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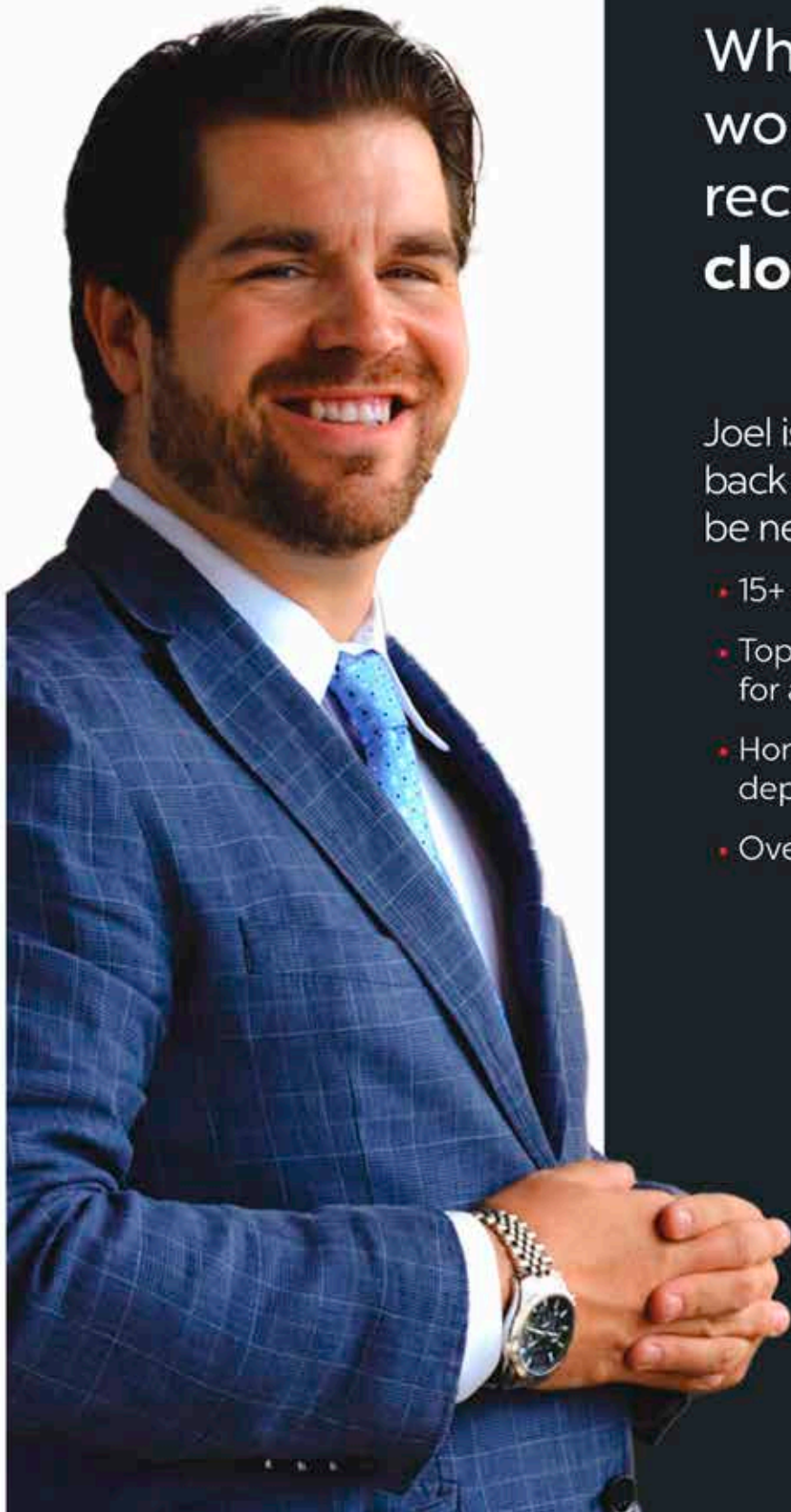


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2-Source: Mortgage Executive Magazine, 2018

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

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Fighting the good fight,

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It was a typical Friday morning, so we naturally picked up donuts on the way to school. I dropped off my older two girls, and then it was just my son and I driving home. He was eagerly awaiting the sugar rush he was about to receive from his yummy treat. We walked through the door, I set the Dunkin' Donuts bag on the counter, pulled out a donut, and took a bite. In a nano-second, this son of mine went from positive anticipation to the most ungrateful little boy. He thought I was taking a bite of HIS donut and he was not happy. I had to talk him off the ledge and say, "Son, this donut is mine. I did not take a bite of yours," as I proceeded to pull his whole (unbitten) donut from the bottom of the bag.

His countenance changed as a subtle smile spread across his face. I knew this was a teachable moment so I asked him, "What if I *did* take a bite of your donut? Who paid for it?" "You did, Dad, and I love you," he sheepishly responded. Kids have a way of shedding light on our own selfishness and ungrateful attitudes as adults. The only difference is that it is on a smaller scale. Living in America I get the same way at times. I have a dozen donuts and I get upset when someone takes a bite of one of my donuts, but I know there is plenty to share.

As we remember the freedom and independence we have living in the United States, let's not forget to be grateful. Be thankful that we have the opportunity to be entrepreneurs, to make money, to save money, to give money, and that our government actually allows us to own property. America has its problems and is far from perfect, but residing in this country comes with great privilege.



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BILL KATSOOLIAS

partner spotlight
By Chris Menezes
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WINTRUST MORTGAGE



Catching Up with Bill Katsoolias with Wintrust Mortgage

While there isn't too much about Bill Katsoolias that has changed since the last time we met up with him—he's still eating challenges for breakfast and ever improving personally and professionally—a lot has changed in the industry, given the pandemic and current economic climate. So, we thought we'd check to see how Bill is adjusting to it all.

"Due to the COVID-19 crisis, we had to deal with circumstances that we have never seen in the industry," Bill states. "With a high volume of clients' income being affected (due to layoffs, furlough, or reduction of pay/hours) during this pandemic, guideline changes are being updated weekly on every type of transaction. Staying in consistent, ongoing contact with my clients and referral partners has never been more important."

Working closely with his referral partners and clients is Bill's bread and butter. Of course, he's always looking to turn that notch up just a bit more. When meeting with a referral partner, Bill says he talks in terms of "partnering" in order to grow their business, emphasizing terms like *teamwork* and *collaboration*.

And for Bill, partnership doesn't mean "you refer me business and I close it." Rather, he sees it as more of a long-term collaboration that will hopefully last the rest of their careers, to "build something that's very special—that delivers something that is very special to the client." It's not about him; it's about their business and their client.

Bill tells every agent he works with that his number-one goal is to make sure their clients are never sold anything. He emphasizes the point that they are not in sales or salespeople but, rather, educators and facilitators. And for complete transparency, he includes his agents on all client communications. As he points out, communication is the key when working with agents and clients—that doesn't mean just talking or pontificating, but listening as well.

"When clients come to me for their mortgage, I begin by listening," he says. "I want to understand their goals and priorities so I can offer a home loan that's right for them."

Bill points out how listening is key because the clients may be first-time homebuyers or long-time homeowners. They may be buying an investment property or looking for a renovation loan. Whatever the right loan may be—whether FHA, VA, conventional, jumbo, or portfolio—Bill is about delivering the best loan experience he can. ●●●



•••

It's not all about listening, though. As Bill says, "Sharing information is as important as listening. I make sure our clients know what's happening with their mortgage as it progresses through the process and that I will be available to answer their questions. My team and I will be with them every step of the way—from application to closing and beyond."

“When clients come to me for their mortgage, I begin by listening. I want to understand their goals and priorities so I can offer a home loan that’s right for them.”

Like it did for most people, the pandemic changed not only Bill's business last year, but his life at home as well. Both his kids, Anthony (23 years old) and Alexandra (20 years old) have been home from college with him and his wife, Maria, doing online schooling. Being so close at home together has allowed time for more family meals and deeper conversations



Bill with his family

with each other, which has been very positive for their family. While they've had to postpone some of their family travels, they are planning an extended trip to California to celebrate Anthony's graduation from Loyola University, and Alexandra going off to college at Illinois State University this fall.

Bill still enjoys challenging himself by running, working out, and doing DIY projects. He has also signed up for a variety of monthly physical challenges this year through Facebook groups to remain that "hungry wolf climbing the hill," never allowing himself to become complacent.

"The reality is that my team and I provide fast responses and excellent customer service so that someone is always available to answer our clients' questions, even if I'm [personally] not available," says Bill. "We always begin with the end in mind; we really want to help our clients integrate this loan into the rest of their financial plan. They will always be informed so that they can make the best decision."

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By Chris Menezes
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BARI LEVINE & ELENA TAMILLO

TWO OF A KIND

In many ways, the Bari and Elena Team started with a postcard. You see, Bari Levine and Elena Tamillo nearly lived parallel lives before their paths finally crossed in a way they could not ignore. They were both agents with @properties, working on the same charity board, and even living in the same building (758 North Larrabee in River North).

“We kept bumping into each other in the elevator and were receiving one another’s direct-mail advertisements to the building,” Elena explains. “Ultimately, those postcards were what led to a conversation about marketing to our building together.”

Bari and Elena figured that winning business to share was better than nothing at all. As they started working together, they became fast friends and saw how clearly compatible they were businesswise, having similar styles and approaches to selling property and treating clients. Even more so, they really enjoyed working day in and day out together, commiserating and celebrating all the happenings of the day. It was a match made in heaven.

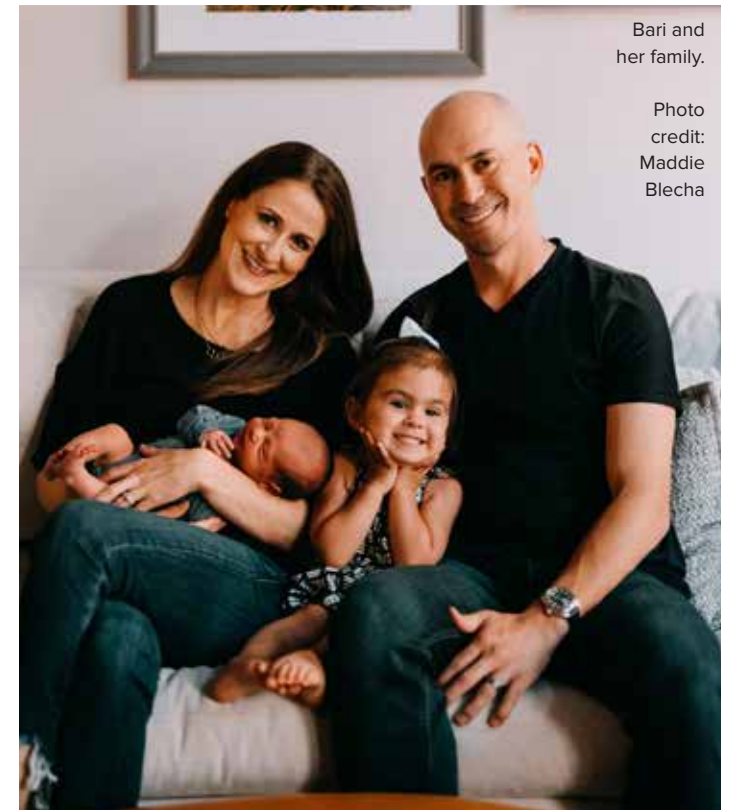
Even their histories were similar. They both grew up locally in tight-knit families with entrepreneurial parents who owned their own businesses and showed them what it took to work hard for something with passion.

Bari and Elena were also both presented the opportunity to enter real estate at a young age. They were each open and willing enough to take it and see where it led, even though they had no idea where this exciting new path would take them. ...



Elena and her family.

Photo credit: Maddie Blecha



Bari and her family.

Photo credit: Maddie Blecha

...

"I have always been open to forcing myself to say 'yes' to opportunities outside of my comfort zone or to something new and different that I haven't experienced before. Real estate was no different," Bari explains.

"I think we are both approachable people, and we don't shy away from new opportunities, which has helped us carve our path to success," Elena explains. "We like to have fun with whatever we are doing, but we also are levelheaded and strategic in our decision-making."

It was 2004 when Bari graduated from the University of Wisconsin-Madison with a degree in business marketing and was looking for a job. She was interviewing for various sales jobs, advertising jobs, and real estate roles, having no idea what she wanted to do. She almost took a position in printing sales, but the company suddenly put a freeze on new hires for a merger. Who knows where she would have gone from there.

Luckily, she interviewed with a headhunter for a commercial real estate firm, and though she didn't get that job, the headhunter took a liking to Bari and set her up with an interview with the managing

broker of @properties. As she sat in the interview chair, having zero knowledge about real estate or what she was getting herself into, she told herself this was a good place to start.

"It seemed like it would be a good starting point to make connections in the big city if nothing else," she remembers. "Seventeen years later and with the help of many mentors along the road, I think I can safely say I am very happy with my choice."

Elena had had a little experience in real estate before she graduated from college. The family she nannied for over the summers were also builder/developers in Northwest Indiana. By the time the third summer came around, they were looking for someone to work their sales center.

"They kept coming back to me," Elena says. "The next thing I knew, I spent the summer selling their model homes and found I had a knack for it."

Like Bari, Elena earned a degree in marketing. After graduating from Miami University of Ohio, it was 2009 and the recession was in full swing. The job market in shambles, Elena opted to take her chance in real estate and obtained her license. Bari was in her fourth year at the time. They were both early enough in their careers to knuckle down and learn the hard lessons that ultimately shaped who they are as agents today — agents who are detail-oriented, compassionate, and work hard for their clients. ...

Since partnering in 2015, Bari and Elena have organically grown into one of the most successful real estate teams in Chicago. A top five team within @properties, and a Real Trends number-four team in America's Best Real Estate Professionals for Small Teams, the Bari and Elena Team produced \$112 million in volume just last year.

"To watch both of our businesses individually and collectively grow year after year is really amazing ... all the while starting families and mentoring a team of seven agents. When you pause and look at what is happening around you, it's very rewarding to know we've come so far, and each year continue to go farther!" Bari says.

Another parallel for this duo? Navigating the balancing act of motherhood with highly successful careers. "It's certainly not easy, and I feel as though Bari makes it look so effortless," Elena says. "I'm incredibly thankful she paved the mom path first so I could watch and take avid notes on how it's done."

"Adding motherhood to the mix of this career has been yet another challenge but a welcome one at that," Bari explains, "and like real estate, so rewarding at the end of every day."

Bari and her husband,



Team Photo: Eleni Pappas, Brian Scherpenberg, Diana Grinnell, Elena Tamillo, Bari Levine, Alex Solak, Melanie Carlson, Erin Weaver, Stacy Terpsma.

Photo credit: Jess Drogosz



WHEN YOU PAUSE AND LOOK AT WHAT IS HAPPENING AROUND YOU, IT'S VERY REWARDING TO KNOW WE'VE COME SO FAR, AND EACH YEAR CONTINUE TO GO FARTHER!"
- BARI



••• Mike, have two kids: their daughter, Dylan (3 years old) and their son, Casey (10 months old). Elena and her husband, Robert, have a daughter, Sienna (16 months old), who will soon be a big sister: the couple is expecting a second daughter in October.

Both Bari and Elena have been involved with @gives back for the past

eight years and volunteer with other various organizations. One of their favorites is the Off the Street Club, an organization that helps west-side children achieve success in school and life.

“As our team and business (and families) continue to grow, and the real estate market and world around us continues to change, we can't wait to see what new ideas and opportunities will arise. There is so much more to real estate beyond the sale, and that's what continues to motivate us year after year.”

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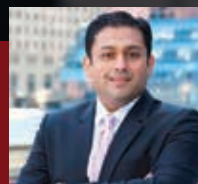
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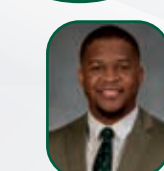
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business
By Grace Kaage

COMMISSION CONVERSATIONS

There are over 700,000 different hotels in the world. If I wanted to plan a cheap trip, I could stay at a Motel 6 everywhere I go. It would be a cost-effective shelter. There would be a roof over my head and a place to put my bags. It would be okay, but I don't travel often because my husband and I both have challenging work schedules. So on the rare occasion that we do take a vacation, I want our time together to be more than just okay. So, instead of booking that very reasonable rate at the Motel 6, I pay premium prices for a stay at the Four Seasons.

In the business world, solution-based decisions are usually made for one of two reasons: to either save money or save time. The only difference is that money is replaceable and time is not. We all have a finite amount of time in this world. That often makes time the most valuable resource of all. In the case of my choice of hotel, the Four Seasons anticipates my needs; they do what they can to either save me time or make my time more enjoyable. This exceptional level of hospitality allows me to spend more time with my family. For me, that's worth every penny. That's why I'm willing to pay Four Seasons prices.

When buyers and sellers discuss the pain points of moving, they're almost always related to time. Listing appointments take time. Showings take time. Packing takes time. Pricing out movers takes time. Decluttering, enrolling children in a new school, getting out for an open house, organizing a babysitter for showings, applying for a mortgage, and so on. It all takes time. It's actually absurd when you think about all of the things buyers

and sellers have to do in order to move, and all of it steals away their most precious commodity: time.

Too often, I find that real estate agents try to cost-justify their ask for a higher commission from a seller by promising a top sale price. Their pitch goes something like this: "Hire me because I provide exceptional service and marketing which will allow me to get you the highest possible price for your home." Sound familiar? We've all heard that pitch before. Do sellers want top dollar for their home? Of course. But in today's day and age, that is the *minimum expectation* that a seasoned seller has for their real estate agent. There are thousands of agents in the Chicagoland area. Is it maybe fair to assume you're not the only one who can get them top dollar?

The most lucrative real estate agents trade not in dollars promised, but in time saved. Research has shown that the events surrounding a move are some of the most stressful that a human being can experience.¹ If you can save your client time, or make their time more enjoyable during a stressful period, then you are sitting on a gold mine. No one has time to move. It's always inconvenient. It's seldom fun. If you can solve for that, then you deserve to be compensated accordingly. There is value in that, and sellers pay Four Seasons prices for it.

So how can you differentiate your offering? Are you a team lead? If so, maybe you create a dedicated client services team for your group. Your clients will love the assistance, but it's also an excellent retention tool for team members as well. Are you an individual agent? Can you help clients price movers, schedule painters, and arrange for cleaning crews? What about the tile guy and the stager? Do the blinds need repair? How about childcare for showings? If you're going to ask your clients to pay a premium for your services, then you need to make sure that your services are worth paying a premium for. You have to go the extra mile.

Some of these things might feel like "unexpected extras," but they are really just signaling value. It's like bringing a bottle of wine to the listing appointment or scheduling for flowers to arrive immediately after you leave. Those small things let your clients know that your services are extraordinary. A seller can find a discount broker anywhere — they're a dime a dozen. You are not Motel 6. You are the Four Seasons: you are there to save them time and/or make their time more enjoyable. This makes it easier to ask for a higher commission when the time comes. It's particularly important not to slack on these details when you're working with friends and family. They deserve five-star service more than anyone.

Now, when it comes to making the ask, try to remember that it's not what you say, it's how you say it. It's not a question. It's a statement. "My fees are this percentage." Then, stop talking. The silence will speak for you. Sitting in silence is a learned skill, but it is extremely effective. If you can, let the seller break the silence first. If they want to discount your commission they'll ask — you don't need to open that door for them. Nine times out of ten, they're just using the silence to think, and if you keep talking, you will interrupt their train of thought, and they will likely default to no. Instead, give them the space they need to say yes.

Lastly, it's okay to strike out every now and then. If you've never asked for more on your commission, then it may take a few times before you get the hang of it. Just don't sit on the sidelines. If you don't start trying, you'll never get better.

Remember, even Babe Ruth struck out. In fact, he struck out all the time. On five different occasions, The Babe led the American League in strikeouts,

and by the time he retired he held the Major League record with 1,330 of them.² But no one remembers that. We only remember that he was the greatest home run hitter of all time. It just took a little practice.

¹ American Institute of Stress, The Holmes-Ray Stress Inventory, accessed May 26, 2021. Combo of stressors include changes of residence, major changes in living conditions, taking on a mortgage, etc. See www.stress.org/holmes-rahe-stress-inventory-pdf; see also: www.stress.org/wp-content/uploads/2019/04/stress-inventory-1.pdf.

² Gary Kauffman, "Babe Ruth Would Now Be Listed as a Contact Hitter," How They Play, Apr 10, 2020, <https://howtheyplay.com/team-sports/strikeouts-have-skyrocketed-since-Babe-Ruth/>; www.baseball-reference.com/players/r/ruthba01.shtml

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.

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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 this summer!




We started doing jam sessions in May of 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 summer! Want to join one? Let us know by emailing us at andy.burton@realproducersmag.com.

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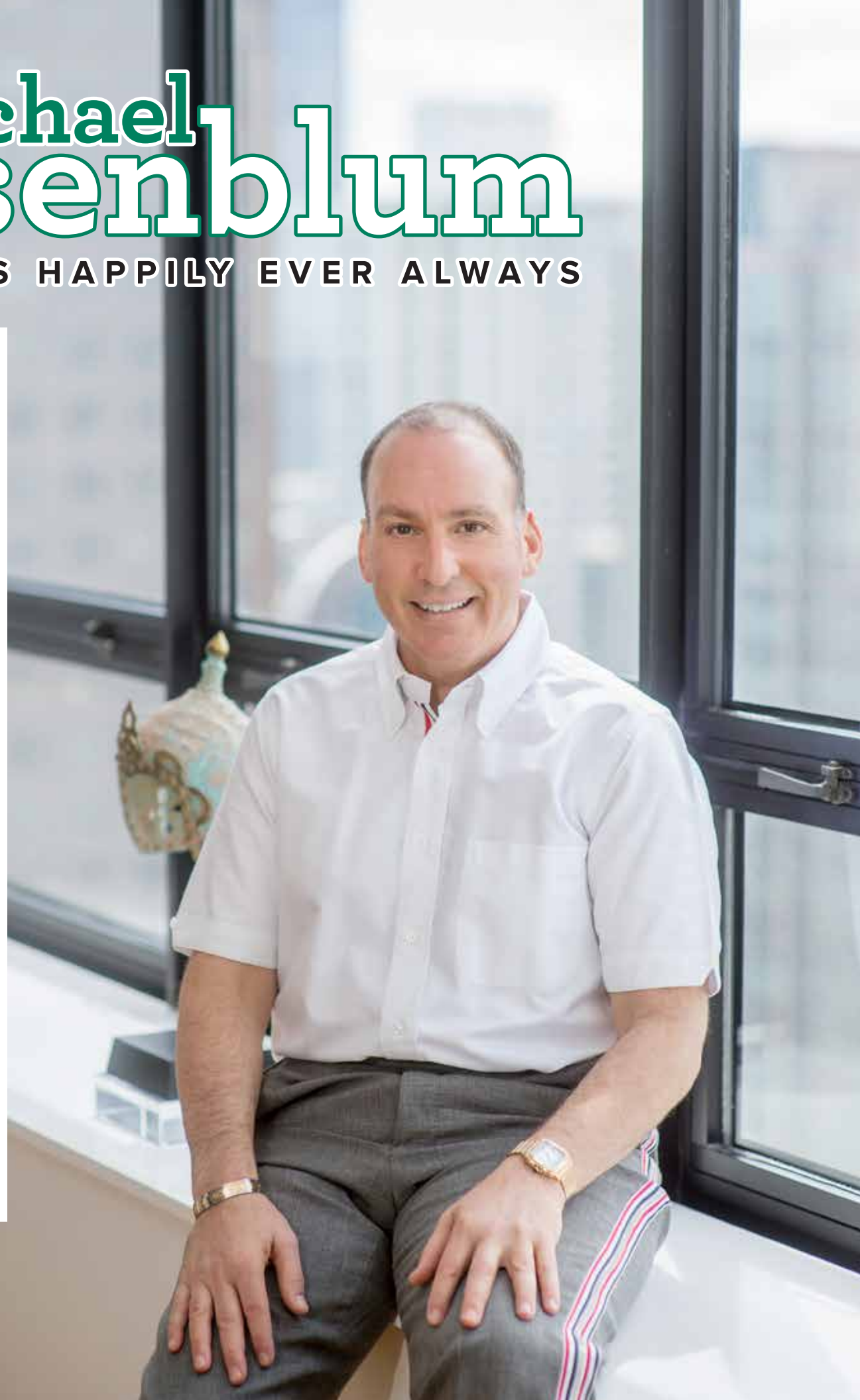
Michael Rosenblum

LIVING HIS HAPPILY EVER ALWAYS

▶ agent feature

By Chris Menezes
Photos by Sonya Martin

Michael Rosenblum believes in happily ever always and has a passion for helping people realize their own, whether through real estate, writing children's books, or just in a deep, philosophical conversation. While he has endured his share of challenges, he has always used his failures as teaching sessions, his tribulations as fire to make steel—to be shaped and modeled for a future purpose.



Michael with his partner of 22 years, Stephen Di Padua

“It is during our difficult times that we have the opportunity to master the lesson and prepare for a pathway to something better. To me, luck is simply ‘opportunity plus preparation,’” explains Michael.

Michael’s journey started in Dallas, Texas, where he was born. He grew up in the Washington, D.C. area with an appreciation for architecture and interior design. A natural creative and salesperson, Michael would design and create all sorts of products such as sand terrariums, candles, and chocolate candies, to name a few, and then venture out and sell them door-to-door.

After attending the University of Missouri, known for its famous journalism program, Michael came to Chicago to begin a career in media, brimming with optimism at 23 years

old. Although he didn’t know a soul in the city, he networked his way into his first job, selling advertising.

From there Michael was able to join a magazine. Having eventually had enough of working for someone else and not being paid what he was worth, he decided to venture out on his own in 1994, resolving to start his own magazine, which was distributed in *The New York Times*.

That first magazine led him to create a second magazine and then a third magazine, “Each time, enduring challenges and disappointments,” he says. He navigated each obstacle that came his way nonetheless, and after 23 years in media, successfully built and sold all three of his magazines and retired in 2000.

The only thing about retiring was that Michael didn’t know what to do with himself. That’s when his partner of 22 years, Stephen Di Padua, recognizing Michael’s eye for design and love for buying and selling homes, suggested he go into real estate.

Michael entered real estate in 2003 with the philosophy of treating clients exactly the way he’d want to be treated and established his brand “Happily Ever Always.” Since then, he has become one of Chicago’s most successful real estate brokers and has produced a career volume of over \$450 million.



...

"I believe we are all diamonds in the rough, and as we grow through our life's trials and tribulations, we are shaped into the person we are today, radiating our unique brilliance by sharing those gifts with others. It's important to realize that change paves the way for new success, and to understand [that] a break or step backward can bring you many steps forward, like in a game of chess," he says.

When Michael takes a step away from real estate, he enjoys writing children's books. He is currently passionate about the publishing of his most recent book, *The Caterpillar and the Butterfly*, a story about believing in yourself with the central message that "fear is faith turned inside out."

Michael is earmarking 50 percent of the royalties from his latest book for a variety of children's charities. "Giving back is key," he says. "The book is about two things: sending a positive message and helping the children of today that are our future of tomorrow."

Michael also gives a portion of each home sale to Doctors Without Borders. He and Stephen have been around the world and have a global way of thinking. They have visited many unique, unusual, and remote places, including both the North and South Poles. In addition to traveling, Michael enjoys

meditating, yoga, eating desserts, and taking walks in the city.

As Michael continues to live happily ever always, he will continue to help others along their road to ultimate success.

"Everything has its time, and it all works out when you believe in yourself," he says. "Keep the faith and stay on the pathway you choose to walk. We are all born to *live* happily ever always because 'after' is an end but 'always' is endless."



Michael on a gorilla trek in the Bwindi Forest in Uganda



Michael reading his most recently published children's book, *The Caterpillar and the Butterfly*.

It's important to realize that change paves the way for new success, and to understand [that] a break or step backward can bring you many steps forward, like in a game of chess."

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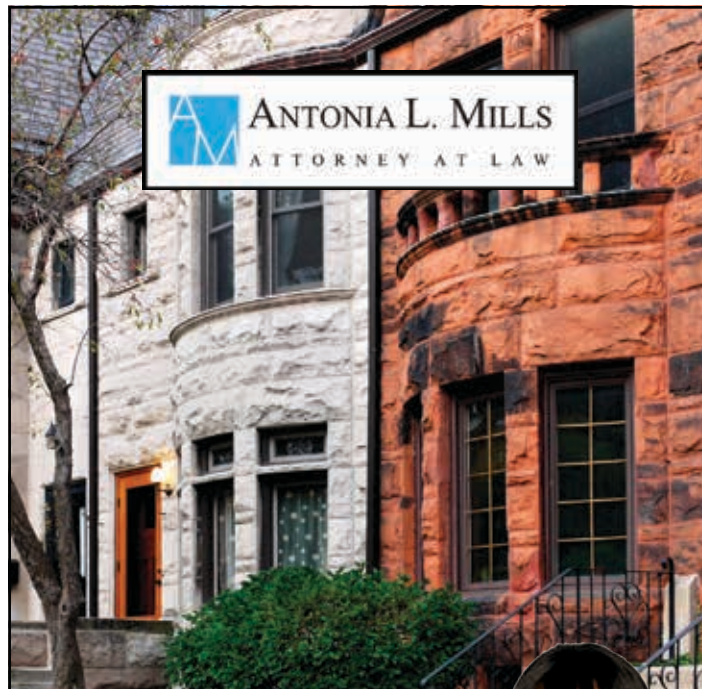
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business
By Mike Opyd

Choosing the Right Social Media Platform for Your Business



the social media platforms you should use to effectively reach others within your generation.

Baby Boomers and Gen Xers: Facebook

Facebook is the most important platform for baby boomers and Gen Xers to focus on since this is where people in these generations are connecting. For example, I recently heard a speaker mention that the people who post the most selfies on the platform are women over the age of 40. Here's another example: my mom told me that she is in a group where she has reconnected with past schoolmates from grade school! Crazy, huh? Facebook is where baby boomers and Gen Xers are going to connect with past friends and relatives more than any other site. This also includes clients.

Baby boomers and Gen Xers are not really on any other platforms, so if you are a boomer or a Gen Xer, focus your attention on Facebook.

Millennials: Facebook and Instagram

We (yes, I'm a Millennial. Please don't judge me.) grew up on Facebook. We were there when the platform started; we've been on it since Zuckerberg created it in his Harvard dorm room. In other words, we are the O.G.s (original gangsters) of Facebook! Since we have been on it for so long, we typically have a larger audience of people who see what we post.

That being said, one thing Millennials love is photos! This is why we also need to be on Instagram. Seventy percent of Instagram users are under the age of 35.¹ If you are a Millennial, you need to put a heavy focus on IG.

Gen Zers: Instagram, TikTok, and Snapchat

The newest generation has grown up with the newest platforms. For Gen Zers, the focus should be on Instagram first, TikTok second, and Snapchat third.² This generation is more focused on photos and quick

videos. Just like Millennials were around when Facebook started, Gen Zers were there when TikTok and Snapchat "broke ground."

My Best Advice in One Word: Consistency!

One of the biggest mistakes I see agents make with social media is not having a real plan for how to use it. They post randomly, but then get frustrated that no one is commenting or liking their posts or that no business is coming of it. This is where it is important to understand how these platforms work.

The main focus of all of these platforms is the user's experience. (Zuckerberg has come out and said this numerous times.) They know that in order to get people to use their sites, they need to make the experience entertaining. This is why they all use algorithms that calculate who people interact with the most and show those people's posts to them.

So in order for your posts to be seen, you need to be interacting with the people you are friends with and/or follow on a regular basis. As you interact with your people more and more, you will see their posts more and more, and vice versa—those people will see your posts more and more.

But if you do not post regularly, they will not see your posts. It's a numbers game. You need to post often (when I say "post" I mean you must post on your page. You can't just do stories because stories are not picked up by the algorithms). Make a plan for what to post each week and how often you want to post. I suggest writing out the plan for the next week each Sunday. This way you are not struggling with what to post each day. But the most important thing you can do is be consistent as you are essentially training people to expect your posts.

A quick note: Facebook owns Instagram, so to make things easier, know that you can post right to Facebook from Instagram.

Remember to Mix It Up!

Going back to the algorithms, one thing to keep in mind is people love to see things they relate to. So you need to mix it up with personal and business items. You can't be all business — you won't get the attention you are looking for. People are more likely to react to your personal posts than your business posts, so it is important that you post a good amount of both. The more people interact with your personal posts, the more they will see your business posts.

Just remember to always be you. People love authenticity and rawness. Why do you think reality TV is so popular?

Last Thoughts:

Make sure that whatever you post is a true representation of your brand. You always need to keep this in mind since whatever you post will be judged immediately. In a nutshell, be smart with the message you are portraying.

A great program to use to make sure your posts look good is Canva.com. It's free and they have templates you can use to create your posts in your brand's style.

Finally, have fun!

¹ Mansoor Iqbal, "Instagram Revenue and Usage Statistics (2021)," *Business of Apps*, updated March 8, 2021, www.businessofapps.com/data/instagram-statistics/.

² "Gen Z & Millennials' 5 Favorite Social Media Platforms Now," *Insights, YPulse*, May 6, 2020, <https://www.ypulse.com/article/2020/05/06/gen-z-millennials-5-favorite-social-media-platforms-now/>.

About the Author:

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

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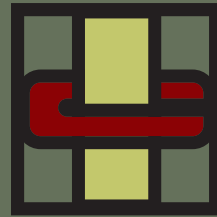
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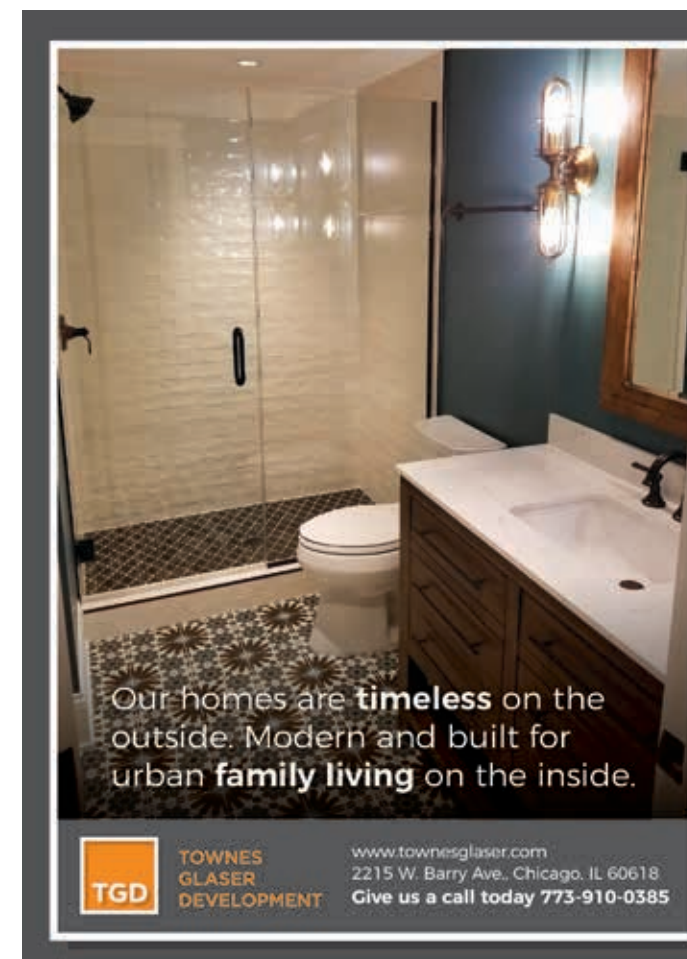
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Annie Schweitzer



agent feature

By Jennifer Mitchell
Photos by Sonya Martin

FROM BACK AND FRONT OF THE HOUSE TO IN THE HOUSE: MOVING FROM HOSPITALITY TO REAL ESTATE

As someone who's lived and worked all over the world, Annie Schweitzer is someone you can trust when she tells you that Chicago is a great place to live. Originally from the northwest suburbs of Chicago, Annie was a triple major at Indiana University, studying sociology, outdoor recreation, and human sexuality. During her time in college, Annie spent six months studying abroad in New Zealand. She absolutely loved the experience and after graduation, she decided to head back.

"At the time, many of my friends were still finishing up their degrees, and I felt like I wasn't done with my time in New Zealand," reminisced Annie. "I wanted to travel the world, and everyone told me to 'do it while you're young.' So I figured I might as well go for it."

Annie spent a year and a half living in New Zealand, Brazil, Hawaii, and Australia, working a variety of jobs in the hospitality industry along the way. She even made and sold jewelry for some time in New Zealand.

But eventually, Annie was ready to advance her career in a way that wasn't conducive to a nomadic lifestyle. So she moved back to Chicago and worked in hospitality before landing a gig in marketing.

"While I enjoyed aspects of working in marketing, there was a lot about it that left me feeling unfulfilled," says Annie. "I was also waitressing on the weekends to supplement my income, and I decided I was ready for a change."

With a background in "back of the house" brand management and "front of the house" hospitality, she felt it was a natural progression to move "into the house" and earn her real estate license. She had always found real estate interesting and liked that a big part of the job was about making and sustaining relationships.

"The relationship-building element was what I liked most about hospitality and marketing," notes Annie. "I enjoyed making connections and sharing my expertise, and I actually really like that real estate blends your career and personal life together. I love meeting new people and expanding my circle, and real estate is a great way to do that."



As it turns out, Annie was able to take many of the skills she honed during her time abroad and working in the hospitality industry and use them in her real estate career. (She was even able to sell condos to restaurant regulars.) Because both real estate and her previous careers were very customer service and relationship-based, she was a natural.

"Everyone thinks that sales is about selling a product, but you're really selling know-how and building trust," claims Annie. "And that comes down to building a solid relationship."

Fortunately for Annie, building relationships is something she excels at. Many of her former clients are now friends, and she can't count the number of weddings and baby showers she's attended for her clients.



...

After working for @properties for 10 years, Annie recently made the switch to Compass. She loves that while it's a national brand, there is still attention given to individual agents, which gives the company a very local feel.

This past year, she started building her team and loves the different perspectives each person brings. She hopes to continue growing her team and its reach, to serve clients in Wisconsin and areas outside of Chicagoland.

“ I ACTUALLY REALLY LIKE THAT REAL ESTATE BLENDS YOUR CAREER AND PERSONAL LIFE TOGETHER. I LOVE MEETING NEW PEOPLE AND EXPANDING MY CIRCLE.”

Her team at home consists of her two dogs, Nigel and Rita. She loves lounging on the couch with them, drinking wine, and listening to Justin Bieber. She also spends plenty of time in her backyard, tending her garden, which is becoming more of an urban jungle each year. And though her days of living abroad have come and gone, she still loves to travel whenever possible. She also supports Lyte Collective, which supports young adults impacted by poverty and homelessness.



Annie with John Vossoughi (both a Compass agent and her friend)

Photo credit: Alina Tsvor



Photo credit: Alina Tsvor

As for supporting young professionals in the industry, Annie suggests that one of the best ways to survive is to check your ego at the door and be a good person.

“It’s not about your ego, it’s about the client,” states Annie. “No two transactions are the same, and

sometimes you’ll run into complicated deals. And in those moments, it pays to be easy to work with and to have good relationships with other REALTORS®. I believe your relationships with other REALTORS® are just as important as your relationships with clients. In real estate, good relationships are what it’s all about.”



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Mia Hable

Owner of Artfully Arranged Staging

Attracting Homebuyers with a Cozy Vibe

The only thing better than helping your client sell their home quickly is getting them more money in the deal. That's where Mia Hable, owner of Artfully Arranged Staging, comes in. Mia's company specializes in staging occupied and vacant properties to help REALTORS® sell homes faster and for more money. When working with clients, Mia's goal is to increase the number of buyers who connect with the home by highlighting focal points and architectural details in each individual property and minimizing areas that don't add value.

"Each home has a unique charm, and I like to enhance those details with color and texture," says Mia. "It's important to find a balance between the neutral tones that appeal to everyone and pops of color that give the home some personality. If I do my job right, the property will feel cozy and appeal to a wide range of buyers."

Originally from Hudson, Ohio, Mia earned her bachelor's degree in art history from Lake Forest College and her master's in visual culture in classical antiquity from the University of Nottingham. She spent some time bouncing from job to job, never feeling like she was doing what she was meant to do. When a neighbor sold their home and hired a stager, Mia's life changed.

"On some level, I knew staging was a career from watching HGTV, but I hadn't considered it as a career for myself until that point," recalls Mia. "I started taking courses and got my staging certificate from Home Staging Resource, then founded Artfully Arranged Staging. I love getting to visit different neighborhoods in the city, and I get a rush knowing that I've helped a client transform their home while setting up a space that allows the buyers to see themselves in their new home."

One of Artfully Arranged Staging's unique selling points is that Mia personally visits every property to take measurements and create a custom, detailed, room-by-room plan that will allow buyers to appreciate the space and flow of the property.

Using furniture from rental companies and her personal collection of art, accessories, and textiles, Mia is able to stay current on design trends and play with styles that provide a more personal approach to each home.



"I tend to lean toward Scandinavian design style and embrace the concept of *hygge*, which emphasizes coziness in the home," states Mia. "Whenever possible, I encourage clients to light unscented candles during open houses because they immediately make a home feel warm and cozy."

Mia loves her work because she not only helps buyers, but she makes REALTORS®' lives easier as well, saving them from the tough conversations with clients about furniture, paint, and organization. She notes that it's not necessary to take an all-or-nothing approach to staging. While some clients may benefit from a complete overhaul, others may just need new paint colors or a few key pieces of furniture or décor to give their home a clean, updated look that will attract buyers. These small changes also help sellers emotionally disconnect from their property so they can focus on a quick and lucrative sale. ...

...

Over the last four years, Mia has enjoyed watching interior design trends change. When she first started, stagers relied on neutrals and grey tones to please every buyer, but almost every home looked the same. Now she's seeing the trend evolve to allow for more personal touches. While paint colors tend to remain neutral, stagers are adding pops of color with art and accessories to catch the eye of design-conscious buyers. Looking to the future, Mia anticipates a return of wood tones mixed in with painted cabinets in the kitchen to warm up the room.

Mia loves helping clients redecorate their kitchens, partially because she spends a lot of time in hers. Her family loves to cook and bake together, and when the pandemic limited gatherings, they set up a weekly Zoom call where they all cook together and take turns picking recipes.

"We've been sending each other 'quarantine kits' with fun activities to do together, like an online pasta-making class," explains Mia. "I'm looking forward to getting back outside this summer to garden and grow herbs and veggies on my deck."

To infuse a little hygge into her own home, Mia makes her own candles, customizing the scents for the season or occasion.

"I feel so lucky to be doing what I'm doing," says Mia. "Every day, I get to help buyers and sellers move on to their next adventure."



EACH HOME HAS A UNIQUE CHARM AND I LIKE TO ENHANCE THOSE DETAILS WITH COLOR AND TEXTURE."



To connect with Mia and learn more about the services Artfully Arranged Staging provides their clients, you can call 872-903-3591 or visit their website, www.artfullyarrangedstaging.com.

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BRONZEVILLE: A NEIGHBORHOOD OF RESILIENCE



neighborhood nuggets

By **Whitney Hampton**
Photos by **Heather Allison Love Photography**

Nestled on the South Side of Chicago is the Bronzeville neighborhood—a neighborhood that has a story of resilience ready to be told. I first happened upon Bronzeville after being invited to a local coffee shop, Sip & Savor. The atmosphere in the coffee house reminded me of home—from the music playing in the background to all the activity happening: some people talking, some people working, and I cannot forget to mention the spirited energy of the owner, Trez V. Pugh III. I was so attracted to the energy of the coffeehouse (and their tea selection) that I kept coming back, wanting to know more and more about the people that frequented it. I realized many of the patrons were Bronzeville locals, so I began to explore the neighborhood.

Almost immediately, I knew I wanted to immerse myself in all that the neighborhood had to offer. Each day I commuted from the south suburbs to explore and relish the local shops and eateries. (As a real estate broker, you can't help but fall in love with the architecture too. The greystone buildings are breathtaking.) During my explorations, I found what I consider the hidden

gems of Bronzeville, such as Shawn Michelle's Homemade Ice Cream shop and the quaint Ain't She Sweet Cafe. Mornings were spent at Peach's Restaurant, where the chicken sausage is the best I have had, or at Truth Italian, where once you've had the lamb chops, you want them every day.

The delicious and rich tastes offered at the savory eateries were only rivaled by the rich history flowing through the streets of Bronzeville. Some of the most influential African-American figures took up residence here—from the likes of trumpet stylist Louie Armstrong to Pulitzer Prize-winner Gwendolyn Brooks.

Bronzeville was known as “the Black Metropolis” and was the epicenter of African-American history and culture from the 1920s through the 1950s. To this day, the neighborhood hosts the annual Bud Billiken® Parade, an event that draws more than one million spectators each August. Also home to the Ida B. Wells-Barnett House, a local landmark, Bronzeville holds onto its history while new revitalizations slowly start to emerge in the community.



The 43 Green project, located near the local green line transit stop, has been in the works for the past three years. It will bring mixed-use apartments, affordable housing, and over 6,500 square feet of retail spaces. While this project nears its ribbon-cutting ceremony, there is still much to explore and enjoy in Bronzeville. I am excited to see this historic community continue to grow and flourish.

About the Author:

Whitney B. Hampton is shattering barriers in communities stunted by poverty and lack of opportunities. She strives to redefine the relationship between homeownership and generational wealth for millennials in and around Chicago. In 2019, she launched Hampton Real Estate and Investments, a thriving operation specializing in the development of real estate owners and professionals. As a broker, she has closed on more than \$18 million in sales, unlocking the doors to homeownership for families. She is also passionate about taking her leadership skills to the streets to support her community. One recent example is that in 2020 she organized Clean Out And Board Up 2020, which provided the necessary funding and labor needed to restore small business operations on Chicago's South Side.

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ROBERT YOSHIMURA

TURNING CLIENTS INTO NEIGHBORS



► on the rise

By Jennifer Mitchell

Photos by Heather Allison Love Photography

Born and raised in the city and a South Loop resident for the past 16 years, Robert Yoshimura knows Chicago inside and out. He's intimately familiar with the neighborhoods and communities—as only a lifelong resident can be—and he's loved watching his neighborhood grow and develop over time into what is now one of the most sought-after places to live in Chicago.

Growing up, Robert learned a lot from watching his parents work. He inherited his mother's entrepreneurial spirit, while his dad taught him the importance of discipline, structure, routines, and organization. Seeing their work ethic firsthand shaped Robert's idea of what it means to work hard, and it's something that contributes to his success today.

"As I've gotten older, I've really grown to appreciate and admire my parents more and more," notes Robert. "I will always look up to them as role models, both personally and professionally."

After attending Northern Illinois University, Robert started his own business operating tour buses in Chicago and northwest Indiana. Roughly five years ago, he decided to get into real estate, taking everything he learned from running a business and applying it to his career as a REALTOR®.

"I decided to become a REALTOR® because I wanted to share my love of the city and Chicago's famous architecture along with my knowledge of the various neighborhoods," notes Robert. "I have a strong desire to help people and guide them on their journey, and real estate checks all those boxes."

Robert's goal as a REALTOR® is to be an advocate for his clients, working with their best interests in mind. He equips buyers with the latest market data to ensure they walk into negotiations in the strongest position possible. For his sellers, he aims to get them top dollar as fast as possible. And as much as he likes to achieve those goals

Robert with his wife, Brooklyn



for his clients, the most fulfilling part of his work is creating meaningful and long-lasting relationships.

"Most of my past clients are also my neighbors," says Robert. "It's always a good feeling to help my clients move into my neighborhood and then see them on the street or at the grocery store. I've made a lot of good friends doing what I do."

When it comes to defining success, Robert doesn't think of his \$56 million career volume or the fact that he's been named a Top Producer by the Chicago Association of REALTORS® since 2018. He feels successful when he gets to wake up every day and put a smile on a client's face and guide them toward finding their home. "It's important to be grateful for what you have and stop envying the people who have what you don't."

Even in his spare time Robert advocates for homeowners. He serves on the board of directors at his homeowners' associations at both Prairie House and Prairie District Lofts. He is also an advocate for his neighbors through his work as a board member for the Prairie District Neighborhood Alliance.

But even in the busiest of times, Robert reserves one hour a day for himself.





“IT’S ALWAYS A GOOD FEELING TO HELP MY CLIENTS MOVE INTO MY NEIGHBORHOOD AND THEN SEE THEM ON THE STREET OR AT THE GROCERY STORE. I’VE MADE A LOT OF GOOD FRIENDS DOING WHAT I DO.”



“I’m more than happy to give the other 23 hours in my day to everyone else,” states Robert. “But for one hour every day, I go to the gym, and that’s my time. Working out centers me; it helps me focus on the day ahead.”

At the end of a long day, Robert comes home to his wife, Brooklyn, their two French bulldogs, Mochi and Mini, and their feisty feline, Monkey. An animal lover, Robert supports several local animal shelters and rescue centers.

To relax and unwind, Robert enjoys spending time in the parks and greenspaces in the South Loop, catching a concert, or going out to eat at one of Chicago’s many diverse restaurants with his wife. And if you get him talking about watches or *Star Wars*, he’ll likely get excited and “geek out” with you.

When it comes to his work, though, Robert claims it’s all about the fight and never giving up.

“The first tattoo I ever got was my name in Katakana, which includes the characters *shi-kon*,” explains Robert. “Translated from Japanese, that means ‘samurai spirit.’ I don’t know what the future holds, but I am excited to see how this industry evolves and know that I will be on the front lines ready to adapt and evolve along with it.”



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Sheila Dantzler

REBUILDING CHICAGO ONE VACANT LOT AT A TIME

For Sheila Dantzler, the journey to becoming a top producer was a winding road that included emigrating from Uganda, earning a degree in computer science, being named Miss Black USA, and founding a successful construction company with her husband. Over the last 15 years, she's done more than \$110 million in sales and earned awards from a number of organizations and publications, including the Chicago Association of REALTORS® and *Crain's Chicago Business*.

Sheila's road to success began in Uganda. Her father immigrated to the United States to complete his Ph.D. While working at Viking Press, he tried everything to bring his wife and daughters to America, including walking into the office of Jacqueline Kennedy Onassis to ask for her help. She obliged and wrote a letter to her brother-in-law, Ted Kennedy, requesting his assistance. The letter is framed and hanging in Sheila's home office today.



Sheila and her husband, Eric

"My dad is my hero," states Sheila. "English was his second language, and I can't fathom the courage it took for him to walk into the office of the former First Lady of the United States and ask for help. Every time I read that letter, I'm reminded that you get nothing in life if you don't ask for it."

Roughly six months after the letter was sent, Sheila, her mother, and her sister arrived in the United States. As Sheila grew up, her parents taught her to be proud of her heritage and rich culture. Her father, a college professor, also preached the importance of a good education. So Sheila went on to Grambling State University to earn a degree in computer science.

Each summer during college, Sheila interned with IBM, an experience that instilled great confidence in her.

"I was interning with students from Ivy League schools," recalls Sheila. "We were doing the same work—the only difference was they had greater networks than I did. That's when I learned the importance of networking."

After graduating, Sheila sold software for IBM and a smaller technology company for five years. At the time, she was also

spending her weekends working for the sales center in her condo building, which was a new construction. She would greet guests and take them up to their models where the sales agent would take over. The sales staff encouraged Sheila to pursue a career in real estate, but since she was already employed, Sheila stuck with the weekend work.

However, after getting cut from her corporate job due to layoffs, Sheila's friend connected her with the Chicago developer Belgravia. She started working in different sales centers on the weekends and one of the agents there encouraged her to get her real estate license. So Sheila started taking classes at Chicago Association of REALTORS® in the evenings while doing freelance marketing and event management consulting. After getting her license, Sheila started selling new construction in Bronzeville, Kenwood, and Woodlawn for a small brokerage.

While IBM taught her how to be a great saleswoman, much of Sheila's success can be attributed to her intuition and commitment to never giving up.



“

YOUR MINDSET AND YOUR FAITH ARE YOUR MOST IMPORTANT ASSETS WHEN IT COMES TO ACHIEVING WHAT YOU WANT IN THIS LIFE.”

Working full-time and running a side business keeps Sheila busy, so she enjoys having date nights with her husband, girls’ nights with her friends, and movie nights with her daughter, Gabriella, who is 10. Whenever possible, the family takes a vacation to escape, sit on the beach, and read. (Sheila’s favorite reads? *The Alchemist* by Paulo Coelho and *The Secret* by Rhonda Byrne.)

“One of the reasons I’ve found success is because I’m genuinely interested in understanding people’s stories and their backgrounds,” states Sheila. “Networking is one of my greatest skills. I also love the art of the deal. Yes, it can be stressful, but it’s fulfilling to problem-solve.”

Not only is Sheila working full-time as a real estate agent, but she also runs a construction company with her husband, Eric, a real estate developer, who she met 25 years ago. Their company, R&D Builders, has built and renovated a number of homes in and around Bronzeville. The company was recently selected to be one of the five developers that will bring more than 40 new homes to the third ward over the next few years.

One of their projects is the Bronzeville Salon Suites—a three-story, new-construction building

housing eighteen suites. It will “give salon and wellness professionals the pride and privacy of having their own mini salon without the overhead,” says Sheila. “It was a vision I had over six years ago. We never gave up on it and were eventually awarded one of the largest Neighborhood Opportunity Fund grants. That allowed us to secure a team of investors and complete the building. We are super proud to help bring eighteen new entrepreneurs to Bronzeville. We will be doing a similar concept of office suites on the same block where we own most of the land.”

“We have a grand vision for R&D: we want to replace vacant lots with beautiful buildings, and we are deeply committed to encouraging entrepreneurship,” notes Sheila. “We are in the process of building generational wealth for ourselves, and we want to inspire others to do the same.”

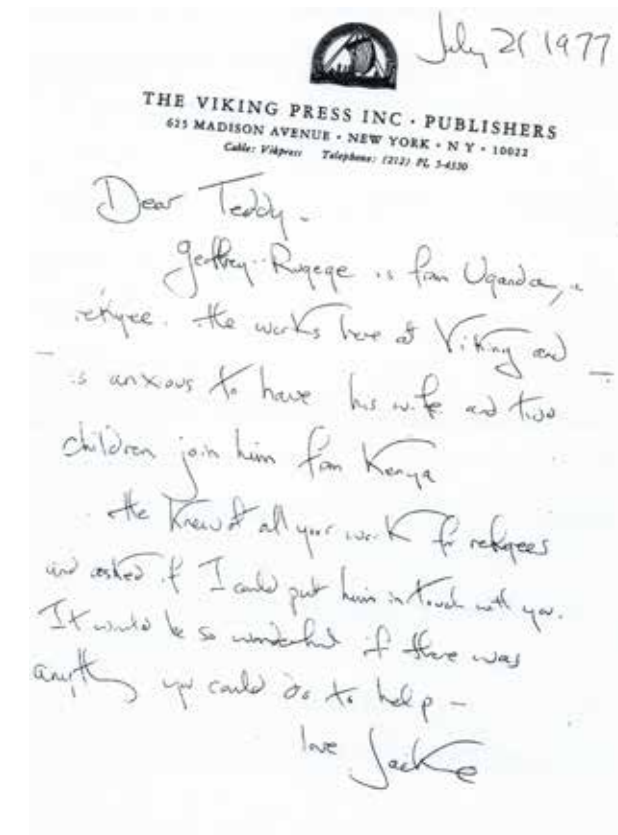


Sheila with her family on vacation in the Bahamas.

With all that on her plate, Sheila somehow still manages to find time to volunteer with Jack and Jill of America’s Chicago chapter, a family organization dedicated to nurturing future African American leaders by strengthening children through leadership development, volunteer service, philanthropic giving, and civic duty.

As for advice to future generations, Sheila had this to say: “Your mindset and your faith are your most important assets when it comes to achieving what you want in this life. Real estate is not easy, but it’s worth it. Stay the course and guard your mindset. One of my favorite quotes is ‘What you think, you become.’”¹

¹ Attributed to Siddhartha Gautama, the Buddha.



A letter from Jacqueline Kennedy Onassis, on behalf of Sheila’s father, to Ted Kennedy requesting his assistance in bringing the rest of Sheila’s family to the US. The letter is framed and hanging in Sheila’s home office today.



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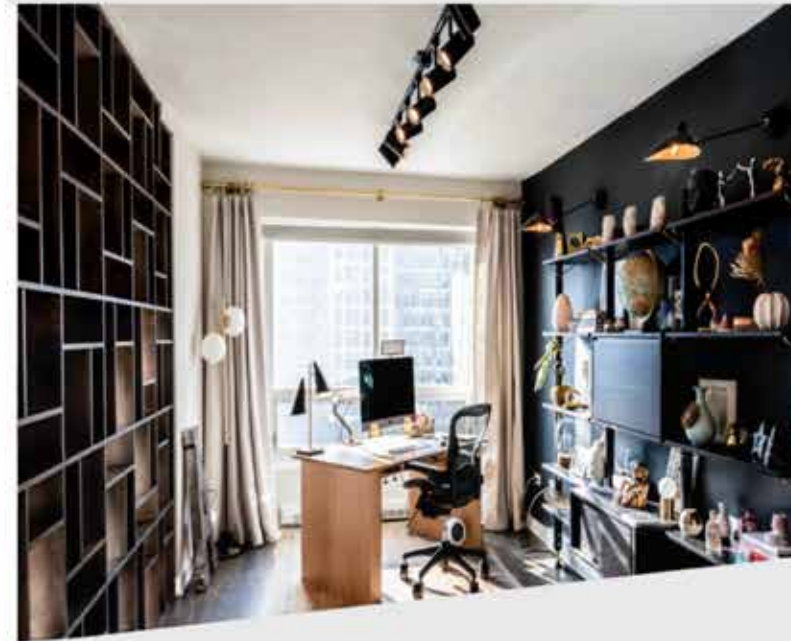


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SCAN TO BOOK



TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to May 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	98	\$182,589,966	43	\$79,972,380	141	\$262,562,346
2	Jeffrey	Lowe	83	\$97,885,394	48	\$56,822,900	131	\$154,708,294
3	Matt	Laricy	103	\$44,432,746	108	\$59,332,448	211	\$103,765,194
4	Leigh	Marcus	99	\$64,183,175	42	\$26,510,035	141	\$90,693,210
5	Emily	Sachs Wong	37	\$59,416,500	13	\$26,531,000	50	\$85,947,500
6	Mario	Greco	82	\$47,140,250	27	\$21,896,351	109	\$69,036,601
7	Sophia	Klopas	40	\$33,610,400	20	\$15,560,500	60	\$49,170,900
8	Grigory	Pekarsky	46	\$22,216,700	52	\$26,523,096	98	\$48,739,796
9	Millie	Rosenbloom	28	\$30,044,800	15	\$10,904,900	43	\$40,949,700
10	Hayley	Westhoff	34	\$21,630,350	29	\$19,055,749	63	\$40,686,099
11	Melanie	Giglio	44	\$26,472,631	23	\$13,767,315	67	\$40,239,946
12	Jennifer	Ames	16	\$19,246,900	11	\$20,269,500	27	\$39,516,400
13	Karen	Biazar	48	\$26,517,850	27	\$12,823,000	75	\$39,340,850
14	Chezi	Rafaelli	24	\$33,197,500	3	\$5,450,000	27	\$38,647,500
15	Alexandre	Stoykov	16	\$7,142,750	68	\$30,198,550	84	\$37,341,300
16	Carrie	McCormick	32	\$23,012,000	12	\$12,622,300	44	\$35,634,300
17	Emily	Phair	24	\$12,093,450	56	\$22,056,716	80	\$34,150,166
18	Konrad	Dabrowski	28	\$23,277,132	14	\$10,536,500	42	\$33,813,632
19	Timothy	Sheahan	37	\$26,073,400	9	\$7,720,200	46	\$33,793,600
20	Katharine	Waddell	29	\$17,005,500	25	\$16,531,650	54	\$33,537,150
21	Benyamin	Lalez	16	\$8,372,000	51	\$24,759,900	67	\$33,131,900
22	Danielle	Dowell	29	\$15,499,800	26	\$16,785,800	55	\$32,285,600
23	Julie	Busby	28	\$17,302,900	25	\$12,163,621	53	\$29,466,521
24	Daniel	Glick	23	\$15,312,250	17	\$13,441,300	40	\$28,753,550
25	Ashley	Donat	25	\$11,916,600	35	\$16,795,390	60	\$28,711,990
26	Susan	Miner	4	\$13,556,000	3	\$14,425,000	7	\$27,981,000
27	Joanne	Nemerovski	14	\$16,044,250	13	\$11,108,500	27	\$27,152,750
28	Lance	Kirshner	29	\$15,500,259	17	\$10,694,400	46	\$26,194,659
29	Brad	Lippitz	21	\$15,577,500	15	\$10,481,400	36	\$26,058,900
30	Daniel	Close	18	\$8,538,000	21	\$16,756,697	39	\$25,294,697
31	Darrell	Scott	10	\$7,508,350	29	\$17,566,750	39	\$25,075,100
32	Tommy	Choi	22	\$12,178,150	25	\$12,334,430	47	\$24,512,580
33	Debra	Dobbs	19	\$18,573,500	7	\$5,630,000	26	\$24,203,500
34	Ivona	Kutermankiewicz	24	\$18,611,920	9	\$5,413,000	33	\$24,024,920

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Sam	Shaffer	13	\$5,778,750	35	\$18,102,750	48	\$23,881,500
36	Cadey	O'Leary	10	\$20,066,500	3	\$3,175,000	13	\$23,241,500
37	Timothy	Salm	9	\$20,972,000	3	\$1,731,750	12	\$22,703,750
38	Ryan	Preuett	8	\$11,372,500	4	\$11,295,000	12	\$22,667,500
39	Nicholas	Apostal	16	\$12,584,900	8	\$9,654,500	24	\$22,239,400
40	Kevin	Wood	5	\$14,876,257	3	\$6,926,659	8	\$21,802,916
41	Owen	Duffy	30	\$16,079,915	13	\$5,660,500	43	\$21,740,415
42	Rafay	Qamar	17	\$6,651,500	39	\$14,865,550	56	\$21,517,050
43	James	D'Astice	9	\$4,710,000	29	\$16,658,400	38	\$21,368,400
44	Natasha	Motev	10	\$11,018,500	6	\$10,287,000	16	\$21,305,500
45	Keith	Brand	8	\$3,597,900	25	\$17,352,288	33	\$20,950,188
46	Barbara	O'Connor	22	\$12,968,945	15	\$7,903,745	37	\$20,872,690
47	Lauren	Mitrick Wood	17	\$9,864,500	19	\$10,666,900	36	\$20,531,400
48	Scott	Curcio	32	\$11,421,550	22	\$8,441,500	54	\$19,863,050
49	Melissa	Siegal	25	\$18,592,500	2	\$882,500	27	\$19,475,000
50	Jennifer	Mills	21	\$11,664,650	12	\$7,445,502	33	\$19,110,152

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.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to May 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Bari	Levine	25	\$13,395,500	7	\$5,647,250	32	\$19,042,750
52	Nadine	Ferrata	19	\$10,537,500	11	\$8,326,072	30	\$18,863,572
53	Amanda	McMillan	28	\$12,863,650	9	\$5,848,500	37	\$18,712,150
54	Kelly	Parker	10	\$4,722,000	24	\$13,287,150	34	\$18,009,150
55	Elizabeth	Ballis	11	\$5,823,000	11	\$12,109,499	22	\$17,932,499
56	Richard	Kasper	23	\$14,132,700	9	\$3,616,537	32	\$17,749,237
57	Jill	Silverstein	5	\$2,626,000	19	\$14,932,250	24	\$17,558,250
58	Michael	Shenfeld	14	\$10,775,500	10	\$6,758,400	24	\$17,533,900
59	Santiago	Valdez	29	\$10,413,062	19	\$7,111,907	48	\$17,524,969
60	Mehdi	Mova	11	\$7,801,400	15	\$9,406,000	26	\$17,207,400
61	Sarah	Ziehr	25	\$12,113,500	7	\$5,033,200	32	\$17,146,700
62	Melanie	Everett	10	\$3,190,480	33	\$13,911,500	43	\$17,101,980
63	Alishja	Ballard	15	\$7,773,300	15	\$8,961,300	30	\$16,734,600
64	Melanie	Carlson	12	\$7,227,400	10	\$9,390,217	22	\$16,617,617
65	Dennis	Huyck	14	\$8,316,500	11	\$8,091,125	25	\$16,407,625
66	Sherri	Hoke	7	\$13,910,158	3	\$2,470,500	10	\$16,380,658
67	Sharon	Gillman	11	\$8,620,500	11	\$7,611,500	22	\$16,232,000
68	Colin	Hebson	13	\$7,243,500	20	\$8,954,700	33	\$16,198,200
69	Rizwan	Gilani	14	\$6,135,000	20	\$9,874,550	34	\$16,009,550
70	Elizabeth	Lothamer	11	\$6,635,400	19	\$9,303,460	30	\$15,938,860
71	Nicholas	Colagiovanni	14	\$12,099,900	4	\$3,786,000	18	\$15,885,900
72	Nicholaos	Voutsinas	7	\$3,995,900	22	\$11,844,000	29	\$15,839,900
73	R. Matt	Leutheuser	6	\$15,310,000	1	\$460,000	7	\$15,770,000
74	Michael	Rosenblum	14	\$12,904,747	4	\$2,855,000	18	\$15,759,747
75	Danny	Lewis	15	\$7,056,000	13	\$8,654,000	28	\$15,710,000
76	Philip	Skowron	7	\$11,055,000	4	\$4,561,000	11	\$15,616,000
77	D	Waveland Kendt	13	\$7,509,984	11	\$7,949,500	24	\$15,459,484
78	Sari	Levy	11	\$5,854,000	12	\$9,430,800	23	\$15,284,800
79	Sara	McCarthy	20	\$9,097,800	9	\$6,172,900	29	\$15,270,700
80	Amy	Duong	9	\$3,263,000	12	\$11,989,523	21	\$15,252,523
81	John	O'Neill	10	\$10,965,000	6	\$4,256,000	16	\$15,221,000
82	Elias	Masud	9	\$3,289,999	28	\$11,928,600	37	\$15,218,599
83	Matthew	Liss	15	\$7,655,000	10	\$7,539,000	25	\$15,194,000
84	Grace	Sergio	21	\$14,902,700	0	\$0	21	\$14,902,700

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jason	O'Beirne	18	\$11,464,801	8	\$3,382,000	26	\$14,846,801
86	Lucas	Blahnik	9	\$4,044,250	16	\$10,459,150	25	\$14,503,400
87	Karen	Schwartz	16	\$7,699,500	14	\$6,602,499	30	\$14,301,999
88	Vincent	Anzalone	13	\$9,429,500	7	\$4,849,000	20	\$14,278,500
89	Nancy	Tassone	10	\$8,657,500	5	\$5,485,000	15	\$14,142,500
90	Steve	Dombar	0	\$0	23	\$14,026,000	23	\$14,026,000
91	Joseph	Kotoch	10	\$4,834,000	17	\$9,177,500	27	\$14,011,500
92	Barbara	Proctor	9	\$10,325,500	2	\$3,643,933	11	\$13,969,433
93	Cynthia	Sodolski	13	\$7,008,900	13	\$6,934,400	26	\$13,943,300
94	Ryan	McKane	29	\$12,104,200	4	\$1,800,000	33	\$13,904,200
95	Nick	Rendleman	22	\$7,133,600	20	\$6,533,312	42	\$13,666,912
96	Juliana	Yeager	13	\$7,625,299	9	\$5,939,000	22	\$13,564,299
97	Aaron	Sklar	10	\$8,630,000	5	\$4,890,000	15	\$13,520,000
98	Laura	Meier	18	\$8,230,000	9	\$5,280,000	27	\$13,510,000
99	Pamela	Rueve	5	\$11,196,500	3	\$2,283,000	8	\$13,479,500
100	Lindsey	Richardson	16	\$6,411,300	10	\$6,926,500	26	\$13,337,800

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to May 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Nick	Nastos	7	\$2,572,850	21	\$10,752,500	28	\$13,325,350
102	Marlene	Rubenstein	15	\$8,327,750	9	\$4,932,500	24	\$13,260,250
103	Peter	Moore	13	\$9,011,000	8	\$4,220,500	21	\$13,231,500
104	Michael	Hall	13	\$9,103,900	7	\$4,084,000	20	\$13,187,900
105	Joshua	Lipton	12	\$9,868,000	3	\$3,290,213	15	\$13,158,213
106	Ian	Schwartz	14	\$8,970,000	6	\$3,929,000	20	\$12,899,000
107	Chris	McComas	12	\$6,579,499	12	\$6,236,630	24	\$12,816,129
108	Todd	Szwajkowski	17	\$8,311,400	11	\$4,499,500	28	\$12,810,900
109	Stephanie	Maloney	7	\$5,657,500	4	\$7,082,500	11	\$12,740,000
110	Christopher	Engelmann	7	\$2,953,900	18	\$9,678,500	25	\$12,632,400
111	Layching	Quek	3	\$1,496,000	20	\$11,112,800	23	\$12,608,800
112	Jeffrey	Proctor	11	\$8,314,220	2	\$4,285,000	13	\$12,599,220
113	Brian	Moon	8	\$3,116,700	15	\$9,418,000	23	\$12,534,700
114	Stephanie	Cutter	13	\$6,165,985	6	\$6,358,150	19	\$12,524,135
115	Lisa	Kalous	15	\$8,171,000	7	\$4,262,000	22	\$12,433,000
116	Chris	Stockwell	7	\$4,925,000	8	\$7,507,500	15	\$12,432,500
117	Brooke	Vanderbok	17	\$9,922,300	5	\$2,473,000	22	\$12,395,300
118	Eudice	Fogel	11	\$6,315,700	6	\$6,034,500	17	\$12,350,200
119	Stacey	Dombar	24	\$10,933,001	2	\$1,417,000	26	\$12,350,001
120	Tim	Lorimer	11	\$6,561,250	8	\$5,714,500	19	\$12,275,750
121	Mark	Bystrowicz	9	\$11,488,465	1	\$760,000	10	\$12,248,465
122	Margaret	Baczkowski	11	\$11,493,000	1	\$687,000	12	\$12,180,000
123	Laura	Topp	14	\$6,773,000	12	\$5,198,500	26	\$11,971,500
124	Michael	Linden	21	\$10,246,400	3	\$1,714,000	24	\$11,960,400
125	Mark	Buckner	4	\$1,462,000	17	\$10,436,900	21	\$11,898,900
126	Ryan	Gossett	10	\$4,662,123	16	\$7,178,750	26	\$11,840,873
127	Samantha	Porter	13	\$11,826,000	0	\$0	13	\$11,826,000
128	Katherine	Malkin	4	\$8,140,000	4	\$3,670,000	8	\$11,810,000
129	Lisa	Sanders	17	\$8,313,500	7	\$3,453,500	24	\$11,767,000
130	Elena	Theodoros	13	\$6,624,750	7	\$5,079,000	20	\$11,703,750
131	Michael	Hulett	16	\$8,768,756	4	\$2,846,000	20	\$11,614,756
132	Kyle	Jamicich	12	\$6,805,000	5	\$4,765,000	17	\$11,570,000
133	Scott	Berg	27	\$11,557,431	0	\$0	27	\$11,557,431
134	Matthew	Engle	15	\$7,269,500	13	\$4,265,500	28	\$11,535,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Frank	Montro	43	\$8,874,850	12	\$2,628,600	55	\$11,503,450
136	Michael	Maier	16	\$6,969,000	10	\$4,523,000	26	\$11,492,000
137	Brad	Zibung	12	\$7,165,000	4	\$4,309,000	16	\$11,474,000
138	Pasquale	Recchia	10	\$5,216,000	9	\$6,211,500	19	\$11,427,500
139	Suzanne	Gignilliat	5	\$8,996,000	2	\$2,427,000	7	\$11,423,000
140	Stephanie	LoVerde	12	\$6,551,800	9	\$4,777,900	21	\$11,329,700
141	Erin	Mandel	9	\$6,461,000	9	\$4,830,250	18	\$11,291,250
142	Kathryn	Schrage	24	\$9,956,500	2	\$1,305,000	26	\$11,261,500
143	Anthony	Torres	4	\$1,296,400	20	\$9,957,650	24	\$11,254,050
144	Cory	Tanzer	14	\$4,795,500	15	\$6,450,400	29	\$11,245,900
145	Daniel	Fowler	10	\$5,740,000	11	\$5,481,850	21	\$11,221,850
146	Stefanie	Lavelle	15	\$8,457,000	5	\$2,721,700	20	\$11,178,700
147	Hadley	Rue	15	\$9,650,500	3	\$1,520,000	18	\$11,170,500
148	Margaret	Daday	6	\$3,084,000	12	\$8,051,000	18	\$11,135,000
149	Boris	Lehtman	13	\$10,407,000	1	\$700,000	14	\$11,107,000
150	Harold	Blum	6	\$5,669,000	3	\$5,430,000	9	\$11,099,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to May 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Cindy	Wilson	7	\$4,272,000	6	\$6,694,500	13	\$10,966,500
152	Cindy	Weinreb	5	\$2,178,000	16	\$8,782,400	21	\$10,960,400
153	Nathan	Binkley	9	\$5,181,000	8	\$5,750,000	17	\$10,931,000
154	Joel	Holland	20	\$9,707,900	2	\$1,163,000	22	\$10,870,900
155	Robert	Picciariello	28	\$10,826,400	0	\$0	28	\$10,826,400
156	Mike	Larson	1	\$280,000	4	\$10,542,000	5	\$10,822,000
157	Benjamin	Lissner	6	\$3,159,000	14	\$7,647,900	20	\$10,806,900
158	Linda	Levin	5	\$2,441,000	11	\$8,306,162	16	\$10,747,162
159	Matt	Silver	7	\$4,232,000	8	\$6,479,400	15	\$10,711,400
160	Patrick	Shino	4	\$1,391,000	25	\$9,164,550	29	\$10,555,550
161	Bruce	Glazer	9	\$4,265,500	9	\$6,203,000	18	\$10,468,500
162	James	Streff	13	\$4,676,000	11	\$5,743,500	24	\$10,419,500
163	Kathryn	Barry	8	\$3,321,000	14	\$7,096,900	22	\$10,417,900
164	Brian	Pistorius	10	\$5,861,500	7	\$4,550,500	17	\$10,412,000
165	Tony	Mattar	11	\$4,001,950	20	\$6,402,900	31	\$10,404,850
166	Vincent	Lance	14	\$6,592,760	8	\$3,770,500	22	\$10,363,260
167	Shay	Hata	15	\$8,442,500	5	\$1,863,000	20	\$10,305,500
168	Michael	McCallum	7	\$3,327,200	9	\$6,972,000	16	\$10,299,200
169	Beth	Gomez	8	\$4,328,720	10	\$5,955,000	18	\$10,283,720
170	Michael	Battista	6	\$7,052,500	3	\$3,190,000	9	\$10,242,500
171	Jacob	Tasharski	7	\$3,264,000	13	\$6,878,769	20	\$10,142,769
172	Elizabeth	Caya	2	\$660,000	20	\$9,452,900	22	\$10,112,900
173	Paul	Mancini	11	\$5,450,800	8	\$4,590,250	19	\$10,041,050
174	Michael	McGuinness	5	\$1,649,000	15	\$8,266,275	20	\$9,915,275
175	Anthony	Madonia	8	\$7,984,490	2	\$1,899,900	10	\$9,884,390
176	Gloria	Wiekert	5	\$3,297,900	12	\$6,562,400	17	\$9,860,300
177	Susan	Kanter	12	\$4,949,000	10	\$4,896,000	22	\$9,845,000
178	Brooke	Daitchman	11	\$4,496,000	12	\$5,341,000	23	\$9,837,000
179	Phil	Byers	12	\$4,992,900	8	\$4,808,000	20	\$9,800,900
180	Lisa	Blume	4	\$1,825,000	17	\$7,972,406	21	\$9,797,406
181	Lindsay	Everest	8	\$6,360,950	4	\$3,432,500	12	\$9,793,450
182	Kate	Gaffey	4	\$2,601,000	14	\$7,136,800	18	\$9,737,800
183	Leslie	Glazier	8	\$5,485,250	5	\$4,249,000	13	\$9,734,250
184	Azeem	Khan	4	\$9,725,000	0	\$0	4	\$9,725,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Gail	Spreen	16	\$6,135,000	7	\$3,582,500	23	\$9,717,500
186	Rubina	Bokhari	9	\$5,485,000	9	\$4,208,000	18	\$9,693,000
187	Alice	Berger	9	\$6,518,500	5	\$3,167,500	14	\$9,686,000
188	Qiankun	Chen	16	\$4,931,950	13	\$4,728,000	29	\$9,659,950
189	Eric	Hublar	4	\$1,835,875	18	\$7,819,000	22	\$9,654,875
190	Gregory	Desmond	9	\$6,263,350	2	\$3,366,600	11	\$9,629,950
191	Ashley	Bell	6	\$3,540,400	5	\$6,077,000	11	\$9,617,400
192	Emily	Smart Lemire	9	\$5,829,000	5	\$3,777,500	14	\$9,606,500
193	Mark	Icuss	10	\$7,119,444	4	\$2,405,500	14	\$9,524,944
194	Kieran	Conlon	11	\$5,161,400	9	\$4,296,800	20	\$9,458,200
195	Eamonn	Stafford	18	\$7,298,325	13	\$2,126,000	31	\$9,424,325
196	Thomas	Moran	3	\$5,159,000	4	\$4,239,000	7	\$9,398,000
197	Stefanie	D'Agostino	19	\$6,747,799	4	\$2,613,000	23	\$9,360,799
198	Thomas	Bezanes	6	\$1,717,000	15	\$7,605,000	21	\$9,322,000
199	Christina	McNamee	16	\$8,169,500	2	\$1,148,500	18	\$9,318,000
200	Dominic	Irpino	13	\$4,459,900	11	\$4,849,500	24	\$9,309,400

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TOP 250 STANDINGS

Teams and individuals from January 1, 2021 to May 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Jacqueline	Colando	23	\$9,307,800	0	\$0	23	\$9,307,800
202	Joseph	Chiappetta	10	\$5,275,360	10	\$3,831,217	20	\$9,106,577
203	Christie	Ascione	9	\$5,917,000	4	\$3,101,500	13	\$9,018,500
204	Kelly	Angelopoulos	13	\$6,373,478	4	\$2,636,000	17	\$9,009,478
205	Marzena	Frausto	0	\$0	13	\$8,990,575	13	\$8,990,575
206	James	Sheehan	5	\$4,905,000	8	\$4,070,000	13	\$8,975,000
207	Douglas	Smith	2	\$4,654,000	3	\$4,280,000	5	\$8,934,000
208	Lisa	Huber	8	\$3,664,650	12	\$5,266,500	20	\$8,931,150
209	Anna	Huls	10	\$5,094,075	7	\$3,789,900	17	\$8,883,975
210	Brittany	Strale	1	\$719,000	18	\$8,067,250	19	\$8,786,250
211	Geoffrey	Zureikat	6	\$2,820,000	11	\$5,961,400	17	\$8,781,400
212	Zachary	Redden	7	\$2,564,000	12	\$6,156,485	19	\$8,720,485
213	Carol	Collins	9	\$5,713,500	4	\$2,963,000	13	\$8,676,500
214	Xiaojing	Frost	3	\$1,213,000	11	\$7,459,193	14	\$8,672,193
215	Jennifer	Riccolo Debower	4	\$3,825,000	7	\$4,846,000	11	\$8,671,000
216	Kimber	Galvin	3	\$1,680,400	14	\$6,952,400	17	\$8,632,800
217	Justin	Lucas	10	\$3,489,750	10	\$5,117,000	20	\$8,606,750
218	Sam	Jenkins	6	\$7,435,925	1	\$1,100,000	7	\$8,535,925
219	Heather	Hillebrand	6	\$4,060,000	8	\$4,467,500	14	\$8,527,500
220	John	Lyons	9	\$4,795,500	10	\$3,694,750	19	\$8,490,250
221	Connie	Engel	13	\$5,978,000	3	\$2,485,000	16	\$8,463,000
222	Tara	Leinenweber	18	\$7,217,000	1	\$1,235,000	19	\$8,452,000
223	Eugene	Fu	8	\$6,350,600	7	\$2,095,000	15	\$8,445,600
224	Brian	Loomis	3	\$2,261,100	3	\$6,110,000	6	\$8,371,100
225	David	Mishel	8	\$3,324,610	6	\$5,010,000	14	\$8,334,610
226	Robin	Allotta	11	\$3,922,600	7	\$4,397,000	18	\$8,319,600
227	Mary	Lusk	5	\$1,502,900	16	\$6,766,001	21	\$8,268,901
228	Christopher	Pertile	2	\$937,900	8	\$7,284,000	10	\$8,221,900
229	Paul	Gorney	2	\$1,395,000	4	\$6,823,000	6	\$8,218,000
230	Janelle	Dennis	13	\$5,815,999	6	\$2,381,899	19	\$8,197,898
231	Susan	Nice	12	\$6,145,501	3	\$2,037,900	15	\$8,183,401
232	Juana	Honeycutt	4	\$3,367,500	4	\$4,740,900	8	\$8,108,400
233	Mitir	Patel	3	\$1,495,000	10	\$6,608,001	13	\$8,103,001
234	Caroline	Druker	4	\$2,440,000	4	\$5,652,500	8	\$8,092,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Mary	Haight Himes	7	\$5,327,821	5	\$2,751,000	12	\$8,078,821
236	Tim	Mullet	10	\$3,862,750	9	\$4,206,500	19	\$8,069,250
237	Mark	Zipperer	14	\$5,322,750	9	\$2,734,750	23	\$8,057,500
238	Andreas	Holder	3	\$3,770,000	5	\$4,285,500	8	\$8,055,500
239	Jordan	Pyle	8	\$4,516,000	7	\$3,525,000	15	\$8,041,000
240	Jake	Fugman	0	\$0	16	\$8,039,899	16	\$8,039,899
241	Elizabeth	Jones	5	\$2,357,775	10	\$5,653,500	15	\$8,011,275
242	Craig	Fallico	19	\$6,772,000	4	\$1,230,640	23	\$8,002,640
243	Cornelis	Hoogstraten	0	\$0	10	\$7,991,800	10	\$7,991,800
244	Michael	Michalak	10	\$2,982,447	8	\$5,001,900	18	\$7,984,347
245	Michael	Yeagle	7	\$6,028,000	4	\$1,920,000	11	\$7,948,000
246	Lynn	Weekley	9	\$4,595,000	3	\$3,349,000	12	\$7,944,000
247	Eugene	Abbott	1	\$875,000	9	\$7,063,000	10	\$7,938,000
248	Laura	Rahilly	9	\$3,366,100	6	\$4,570,514	15	\$7,936,614
249	Ken	Jungwirth	6	\$3,439,000	7	\$4,482,700	13	\$7,921,700
250	Brady	Miller	10	\$2,911,829	16	\$5,008,500	26	\$7,920,329

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