

CHICAGO

# REAL PRODUCERS®

CONNECTING. CREATING. INSPIRING.



## *Niko* Voutsinas INTERNATIONAL MAN OF REALTY

**AGENT FEATURES:**

Nicole Flores  
Akos Straub

**COMMERCIAL REALTOR® FEATURE:**

Tony Hardy

**ON THE RISE:**

Adam Zagata

**PARTNER SPOTLIGHTS:**

Justin Strane  
Front Door Legal

Ryan Cotter  
Movement Mortgage

**FALL EVENT:**

VU Rooftop  
Friday, October 8th

AUGUST 2021





TOUR  
OUR  
SPACE

DETAILS AT  
IG @HAVENHOMESTAGER

TO SIGN UP EMAIL  
ewiegel@havenhomestager.com

Behind The Scenes Warehouse Tours



## In today's crazy market what's really crazy is skipping an inspection.

Imagine buying a big boat without a pro looking at it.  
Would you feel safe on the water?

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



CHICAGO  
BUILDING  
INSPECTIONS

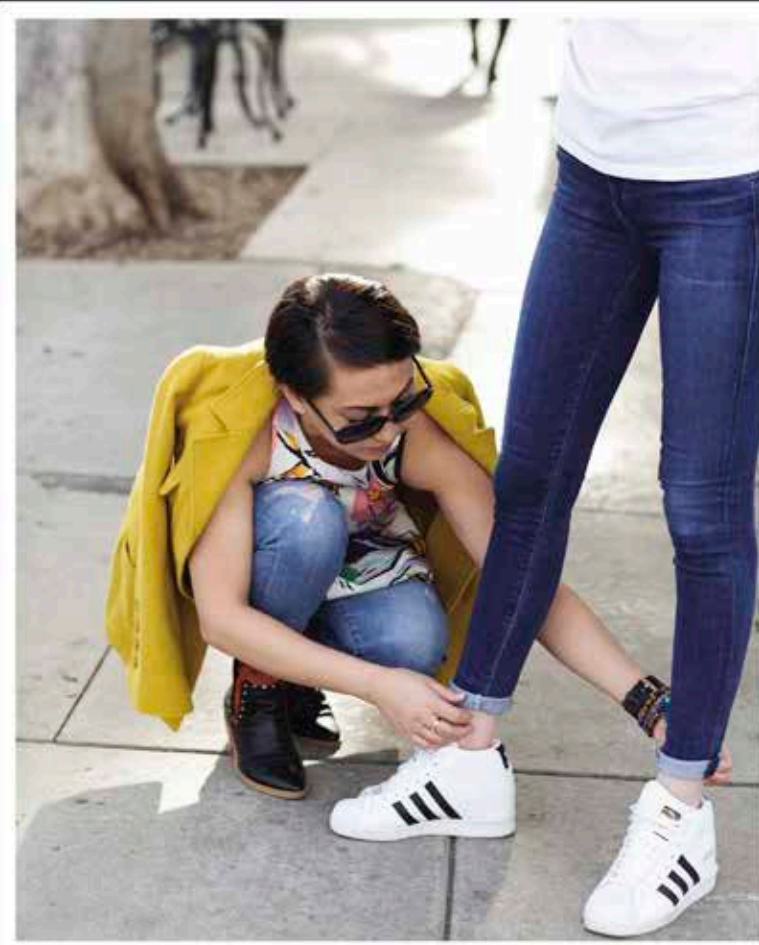
inspectingchicago.com | 312.INSPECT | info@inspectingchicago.com

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



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



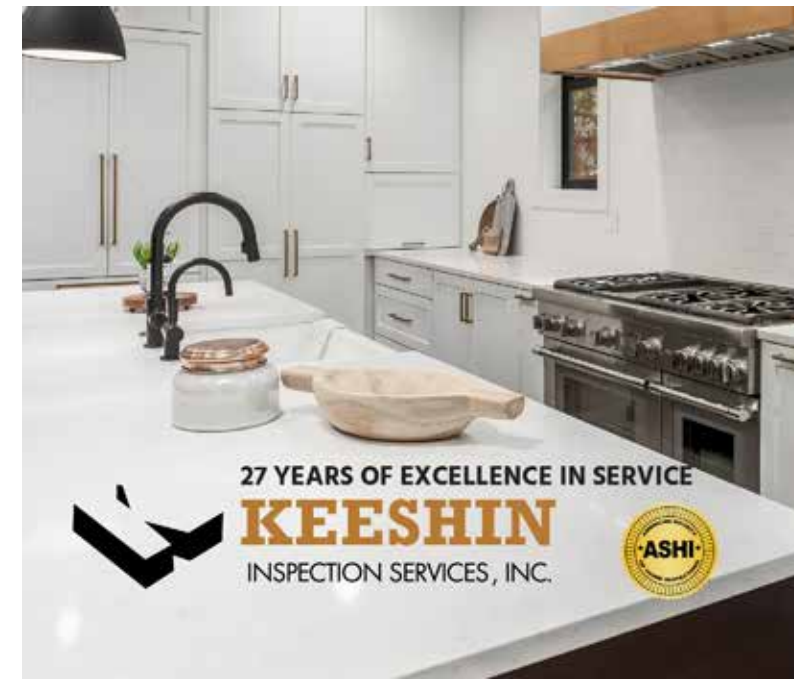


tristinstyling

CHICAGO-BASED LIFE STYLING COMPANY SPECIALIZING IN FASHION STYLING, WARDROBE MANAGEMENT & REFINEMENT, AND PERSONAL SHOPPING.

208 N GREEN ST.  
CHICAGO, IL 60607

TRISTINSTYLING.COM  
INQUIRIES@TRISTINSTYLING.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

# 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**

**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!

**INTERIOR DRAMA**  
Home Staging

**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

**Fix It People** Painting & Drywall | General Handymen  
www.fixitpeople.com

<b>HANDYMEN</b> 	<b>PAINTING</b> 	<b>ELECTRICAL</b> 
<b>DRYWALL</b> 	<b>CARPENTRY</b> 	<b>PLUMBING</b> 

Read our reviews!

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



# TABLE OF CONTENTS



**16**  
Fall Event:  
Hosted by  
VU Rooftop  
October 8th



**18**  
Partner  
Spotlight:  
Justin  
Strane with  
Front Door  
Legal



**24**  
Cover Story:  
Niko  
Voutsinas




**32**  
Business:  
The Top 4  
Prevention  
Tips for Fall  
Pests  
By Janelle  
Iaccino



**40**  
Agent  
Feature:  
Akos Straub



**46**  
Business:  
Client  
Parties Are  
Back!  
By Kristine  
Menas Daley



**50**  
Agent  
Feature:  
Nicole  
Flores



**56**  
Partner  
Spotlight:  
Ryan  
Cotter with  
Movement  
Mortgage



**62**  
On the Rise:  
Adam  
Zagata



**68**  
Commercial  
REALTOR®  
Feature:  
Tony Hardy



**72**  
Behind-the-  
Scenes  
All-Star  
Feature:  
Michelle  
Newman



**76**  
Business:  
The New  
Millennial  
Market  
By Grace  
Kaage

# MEET THE CHICAGO REAL PRODUCERS TEAM



**Andy Burton**  
Publisher



**Emily Burton**  
Director of Partner Success  
and Editorial Content



**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](mailto: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.



**frontdoor**  
LEGAL

Close with the **peace of mind** and **communication** your clients deserve.

Whether buying or selling a home, commercial real estate or negotiating a new business lease, we provide the quality and affordably priced representation needed to close your deal fast.

**Contact Justin**  
(312) 638-0871 • [Justin@frontdoorlegal.com](mailto:Justin@frontdoorlegal.com) • 2502 N. Clark St., Ste 236, Chicago, IL 60614

**Justin Strane**

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. Front Door Legal's principal place of business is 2502 N. Clark St., Ste 236, Chicago, IL 60614.



# SIGNATURE STAGING

SHOWCASE A LIFESTYLE  
BUYERS ASPIRE TO HAVE.



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

Front Door Legal  
Justin Strane  
312-638-0871  
www.frontdoorlegal.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

Shane E. Mowery,  
Attorney at Law  
(773) 279-9900  
MoweryLaw.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  
Daron Wooding  
(312) 344-3477  
CutAboveGifts.com

### DEVELOPER

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

### FASHION STYLING

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

### FINANCIAL ADVISOR

Morgan Lougee  
Financial Planning  
(312) 368-3717  
WestPointFinancialGroup.  
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 AND 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**

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

**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.blueleaflending.com

Butler Group  
Neighborhood Loans  
(773) 741-1094  
ButlerGroupLoans.com

Chase  
(312) 732-3584  
Chase.com

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

CrossCountry Mortgage  
Kirk Taylor  
(312) 919-0373  
LuckyTaylorLoans.com

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

Guaranteed Rate  
Angie Wozniak  
(630) 414-5426  
AngieWozniak.com

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

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

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

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

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

United Home Loans  
(708) 531-8322  
uhloans.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

**REAL ESTATE**

**PHOTOGRAPHY/VIDEO/MATTERPORT**  
Prestige Real Estate  
Images Inc  
(773) 209-3714  
PrestigeListingPhotos.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  
ArtfullyArrangedStaging.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

**VIDEOGRAPHER**

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

**WINDOW TREATMENTS**

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



**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

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



**Christopher Titcomb**



**773-537-4945** | [TitcombLawGroup.com](http://TitcombLawGroup.com) | [info@titcomblawgroup.com](mailto:info@titcomblawgroup.com)  
134 North LaSalle St., Suite 1720 | Chicago, IL 60602 | [f](https://www.facebook.com/TitcombLawGroup) @TitcombLawGroup [@TitcombLaw](https://www.instagram.com/TitcombLaw)  
**BUYERS | SELLERS | INVESTORS | DEVELOPERS**



# CLIENTS & REALTORS KNOW

# JUST CALL JOEL

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

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

- 18+ years of lending experience
- Top 1% of all loan officers nationwide for annual volume
- Honest service and real advice from a dependable mortgage professional



\*Lender Credit valid through Guaranteed Rate for applications submitted after 06/16/2021 and prior to 12/31/2021. 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.

**(773) 654-2049**  
**JOEL@RATE.COM**

guaranteed **Rate**

EQUAL HOUSING LENDER Joel Schaub NMLS #224512; IL - 031.0008503 - MB.0005932 | Guaranteed Rate, Inc., NMLS #2611; For licensing information visit nmlsconsumeraccess.org | 202100618 - 343944



For the most part, the activity in real estate has been non-stop for all of us since the beginning of January. As the summer comes to a close, my encouragement to our Chicago Real Producers community is to carve out quality time to spend one-on-one with those with who you are building your life.

I am proud to say that we are planning to resume our quarterly events this fall! Save the date for Friday, October 8th from 12 pm-3 pm at VU Rooftop (133 E Cermak Rd. Chicago, IL 60616). We are extremely excited as this will not only be our first event since the COVID-19 shutdown, but it will be the 4 year anniversary of our magazine launch! Early registration will open soon, turn to page 16 for more details.



Fighting the good fight,

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



@ChicagoRealProducers



facebook.com/ChicagoRealProducers

## GET publisher's note << READY...

### *In-Person Events Are Resuming!*

Our wedding anniversary, our youngest child's birthday, Chicago Park District camps ending, all combined with preparing for and starting a new school year, make August one of the busiest months for the Burton Bungalow. I am grateful for the time we get to spend together as a family building memories and creating experiences for our kids, but there are times when I miss my wife. We recently were given a kid-free night away from some great friends of ours, and it made me think back to the days when it was just us before the chaos ensued. What a blessing to get a little reminder of the "good old days"!

It allowed me to just sit with my wife and appreciate her. We dreamed about the future and expressed gratitude for how God has blessed our past. It was fulfilling to just be and not have an agenda for 48 hours. The alone time we spent together affirmed the fact that our relationship needs this more often.

realproducersmag.com

## 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

Chicago Real Producers • 13





GET EVERY ISSUE  
ON YOUR  
**PHONE OR  
TABLET**

DOWNLOAD OUR  
MOBILE APP!



Search DigaPub - Choose Illinois  
- *Chicago Real Producers*

It is definitely a badge of honor to hold the printed version of *Chicago Real Producers* in your hands. However, if you want access to every issue, then download our mobile app while it is currently free. Search 'DigaPub' wherever you download apps, choose Illinois, then select *Chicago Real Producers*. You can share your featured story from the app straight to Facebook as well!



**MY INTEREST RATES  
ARE ON FIRE!** 

GET YOUR CLIENTS PRE-APPROVED




**guaranteedRate**

**Michael Bencks**  
VP of Mortgage Lending

**Bencks@rate.com**  
[www.rate.com/michaelbencks](http://www.rate.com/michaelbencks)

O: (312) 667-7664  
451 N Racine Ave. Suite 201,  
Chicago, IL 60642

Michael Bencks NMLS ID: 1202417. Guaranteed Rate NMLS ID #2611 (NABorrower Mortgage Licensing System www.nmlsconsumeraccess.org) IL-Residential Mortgage Licensee - IDFPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603. 312.793.3000, 3940 N. Ravenswood Ave., Chicago, IL 60613. #MR.0005932



**WATER DAMAGE/  
RESTORATION**

Make A *Splash*

HELPING YOU FIND SOLUTIONS FOR YOUR  
CLEANING AND REMEDIATION NEEDS.



COMMERCIAL CLEANING

**773-628-7505** 



[hi@blucleaning.com](mailto:hi@blucleaning.com) • 4628 West Lawrence Ave Chicago, IL 60617 [www.blucleaning.com](http://www.blucleaning.com)



**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](http://THEVIDEOBARR.COM)





# FALL EVENT

HOSTED BY VU ROOFTOP

FRIDAY, OCTOBER 8TH FROM 12:00 PM TO 3:00 PM

133 E CERMAK RD. CHICAGO, IL 60616



**W**e are thrilled to be back in person with a Fall Event at the spectacular VU Rooftop. Join us for an afternoon of reconnecting as you take in the picturesque views of Chicago. Additional information will be provided in the official invitation.

- Food and Drinks Provided
- Must RSVP
- Limited Capacity



Contact  
[Chicagoland@realproducersmag.com](mailto:Chicagoland@realproducersmag.com)  
for event details



partner spotlight ◀◀

# Justin STRANE

## with Front Door Legal

### OPENING NEW DOORS

By Chris Menezes  
Photos by Heather Allison Love Photography

---

The last time we caught up with real estate attorney Justin Strane, he was partner at a different firm altogether, a firm that half bore his last name (in old law firm fashion). Well, a lot has changed since then (a global pandemic will do that), including Justin establishing his own real estate law firm: Front Door Legal.

“The Front Door Legal brand helps put that individual, client-focused feeling at the forefront of what we do, rather than just focusing on my name. While I will always be heavily involved in each transaction, I want to make sure clients are aware they have the Front Door

Legal team behind them for their transaction, not just me,” Justin explains.

The Front Door Legal team consists of Justin, Mari Mikolajczak (operations manager), and Rosanne Sitkowski (paralegal). While Justin does plan to grow the firm, he says his goal is not to become the largest-volume firm in Chicago because he never wants to sacrifice that personal touch when interacting with clients and agents. Plus, he’d rather work with like-minded agents: agents who are ambitious and passionate about growing their business, but also committed to the client experience.

---

•••







While some things have remained the same in Justin's business, like his emphasis on strong communication, COVID-19 took that to the next level. When Illinois went into lockdown, Justin implemented the switch from in-person to Zoom closings overnight (video conference reviewing of the loan, title, and seller docs utilizing screen share).

"It has gone really well," Justin says. "I am beginning to attend [in-person] closings again depending on the client's comfort level. However, some clients just prefer the Zoom option. Without the pandemic making remote closings the only option, I doubt the legal/real estate industry would have embraced this closing method in such a short window of time. I feel as though a decade of innovation finally arrived for the legal industry."

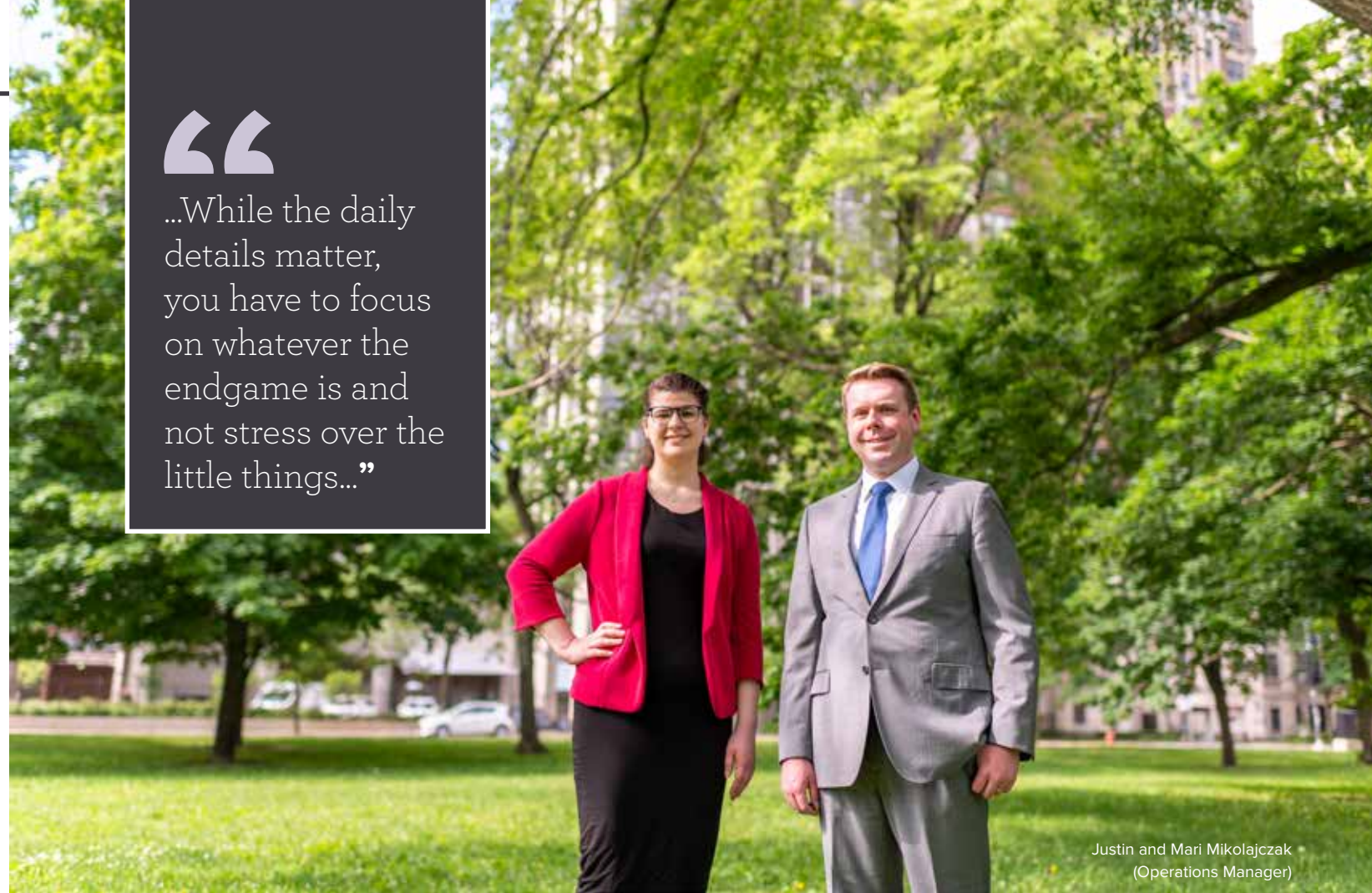
Justin loves the industry's embrace of new technology and he's not stopping at Zoom. He says he's constantly researching and investigating new technology solutions to further streamline communication and updates for his clients and agents.

The pandemic has also made Justin's work feel more meaningful. While he still loves walking down the street and pointing to the homes and buildings he's worked on, and think about the families he helped, he says the pandemic made those spaces more meaningful for people and, subsequently, to him.

@realproducers



..While the daily details matter, you have to focus on whatever the endgame is and not stress over the little things.."



Justin and Mari Mikolajczak  
(Operations Manager)

"When you see the relief and happiness on clients' faces at closings now, whether they were upsizing to have more work-from-home space or gaining a yard for their kids to play in, that is about as fulfilling as it gets," he says.

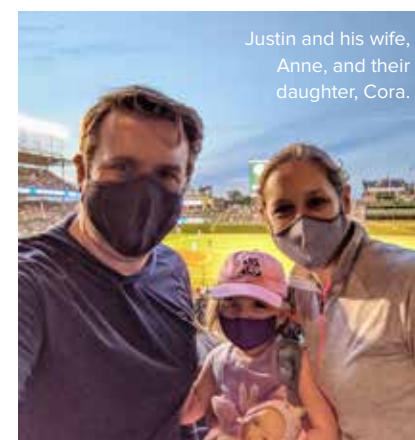
Those spaces have become more valuable for Justin and his wife, Anne, and their daughter, Cora, too, especially since the pandemic nixed almost



Justin and his wife, Anne, and their daughter, Cora.

everything they enjoyed doing: trying new restaurants, going to Broadway shows, orchestra concerts, and exploring the arts and culture scene in Chicago.

While Justin still enjoys playing his piano and guitar at home, he picked up a new hobby last year as well: photography. He also bought a car (which he did not have before) and has enjoyed venturing north with



his family, spending weekends in the Evanston area and the Arrington Lagoon, to have picnics in the park. Now that he has a car, he is also looking forward to playing more recreational hockey.

With all the big changes that occurred over this past year (and the wisdom that came along with them), we asked Justin if he could go back and tell his younger self anything, what would it be? He said, "Stop obsessing over day-to-day details and focus on the big picture. It's really easy to get caught up in daily details (emails, random calls, etc.) and begin to feel overwhelmed. While the daily details matter, you have to focus on whatever the endgame is and not stress over the little things."

If you'd like to learn more about how Justin and Front Door Legal can take the everyday stresses out of your closings and help get you to your ultimate goal, check out [www.frontdoorlegal.com](http://www.frontdoorlegal.com), or contact Justin directly at [justin@frontdoorlegal.com](mailto:justin@frontdoorlegal.com).

realproducersmag.com





## Your home comfort, solved.

Folks in Chicagoland trust Deljo for reliable heating, cooling, and indoor air quality.

It's a relief to know your home comfort equipment is running at its best, so you and your family can focus on making memories.

Deljo Heating & Cooling knows this. It's why homeowners and businesses in Chicagoland have relied on Deljo since 1922 for quality HVAC products and outstanding service.

Give your family the year-round comfort they want. And give yourself the peace of mind you deserve. That's the Deljo Difference.

**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**



**HEATING &  
COOLING**

**THE DELJO DIFFERENCE**

CALL OR CLICK

**773.663.4923** [deljoheating.com](https://deljoheating.com)

#thedeljodifference



# NIKO

## Voutsinas



## International Man of Realty

**D**espite the fact that Niko Voutsinas was born and raised in suburban Detroit, his first language was Greek. In fact, he was behind in school until the second grade due to language skills. For Niko, this experience and being bilingual enhanced his early appreciation of and interest in other cultures.

He majored in marketing and international business at the University of Michigan, stayed with a family in Spain during high school, and held

summer internships during college in Greece and Spain. One summer during college, Niko's dad asked him to help him flip a home. At the time, Niko had no interest in real estate or flipping homes, but it gave him his first taste of what would later become his career.

In his 20s, Niko held a variety of jobs that allowed him to travel the world, including a gig interviewing heads of industries and government ministers. Over the course of five years, Niko

lived in twenty different countries as he created country reports on specific industries for trade journals. While Niko loved traveling the world, he eventually grew tired of living out of his suitcase. So in 2009, he decided to settle down in Chicago.

"I actually arrived in Chicago the day my first son was born," says Niko. "I was tired of essentially living in hotel rooms, and once I became a father it was important to be with my son, so I started working from home as a freelance consumer goods consultant."

While working as a consultant, Niko started buying bank-owned properties at auctions and renovating them, much like he did with his father back in college. His REALTOR®, who had previously been with an REO shop, ended up with Redfin. Niko was amazed at the amount of information Redfin shared with the public, empowering buyers to be informed and take more ownership over the process.

Despite the financial security and success Niko found with his consulting gig, he didn't feel passionate about the work. Believing that success comes from doing something you love, Niko decided to quit his job and work in real estate full-time.

"When I was buying properties to renovate them, I fell in love with the variety of housing in Chicago," explained Niko. "There are buildings from so many different eras, and the styles change as you move through the different areas of the city, so it always feels like you're in a building that's entirely unique. Some people like shopping for shoes or handbags. I like shopping for buildings."

With a background in business, solid sales chops, and a love of the subject matter in place, Niko dove headfirst into real estate. He joined the team at Redfin and hit the ground running. Transitioning from buildings to





Niko with his team:  
TiGi Nii (associate agent),  
Bill Vezo (team manager),  
Stephanie Brimo  
(market manager),  
and Cierra Maggitt  
(listing coordinator).

•••

brokerage took some getting used to, but Niko quickly hit his stride.

“My experience with adding value to properties of all kinds gave me the expertise to help clients who were interested in buying and renovating a home,” explained Niko. “I knew when they would need a permit and could help provide them with estimates for what various projects would cost and whether or not they’d need HOA approval.”

Niko’s renovating expertise wasn’t the only experience that was transferable to his career as a REALTOR®. During the years he lived abroad he learned a handful of phrases in many languages, and this has helped him establish relationships with many clients who speak languages other than English.

“You don’t necessarily have to speak someone’s language fully to connect with them,” notes Niko. “You can show curiosity and respect for their culture by knowing the nuances of what someone from a particular culture needs in a property, or by saying something small in their language to break the ice. It also helps to know their religious holidays, traditions, and observances to make sure you can accommodate them as you help them buy or sell a home.”

Niko became a lead agent after his first year with Redfin (2013) and now splits his time between helping people buy and list their homes. He initially worked only with buyers, but listings now make up almost half of his

•••





**“YOU DON’T NECESSARILY HAVE TO SPEAK SOMEONE’S LANGUAGE FULLY TO CONNECT WITH THEM...”**

...

business. “I still love helping people buy in Chicago, but after a few years in the business, I found that many of my clients came back and asked for my assistance with selling the home I helped them purchase. I was so honored that they thought to call me that I decided to focus on the listings side much more in the last few years.”

As Niko has grown his book of business and moved beyond his initial area of specialization (the West Loop up through Logan Square), he has developed a particular interest in some of the more niche segments of the market like new construction and multi-family properties, and he has built out a team, which he is especially passionate about right now. He is also thrilled to be enjoying a Chicago summer, his favorite time of year. He loves going to the beach and looks forward to getting his new kayak in the water with his sons—he is finally at a point in his career where he thinks he can take a little time off. Once the winter rolls around, Niko will head back out to explore the world (and escape the Chicago winter), learning new foreign-language phrases along the way.

# When it comes to litigation, always go with Experienced Lawyers



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



**FORDE & O’MEARA LLP**



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

# 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

# goosehead<sup>®</sup> 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<sup>®</sup>  
INSURANCE

"The Power of Choice"

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

# Sell Homes Fast

with Home Staging & Redesign

**Mia Hable, Designer**  
miahable@artfullyarrangedstaging.com • [www.artfullyarrangedstaging.com](http://www.artfullyarrangedstaging.com)  
Call (872) 903-3591 today for a consultation.



THE TOP

# 4

## PREVENTION TIPS FOR FALL PESTS



By Janelle Iaccino

When is the best time of year to treat for pests like stink bugs, boxelder bugs, or Asian beetles? These insects, referred to as fall pests or overwintering pests, have very similar traits. These invasive species, introduced here from other countries, are crop pests. And once the crops come down, the insects take flight to find the nearest buildings where they look to get into the nooks and crannies; they spend the winter hibernating in wall voids. On warm sunny days you'll see one or two pop out on the south and west sides of the house or building to bask in the sun.

Once they're in the walls, though, what can you even do? Well, that is why the best time of year to have your home professionally treated for these kinds of insects is late summer/early fall. Not doing so will result in their making regular appearances throughout the winter and into the following spring as well.

### TYPES OF OVERWINTERING PESTS

#### Stink Bugs

Having stink bugs in your home can, quite literally, stink. Stink bugs get their name from the fact that they produce a foul-smelling odor when they are disturbed or crushed.



The brown marmorated stink bug has a shield-shaped body that is typical of other stink bugs. Adults are about half an inch long and have a brown, marble-like exoskeleton. This insect becomes a nuisance pest, both indoors and outdoors, when it is attracted to homes on warm fall days in search of protected overwintering sites. Stink bugs do not do any structural damage to homes, and they do not sting or bite. However, their presence can be quite apparent if they are squashed or disturbed, which causes them to produce their foul-smelling odor.

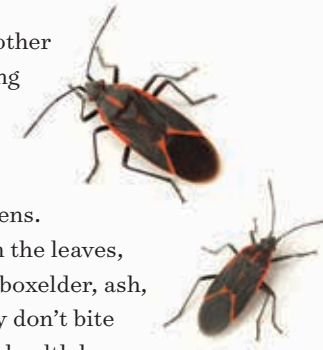
As air temperatures begin to warm in early spring, adult brown marmorated stink bugs emerge from their overwintering locations in search of a mate. Females then find fruit trees on which they lay their eggs and die soon after. Beginning in May, nymphs emerge from the eggs and feed on the fruit trees for a few months. By midsummer, nymphs have molted into adults and dispersed to new feeding locations. Their search for an ideal hibernation site, such as an attic or wall void, peaks in October when stink bugs stop flying and settle into their chosen hibernation sites for the winter.

#### Boxelder Bugs

Boxelder bugs are another common overwintering pest we see here in the Midwest.

They're black with a red X on their abdomens.

Boxelder bugs feed on the leaves, flowers, and seeds of boxelder, ash, and maple trees. They don't bite humans and are not a health hazard, but they are definitely a nuisance.



Like Asian beetles and cluster flies, they congregate on the sunny south and west walls of buildings in late spring and early autumn, attracted to the warmth. They crawl into cracks and crevices on the exterior of buildings and stay there for the winter, out of the elements. As temperatures warm up over the winter, some may "wake up" and crawl out to bask in the sun on windows or walls.

#### Asian Beetles

Asian beetles look like ladybugs, but they're typically orange to light brown



in color (vs. red) and have more than seven black spots on their bodies. These pests cluster together, may bite, and are notorious for their foul-smelling odor and known for leaving yellowing stains when they're crushed.

Originally introduced to North America from Asia in the early 1900s, these insects were used to control aphids and scale insects on plants and crops such as soybeans, fruits, and berries. They do a great job at controlling those plant pests, but have now become pests themselves as they invade interiors of home structures each year after the crops have been harvested.

#### Cluster Flies

Cluster flies are dark greyish-brown in color and are slightly larger than houseflies.



They fly very slowly when they just wake up from their dormancy over the cooler months. If you've ever seen a fly buzzing and flying around looking like it's drunk or just hitting itself against a window, you've spotted one of these guys. They prefer attics, soffits, and humid basements. They are strongly attracted to light, so they are usually found around windows. At night, they are attracted to lamps.

Cluster flies don't live very long. Female cluster flies lay their eggs near earthworm burrows. Once hatched, the larvae will feed on the worms. They don't have shared characteristics with other common species of flies, and they do not bite.

### 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
- ▶ Down payment assistance programs
- ▶ Special Doctor Programs
- ▶ 5+ Unit Multifamily Financing



ALEX MARGULIS  
CROSSCOUNTRY MORTGAGE™

ALEX MARGULIS  
VP of Mortgage Lending  
312.651.5352  
Alex@myccmortgage.com  
www.alexmargulis.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.



...

### THE TOP 4 WAYS TO STOP FALL PESTS FROM OVERWINTERING IN YOUR HOME

The most effective method for managing these fall pests is to prevent these insects from ever making it into your home in the first place. This is accomplished through various methods of exclusion. Here are the top four ways to keep these pests away:

1. Check all doors and windows to make sure they are properly sealed.
2. Ensure that all screens are installed correctly and that they are in good working order.
3. Check for cracks in areas such as siding, utility pipes, and behind chimneys: these spaces could give pests easy access to your home.

It is important to use the appropriate products, such as copper mesh, steel wool, and rubber or silicon, to seal interior or exterior access points. Otherwise, exclusion methods may fail, allowing pests to freely enter the home. Contact your trained pest management professional as he or she is equipped to inspect and correct these issues and will employ the appropriate exclusion methods.

4. If these insects have already made their way into your home, the point of entry must be found and sealed to prevent more insects from gaining access. Professional pest control services can provide relief from exterior and interior infestations.

#### About the Author:

Janelle Iaccino, "Chicago's Bug Girl" just celebrated 16 years with Rose Pest Solutions. She's worn many hats working for the Dolds' family business over the years and has managed their marketing, PR and branding for the last ten years. Janelle is a scientist and nature-lover, with a passion for educating the public. You'll hear her on David Hochberg's WGN AM Radio show "Home Sweet Home Chicago" and see her on morning news segments talking about the pest of the season.



# \$2.5 MILLION

DONATED THIS YEAR TO HELP END MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That's why The N2 Company - the company behind this publication and 850+ others like it - is financially committed to end human trafficking.

**FOR EVERY AD SALE WE MAKE, N2 DONATES ENOUGH MONEY TO FREE 2 SLAVES FROM CAPTIVITY.**

The average Fortune 500 company donates about 1% of their *profits* to charity. The N2 Company donates 2.6% of their *gross revenue*.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

Visit [n2gives.com](http://n2gives.com) to learn more about our fight.



THERE IS NO TRANSACTION WHERE SPEED AND ACCESSIBILITY MATTER MORE.

# I understand, and I deliver.

### Attorney. Homeowner. Parent.

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.



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



SHANE E. MOWERY  
ATTORNEY AT LAW



The Original  
**AAA-1**  
Since 1954

# Masonry & Tuckpointing



- Informative Website with Updated Blog
- Comprehensive Estimates
- Brick, Terra Cotta, Stone & Mortar Experts
- Licensed Mason Contractors
- Specialists in Masonry Restoration & Preservation
- In Continuous Operation for 65 Years
- Professional Inspection, Diagnosis & Workmanship
- Thousands of References & Fully Insured

**CHICAGO: 773-622-7300 • SUBURBS: 847-491-9700**

[www.AAA1Masonry.com](http://www.AAA1Masonry.com) • [Info@AAA1Masonry.com](mailto:Info@AAA1Masonry.com)



# Virtual JAM SESSIONS

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 throughout summer!




We started doing jam sessions in early 2020 as a way to connect and add value to our *CRP* community while we couldn't meet together in person. Our jam sessions continue to be a success as we gather in small groups on Zoom, and we will continue these even when we can meet together. 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 they have served as a way to build relationships. Plus, it has been great seeing even more engagement as we have recently been streaming 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!



We have received great feedback about these events, so we are continuing to schedule them for the rest of summer and fall! Want to join one? Let us know by emailing us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com).






FOR EVERY 6 GIFTS ORDERED, RECEIVE 2 FREE!

It's more important to stay top of mind now more than ever. Close out the summer season 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



**CUT ABOVE**  
Gifts.com

CutAboveGifts@gmail.com  
CutAboveGifts.com

YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

 **CUTCO**  
CLOSING GIFTS



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



CLOSE ON TIME  
GET PAID ON TIME  
STOP WASTING TIME

  
A and N mortgage



**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 Licensure and Equal Housing Lender. 1845 N. Elston Ave. Chicago, IL 60642 p: 773.305.1040 (TDD) a: 773.305.1040 (H) 18291 S. MIB 0006678. Serving IL, IN, IA, FL, MA, MI, MN, TX, WI. Ryan Pierce NMLS # 1941886 Illinois Residential Mortgage Licensure

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!







▶ agent feature

By **Chris Menezes**  
Photos by **Sonya Martin**

# Akos Straub

## GROUNDING IN THE PAST AND EVER REACHING TOWARD THE FUTURE

**A**kos Straub knew from a young age that he would be involved in real estate someday. His passion for the industry was formed in Chicago, watching his mother provide for their family as a single mom, a full-time nurse, and a part-time real estate investor.

“Growing up with a single mom taught me the importance of dedication and work ethic. Seeing her struggle and fight to give our family an amazing life has made me who I am. Hard work combined with smart work has created many opportunities for success for my family,” Akos explains.

Determined to work both hard and smart, Akos resolved to be a lawyer. He earned his undergraduate degree in theology at Loyola University Chicago and went on to study family law at the School of Law at Loyola. He was working at a criminal law firm when he realized sitting behind a desk all day was not going to be for him.

“I need to be with people,” Akos explains. “I don’t typically relax by staying in at home. In fact, that gives me anxiety. It’s strange, I know. But that’s what so rewarding about real estate: I get to meet new people every day, learn from their stories, and be constantly on the go.”

Akos’s unquenchable social appetite and unshakable work ethic combined perfectly in real estate. He obtained his license in 2005 and proceeded to build his business on relationships, committing to his clients’ every need while keeping things fun, like throwing large social events. For example, he recently threw a Taco Tuesday event in River North with over 100 people and met a few new clients as a result. ●●●







Akos at Windy City Smoke Out with friends, Kyle Shea and John Carpenter.

...

Akos has ranked in the top 1 percent of Chicago agents ever since starting his career. He served on the board of directors for the Chicago Association of REALTORS® from 2013 to 2015 and helped guide the preeminent local membership organization that currently serves over 14,000 REALTORS® in all specialties across Chicago.

In 2017, Akos moved his team, The Group | RE, to Berkshire Hathaway HomeServices (BHHS) Chicago and quickly joined the ranks of the elite brokers in the BHHS network, having received their President's Circle award every year since.

"I have had many wonderful mentors throughout my life, and I thank God every day that I have the opportunity to be in business with great mentors. I could not do this business without them," he says.

As many of the relationships he's formed in Chicago for the past 30+ years began introducing him to prospective buyers moving to Palm Beach, Fort Lauderdale, and Miami, Akos decided to expand his team into South Florida. Just last year,

“...I GET TO MEET NEW PEOPLE EVERY DAY, LEARN FROM THEIR STORIES, AND BE CONSTANTLY ON THE GO.”

during the pandemic, Akos obtained his Florida real estate license at BHHS on Las Olas in Fort Lauderdale, and is looking forward to growing his teams in Chicago, Fort Lauderdale, Palm Beach, and Miami.

Traveling with family and friends is among Akos's favorite things to do, so expanding into South Florida only makes his job more fun. While he does love traveling in the United States, his favorite thing is visiting new cities abroad. His favorite places have recently been Barcelona and Positano.

His heart still belongs to Chicago, especially during the summers when he can walk the city, have business dinners at Gibson's Italia, or jump on a boat cruise. And he's a big Cubs fan. Akos is also a huge *Star Trek* fan and loves anything that has to do with technology and space travel. With a proclivity for EDM music, ZHU, and rap, his favorite musicians include A\$AP Rocky, Pop Smoke, and 24kGoldn.

Ever reaching for the future, the sky is the limit for Akos. He plans to continue growing his teams in Chicago and South Florida, to continue helping people do exactly what he saw his mother do growing up, and to continue to build investment strategies with individuals and institutions.

"My goal is simple," he says. "I want to build real wealth through investments and financial security with my family and friends."



At a broker's open house with his real estate team (Abe Saenz and Kendra Sandsmark).



Akos is a Cubs fan!

# HUBBARD

INTERIORS FURNITURE TEXTILES



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

HUBBARDDESIGNGROUP.COM





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

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



**Show your clients you value them  
MAKE IT LOCAL. MAKE IT iCANDEE.**

**iCandee®**

**Custom Apparel Branded Media Online Stores  
Closing Gifts and Sets**

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

**Window fashions  
that have every  
style covered.**

**Windy City  
Blinds**

Local & Family Owned

773-528-4244  
windycityblinds.com





# CLIENT PARTIES ARE BACK!

business



By Kristine Menas Daley

## FINDING THE BEST CLIENT PARTY IDEAS FOR EVERY SITUATION

Let's face it, the past year and a half threw all our go-to, crowd-pleasing, innovative ideas on connecting with clients out the window! Connecting with clients as well as we've wanted to has been, if not a potentially anxiety-provoking task, a challenge to say the least. But with restrictions easing up and more opportunities to safely come together at hand, I am excited that client parties are back and on the rise, although they may still feel different for a while.

As we transition into this new era of parties, we cannot ignore just how beneficial they are.

Working by referral is one of the major benefits of a successful real estate business. When warm leads are teed up, it makes the transacting part of the business much easier to focus on. One-on-one time with clients is always ideal, and the most efficient way to do this is to host a party. Here are just some ideas of events to consider hosting for those in your network:

### HAPPY HOUR

It's a classic! One of my favorite events to host is a summer cocktail party on the roof deck at the Cliff

Dweller's Club downtown. Along with beautiful views of Millennium Park and Lake Michigan (this venue has similar vistas to Cindy's Rooftop at the Chicago Athletic Association Hotel), this venue is members-only, which is a bonus for attendees. If you're not a Cliff Dweller member, think of similar venues, or ask if any of your clients have a party room in their building that you could rent to keep your costs down.

Here's another option: wine shops will often have tasting rooms that you can rent out and do an after-work wine tasting. Neighborhood bars and restaurants also often have rooms available to rent and some are included with a minimum spend on food and beverage.

### KIDS PARTY

I have found great success when I keep the kids of clients in mind! Family-friendly events also allow you to be more creative with activities and themes. For clients with kids, the chance to escape for an activity in the winter is often a welcome invitation for both the kids and the parents! This is why for the past several years I've hosted a Valentine's cupcake decorating party.

It's easy. Connect with your favorite bakery to order plain cupcakes and separate containers of frosting and sprinkles. This event is pretty cost-effective, and you can always take it to the next level by hiring a face painter and photographer to capture the moment.

### SPORTING EVENTS

Whether you're watching or playing them, sports are a great way to bring people together. Chicago is filled with a plethora of great bars to rent out and invite people to watch a championship game on a big screen.

If you are more into the action, rent out a few lanes at a bowling alley. This setting offers the perfect mix of activity and social engagement opportunities to connect with clients and their families. Prices are reasonable per person and places like Diversey Bowl offer a variety of pricing packages.

By including free drinks and food, you can assure that everyone will enjoy themselves.

### VIEWING PARTY

Rent out a movie theater for a matinee movie or host an Oscars party complete with ballots and prizes.

Super Bowl parties are another great option. It's an easy, DIY event at your home, or you can host it at a party room or movie theater as well.

When the weather is nice, consider doing a movie night under the stars in a backyard or open outdoor space. Just don't forget the popcorn!

### CHARITABLE EVENTS

Fundraising events are a great way to bring your network together and give back to the community. Partner with a local charity that you are passionate about to plan an event that will help bring awareness to their cause and also support them financially.

The event itself can raise funds with a silent auction, raffle, entrance fee, or the like. Or the event ...

guaranteed Rate

Help Your Clients Jump Into Savings This Summer\*

Your clients deserve a Crystal clear mortgage process. Reach out to me and find out how I can help your clients with one of the biggest decisions of their lives.

Call me today to get started.

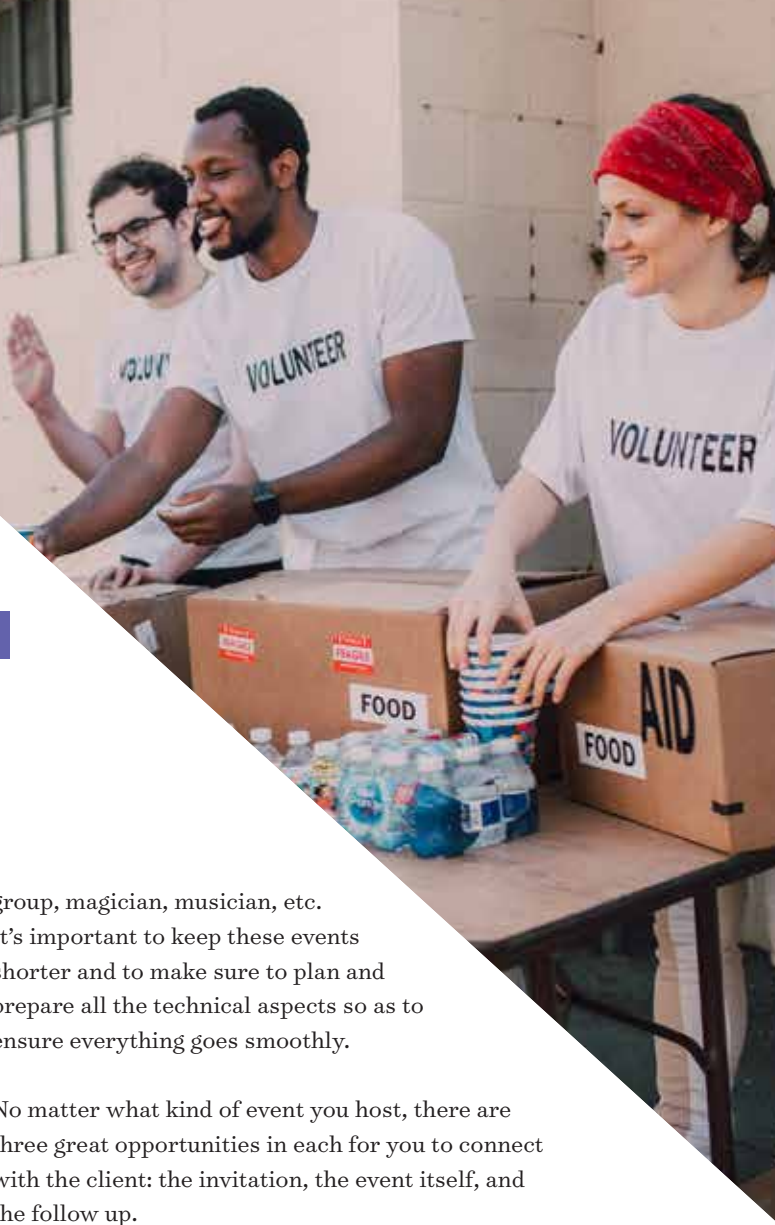
**Crystal Kurzynski**  
Vice President of Mortgage Lending  
O: (773) 435-0667  
Crystal@rate.com  
Rate.com/Crystal  
3940 North Ravenswood, Chicago, IL 60613

\*Savings, if any, vary based on consumer's credit profile, interest rate availability, and other factors. 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 ID #1705363; IL - 031-0051454 GR NMLS #2611; For licensing info visit www.nmlsconsumeraccess.org.





**ONE-ON-ONE  
TIME WITH CLIENTS  
IS ALWAYS IDEAL, AND THE  
MOST EFFICIENT WAY TO DO  
THIS IS TO HOST A PARTY.**



... can incorporate some kind of drive, such as a winter coat drive, where attendees can bring something with them to donate at the event.

**ON-THE-GO PARTIES**

As I mentioned, parties are evolving and they no longer need to take place at one time, in one location, with *everyone* together. A great, and often inexpensive, option is to coordinate a gourmet snack pick-up or delivery for your clients. Everyone loves a delicious savory or sugary treat in their week.

Connect with a local bakery, for example, to coordinate a donut day where clients can pick one up at their leisure, or you can even personally deliver them yourself. This is a great opportunity to personalize it by adding a thank you note, showing your appreciation of their support and business.

This is just one idea. There are many ways to incorporate the same one-on-one connection found at a party in a more out-of-the-box package.

**VIRTUAL EVENTS**

While we find our world returning to normal more and more, you may still find yourself in a situation where virtual is the way to go in planning parties and outreach events with clients. A great way to do this in a more untraditional way is to invite a professional entertainer to do a virtual act over Zoom. You could partner with a local comedian, improv

group, magician, musician, etc. It's important to keep these events shorter and to make sure to plan and prepare all the technical aspects so as to ensure everything goes smoothly.

No matter what kind of event you host, there are three great opportunities in each for you to connect with the client: the invitation, the event itself, and the follow up.

Client parties allow you to let your network know how much you appreciate them and their business. A memorable experience also helps you stay at the top of their minds, which leads to referrals. These warm leads are the ones that are teed up for you to incorporate into your overall marketing plan and continue to build relationships with. With that, enjoy the party!

**About the Author:**

Kristine Menas Daley is a real estate broker, hanging her license with Dream Town Realty for nearly a decade. Working exclusively by referral has facilitated a robust business, which has helped her with several top-producing years. When not negotiating a sale, Kristine serves on the board of directors at the Chicago Bungalow Association, experiments with cooking new dishes, embarks on travel adventures, and adores spending time with her new baby and husband.

**ROSE**<sup>®</sup>  
PEST SOLUTIONS  
The Answer Since 1860!



- Pest Inspections
- VA Loan Termite Inspections
- Prevention Programs
- Same-Day Service Available



**800-GOT-PESTS?**  [rosepestcontrol.com](http://rosepestcontrol.com)

**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.



**Morgan Lougee**  
312-368-3717  
mlougee@financialguide.com  
Westpoint Financial Group  
1 N Franklin St, Suite 2470,  
Chicago, IL 60606  
CA Insurance License # 0M87713

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: 312.347.1660. CRN202208-269504

[westpointfinancialgroup.com/associates/morgan-lougee/](http://westpointfinancialgroup.com/associates/morgan-lougee/)

**McMaster**  
Painting & Decorating

"Where Vision Becomes Reality"



SERVING CHICAGO & SUBURBS



**Kevin McVicker, Owner**  
GET A QUOTE 773-268-2050  
[info@mcmasterpainting.com](mailto:info@mcmasterpainting.com)  
[www.mcmasterpainting.com](http://www.mcmasterpainting.com)



agent feature

By Chris Menezes

Photos by Heather Allison Love Photography

## Forged for Success

*Leader and caretaker* were titles thrust upon Nicole Flores at a young age. Although she never asked for them nor particularly wanted them, she became everything those terms represented, first to her siblings, forging a drive and mindset in the fires of survival-by-hard work and compassion. The same drive and mindset that would make her one of the number one agents in all of Edgebrook, Wildwood, Sauganash, and Forest Glen in 2019 for volume and units, and in 2020, for units.



# Nicole FLORES







Nicole with Xavier Flores and Jill Conway (Nicole's full-time assistant)

...

Born in Chicago, Nicole mainly grew up in the Hermosa area. She experienced very little stability as a child and had moved over twenty times by the time she was twenty years old. She ended up taking on the lion share of responsibility for her three siblings and entered the workforce early.

“Did I want to go nowhere? End up with nothing? Or did I want to work my ass off and be a leader for my family and accomplish all of my goals,” Nicole recalls. “Even though I didn’t know exactly what I wanted [then], I knew exactly what I didn’t want and that was to struggle—to have nothing.”

Nicole made that choice at thirteen years old when she started working in

the fast-food industry. By the time she was fifteen, she’d been promoted to night manager. She met her husband, Hector, around this time and they’ve remained together ever since. She also worked her way through Prosser Vocational High School, a school that prepares you for the workforce, and took business classes.

In 1993, during her senior year of high school, Nicole obtained a job as a bank teller and moved up to retail banker by the following year. Shortly thereafter, she became a senior banker, and then an assistant branch manager. Within seven years, she became the youngest branch manager/vice president ever hired at the bank.



“I will be an agent until I can’t do it any longer. I will be a little old lady still showing houses and helping people...”

Nicole and Hector were raising their four kids—Alexis, Xavier, and twins, Tyler and Trevor— and Nicole’s younger brother, Nick, too. Nicole knew firsthand what owning a home meant to a family and how, for many,

it really was a dream. And when it came to her own experience with real estate agents, she was less than impressed with how many of them approached the situation.

“Before getting my license, my husband and I were landlords. We owned four multi-unit buildings. We used a different agent for each purchase. At the time, I didn’t realize real estate was a relationship business because none of the agents we used kept in touch,” Nicole explains.

“After a not-so-great homebuying experience, I decided I could do it better, much better,” she continues. “I wanted to help with making that dream come true for people, while providing an unforgettable experience in the process.”

Motivated to be the best real estate agent she could be for her clients, and be the best for her family, Nicole entered the business in 2005, right before the Great Recession. Although it was a challenging time, especially as a new agent, Nicole prevailed.

Over the years, Nicole and Hector have successfully fought adversity together, put their children through private school and college, and taught their kids to always work hard and chase their dreams. Nicole enjoys spending time with her family, doing yoga, reading, and volunteering with local organizations.

These days, Nicole works side-by-side with her team members Jill Conway, and Nicole’s own son, Xavier Flores.

Jill has been working with Nicole for the past four years. “She’s a true gem,” says Nicole. “I am lucky to have someone like Jill on my team and by my side.” Xavier has been working with his mom for close to two years now. He graduated from DePaul University in 2020 with a marketing degree and brings fresh, new marketing ideas to the table. “I’m proud to have my son on this team,” Nicole beams. “He is motivating, organized, and ready to get the job done.”

While Nicole can firmly declare success as the one of the top agents in the area today with a business that operates mainly on referrals and repeat clients, she’s not one to ever rest on her laurels: she plans to continue to commit herself every day to her clients and to grow her business and team.

“I will be an agent until I can’t do it any longer. I will be a little old lady still showing houses and helping people,” she laughs.





773.680.7402



# Straightforward Home Inspections LLC

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



Melissa



Jesse



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

## Give your home the protection it deserves.

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



## WE'LL HELP SAVE YOUR SANITY WITH BACK-TO-SCHOOL ORGANIZING!

HOME ORGANIZING Attics | Bathrooms | Closets | Garages | Home Office/Den  
MOVES & RELOCATIONS Kitchens & Pantries | Laundry Rooms | Mudrooms | Kids Rooms



Katie Monge,  
Owner/Professional Organizer

neat  
METHOD



319-404-2314

www.neatmethod.com

katie.monge@neatmethod.com



Fresh,  
relevant  
real estate  
content for  
social media,  
all in one  
place.

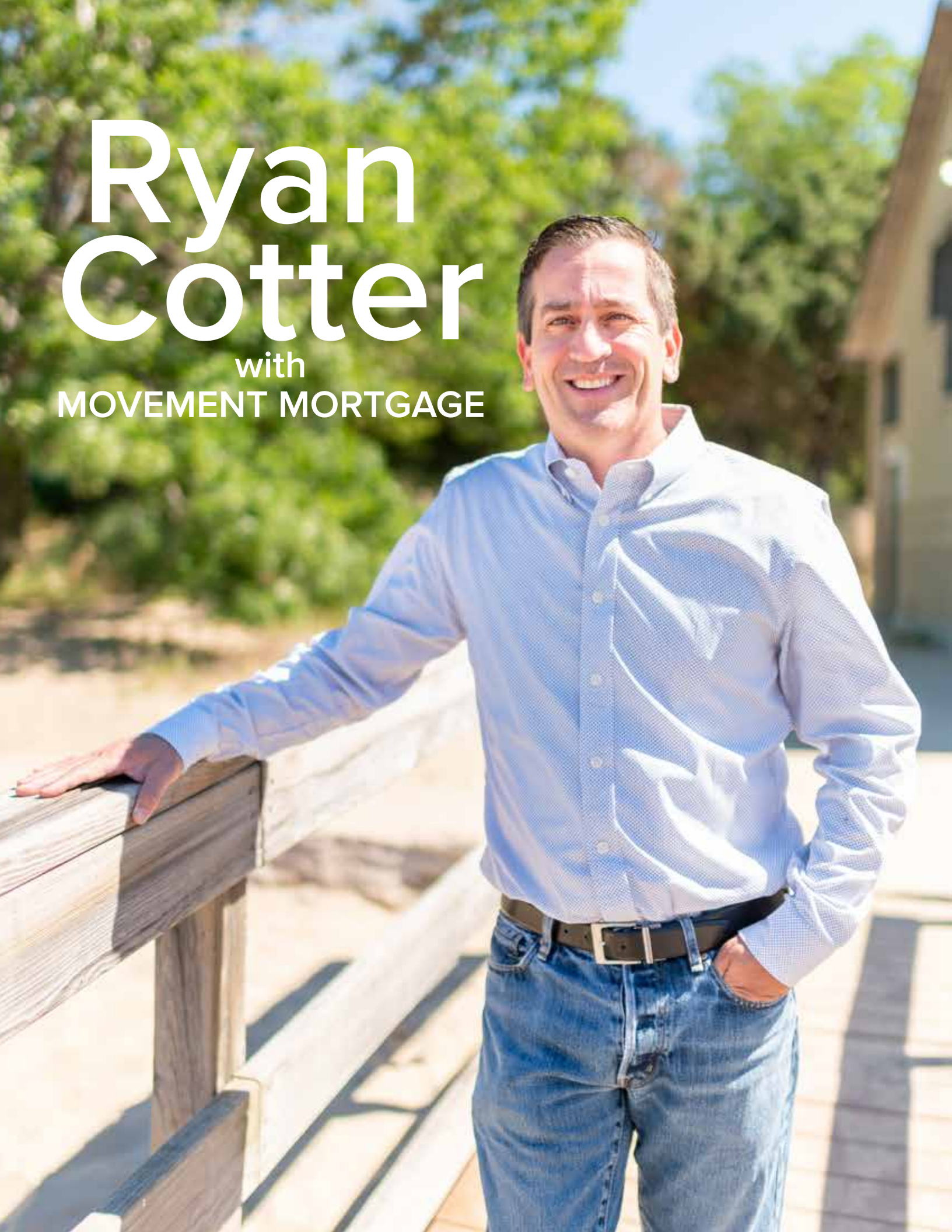


@the.social.broker • maris@thesocialbroker.com • thesocialbroker.com



# Ryan Cotter

with  
MOVEMENT MORTGAGE



Ryan with his family.

## Sharing the 4-3-2-1 Steps to FINANCIAL FREEDOM

**R**yan Cotter is a mortgage lender who specializes in providing low-down-payment options for multi-family and two- to four-unit-sized properties. But don't let that introduction fool you—his focus isn't on wealthy investors. Ryan hopes to improve one little square of the world at a time by helping the average Joe—the blue-collar worker and the underserved communities on the south and west sides of Chicago—create multi-generational wealth through real estate.

Many people enter into homeownership by purchasing a single-family home as their primary residence. They may later want to invest in an income-producing property like a two-, three-, or four-flat. That process, however, can actually produce some barriers because you won't be able to make a low down payment on your investment property. Ryan suggests a different approach and recommends buying a four-unit building first. In fact, he's created a whole process he calls the "4-3-2-1 Steps to Financial Freedom."

Right out of college, Ryan bought his first four-unit building. He lived in one unit and rented the others out. The money he made on the three rented units not only covered his rent but generated income, which he saved and then used to buy the building behind him and one across the street.

"I've always had three or four construction projects going on at once, and at some point, I realized I had inadvertently created a system," explained Ryan. "I essentially house-hacked my way into a mini portfolio. It's not a get-rich-quick scheme, but rather a build-wealth-over-time plan."

Ryan's 4-3-2-1 Steps to Financial Freedom essentially says that if you purchase a four-unit building and live in one of those units, the rent from the other three units, statistically speaking, will fully cover your mortgage. You can then save up for a down payment on a three-flat, which you move into. The rent from the other two units will cover 75 percent of that mortgage, and the money you ...





•••

continue to bring in from your four-unit building will cover the remaining 25 percent. When you save up enough for a two-flat and move into that building, the rent from the other unit in the two-flat will cover only 50 percent of your mortgage, but you'll have positive cash flow from both your four- and three-unit buildings. By the time you've saved up enough for a down payment on a single-family home, you'll be bringing in money from nine other units, and will be well on your way to building multi-generational wealth.

"This process sounds like magic, but it's all about looking at the numbers in the right way," notes Ryan. "It's not for everyone. You need to be a landlord, which for me was easy because I've been on construction sites since I was ten years old. And with resources like YouTube and Angie's List, being a landlord is a lot easier than it used to be."

Ryan plans to teach his two sons how to work with their hands so that they will have many of the same skills and know-how he garnered working on

construction sites. In fact, his six-year-old already has his own Home Depot apron. But Ryan's sons aren't the only ones who are learning from him. Ryan spends a lot of time in underserved communities mentoring at-risk youth on the south and west sides.

"Crime and violence often come from a lack of youth mentorship," explains Ryan. "I started by

hosting charity boxing events to support Big Brothers Big Sisters of America and Mercy Home for Boys & Girls. Now I run seminars on the south and west sides to

teach those communities about my 4-3-2-1 Steps to Financial Freedom."

In his presentations, Ryan talks about the importance of investing in the communities where you live. Because when you live in the building you're renting out, you care about who you're renting to.

As people start to buy and rehab buildings, they need contractors, painters, carpenters, and



plumbers to do the work. So Ryan works with various unions to set up apprenticeships for young people in these communities. He's essentially transforming neighborhoods by building mini ecosystems from the ground up.

But Ryan isn't doing this work alone. He has an incredible support staff that help him with both the lending business and his community-building and education initiatives. He has a ten-step hiring process to make sure he finds the people who are the best fit—notably, people who are outgoing, hardworking, and who pay incredible attention to detail. In one of these steps, he has applicants take a personality assessment, which generates a 100-page report that helps him do his due

diligence in assembling a team that's aligned in how they work.

"We understand that people are excited about buying a home, not getting a mortgage," acknowledges Ryan. "So we focus on communicating effectively and dropping in pieces of humor along the way to get you through to closing and deliver an enhanced experience. Because if we've done our job right, you'll be back to the table soon to buy your three-flat."

If you'd like to talk to Ryan to learn more or book one of his 4-3-2-1 Steps to Financial Freedom seminars, you can reach him by calling **312-607-1111** or emailing him at [ryan.cotter@movement.com](mailto:ryan.cotter@movement.com).





# 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](mailto:lorna@gentsco-op.com) ☎ 312-361-1166 🌐 [www.penthouse111.com](http://www.penthouse111.com)

*Sonya*  
**martin**  
photography

Schedule your session today  
**(847) 732-0507**  
[www.sonyamartin.com](http://www.sonyamartin.com)

📷 [sonyamartinphotography](https://www.instagram.com/sonyamartinphotography)  
 📘 Sonya Martin Photography 🐦 @smartinphoto

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

© 2019 Wintrust Mortgage is a division of BancFirst Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #89902. © 2019 Wintrust Mortgage

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](http://wanderlustdesignco.com)  
WANDERLUSTDESIGNCHI@GMAIL.COM  
📷 @wanderlustdesignchi



# ADAM Zagata

FROM THE  
MOUNTAINS  
OF POLAND  
TO THE TOP  
CHARTS  
OF CHICAGO

**A**dam Zagata has worked incredibly hard to get to where he is today. While his opportunities remained somewhat limited throughout the years, especially in corporate America, his unrelenting work ethic and determination to succeed would not be stopped until they found a place to thrive. It was only natural then that he eventually made his way to real estate.

Adam grew up in the Tatra mountains of southern Poland until the age of six. His parents' village was surrounded by forests and filled with farmlands, chickens, cows, and sheep. They came to Chicago in 1994, where they lived in Adam's grandparents' home in Brighton Park.

"Looking back at my childhood, I have to say that I looked up to my mom the most," Adam says. "My parents separated not too long after coming to the States and my mom raised me and my sister. She didn't know English very well, but that did not stop her from starting up her own

cleaning business, which, in turn, gave her an ability to save up for her first home. Her work ethic is what I admire the most, and each day I express gratitude for her instilling that work ethic in me."

Before Adam was even legally old enough to work, he was hustling around his neighborhood, shoveling snow in the winters, raking leaves in the fall, and cutting grass in the summers just to earn some income. The day after his sixteenth birthday, he was offered a position as a stock boy and register clerk at Walgreens on 50th and Cicero in the Midway

neighborhood, where he spent many years growing up.

At seventeen, he began selling cell phones at the mall for the Mobile Solution, which led him to a position at the Sprint corporate store, where he had the opportunity to oversee and train others on how to hit and exceed sales quotas while maintaining his own quota as well. As he earned his associate degree at Moraine Valley Community College, he sold *Chicago Tribune* subscriptions door-to-door before landing at T-Mobile on 51st and Pulaski as a sales representative.

...



Adam transferred to the University of Illinois at Chicago, where he also started working at the student services building as a building manager. After earning his degree in economics in 2012, he went back to T-Mobile and tried climbing their corporate ladder. When that didn't pan out, he decided to try his luck with Verizon before making a complete career change and joining J.P. Morgan Chase as a personal banker. Finding the lack of opportunity for advancement there as well is what led Adam to real estate.

"After 10+ years in corporate America, I learned the hard way how difficult it is to move up the corporate ladder," Adam explains. "I got tired of working for someone [else] or for the specific logo on my shirt. I wanted a career where you get out as much as you put in. I wanted to wake up each day and be valued as I intended, and not by what an employer decided to value that specific day. Lastly, I didn't want to look back at my life twenty or thirty years from now knowing that I didn't even take a risk on myself to create an income."

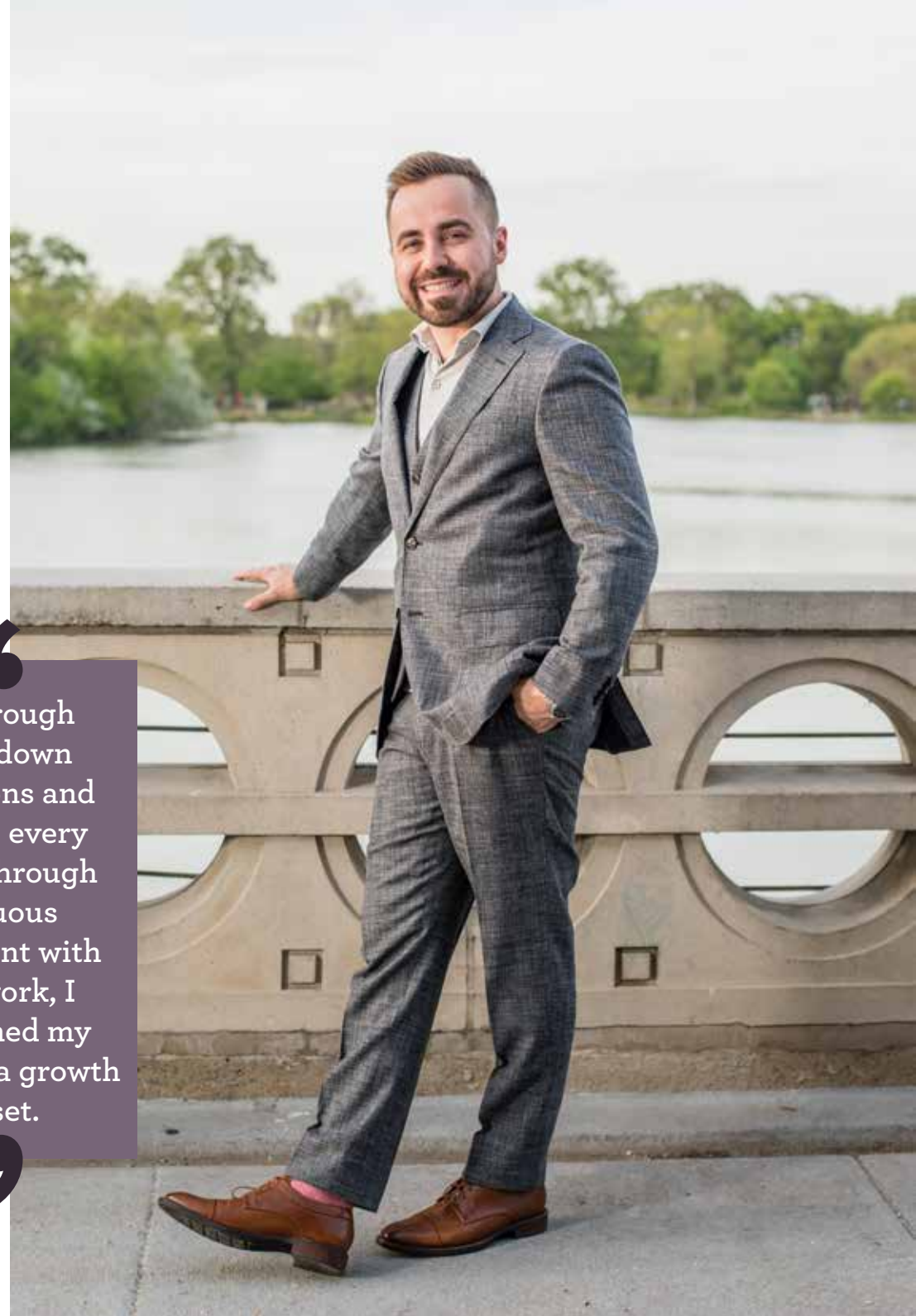
“...But through writing down affirmations and gratitude every day, and through continuous engagement with my network, I transitioned my mindset to a growth mindset.”

So Adam obtained his real estate license in 2015 and went to work building his own business. He was a CAR® Rookie of the Year in 2015 and made its Top Producer list the following year. Since 2017, he has averaged at least \$20 million in annual production.

One of the biggest things Adam had to overcome early in his career was his mindset. Because he grew up in a low-income household, he believed he

wasn't capable of working with high income clients. He also believed that if he followed up with friends, family, or clients too often, he'd become a bother to them.

"It took me two years to get out of this fixed mindset," Adam explains. "But through writing down affirmations and gratitude every day, and through continuous engagement with my network,



@realproducers



Adam with his wife, Letty.

I transitioned my mindset to a growth mindset. I came to learn that people enjoy hearing from other people. I learned that as long as one conducts themselves as a professional, buyers and sellers appreciate that, no matter what their income or social status."

This September marks Adam's four-year marriage anniversary to his wife, Letty, whom he met through his involvement with the Sigma Lambda Beta International Fraternity, an organization he relates more to as family since joining. Adam currently serves as a programming director for the Chicago Alumni Network for his fraternity, in addition to supporting the We CAN Achieve Foundation, which helps lower-income youth enter college.

"Looking five to ten years into the future, I see my real estate career being the backbone of the dreams and goals my wife and I are looking

to accomplish. I am grateful every day for having the support system around me to make real estate a successful career. Assisting families to reach their goals and dreams is something that I will continue to take pride in."



Circle photo: Adam and his wife dressed up in their halloween costume.



# 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





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

**Stephen Wrought**

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



# ELEVATE YOUR BRAND

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'm here to ensure my agent partners shine and help your clients find a mortgage that fits their needs.



**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.



## 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



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



**TOWNES GLASER DEVELOPMENT**

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



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  
 thedavidfranklawgroup.com | david@frankesq.com



By Jennifer Mitchell  
Photos by Heather Allison  
Love Photography

# Tony HARDY



## BUILDING UP COMMUNITIES FOR A BETTER CHICAGO

For Anthony “Tony” Hardy, there are more important ways to measure the success of his career than the deals closed or commission earned. As a commercial REALTOR®, he’s focused on ensuring multi-family properties yield dividends for the investor and the community. And that’s important to him. “Each building is made up of people, typically families, and families build our communities,” Tony asserts.

Originally from the West Englewood neighborhood on the South Side of Chicago, Tony has always admired those who have succeeded despite the challenges they faced early in life.

“My mom worked very hard to keep me in the best schools when I was growing up, which had a huge impact on the rest of my life,” says Tony. “She also made me get a work permit at age fifteen, which saved my life.”

Tony got his first job at a grocery store when he was fifteen, and after his first day of work, he came home to find the police on his porch. There had been a shooting in the alley behind his house that day, and someone claimed they’d

seen Tony playing in the alley. Tony showed the officers his timecard from the store, which they verified with his employer, and the officers determined that he couldn’t have been in the alley at the time of the crime. That timecard saved his life, and after that, he started picking up every shift he could get.

The experience inspired him to study agribusiness economics at Southern Illinois University in Carbondale. But Tony always had an interest in real estate too; he’d been exposed to it early in life because his grandfather was a real estate investor. In his senior year of college, he decided he would become a licensed agent, and after

graduating, he started his career doing residential real estate at Century 21.

“My first deals weren’t as glamorous as some of the big closings other agents were getting, but the business was consistent,” explains Tony. “At the time, I lived next to a 25-story tower with 230 residential units that was being rehabbed. One day, I came home and saw that the sign on the building changed because the building had recently been sold. That day, I decided I wanted to be an apartment broker.” He went on to sell that building 20 years later for \$20,500,000.

His passion to positively impact the bottom line for investors and

communities motivated him to earn a law degree, and he now serves as the executive director of Multifamily Investment Advisors where he and his team are focused on helping their clients create and preserve wealth. They connect owners and investors from all backgrounds to capital and opportunities.

Tony loves working in commercial real estate because he’s able to make an impact in his hometown. “I enjoy working with investors who understand their property is like a micro-economy on the block: it provides housing, supports local business, and sustains tax revenue across Chicago’s 77 neighborhoods.”



Top (L-R): Kelly Rich (Director of Investor Relations), Anthony “Tony” Hardy (Executive Director), Ariana Abercrombie, MBA (Associate Director of Residential)

Bottom (L-R): Travis Montgomery (Director of Strategic Marketing), Vince Ewing (Associate Director Acquisitions & Dispositions), Drew Heitzman (Director of Market Analytics), Jason York (Associate Director Multifamily Investments and Advisory Services), Mo Bennett (Broker), and Cody Danielczyk (Associate Director Business Development)

Tony with his team.





“ I ENJOY WORKING WITH INVESTORS WHO UNDERSTAND THEIR PROPERTY IS LIKE A MICRO-ECONOMY ON THE BLOCK: IT PROVIDES HOUSING, SUPPORTS LOCAL BUSINESS, AND SUSTAINS TAX REVENUE ACROSS CHICAGO’S 77 NEIGHBORHOODS.”

•••

Tony is also working hard to bring diverse, inclusive, and equitable practices to commercial real estate.

One of Tony’s goals is to impact diversity in all aspects of commercial real estate: “I’m uncomfortable that the number of African American commercial practitioners is only 1 percent,” says Tony. Having experienced racism throughout his career, he is committed to mentoring aspiring commercial agents. “I’m grateful to lead a dynamic and diverse team of brokers—a team that is 20 percent women and over 90 percent people of color.”

He also holds leadership roles at some neighborhood-focused nonprofits. He’s the current chairman of the CAR® Commercial Forum Committee. “It’s a position that allows me to collaborate with our more than 5,000 commercial real estate members. We regularly get together to exchange ideas that help shape the landscape of commercial real estate throughout Chicagoland,” explains Tony. Tony is also the president of the South Side Community Investors Association, a group of commercial real estate investors that has contributed more than one billion dollars to the revitalization of South Side

neighborhoods and businesses. And he was recently appointed chairman of the Multifamily Housing Committee at the Greater Chatham Initiative, an organization that coordinates initiatives to impact economic growth in South Side communities.

When he’s not at work, Tony enjoys spending time at the lake, or gardening, or going on bike rides with his wife, Shenita, and children. During the pandemic, Tony and his wife have been binge-watching a number of shows, including *Billions*, *Ozarks*, *Lovecraft Country*, and anything produced by Jordan Peele. They’re looking forward to getting back to dining out at Chicago’s diverse and wonderful restaurants. (Tony has visited and reviewed so many, he’s earned himself a Yelp Elite badge.)

Tony is also looking forward to continuing his work with Keller Williams ONEChicago, helping his

clients and teammates build businesses worth owning, lead lives worth living, and create legacies worth leaving.

“I love the relationships commercial real estate allows you to build over time,” notes Tony. “Many of my clients have become role models, counselors, and friends.”



Tony with his wife and son, Jeremiah, at Nevermore Park enjoying an art exhibit.



Your clients long for the ideal home.  
We'll provide the foundation.



Contact me to learn how I can assist you and your clients!

Kirk Taylor  
Loan Officer NMLS312131

(312) 919-0373  
kirk.taylor@myccmortgage.com | Luckytaylorloans.com



# Michelle Newman

▶▶ behind-the-scenes all-star feature

Photos by Kirsten Miccoli

**NOMINATED BY: GRIGORY PEKARSKY, SCOTT NEWMAN, AND BRAD ROBBINS**

**Name:** Michelle Newman

**Position/Title:** Head of Listings, Sales

**Office/Company:** Vesta Preferred- RNP Group

**How long have you been working for/with the person who nominated you?** Almost 3 years.

**How long have you been working in the real estate industry?** 5.5 years

## What did you do before you began working in your current position?

Prior to this position, I was hired to be the chief operating officer of the RNP Group under the Vesta Preferred Brokerage umbrella. My brother, Scott Newman, and I merged with Vesta Preferred in 2018 after shutting down Newman Realty. I've always had a special place in my heart for bringing our listings

to life, but I am also as procedurally sound as they come and enjoyed the back end of running a company. I made sure everything on all facets of the brokerage side were running smoothly. I handled all vendor relationships behind the scenes and trained our brokers. I still held on to some of the listing pieces for Scott, but over time we realized there was a need to have someone on the listing side full-time, so I transitioned into that role and started helping our incredible sellers.

## What does your typical workday look like?

A typical workday just does not exist in my role! Every day is different which is part of what I absolutely love about my job. I mainly work on all of our listings for our three founders (Scott Newman, Grigory Pekarsky and Brad Robbins). Being heavy hitters in the industry, there is no shortage of listings and work to be done.

I handle everything from expectation setting with our sellers and outlining our processes throughout their time with us, to helping sellers stage their homes with what they have or bringing in additional pieces. I discuss potential work that needs to be done prior to listing, work with HOAs to gather important data so we are prepped when we get to market and then most importantly, I work with the media team to ensure that my vision for the listing is being brought to life how I had intended. Once on the market, I oversee the transaction coordinator, marketing director and showing agents to ensure that everything is smooth sailing until we close and thereafter. That relationship with our sellers does not stop at the closing table. When I can, I also handle some of the showings, inspections, appraisals, etc. I play a pretty crucial role in our sellers having an exceptional experience. My goal is that they feel they have someone in their corner rooting for them and someone willing to do everything they can to try and get them the results they are looking for. The in-person portion of the role, where I get the face time with the clients and find out what they love about their homes and hear their stories and memories, is just one of the best parts of my day!

## How would you describe your job in one word?

Rewarding

## Why do you think you excel at your job?

I have a good eye, pay great attention to detail, and I am a great multitasker. I know what looks good in photos when it comes to our listings and how to best showcase our properties and what appeals to the targeted buyers. I also have been in customer service since I was 15 years old. I grew up as a receptionist at a salon. Trust me when I say you do not want to mess up someone's appointment for their hair or nails or you are going to get an earful! That job taught me how to deal with challenging situations and how to remain calm, cool, and collected while doing



"She is reliable and someone that we can always trust to get the job done. Rarely can you find someone that you know will handle your business as good, if not better, than you." - Grigory

so. I pride myself in being able to turn something negative into a positive and genuinely care about people and the experience they have with us! There is no greater feeling than knowing you played a huge role in the happiness of a customer!

## What is the most rewarding aspect of your job?

Working with our sellers and helping them get their homes sold. Let's face it, selling a home can be stressful. There are a lot of things that can go wrong and you only have one shot at a first impression. Knowing that I did everything I could to turn a home into a beautiful listing and help aid that client in

getting their home sold, is a pretty amazing feeling!

## What is the most challenging aspect of your job?

Managing all of the moving pieces at once and making sure I take time for me. It's very easy to get pulled into 50 different directions in my role as the work that needs to be done truly is never ending. Making sure I am taking a break and knowing what can wait until the next day can be difficult. I am someone who wants to get everything done ASAP (can we

say type-A) and I am the epitome of a people pleaser, so I have to remind myself not everything is urgent and I am only one person!

## What is one thing about you that others might find surprising or interesting?

Oh gosh, the question that always makes me feel so uninteresting...I drive with two feet! I have no idea why, it's how I started and I can't change it now.

If that is not interesting enough, I am getting married next April at the Rookery Building in The Financial District. Talk about a beautiful piece of real estate, right?

## When you're not working, what do you like to do for fun?

I absolutely love to travel and just connect with different cultures and get to know this amazing world we live in. I am always planning my next trip and cannot wait to keep exploring! I am also a big musical buff and enjoy checking out new restaurants around the city too! When not doing all of that, I am typically just hanging with my fiancé, Doug, and my English Bulldog, Winston Meatball

## How do you feel about being nominated as a Behind-the-Scenes All-Star?

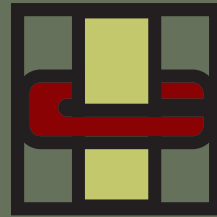
Honored. I love my job and the work that goes into bringing our clients' homes to life. I work my butt off, so it's of course always appreciated to be recognized for a job well done!

## Is there anything else you'd like to share about yourself, about your job, or about your relationship with the person who nominated you?

Grigory is as hard-working of a person as they come and I have learned a lot from him over the last few years. We make a pretty great team and the fact that he nominated me just means the world!







# INSPECTION CONCEPTS

Thermal Imaging | Radon

## Thorough, level headed home inspections

Schedule your home inspection online



[inspectionconceptsllc.com](http://inspectionconceptsllc.com)

IL License # 450.001924

CONTACT JACK NOW FOR AN INSPECTION

P: (773) 851-9667

[jack@inspectionconceptsllc.com](mailto:jack@inspectionconceptsllc.com)



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



Chicago | Downers Grove | Naperville | Schaumburg



Jonathan G Dickinson  
Financial Advisor

847-969-2585

[www.jonathan-dickinson.com](http://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 (NM) (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.

## 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.*



Heather Allison

LOVE PHOTOGRAPHY

ILLUMINATING YOUR AUTHENTIC SELF  
THROUGH OUR UNIQUE ARTISTIC LENS

@heatherallisonlove | (872) 240-4257

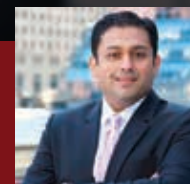
## Trivedi & Khan ATTORNEYS AT LAW

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](http://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







# THE NEW MILLENNIAL MARKET:

A Word on Millennials and Real Estate,  
as Told by a Millennial in Real Estate



By Grace Kaage

Millennials are fueling the real estate market today. According to a recent report on generational trends by the National Association of REALTORS®, Millennials have taken over 37 percent of the national home buyer market—the largest of any living generation. Popular culture may give them a hard time for their skinny jeans and side parts, but Millennials are currently out-purchasing fellow homebuyers by a landslide in a trend that shows no signs of slowing.

This marks the seventh year in a row that Millennials reign as the country's largest share of home buyers. For reference, Millennials are those between the ages of twenty-two and forty years old. As a \*slightly older\* Millennial myself, I'm pleased with my generation's participation in the US housing market, especially considering our prior reputation deemed us rideshare loving, Airbnb-renting nomads with a proclivity towards leasing, and a deeply-rooted fear of financial commitment. As it stands now, Millennials are a cornerstone of the market and an excellent potential source of income for real estate professionals everywhere.

In 2020, we saw over \$43 billion in transactions close in all of MRED.<sup>[1]</sup> Provided that Millennials purchased 37 percent of those transactions, then they fueled approximately \$16 billion of MRED's market activity just from the buy side alone. So how can REALTORS® better access Millennials today in order to capitalize on this trend? The answer is as complex as it is simple: social media. A 2020 Consumer Culture report by PR firm, 5WPR, found that 77 percent of Millennials are active on Facebook daily, 70 percent are on Instagram daily, and 66 percent are on YouTube daily.<sup>[2]</sup> That's over two-thirds of the entire generation on the same free platforms, *every single day*.

Never in the history of real estate has an entire generation been so accessible, and at such low cost. Yes, postcards are still useful and valuable, but if your goal is to connect with and appeal to the Millennial masses, it will be difficult to do successfully without a robust social media marketing plan across what I call the Millennial Trifecta—Facebook, Instagram, and YouTube.

It's not enough to have a couple favorite social media accounts that you use recreationally. Millennials find everyone and everything through social media. I found my hair colorist, MedSpa, and even my daughter's daycare on Instagram. I search even when a referral is from a friend, just to make sure the person they referred is the real deal. Right now, as you read this article, someone may be searching for you on social media, too. Will they relate to your content? Will they feel connected to you and your brand?

The most successful agents marketing to Millennials use all three social media platforms to create a consumer-facing brand that looks and feels authentic, established, and relatable. Need some tips?

- Make your Instagram page public.
- Turn your personal Instagram account into a business account to get Insights. Insights provides you with data regarding your audience engagement. This allows you to post more of what your followers like to further boost their engagement.
- Download InShot. It's a video editing software program that's easy to use.
- Download Canva. It's a graphic design app and website that will help you create more content.
- Get a lighting kit. Get a lighting kit. Get a lighting kit. I cannot overstate the importance of good lighting quality. Try the Neewer Ring Light on Amazon.
- Add locations and hashtags. It's worth noting that hashtags are a little lame, but they're necessary to boost traffic, so consider adding them a few lines below your caption to make them less obvious.
- Invest in a videographer and negotiate a package rate for a bulk number of quick videos. Then, create a content calendar and drop new videos all year on YouTube, Instagram, and Facebook. Having a schedule is so important if you want to stick to it. ...

**PROTECTION**  
STAY PROTECTED WITH US.

Underground Sewer and Water lines are covered for 90 days from inspection from issues like collapse and tree roots. While your inspector may recommend a sewer camera inspections for some properties, on others where no drain backups or known issues are present this coverage will serve to protect against failures between your home and the municipal connection or well/septic systems. A sewer camera inspection with satisfactory results will automatically extend your coverage to 12 months.

**I-GARD**  
HeartlandHomeInspections.net

**HEARTLAND HOME INSPECTIONS**  
708-785-3868



•••

- Short on cash to hire a videographer? Search hashtags like #freelancevideographer or #chicagovideographer to find amateur videographers/interns who may work for free.
- Post at least twice per week until you have a minimum of thirty rows of photos and/or videos on your Instagram profile grid. Then keep posting. Content is king.
- If you don't have time to post regularly, hire a social media assistant/curator to do it for you. Search for applicants on Indeed.com. Pay per post or put them on salary.
- Never post photos or videos with bad or grainy lighting quality. Ever.
- Weigh the pros and cons before purchasing followers. Purchasing followers can be a great short-term solution to add instant credibility to your page, but paid followers will skew your Insights, and that will make it more difficult to analyze audience engagement and sustain organic growth over the long-term. Also, paid followers may not like or comment as frequently as organic followers. So, if you have 15K followers but only get fifty likes on a post, people may be able to figure out that you bought followers. Just something to consider.
- Define your core values and align your posts to them. People don't go to your page just to see real estate posts. They also want to see who you are as a human being. Do you have any shared values in common? Would they like working with you? Can they relate to you? Are you trustworthy but also a good time?
- This is the most important one: have fun. If the content you create does not allow you to be creative and enjoy sharing, then you won't do it. Create a space that looks, feels, and sounds like you. When you do, like-minded buyers and sellers will find you. If you build it, they will come, as they say (just keep it professional while you're at it).

I am a third-generation managing broker. My father and grandfather never had to deal with Instagram or Facebook. They would come home with new listings printed out in binders to show clients. Their marketing was done through newspapers or printed ads. I know that times have changed, and after a long day of showings and inspections it's easy to throw social media on the backburner. Please don't do that. Facebook, Instagram, and YouTube have become the least expensive and most effective marketing tools in the world. This is a blessing, not a curse. I promise you that if my father and grandfather were given the option to market for free on social media instead of having to spend tens of thousands of dollars on printed ads, believe me when I say they'd be Instagram Influencers in two minutes.

So, are there are ways to succeed in this market without Millennial business? Sure. But with \$16 billion worth of



Millennial home buyers perusing Instagram, Facebook, and YouTube every day, the Millennial Trifecta might just prove impossible to ignore.

[1] Associated Press, "Transaction Volume Record Set by MRED Subscribers in 2020" Midwest Real Estate Data LLC, January 8, 2021, <https://apnews.com/press-release/globe-news-wire/business-record-setting-events-professional-services-real-estate-services-6fdb1552485b632804636528f021d3e3>.

[2] "Consumer Culture Report: Insight into the Complexities of the Modern Consumer's Motivations, Influences, and Purchasing Habits," Research, 5W Public Relations, accessed May 26, 2021 (see PDF download), <https://www.5wpr.com/new/research/consumer-culture-report/>.

**About the Author:**

Grace Kaage is a third-generation managing broker with a long family history in real estate. While in sales, Grace led a top-producing team and was awarded as a CAR® Top Producer several times over. Today, she focuses on agent development, training, and support, while using her extensive sales experience to help other brokers succeed. She has served as the 2019 Chair of the Chicago YPN Advisory Board and currently serves on the 2021 CAR® Board of Directors. She has also been recognized as one of Crain's Most Influential Residential REALTORS® in Chicago.



Flexible solutions  
to give your clients the  
confidence to close

**dulla group**  
AT UNITED HOME LOANS  
HOME STARTS HERE



1000 N Milwaukee Ave  
Chicago, IL 60642

312-520-0069

uhloans.com

United Home Loans is an Illinois Residential Mortgage Licensee | NMLS #207546



**PRESTIGE**  
REAL ESTATE IMAGES

# MARKET YOUR LISTING LIKE A PRO



- PROFESSIONAL PHOTOGRAPHY
- PROFESSIONAL LISTING VIDEO
- MATTERPORT 3D & FLOOR PLANS

**ONLINE BOOKING  
AVAILABLE**

**BOOK BY PHONE  
773-540-9956**

SCAN TO BOOK



## ARETÉ RENOVATORS



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

call now:  
**773.610.4551**

COME JOIN OUR  
**REFERRAL PROGRAM**  
REFER YOUR FRIENDS AND FAMILY TO RECEIVE  
UP TO 3% BACK UPON PROJECT COMPLETION

- 3% ON PROJECTS UP TO \$25,000
- 2.5% ON PROJECTS UP TO \$50,000
- 2% ON PROJECTS UP TO \$250,000
- 1.5% ON PROJECTS OVER \$250,000

**VISIT OUR SHOWROOM  
AND DESIGN CENTER**

3821 W MONTROSE AVENUE  
CHICAGO, IL 60618

ARETERENOVATORS.COM



# TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to June 30, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	111	\$206,852,578	50	\$95,099,295	161	\$301,951,873
2	Jeffrey	Lowe	113	\$139,284,194	62	\$79,916,200	175	\$219,200,394
3	Matt	Laricy	136	\$57,621,434	147	\$79,861,748	283	\$137,483,182
4	Emily	Sachs Wong	60	\$94,943,500	19	\$33,820,500	79	\$128,764,000
5	Leigh	Marcus	118	\$76,084,075	63	\$42,600,035	181	\$118,684,110
6	Mario	Greco	103	\$58,055,750	33	\$24,626,851	136	\$82,682,601
7	Sophia	Klopas	50	\$40,730,000	26	\$23,582,000	76	\$64,312,000
8	Grigory	Pekarsky	60	\$29,136,299	65	\$34,087,796	125	\$63,224,095
9	Carrie	McCormick	49	\$36,806,800	15	\$15,848,300	64	\$52,655,100
10	Melanie	Giglio	54	\$33,598,931	34	\$17,485,315	88	\$51,084,246
11	Jennifer	Ames	23	\$27,611,900	12	\$20,639,500	35	\$48,251,400
12	Karen	Biazar	59	\$33,043,050	31	\$14,385,000	90	\$47,428,050
13	Chezi	Rafaeli	27	\$38,212,500	5	\$7,965,000	32	\$46,177,500
14	Hayley	Westhoff	39	\$25,776,850	32	\$20,308,249	71	\$46,085,099
15	Millie	Rosenbloom	32	\$32,421,300	16	\$11,473,900	48	\$43,895,200
16	Alexandre	Stoykov	17	\$7,622,650	84	\$35,742,800	101	\$43,365,450
17	Timothy	Sheahan	43	\$29,051,400	17	\$14,021,750	60	\$43,073,150
18	Benyamin	Lalez	18	\$9,110,000	66	\$32,666,081	84	\$41,776,081
19	Brad	Lippitz	36	\$23,753,850	25	\$17,912,900	61	\$41,666,750
20	Emily	Phair	26	\$12,908,450	65	\$26,559,816	91	\$39,468,266
21	Konrad	Dabrowski	31	\$24,968,132	22	\$14,141,400	53	\$39,109,532
22	Katharine	Waddell	32	\$18,435,500	32	\$20,473,650	64	\$38,909,150
23	Danielle	Dowell	35	\$18,642,300	31	\$19,629,800	66	\$38,272,100
24	Ashley	Donat	32	\$15,670,600	44	\$21,937,390	76	\$37,607,990
25	Susan	Miner	6	\$21,686,000	4	\$15,531,500	10	\$37,217,500
26	Tommy	Choi	32	\$17,877,650	38	\$19,322,630	70	\$37,200,280
27	Joanne	Nemerovski	18	\$19,038,250	19	\$17,155,500	37	\$36,193,750
28	Julie	Busby	32	\$21,043,400	29	\$14,641,621	61	\$35,685,021
29	Sam	Shaffer	17	\$8,056,250	46	\$27,491,250	63	\$35,547,500
30	Debra	Dobbs	26	\$23,916,531	13	\$11,255,500	39	\$35,172,031
31	Darrell	Scott	16	\$10,463,350	38	\$22,611,750	54	\$33,075,100
32	Daniel	Glick	24	\$16,165,250	21	\$16,645,800	45	\$32,811,050
33	Lance	Kirshner	39	\$20,285,509	20	\$12,361,900	59	\$32,647,409
34	Ryan	Preuett	14	\$16,200,000	7	\$13,294,500	21	\$29,494,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Rafay	Qamar	28	\$9,921,500	49	\$18,781,050	77	\$28,702,550
36	Lauren	Mitrick Wood	24	\$13,105,000	29	\$15,564,400	53	\$28,669,400
37	Cadey	O'Leary	13	\$23,861,500	4	\$4,500,000	17	\$28,361,500
38	Daniel	Close	22	\$10,615,700	23	\$17,664,097	45	\$28,279,797
39	Bari	Levine	35	\$19,834,500	10	\$7,725,050	45	\$27,559,550
40	Nadine	Ferrata	27	\$16,652,500	14	\$10,658,572	41	\$27,311,072
41	Barbara	O'Connor	29	\$17,213,645	19	\$9,672,245	48	\$26,885,890
42	Melissa	Siegal	33	\$22,531,250	9	\$4,267,000	42	\$26,798,250
43	Ivona	Kutermankiewicz	27	\$20,656,920	10	\$6,013,000	37	\$26,669,920
44	Richard	Kasper	29	\$20,758,700	14	\$5,408,537	43	\$26,167,237
45	Timothy	Salm	11	\$23,817,395	4	\$2,231,750	15	\$26,049,145
46	Amanda	McMillan	34	\$15,902,650	13	\$9,377,777	47	\$25,280,427
47	James	D'Astice	12	\$6,182,400	34	\$18,992,400	46	\$25,174,800
48	Jennifer	Mills	29	\$16,780,050	14	\$8,307,002	43	\$25,087,052
49	Owen	Duffy	33	\$17,064,915	16	\$7,555,500	49	\$24,620,415
50	Samantha	Porter	20	\$18,415,000	2	\$6,050,000	22	\$24,465,000

**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

178 S. Route 59, Naperville, Illinois 60564 | 91-224352, IL-010054741  
 Movement Mortgage, LLC supports Equal Housing Opportunity. NMLS ID# 8879 (www.nmlsconsumeraccess.org) | 877-314-1493. Movement Mortgage, LLC is licensed by "Illinois Residential Mortgage Licenser" # MBLR00096, 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 June 30, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Melanie	Everett	13	\$4,200,980	47	\$20,099,425	60	\$24,300,405
52	Elizabeth	Ballis	12	\$6,283,000	15	\$17,384,499	27	\$23,667,499
53	Scott	Curcio	37	\$12,871,550	28	\$10,736,502	65	\$23,608,052
54	Natasha	Motev	13	\$13,284,500	6	\$10,287,000	19	\$23,571,500
55	Jill	Silverstein	7	\$3,586,000	27	\$19,435,330	34	\$23,021,330
56	Michael	Rosenblum	20	\$16,938,547	7	\$6,003,000	27	\$22,941,547
57	Rizwan	Gilani	15	\$6,350,000	29	\$16,453,450	44	\$22,803,450
58	Sara	McCarthy	26	\$13,053,800	16	\$9,730,650	42	\$22,784,450
59	Kelly	Parker	15	\$7,210,600	27	\$14,993,150	42	\$22,203,750
60	Juliana	Yeager	21	\$13,626,199	11	\$8,509,000	32	\$22,135,199
61	Keith	Brand	9	\$4,022,900	26	\$17,827,288	35	\$21,850,188
62	Dennis	Huyck	17	\$10,686,500	14	\$11,163,625	31	\$21,850,125
63	Kevin	Wood	5	\$14,876,257	3	\$6,926,659	8	\$21,802,916
64	Alishja	Ballard	20	\$9,725,800	19	\$12,036,611	39	\$21,762,411
65	Sarah	Ziehr	32	\$16,388,500	7	\$5,033,200	39	\$21,421,700
66	R. Matt	Leutheuser	8	\$20,010,000	2	\$1,005,000	10	\$21,015,000
67	Grace	Sergio	27	\$17,458,200	1	\$3,180,000	28	\$20,638,200
68	Eudice	Fogel	16	\$10,360,700	11	\$9,994,500	27	\$20,355,200
69	Michael	Shenfeld	17	\$12,177,000	13	\$8,140,900	30	\$20,317,900
70	Nicholaos	Voutsinas	10	\$6,267,900	26	\$13,944,500	36	\$20,212,400
71	Nicholas	Apostal	16	\$10,417,050	8	\$9,654,500	24	\$20,071,550
72	Danny	Lewis	17	\$7,886,000	17	\$12,133,000	34	\$20,019,000
73	Erin	Mandel	14	\$12,471,000	12	\$7,505,615	26	\$19,976,615
74	Nicholas	Colagiovanni	18	\$16,109,900	4	\$3,786,000	22	\$19,895,900
75	Sherri	Hoke	8	\$14,649,158	5	\$5,035,500	13	\$19,684,658
76	Matthew	Liss	18	\$10,109,500	13	\$9,454,000	31	\$19,563,500
77	Joseph	Kotoch	16	\$6,884,000	25	\$12,632,400	41	\$19,516,400
78	Santiago	Valdez	31	\$10,784,562	23	\$8,613,007	54	\$19,397,569
79	Laura	Meier	24	\$11,732,000	14	\$7,401,530	38	\$19,133,530
80	Shay	Hata	21	\$12,109,000	10	\$6,983,900	31	\$19,092,900
81	Pamela	Rueve	8	\$12,556,500	6	\$6,498,000	14	\$19,054,500
82	Phillip	Skowron	10	\$14,360,000	4	\$4,561,000	14	\$18,921,000
83	Sharon	Gillman	11	\$8,620,500	13	\$10,035,500	24	\$18,656,000
84	Amy	Duong	12	\$3,825,500	15	\$14,802,695	27	\$18,628,195

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	D	Waveland Kendt	17	\$9,727,384	13	\$8,834,500	30	\$18,561,884
86	Margaret	Baczowski	16	\$15,163,000	2	\$3,362,000	18	\$18,525,000
87	Elias	Masud	11	\$4,087,999	33	\$14,418,100	44	\$18,506,099
88	Ryan	McKane	40	\$16,129,600	5	\$2,325,000	45	\$18,454,600
89	Elizabeth	Lothamer	14	\$7,960,400	21	\$10,443,460	35	\$18,403,860
90	Joshua	Lipton	15	\$12,862,000	5	\$5,495,213	20	\$18,357,213
91	Karen	Schwartz	19	\$9,738,000	16	\$8,537,499	35	\$18,275,499
92	Mehdi	Mova	11	\$7,801,400	17	\$10,435,100	28	\$18,236,500
93	Melanie	Carlson	14	\$8,546,400	10	\$9,390,217	24	\$17,936,617
94	Jason	O'Beirne	21	\$13,790,801	9	\$3,841,900	30	\$17,632,701
95	Lisa	Kalous	18	\$11,313,000	11	\$6,307,500	29	\$17,620,500
96	Lucas	Blahnik	13	\$6,422,250	17	\$11,184,150	30	\$17,606,400
97	Layching	Quek	4	\$1,852,500	25	\$15,707,800	29	\$17,560,300
98	Colin	Hebson	14	\$7,541,500	23	\$10,017,700	37	\$17,559,200
99	Christopher	Engelmann	9	\$3,721,900	27	\$13,746,000	36	\$17,467,900
100	Steve	Dombar	0	\$0	27	\$17,346,000	27	\$17,346,000

**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.

**BUILT ON TRUST** EXPERIENCED REAL ESTATE ATTORNEY FOR BUYERS & SELLERS

**REAL ESTATE LEGAL SERVICES**

**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 ME TODAY AND LET'S TALK! 312-251-8777**



Experienced Real Estate Attorneys  
**you and your clients can trust** when it's time to  
**buy or sell your home!**

*Service is the Key to my success!*



JASON CHMIELEWSKI  
 Managing Attorney



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



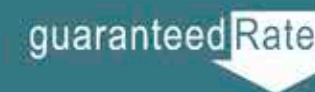
# BRINGING YOUR HOPES AND DREAMS HOME



**Michelle Bobart**  
 SVP of Mortgage Lending



O: 312.379.3516  
 C: 312.953.7365  
 Michelle@Rate.com  
 www.Rate.com/Michelle



EQUAL HOUSING LENDER Michelle Bobart NMLS ID:137164; IL - 031.0002302  
 320 W. Ohio St. Ste 1E Chicago, IL 60654 • Guaranteed Rate, Inc.; NMLS #2611; For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply.

You and your clients have big dreams. As a guiding force in the home financing industry since 1997, Michelle Bobart carves out a customized financing plan to fit each wealth strategy based on listening well to her clients short and long-term goals. Whether working with a first-time homebuyer or acting quickly to close your most challenging jumbo property, Michelle's inspired focus results in a clean, efficient mortgage process with no surprises.

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

\*According to Guaranteed Rate internal funded loan data from 1/1/2020 to 12/31/2020



**Matt Halko, Agent**  
 Auto • Home • Life • Health



6655 Main St Ste 202  
 Downers Grove, IL. 60516  
 Bus (630) 969-7989

halkoinsurance.com  
 matt@halkoinsurance.com



# TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to June 30, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Rubina	Bokhari	15	\$9,742,500	12	\$7,563,009	27	\$17,305,509
102	Robert	Picciariello	38	\$17,181,950	0	\$0	38	\$17,181,950
103	Ryan	Gossett	14	\$6,327,123	22	\$10,833,750	36	\$17,160,873
104	Nick	Rendleman	26	\$8,523,500	27	\$8,623,807	53	\$17,147,307
105	Lindsey	Richardson	22	\$8,442,300	13	\$8,471,500	35	\$16,913,800
106	Kathryn	Barry	15	\$6,929,500	20	\$9,805,800	35	\$16,735,300
107	Brian	Moon	11	\$4,414,200	20	\$12,250,000	31	\$16,664,200
108	Lisa	Sanders	25	\$11,417,500	10	\$5,181,500	35	\$16,599,000
109	Nancy	McAdam	10	\$7,953,500	4	\$8,508,000	14	\$16,461,500
110	Nick	Nastos	10	\$3,683,850	26	\$12,492,500	36	\$16,176,350
111	Stefanie	Lavelle	21	\$10,824,000	8	\$5,311,700	29	\$16,135,700
112	Brooke	Vanderbok	24	\$13,584,800	5	\$2,473,000	29	\$16,057,800
113	Ken	Jungwirth	10	\$5,179,000	10	\$10,757,700	20	\$15,936,700
114	Vincent	Anzalone	15	\$9,789,500	9	\$6,121,500	24	\$15,911,000
115	Sari	Levy	14	\$6,987,000	13	\$8,883,800	27	\$15,870,800
116	Kathryn	Schrage	34	\$14,338,400	2	\$1,305,000	36	\$15,643,400
117	Kyle	Jamicich	15	\$8,060,000	8	\$7,530,500	23	\$15,590,500
118	Stephanie	Maloney	10	\$8,397,500	4	\$7,082,500	14	\$15,480,000
119	Michael	Maier	21	\$9,423,000	13	\$6,053,000	34	\$15,476,000
120	Stephanie	Cutter	17	\$8,121,165	9	\$7,353,150	26	\$15,474,315
121	Leslie	Glazier	12	\$8,818,250	9	\$6,644,000	21	\$15,462,250
122	James	Streff	18	\$7,735,500	15	\$7,637,500	33	\$15,373,000
123	Michael	Hall	16	\$10,771,950	8	\$4,556,000	24	\$15,327,950
124	Marlene	Rubenstein	19	\$10,099,250	10	\$5,192,500	29	\$15,291,750
125	Ian	Schwartz	16	\$9,948,000	7	\$5,304,000	23	\$15,252,000
126	John	O'Neill	10	\$10,965,000	6	\$4,256,000	16	\$15,221,000
127	Michael	Hulett	20	\$11,075,756	6	\$4,066,000	26	\$15,141,756
128	Bruce	Glazer	13	\$6,660,500	13	\$8,472,250	26	\$15,132,750
129	Jeffrey	Proctor	13	\$10,228,720	3	\$4,875,000	16	\$15,103,720
130	Cynthia	Sodolski	14	\$7,548,900	14	\$7,369,400	28	\$14,918,300
131	Stacey	Dombar	28	\$13,235,501	3	\$1,619,500	31	\$14,855,001
132	Cory	Tanzer	18	\$6,454,500	19	\$8,363,400	37	\$14,817,900
133	Tim	Lorimer	12	\$7,336,250	10	\$7,416,500	22	\$14,752,750
134	Chris	Stockwell	10	\$6,025,000	11	\$8,618,500	21	\$14,643,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Nancy	Tassone	11	\$9,156,500	5	\$5,485,000	16	\$14,641,500
136	Hadley	Rue	18	\$11,671,500	5	\$2,920,000	23	\$14,591,500
137	Alice	Berger	13	\$9,673,500	8	\$4,866,500	21	\$14,540,000
138	Stephanie	LoVerde	15	\$7,976,700	13	\$6,508,400	28	\$14,485,100
139	Chris	Mccomas	13	\$7,009,499	13	\$7,436,630	26	\$14,446,129
140	Todd	Szwajkowski	19	\$9,653,400	12	\$4,714,500	31	\$14,367,900
141	Keith	Tarasiewicz	13	\$5,538,000	11	\$8,659,000	24	\$14,197,000
142	Margaret	Daday	9	\$3,874,000	16	\$10,228,500	25	\$14,102,500
143	Susan	Kanter	16	\$8,227,000	12	\$5,816,000	28	\$14,043,000
144	Barbara	Proctor	9	\$10,325,500	2	\$3,643,933	11	\$13,969,433
145	Heather	Hillebrand	9	\$5,104,500	14	\$8,818,100	23	\$13,922,600
146	Laura	Topp	16	\$8,082,500	13	\$5,633,500	29	\$13,716,000
147	Michael	Linden	25	\$11,896,900	3	\$1,714,000	28	\$13,610,900
148	Benjamin	Lissner	8	\$3,909,000	21	\$9,639,900	29	\$13,548,900
149	Mark	Bystrowicz	9	\$11,488,465	4	\$1,981,500	13	\$13,469,965
150	Frank	Montro	50	\$10,962,350	12	\$2,473,600	62	\$13,435,950

**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 June 30, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Mark	Buckner	4	\$1,462,000	20	\$11,951,900	24	\$13,413,900
152	Pasquale	Recchia	10	\$5,216,000	13	\$8,187,000	23	\$13,403,000
153	Brady	Miller	16	\$4,393,138	23	\$8,949,500	39	\$13,342,638
154	Lisa	Blume	5	\$2,180,000	20	\$11,145,406	25	\$13,325,406
155	Elena	Theodoros	16	\$7,913,250	8	\$5,372,000	24	\$13,285,250
156	Anthony	Torres	7	\$2,296,400	22	\$10,952,550	29	\$13,248,950
157	Matthew	Engle	18	\$8,652,500	14	\$4,535,500	32	\$13,188,000
158	Scott	Berg	31	\$12,348,431	1	\$675,000	32	\$13,023,431
159	Elizabeth	Caya	4	\$1,505,000	24	\$11,493,400	28	\$12,998,400
160	Ashley	Bell	9	\$5,955,400	6	\$6,997,000	15	\$12,952,400
161	Carol	Collins	12	\$7,818,500	7	\$5,075,500	19	\$12,894,000
162	Nathan	Binkley	11	\$6,141,000	9	\$6,750,000	20	\$12,891,000
163	Brad	Zibung	13	\$7,690,000	5	\$5,184,000	18	\$12,874,000
164	Brooke	Daitchman	16	\$7,522,000	12	\$5,341,000	28	\$12,863,000
165	Daniel	Fowler	12	\$6,676,500	13	\$6,183,850	25	\$12,860,350
166	Tony	Mattar	15	\$5,541,950	22	\$7,317,900	37	\$12,859,850
167	Gail	Spreen	20	\$8,220,000	8	\$4,587,500	28	\$12,807,500
168	Michael	Saladino	18	\$8,115,600	12	\$4,527,400	30	\$12,643,000
169	Steven	Powers	20	\$8,690,599	5	\$3,935,000	25	\$12,625,599
170	Beth	Gomez	12	\$6,524,720	10	\$5,955,000	22	\$12,479,720
171	Suzanne	Gignilliat	7	\$10,051,000	2	\$2,427,000	9	\$12,478,000
172	Patrick	Shino	5	\$1,697,000	30	\$10,771,610	35	\$12,468,610
173	Lisa	Long-Brown	14	\$12,096,200	1	\$367,000	15	\$12,463,200
174	Lisa	Huber	12	\$6,932,150	12	\$5,505,500	24	\$12,437,650
175	Linda	Levin	7	\$4,079,000	11	\$8,306,162	18	\$12,385,162
176	Gloria	Wiekert	7	\$4,757,900	14	\$7,582,400	21	\$12,340,300
177	Joel	Holland	25	\$11,169,900	2	\$1,163,000	27	\$12,332,900
178	Eric	Hublar	5	\$2,195,875	22	\$10,088,000	27	\$12,283,875
179	Kimber	Galvin	6	\$3,195,400	17	\$9,084,900	23	\$12,280,300
180	Robin	Allotta	15	\$5,757,600	13	\$6,407,500	28	\$12,165,100
181	Jill	Buckley	7	\$4,042,500	9	\$8,121,000	16	\$12,163,500
182	Joseph	Chiappetta	10	\$5,275,360	14	\$6,837,217	24	\$12,112,577
183	Lindsay	Everest	10	\$8,630,950	4	\$3,432,500	14	\$12,063,450
184	Mark	Icuss	14	\$9,640,444	4	\$2,405,500	18	\$12,045,944

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Paul	Mancini	14	\$6,911,800	9	\$5,096,550	23	\$12,008,350
186	Sam	Jenkins	7	\$8,835,925	3	\$3,170,000	10	\$12,005,925
187	Boris	Lehtman	14	\$11,292,000	1	\$700,000	15	\$11,992,000
188	Michael	McGuinness	6	\$1,973,900	20	\$10,014,675	26	\$11,988,575
189	Gregory	Desmond	10	\$6,662,350	4	\$5,290,600	14	\$11,952,950
190	Phil	Byers	15	\$7,142,920	8	\$4,808,000	23	\$11,950,920
191	Peter	Moore	15	\$6,829,900	10	\$5,103,500	25	\$11,933,400
192	Cindy	Weinreb	6	\$2,828,000	17	\$9,104,850	23	\$11,932,850
193	John	Lyons	14	\$7,214,000	13	\$4,711,650	27	\$11,925,650
194	Vincent	Lance	15	\$6,982,760	11	\$4,895,500	26	\$11,878,260
195	Mike	Larson	1	\$280,000	7	\$11,594,000	8	\$11,874,000
196	Craig	Isacson	9	\$10,066,500	3	\$1,762,500	12	\$11,829,000
197	Katherine	Malkin	4	\$8,140,000	4	\$3,670,000	8	\$11,810,000
198	Qiankun	Chen	18	\$5,506,350	17	\$6,266,900	35	\$11,773,250
199	Christie	Ascione	12	\$8,060,500	5	\$3,706,500	17	\$11,767,000
200	Susan	Nice	15	\$8,903,001	4	\$2,787,900	19	\$11,690,901

**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.

**guaranteed Rate**  
NMLS ID #2611

**POSITIVELY TRUSTED.  
GUARANTEED A  
BETTER EXPERIENCE.**

3940 North Ravenswood, Chicago, IL 60613 | NMLS ID: 1378090

<b>ANGIE WOZNIAK</b> VP of Mortgage Lending	angie.wozniak@rate.com www.angiewozniak.com	O: (773) 290-0577 C: (630) 414-5426
------------------------------------------------	------------------------------------------------	----------------------------------------

NMLS ID: 1378090, LO#: IL - 031.0041458 Guaranteed Rate Inc.; NMLS #2611; For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 IL -



# TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to June 30, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Christina	McNamee	18	\$9,179,500	4	\$2,453,500	22	\$11,633,000
202	Brittany	Strale	2	\$873,900	23	\$10,749,250	25	\$11,623,150
203	Thomas	Bezanes	8	\$2,565,000	18	\$9,005,000	26	\$11,570,000
204	Jacob	Tasharski	8	\$3,691,000	15	\$7,858,769	23	\$11,549,769
205	Anne	Rossley	8	\$8,684,500	5	\$2,860,500	13	\$11,545,000
206	Helaine	Cohen	2	\$1,910,000	14	\$9,483,807	16	\$11,393,807
207	Dominic	Irpino	20	\$6,365,800	11	\$4,849,500	31	\$11,215,300
208	Michael	Mccallum	9	\$4,230,200	9	\$6,972,000	18	\$11,202,200
209	Connie	Engel	16	\$7,623,000	6	\$3,552,500	22	\$11,175,500
210	Harold	Blum	8	\$5,708,000	3	\$5,430,000	11	\$11,138,000
211	Mark	Zipperer	20	\$7,166,250	13	\$3,967,250	33	\$11,133,500
212	Kelly	Angelopoulos	16	\$8,046,478	5	\$3,021,000	21	\$11,067,478
213	Camille	Canales	5	\$2,319,562	15	\$8,746,000	20	\$11,065,562
214	Emily	Smart Lemire	11	\$7,022,500	6	\$3,985,500	17	\$11,008,000
215	Hasani	Steele	15	\$7,486,249	6	\$3,519,349	21	\$11,005,598
216	Justin	Lucas	10	\$3,489,750	12	\$7,484,500	22	\$10,974,250
217	Alex	Wolking	11	\$4,065,500	12	\$6,907,800	23	\$10,973,300
218	Cindy	Wilson	7	\$4,272,000	6	\$6,694,500	13	\$10,966,500
219	James	Sheehan	8	\$6,344,900	10	\$4,605,000	18	\$10,949,900
220	Eugene	Fu	10	\$7,761,100	10	\$3,186,000	20	\$10,947,100
221	Joe	Zimmerman	10	\$4,894,311	11	\$6,027,000	21	\$10,921,311
222	Tara	Leinenweber	24	\$9,631,000	1	\$1,235,000	25	\$10,866,000
223	Kieran	Conlon	12	\$6,036,400	11	\$4,799,800	23	\$10,836,200
224	Philip	Barone	9	\$6,972,500	6	\$3,848,000	15	\$10,820,500
225	Laura	Rahilly	11	\$4,851,100	8	\$5,867,014	19	\$10,718,114
226	Matt	Silver	7	\$4,232,000	8	\$6,479,400	15	\$10,711,400
227	Sarah	Maxwell	8	\$4,610,213	8	\$6,081,800	16	\$10,692,013
228	Brian	Pistorius	10	\$5,861,500	8	\$4,820,500	18	\$10,682,000
229	Eamonn	Stafford	22	\$8,492,125	13	\$2,126,000	35	\$10,618,125
230	Anna	Huls	12	\$6,403,075	8	\$4,163,400	20	\$10,566,475
231	Mary	Lusk	7	\$2,293,900	20	\$8,228,001	27	\$10,521,901
232	Marzena	Frausto	0	\$0	17	\$10,495,575	17	\$10,495,575
233	Xiaojing	Frost	5	\$1,863,000	13	\$8,615,193	18	\$10,478,193
234	Melissa	Edidin	11	\$5,827,500	10	\$4,628,099	21	\$10,455,599

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Stefanie	D'Agostino	23	\$7,800,867	4	\$2,613,000	27	\$10,413,867
236	Michael	Frank	12	\$4,000,501	19	\$6,355,850	31	\$10,356,351
237	Jacqueline	Colando	26	\$10,341,800	0	\$0	26	\$10,341,800
238	Cornelis	Hoogstraten	1	\$440,000	13	\$9,856,800	14	\$10,296,800
239	Kate	Gaffey	4	\$2,601,000	15	\$7,668,800	19	\$10,269,800
240	Michael	Battista	6	\$7,052,500	3	\$3,190,000	9	\$10,242,500
241	Armando	Chacon	12	\$7,978,660	3	\$2,252,500	15	\$10,231,160
242	Jennifer	Liu	17	\$9,504,636	1	\$571,390	18	\$10,076,026
243	Danielle	Inendino	7	\$2,531,500	17	\$7,484,500	24	\$10,016,000
244	Lynn	Weekley	13	\$6,155,000	4	\$3,844,000	17	\$9,999,000
245	Randy	Nasatir	10	\$5,229,500	11	\$4,708,900	21	\$9,938,400
246	Edward	Jelinek	9	\$3,845,000	9	\$6,089,750	18	\$9,934,750
247	Erlend	Candea	13	\$9,915,000	0	\$0	13	\$9,915,000
248	Deborah	Hess	12	\$5,398,700	11	\$4,503,500	23	\$9,902,200
249	Anthony	Madonia	8	\$7,984,490	2	\$1,899,900	10	\$9,884,390
250	Janelle	Dennis	15	\$6,752,998	7	\$3,121,899	22	\$9,874,897

**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.

**It's not too late to get into a NEW home before school starts.**

**Give us a call today to help close the deal!**

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

**CAMDEN LAW OFFICE, LLC**



*Nothing...*  
CAN SUBSTITUTE EXPERIENCE



**Emma Butler**  
Senior Mortgage Loan Officer

**16+ YEARS RESIDENTIAL MORTGAGES**



**312.208.3987**  
emma.butler@NeighborhoodLoans.com  
www.ButlerGroupLoans.com  
NMLS# 223759  
2027 N Damen Ave Chicago, IL 60647



Neighborhood Loans, 1333 Butterfield Rd., Suite 600 Downers Grove, IL 60515, 1.800.207.8595. Neighborhood Loans is an Illinois, Wisconsin, and California Residential Mortgage Licensee. Neighborhood Loans is an approved FHA Lender. Not an agency of the federal government. All loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions apply. Licensed by the California Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. License #41080-118971

Does proof exist  
that I own a house?  
Indeed.



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](http://www.chicagostaging.com)



**Client's can only sell their home once.  
Don't let them leave money on the closing table, stage with Phoenix to maximize their home's value!**