and burns on the stove, it can create a foul odor. Specific foods and spices can create a similar issue. Most foods produce a residue that needs to be cleaned off of surfaces, such as exhaust hoods, cabinetry, and even kitchen appliances. Only after all of these surfaces (and nooks and crannies) are thoroughly cleaned should we bring in the odor control method. Thermal fogging and ozone treatment are also typically recommended for eliminating food odors.

In conclusion, I strongly advise that you set up a consultation with a professional to determine the necessary steps needed to resolve all odor issues. Preferably, you’ll want to choose one who is with an IICRC certified (Institute of Inspection, Cleaning, and Restoration Certification) firm that specializes in odor control.

About the Author:

Alberto Marchan is the Business Development Manager at BLU Commercial Cleaning – a company with exceptional cleaning professionals responding to a growing demand for specialized and technical cleaning services. Alberto’s expertise is in assisting clients in resolving their concerns in residential, emergency, and everyday commercial cleaning services. He is also a Blu Commercial Cleaning’s IICRC Certified Expert.

Alberto and his team at BLU have a focus on quality experiences, consistent services, and friendly faces. For more information on the impacts of odors and real estate sales, talk to an expert at BLU Commercial Cleaning by emailing them at HI@BLUCLEANING.COM.

business

By Alberto Marchan

Does this sound familiar to you: you take your client to a walk-through of a property, and right off the bat, the client says the property is their “dream home.” As you begin to walk the home further, an unpleasant odor hits you and your client, so much so that you begin to suspect it might become a deal-breaker.

It could be the unpleasant odor of pets, a very strong food odor, or worse yet, tobacco smoke. As you continue the walk-through, your client begins to have doubts about the house because they think that the smell might be



Help your clients spring into the season

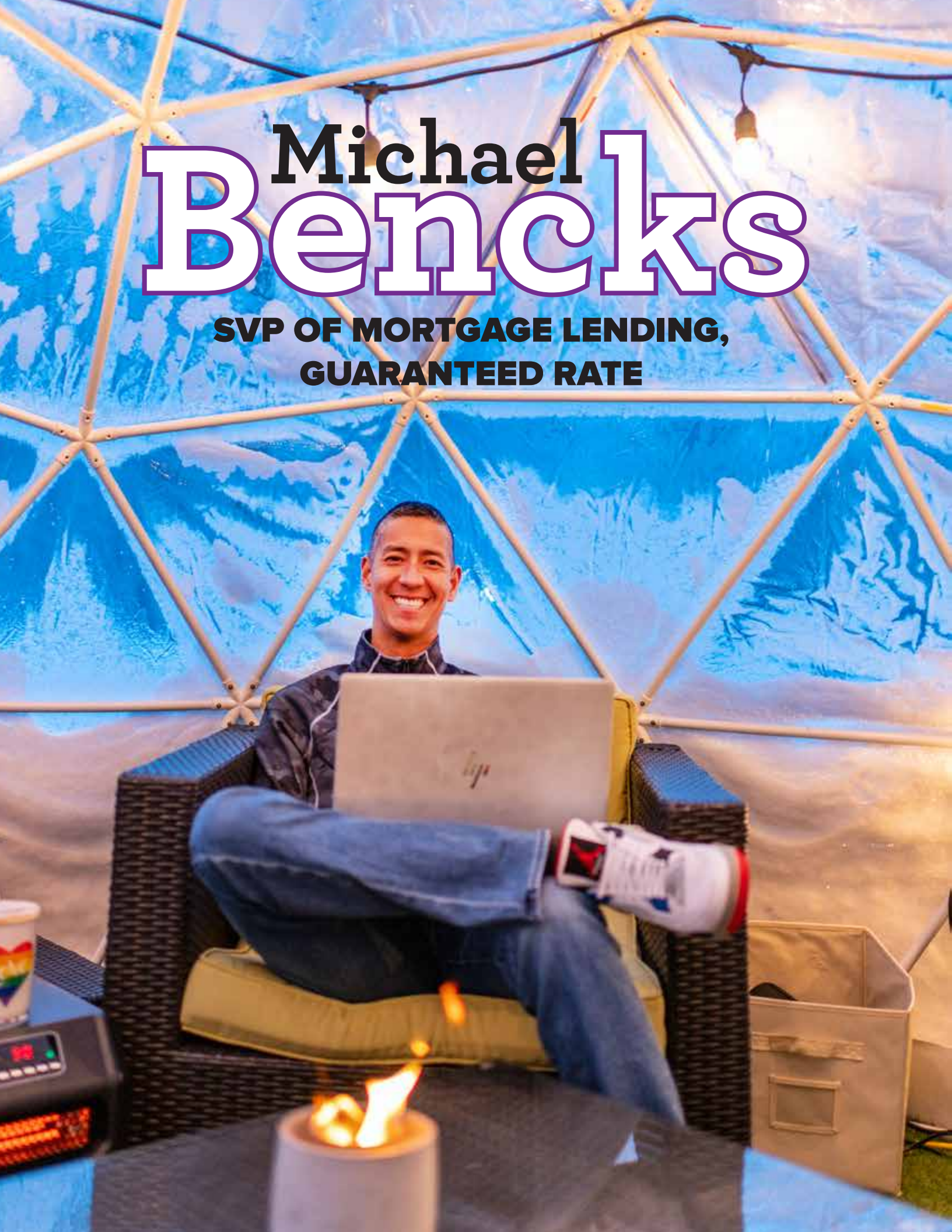
Let your business blossom with a crystal clear mortgage process. Reach out to me to find out how I can help your clients with one of the biggest decisions of their lives.

Call me today to get started.



Crystal Kurzynski
Vice President of Mortgage Lending
O: (773) 435-0667
Crystal@rate.com
Rate.com/Crystal
3940 North Ravenswood, Chicago, IL 60613

Applicant subject to credit and underwriting approval. 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.
Equal Housing Lender Crystal Kurzynski NMLS #1705365 | Guaranteed Rate NMLS #2611; For licensing information: visit www.nmlsconsumeraccess.org.



Michael Bencks

**SVP OF MORTGAGE LENDING,
GUARANTEED RATE**

► partner spotlight

By Jennifer Mitchell

Photos by Heather Allison Love Photography

THE GIFT OF BEING PRESENT

Though Michael Bencks loves his job, he doesn't live to work, he works to live. And for him, living means spending time with his family and being present in the moment—not burying his head in his iPhone, TV, or another smart device. In fact, his favorite quote is “Today is a gift, that’s why it’s called the present.” That’s why he strives to live every day to the fullest, and gives his friends, family, and clients his full attention in any given moment.

That’s not the only quote Michael Bencks lives by. Born on a military base and raised in a military family, Michael was taught the KISS method, better known as “Keep It Simple, Stupid.” That philosophy has not only helped him in his life, but also in his work as a senior vice president of mortgage lending at Guaranteed Rate.

“The mortgage industry has so many nuances that can be very daunting for clients—clients who are already going through a very stressful time in their lives,” says Michael. “So I try to break down the complexities and keep it as simple as possible for them. I’ve found that that approach leads to the best outcomes and experience for everyone.”

At a young age, Michael not only learned the KISS method, but he also learned the value of a strong work ethic. When he was in sixth grade, he needed new basketball shoes and wanted a pair of Air Jordans. His father, not knowing what Air Jordans were or how much they cost, laughed out loud when he heard the price and handed Michael \$40. He said, “This is plenty for basketball shoes, but if you want to spend more, go get a job.” That week, Michael got his first paper route to pay for the sneakers and he has been working hard ever since.

When it came time to choose a career, Michael knew he wanted to do something involving math because it was a subject in which he excelled. He studied finance at the University of Illinois and after graduation, he went to work for a good friend who’d started a mortgage company. Fourteen years later, Michael is still in the industry.



Michael with his wife, Alissa, and their daughters, Vivian (seven years old) and Violet (five years old).



...

Today, Michael works for Guaranteed Rate, the seventh-largest retail mortgage originator with close to 13,000 employees nationwide. He specializes in residential purchases and refinance mortgages, and much of his success can be attributed to the way he treats his customers.

“I treat every client as if they were my mother, sister, brother, or best friend,” notes Michael. “In some cases, that might even mean talking them out of a deal if I believe that’s in their best interest.”

Because he treats his clients so well, it’s not unusual for Michael to become friends with them. “I meet hundreds of new people each year and get to know their significant others, their children, and even their parents. I become an integral part of a life-changing event and sometimes that leads to a friendship, which is very rewarding.”

Michael’s friends, family, and co-workers might assume he’s been able to grow his business thanks to his seemingly endless supply of energy, but Michael claims it’s because of three things: support, support, and support. He says he wouldn’t have been able to maintain or grow his business without the amazing support staff



Michael and his family at the Chicago Botanic Garden.



A drawing contest with Vivian.



To reach Michael and find out more about the services at Guaranteed Rate, you can email him at Bencks@Rate.com or call (773) 960-2278.

I DON'T NEED TO MAKE A ZILLION DOLLARS TO BE HAPPY. AS LONG AS MY FAMILY IS HAPPY AND HEALTHY, EVERYTHING ELSE WILL FALL INTO PLACE."

at his office. According to Michael, the division of labor at Guaranteed Rate is what propels his team to achieve higher levels of success each year.

But it's not the successes in the office that are most important to Michael. What he truly cares about is being the best husband to his wife, Alissa, and father to his daughters, Vivian (seven years old) and Violet (five years old). “I don’t need to make a zillion dollars to be happy. As long as my family is happy and healthy, everything else will fall into place.”

When he occasionally has some “me time,” Michael loves to golf. He can often be found working on his

game at the driving range or at an indoor simulator. He also loves exploring the food scene in Chicago with his wife. They’re looking forward to hitting up their favorite spots, eating out on patios, and sipping beermosas once the pandemic is over.

But his favorite pastime is playing with his daughters, whether they’re constructing elaborate couch forts, playing Zombies in Lava, or he’s helping them build their Barbie™ condo empire.

“It might sound cliché, but they grow up so fast,” admits Michael. “You can never go back in time to revisit the earlier stages of your kids’ lives. So my wife and I are really focused on being present and enjoying the time we have with our daughters, regardless of what curveballs life throws our way.”



Give your home the protection it deserves.

Kevin Smith, State Farm
2827 W Belden Ave Unit 1B
Chicago, IL 60647
773-772-2244
Kevin@kevinsmithagency.com

Your home is where you make some of your best memories, and that's worth protecting. We're here to help.

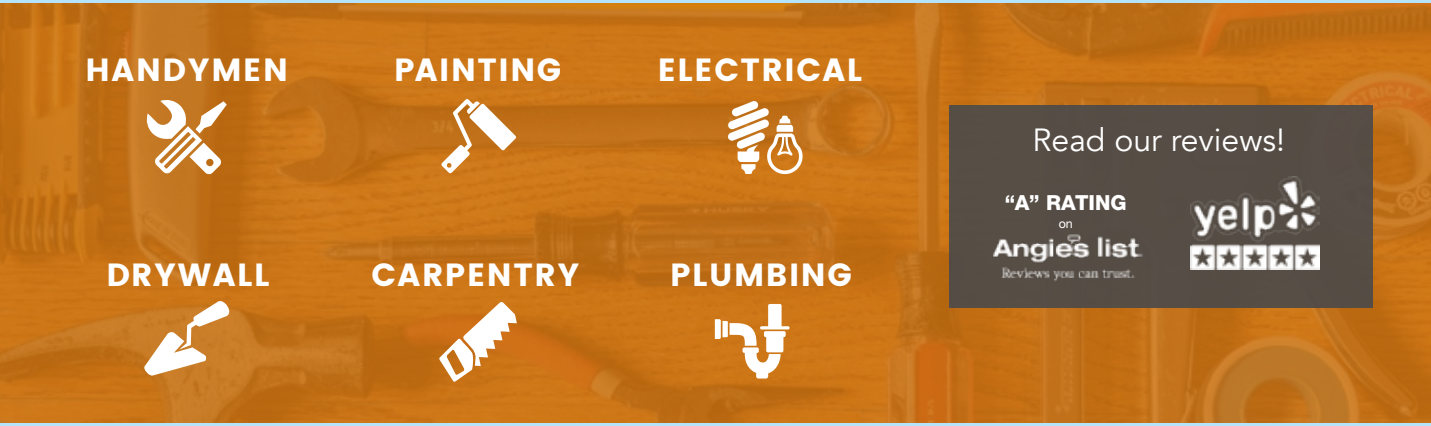
LET'S TALK TODAY.




State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL
State Farm Florida Insurance Company, Winter Haven, FL
State Farm Lloyds, Richardson, TX
1708136

Fix It People

Painting & Drywall | General Handymen
www.fixitpeople.com




HANDYMEN



PAINTING




ELECTRICAL




DRYWALL



CARPENTRY




PLUMBING



Read our reviews!

"A" RATING
on
Angie's list
Reviews you can trust.



312.898.9300 | info@fixitpeople.com

2837 N. Halsted, Chicago IL, 60657



Protect your property rights with Saturn Title.

We work to ensure you buy your home with confidence and help protect your property rights.



Agnes Mroczkowski
Manager

Email: agnes@saturntitle.com
Mainline 847-696-1000
Fax 847-696-1001
1030 W. Higgins Rd #365
Park Ridge IL, 60068

Go to our website for additional locations: www.saturntitle.com



“Relax — I got this!”

You should not have to worry about your client's loan AFTER you sign a contract. Let Dan handle it!

- ▶ Close in as little as 10 days* (useful when a deal falls apart with another lender)
- ▶ Experienced in complicated deals and condos
- ▶ Straightforward and honest advice from a reputable professional
- ▶ A social media expert — let Dan help find YOU clients



Dan Krucek
SVP of Mortgage Lending | NMLS398738
D 847.226.8293 | F 872.249.0960
W www.dkmortgageteam.com
E dan.krucek@myccmortgage.com



TEAM KRUCEK
CROSSCOUNTRY MORTGAGE™

CrossCountry Mortgage, LLC | 2936 West Belmont Ave | Chicago, IL 60618
* with a signed purchase agreement. This piece is for professional realtor use only. It is not intended for consumer use. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC NMLS3029 NMLS1806506 (www.nmlsconsumeraccess.org). Illinois Residential Mortgage Licensee.




Looking for an Experienced Real Estate Attorney to close your next transaction?



TITCOMB LAW GROUP, P.C.
ATTORNEYS AT LAW

773-537-4945
TitcombLawGroup.com | info@titcomblawgroup.com
134 North LaSalle St., Suite 1720 | Chicago, IL 60602
BUYERS | SELLERS | INVESTORS | DEVELOPERS

Celebrating NATIONAL PET DAY!

Sit down, roll over, and get ready! While loving our pets is something we do every day, we wanted to show off your pets in celebration of National Pet Day (April 11th).

Here are some of the furry friends in the *Chicago Real Producers* community.



Marissa Gillman Schaefer and Sharon Gillman with Lady and Lola.



Sam Shaffer with Hannah and Lando.



Marissa Schaefer with Lady.



Lisa Raimondi's dog, Frankie.



Laura Rahilly's pets, Boca & Ginger.



Lawrence Dunning with Kona & Kahla.



Cynthia Sodolski's dog, Archie.



Candace McCutcheon's dog, Juniper.



Ashley Donat with Princeton and Lou.



Greg Vollan's dog, Gemma.



Amanda McMillan with her horse, Wyoming



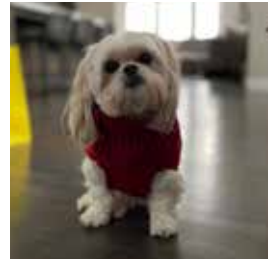
Grigory Pekarsky with Theo.



Emma (Sara McCarthy's dog).



Ronda Fish with her her dog, Gibson Blu, and her bunny, Chewy.



Gina Purdy's dog, Ginger.



Rory Fiedler's dog.



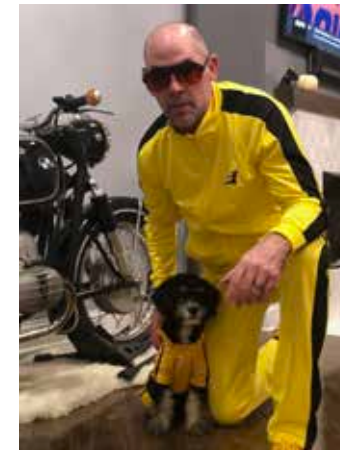
Dennis Huyck's dog, Hannah.



Feather (Ryan Hardy's dog).



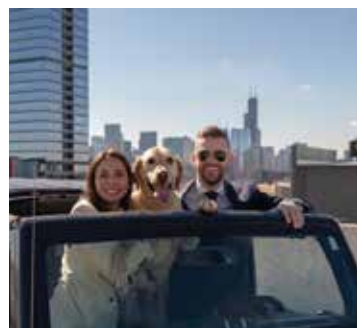
Chris Bauer's dog, Edna.



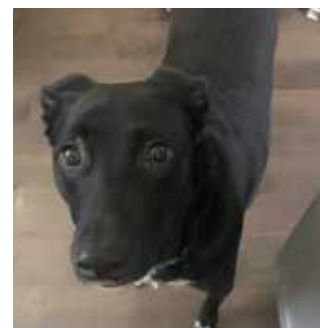
Chris McComas with his dog, Bruce Lee McComas.



Gracie (Nadine Ferrata's dog).



Matthew Engle and Verona with Walton.



Robin Phelps' dog, Pearl Jam.



Kristine Pokrandt's dog, Cabot.



Heather Love and her dog, Cheesy.



Brooke Daitchman's dog, Liberty Bell.

Law Offices of Katrina M. Barnett, P.C.

Katrina M. Barnett, Esq.
Founder & Managing Attorney

Guiding and assisting clients every step of the way, from the initial offer to the closing table.

If you or your clients are in need of a real estate attorney, we would be thrilled to assist you. We're available by phone, text, email, or online through our client portal.

401 North Michigan Avenue | Suite 1200
Chicago, Illinois 60611
Katrina@kmbarnettlaw.com | Phone: 312.725.0085



Jesse Masin's dog, Mr. Oscar.



Bruce Glazer's dog, Fiji.



Justin Lucas with Woodford.



The Scott Family with their dog, Walter.



Kevin Rocio's dog, KiddROC.



Joshua Weinberg's dog, Yogi.



Charese David with Delilah at the park.



Sharial Howard's dog, Miracle Howard.



Soldier (Steve Genyk's dog).



Xiaojing Frost with Kaffee.



Natalie Renna with Nico.



Joel Schaub's dog, Louie.



Jaelyn Kelly's dog, Bubba
Buster Baby Boo Beach Bum (or Simba for short).



Jake Tasharski's cat, Oliver.



Lexi (Janelle Dennis' dog).

www.carlosshotyou.com
 carlos@carlosshotyou.com
 @carlos_shot_you
 773-807-4485

carlos SHOTyou PHOTOGRAPHY
 YOUR WORLD THROUGH MY LENS

- HEADSHOTS
- TEAM PHOTOS
- LISTINGS
- EVENT
- AERIAL PHOTOGRAPHY

The perfect home deserves the perfect loan.

With home loans for all of your clients' home buying needs, there has never been a better time to check out CrossCountry Mortgage!

- ▶ Portfolio Loan Options
- ▶ Special Doctor Programs
- ▶ Down payment assistance programs
- ▶ 5+ Unit Multifamily Financing



ALEX MARGULIS
CROSSCOUNTRY MORTGAGE™

ALEX MARGULIS
VP of Mortgage Lending
312.651.5352
Alex@myccmortgage.com
www.alexmarginis.com
NMLS #: 192878

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. NMLS3029 (www.nmlsconsumeraccess.org). Illinois Residential Mortgage Licensee. 2936 West Belmont Ave. | Chicago, IL. 60618
NMLS1806506 NMLS192878.

Sell Homes Fast

with Home Staging & Redesign



Mia Hable, Designer

miahable@artfullyarrangedstaging.com • www.artfullyarrangedstaging.com

Call (872) 903-3591 today for a consultation.



TORI GWIN

WITH OLIVE WELL

▶▶ unsung heroine

By Jennifer Mitchell
Photos by Sonya Martin

From ABCs to Always Be Closing

A few short years ago, Tori Gwin was working in a preschool, teaching young children their ABCs. Although she loved her time as a preschool, kindergarten, and second-grade teacher, Tori knew that her heart wasn't fully in it.

Coming from a family of educators, including a high school principal (her dad), a university professor (her mom), and a high school teacher (her brother), Tori felt that going into education was the natural path. After college, she taught in New York City and got her master's degree in early childhood education from Lesley University in Boston before moving to Chicago with her now-husband, Chris.

But throughout her teaching career, Tori felt like she was taking the easy and familiar way out rather than following her gut. She knew it was time to pivot and had always been interested in real estate. Growing up, Tori loved houses and home design. She would flip through mailers sent by REALTORS® and imagine what she could do to make a home look better. ...



Tori with her husband, Chris.

...

“My mom and I used to walk through different neighborhoods and attend open houses for fun,” remembers Tori. “My mom has great vision and knows how to make spaces beautiful. She has sold all of her homes on her own [and] for full price in one day.”

In the summer of 2016, Tori decided to get her license. Because she had

summers off as a teacher, she started taking classes online, but was hesitant to take the plunge.

“It was scary because I was still meeting people in Chicago and therefore had no network to reach out to when I first got started,” claims Tori. “I had no idea how I was going to make money, but my husband, Chris, was my biggest cheerleader. He told me to just go for it. He had confidence in me before I had any confidence in myself.”



I HAD THIS IDEA IN MY HEAD OF WHAT A SUCCESSFUL AGENT ACTED LIKE, AND IT DIDN'T ALIGN WITH WHO I AM. BUT LAUREN [MITRICK WOOD] HAD A DIFFERENT APPROACH THAT REALLY RESONATED WITH ME.”

Tori started her career in real estate as a solo agent, but knew she wanted to be part of a team. She signed up for the Ninja Selling training system and started attending meetings set up by the Young Professionals Network and the Chicago Association of REALTORS®. At one particular event, a panel of team leaders spoke about how their teams operated. Lauren Mitrick Wood was one of the panelists and what she said really resonated with Tori.

“Lauren spoke about balance and relationships,” says Tori. “Before that panel, I had this idea in my head of how a successful agent acted, and it didn't align with who I am. But Lauren had a different approach that really resonated with me and she was extremely successful. I reached out to her after the panel and she responded that day and invited me for coffee. The rest is history.”

...

•••

Tori says she has learned so much from Lauren, most notably, the importance of constantly evolving and how to have confidence in herself. Tori attended an extremely competitive high school, and as a result, struggled with confidence. She wasn't able to find something she really excelled at and loved. She sang in the choirs, but never got the solo; she did theater, but never got the leading role. But with real estate, she finally found something she was not only good at, but was passionate about. And with time, she was able to build her confidence.

Part of her confidence came from working with her team. She has a support system and people to collaborate with and pose questions to.

"We are there for each other in so many ways," explains Tori. "Our transaction coordinator, Laura, is one of the most organized people I know. She makes our lives so much easier. Eric has a way with words and will always help me craft an Instagram caption. Dana is an expert in all things suburbs, and Charlie is a master at the follow-up."

Tori loves the community and camaraderie of working with a team and has really missed the vibe of going into the office and eating French fries with her teammates. And although she hasn't been able to work in the office with her team during the pandemic, she has loved getting outside and walking or biking down the 606, which is right near her home. Over the summer, she and a friend would

wake up at 6:00 a.m. to take a long walk by the lake, and even jump into the water. And though this upcoming summer will likely include lots of 6:00 a.m. wake-up calls, it probably won't include a lot of lake jumps, as Tori is expecting her first child.

"I'm really looking forward to being a working mom," claims Tori. "I've just gotten into the groove with my career, and I'm not going anywhere."



@realproducers

Wanderlust Design Co.
RENOVATION CONSULTING | INTERIOR DESIGN

FREE ONE HOUR CONSULTATION

Reimagine. Refresh. Repeat.
Introducing professional planning and renovation management to help you sell homes fast!

773-896-5855 • wanderlustdesignco.com
WANDERLUSTDESIGNCHI@GMAIL.COM
@wanderlustdesignchi

tristinstyling

Chicago-based life styling company specializing in fashion styling, wardrobe management & refinement, and personal shopping.

f i t
@tristinstyling

150 NORTH MICHIGAN AVE, 28TH FLOOR
CHICAGO, IL 60601
312-291-4480 • TRISTINSTYLING.COM
INQUIRIES@TRISTINSTYLING.COM

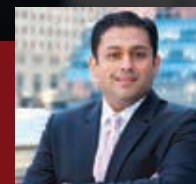
Trivedi & Khan ATTORNEYS AT LAW

RESIDENTIAL & COMMERCIAL REAL ESTATE
BUSINESS TRANSACTIONS
COMMERCIAL LITIGATION

HIGHLY TRAINED AND EXPERIENCED ATTORNEYS COMPLETELY DEDICATED TO THEIR CLIENTS

At Trivedi & Khan our attorneys and paralegals have years of experience helping individuals, families, investors, developers and business owners in every aspect of residential and commercial real estate.

Our attorneys will ensure that the client's interests are protected, will deftly move the negotiation process along, and get to closing.



Mr. Kashyap V. Trivedi, Partner
www.TrivediKhan.com

300 North Martingale Rd.
Suite 725
Schaumburg, IL 60173
(224) 353-6346

550 W. Washington Blvd.
Suite 201
Chicago, IL 60661
(312) 612-7619



CATHERINE HOLBROOK

WITH LARICY PROPERTIES

Working Together like One Big Family

Family has always been important to Catherine Holbrook, which is probably why she feels right at home at the Matt Laricy Group. Not only is the Matt Laricy Group a family business, but everyone on the team is treated like family, whether or not they are actually part of the clan.

Catherine has only ever worked for family businesses and that's probably because she loves spending time with her own family, which is pretty huge. Both of her parents are one of seven siblings, so along with many aunts and uncles, she has thirty-five first cousins who are now starting to have kids of their own. Their last family Christmas included seventy people.

Growing up, Catherine and her two siblings, Lauren and Johnny, moved around a lot, frequently transferring to new schools. This meant she needed to constantly adapt and learn how to make new friends quickly.

"I think that's part of why I like this business," notes Catherine. "I like meeting and talking to new people. My friends and family tease that I make friends everywhere I go. In real estate, I get to meet and talk to new people every day."

After graduating from Northeastern Illinois University, Catherine worked in leasing before going into property management. About eight years ago, she decided she wanted to get back into sales, so she met with a number of agents who were starting their own teams. Her best friend grew up next to Matt Laricy and she introduced the two.

"I knew right away that Matt had the energy I was looking for in a team," remembers Catherine. "I became the second person he hired, and his wife, Nicole, trained me in their condo because at the time, they didn't even have an office. It's incredible to see how much the team has grown since I first started."

Team lead Matt Laricy loves hiring people through shared connections. His team is comprised of college friends, his brother-in-law, and of course, Catherine, who was recommended by his childhood friend and neighbor. The result is a team that genuinely enjoys each other's company and always has each other's back.

"We're all friends as well as coworkers," states Catherine. "We strive to be a better team, provide coverage for each other, and we work through problems together."

Catherine notes that she's learned so much from Matt and the rest of her

team. Since joining the Matt Laricy Group, she's gained a lot of confidence and learned something new from each team member. As for Catherine, she spent the early days of her career becoming an expert on the buildings and building staff, and she can now share that knowledge with her team.

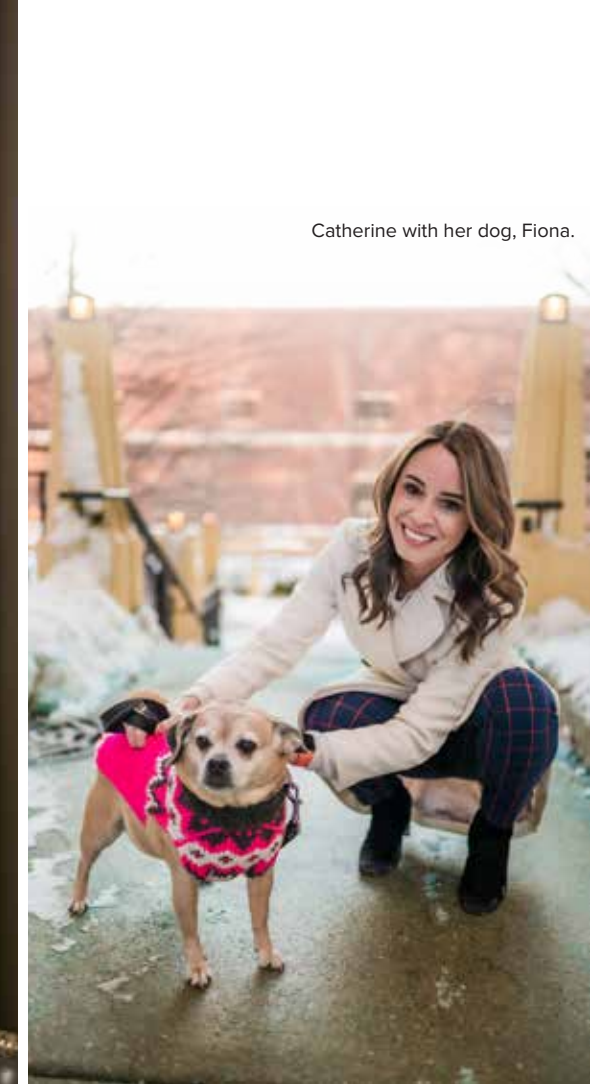
"I think clients see how valuable you are when you can walk into any building and know it like the back of your hand," claims Catherine. "That knowledge is something I can offer not only to my clients, but also to my team members. We run into crazy things every day, so it's nice to have a team of knowledgeable people, each with their own area of expertise, that you can use as a resource."

One of the craziest things Catherine has experienced on the job was when she was working on a deal with another agent and the washing machine wasn't working. They realized it was a newer model that wouldn't run unless clothes were in it. So the listing agent, who was committed to the deal, took off his own shirt to make the washer run for the buyers. "We all had a good laugh at that."

Catherine loves the hustle of being a REALTOR®, and when she gets home, she keeps moving by going for a run or attending a Shred415



Catherine with her dog, Fiona.



class. Prior to the pandemic, Catherine and her boyfriend loved to play tourist in their own city, trying new restaurants, going to parks, and hanging out at Navy Pier. "People make fun of me [for this] all the time, but Navy Pier is one of my favorite places in Chicago. You can go for a boat ride, have a nice lunch, or just walk around. I love it."

She also makes time to volunteer. For a number of years, she volunteered for veterans' organizations through the Young Professionals Network. Currently, she and her team volunteer for the Make-A-Wish Foundation, and on her own, she volunteers for the Boys & Girls Clubs of Chicago and other organizations. ●●●

“ I HAVE ALWAYS CONSIDERED MYSELF LUCKY TO HAVE SUCH A HUGE SUPPORT SYSTEM IN MY FAMILY, AND I’M FORTUNATE TO HAVE FOUND THAT AT WORK AS WELL. ”

...

Particularly in the last few years, she has loved spending time volunteering and learning about the community in Humboldt Park, where her boyfriend lives. “It’s very cool to be part of a community like that when living in such a big city.”



During a Matt Laricy group team dinner.



Catherine in Croatia.

And, of course, whenever Catherine gets a break from working, volunteering, or working out, she loves spending time with her families—biological and chosen.

“I have always considered myself lucky to have such a huge support system in my family,” remarks Catherine. “And I’m fortunate to have found that at work as well. My coworkers and I talk all the time, and I often joke that I talk to Matt more than I talk to my own mother.”



Commercial Litigation
Real Estate Litigation
Real Estate Transactions,
Zoning & Land Use



LISA J. SAUL, ESQ.
111 W. Washington St., Suite 1100
Chicago, IL 60602
847-910-2317
lsaul@fordellp.com
www.fordellp.com



COVID-19 Hasn't Prevented Us From CONNECTING!

▶ virtual events

Top REALTORS® and Preferred Partners Engaging Virtually

We would like to give a huge shout-out to the *Chicago Real Producers* community! It has been awesome to see how everyone has connected, inspired, and elevated one another!

The *Chicago Real Producers* team was excited to spend an afternoon with all of you during the St. Patrick's Day Themed Bingo last month! Flip to page 48 to see everyone in their most festive green outfits!

Our jam sessions continue to be a success as we gather in small groups on Zoom. These sessions are designed to get a handful of experts on a call (both REALTORS® and Preferred Partners) to discuss what they are seeing in their industry and to help add value to the individuals who are able to attend. This is a great way to meet people on a more personal level and to get to know what's happening in different industries in the real estate community.

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

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



CHICAGO RP REAL PRODUCERS.

Jam Session #31 **f LIVE**
An organic conversation about Chicago real estate

Janella Davis, John Flores, Juany Honeycutt, Rio Glani, Sahal Salahuddin, Christopher Hubbard, Shane Mowery, Ryan Cotter

CHICAGO RP REAL PRODUCERS.

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Friday December 11th 11 am CST



CHICAGO RP REAL PRODUCERS.

Jam Session #32 **f LIVE**
An organic conversation about Chicago real estate

Andy Shiganski, Frank Mantro, Nathan Wika, Patrick Tevis, Sharon Rizzo, Crystal Karpeski, Jason Chislowski, Andrew La Loi

CHICAGO RP REAL PRODUCERS.

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Tuesday December 15th 9:15 am CST

CHICAGO RP REAL PRODUCERS.

Jam Session #33 **f LIVE**
An organic conversation about Chicago real estate

Adam Zagata, Caryl Dillon, Gary Lucido, Phil Byers, Sara McCarthy, Alex Margulis, Antonia Mills, Christine Matsunaga

CHICAGO RP REAL PRODUCERS.

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Friday December 18th 11:00 am CST

CHICAGO RP REAL PRODUCERS.

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Tuesday January 5th 9:15 am CST



CHICAGO RP REAL PRODUCERS.

Jam Session #34 **f LIVE**
An organic conversation about Chicago real estate

Annie Schweitzer, Lumi Ispas, Mark Zipperer, Paul Mancini, Patrick Natale, Jonathan Aven, Joel Scheub, Michael Valente

CHICAGO RP REAL PRODUCERS.

Chicago Real Producers invites you to tune in via Facebook Live
*The feed will stream live from Andy Burton's Facebook page (technology permitting).

Tuesday January 5th 9:15 am CST



We have received great feedback about these events so we are continuing to schedule them for the summer! Want to join one? Let us know by emailing us at andy.burton@realproducersmag.com.

A 5 STAR CHICAGO REAL ESTATE LAW FIRM

Patrick J. Loftus
Chicago • Illinois
773.632.8330
patrick@loftus-law.com
www.loftus-law.com

LOFTUS LAW

Virtual BINGO with

Chicago Real Producers!

► events

Lucky us! Last month we got to spend an afternoon with a lot of you at our St. Patrick's Day Themed Virtual BINGO event!

Thank you to all the REALTORS® and Preferred Partners who joined in on some exciting rounds of BINGO...many of you even found the **Pot O' Gold!** Patrick, we hope you enjoyed that \$500 shopping spree to Nordstrom and Jennifer, be sure to let us know how your son is enjoying his new Nintendo Switch!

There were many prizes won, but the true four-leaf clover was spending an afternoon sharing jokes, laughing, and seeing so many of your lovely faces all in one place. We look forward to our in-person events resuming very soon!

Here are some great snapshots from BINGO we found at the end of the rainbow!

Keep an eye out for what is to come in the future with your *Chicago Real Producers* community by following us on Instagram @ChicagoRealProducers



Jennifer Mills, a Chicago REALTOR®, and her son won the Nintendo Switch Lite! He was very excited and shared how is ready to start playing Mario Kart.



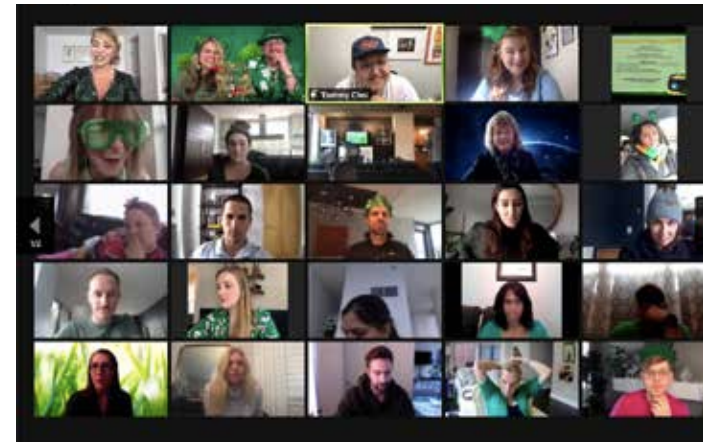
Kyle Hadley, a Chicago REALTOR®, showing off his new puppy dressed in green after winning a KitchenAid Mixer!



Preferred Partner, Patrick Loftus of Loftus Law, LLC, won the grand prize of a \$500 Nordstrom shopping spree! Congrats!



Chicago REALTOR®, John Tashjian, won the Nespresso machine!



Preferred partner, Morgan Lougee of Morgan Lougee Financial Planning won a Bose Mini Link Bluetooth Speaker!



Preferred Partner, Heather Love, with Heather Allison Love Photography, showing her excitement after being awarded the best costume prize. We hope you enjoy your percussion massager!





HouseCall
INSPECTIONS

Focused || Professional || Respectful
17 Years of Trusted Experience

Stephen Wrought
(773) 426-0458
steve.wrought@gmail.com
housecallinspections.net



-  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.frankesq.com | david@frankesq.com

Creating Memorable Client Experiences



Complete Line of PPE Products- Masks, Sanitizers, and More
Custom Apparel • Branded Merchandise • Closing Gifts

www.icandeemarketing.com | **773-754-0493**

WINTRUST MORTGAGE

FLEXIBLE SOLUTIONS TO GIVE YOUR CLIENTS THE Confidence To Close

BLAIR ROBINSON
Loan Officer
NMLS #755971
DIRECT: 847.784.1394
Cell: 847.525.0923
BRobinson@wintrustmortgage.com
GKaiserTeam.com

GEORGE KAISER
Loan Officer
NMLS #755857
DIRECT: 847.784.1390
Cell: 847.804.5725
GKaiser@wintrustmortgage.com
GKaiserTeam.com

245 Waukegan Rd., Northfield, IL 60093
231 S. LaSalle St., Chicago, IL 60604

© 2021 Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #89902. © 2021 Wintrust Mortgage

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

► unsung heroine

By Chris Menezes
Photos by Heather Allison
Love Photography

Carissa Giancarlo

WITH THE KATE WADDELL GROUP

From the Classroom to the Closing Table



Carissa with her team: Kate Waddell, Molly Fox, Molly Dowell, and Alexa Dowell.
Photo Credit: Alina Tsvor

“It was very hard to leave teaching—a career of doing good and helping others. It was a major change and one I did not take lightly. Real estate was a path where I could continue to help others on a very personal level.”

Carissa Giancarlo was an elementary school teacher at the Chicago Public Schools before jumping into real estate in 2016. She taught grades 1–3, and although she loved showing up for the little ones every day, she saw that real estate presented an opportunity to build and grow something that could be decidedly hers; she could have her own business.

Aside from Carissa’s general love of homes, she saw real estate as a career that she could switch to in her late 20s without having to go back to school or take an entry-level position. At least, she was determined to work hard enough in real estate to not make an entry-level wage.

Carissa learned the meaning of hard work from her parents, growing up outside of Detroit, Michigan. “Both my parents worked full-time with four little ones at home and always came home with smiles. I never remember seeing them stressed out or distracted, which is incredible thinking back on!” Carissa recalls.

Carissa and her siblings all started working at a young age. Carissa’s first job was babysitting and she dreamed of following

in her mother’s footsteps: to be a teacher. She attended and earned her undergraduate degree from the University of Michigan’s School of Education, and later earned her master’s degree from the American College of Education.

Many of Carissa’s close friends from college moved to Chicago after graduating, and so Carissa did as well. She has been living here for ten years now, and loves to explore the city and try new restaurants with her husband, Mike. Mike and Carissa live in Lincoln Park, where they enjoy walking around Oz Park and hanging out with friends and family. When it’s safe again, she is most looking forward to attending the many street festivals and concerts Chicago is known for.

While Carissa was prepared to work hard and succeed when she entered real estate, it was not easy for her to leave teaching. “I truly thought I would be teaching forever like my mom. I’m also not one to make daring or drastic life changes, but it all happened so fast and ended up being so right. My husband, Mike, was my biggest supporter and a huge reason why I am a REALTOR® today,” Carissa explains.



Carissa with her family.



a point to acknowledge and celebrate each other's notable sales and achievements.

"I'll never forget when my team member, Alexa, gifted me ten 100 Grand candy bars when I closed my first million-dollar sale. So sweet!" Carissa recalls.

Carissa is thriving as a member of the Kate Waddell Group. She cleared \$4 million in annual production her second year, \$6 million in her third year, and just last year (2020), she cleared over \$14 million on twenty-nine deals.

She couldn't be happier with her new career and work family. Although she is no longer in the classroom, Carissa loves that she can not only fulfill her passion for teaching and helping others, but she can also establish new friendships with clients and colleagues, and have the freedom to determine her own success and influence the success of those around her.

...

Carissa joined the Kate Waddell Group when she entered real estate and loves being a part of the team. She immediately felt supported and part of an extended family. It doesn't hurt that Kate herself has a background in education and is always there to provide guidance along with the other members of the team.

"While we each have our own business, we are all there to support each other and our amazing clients. We tend to get invested in each other's deals, which is super special," says Carissa. "We each have our own strengths and utilize those to help each other and operate as a team."

Carissa loves that her team always has her back and vice versa. When it comes to serving their clients, they work together to make sure their clients always receive "the KWG experience," even if it means filling in for each other.

"Life happens and we can't be always be everywhere. There is no better feeling than knowing your clients are being well cared for by a trusted team member," says Carissa.

Carissa says she and her team members are always sending group emails and texts throughout the day, and they always make it



"REAL ESTATE WAS A PATH WHERE I COULD CONTINUE TO HELP OTHERS ON A VERY PERSONAL LEVEL."



MAXIM
LIGHTING



HORTONS
HOME LIGHTING

Hortons Makes Your Home Uniquely You.

LA GRANGE • 60 S. La Grange Rd. | 708-352-2110

www.HortonsHome.com



27 YEARS OF EXCELLENCE IN SERVICE
KEESHIN
INSPECTION SERVICES, INC.



CHICAGOLAND'S TRUSTED
Historical & Luxury
Home Inspection
Experts.

KEESHININSPECTION.COM

CALL TODAY. (773) 871 - 2356

THE FEDERAL SAVINGS BANK



Don't Get **Caught** Behind The 8 Ball—
Work with a **WINNING** Team!

Tammy Hajjar Miller

Senior Vice President, NMLS# 981615

direct: (312) 667-1965

tammy@thefederalsavingsbank.com

www.thefederalsavingsbank.com/tammyhajjar



**WE'RE THE FINAL
PUZZLE PIECE**

*Your client's search for legal expertise by
a professional real estate lawyer is over.*

We're here to help!



Raimondi
Law Group



Lisa M. Raimondi

15774 S. LaGrange Road, #161

Orland Park, Illinois 60462

lmr@raimondilawgroup.com



Give us a call today

312-701-1022

► unsung heroine

By Chris Menezes
Photos by Sonya Martin

JACLYN

WITH THE
DOWELL
GROUP



Finding It All in Real Estate



Jaclyn with her son, Nathan.

“I remember being in class, thinking, ‘What’s the purpose of this?’ I just wanted to start working,” Jaclyn says.

So that’s what she did. But she had to work three jobs just to get by. “I remember crying before going into my office job one day, stressing about how I was going to afford daycare that week, feeling guilty for working three jobs and being away from my son so much, feeling defeated just from being so young and in way over my head—as if I’d made all the wrong decisions in life,” Jaclyn explains.

Jaclyn finally found some direction after attending a holiday party for Streeterville Properties. Her aunt and uncle were good friends with Gail Spreen, aka “the Queen of Streeterville,” and brought Jaclyn with them to the party. After talking with many people in the industry that night, Jaclyn was determined to become a REALTOR®.

When Jaclyn entered real estate, however, she struggled to figure out what “kind” of agent she wanted to be. She felt like she had to put on a show for some people—dress or speak in particular ways, or even own specific things—in order to be taken seriously. She also felt discouraged by her lack of experience when it came to taking on certain tasks. But the more she learned and found people who were comfortable with being themselves and were also successful in their business, the more she learned about herself and gained confidence.

Jaclyn says she is a completely different agent now than she was four years ago, and she contributes a good portion of that growth to joining the Dowell Group in December of 2019.

“When I first started out in real estate, one of my biggest fears was people not taking me seriously. I was a young, twenty-one-year-old single mom with little college education in an extremely competitive business.”

While most people eagerly await their twenty-first birthday so they can go out to a bar, Jaclyn Kelly was eagerly awaiting hers so she could take the state exam for her real estate license. She had taken and passed all her courses late in 2015 and was just waiting for her January 2016 birthday. In the meantime, she was working full-time in an office at a construction company while waitressing part-time, going to school, and juggling all that with a newborn baby at home.

Ironically, Jaclyn’s first job, when she was thirteen, was at a bar called Blarney Island in her hometown along the Chain o’ Lakes. “That job taught me some of the greatest lessons in life, such as how to provide the best customer service and how to work through throbbing feet and body aches,” Jaclyn laughs.

Although Jaclyn was a straight-A student, she never felt passionate about anything other than clocking in for her next shift. After high school, she felt obligated to attend community college, but never felt motivated in school.

...

“Danielle [Dowell] is so great,” says Jaclyn. “She is available pretty much any time to talk if we need help. She lets us tag along with her on showings and presentations, and be on phone calls, just to observe and learn. I also have a group of knowledgeable, experienced, kick-ass agents at my disposal 24/7. They’re there whenever I need them for advice, showing coverage, or a good laugh.”

Since Jaclyn grew up in the northern suburbs, she is often utilized for her knowledge of both the suburban and city markets. Anytime someone on the team has a question about different towns and areas, she is happy to talk with them and their clients.

Jaclyn’s work ethic comes from watching her entrepreneurial parents—the owners of the successful Clean Cut Tree Service in Grayslake—as she grew up, spending hours in the truck with her dad, running around giving estimates, or hours at home with her mom in the office, watching her handle the piles of paperwork and the phones. ...



Jaclyn and her mom boating on the Chain O'Lakes.

Jaclyn and her family celebrating her 26th birthday!



My career in real estate has been challenging to say the least, but it has helped me grow both personally and professionally more than I ever imagined.

...

“We struggled a lot as a family, but everything we went through together consequently ingrained in us (my brother and me) [the idea] that no matter what’s happening in life, no matter how much you feel like you should just give up, you get up, work as hard as you possibly can, and then go home and love your family,” Jaclyn explains.

When Jaclyn comes home, she gives her love to her son, Nathan, aka Lil’ Nate, who is six, and their dog, Simba. She also loves spending time with her family and friends, whether at the pool, on the boat, or at a concert or a game night. Jaclyn’s favorite way to relax, however, is to pour a glass of wine, turn up her “Dad’s Boat Jams” playlist, and then cook a delicious meal while dancing in the kitchen.

“My career in real estate has been challenging to say the least, but it has helped me grow both personally and professionally more than I ever imagined. And it allows me to live a very fulfilled life,” says Jaclyn. “It’s all I can hope or dream for in a career.”



**LAW OFFICE OF
VINCENT A. LEUNG, LLC**

312.882.4640
AttorneyLeung.com
AttorneyLeung@gmail.com

Preferred Attorney of
The Ben Lalez Team,
The Standard Group, & Others



Vincent A. Leung, Esq.

Real Estate Law | **RESPONSIVE, DEDICATED, & EFFECTIVE REPRESENTATION**

ACCESS TO *Awesome*

Let me help you grow your business. I offer:

- Comprehensive back-office support
- Co-branded marketing
- Variety of products and solutions
- Total client care

I understand that I am an extension of you & your business.
As a lender who works primarily on recommendations, I promise that your clients will always be treated in a courteous & professional manner.



BILL KATSOOLIAS

Senior Mortgage Planner
NMLS # 755858

DIRECT: 224.770.2021

BKatsoolias@WintrustMortgage.com

BillsLoans.com

231 S. LaSalle St., Chicago, IL 60604

507 N. Milwaukee Ave. Libertyville, IL 60048



WINTRUST MORTGAGE

Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A.,
a Wintrust Community Bank NMLS# 449042. © 2021 Wintrust Mortgage.



EXPERIENCE THE DIFFERENCE

The financial decisions you make today can impact you in the future. Let's talk **today** about how I can offer a customized approach to your financial goals and needs.



WESTPOINT
FINANCIAL GROUP

a MassMutual firm

Be treated the way you
treat your clients.

Find me on LinkedIn!

Local firms are sales offices of Massachusetts Mutual Life Insurance Company (MassMutual), and are not subsidiaries of MassMutual or its affiliated companies. Morgan Lougee is a registered representative of and offers securities & investment advisory services through MML Investors Services, LLC, Member SIPC (www.SIPC.org). Supervisory office 300 S Wacker Dr, Suite 2000, Chicago, IL 60606. Phone: 312-347-1650. CRN202208-269904

westpointfinancialgroup.com/associates/morgan-lougee/

Morgan Lougee

312-368-3717

mlougee@financialguide.com

Westpoint Financial Group

1 N Franklin St, Suite 2470,

Chicago, IL 60606

CA Insurance License # 0M87713



McMaster
Painting & Decorating
"Where Vision Becomes Reality"



SERVING CHICAGO & SUBURBS



Kevin McVicker, Owner

GET A QUOTE ☎ 773-268-2050

info@mcmasterpainting.com

www.mcmasterpainting.com



SPRING INTO SAVINGS WITH 25% OFF

FOR EVERY 6 GIFTS ORDERED, RECEIVE 2 FREE!

It's more important to stay top of mind now more than ever. Kick off 2021 right by implementing Cutco Closing Gifts into your business and build relationships through thoughtful gift-giving!

- ✓ Custom engraving with your logo & contact info
- ✓ Creates top of mind awareness for your business
- ✓ 100% tax deductible*
- ✓ Generates a lifetime of impressions and only needs to be given once!
- ✓ Potential referral opportunity

American made since 1949

*consult your CPA

A GIFTING STRATEGY TO BRIGHTEN YOUR CLIENT'S DAY!

CUT ABOVE
Gifts.com

CutAboveGifts@gmail.com

CutAboveGifts.com

CUTCO
CLOSING GIFTS

YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

Sonya
martin
photography

Schedule your session today

(847) 732-0507

www.sonyamartin.com

[sonyamartinphotography](https://www.instagram.com/sonyamartinphotography)

Sonya Martin Photography @smartinphoto

KEVIN P. CAMDEN

Camden Law Office, LLC



▶▶ partner spotlight
By Lauren Young
Photos by Katherin Frankovic

COOKING UP DEALS

“I wanted to do something different for my clients,” says Kevin P. Camden of Camden Law Office, LLC, in Willowbrook. “My office only makes money if a real estate transaction deal closes. This underscores the focus and work we put into the negotiation and transitions at closing. I want our clients to find real value in the results we bring.”

Kevin was born and raised on the southwest side of Chicago near Midway Airport. He grew up in a family of four; Kevin has one sister. His father was a Chicago police officer and his mother worked at the mortgage company, Freddie Mac. Both his parents put in long days and worked tirelessly at their professions. His father even had a second job doing construction and remodeling bathrooms and kitchens.

“I learned the value of hard work from my parents,” says Kevin. “It’s something I think about every day and is part of the commitment I make to my clients.”

Kevin attended Northern Illinois University, majored in economics, graduated with honors, and then attended the John Marshall Law School in Chicago.

“There is no real ‘unicorn’ story as to why I gravitated toward real estate



Kevin with his family.

law,” says Kevin. “I wasn’t fond of the hard sciences, but, having a passion for history, I enjoyed researching and learning about the founding of the nation.”

Early in his career, Kevin practiced law at a small firm downstate where he was able to gain experience in a little bit of everything, including real estate. Though he ultimately went on to practice labor and employment law, he maintained a small residential real estate practice. It was work he found he really enjoyed.

...



Kevin and his wife, Shelly.

“Since the beginning of my career I’ve had a hand in real estate, in the sense that I’d help out with transactions for family and friends,” says Kevin. “Then I had the opportunity in 2007 to go out on my own. While I was establishing my own practice, I worked part-time as a property manager/developer’s general counsel.”

When the economy rebounded in 2017, Kevin ramped up his private practice, focusing on developing his brand and reputation in real estate. He’s been in the industry now for over thirteen years and he is proud of how his business has grown.

“A good real estate lawyer looks out for the important things and helps their clients move forward to the goal of that closed transaction,” he says. “I’ve tried to not lose sight of that shared goal and it has treated me well.”

When he’s not working, you’ll likely find Kevin outdoors: he’s an amateur nature photographer. He also loves grilling, smoking meats, and sharing a feast with his family—his wife, Shelly, and their three children, Liam, Makena, and Claire—and friends. If you find yourself lucky enough to be invited to one of his cookouts, you might be treated to one of his competition-quality, smoked beef briskets.

Kevin also makes it a goal to give back to organizations that support the community, including the Roman Catholic Diocese of Joliet, Feed

“
A good real estate lawyer looks out for the important things and helps their clients move forward to the goal of that closed transaction...I’ve tried to not lose sight of that shared goal and it has treated me well.”

My Starving Children, Lurie Children’s Hospital, and the Alpha Kappa Lambda Education Foundation.

“I’ve been giving to these organizations for a couple decades now. They are near to my heart because of the opportunities [they provide] to really get involved,” says Kevin. “In addition to what financial support they can offer, I appreciate how they focus on providing food, education, and character development. I want to continue their missions for years to come.”

As Kevin looks forward, he reflects on the strength of all those who have been contributing and working to make real estate successful in the Chicagoland area, both in the past twelve months and beyond.

“I am excited that the Chicagoland area real estate market is strong,” he says. “I believe it will stay that way for the calendar year. I think the pandemic has provided an opportunity for growth in the further western suburbs too.” He explains, “I see people expanding to buy larger homes and more land, moving further away from the city. If homeowners no longer need to be in the Loop every day, the commute will no longer be a daily issue. [As such] I believe western DuPage, Kendall, and Kane counties are going to see expansive growth.” Kevin is looking forward to how that growth will allow him to better serve his clients and make a difference in their transactions.



Kevin’s competition-quality, smoked beef briskets from a cookout.



When Kevin is not working, he enjoys the outdoors where he can be an amateur nature photographer. Here is a photo that Kevin recently captured.

To reach Kevin and find out more about the services at Camden Law Office, LLC, you can email him at kevin@camdenlawoffice.com or call 630-568-6656.



Attorney. Homeowner. Parent.

There is no transaction where speed and accessibility matter more.

I understand, and I deliver.



SHANE E. MOWERY
ATTORNEY AT LAW

Bringing together the knowledge and expertise in the three roles I embrace the most, I impart finesse and proficiency to a fast-paced and challenging real estate market.

(773) 279-9900 • MoweryLaw.com
smowery@mowerylaw.com

773.680.7402

Straightforward
Home Inspections LLC



**You found them a home.
Now let's make this simple!**



Melissa



Jesse

Turning your dream home into reality




Providing over 20 years of superior customer service and high quality construction from small repairs to complete renovations for the greater Chicagoland area.

URBAN BUILT * LLC
773-895-1139

www.urbanbuilt.co
Give us a call today for a free estimate!


Instagram, Facebook, Twitter, LinkedIn icons



Protect what you have and plan for the future.

COUNTRY FINANCIAL

Let's get together to talk about your present needs and future plans!



Kirk E. Gregory, Jr.
Financial Representative

Office: 773-420-0154 • Mobile: 773-619-0649
kirk.gregoryjr@countryfinancial.com
1401 S. State St., Ste 150 • Chicago, IL 60605

ROSE PEST SOLUTIONS
The Answer Since 1860!




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

GREEN PRO CERTIFIED PEST MANAGEMENT

SATISFACTION 100% GUARANTEE

800-GOT-PESTS?  rosepestcontrol.com

Krista Harkin

with Weinberg Choi Residential-Keller Williams ONEChicago



►► unsung heroine

By Jennifer Mitchell

Photos by Heather Allison Love Photography

From LA to Chicago: *Following the Call*

Throughout her adult life, Krista Harkin has held a number of part-time and full-time jobs, including waitressing, working at a nail salon, nannying, and even performing at Disneyland Paris. While she always had a passion for music and performing, she struggled to find her true calling and purpose in life.

After graduating from the University of Wisconsin–Madison with a degree in human development and family studies, Krista went to LA to chase her dreams. After two years of waiting tables and auditioning, she signed a one-year contract with Disneyland Paris. She packed her bags and spent a year performing in parades and shows, and took part in hundreds of meet and greets with children from around the world.

Once her contract was up, she decided it was time to move closer to home. A big city with lots of opportunities and a quick hour-and-a-half drive to her hometown in Wisconsin, Chicago seemed like the perfect place to set up camp. She got a job waiting tables and a gig singing backup vocals in a Pink Floyd cover band. It was while she was waitressing at Le Colonial that she met her now-husband, Joe.

“Dating and falling in love with my husband was what ultimately led me down the path to real estate,” remembers Krista. “For the first time in my adult life, I was committed to one city and I wanted to settle down.”



Krista with her daughter, Isla.

Shortly after they met, Krista and Joe were both ready to settle into careers but were unsure what they wanted those careers to be. Joe (who has since graduated from the Chicago Fire Fighting Academy) was looking into real estate and said he thought it would be a good fit for Krista. So she took the two-week accelerated course, the national and state exams, and got her license.

In 2016, she took a leap of faith.

She left the restaurant industry and accepted a position with Weinberg Choi Residential-Keller Williams ONEChicago (WCR), led by Tommy Choi and Josh Weinberg.

“Our team is the best,” exclaims Krista. “Tommy and Josh helped me see the potential in myself and gave me confidence, not only as a career woman, but on a personal level as well.”

Much of that confidence came from the culture Tommy and Josh built that emphasizes caring for one another on both a personal and professional level. The team meets daily (now over Zoom) to share what they are grateful for. Value is placed on each person’s unique abilities so they are each able to shine and so that there’s a sense of balance on the team. They troubleshoot problems together and always support one another.



Krista, her husband, Joe, and their Australian shepherd, Blu.

“

Tommy and Josh helped me see the potential in myself and gave me confidence, not only as a career woman, but on a personal level as well.”



...

“Throughout a transaction, I have the support of our amazing transaction coordinator, Enida Krdzalic, who keeps everything organized and moving forward,” explains Krista. “Meanwhile, our incredible client experience specialist, Paul Smith, takes clients out on showings when I am unable to be in two places at once. Each member of our team plays an integral part to keep the wheels turning—without one of these people, everything would stop.”



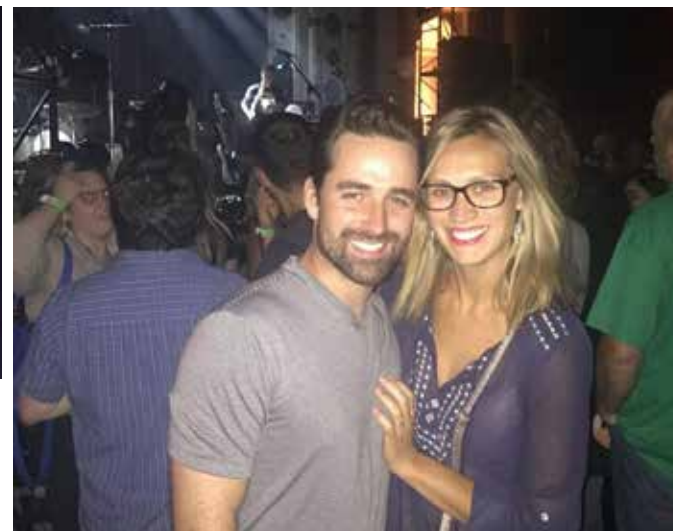
Krista's surprise 30th birthday party at Emerald Loop, downtown. It was a 70s themed party.

As for Krista, she's the lead buyer's specialist, so she trains new buyer's agents and continues to coach them as they find their footing. She also infuses humor and fun into the team—no doubt an easy feat given her background in performing.

on the town to eat good food and attend live concerts, plays, and stand-up comedy shows. But most importantly, they love spending time with family.

The role Krista is most passionate about is that of mother. She and Joe love taking their two-year-old daughter, Isla, to Humboldt Park with their Australian shepherd, Blu, and reading to her from her favorite book, *The Complete Tales of Winnie-the-Pooh*.

“I grew up in a big family that was like the Brady Bunch,” jokes Krista. “Before my parents divorced, they had four children together. When my Mom remarried, her husband already had five kids of his own. Then they had another child together, so we had ten kids in our household. Each member of my giant family has influenced me in a specific way, and I'm so glad Isla is able to grow



Krista and Joe seeing their favorite band, “The Head and The Heart,” at the Metro in Lakeview.

up near her cousins, aunts, uncles, grandparents, and great-grandparents on both my and Joe's sides.”

Looking to the future, Krista is constantly asking herself how she can top last month or last year's successes. She's able to continually set and surpass her goals because of the emotional support she's received from Josh, Tommy, and her teammates at WCR. “My experience at WCR has changed my perspective and given me the confidence to do anything.”



Now Offering Financing
No Payments or Interest When Paid in Full in 10 Months

Is your listing not attracting buyers? We have an idea why.

Sellers need a turnkey service that offers stylish pre-sale renovations at an approachable cost. By working with the original space, we rapidly make minor renovations that have a major visual impact. Our mission is to enhance a home's appeal to buyers, reduce its time on the market, and increase the overall sales price.

(773) 217-0581 | michael@renovationsells.com | www.renovationsells.com | @renovationsells



Cervantes
Chatt &
Prince P.C.



A LAW FIRM FOCUSED ON ALL THINGS REAL ESTATE.

Transactional

Residential
Commercial
Closing
Zoning
Development

Litigation

Association & HOA
Litigation
Municipal Violations
Collection
Eviction

Offices in downtown Chicago and Burr Ridge
serving all of Northern Illinois and Southern Wisconsin

312-606-9529

ccpchicago.com · contact@ccpchicago.com

goosehead[®]
INSURANCE

*People are Talking about the
Goosehead Difference...*

"I trust Kristine to help my clients with the same level of care and dedication I would. I can stake my reputation on her service. Working with Kristine is more like having a business partner with a stake in your success than a service provider."

Adele Lang | Chicago Association of Realtors 2017 Rookie of the Year | Baird & Warner



goosehead[®]
INSURANCE

"The Power of Choice"

Kristine Pokrandt | Agency Owner
Kristine.pokrandt@goosehead.com | 708-858-1246
Gooseheadinsurance.com/agents/kristine-pokrandt/

**CLOSE ON TIME
GET PAID ON TIME
STOP WASTING TIME**



RYAN PIERCE

SENIOR MORTGAGE CONSULTANT

773.255.2793 | RYANP@ANMTG.COM

WWW.ANMTG.COM/RYANP

THIS IS AN ADVERTISEMENT. This is not a commitment to lend. A and N Mortgage Services, Inc. is an Illinois Residential Mortgage Licensee and Equal Housing Lender, 1845 N. Elston Ave., Chicago, IL 60642 p: 773.315.1040 (TOLL FREE) a/mtg.com MMB 3 No. 10091 & MFL 0006618. Serving IL, IN, IA, FL, MA, MI, MN, TX, WI. Ryan Pierce MMB 3 No. 1941936 Illinois Residential Mortgage Licensee



THIS BARR MEANS BUSINESS

JUSTIN BARR
VIDEO BARRTENDER
PRODUCER / EDITOR / CONTENT CREATOR

SERVING ALL REAL ESTATE AGENTS AND BUSINESS PROFESSIONALS
PLEASE CHECK OUT THE MENU OF SERVICES AT THEVIDEOBARR.COM

Melanie and Andrew EVERETT

Welcome Holly Grace Everett

When asked about being a new mom, Melanie Everett's sense of wonder is still with her: "I still can't believe I even have a child," she says. And jokes, while expressing the feeling many people share of still feeling young inside while witnessing yourself age, "I feel like I'm thirteen years old most days."

That young self often helps us celebrate and appreciate the joyful milestones in life as we grow and change. For Melanie Everett, many things have indeed changed since January of 2020, when she first discovered she was pregnant.

It was the feeling of "not being herself" that first tipped her off to being pregnant. She was hosting an open house at a gorgeous new listing in the South Loop, when she noticed how "off" she felt.

"I just wasn't my normal, outgoing self," she says. "I purchased a First Response™ test later that day, and voilà! Two pink lines."

Just having a baby on the way changed Melanie's approach with her clients. Rather than running all over the city with them like she normally did, she was forced to take more of a "backseat," which subsequently required her to build up her team and rely on them more as well.

"Handing off clients is a total breeze now," says Melanie. "I am confident my team can handle anything and anyone that comes up."

Pregnancy even deepened the relationships she had with some of her past clients. Melanie didn't have many friends with babies that she could turn to for advice. So, she reached out and connected with a few past clients who had recently had babies.

"These women were such blessings! They shared recommendations for pediatricians, lactation consultants, new mom classes, and so many baby products. I am forever thankful to these clients-turned-mom friends," says Melanie.

Melanie had always loved the name Holly, but she never knew a single person with the name. But after she decided to name her baby Holly, she suddenly started to hear it everywhere. She



Melanie, her husband, Andrew, and Holly Grace Everett.

Melanie's entire perspective changed...she discovered what truly mattered to her in her life: her family was going to come before anything else.

even had a seller that she was working with named Holly. (When the deal fell apart, Melanie wondered for a brief minute if that might have been a sign that they needed to change the name. Happily, she wasn't dissuaded.)

Holly Grace Everett was born October 3, 2020, weighing six pounds. Melanie's entire perspective changed after that. She discovered what truly mattered to her in her life: her family was going to come before anything else.

While Melanie will always put her family first, becoming a mother has actually deepened her ability to connect with clients in a new way. Just the other day she was on a listing appointment with a seller who had two children, one of which was born just a few weeks after Holly.

"Right away, the wife and I gushed about our babies and our experiences with pregnancy during COVID-19. I asked her all about what it's like to go from one baby to two, and overall, I was able to build a relationship with her, mom to mom!" Melanie explains.

Melanie's favorite part of the day now is when she is back at home—when she and her husband, Andrew, get to spend time with Holly, playing with her and watching her smile.

Out of everything that remained somewhat the same for Melanie, if there was one thing that she could go back and change, she says

it would have been taking an actual maternity leave, and not going right back to work.

"As soon as we returned from the hospital, I was back to Melanie Everett & Company, teaching webinars, emailing, planning team meetings, etc. Those first few weeks with Holly were so glorious!" she says. "I wish I could have put my laptop away."



Holly Grace Everett!



STAGING MATTERS!

Let us help create the vision to appeal to buyers for your home!

Get a FREE quote for all of your home staging needs.

idhomestaging.com | 312-532-3218

MAZEK
LAW GROUP

Going Beyond the Transaction to Protect All of Your Clients' Assets

ENTITY FORMATION • ESTATE PLANNING • ASSET PROTECTION

Michael Mazek
Founder & Attorney
Michael@MazekLaw.com
mazeklaw.com
773-800-0141 (Call/Text)
3805 N. Lincoln Ave.
Chicago, IL 60613



ARETÉ
The Art of Remodeling
OUR SERVICES:

- DESIGN BUILD
- KITCHEN & BATH REMODELING
- FLOOR INSTALLATION
- HARDWOOD REFINISHING
- TILE INSTALLATION
- PAINTING
- SIDING AND DECKING
- MASONRY AND ADDITIONS

call now:
773.610.4551

COME JOIN OUR
REFERRAL PROGRAM
REFER YOUR FRIENDS AND FAMILY TO RECEIVE
2% BACK UPON PROJECT COMPLETION

**VISIT OUR SHOWROOM
AND DESIGN CENTER**

3821 W MONTROSE AVENUE
CHICAGO, IL 60618

ARETERENOVATORS.COM



Windy City Blinds

Window fashions that have every style covered.

"I would highly recommend Windy City Blinds if you are looking for quick, professional service at very competitive prices. I was pleasantly surprised by how flexible WCB was at scheduling appointments (came on a holiday!) and how timely everyone was. A+ company."
-Brooke M. Chicago, IL

774-528-4244
windycityblinds.com | Local & Family Owned

TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to February 28, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	31	\$55,587,840	15	\$24,746,531	46	\$80,334,371
2	Jeffrey	Lowe	18	\$24,632,500	11	\$14,168,000	29	\$38,800,500
3	Emily	Sachs Wong	10	\$22,349,000	2	\$12,300,000	12	\$34,649,000
4	Matt	Laricy	18	\$8,369,159	24	\$11,780,300	42	\$20,149,459
5	Leigh	Marcus	16	\$8,856,900	9	\$6,687,000	25	\$15,543,900
6	Sophia	Klopas	8	\$9,375,000	9	\$5,826,000	17	\$15,201,000
7	Carrie	McCormick	10	\$7,095,000	7	\$6,424,300	17	\$13,519,300
8	Mario	Greco	15	\$7,795,900	8	\$5,213,351	23	\$13,009,251
9	Danielle	Dowell	10	\$6,155,000	6	\$5,486,500	16	\$11,641,500
10	Millie	Rosenbloom	8	\$7,667,500	4	\$3,668,000	12	\$11,335,500
11	Alexandre	Stoykov	4	\$1,869,750	16	\$8,218,500	20	\$10,088,250
12	Susan	Miner	1	\$956,000	1	\$9,000,000	2	\$9,956,000
13	Hayley	Westhoff	9	\$4,684,000	8	\$4,620,750	17	\$9,304,750
14	Grigory	Pekarsky	12	\$5,219,700	11	\$3,923,000	23	\$9,142,700
15	Pamela	Rueve	1	\$9,000,000	0	\$0	1	\$9,000,000
16	Tommy	Choi	7	\$4,855,000	6	\$3,581,130	13	\$8,436,130
17	Timothy	Sheahan	10	\$7,704,000	1	\$625,000	11	\$8,329,000
18	Brian	Pistorius	7	\$4,589,500	4	\$2,623,000	11	\$7,212,500
19	Joseph	Kotoch	4	\$1,972,500	8	\$5,115,500	12	\$7,088,000
20	Paul	Gorney	1	\$330,000	3	\$6,380,000	4	\$6,710,000
21	Brad	Lippitz	5	\$3,667,500	3	\$2,877,500	8	\$6,545,000
22	Emily	Phair	6	\$2,309,500	12	\$4,166,650	18	\$6,476,150
23	Julie	Busby	4	\$2,997,500	6	\$3,314,500	10	\$6,312,000
24	Karen	Biazar	11	\$4,527,950	7	\$1,720,800	18	\$6,248,750
25	Benyamin	Lalez	4	\$2,119,000	8	\$3,824,000	12	\$5,943,000
26	Chris	Stockwell	4	\$2,605,000	4	\$3,315,000	8	\$5,920,000
27	Grace	Sergio	6	\$5,919,800	0	\$0	6	\$5,919,800
28	Harold	Blum	5	\$5,158,000	1	\$730,000	6	\$5,888,000
29	Owen	Duffy	6	\$4,252,500	3	\$1,424,000	9	\$5,676,500
30	Nicholaos	Voutsinas	3	\$1,476,000	7	\$4,112,000	10	\$5,588,000
31	Darrell	Scott	3	\$2,139,350	7	\$3,284,000	10	\$5,423,350
32	Keith	Brand	1	\$577,500	7	\$4,832,000	8	\$5,409,500
33	Christopher	Engelmann	1	\$234,000	10	\$5,151,000	11	\$5,385,000
34	Anthony	Torres	0	\$0	10	\$5,362,200	10	\$5,362,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Daniel	Close	1	\$305,000	5	\$4,917,500	6	\$5,222,500
36	Sam	Shaffer	3	\$1,259,000	8	\$3,928,700	11	\$5,187,700
37	Sharon	Gillman	5	\$3,598,500	2	\$1,585,000	7	\$5,183,500
38	Katharine	Waddell	6	\$3,994,000	2	\$1,154,900	8	\$5,148,900
39	Barbara	O'Connor	2	\$2,525,000	6	\$2,611,000	8	\$5,136,000
40	Scott	Curcio	9	\$2,775,000	7	\$2,330,500	16	\$5,105,500
41	Jennifer	Ames	3	\$2,470,000	2	\$2,625,000	5	\$5,095,000
42	Gloria	Wiekert	3	\$2,214,900	4	\$2,845,000	7	\$5,059,900
43	Geoffrey	Zureikat	4	\$1,740,000	5	\$3,265,500	9	\$5,005,500
44	Alishja	Ballard	6	\$3,132,800	5	\$1,793,500	11	\$4,926,300
45	Michael	McCallum	0	\$0	4	\$4,782,000	4	\$4,782,000
46	Ying	Zhao	0	\$0	2	\$4,761,802	2	\$4,761,802
47	Steve	Dombar	0	\$0	8	\$4,715,000	8	\$4,715,000
48	Vincent	Lance	6	\$2,446,800	4	\$2,211,000	10	\$4,657,800
49	Jason	O'Beirne	6	\$4,212,000	1	\$400,000	7	\$4,612,000
50	Konrad	Dabrowski	4	\$2,642,000	3	\$1,955,000	7	\$4,597,000

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

MOVEMENT MORTGAGE

Ryan Cotter
MARKET LEADER
 NMLS#: 224352
 direct: 312.607.1111
 ryan.cotter@movement.com
 movement.com/ryan.cotter

1315 S. Route 59, Naperville, Illinois 60564 | 91-224352, IL-0110054741
 Movement Mortgage, LLC supports Equal Housing Opportunity. NMLS ID# 33279 (www.nmlsconsumeraccess.org) | 877-314-1493. Movement Mortgage, LLC is licensed by "Illinois Residential Mortgage Licenser" # 084260996, WI # 291798A & 291798B. Interest rates and products are subject to change without notice and may not be available in all states. Loan commitment or lock-in. Borrowers must qualify at closing for all benefits. "Movement Mortgage" is a registered trademark of the Movement Mortgage, LLC, a Delaware limited liability company. 8024 Calvin Hall Rd, Indian Land, NC 29107 | CPH07889 | Exp 02/2019

DO YOUR DEALS NEED SAVING?

Do you have deals that were denied by another lender?
 Do you have clients with low credit scores?
 Do you have deals that needed to close yesterday?

I highly recommend Ryan and his entire team at Movement Mortgage. They are lifesavers.
 - **Christophe DuPont, Broker**

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, 2021 to February 28, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Matthew	Engle	4	\$2,860,000	5	\$1,602,000	9	\$4,462,000
52	Chezi	Rafaelli	4	\$3,355,000	1	\$1,100,000	5	\$4,455,000
53	Leslie	Glazier	2	\$673,000	3	\$3,750,000	5	\$4,423,000
54	Rafay	Qamar	6	\$2,410,500	7	\$2,012,000	13	\$4,422,500
55	Anthony	Madonia	4	\$4,399,000	0	\$0	4	\$4,399,000
56	Lisa	Sanders	5	\$2,650,000	4	\$1,742,500	9	\$4,392,500
57	Carol	Collins	3	\$2,118,500	2	\$2,243,000	5	\$4,361,500
58	Elizabeth	Ballis	3	\$2,015,000	2	\$2,299,999	5	\$4,314,999
59	Laura	Topp	6	\$2,854,000	2	\$1,425,000	8	\$4,279,000
60	Michael	Hulett	4	\$2,239,000	2	\$2,032,000	6	\$4,271,000
61	Rizwan	Gilani	6	\$2,309,000	3	\$1,949,900	9	\$4,258,900
62	Anne	Rossley	3	\$2,745,500	2	\$1,499,000	5	\$4,244,500
63	James	D'Astice	1	\$325,000	6	\$3,876,000	7	\$4,201,000
64	Meredith	Manni	1	\$420,000	4	\$3,730,000	5	\$4,150,000
65	Jennifer	Mills	6	\$3,278,900	2	\$830,000	8	\$4,108,900
66	Eugene	Abbott	1	\$875,000	2	\$3,220,000	3	\$4,095,000
67	Elias	Masud	2	\$700,000	9	\$3,384,500	11	\$4,084,500
68	Mehdi	Mova	4	\$2,654,500	2	\$1,404,500	6	\$4,059,000
69	Cynthia	Bauer	3	\$2,900,000	1	\$1,150,000	4	\$4,050,000
70	Layching	Quek	2	\$1,131,000	6	\$2,914,400	8	\$4,045,400
71	Brooke	Vanderbok	5	\$2,952,500	2	\$1,082,000	7	\$4,034,500
72	Kathryn	Barry	2	\$1,065,000	4	\$2,900,000	6	\$3,965,000
73	Sean	Glascott	4	\$2,187,500	2	\$1,776,000	6	\$3,963,500
74	Daniel	Glick	2	\$1,375,000	4	\$2,582,400	6	\$3,957,400
75	Richard	Kasper	4	\$2,954,000	2	\$950,000	6	\$3,904,000
76	Nancy	Tassone	2	\$1,361,500	2	\$2,480,000	4	\$3,841,500
77	Stephen	Schneider	1	\$650,000	4	\$3,174,000	5	\$3,824,000
78	Edward	Jelinek	1	\$412,000	4	\$3,350,000	5	\$3,762,000
79	Art	Collazo	2	\$3,100,000	1	\$607,000	3	\$3,707,000
80	Melanie	Giglio	4	\$1,777,000	3	\$1,926,965	7	\$3,703,965
81	Sally	Mabadi	0	\$0	1	\$3,700,000	1	\$3,700,000
82	Lucas	Blahnik	3	\$1,955,000	2	\$1,740,000	5	\$3,695,000
83	Mark	Bystrowicz	3	\$3,690,083	0	\$0	3	\$3,690,083
84	Joanne	Desanctis	1	\$2,252,000	1	\$1,425,000	2	\$3,677,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Tim	Lorimer	2	\$1,230,000	4	\$2,427,500	6	\$3,657,500
86	Greg	Whelan	0	\$0	6	\$3,637,000	6	\$3,637,000
87	Cory	Tanzer	1	\$392,000	6	\$3,244,000	7	\$3,636,000
88	Hadley	Rue	3	\$2,929,000	1	\$680,000	4	\$3,609,000
89	Adam	Zagata	2	\$673,000	8	\$2,924,250	10	\$3,597,250
90	Kathryn	Schrage	9	\$3,566,000	0	\$0	9	\$3,566,000
91	Michael	Maier	6	\$1,876,000	2	\$1,650,000	8	\$3,526,000
92	Azeem	Khan	1	\$3,500,000	0	\$0	1	\$3,500,000
93	Monica	McCarthy	0	\$0	8	\$3,499,500	8	\$3,499,500
94	Eudice	Fogel	3	\$1,690,000	2	\$1,757,000	5	\$3,447,000
95	Qizhong	Guan	3	\$816,000	5	\$2,622,500	8	\$3,438,500
96	Kaylin	Goldstein	5	\$3,417,500	0	\$0	5	\$3,417,500
97	Marlene	Rubenstein	4	\$2,498,500	2	\$910,000	6	\$3,408,500
98	Laura	Rubin Dresner	1	\$3,400,000	0	\$0	1	\$3,400,000
99	Diana	Bzdyk	3	\$582,000	3	\$2,810,000	6	\$3,392,000
100	Mary	Haight Himes	1	\$1,315,000	4	\$2,061,000	5	\$3,376,000

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

Looking for an experienced Real Estate Attorney you can turn to with confidence?





Jonathan M. Aven
 Law Offices of Jonathan M Aven, LTD
 180 N. Michigan Ave. Ste. 2105 | Chicago, IL 60601
www.AvenLaw.com | Jonathan@AvenLaw.com

CONTACT US TODAY
312-251-8777

REAL ESTATE LEGAL SERVICES

SPRING INTO A NEW HOME!

Experienced Real Estate Attorneys
you and your clients can trust.



JASON CHMIELEWSKI
Managing Attorney



Service is the Key to my success!

We remain open for business and here to help you during this challenging time. We continue to work diligently on files and communicate regularly with our clients. Our staff is experienced with remote work and we are fully prepared to continue to work at our normal pace and volume.



office 312.332.5020 | fax 312.332.5021
jason@jmclawgroup.com | jmclawgroup.com
111 West Washington Street, Suite 1500 - Chicago, IL 60602
9661 W. 143rd Street, Suite 201 - Orland Park, IL 60462

Business is Blooming in 2021!

Grow your business with
Michelle Bobart - One of Chicagoland's leading mortgage lending experts

- 24+ years of award-winning industry expertise
- \$213 Million in closed transactions and 582 families served in 2020
- Over 3,000 satisfied clients
- Top 1% Mortgage Originator in America
 - Mortgage Executive Magazine 2012-2019
- Five Star Professional
 - Chicago Magazine 2011-2019

Partner with Michelle - your tenured, trusted mortgage adviser



MICHELLE BOBART
SVP OF MORTGAGE LENDING
O: 312.379.3516 C: 312.953.7365
Michelle@Rate.com

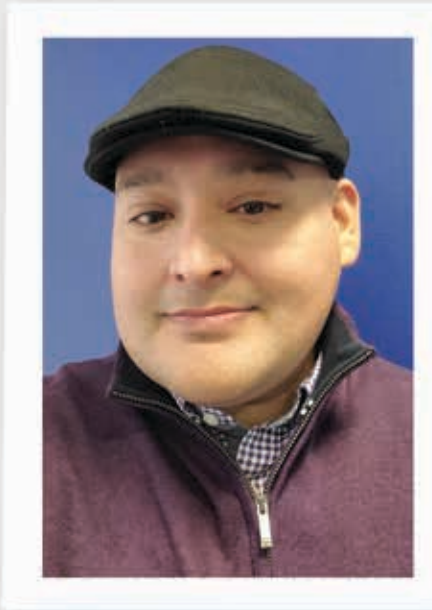
www.Rate.com/MichelleBobart

guaranteed Rate

Michelle Bobart NMLS ID:137164; IL - 031.0002302 320 W. Ohio St., Ste. 1E Chicago, IL 60654
Guaranteed Rate, Inc. NMLS ID #2611 3940 N Ravenswood, Chicago IL 60613 866-934-7283
Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org



INSURANCE YOU CAN DESIGN TO MEET YOUR EVER CHANGING NEEDS



- Homeowners insurance
- Landlord/Vacant/Vacation home insurance
- Umbrella coverage

Elvis Leon
1600 Maple Ave Suite E
Lisle IL 60532
eleon@farmersagent.com
farmersagent.com/eleon

Call 630.852.2300 today!
Let me help you get the most value out of your insurance coverage.

Restrictions apply. Discounts may vary. Not available in all states. See your agent for details. Insurance is underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Visit farmers.com for a complete listing of companies. Not all insurers are authorized to provide insurance in all states. Coverage is not available in all states.



TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to February 28, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Brittany	Strale	0	\$0	5	\$3,335,750	5	\$3,335,750
102	Curt	Ratcliff	3	\$2,210,000	1	\$1,100,000	4	\$3,310,000
103	Cadey	O'Leary	1	\$3,300,000	0	\$0	1	\$3,300,000
104	Stephanie	Cutter	5	\$2,116,000	3	\$1,150,000	8	\$3,266,000
105	Kate	Gaffey	2	\$1,407,000	3	\$1,851,000	5	\$3,258,000
106	Christine	Hancock	1	\$410,000	1	\$2,841,706	2	\$3,251,706
107	Melissa	Siegal	6	\$3,239,000	0	\$0	6	\$3,239,000
108	Vikas	Wadhwa	0	\$0	2	\$3,237,000	2	\$3,237,000
109	Helen	Jaeger Roth	1	\$988,000	2	\$2,198,000	3	\$3,186,000
110	Nick	Rendleman	7	\$1,792,800	4	\$1,382,277	11	\$3,175,077
111	Bari	Levine	6	\$3,174,000	0	\$0	6	\$3,174,000
112	Santiago	Valdez	7	\$2,753,437	1	\$405,000	8	\$3,158,437
113	Vincent	Anzalone	4	\$2,615,000	1	\$540,000	5	\$3,155,000
114	Margaret	Baczkowski	4	\$2,435,500	1	\$687,000	5	\$3,122,500
115	Frank	Montro	10	\$1,827,500	5	\$1,282,500	15	\$3,110,000
116	Diana	Radosta	3	\$3,104,000	0	\$0	3	\$3,104,000
117	Katherine	Malkin	1	\$2,000,000	1	\$1,100,000	2	\$3,100,000
118	Fadya	Kashkeesh	0	\$0	2	\$3,100,000	2	\$3,100,000
119	Joanne	Nemerovski	2	\$1,895,000	1	\$1,190,000	3	\$3,085,000
120	Lauren	Dayton	4	\$3,081,638	0	\$0	4	\$3,081,638
121	Anne	Kavanaugh	1	\$1,942,500	3	\$1,139,000	4	\$3,081,500
122	Karen	Schwartz	4	\$1,619,500	3	\$1,420,000	7	\$3,039,500
123	Michael	Yeagle	3	\$2,660,000	1	\$375,000	4	\$3,035,000
124	Michael	Shenfeld	3	\$1,964,500	3	\$1,055,000	6	\$3,019,500
125	Michael	Giliano	2	\$1,129,000	4	\$1,883,500	6	\$3,012,500
126	Tara	Leinenweber	8	\$2,996,000	0	\$0	8	\$2,996,000
127	Elizabeth	Lothamer	1	\$305,000	5	\$2,684,937	6	\$2,989,937
128	Khadija	Laurens	1	\$475,000	2	\$2,511,083	3	\$2,986,083
129	Nicholas	Colagiovanni	3	\$2,965,000	0	\$0	3	\$2,965,000
130	Stephanie	Maloney	4	\$2,940,000	0	\$0	4	\$2,940,000
131	Jonathan	Garrity	12	\$2,189,658	5	\$717,170	17	\$2,906,828
132	Andrea	Hebner	2	\$1,425,000	2	\$1,464,600	4	\$2,889,600
133	Matthew	Thomas	0	\$0	4	\$2,856,500	4	\$2,856,500
134	Natasha	Motev	1	\$735,000	1	\$2,112,000	2	\$2,847,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Ryan	Huyler	4	\$2,282,250	1	\$552,500	5	\$2,834,750
136	Daniel	Fowler	2	\$1,020,000	4	\$1,803,450	6	\$2,823,450
137	Patrick	Shino	1	\$590,000	8	\$2,232,750	9	\$2,822,750
138	Barry	Gordon	2	\$1,079,000	4	\$1,738,500	6	\$2,817,500
139	Jennifer	Vande Lune	3	\$2,795,000	0	\$0	3	\$2,795,000
140	Melanie	Carlson	3	\$1,850,000	2	\$937,500	5	\$2,787,500
141	Rachel	Krueger	3	\$2,335,000	1	\$432,900	4	\$2,767,900
142	Teresa	Spyrka	3	\$1,703,000	3	\$1,061,000	6	\$2,764,000
143	Vince	Milito	0	\$0	1	\$2,749,916	1	\$2,749,916
144	John	Corry	0	\$0	1	\$2,740,000	1	\$2,740,000
145	Cynthia	Sodolski	2	\$1,810,000	2	\$927,000	4	\$2,737,000
146	Christopher	Lobrillo	13	\$2,724,901	0	\$0	13	\$2,724,901
147	Qiankun	Chen	4	\$1,080,000	5	\$1,636,000	9	\$2,716,000
148	Adele	Lang	1	\$1,380,000	3	\$1,333,500	4	\$2,713,500
149	Lance	Kirshner	2	\$1,345,000	3	\$1,363,500	5	\$2,708,500
150	Lauren	Mitrick Wood	3	\$1,570,000	1	\$1,137,500	4	\$2,707,500

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

WHERE YOU'LL FEEL THE DIFFERENCE

We'll help you close the deal while keeping your business on track with our tax and consulting services.



REAL ESTATE | BUSINESS SERVICES | ESTATE PLANNING | ELDER LAW | INCOME TAX PREPARATION

DYNIA LAW

dynialaw.com • 773-427-1900 • al@dynialaw.com • 710 W. Higgins Rd., Ste. 103, Park Ridge, IL 60068

TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to February 28, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Philip	Barone	3	\$2,100,000	1	\$605,000	4	\$2,705,000
152	Stefanie	D'Agostino	7	\$2,703,999	0	\$0	7	\$2,703,999
153	Harrison	Cohen	1	\$1,350,000	1	\$1,350,000	2	\$2,700,000
154	Michael	Linden	4	\$2,240,000	1	\$455,000	5	\$2,695,000
155	Kathleen	Wilson	0	\$0	1	\$2,688,080	1	\$2,688,080
156	Michael	Samm	2	\$718,000	5	\$1,967,000	7	\$2,685,000
157	David	Nimick	2	\$1,042,000	1	\$1,640,000	3	\$2,682,000
158	Neil	Hackler	3	\$2,366,999	1	\$315,000	4	\$2,681,999
159	Lisa	Blume	1	\$265,000	4	\$2,413,000	5	\$2,678,000
160	Scott	Berg	7	\$2,665,031	0	\$0	7	\$2,665,031
161	Debra	Dobbs	2	\$2,665,000	0	\$0	2	\$2,665,000
162	Steven	Acoba	3	\$1,403,000	3	\$1,255,000	6	\$2,658,000
163	Sarah	Ziehr	6	\$2,639,000	0	\$0	6	\$2,639,000
164	Sherrri	Hoke	1	\$2,112,000	1	\$525,000	2	\$2,637,000
165	Danielle	Inendino	0	\$0	5	\$2,619,000	5	\$2,619,000
166	Deborah	Hess	2	\$936,000	4	\$1,680,000	6	\$2,616,000
167	Benjamin	Lissner	0	\$0	4	\$2,596,500	4	\$2,596,500
168	Hasani	Steele	6	\$2,587,200	0	\$0	6	\$2,587,200
169	Susan	Corcoran	3	\$1,125,000	3	\$1,459,000	6	\$2,584,000
170	Robert	Teverbaugh	3	\$1,617,300	2	\$965,000	5	\$2,582,300
171	Ashley	Bell	1	\$810,000	2	\$1,769,000	3	\$2,579,000
172	Kenneth	Furth	0	\$0	1	\$2,575,433	1	\$2,575,433
173	Jill Peet	Saponaro	3	\$2,047,500	2	\$510,000	5	\$2,557,500
174	Justin	Lucas	3	\$657,500	4	\$1,900,000	7	\$2,557,500
175	Erin	Mandel	4	\$2,067,000	1	\$475,000	5	\$2,542,000
176	Michael	McGuinness	2	\$725,000	4	\$1,816,375	6	\$2,541,375
177	Nicholas	Apostal	3	\$1,085,000	1	\$1,450,000	4	\$2,535,000
178	Melissa	Edidin	3	\$1,922,000	2	\$609,900	5	\$2,531,900
179	Jane	Shawkey-Nye	1	\$875,000	2	\$1,655,000	3	\$2,530,000
180	Daphne	Pinkney	0	\$0	9	\$2,522,500	9	\$2,522,500
181	Brian	Loomis	1	\$1,156,100	1	\$1,350,000	2	\$2,506,100
182	Ryan	Gossett	4	\$1,896,500	2	\$605,000	6	\$2,501,500
183	Mike	Larson	0	\$0	1	\$2,500,000	1	\$2,500,000
184	Pablo	Galarza	4	\$1,244,900	3	\$1,233,900	7	\$2,478,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Steven	Jurgens	0	\$0	2	\$2,475,000	2	\$2,475,000
186	Annika	Valdiserri	2	\$1,470,000	2	\$1,003,000	4	\$2,473,000
187	Kimber	Galvin	0	\$0	3	\$2,472,000	3	\$2,472,000
188	Brendan	Murphy	3	\$1,778,400	1	\$680,000	4	\$2,458,400
189	Eugene	Fu	3	\$1,533,000	3	\$918,000	6	\$2,451,000
190	Ivona	Kutermankiewicz	3	\$1,577,995	1	\$865,000	4	\$2,442,995
191	Natalie	Weiland	0	\$0	1	\$2,440,000	1	\$2,440,000
192	Diana	Morales	4	\$1,744,900	2	\$695,000	6	\$2,439,900
193	Naomi	Wilkinson	0	\$0	1	\$2,420,688	1	\$2,420,688
194	Gail	Spreen	3	\$918,500	1	\$1,500,000	4	\$2,418,500
195	Erlend	Candea	3	\$2,410,000	0	\$0	3	\$2,410,000
196	Nadine	Ferrata	5	\$2,378,500	1	\$28,000	6	\$2,406,500
197	Camille	Canales	0	\$0	4	\$2,403,000	4	\$2,403,000
198	Maria	Munoz	1	\$1,200,000	1	\$1,200,000	2	\$2,400,000
199	Christina	Delgreco	2	\$1,345,000	2	\$1,045,000	4	\$2,390,000
200	Janelle	Dennis	4	\$2,390,000	0	\$0	4	\$2,390,000

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

MIDWEST LENDING
LOCAL BUSINESS. LOCAL EXPERTS.

Angie Wozniak
 VP of Mortgage Lending
 630-414-5426
 angiewozniak.com
 awozniak@midwest-lending.com
 NMLS #1378090 | IL License #031.0041458

1732 W. Hubbard St. Suite 1C Chicago, IL 60622
 Midwest Lending is licensed in Illinois, Indiana, Michigan, Wisconsin, and Florida
 Illinois Residential Mortgage Licensee #MB.6759631 NMLS #204212

TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to February 28, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Kenneth	Dooley	3	\$2,385,000	0	\$0	3	\$2,385,000
202	Elena	Theodoros	4	\$2,383,500	0	\$0	4	\$2,383,500
203	Alysa	Peterson	4	\$1,400,950	1	\$980,000	5	\$2,380,950
204	Jonathan	Missirlian	1	\$675,000	1	\$1,699,000	2	\$2,374,000
205	Philip	Skowron	2	\$2,360,000	0	\$0	2	\$2,360,000
206	Matt	Silver	2	\$1,160,000	2	\$1,190,000	4	\$2,350,000
207	Jennifer	Evans Piet	1	\$410,000	3	\$1,937,000	4	\$2,347,000
208	Len	Altimari	2	\$1,400,000	1	\$940,000	3	\$2,340,000
209	David	Olaoye	4	\$1,245,000	3	\$1,094,900	7	\$2,339,900
210	Bruce	Glazer	1	\$510,000	3	\$1,827,500	4	\$2,337,500
211	Robert	Blaszkiwicz	6	\$1,991,500	1	\$335,000	7	\$2,326,500
212	Sharon	Wolfson	1	\$2,325,000	0	\$0	1	\$2,325,000
213	Salvador	Gonzalez	4	\$1,117,000	5	\$1,196,000	9	\$2,313,000
214	Stephanie	Englund Siegel	1	\$555,000	4	\$1,737,500	5	\$2,292,500
215	Survi	Kobawala	1	\$547,500	4	\$1,736,500	5	\$2,284,000
216	Colin	Hebson	1	\$649,000	3	\$1,625,000	4	\$2,274,000
217	Matthew	Liss	2	\$884,000	2	\$1,390,000	4	\$2,274,000
218	Eamonn	Stafford	5	\$2,010,125	2	\$262,500	7	\$2,272,625
219	Lindsey	Richardson	4	\$1,722,500	1	\$550,000	5	\$2,272,500
220	Gerard	Scheffler	3	\$2,270,299	0	\$0	3	\$2,270,299
221	Ted	Mortellaro	2	\$937,500	2	\$1,330,000	4	\$2,267,500
222	Andres	Olaez	4	\$1,295,400	4	\$970,444	8	\$2,265,844
223	Lynn	Weekley	2	\$872,000	1	\$1,375,000	3	\$2,247,000
224	Jennifer	Carlino	0	\$0	3	\$2,244,000	3	\$2,244,000
225	Amanda	McMillan	4	\$1,882,400	1	\$356,500	5	\$2,238,900
226	Nicole	Thomas	1	\$695,000	1	\$1,542,500	2	\$2,237,500
227	Melanie	Everett	2	\$520,380	3	\$1,712,000	5	\$2,232,380
228	Brad	Zibung	1	\$1,080,000	1	\$1,150,000	2	\$2,230,000
229	Nathan	Wilks	0	\$0	6	\$2,224,021	6	\$2,224,021
230	Nancy	Yockel	2	\$975,000	1	\$1,243,000	3	\$2,218,000
231	Billie	Diamond	1	\$965,000	1	\$1,250,000	2	\$2,215,000
232	Edward	Skae	4	\$2,209,900	0	\$0	4	\$2,209,900
233	Stephanie	Derderian	0	\$0	2	\$2,195,000	2	\$2,195,000
234	Lisa	Reznick	1	\$20,000	4	\$2,173,500	5	\$2,193,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Andrew	Gersten	1	\$405,500	3	\$1,782,500	4	\$2,188,000
236	John	Huebner	1	\$565,000	4	\$1,617,500	5	\$2,182,500
237	Steve	Genyk	2	\$1,815,000	1	\$360,000	3	\$2,175,000
238	Samuel	Marconi	2	\$1,700,000	1	\$459,900	3	\$2,159,900
239	Bernadette	Molloy	4	\$2,154,100	0	\$0	4	\$2,154,100
240	Craig	Fallico	4	\$1,277,000	2	\$872,640	6	\$2,149,640
241	Bucky	Cross	4	\$1,832,580	1	\$309,900	5	\$2,142,480
242	Sara	McCarthy	3	\$1,370,000	1	\$765,000	4	\$2,135,000
243	Susan	Sondag	2	\$1,385,000	1	\$750,000	3	\$2,135,000
244	Laura	Meier	4	\$1,874,500	1	\$260,000	5	\$2,134,500
245	Samantha	Porter	3	\$2,134,000	0	\$0	3	\$2,134,000
246	Jaime	Campos	2	\$950,000	3	\$1,182,000	5	\$2,132,000
247	Gershon	Drainan	7	\$1,652,390	2	\$473,000	9	\$2,125,390
248	Mark	Wyshnytzky	1	\$575,000	2	\$1,545,000	3	\$2,120,000
249	Christopher	Katsulis	1	\$1,775,000	1	\$345,000	2	\$2,120,000
250	Joseph	Betancourt	4	\$1,455,000	2	\$663,000	6	\$2,118,000

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

BUYING A NEW HOME IS IN SEASON

CAMDEN LAW OFFICE, LLC

Kevin Camden
 (630) 789-5896
 kevin@camdenlawoffice.com
 www.camdenlawoffice.com

Let us help your clients as their preferred real estate attorney.



111 PENTHOUSE

▪ CORPORATE DINNERS ▪ COCKTAIL PARTIES ▪ EXPERIENTIAL EVENTS

Mention **“REAL PRODUCERS”** and get
10% off your showroom rental rate



111 W Jackson Blvd,
Penthouse,
Chicago, IL 60604



lorna@gentsco-op.com



312-361-1166



www.penthouse111.com



Does proof exist
that I own a house?
Indeed.

THE
GUNDERSON
LAW FIRM

Contract Negotiations, Dad Joke's,
The Gunderson Law Firm does it all.



C.J. Lamb

THE GUNDERSON LAW FIRM, LLC

2155 W. Roscoe St. Chicago, IL 60618



Michael J. Gunderson

www.gundersonfirm.com | 312-600-5000 | info@gundersonfirm.com



PHOENIX RISING

HOME STAGING • INTERIOR DESIGN • FURNITURE SALES

Designs that Inspire™

*Transformation, Comfort, Style, Happiness, Elegance,
Luxury, Emotions, Profitability, Tranquility, Transactions*

(773) 433-3888 • 105 E Oakton St, Des Plaines, IL 60018 • www.chicagostaging.com

You can only sell your client's home once, don't leave money and commission on the table!

