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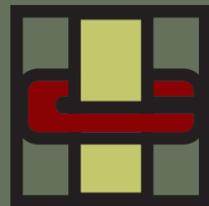
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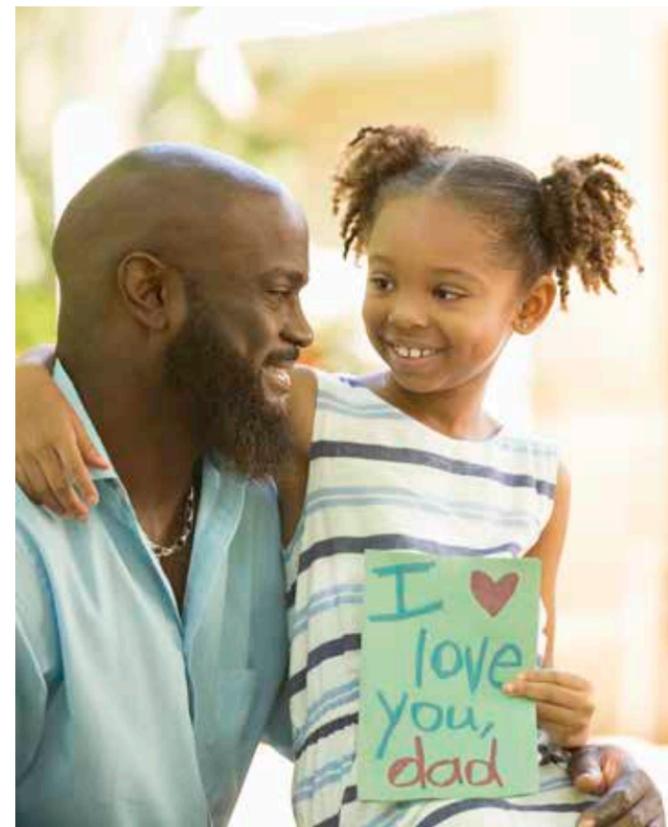
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Friday morning before school. This came to a halt last year and it was energizing to finally start the #DunkinDonutsDaddyDaughtersDateDay tradition again! The experience has been a little different without eating inside, but nevertheless, it is a small taste of normalcy.

I guess what I am trying to communicate is that it feels like we are on mile 23 of this marathon. The challenge is that the finish line is so arbitrary. How will one know when it is crossed? Time will only tell, and I believe that it is right around the corner!



Fighting the good fight,

Andy Burton
Publisher, *Chicago Real Producers*
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PUBLISHER'S **note**

I was reminiscing with a friend recently recalling some of the conversations I had with people at the end of March last year. Knowing what we know now, we were laughing at how naive we were simply because of the uncharted territory that lay ahead of us at the time. I'm sure most of you can relate as those exchanges went something like this:

"Hey, I think we might have to reschedule our dinner plans for next week."

"Yeah I agree, let's circle back in a couple weeks toward the middle of April and wait for this whole COVID thing to die down."

Little did we know what was ahead. It is refreshing and hopeful to see signs of light at the end of the tunnel. Most of you who follow me on Facebook know that I take my two older daughters to Dunkin' Donuts religiously every

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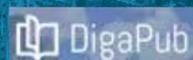
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Father's Day TRIBUTE



business
By Mark Dollard



As we approach Father's Day in 2021, I can't help but be incredibly grateful for the lessons taught to me by my father and for his ability to be an amazing role model. This is especially true after the unprecedented year that we have had dealing with an alternatively hot and cold real estate market, a pandemic, and the various restrictions on how we have to go about our lives. I don't know if I would have made it through the last eighteen months without his guidance and the example he set for me.

My father might be the most diligent person I have ever met, and I can't even describe how important seeing that has been for me in my life. Regardless of the situation you are in, diligence and consistency will always help you make the most of it.

While I was growing up, he was always up early in the morning taking care of things around the house, making sure to get some exercise in, and then grinding it out at work (often doing overtime)

without fail. This type of work ethic is what helps people get out of tough times and allows them to achieve great things during the good times. My father was able to carve out a very unique role at his work through this diligence over the years. It didn't happen overnight. It took years of effort to create the situation he wanted. This example has been so helpful to me when dealing with the highly variable landscape of both 2020 and foreseeable 2021. The world may change, but as individuals, if we keep working hard and doing what we need to do, good things will come in time.

My father is unfailingly honest. He has always kept things above board in all aspects of life. Honesty is so important to achieving long-term happiness and success. Living with that ethos is not easy to do all the time, and I have seen many cases where someone tells a fib or a "little

white lie" for the sake of expediency, but I can't recall a time when my dad took a shortcut like that. His is an example that we should all strive to follow.

My father is definitely unafraid of being himself. He can be described as eccentric, and I don't think he would argue with that description. I'm not sure how many people think about this, but when you are totally comfortable with being yourself and not worried about fitting in, it frees you up to focus on important things. Part of why my dad was able to work really hard and focus on his fitness and get things done is because he was never worried about impressing anyone else or trying to fit in. He's just always done what he likes to do and he does it well.

My father has always been there for me. He has always supported me and helped me out so much over the

years. I am not able to count the number of times when he helped make a tough situation work out really well. By setting a great example, as well as always being there when I needed advice or help, and supporting me throughout the various twists and turns that my life has taken, he has been completely irreplaceable.

If I can get somewhere close to setting his example for my own son, I'll be happy. As a father, I see the importance of being that type of role model in new ways, and I have learned how to do a better job of setting that example over time. I've also come to appreciate how unique every person is, and that means I have learned how to see and respond to the unique needs of my son (much like his grandfather, he is certainly one of a kind). Hopefully, my father's example will be a family tradition that will last for many, many generations.

Dad, thank you so much for everything throughout the years, and I'm looking forward to our time together going forward. Love, Sonny.

About the Author:

Mark Dollard has built a reputation as a responsive and dedicated broker who uses his market expertise and extensive background in finance to identify and close on prime opportunities for his clients. As a multi-year top-producing agent, he brings an unparalleled level of experience, skills, and customer service to real estate transactions. Constantly looking at the long-term benefits, Mark educates his clients with their future in mind and remains a trusted advisor long after any single transaction has closed.



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Hank Sander

Owner, Heartland Home Inspections

▶ partner spotlight

By Jennifer Mitchell
Photos by Sonya Martin



Training Inspectors to Train Homeowners

Hank Sander's versatile career has been a huge asset in running his business, Heartland Home Inspections. The company provides home inspections, commercial inspections, radon testing, thermal imaging, sewer scans, and lead in water testing in the Chicago area. And anyone who's worked with or spoken with Hank knows how passionate he is about helping his clients feel confident that they've found a safe and comfortable home.

Though he now runs a successful home inspection business, Hank dabbled in a number of related careers before opening his own business. He originally studied criminal justice in school and had a minor in business and hospitality management. While in college, Hank spent his summers building homes on a construction crew and worked on carpentry projects as well.

From there he worked for a construction firm, managing remodeling crews. His employer suggested he get a real estate license to help sell the spaces he was remodeling, so that's exactly what Hank did.

"I think that's one of the reasons why I work so well with my REALTOR® partners," says Hank. "I've been in their shoes

and know how hard they have to work to be successful. You hear the joke that REALTORS® only need to work on days that end with y, but that's so true."

At this point in Hank's career, he felt that all of his skills were coalescing and potentially leading him to something bigger. Between his hospitality management degree, his real estate license, and his construction experience, he was circling in on something new. He always had a passion for real estate and construction, but it was only after talking to a friend that he realized those two passions intersect at home inspections.

"Years ago, a close friend was working in the home inspection industry and told me that this career was made for me," remembers Hank. "For years he would tell me that, and I finally listened about ten years ago and looked into becoming a home inspector. As it turns out, he was right." ●●●



•••

Hank found that home inspection drew on all of his previous experience, especially hospitality management and its credo of being 100 percent focused on your client. His experience as a REALTOR® means that Hank understands how challenging it is to put together a deal, so he does everything in his power to move the deal forward. His goal is for the deal to be successful for both the client and the REALTOR®.

Now, ten years later, Hank's business has taken off and Hank loves helping people understand their new home. He also loves getting the opportunity to explore beautiful homes and buildings every day.

One of the reasons Heartland Home Inspections has become so successful is due to their commitment to education and training—for both their inspectors and clients.

"I like to say that knowledge is never as expensive as ignorance," claims Hank. "We place a lot of value on education and training, so our clients and REALTORS® can rest assured they're working with an extremely knowledgeable professional. We also make a point to train and inform our clients to make sure they know how to take care of their future home."

Along with being a licensed REALTOR® CE instructor for the State of Illinois, Hank is a longtime member of ASHI, the American Society of Home Inspectors, and of their mentor program for new home inspectors. He is also the education chairman, a board member, and the vendor coordinator for GLC-ASHI, the Great Lakes Chapter of ASHI.

Looking back over the last ten years, Hank reflects on how the industry has changed and the importance of keeping up with technology in order to remain a competitive business.

"When I first started in the business, I was working with written, check-box reports," recalls Hank. "Now it's a detailed digital report that explains every component of the home with 4K videos, YouTube links, and 360-degree photos and drone shots."

He's grateful for technology like the robotic and electronic tools that allow him to gather even more information about a home. But the new technology is a double-edged sword. Thanks to smartphones, clients now have a lot of information at their fingertips, so inspectors need to be at the top of their game and ready to answer any questions a client may have. They also need to have the best equipment to keep up with readily available technology.

When he's not inspecting other people's homes, Hank is spending time at his own home with his wife, Esra, watching the White Sox and grilling or cooking up delicious meats in his smoker. He also loves spending time outdoors—hunting,



Hank with his wife, Esra.

“WE MAKE A POINT TO TRAIN AND INFORM OUR CLIENTS TO MAKE SURE THEY KNOW HOW TO TAKE CARE OF THEIR FUTURE HOME.”

fishing, and traveling whenever possible—even if it's just a short weekend getaway. Hank is also passionate about conservation and working with sporting dogs.

But then he's back to helping others find and care for the right home, and he is continually motivated by his customers' 5-star reviews and their thanks to him for a job well done.

"Whatever the outcome of the inspection, we have our client's best interest in mind. We want to make sure they are safe and healthy in their new home and can enjoy it for years to come."



To contact Hank Sander or find out more about Heartland Home Inspections, email him at hank@heartlandhomeinspections.net or visit them on the web at www.heartlandinspections.net or www.hlcommercialinspections.com.



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

"My dad is not just a dad to me. He is my mentor, my coach, my business partner, and my best friend. He has always been there for me and I can always count on him. He is the most selfless person I know," Nick Fallico says of his father, Craig Fallico.

Craig Fallico exudes fatherhood. He encompasses the ideals that people look for in a father: smart, dependable, and caring. These qualities are not expressly limited to his family either; rather, it's how he approaches life, and it's summed up in his favorite saying, "Count on me."

While Craig has always had a passion for helping people, it was actually becoming a father that had the biggest impact on him and really shaped his life.

"When your child is born, you get an immediate understanding of what love is," Craig explains. "You wonder right then and there how you ever lived without them. Their needs now become your determination."

Craig's first child arrived a couple years after he entered real estate in 1981, which was also when he started his career as a high school Spanish teacher and a wrestling and football coach. He and his wife, Jennie, went on to have four more kids (Nick being the second eldest), and they now have seven grandchildren.

As a young teacher, Craig's salary started at \$9,200 a year, which included his coaching stipend and sponsorships. In order to survive and raise a family, he decided to get his real estate license to help supplement his income.



Throughout his thirty-six years as a teacher, real estate made up two-thirds of his income, and often-times, 90 percent of it.

Craig says his entire profession (both teaching and real estate) has been about education and motivation. "We are constantly teaching our clients about market conditions, neighborhoods, financing, etc., while understanding their needs and their potential, and then inspiring action. I most enjoy helping and motivating people, and real estate is that for me," he says.

Craig actually grew up in the real estate business. His father (Nick's grandfather), Al, entered the business in 1969. So when Nick entered the business in 2013, he became the third generation of Team Fallico.

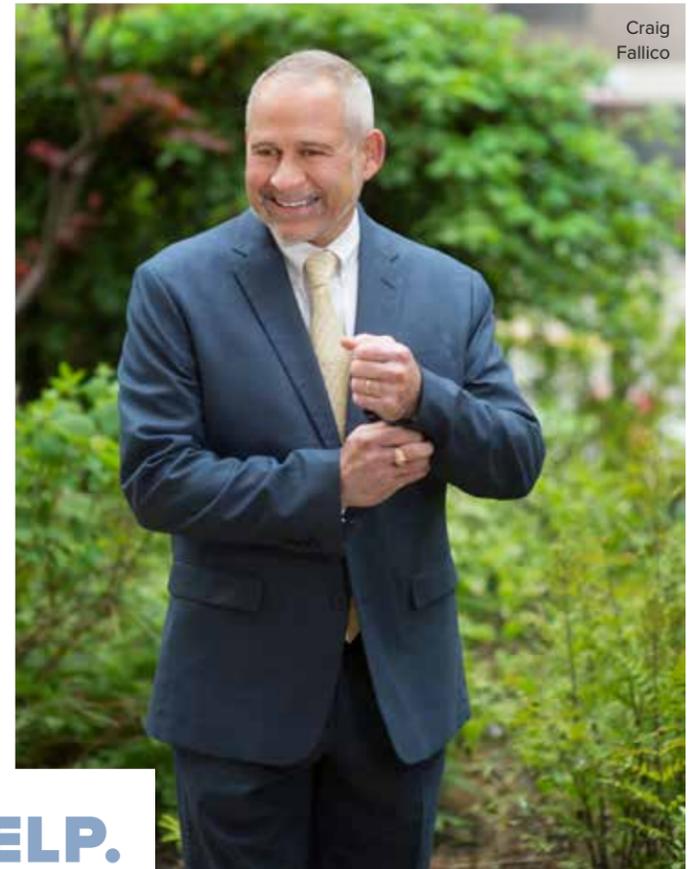
Before Nick decided to join his father in real estate, he was in corporate insurance for large pharmaceutical companies at a Fortune 500 company. While he felt it was a good job, he was still drawn to real estate.

"I tried to talk him out of it," Craig says. "I explained how it's seven days a week, any and all hours, 100 percent commission. But he saw how much I loved it and how it took care of us as a family along the way."

Nick experienced his dad's joy and dedication to real estate firsthand. But even more than that, he always worked well with his dad. Craig was Nick's wrestling coach for twelve years. Craig remembers one match in particular when Nick was in eighth grade facing the state championship title.

"I remember the smile on his face, the look of confidence [he had] going into the match," Craig recalls. "I said to him, 'One of you is going to be the state champ, why not you?' He, of course, won, but that saying has been with both of us ever since ... 'Why not you?'"

Nick became the best wrestler at his high school, where he still holds the record for number of matches won. After entering real estate, he helped his father with the business part-time, on nights and weekends. Then in 2015, just a few months before his oldest son, Noah, was born, Nick decided to quit his corporate job and go full-time in the business. He remembers his wife, Lindsay, saying, "About time! I knew this is what you wanted to do and you'll do great!"



Craig Fallico

"WE HELP. WE CARE. IT'S THAT SIMPLE."



Nick Fallico

...

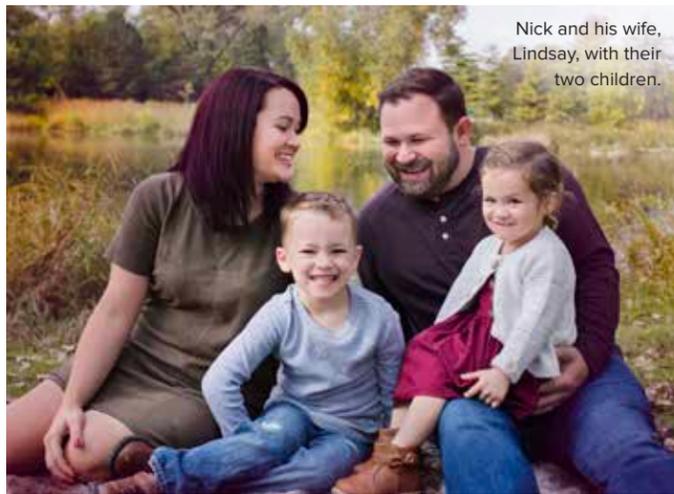
Jumping into his career with both feet, Nick learned his first major lesson in real estate when he enthusiastically told Craig he wanted to do \$10 million in sales his first year, to which Craig replied, “No, you don’t.”

“I was so confused,” Nick recalls. “He went on to tell me that I should help as many people that I can and never focus on volume. He said, ‘Would you rather have five sales at 10M or have thirty-five sales at 10M? By helping thirty-five people, you have thirty-five clients who will continue to use you and refer you. That is how you build a business.’ He was so right.”

One of Craig and Nick’s sayings at Team Fallico is “We help. We care. It’s that simple.” And it really has been that simple for them. Well, outside of managing the massive growth and following they have built—making daily internal adjustments, hiring the right administrative assistants and showing agents, and more.



Craig with his grandkids.



Nick and his wife, Lindsay, with their two children.

Craig and Nick also have Nick’s wife, Lindsay, in their corner. She owns a design and staging company, Imperial Designs, which complements their business and has contributed to their growth. Nick and Lindsay have two kids, Noah (five years old) and Rosie (four years old), who are also into sports—Noah is a wrestler like his father and Rosie is a gymnast.

There’s nothing Craig and Nick enjoy more than spending time with their whole family. Craig recently purchased property in the northwest mountains, where all their kids and grandkids can enjoy hiking, fly fishing, skiing, and what Craig loves most: “Grillin’ and chillin’.”

“There are a million ways to make money, but there is only one way to live ... *soulfully*,” Craig emphasizes. “I hope that my family remembers me as a passionate, energetic, loving, and unselfish person. To be remembered a certain way, you have to live that way. But you can *count on me!*”

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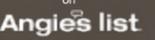
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DeVon Chandler

► on the rise
By Jennifer Mitchell
Photos by Heather Allison
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Finding Success by Learning How to Think Big

Much like his mentor and team leader (and the face on this month's cover), Joe Kotoch, DeVon Chandler's formative years involved basketball. A two-sport athlete in high school, DeVon went on to play basketball at St. Xavier University in Chicago, a decision which DeVon claims is one of the best he's ever made.

"Being a college athlete taught me how to find balance in a busy schedule and work with a team to achieve a common goal," notes DeVon. "One of the best compliments I ever received was that I'm coachable, which I believe is a great skill to have professionally and in life." ●●●

...

Growing up in East St. Louis was tough, though Devon didn't know just how difficult things were until he left. After moving to Chicago, he realized how much strength and resiliency he had inside him—characteristics he soon saw would serve him well in life and in his business.

But at first, "I didn't know how to think big," says Devon. "And that's because I didn't know what the rest of the world looked like. When I came up to Chicago for my college visit, I remember getting off of the train and

stepping onto Canal Street. The sun was shining and the streets were full of people walking and running. Cabs were picking people up and honking their horns. I felt like I was in a movie. I was blown away by it all."

Upon graduating from college, Devon worked in sales for James Hardie Building Products, a siding manufacturing company. His boss at the time opened Devon's eyes and helped him to think big. He painted a big picture of what Devon's future could become if he would just allow himself to go

for it and be a person of action, even if the game plan or path wasn't perfect. His boss was also so sure that Devon would be great at real estate that he convinced him to not only try it out, but to also do that work on the side.

Devon loved the idea that in real estate, every day could be different. He also thought it would be a great opportunity to meet lots of different people and explore the various neighborhoods of Chicago.

“ Anyone can get their real estate license, but not everyone can build a real estate business that is sustainable. That's the goal.”

After getting his license, Devon joined a top producing team at Compass and began working closely with Joe Kotoch. Devon has loved learning how to build a business from the ground up. He's had the pleasure of meeting people from all walks of life, and he hustles every day to make sure his business continues to grow.

Devon's career in real estate has also given him the time to focus on passion projects like a community group he formed, which he's hoping to one day turn into a nonprofit organization.

"I volunteer every week at one of many nonprofit groups, including Cradles to Crayons, the Ronald McDonald House, Humble Design Chicago, Tutoring Chicago, iGrow Chicago, and a community group I've started," states Devon. "I prefer to be involved with organizations that allow me to donate my time to ones that only ask for financial support."



In addition to volunteering every week, Devon reads for thirty minutes every day, attends workout classes across the city, and has coffee with his mom every weekend via Facetime. Whenever possible, he connects with his two brothers. "My older brother, Da'mon, is loud and thinks he's the better athlete, while my younger brother, Darrione, is as cool as a cucumber—nothing rattles him. I'm hoping he comes to Chicago for college or at least goes to school somewhere fun where I can visit him."

When it comes to helping out REALTORS® who are just getting started, he passes along the same advice his first boss gave to him: think big and don't limit yourself. That and "Surround yourself with mentors and people who want to see you succeed and will give you advice on how to avoid some of the mistakes that they made along the way."

New REALTORS® would be wise to take his advice because Devon is a rising star in the industry. He's growing his real estate business and his community organization group. "You don't have to be the smartest person in the room, but *always* be the hardest worker," he adds. "As long as I'm able to move the ball down the court,

I'm successful. Getting your real estate license is straightforward," he observes, "almost anyone can study and pass the exam. What's difficult is building a legit business that is sustainable—a business that can survive and thrive in any business climate." For Devon, success means continuing to grow in every way.



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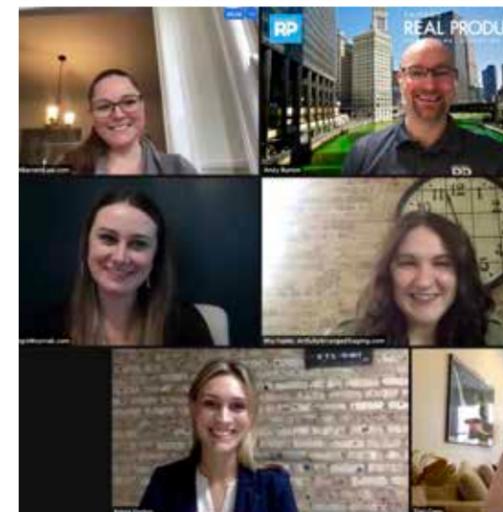
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We would like to give a huge shout-out to the *Chicago Real Producers* community! It has been awesome to see how everyone has connected, inspired, and elevated one another as we near summer!

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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WHEN LOOKING GOOD IS EVERYTHING

Why a Great Paint Job Is a Great Investment



business
By Kevin McVicker



In owning a painting and decorating company for over eighteen years, I have helped hundreds of REALTORS® and homeowners with their painting projects. A topic I often get asked about is exterior painting. “Is it really necessary?” “How do I determine a color?” “Will it help maintain the value of my home?” Simply put, there are, in fact, several reasons why painting and maintaining a home’s exterior is important. Here are my top three reasons:

1. It increases a home’s value.

Painting the exterior is a simple and easy way to add value to a home. Maintaining the outside of a home ensures that if and when it is ready to sell, the home will stand out among the others on the market. Curb appeal is, of course, essential and it starts with the look of the exterior paint. It also shows potential buyers that the home was cared for and well maintained.

2. It protects the investment.

Presumably, people will spend a lot of money on a home, so you want to make sure it is treated and presented as the investment it is. And by explaining to buyers that maintaining the exterior paint is important, you will be doing your clients a great service. Rain, snow, and extreme temperature variations can dull the look of and even damage the home’s exterior over time. Using appropriate and premium quality paints (more on this below) will not only keep the house looking beautiful on the outside, but will best protect it from the elements, which in turn, will make for less costly maintenance, and even repairs, in the long run. After all, it’s less expensive to paint than it is to replace damaged or neglected wood or another substrate.

3. Painting is a relatively inexpensive way to update a home’s aesthetic.

Trends come and go, and one of the

easiest ways to keep a home looking current is to paint it. A home that doesn’t look dated will also help it stand out to potential buyers.

While we’re on that topic of trends, color choice is an important thing to consider when painting a home’s exterior. If you intend to sell a home, a neutral color palette is the way to go. If your clients intend to live in the home for a long time, they are certainly free to go off the beaten path with their choice of color, but here’s something they should keep in mind: something as simple as two blue homes, of different tones or hues, standing next to each other can cause one to appear dull or washed out over time. That won’t set it apart, and could even hurt its curb appeal, when it’s time to sell.

Is your client ready or anxious to get started on painting the outside

of their house? Before they jump into this project, let our eighteen years of experience and expertise help you serve your client in the best way possible. Here are three things we always advise:

Avoid using low-grade products.

It may be tempting to try to cut costs by using inexpensive paints, but I’m here to tell you that using the right and best-quality paints is imperative. Inexpensive paints are inexpensive because they use low-quality pigments, and because of that, you need to apply more coats for the same coverage. They also don’t retain their color nearly as well (think exposure and washing). They also tend to splatter when applied and simply don’t provide the same smooth finish as premium quality paints. Color longevity means not having to paint as often, and premium quality paints do a much better job of protecting the substrate materials. At the end of the day, low-quality paints almost always end up costing the homeowner more.

Consider what you are painting.

Common items that we see need to be painted in Chicago are: soffits, fascia, siding, windows and window frames, doors and door frames, decks, fences, lintels, wrought iron, EIFS, Dryvit, stucco, brick, and split-faced block, to name a few. Specific items require specific paints. Not using the right paints can result in paint failure and other issues. We know what works and what doesn’t based on our many years of experience and my science background.

When hiring a contractor, find out about these two very important things:

(1) Ask about the quality of their relationship with the paint manufacturers. This is important because if a contractor has personal reps with specific companies, and great relationships with those reps, those reps can offer additional consultation if questions come up regarding an approach or the products needed for a specific job, and sometimes, warranties can be obtained directly from the manufacturers. Finally, paint failure issues, unfortunately, do sometimes happen. This is when a having contractor with great paint reps is key, as they can help analyze why failure occurred and come up with a plan to rectify the situation. Sometimes, the reps can even comp the products. (2) I can’t emphasize this last point enough: make sure that the contractor has *both* general liability (property damage) and worker’s compensation insurance in place. (Many contractors carry general liability but

not worker’s comp.) Without worker’s compensation insurance, if a worker gets injured or dies on the job, the homeowner can be sued. Why put any client in that situation? All it takes is one major accident for a homeowner to suddenly find themselves in a major lawsuit. Working on exteriors involves more risk than interiors, so yes, insurance rates, and therefore, contractor estimates are higher for exterior projects, but an ounce of protection is worth a pound of cure. Homeowners should be sure to ask their contractors to issue a certificate of insurance to ensure that they are properly protected.

About the Author:

Kevin McVicker graduated from Eastern Illinois University with a bachelor’s in environmental biology. After spending some time working for Abbott Laboratories, where he was part of a research team making breakthroughs and filing patents, he moved on to pursue a dream of owning his own business. Coming from a family well-versed in both interior design and painting industries, in 2003 Kevin was ready to open McMaster Painting & Decorating, Inc – “where vision becomes reality.” Over the past 18 years, Kevin and his team have been shaping all things connected to professional painting services. McMaster continues to stay on top of emerging trends and industry best practices. For more information on the impacts of painting services on real estate sales, talk to an expert at McMaster Painting & Decorating by emailing Kevin at info@mcmasterpainting.com.

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YONI AND DANNY POGOFSKY

Brothers through Thick and Thin



Brothers Yoni and Danny Pogofsky make a perfect team. As the athletic, highly competitive older brother, Yoni has always been self-motivated and disciplined when it comes to things like money and finances. Danny has always been the more creative, entrepreneurially savvy younger brother with a knack for marketing and sales.

“Part of the reason why Danny and I work so well together is that I handle the finances and he handles the marketing,” says Yoni. “If Danny ran the finances and I ran the marketing, we would have been out of business in year one.”

Yoni earned his degree in finance from Bradley University, where he was recruited to play Division I soccer. Always self-motivated, he took the professional advice of his father, who told him, “If you aren’t a dead-beat and have a personality, then commission is the way to go because you only have yourself to hold accountable. Just don’t be lazy.” Based on that advice, Yoni never had a job that wasn’t commission-based.

Danny always had a passion for music and creative outlets. He started DJing in sixth grade, sold mixtapes in junior high and high school, and continued to build a large following throughout college. He ended up attending Bradley University too because he always had fun visiting the campus to spend time with his brother.

During college, Danny opened his own private recording studio in the South Loop and worked with some of the top local artists in Chicago. After “spending too much time on music,” he ended up transferring to College of Lake County and was ready to drop out to pursue a career in music and radio.

“I was always finding ways to make money,” Danny explains. “I’d sell spots on my mixtape to artists who wanted to have their music heard and I even started a video series showcasing local artists. Marketing and sales have always been my strong point and that easily transferred to my career in real estate.”

After a long back and forth with his parents about dropping out of school, Danny decided to enroll at DePaul University to focus on marketing and business. He started working/interning on the midday show

at B96 WBBM-FM and realized he wanted to get more involved in the talent management industry. After he was introduced to JoBo’s agent (aka Joe “Bohannon” Colborn of WBBM’s then Eddie and JoBo Show), Danny began working with him and started recruiting athletes, broadcasters, and other musical talents to the sports and entertainment agency the agent worked for.

Danny planned to enter law school and was all set to move to Los Angeles to do that and work for a large talent agency on the side. But after doing the math, he realized he could never afford it out there while only making \$6/hour.

That’s when Yoni stepped in and helped make the numbers look right for Danny. Yoni had gone from working as a mortgage broker at PERL Mortgage out of college to working in their property management and leasing department. When he saw Danny’s predicament, he suggested he try leasing too. After shadowing Yoni one day and watch him close a deal to make a quick \$1,800, Danny was sold on leasing.

Yoni and Danny both killed it as leasing agents, but they knew it wasn’t a long-term career for either of them. Having amassed a very large database of happy renters who trusted them, they saw transitioning into residential sales as a “no-brainer.”

After two years of trying to juggle leasing and sales, the time came for them to cut the cord on leasing and jump into sales, but it came at the cost of missing out on 70 percent of their previous year’s income.

“It was extremely stressful. Money was very tight and we had to be very careful how we spent our marketing dollars,” Yoni explains. “The first year was tough, but we faced it head-on. We were lucky enough to find an amazing business coach (Amir Syed), and we had the help of Tommy Choi and Josh Weinberg to help us navigate and perfect our service to our clients.”



IT'S IMPORTANT FOR ME TO BE THERE FOR THEM (HIS BOYS) AS MUCH AS POSSIBLE, WHICH IS JUST ONE MORE REASON WHY I LOVE REAL ESTATE: BECAUSE OF THE FREEDOM IT GIVES ME." - YONI



Yoni with his two sons, Oren and Liam.



Danny with his wife, Marisa, and son, Lior.

...

Yoni and Danny dedicated themselves to their process, spending hours every single day making calls and meeting new people face-to-face, and after two years of hustling, they began to see their business take off, going from \$2.5 million to over \$10 million in their second year.

"We love perfecting our service and offering our clients a 'wow' experience," says Yoni. "Our passion is connecting with our clients on a more personal level and helping them navigate through a very important milestone in their lives. It's fulfilling to watch our company grow and look

back on all of the new connections with people we've made along the way."

Yoni and Danny are aiming to build their team into one of the top teams in Chicago with a brand that will "live on for

generations" and eventually be passed down to their kids. Yoni and his wife, Tali, met in Israel when Tali was a soldier in the Israeli Defense Forces. They had their first son, Oren, in 2015 and their second, Liam, in 2019.

"Being a father is the single most important and rewarding job I will ever have," Yoni says. "It is

unexplainable the level of connection and love that I have for my boys. They will always come first, before anything. It's important for me to be there for them as much as possible, which is just one more reason why I love real estate: because of the freedom it gives me." ...

...

Danny met his wife, Marisa, in high school, but they didn't start dating until he began chatting with her online during his stint at DePaul University. Marisa was working at a nonprofit at the time but decided to pursue a career in law and landed a job at one of the top law firms in the country. Soon after, Danny and Marisa bought their first home together in Lincoln Park and had their first child, Lior. Danny enjoys making his son laugh as much as possible and looks forward to teaching him everything he learned from his dad.

"Success to us isn't about how much money we make per year," says Yoni. "Our success is based on perfecting our craft and developing a brand that everyone knows about. If we can accomplish that, the money will follow, allowing us to give back to our community, our families, and to people in need."



Yoni and Danny with their children.

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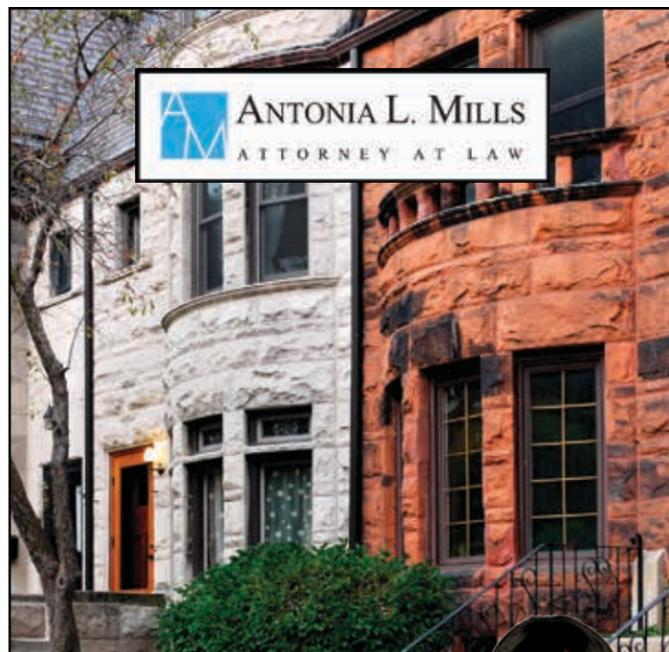
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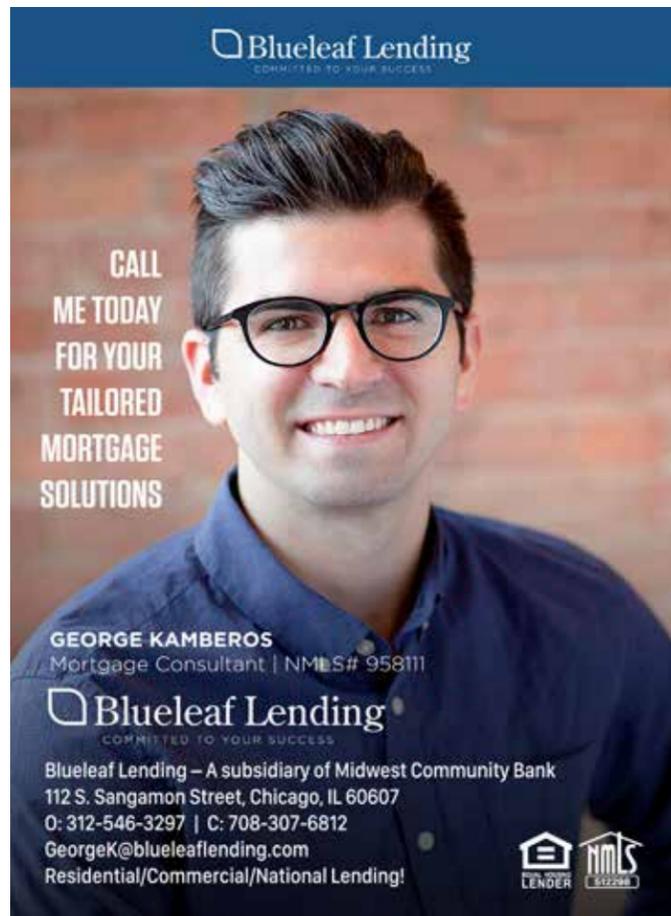
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business
By Kevin Hinton

LESSONS FROM THE PAST

HOW THE LESSONS LEARNED FROM A PREVIOUS CAREER CAN HELP YOU BUILD A THRIVING REAL ESTATE BUSINESS

Business is business. Whether you are in real estate, or own a flower shop or a dental practice, or teach golf for years like I did, all sole proprietors and business owners face many of the same challenges: efficiency, leverage, scalability, profitability, and more. Rarely do agents enter real estate as their first professional job. Most have had previous careers in different industries. It would be a mistake not to use those lessons learned and apply them to your real estate business. My previous business was golf.

Right out of college, I was fortunate to land teaching jobs at two of the more highly regarded golf facilities in the country. After years of teaching, I began to encounter many of the same issues that a solo real estate agent does: there are only so many hours in the day, my income ceiling was capped, and I had no significant leverage. The definition of a business is that it is something that can be sold. If you alone are your business, you don't actually have a business because you can't sell yourself. I wanted a business.

Ironically, I read Gary Keller's book *The Millionaire Real Estate Agent* as a way to learn the principles of leverage and scalability and apply them to my golf teaching business. After reading it, I decided to rip off the Band-Aid and just get into real estate.

I learned three significant lessons from my previous career:

Lesson One: The life-altering importance of creating leverage and having a rockstar team around you. My team blows my mind daily; there is nearly nothing that I, on my own, can do better. Don't be the solo agent spinning on the hamster wheel. Once it starts going fast, it is hard to get off. Find

yourself the appropriate amount of leverage for your desired business and lifestyle goals.

Lesson Two: To borrow from Simon Sinek's book *Start With Why*, to be successful in business you must be good at identifying your clients' "big why." Teaching ten hours of golf a day is no different than managing ten active clients or listings. All your clients have different needs, fears, and stress points. For example, on a given day, I would teach a five-year-old, a college player, an aspiring professional, and potentially, a recently widowed individual who was trying to use the joy of golf to help them deal with their grief. If I taught all those individuals the same way, or only the way I preferred, I would have been doing them a massive disservice. Real estate is the same. It is not about you. It is about your clients.

Your ability to truly recognize your clients' needs and adapt accordingly is what will separate you in this business. Identify their "big why" early on because very, very rarely is their *most* important goal netting the most money or getting the best deal.

Lesson Three: Don't be boring. I am far from the coolest guy in real estate; however, I am also not a complete dud. One of the best pieces of advice I got from a former mentor was to "teach through stories." In real estate, much of our job is to be an educator. However, my advice is that delivering those messages through examples and stories is a far more effective and relatable way to do so. One of the main reasons someone selects a REALTOR® is purely because they like them and enjoy their company. So, know the market, work hard, follow up diligently, but please also, don't be boring.

We have all learned great lessons from our previous careers. Don't discount them. Pull from the lessons of your past and apply them to your real estate business. You've earned it.

About the Author:

Kevin Hinton is the co-founder of The Phair Hinton Group (PHG) with his business partner, Emily Phair. PHG sold over \$50m across the Chicago & Milwaukee markets in 2020, and is a growing team of 12. Kevin was the captain of the University of Michigan golf team, and as a professional, a Golf Digest Top 40 under 40 Instructor in America from 2007-2015.

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Joe and his team - Lorne Rodriguez, Alison Marino, Tara Scott, Barbara Domin, Molly Pfeifer, and DeVon Chandler.

THE WORLD OF JOE

BRINGING HIS A GAME TO HELP CLIENTS

Joe Kotoch's decision to become a REALTOR® seven years ago was a slam dunk. Working as an NBA agent, he had honed his negotiation skills and mastered the art of advocating for his clients. But he wanted to take those same skills and use them to help more people find happiness, peace of mind, and financial freedom.

"I have an entrepreneurial spirit, so I've always gravitated towards industries that reward betting on yourself," says Joe. "After graduating, I worked in private equity, then went to law school and became a sports agent. [But after a while] As a competitive person with a strong work ethic, I was ready for a new challenge." ...

» cover story
By Jennifer Mitchell
Photos by Heather Allison
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Chicago Real Producers • 57

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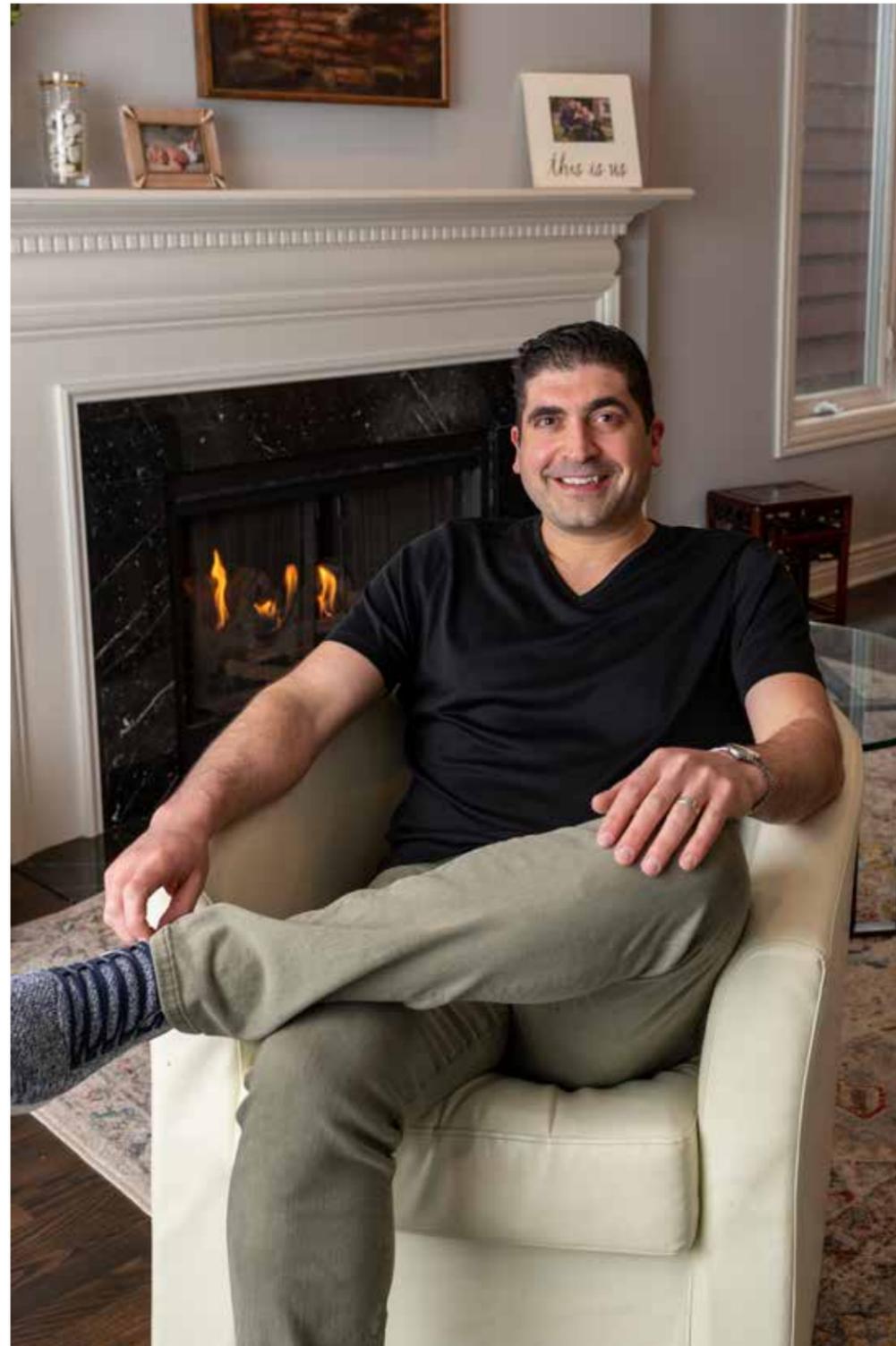
When thinking about the future, Joe wanted to pivot to a career that would allow him to track success and find ways to improve daily. After talking with a friend who was a licensed REALTOR® focused on property management, Joe decided real estate would be the perfect career for building on the skills he cultivated as an NBA agent. He started leasing apartments for Chicago Apartment Finders (CAF), which provided him a crash course in real estate, transactions, and Chicago neighborhoods while he studied for his real estate license exam.

During his first month with CAF, Joe struggled to lease apartments. After some reflection, he made changes to his game and became the top leasing agent at CAF in the last three months of his tenure there. Once he earned his license, Joe launched his sales career.

One of the biggest obstacles Joe faced when he first became a REALTOR® was that he was in his thirties; many of his friends and former colleagues had already purchased homes or were in the process of purchasing a home. So he had to work hard to build up his network and broker the most advantageous deals to win them over.

Shortly after joining Coldwell Banker, Joe attended the company's annual conference, Gen Blue, and met many talented agents. He learned how they invested in themselves and ran their businesses, and he

“ I LOOK TO MY FAMILY AND OUR AMAZING LIFE AND I KNOW ANYTHING IS POSSIBLE.” – JOE KOTOCH



Joe with his wife, Katie, and their growing family.

made the decision to emulate them. So he hired a real estate coach to set him on the path to greatness.

Joe decided to join Compass in 2018. Since then, he and/or his team have received multiple top producer awards and have even been featured on TV and radio and in print.

“With dedication, focus, and hard work, anything is possible,” claims Joe. “Since that first conference, I’ve grown my business and my team. Real estate is an amazing industry that affords me financial flexibility and freedom while satiating my entrepreneurial spirit. It also gives me the opportunity to live a balanced life with my growing family.”

Joe’s wife, Katie, is expecting a baby boy in August, who will be the younger brother to their 19-month-old daughter, Adelyn (Addie).

“I love being a dad,” notes Joe. “I found my true purpose in life when Addie was born. Having a child is amazing and to have another one on the way is a blessing.”

Despite the challenges of this past year, Joe claims that being a new dad during the pandemic has actually been something he’s loved. He’s been able to be home to see every moment of his daughter’s life and witness the first time she smiled, crawled, stood, walked, and talked.

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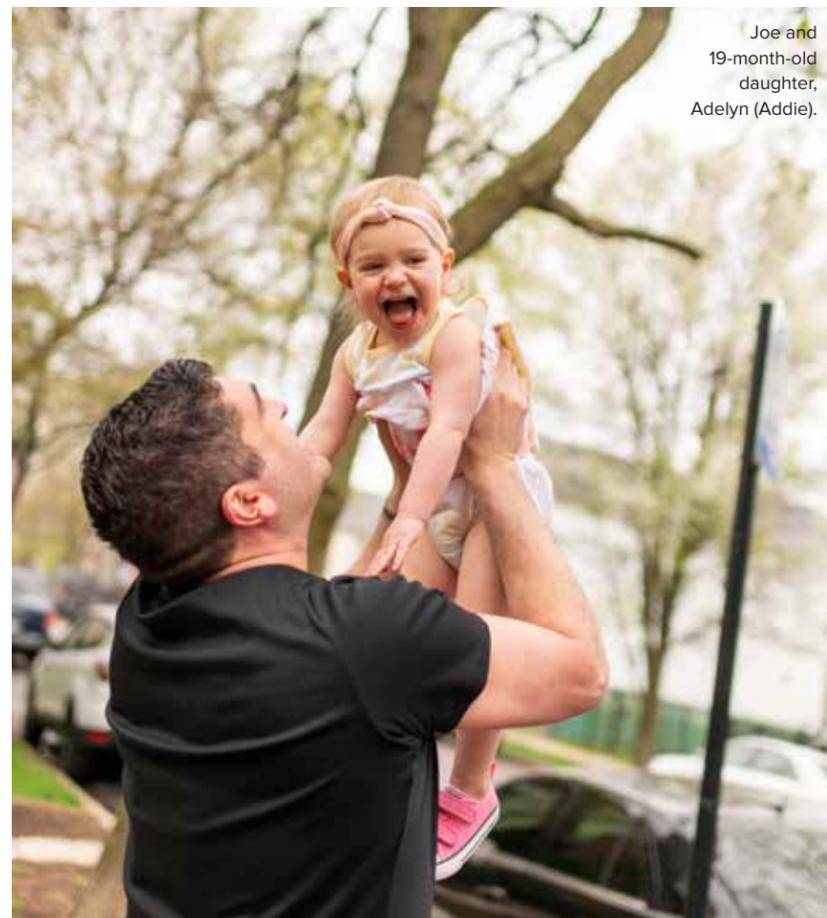


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“With pandemic lockdowns, we have all spent a lot of time together, and I’ve been able to watch Addie develop and watch Katie’s pregnancy progress. Now, we can’t wait for our son to arrive and join the family.”

The family has enjoyed walking their two puppies, Nike and Neptune, on the 606; cooking; and watching sports. Joe is from Cleveland and is a die-hard Cleveland and Ohio State fan, while his wife is a die-hard Detroit and Purdue fan, but they make things work. The two met in Chicago, so they also enjoy revisiting all the places that have meant so much to them throughout their time together.

“I look to my family and our amazing life and I know anything is possible,” says Joe. “I am the luckiest man in the world to be blessed with an amazing wife, daughter, and a baby on the way. And my team has achieved 70 percent year-over-year growth and I’m excited to see where we go from here. My family and my team motivate me to bring my A game every day.”



Joe and 19-month-old daughter, Adelyn (Addie).

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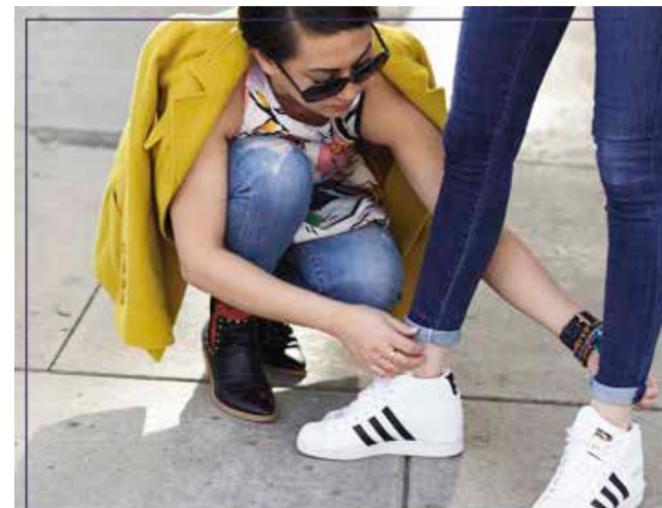
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RESPIRATORY HEALTH ASSOCIATION

Healthy Lungs and Clean Air for All



▶▶ making a difference
By Erica Krutsch

Respiratory Health Association (RHA) has been the Chicago area's local lung health leader since 1906. We work to prevent lung disease, promote clean air, and help people live better lives through education, research, and policy change.

To achieve our goals, we collaborate with researchers to find new treatments and cures for diseases like asthma, COPD (chronic obstructive pulmonary disease), and lung cancer; empower adults and children with lung disease by teaching them skills to manage their health; deliver evidence-based smoking cessation programs to people looking to kick the habit; and work with lawmakers to create laws and policies that build a more equitable and sustainable future. We work hard to target



our programs in the communities that need them the most, and we collaborate with other community organizations to help as many people across the region as possible. This work is important to those who are part of the RHA because it reflects the organization's vision: healthy lungs and clean air for all. Back in 1906, Tuberculosis, a contagious lung disease that was also then known as consumption,

was one of Chicago's largest health threats. Miss Harriet Fulmer and Dr. Theodore B. Sachs of the Visiting Nurse Association established the Chicago Tuberculosis Institute to address the situation. That organization would later evolve into Respiratory Health Association. As health practices, treatments, medicines, and environmental factors have evolved, so has RHA. We serve every resident in Illinois with our efforts to protect clean air and improve access to health care across the state. Our programs reach thousands of people living with lung diseases like COPD and asthma each year, and we are always looking to expand.

While we target our programs and outreach to communities with the highest need, anyone in need is eligible for our programs.

Schools are welcome to contact us about having Fight Asthma Now®, an education program that helps kids with asthma manage their health by identifying their asthma symptoms, recognizing their asthma triggers, and properly using their medications, taught to their students. Fight Asthma Now® has helped nearly 20,000 kids with asthma better manage their condition.

All patients with COPD and their caregivers are welcome to attend our annual Living Better Together COPD conference. This is the largest COPD education conference for patients and their caregivers in the country. The conference takes place in Rolling Meadows, Illinois, each November.

We also strive to help Chicagoland residents with a tobacco cessation program called Courage to Quit®. This program for adults has proven to be far more successful at helping people quit smoking than either trying to quit on their own or going cold turkey.

Despite lung disease being the fourth leading cause of death in the US and lung cancer being the leading cause of cancer death, lung disease research is vastly underfunded as compared to other leading causes of death.

We often think of lung disease as something you are born with, like asthma (this is actually a misconception; a person can develop asthma at any age), or as something you can avoid by just not smoking, such as diseases like COPD and lung cancer. But the reality is people develop lung disease for a variety of reasons, and that's because lung disease has many contributing factors, including things in our environment like air pollution, chemicals, and viruses. These factors are also amplified by poor access to health care and other inequities. In addition, new threats to lung health are emerging on a regular basis—from new nicotine products like vapes to novel viruses like the one that causes COVID-19.

To address these issues, we run campaigns to raise awareness about the impact of lung disease and dispel



An attendee at the annual Living Better Together COPD conference with a COPD caregiver sign.

myths about lung health. We constantly advocate and develop policies designed to challenge Big Tobacco and keep kids from developing a nicotine addiction. To address health disparities and inequality, we design our programs to serve communities with the most need and focus our outreach in those areas. ...

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Fight Asthma Now© at a local elementary school.

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Also, each year RHA awards grants to early-stage research projects on lung cancer, COPD, idiopathic pulmonary fibrosis (IPF), and similar diseases. Early funding is critical to disease research; we strategically focus on it because it helps scientists and doctors establish the groundwork that allows them to advance to later-stage trials and larger national grants.

How You Can Get Involved
RHA accepts general donations all year round at resphealth.org/donate. If you're interested in advocating for laws that promote clean air and support people living with lung disease, you can join our

advocacy efforts at <https://resphealth.org/advocacy>. If you'd like to stay in touch about RHA's work and future event opportunities, join our email lists by visiting <https://resphealth.org/newsletters>.

Our next special event will be our CowaLUNGa Charity Bike Tour, which will take place July 31 and August 1, 2021. It is a fully supported ride from northern Illinois into southern Wisconsin. All experience levels are welcome and multiple route options are available. Registration is open! Please join us! To learn all the details, register, and sign up for our bike tour emails, visit the CowaLUNGa page on our website: <https://resphealth.org/cow>.



A youth advocate.

About the Author:

Erica Krutsch is the director of marketing and communications at Respiratory Health Association. She has over 15 years of experience in marketing strategy, branding, public relations, and writing. She is an outdoor enthusiast and hopes you'll join her at this year's CowaLUNGa Charity Bike Tour!

If you are interested in any of our programs or want to learn more about RHA and our advocacy work, you are welcome to contact us at <https://info@resphealth.org>.



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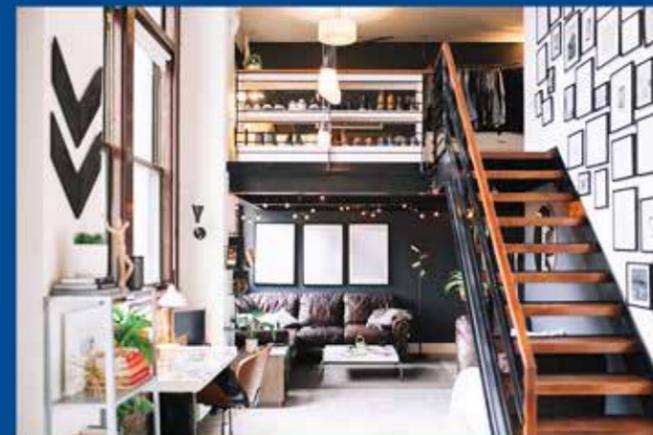
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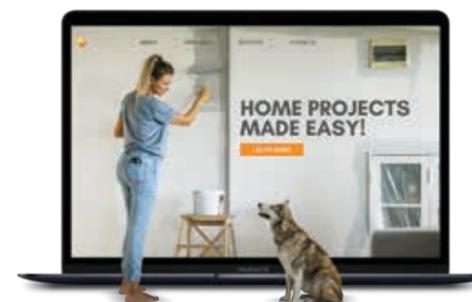
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CHRISTOPHER HUBBARD

▶ partner spotlight

By Chris Menezes
Photos by Heather Allison
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HUBBARD DESIGN GROUP

The James Bond of Design

Christopher Hubbard loved James Bond as a child—the adventures, gadgets and suits were all very exciting to him. A man of impeccable taste and creative solutions, Christopher has in many ways become the James Bond of design today.

From the time Christopher was a child, he loved to sketch buildings, bridges, furniture, and nature. He imitated his father, an engineer who made the most incredible pencil sketches. To this day, when Christopher sits down to create a new piece of furniture, whether a table or chandelier, he starts with a sketch and thinks like an engineer.

Christopher never strayed from his love of architecture and design. After high school, he set out to travel the world and see everything he could. Upon his return, he enrolled in design school, where his early aesthetic was largely influenced by the designs of Philippe Starck, Vladimir Kagan, and Frank Gehry.

Before forming Hubbard Design Group, Christopher first formed Pensare Group, Inc., a sales agency that offered luxury products and services to the interior design community. His showroom in River North, Chicago, represented several international luxury brands.

When Christopher decided to start his own interior design firm and opened Hubbard Design Group in 2015, he wanted to utilize his design degree and experience to create a made-to-order, bespoke collection of furniture for the industry and his clientele.

Hubbard Design Group offers full-service interior design and consultation along with other specialized services, such as bespoke furniture design and manufacturing; custom window treatment fabrication, including draperies and light filtering shades; and custom rugs.

“We are a unique design firm for several reasons,” Christopher explains. “One of the most important is that we design and manufacture a great deal of the products that we secure for our clients. This gives us flexibility in design to accommodate a wide range of clients and their homes.”

...



To this day, when Christopher sits down to create a new piece of furniture he starts with a sketch and thinks like an engineer.



Bottom line, we design for our clients, not for us... All of this makes our design firm flexible, nimble, and efficient.”

...

“Of course, we also shop for products at various designer and retail showrooms and find these resources key in our process of design,” he continues. “Bottom line, we design for our clients, not for us. We take ego out of the equation. All of this makes our design firm flexible, nimble, and efficient.”

To add to their extensive service, in 2017 Christopher began curating a textile collection, as many of his clients were asking for specific and unique textiles for the bespoke furniture they purchased from Hubbard Design Group. Christopher’s collection has since grown from seventeen items to a full collection of more than 400 articles that enjoys national representation through designer showrooms.

Like James Bond, if there is a problem that needs solving, Christopher has a dynamic solution.

When Christopher isn’t working, he enjoys hanging out with his three lovely children—Alicia, Christian, and Alexander—whether they’re playing basketball, video games, or just watching movies.

“Being a dad is so rewarding. From the moment they are born you only want to shelter them and keep them safe. Watching them grow and develop into



Christopher enjoying a round of golf.



Christopher’s kids: Christian (left), Alicia (right), and Alexander (front).

amazing people, knowing that you positively influenced them to be honest, caring, and humble is the biggest reward,” Christopher says.

When Christopher can steal a few moments away for himself, he enjoys playing golf with friends, partaking of the outdoors, and exploring Chicago’s culinary scene, where you just might find him drinking a martini—shaken, not stirred, of course.

To contact Christopher Hubbard and the Hubbard Design Group visit www.hubbarddesigngroup.com, or drop by their beautiful showroom at 2812 W. Chicago Avenue in Chicago.

Dad Jokes

In celebrating Father's Day, we asked you, the *Chicago Real Producers* community, to share the BEST, corniest, so bad you have to laugh, DAD JOKES! Enjoy and happy Father's Day.

Submitted by Andy Burton:

Q: When does a joke become a "dad joke?"

A: When it becomes a parent.

Submitted by Bucky Cross:

Q: What do you call cheese that isn't yours?

A: Nacho cheese!

Submitted by Robert Yoshimura:



Submitted by

Rory Fiedler:

Q: Why was 6 afraid of 7?

A: Cuz 7, 8 9!



Submitted by Christopher Hubbard:

A horse walks into a bar. The bartender says,

"Hey. Why the long face?"

Submitted by Dave Nimick, Keller Williams:

Q: Did you hear about the cheese factory that exploded in France?

A: Da brie was everywhere!

Submitted by Kevin Camden:

Q: Do you have Prince Albert in a can?

A: You better let him out!

Submitted by Yoni Pogofsky:

Q: What do you call a person with no body or nose?

A: Nobody Knows

Submitted by Stephen Hnatow:

Q: What do great affordable contractors have in common with UFOs?

A: You always hear stories about them, but no one you know has actually seen one.

Submitted by Dennis Huyck:

Q: What do you get when you cross an elephant with a rhino?

A: Hellifino

Submitted by Sunny Akhigbe:

My toddler is refusing to nap. He's guilty of resisting a rest.

Submitted by Catherine Holbrook:

Q: What's Beethoven's favorite fruit?

A: BA NA NA NA

Submitted by DeVon Chandler:

Q: What did the buffalo say when his son left?

A: "Bison!"

N2GIVES

UNTIL ALL ARE FREE

Right now, around the globe, there are approximately 40 million trapped in forced labor or sexual exploitation. The N2 Company – the company behind this publication and 900+ others like it – is proud to help fund the life-saving efforts of nonprofits fighting this injustice. Through N2's giving program, N2GIVES, we've donated more than \$13 million to the cause. This was made possible by the hard work of our Area Directors, the partnership of our local advertisers, and engaged readers like you.

Through the years of giving to many nonprofits with big hearts and dreams to end human trafficking, it became clear we needed to focus our giving on organizations that provide a web of support in the anti-human trafficking realm: nonprofits who work together, creating an effective force and network where their impact is greatest. Love Justice International, Rescue:Freedom International, and International Justice Mission, are our 2021 N2GIVES nonprofit partners. All three organizations pour their heart and soul into their work, each serving as a separate but vital player in the anti-trafficking movement by employing their own unique strengths and working with those who have specific expertise in combatting slavery. Here are their stories.

Love Justice International

There are many tactics used by traffickers to trick vulnerable people into slavery. In an all-too-common scenario, victims are lured away from their homes and escorted into bordering countries by the promise of a much-needed work opportunity. It's only when the victim arrives as a complete outsider, with no one to turn to for help, that he or she realizes the true nature of the "work."

This is just one of the tactics Love Justice International (www.lovejustice.ngo) is on a mission to disrupt. The nonprofit currently operates 56 transit monitoring stations at prime border crossings in Nepal, India, Bangladesh, and South Africa that are known for their unassuming role in a victim's journey into slavery. By crowd-watching for any suspicious behavior and questioning potential traffickers and victims, Love Justice has successfully intercepted more than 22,000 people from exploitation.

Rescue:Freedom International

We've supported Rescue:Freedom's (rescuefreedom.org) mission in the past, yet one of our biggest changes in giving

this year is supporting their Local Partner Network (made up of smaller nonprofits fighting sexual slavery). This model shares best practices, consults in helpful areas, and financially supports a part of each local partner's budget for the year. We are excited to give to RFI's network and to connect smaller local groups we've supported in the past so they can receive more than just financial help along their way to making a greater impact.

International Justice Mission

IJM (ijm.org) believes every person deserves to be free, and they partner with local justice systems to end violence against those living in poverty. Restoring victims from slavery and then bringing the criminals who committed this crime to justice – ensuring traffickers cannot exploit anyone else – is how they work toward ending slavery in our lifetime. IJM works with local authorities in 13 countries to restore victims of violence, forced labor, and sex trafficking, fight in courtrooms until slave owners are put behind bars, and provide training and support for local law enforcement to end the cycle of violence and injustice.

To learn more about nonprofits we support through N2GIVES, check out n2gives.com. Or, to meet the company behind the giving program, visit n2co.com.



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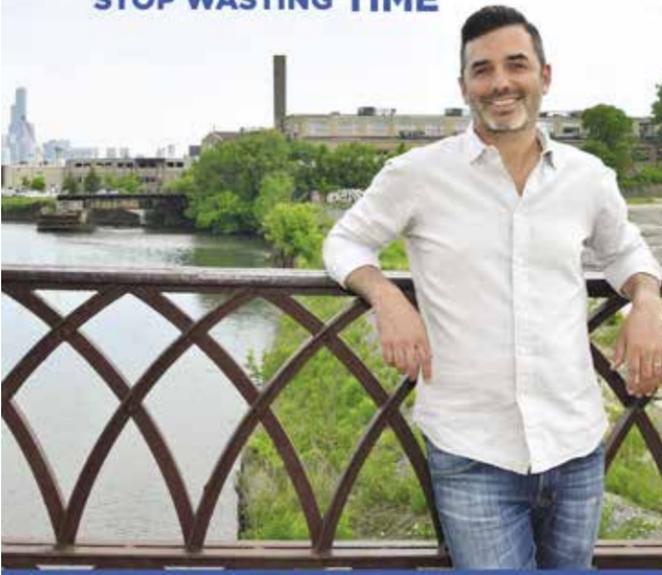
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	75	\$132,239,042	35	\$61,330,341	110	\$193,569,383
2	Jeffrey	Lowe	58	\$63,347,400	29	\$34,503,900	87	\$97,851,300
3	Emily	Sachs Wong	29	\$50,214,000	9	\$19,978,500	38	\$70,192,500
4	Matt	Laricy	71	\$32,508,346	77	\$37,077,899	148	\$69,586,245
5	Leigh	Marcus	62	\$40,088,325	31	\$19,705,135	93	\$59,793,460
6	Mario	Greco	51	\$29,746,500	19	\$15,427,351	70	\$45,173,851
7	Sophia	Klopas	30	\$25,907,500	16	\$10,770,500	46	\$36,678,000
8	Grigory	Pekarsky	36	\$17,345,700	36	\$18,820,695	72	\$36,166,395
9	Millie	Rosenbloom	20	\$24,344,300	13	\$8,739,900	33	\$33,084,200
10	Jennifer	Ames	11	\$12,701,900	9	\$18,435,000	20	\$31,136,900
11	Melanie	Giglio	34	\$20,474,613	18	\$10,170,315	52	\$30,644,928
12	Hayley	Westhoff	28	\$16,742,450	20	\$13,164,249	48	\$29,906,699
13	Alexandre	Stoykov	9	\$3,738,250	55	\$25,470,150	64	\$29,208,400
14	Carrie	McCormick	26	\$18,792,000	10	\$9,932,300	36	\$28,724,300
15	Timothy	Sheahan	31	\$21,394,400	7	\$6,672,000	38	\$28,066,400
16	Karen	Biazar	33	\$17,999,450	21	\$8,622,500	54	\$26,621,950
17	Danielle	Dowell	24	\$13,089,900	22	\$13,493,800	46	\$26,583,700
18	Katharine	Waddell	22	\$13,019,000	17	\$13,115,150	39	\$26,134,150
19	Emily	Phair	19	\$9,064,450	41	\$15,802,715	60	\$24,867,165
20	Susan	Miner	3	\$11,806,000	2	\$13,000,000	5	\$24,806,000
21	Daniel	Glick	19	\$12,927,250	13	\$11,592,400	32	\$24,519,650
22	Konrad	Dabrowski	20	\$16,970,132	9	\$7,446,500	29	\$24,416,632
23	Benyamin	Lalez	11	\$5,747,500	33	\$17,154,000	44	\$22,901,500
24	Chezi	Rafaelli	14	\$17,447,500	2	\$3,050,000	16	\$20,497,500
25	Brad	Lippitz	18	\$12,381,000	10	\$7,301,400	28	\$19,682,400
26	Darrell	Scott	8	\$5,925,350	22	\$13,402,750	30	\$19,328,100
27	Tommy	Choi	15	\$8,542,150	20	\$10,395,930	35	\$18,938,080
28	Lance	Kirshner	18	\$8,993,859	14	\$9,394,400	32	\$18,388,259
29	Daniel	Close	15	\$6,962,000	14	\$11,038,197	29	\$18,000,197
30	Ryan	Preuett	6	\$8,727,500	3	\$9,235,000	9	\$17,962,500
31	Kevin	Wood	2	\$10,751,659	3	\$6,926,659	5	\$17,678,318
32	Sam	Shaffer	10	\$5,059,750	26	\$12,273,000	36	\$17,332,750
33	Owen	Duffy	23	\$12,822,915	9	\$3,996,500	32	\$16,819,415
34	Debra	Dobbs	12	\$13,189,500	4	\$3,413,000	16	\$16,602,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Julie	Busby	15	\$8,274,000	17	\$8,257,800	32	\$16,531,800
36	James	D'Astice	6	\$3,198,500	23	\$13,059,400	29	\$16,257,900
37	Jennifer	Mills	16	\$9,103,300	9	\$5,850,002	25	\$14,953,302
38	Barbara	O'Connor	15	\$9,381,245	12	\$5,461,245	27	\$14,842,490
39	Lauren	Mitrick Wood	13	\$7,639,500	11	\$6,855,900	24	\$14,495,400
40	Rafay	Qamar	15	\$5,656,500	23	\$8,748,350	38	\$14,404,850
41	Amanda	McMillan	21	\$9,353,150	8	\$4,548,500	29	\$13,901,650
42	Scott	Curcio	24	\$8,468,050	15	\$5,248,500	39	\$13,716,550
43	Mehdi	Mova	8	\$5,893,500	12	\$7,815,000	20	\$13,708,500
44	Ashley	Donat	11	\$5,733,900	20	\$7,968,265	31	\$13,702,165
45	Nicholaos	Voutsinas	6	\$3,515,900	16	\$10,021,000	22	\$13,536,900
46	Nadine	Ferrata	14	\$6,372,000	9	\$7,061,588	23	\$13,433,588
47	Joanne	Nemerovski	8	\$7,249,000	8	\$6,135,000	16	\$13,384,000
48	Bari	Levine	18	\$8,850,500	5	\$4,526,250	23	\$13,376,750
49	Colin	Hebson	9	\$6,190,000	14	\$6,766,000	23	\$12,956,000
50	Nicholas	Colagiovanni	12	\$10,529,900	2	\$2,300,000	14	\$12,829,900

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- Andrew Perkins, Realtor

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Alishja	Ballard	10	\$4,697,800	12	\$7,998,300	22	\$12,696,100
52	Pamela	Rueve	5	\$11,196,500	2	\$1,484,000	7	\$12,680,500
53	Richard	Kasper	17	\$10,618,400	5	\$1,843,037	22	\$12,461,437
54	Timothy	Salm	5	\$11,252,000	2	\$1,143,750	7	\$12,395,750
55	Karen	Schwartz	14	\$6,899,500	11	\$5,465,999	25	\$12,365,499
56	Philip	Skowron	5	\$9,180,000	2	\$3,100,000	7	\$12,280,000
57	Mark	Bystrowicz	9	\$11,488,465	1	\$760,000	10	\$12,248,465
58	Elias	Masud	6	\$1,929,499	22	\$10,266,599	28	\$12,196,098
59	Melanie	Everett	4	\$1,159,380	24	\$10,886,600	28	\$12,045,980
60	Amy	Duong	6	\$2,525,000	8	\$9,428,023	14	\$11,953,023
61	Ivona	Kutermankiewicz	13	\$8,654,395	6	\$3,176,000	19	\$11,830,395
62	Katherine	Malkin	4	\$8,140,000	4	\$3,670,000	8	\$11,810,000
63	Kelly	Parker	5	\$2,309,000	18	\$9,498,150	23	\$11,807,150
64	Dennis	Huyck	9	\$5,324,500	9	\$6,481,125	18	\$11,805,625
65	R. Matt	Leutheuser	5	\$11,260,000	1	\$460,000	6	\$11,720,000
66	Natasha	Motev	7	\$7,482,500	3	\$4,237,000	10	\$11,719,500
67	Stephanie	Cutter	12	\$5,265,985	6	\$6,358,150	18	\$11,624,135
68	Grace	Sergio	16	\$11,502,700	0	\$0	16	\$11,502,700
69	Michael	Shenfeld	12	\$8,692,500	6	\$2,806,900	18	\$11,499,400
70	Keith	Brand	4	\$1,823,900	18	\$9,622,388	22	\$11,446,288
71	Michael	Rosenblum	10	\$9,069,500	3	\$2,370,000	13	\$11,439,500
72	Samantha	Porter	12	\$11,371,000	0	\$0	12	\$11,371,000
73	Rizwan	Gilani	11	\$4,916,000	12	\$6,208,650	23	\$11,124,650
74	Chris	Stockwell	6	\$4,425,000	7	\$6,665,000	13	\$11,090,000
75	Eudice	Fogel	9	\$5,037,800	6	\$6,034,500	15	\$11,072,300
76	Jason	O'Beirne	15	\$9,714,900	5	\$1,282,000	20	\$10,996,900
77	Sharon	Gillman	9	\$7,963,500	5	\$3,029,500	14	\$10,993,000
78	Lisa	Kalous	12	\$6,661,000	7	\$4,262,000	19	\$10,923,000
79	Matt	Silver	7	\$4,232,000	8	\$6,479,400	15	\$10,711,400
80	Lisa	Sanders	14	\$7,197,500	7	\$3,453,500	21	\$10,651,000
81	Sarah	Ziehr	17	\$8,059,000	4	\$2,549,900	21	\$10,608,900
82	Elizabeth	Lothamer	4	\$3,000,000	15	\$7,548,460	19	\$10,548,460
83	John	O'Neill	8	\$7,310,000	5	\$3,101,000	13	\$10,411,000
84	Matthew	Liss	10	\$5,803,000	6	\$4,429,000	16	\$10,232,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Juliana	Yeager	11	\$6,230,299	7	\$3,984,000	18	\$10,214,299
86	Stephanie	Maloney	5	\$4,432,500	3	\$5,772,500	8	\$10,205,000
87	Marlene	Rubenstein	12	\$6,062,750	7	\$4,087,500	19	\$10,150,250
88	Michael	Hall	11	\$7,557,900	5	\$2,495,000	16	\$10,052,900
89	Nick	Nastos	4	\$1,535,850	14	\$8,484,000	18	\$10,019,850
90	Brian	Pistorius	9	\$5,456,500	7	\$4,550,500	16	\$10,007,000
91	Joseph	Kotoch	7	\$3,635,000	11	\$6,347,500	18	\$9,982,500
92	Christopher	Engelmann	5	\$1,683,900	15	\$8,268,500	20	\$9,952,400
93	Joel	Holland	17	\$8,720,400	2	\$1,163,000	19	\$9,883,400
94	Hadley	Rue	12	\$8,352,500	3	\$1,520,000	15	\$9,872,500
95	Gloria	Wiekert	5	\$3,297,900	12	\$6,562,400	17	\$9,860,300
96	Steve	Dombar	0	\$0	19	\$9,843,500	19	\$9,843,500
97	Danny	Lewis	10	\$5,079,000	9	\$4,735,000	19	\$9,814,000
98	Laura	Topp	11	\$5,389,000	10	\$4,393,500	21	\$9,782,500
99	Lindsey	Richardson	14	\$5,502,500	6	\$4,219,000	20	\$9,721,500
100	Ryan	Gossett	10	\$4,662,123	13	\$5,024,250	23	\$9,686,373

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- Five Star Professional Chicago Magazine: 2011-2020
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*According to Guaranteed Rate internal funded loan data from 1/1/2020 to 12/31/2020

TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Nancy	Tassone	8	\$5,072,500	4	\$4,610,000	12	\$9,682,500
102	Anthony	Torres	4	\$1,296,400	16	\$8,379,650	20	\$9,676,050
103	Todd	Szwajkowski	14	\$6,506,400	8	\$3,167,000	22	\$9,673,400
104	Laura	Meier	14	\$6,312,500	5	\$3,280,000	19	\$9,592,500
105	Brooke	Vanderbok	12	\$7,056,500	5	\$2,473,000	17	\$9,529,500
106	Kathryn	Barry	6	\$2,701,000	13	\$6,826,000	19	\$9,527,000
107	Vincent	Anzalone	10	\$6,222,500	4	\$3,250,000	14	\$9,472,500
108	Michael	Linden	16	\$8,365,400	2	\$1,084,000	18	\$9,449,400
109	Jacob	Tasharski	6	\$2,991,000	12	\$6,338,769	18	\$9,329,769
110	Michael	Hulett	11	\$6,464,756	4	\$2,846,000	15	\$9,310,756
111	Nathan	Binkley	9	\$5,181,000	6	\$4,055,000	15	\$9,236,000
112	Santiago	Valdez	18	\$6,421,562	8	\$2,766,507	26	\$9,188,069
113	Lucas	Blahnik	7	\$3,461,250	9	\$5,651,650	16	\$9,112,900
114	Elizabeth	Ballis	8	\$4,272,000	6	\$4,641,999	14	\$8,913,999
115	Nicholas	Apostal	9	\$4,855,000	5	\$4,002,500	14	\$8,857,500
116	Tony	Mattar	9	\$3,346,950	17	\$5,440,900	26	\$8,787,850
117	Cory	Tanzer	11	\$3,590,500	11	\$5,176,400	22	\$8,766,900
118	Ashley	Bell	5	\$2,825,400	4	\$5,925,000	9	\$8,750,400
119	Melissa	Siegal	13	\$8,659,000	0	\$0	13	\$8,659,000
120	Mark	Buckner	2	\$636,000	13	\$8,019,400	15	\$8,655,400
121	Patrick	Shino	4	\$1,391,000	20	\$7,222,650	24	\$8,613,650
122	Margaret	Daday	5	\$2,804,000	8	\$5,779,000	13	\$8,583,000
123	Melanie	Carlson	8	\$5,464,200	4	\$3,102,500	12	\$8,566,700
124	Mark	Icuss	7	\$6,153,944	4	\$2,405,500	11	\$8,559,444
125	Stefanie	LaVelle	11	\$5,853,000	4	\$2,690,000	15	\$8,543,000
126	Boris	Lehtman	10	\$7,812,000	1	\$700,000	11	\$8,512,000
127	Frank	Montro	33	\$6,188,950	10	\$2,168,700	43	\$8,357,650
128	Peter	Moore	11	\$5,114,000	7	\$3,240,500	18	\$8,354,500
129	Stacey	Dombar	17	\$7,985,001	1	\$360,000	18	\$8,345,001
130	Joshua	Lipton	8	\$6,370,000	2	\$1,855,213	10	\$8,225,213
131	Layching	Quek	2	\$1,131,000	14	\$7,082,800	16	\$8,213,800
132	Erin	Mandel	7	\$5,286,000	7	\$2,907,750	14	\$8,193,750
133	Brad	Zibung	4	\$3,250,000	5	\$4,912,500	9	\$8,162,500
134	D	Waveland Kendt	7	\$3,509,470	6	\$4,617,000	13	\$8,126,470

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Suzanne	Gignilliat	3	\$5,640,000	2	\$2,427,000	5	\$8,067,000
136	Scott	Berg	21	\$8,026,031	0	\$0	21	\$8,026,031
137	Ryan	McKane	14	\$6,883,300	2	\$1,077,300	16	\$7,960,600
138	James	Streff	10	\$3,945,000	8	\$4,003,500	18	\$7,948,500
139	Eamonn	Stafford	15	\$6,578,325	8	\$1,344,000	23	\$7,922,325
140	Geoffrey	Zureikat	5	\$2,395,000	10	\$5,521,400	15	\$7,916,400
141	Stephanie	LoVerde	8	\$4,368,900	6	\$3,512,900	14	\$7,881,800
142	Pasquale	Recchia	7	\$3,291,500	6	\$4,585,000	13	\$7,876,500
143	Emily	Smart Lemire	8	\$5,254,000	3	\$2,585,000	11	\$7,839,000
144	Lisa	Huber	7	\$3,479,650	9	\$4,331,500	16	\$7,811,150
145	Jill	Silverstein	2	\$909,000	11	\$6,874,500	13	\$7,783,500
146	Kate	Gaffey	3	\$1,812,000	11	\$5,966,900	14	\$7,778,900
147	Paul	Gorney	2	\$1,395,000	3	\$6,380,000	5	\$7,775,000
148	Vincent	Lance	10	\$4,657,760	6	\$3,108,000	16	\$7,765,760
149	Michael	Maier	11	\$4,453,000	8	\$3,283,000	19	\$7,736,000
150	Cynthia	Sodolski	7	\$3,931,000	8	\$3,803,900	15	\$7,734,900

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Kathryn	Schrage	15	\$6,424,500	2	\$1,305,000	17	\$7,729,500
152	Nick	Rendleman	14	\$3,702,700	13	\$4,008,277	27	\$7,710,977
153	Matthew	Engle	10	\$4,757,000	8	\$2,951,500	18	\$7,708,500
154	Lynn	Weekley	8	\$4,217,000	3	\$3,349,000	11	\$7,566,000
155	Paul	Mancini	5	\$2,949,300	8	\$4,590,250	13	\$7,539,550
156	Christie	Ascione	7	\$5,070,000	3	\$2,452,500	10	\$7,522,500
157	Rubina	Bokhari	8	\$4,740,000	6	\$2,766,000	14	\$7,506,000
158	Sara	McCarthy	11	\$4,215,900	4	\$3,234,900	15	\$7,450,800
159	Lisa	Long-Brown	9	\$7,444,200	0	\$0	9	\$7,444,200
160	Daniel	Fowler	6	\$3,670,000	7	\$3,752,950	13	\$7,422,950
161	Michael	McGuinness	4	\$1,494,000	12	\$5,886,275	16	\$7,380,275
162	Ryan	Huyler	8	\$3,949,750	4	\$3,427,500	12	\$7,377,250
163	Qiankun	Chen	12	\$3,663,950	10	\$3,690,000	22	\$7,353,950
164	Douglas	Smith	1	\$3,649,000	2	\$3,680,000	3	\$7,329,000
165	Shay	Hata	9	\$5,405,000	5	\$1,863,000	14	\$7,268,000
166	Leslie	Glazier	5	\$3,219,500	4	\$4,021,000	9	\$7,240,500
167	Ian	Schwartz	11	\$5,512,000	2	\$1,700,000	13	\$7,212,000
168	Jingen	Xu	1	\$1,095,000	4	\$6,090,459	5	\$7,185,459
169	Beth	Gomez	4	\$2,452,720	8	\$4,711,500	12	\$7,164,220
170	Christina	McNamee	12	\$5,979,500	2	\$1,148,500	14	\$7,128,000
171	Eric	Hublar	3	\$1,391,875	14	\$5,725,500	17	\$7,117,375
172	Michael	McCallum	2	\$877,700	7	\$6,214,000	9	\$7,091,700
173	Kyle	Jamicich	7	\$4,250,000	3	\$2,830,000	10	\$7,080,000
174	Elena	Theodoros	10	\$4,874,750	4	\$2,164,000	14	\$7,038,750
175	Tim	Lorimer	8	\$4,601,250	4	\$2,427,500	12	\$7,028,750
176	Brittany	Strale	1	\$719,000	13	\$6,273,750	14	\$6,992,750
177	Eugene	Fu	6	\$5,532,100	5	\$1,456,000	11	\$6,988,100
178	Lindsay	Everest	5	\$3,548,950	4	\$3,432,500	9	\$6,981,450
179	Anne	Rossley	4	\$4,370,500	4	\$2,593,000	8	\$6,963,500
180	Robin	Phelps	4	\$3,411,000	5	\$3,533,000	9	\$6,944,000
181	Cornelis	Hoogstraten	0	\$0	8	\$6,934,300	8	\$6,934,300
182	Azeem	Khan	2	\$6,900,000	0	\$0	2	\$6,900,000
183	Juana	Honeycutt	3	\$2,317,500	3	\$4,580,900	6	\$6,898,400
184	Gail	Spreen	11	\$4,259,000	5	\$2,637,500	16	\$6,896,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Justin	Lucas	7	\$2,202,350	9	\$4,682,000	16	\$6,884,350
186	Alice	Berger	5	\$3,699,000	5	\$3,167,500	10	\$6,866,500
187	Jeffrey	Brown	0	\$0	1	\$6,850,000	1	\$6,850,000
188	Thomas	Bezanes	4	\$912,000	12	\$5,907,000	16	\$6,819,000
189	Dominic	Irpino	11	\$3,784,900	7	\$3,019,500	18	\$6,804,400
190	Thomas	Moran	3	\$5,159,000	3	\$1,639,000	6	\$6,798,000
191	Kimber	Galvin	2	\$1,340,500	10	\$5,344,900	12	\$6,685,400
192	Kieran	Conlon	8	\$3,631,400	6	\$3,049,800	14	\$6,681,200
193	Brooke	Daitchman	6	\$2,871,000	8	\$3,767,000	14	\$6,638,000
194	Eugene	Abbott	1	\$875,000	6	\$5,755,000	7	\$6,630,000
195	Phil	Byers	7	\$2,935,400	6	\$3,666,000	13	\$6,601,400
196	Jennifer	Riccolo Debower	3	\$2,400,000	5	\$4,200,000	8	\$6,600,000
197	Harold	Blum	5	\$5,158,000	2	\$1,430,000	7	\$6,588,000
198	Heather	Hillebrand	5	\$2,430,000	7	\$4,147,500	12	\$6,577,500
199	Robert	Picciariello	20	\$6,542,400	0	\$0	20	\$6,542,400
200	P Corwin	Robertson	7	\$6,532,500	0	\$0	7	\$6,532,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	John	Lyons	7	\$3,695,500	7	\$2,781,000	14	\$6,476,500
202	Benjamin	Lissner	2	\$1,277,500	10	\$5,173,500	12	\$6,451,000
203	Greg	Whelan	0	\$0	11	\$6,450,000	11	\$6,450,000
204	Brady	Miller	9	\$2,551,829	13	\$3,873,500	22	\$6,425,329
205	Cindy	Weinreb	4	\$1,749,000	11	\$4,541,400	15	\$6,290,400
206	Michael	Samm	5	\$2,111,500	11	\$4,170,000	16	\$6,281,500
207	Michael	Yeagle	5	\$4,357,000	4	\$1,920,000	9	\$6,277,000
208	James	Sheehan	4	\$3,595,000	5	\$2,671,000	9	\$6,266,000
209	Matthew	Thomas	2	\$590,500	10	\$5,671,400	12	\$6,261,900
210	Natalie	Renna	4	\$1,975,500	11	\$4,240,500	15	\$6,216,000
211	Sari	Levy	5	\$2,712,000	7	\$3,501,800	12	\$6,213,800
212	Armando	Chacon	8	\$5,556,000	1	\$645,000	9	\$6,201,000
213	Carol	Collins	6	\$3,628,500	3	\$2,548,000	9	\$6,176,500
214	Adam	Zagata	2	\$673,000	15	\$5,501,750	17	\$6,174,750
215	Melissa	Edidin	7	\$3,655,000	6	\$2,460,600	13	\$6,115,600
216	Casey	Declerk	4	\$1,880,000	2	\$4,225,000	6	\$6,105,000
217	Erlend	Candea	8	\$6,070,000	0	\$0	8	\$6,070,000
218	Ken	Jungwirth	4	\$2,036,500	5	\$4,023,700	9	\$6,060,200
219	Davia	Lipscher	2	\$671,000	8	\$5,349,500	10	\$6,020,500
220	Luis	Ortiz	7	\$1,994,998	18	\$4,005,000	25	\$5,999,998
221	Lisa	Blume	4	\$1,825,000	10	\$4,168,900	14	\$5,993,900
222	Chris	McComas	5	\$2,285,000	8	\$3,668,880	13	\$5,953,880
223	Daniel	Straus	1	\$485,000	6	\$5,455,000	7	\$5,940,000
224	Marlene	Granacki	1	\$2,065,000	2	\$3,815,000	3	\$5,880,000
225	Nancy	Hotchkiss	7	\$3,678,895	6	\$2,193,800	13	\$5,872,695
226	Melissa	Dondalski	7	\$3,252,000	4	\$2,584,000	11	\$5,836,000
227	Jennifer	Evans Piet	3	\$2,040,000	6	\$3,794,000	9	\$5,834,000
228	Gina	Purdy	6	\$2,784,725	4	\$3,043,000	10	\$5,827,725
229	Edward	Jelinek	3	\$1,426,000	6	\$4,376,500	9	\$5,802,500
230	Joe	Green	8	\$2,609,500	9	\$3,191,450	17	\$5,800,950
231	Susan	Kanter	8	\$3,091,000	5	\$2,681,000	13	\$5,772,000
232	Cadey	O'Leary	2	\$3,975,000	2	\$1,790,000	4	\$5,765,000
233	Joe	Zimmerman	5	\$1,784,000	6	\$3,955,000	11	\$5,739,000
234	Courtney	Kennedy	6	\$2,730,000	5	\$2,991,000	11	\$5,721,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Brian	Moon	5	\$2,390,700	6	\$3,321,000	11	\$5,711,700
236	Tiffany	Vondran	1	\$571,000	8	\$5,120,500	9	\$5,691,500
237	Elizabeth	Caya	2	\$660,000	12	\$5,022,500	14	\$5,682,500
238	Vikas	Wadhwa	0	\$0	5	\$5,679,500	5	\$5,679,500
239	Edward	Grochowiak	1	\$171,500	9	\$5,454,000	10	\$5,625,500
240	Alex	Wolking	6	\$1,652,900	7	\$3,965,000	13	\$5,617,900
241	Adele	Lang	6	\$2,893,900	7	\$2,722,500	13	\$5,616,400
242	Christina	Delgreco	6	\$3,485,000	3	\$2,098,500	9	\$5,583,500
243	Joseph	Chiappetta	6	\$1,949,500	9	\$3,622,217	15	\$5,571,717
244	Elizabeth	Jones	3	\$1,370,275	7	\$4,189,500	10	\$5,559,775
245	Brittany	Bussell	5	\$2,959,000	3	\$2,590,000	8	\$5,549,000
246	Meredith	Pierson	4	\$2,424,000	5	\$3,096,000	9	\$5,520,000
247	Jeffrey	Proctor	7	\$4,703,220	1	\$810,000	8	\$5,513,220
248	Linda	Mayer	4	\$3,889,000	2	\$1,620,000	6	\$5,509,000
249	Kacia	Snyder	5	\$2,775,000	4	\$2,730,000	9	\$5,505,000
250	Michael	Shin	4	\$2,042,000	6	\$3,426,000	10	\$5,468,000

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