

NORTH SHORE

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

TOP PRODUCERS:

THE WEXLER GAULT GROUP

BETH WEXLER, JOEY GAULT
& LIZ SALINAS @properties

TEAMWORK
MAKES THE
DREAM WORK

FEATURE AGENT:
Chris Foss

LEGACY OF LEGENDS:
Sharon Friedman

PARTNER SPOTLIGHT:
Susan Ruffer Levin
Tony Perry

RIISING STAR:
Connie Barhorst

MARCH 2021



M D E S I G N

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

www.mdesign.house

847.922.6775 | mj.murnane@mdesign.house



M I D D L E F O R K

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

www.middleforkluxury.com

abowyer@middleforkluxury.com | 312.560.3969

NORTH VILLAGE

COMPANIES

EXCEEDING QUALITY AND BUDGET EXPECTATIONS

MYNORTHVILLAGE.COM



MULTI-FAMILY/HOA
EMERGENCY MAINTENANCE SERVICES
BUILDING REPAIRS
CAPITAL IMPROVEMENT PROJECTS



FIRE/WATER RESTORATION
CLAIMS
PROPERTY SECURITY
INVENTORY
REMEDIATION
FULL RESTORATION



RESIDENTIAL
ADDITIONS
INTERIOR RENOVATION



BASEMENT/FOUNDATION
BASEMENT WATERPROOFING
EXCAVATION
UNDERPINNING



COMMERCIAL
TENANT BUILD OUTS
NEW FACILITY BUILDS
INDUSTRIAL MAINTENANCE AND RESTORATION
EMERGENCY MAINTENANCE SERVICES



NORTH VILLAGE

COMPANIES

TABLE OF CONTENTS

 15 Publisher's Note: When It's Quiet	 18 Featured Agent: Chris Foss, Coldwell Baker	 24 Rising Star: Connie Barhorst, Baird & Warner	 34 Partner Spotlight: Susan Ruffer Levin, Attorney
 41 Top Producers: The Wexler Gault Group, @ properties	 49 Thoughts from a Managing Broker: Thomas Downing, @ properties	 52 Partner Spotlight: Tony Perry, ReFresh Fix, Fast, Free, LLC	 58 Legacy of Legends: Sharon Friedman, @ properties

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



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

MEET THE NORTH SHORE REAL PRODUCERS TEAM



Jason Acres
Owner/Publisher



Michelle Medeiros
Ads Manager



Blair Piell
Events Coordinator



Melissa Lopez
Content Specialist



Lindsey Well
Writer



Laura Zickert
Writer



Annette Patko
Photographer



Laura Humpa
Photographer



Travis Heberling
Videographer

CURBSIDE CLOSINGS

DRIVE UP · STAY IN · SIGN · DRIVE OFF

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

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

CHICAGO TITLE

Karen M. Patterson is your Concierge Closer:

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

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

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

Please call anytime with questions or concerns!

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



Don't pay for wasted space.



Storage • Moving • Rental

Ready to create some space?
Call us today at (866) 289-0456 • doorage.com



Doorage is your new Chicago storage solution offering door-to-door storage rental and pickup services throughout the metropolitan area. Our service areas include all of Chicago's major neighborhoods from Addison and Andersonville to Wrigleyville and Woodridge.

"Hassle-free, convenient and affordable. I cannot recommend Doorage enough. Not only do they offer a great service that someone should have thought of sooner, but they are also very accommodating with it. And most importantly, my stuff was picked up when I wanted it to be, stored safely and returned when I needed it to be."

- EVAN K., ★★★★★ GOOGLE REVIEW



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

ACCOUNTING - CPA

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

**ADVERTISING/PRINT/
SOCIAL MEDIA**

Rarecurve
Seth Price
739 Winding Way
Anderson, IN 46011
(816) 728-6895
Rarecurve.com

ARCHITECTURE

Rice Architecture
(847) 853-0824
HealyRice.com

ATTORNEY

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

Jeffrey S. Marks Real
Estate Attorney
(312) 208-7340
TheLouboutinLawyer.Com

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

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

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

Nemani Law
(312) 646-4434
NemaniLaw.com

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

**BRANDING/MARKETING/
WEB DESIGN**

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

BUILDER

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

ICON Building Group
(815) 715-2536
ICON-Group.com ; IB
GREModel.com

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

Russ Construction
(847) 312-6160

CHIROPRACTIC CARE

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

CPA SERVICES

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

DESIGN

Blair Crown Design, Inc.
(224) 707-0138
BlairCrownDesign.com

DESIGN & HOME STAGING

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

FINANCIAL SERVICES

Wela Financial
James Crooker
3400 Stonegate Blvd.
Suite 25407
Arlington Heights, IL 60005
(888) 374-8666
WelaFinancial.com

GIFTS

Woodcut Workshop Co.
(847) 873-2821
WoodcutWorkshop.com

HOME IMPROVEMENT

The ABL Group
(847) 579-1600
theABLgroup.com

HOME INSPECTION

ALPS Home Inspections
Shane Cook
2243 Shannondale drive
Libertyville, IL 60048
(847) 984-3155
ALPSHomeInspections.com

Dunsing Inspections
(847) 367-0782
Dunsing.com

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

HOME WARRANTY

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

INSURANCE

State Farm
(847) 395-1321
ChadArnoldInsurance.com

INVESTMENT REAL ESTATE

The Rehab Depot
(847) 899-5713
TheRehabDepot.com

JUNK REMOVAL

Junk Remedy
(877) 722-5865
JunkRemedy.com

MOLD REMEDIATION

Green Home Solutions
(860) 919-5538
GreenHomeSolutions.com

MORTGAGE / LENDER

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

Draper & Kramer
Mortgage Corp.
(847) 239-7830
DKMortgage.com/Schneider

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

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

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

Key Mortgage Services, Inc
Lauren Marks
4341 Oak Knoll Ct.
Northbrook, IL 60062
(847) 910-5988
MyKeyMortgage.com/
Lauren-Marks/

Key Mortgage Services, Inc.
- Tammy Maranto
(630) 291-1476
MyKeyMortgage.com/
Tammy-Maranto

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

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

Wintrust Mortgage
(847) 418-2825
SusanSeebergLoans.com

MOVING SERVICES

Doorage
Sean Sandona
1842 S Elmhurst Ave
Mt. Prospect, IL 60056
(833) 366-7243
Doorage.com

**ORGANIZING AND
MOVING ASSISTANCE**

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

PAINTING

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

PEST SOLUTIONS

Rose Pest Solutions
(800) 468-7378
RosePestControl.com

PHOTOGRAPHY

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

Conerstone Photography
(630) 205-5033
Cornerstone
Photography.com

REMODEL & DESIGN

Refresh
(847) 549-0668
Refresh2Sell.com

REMODELING (HOME)

North Village Companies
Sean Sandona
1842 S Elmhurst Ave
Mt. Prospect, IL 60056
(866) 667-8414
MyNorthVillage.com

RESTAURANT/BAR

Bluegrass
(847) 831-0595
BluegrassHP.com

ROOFING

Etruscan Gutters & Roofing
Shawn Payne
1460 Old Skokie Rd. Unit C.
Highland Park, IL 60035
(847) 926-0035
EtruscanRoofing.com

L.R. Gregory and Son
(847) 999-7297
LRGregory.com

SALON & SPA

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

SOLAR ENERGY

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

STAGING

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

TITLE COMPANY

Chicago Title
(847) 833-1430
CTCastleConnect.com

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

VIDEOGRAPHER

Visual FilmWorks
Travis Heberling
550 Durham Ln
Hoffman Estates, IL 60169
(872) 356-8135
VisualFilmWorks.com

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

Katherine S. O'Malley
Attorney at Law

CONTACT US: Office: 847-864-7770 | Mobile: 847-912-7250
LincolnStreetLaw.com | komalley@lincolnstreetlaw.com



FIX

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



FAST

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



FREE

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

REFRESH

FIX · FAST · FREE

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

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

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

www.refresh2sell.com   

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

guaranteedRate®

Positively Different™

Creative mortgage solutions where experience counts!

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



RJ Dolan

VP of Mortgage Lending

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

Rate.com/RJDolan

RJ.Dolan@rate.com

3940 N.Ravenswood, Chicago, IL 60613

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

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

North Shore Real Producers Celebrates Top REALTORS®

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

When It's Quiet



▶ publisher's note

As I sit down to draft this publisher's note, it's a cold winter day with temperatures in the teens. It reminds me of times during the year when it's quiet, at least it feels quiet. Lately, the market has been incredible with many sales and listings over the past year. REALTORS® tell me it slows down a bit, but the normal "slow down" hasn't really happened. Sure, it's not like this past fall where top agents were slammed, but as we enter the proverbial, slowing down, I began to think about what do we do when it's quiet.

I really enjoy hunting and fishing. A couple of years ago, my brother and I were hunting in South Dakota for pheasant. It was November. It was cold. The ground was snow-covered and my hands were screaming, "I'm freezing," as we began our flushing technique. During our hunt, there were times when we weren't moving, but waiting. It was quiet. Just me, my brother and his hunting dog, Jasper. But it was in the quiet that something special

happened. My brother shared with me that we need to maintain our sharpness by momentarily resting, watching and refueling. Sometimes a hunt can last all day.

It got me thinking. What do agents do when it's quiet? They rest, for sure! At least I hope they do. That's so important. Top REALTORS® work hard all year. The best REALTORS® seem to be on call seven days a week and 24 hours a day. Make sure you rest when it's quiet! Secondly, top REALTORS® stay watchful. I love this about agents. Rest for sure, but never check out. Personally, I'm inspired by our REALTORS® sharpness in the game. Thirdly, agents use the quiet to refuel. This can look differently for each agent. Some vacation during this period. Some spend extra time with family. Perhaps a hobby. Something that reenergizes the soul is important in the quiet seasons.

And so, I conclude by asking you this question. What do you do when it's quiet?

Jason Acres
Owner/Publisher
North Shore Real Producers
jason.acres@RealProducersMag.com

NEMANI
LAW, LLC

Sophisticated Legal Help with a Human Touch

Business Law | Commercial Real Estate
Estate Planning | Residential Closings

Serving Chicago + the North Shore

Glenview Office:
2700 Patriot Blvd. Suite 250

Chicago Office:
125 S. Wacker, Suite 300

www.nemanilaw.com

312.646.4434
info@nemanilaw.com



RUSS CONSTRUCTION LLC

Home Renovation
Construction Services

Locally Owned & Operated

Licensed & Insured



Give us a call today
847-312-6160

Turning Dreams into Reality!

loanDepot



TJ Lynch

NMLS #214491

Loan Consultant

(847) 504-4156 Office

(773) 732-6843 Cell

tjlynch@loanDepot.com

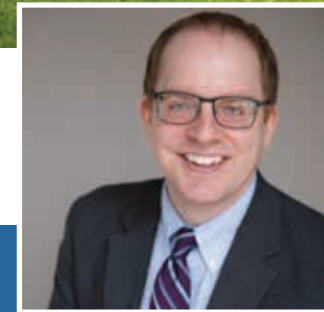
www.loanDepot.com/tjlynch

Contact me
for all your
home
financing
needs!



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

GIVING YOUR CLIENTS CLOSING THE ATTENTION IT DESERVES.



Bob Floss II
Real Estate Attorney

F FLOSS LAW, LLC

Driven by RESULTS for you and your client.
1200 Shermer Road, Suite 206 | Northbrook, IL 60062
flosslaw.com | Bob@flosslaw.com | 224-326-2903



WE'VE GOT YOU COVERED.



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

YOUR LOCAL REPRESENTATIVE



Kimberly Chalekian-Bisailon
Account Executive
Multi-Million Dollar Producer
2017 NSBAR Affiliate of the Year
2017 & 2018 Presidents Club Winner

847-212-8635
kchalekian@hwahomewarranty.com

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

CHRIS FOSS

COLDWELL BANKER

A Third-Generation REALTOR® Who Understands

▶▶ featured agent

Article written by **Laura Zickert**

People who “understand” are people who look beyond the surface. They analyze, they learn, and they pay attention. Chris Foss is recognized as a REALTOR® who has a passion to understand the market and understand his client’s needs. This has led him to be trusted and have a reputation as a REALTOR® who is reliable beyond expectations. As a third-generation Agent, Chris has had the unique experience of learning firsthand from the best and carrying on a legacy selling real estate on the Chicago North Shore and surrounding suburbs.

Chris was born in Evanston, IL, and grew up in Lake Forest, IL. He attended Fort Lewis College Durango in Colorado and graduated in 2000 with a degree in Business Administration. After college, Chris worked at the CME and CBOT before getting his Real Estate license in 2003. “I have always enjoyed



markets, price discovery and fair value,” said Chris. “It was a natural segue going into Real Estate from trading futures.” From the start of his Real Estate career till now, Chris has worked at Coldwell Banker Lake Forest with The MercFoss Team. With 17 years of experience, Chris brings a wealth of knowledge to his clients and transactions.

Chris currently lives in Lake Forest and has found living where his



clients are gives him a unique perspective on the North Shore Real Estate market. He says, “It is important for me to be an integral part of the community and contribute to its growth.” Chris is married to his wife, Claire, and together they have two children, Cullen (5) and Cameron (3). Chris says, “We love spending time together; bike rides, going to the local parks or just enjoying time together in our neighborhood and our beautiful backyard.” When he is

...



“I try to put myself in other people’s shoes and try to have multiple perspectives which helps me understand what my client’s needs are.”



...

not working, Chris also enjoys golf and snowboarding. The MercFoss Team has successfully understood what it means to have cohesive teamwork. Each member of the team has their specialty along with certified licensing and expertise. “Donielle is great at marketing and I’m really good with market-related statistics info and software related tasks like writing offers/contracts, Donna has comprehensive 30 years of experience,” said Chris.

Day in and day out, you can find Chris helping clients make educated home

buying and selling decisions. “I try to put myself in other people’s shoes and try to have multiple perspectives which helps me understand what my client’s needs are,” he says. He is able to give clients his best professional opinion and logical conclusion because of how informed he is. He says, “I pride myself on knowing what the market is doing. I look at inventory levels versus supply and demand to help my clients understand the market and where to position their listings and offer.”

When working with Chris Foss and The MercFoss Team, you can expect

nothing short of excellence. They are a family of real estate professionals who offer their clients a personalized approach and the feel of a small boutique office, backed by the marketing presence of Coldwell Banker Global Luxury. The MercFoss Team has been awarded The Presidents Elite Award with over 20 million in sales in 2020. The North Shore is proud to have Chris Foss as REALTOR® and the North Shore Real Producers congratulate him and The MercFoss Team on all of their success!

The outside of a house says a lot about a home.

If a roof is falling apart and gutters are leaking, it can affect the curb appeal when trying to buy or sell.

By referring us to your client, we can help improve their home’s appearance and functionality for a faster sale.




ETRUSCAN
GUTTERS & ROOFING

Roofing and Gutter Services in the North Shore from Evanston to Lake Bluff, IL
Call us today at 847-926-0085 | etruscanroofing.com

NEW SHOWROOM
259 Waukegan Ave Highwood
~
Cabinetry, Hardware
Window Treatments & more

The ABL Group
Design | Build | Maintain
847.579.1600 | theABLgroup.com

We take the chaos out of closing day.

KEY MORTGAGE

"Thank you again for another smooth transaction, no extensions and closed on time! You guys are the best!"
- Laura W

 **Tammy Maranto**
Loan Officer
NMLS# 224415
IL License# 031.0012228
PH: (630) 291-1476
tammy.maranto@mykeymortgage.com

mykeymortgage.com
475 North Martingale Road, Suite 100
Schaumburg, IL 60173

Green Home SOLUTIONS.
We Make Air Better!

Indoor Air Quality Experts
Mold, Odor & Disinfection Services

Attention Realtors!
Have you had your Indoor Air Quality Assessment completed?

Nothing can break down a real estate deal faster than the discovery of mold or odors within the property. Save the deal by having Green Home Solutions provide an indoor air quality assessment. We will clear up any mold problem quickly and effectively so that you can show the property knowing that your clients are safe-guarded against harmful molds and other airborne impurities.

Green Home Solutions offers whole house disinfection, mold and odor services that use EPA-Registered products which make sure the buyer's new home is virus free from the day that they move in.

800-SOLUTIONS / GreenHomeSolutions.com

AFFORDABLE FAST EFFECTIVE EPA-REGISTERED PRODUCTS



MAKE THE BEST FIRST IMPRESSION



HAVE YOU EVER MADE A PURCHASE DECISION FROM A VIDEO YOU WATCHED?

If you said **YES** you are not alone. **8 out of 10** people also will make a purchase because of a video they watched. **88%** of business owners are satisfied with the ROI of a well made video. if you are still on the fence about video it is time to jump off! Take control of your 2021 with a video marketing strategy.

WHAT VISUAL FILMWORKS CAN DO FOR YOU...

- PROPERTY FILMS
- BRAND FILMS
- TESTIMONIALS
- 3D TOURS
- DRONE
- SOCIAL MEDIA
- &MORE!

Ready to get started?

visualfilmworks.com - info@visualfilmworks.com - (872) 356-8135 - @visualfilmworks



Connie Barhorst

BAIRD & WARNER

▶ rising star
Article written by Lindsey Wells

Top-Notch Service & a Caring Heart

Think about the people you help each day. Everyone you see, everyone you walk by on the sidewalk is living their own complex life full of heartache and happiness, just as we all are. Each individual has their own family, and each family has their own story, and the purchase or sale of a home is the beginning of a new chapter. Connie Barhorst takes her role in those stories seriously. As an agent with Baird & Warner, Connie's goal is to provide her clients with top-notch service while ensuring their experience with her is as seamless and stress-free as possible.

Born and raised in Peoria, Connie's childhood growing up in the 1970s and 80s was a happy one, one that you might only see on television these days. "I had the kind of childhood where we would be out on our bikes all day, play 'house' on the sides of neighbors' garages, have hide-outs and roam outside all day," she recalled. At the age of nine, Connie's family moved across town to Peoria Heights. She attended Bergan High



school, where she met her high school sweetheart and husband-to-be, Jeff Barhorst. After they were married, the newlyweds relocated to Palatine, then Prairie Crossing, where they still reside today. "We are absolutely enamored with our unique

...



neighborhood,” Connie added. “We love the lifestyle and sense of community here. We have met the best of friends that have become family. We feel really blessed to have raised our family here.”

Connie and Jeff have four children: Ellen, 23; Kyle, 21; Carter, 18; and Allison, 16. The two oldest are in college and the two youngest are in high school. When they aren’t working or studying, the Barhorsts love spending time together as a family, whether they are hiking, traveling, cooking, or exploring new eateries. Also part of the family are Lilly, Gracie, and Maddie, three Golden Retrievers, which the family absolutely adores.

Connie is a proud graduate of the University of Wisconsin-Madison, where she earned a degree in Retail Management. Her first job out of college as a Front-end Manager of Toys-R-Us. Connie credits that time in her life with awakening her passion for customer service and exceeding customers’ expectations. She continued to build on that passion and experience throughout the years, working in a bank’s human resources department and later as a consultant for a direct



“We love the lifestyle and sense of community here. We have met the best of friends that have become family. We feel really blessed to have raised our family here.”





“I am a people-pleaser at heart, and it makes me so happy that my clients appreciate all my efforts.”

•••

marketing company after a 20-year stint as a stay-at-home mom. It wasn't until 2019 that Connie realized there was an industry that would allow her to combine her love of homes and design with her passion for helping people—and get paid for it.

“I know it sounds cliché, but I really love making a house a home. I love home décor and putting everything together,” she said. “The thrill of helping someone find their perfect first home or helping stage a listing so that my client will have a quick sale and the ability to go on to their next chapter is very fulfilling to me. I am a people-pleaser at heart, and it makes me so happy that my clients appreciate all my efforts.”

Connie earned her real estate license in 2019 and has since become heavily involved in home staging. She is a Certified Staging Consultant and also holds a certification from Home Staging Resource.

While she has a laser focus on her business, Connie hopes to be remembered not for her professional accomplishments, but rather for her good heart. “People matter and their feelings matter. I sincerely care about others and the hopes and dreams they share with me. I want only the best for people,” she said. “I look at life with optimism. The glass is always half full to me. I try to instill that in my kids—you get what you give.”

CORNERSTONE PHOTOGRAPHY

FAMILY LIFE SESSIONS

SENIOR PORTRAITS

HEAD SHOTS

WEDDINGS & EVENTS



CONTACT US FOR MORE INFORMATION:

847-844-9000

LAURA@CORNERSTONEPHOTOGRAPHY.COM

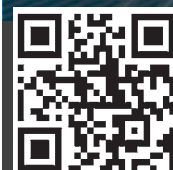


ATLAS

UPPER CERVICAL CHIROPRACTIC

For a limited time, we are offering new patient exams for \$97

Patient exams normally \$240



ALEX HALSTEAD, D.C.

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





Thoughtful solutions in INTERIOR DESIGN

"I'm always happy to be brought in during the purchasing process to help with vision and give clients that extra level of service."

Blair Crown Piell

BLAIR CROWN DESIGN
blair@blaircrowndesign.com
224 707 0138



Artisan Creative Agency

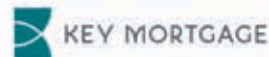
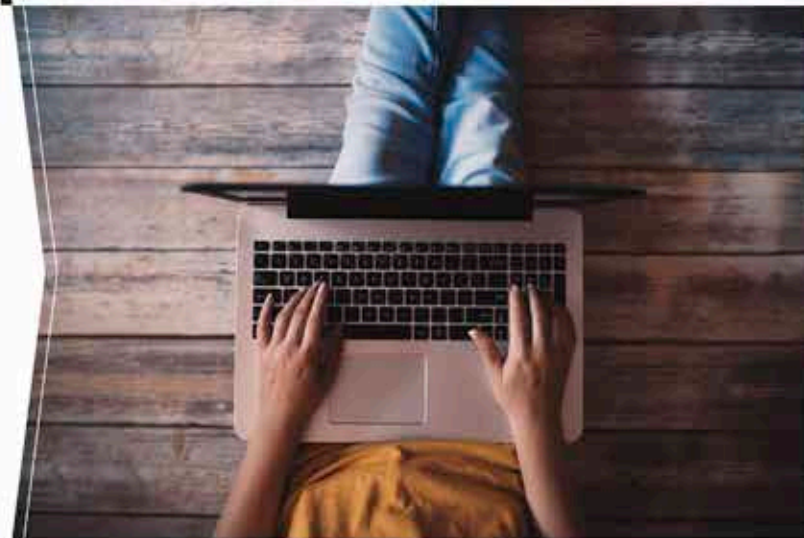


BRANDING & GRAPHIC DESIGN

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

ONLINE SOLUTIONS

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



“Lauren always **exceeds mine and my buyers expectations.** She **bonds** with the clients **easily**, answering their questions and putting their fears to rest. **She is simply the BEST!**”

-Sharon D. Real Estate Agent



Lauren Marks
Senior Vice President of Mortgage Lending
847.910.5988
Lauren.Marks@MyKeyMortgage.com
NMLS# 454226

WOODCUT WORKSHOP CO.

Custom home decor and gifts that are hand-built, hand-painted, and hand-made!



Owner & Artist Lauren Zickert



MUG RACKS



HOOK RACKS



HANGING SHELVES



DONUT WALLS

WoodcutWorkshopCo.com @WoodcutWorkshopCo
WoodcutWorkshopCo@gmail.com 847-873-2821



SIGNS & GRAPHICS

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

Copyright © 2021 Key Mortgage Services Inc., NMLS # 10747, 400 N. Martingale Rd., P.O. Box, Schaumburg, IL 60195. For licensing information, go to www.nmlsconsumeraction.org

LET US HELP YOU MAKE YOUR REAL ESTATE TRANSACTION A DONE DEAL!



Euclid Title Services, LLC is a full-service title and real estate settlement provider.

At Euclid Title Services, LLC, the client is always our first priority and our goal is to make the closing process a smooth one. Our experienced staff has handled thousands of closings so whether you're buying, selling, or refinancing, We can help!



Euclid Title Services, LLC
 1590 S. Milwaukee Ave., Suite 215 | Libertyville, IL 60048
 Office: 847-996-9965 | Cell: 847-902-9339
 Verra Rudolfi | verri@euclidtitleservices.com

FLEXIBLE SOLUTIONS
 TO GIVE YOUR CLIENTS THE
Confidence To Close

SUSAN SEEBERG
 Senior Mortgage Consultant
 NMLS # 755983
DIRECT: 847.418.2825
 Cell: 847.712.6021
 SSeeberg@wintrustmortgage.com
 SusanSeebergLoans.com
 1100 Waukegan Rd. Northbrook, IL 60062

Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS# 445042, © 2020 Wintrust Mortgage.

FROM CONTRACT TO CLOSE

We give our clients Individualized Service.

JEFFREY S. MARKS
 Real Estate Attorney
 312-208-7340 • jmarks@bussepc.com

Winter Special
Flat Fee Residential Closings Buy or Sell
\$400

www.thelouboutinlawyer.com
 27 North Wacker Drive, Suite 446 • Chicago IL 60606
 3350 Salt Creek Lane, Suite 105 • Arlington Heights, IL 60005

ROSE[®]
 PEST SOLUTIONS
The Answer Since 1860!



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



800-GOT-PESTS?  rosepestcontrol.com

▶ digapub
 GET EVERY ISSUE
ON YOUR PHONE



Download Our Mobile App

- Go to **App Store**
- Download **DigaPub**
- Choose **Illinois**
- Choose **North Shore Real Producers**

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





Susan Ruffer Levin

Law Office of Susan Ruffer Levin

A **Lawyer** Who Enjoys **Working Hard** for her **Clients**

▶▶ partner spotlight

Article written by **Laura Zickert**

When it comes to buying and selling real estate, Susan Ruffer Levin makes the process as smooth as possible for her clients. She is experienced working with a range of personalities and various types of purchasers and sellers; from first-time buyers to sophisticated developers. She runs a full-service law firm, assisting her clients with buying and selling property, forming entities, drafting and negotiating leases, and new construction contracts for developers and buyers.



For over 30 years, Susan has worked in the real estate industry and continues to represent her clients with excellence and passion. After graduating from the University of Colorado, Susan came back to Chicago and went to law school at IIT Kent. She has built her career and life here. Growing up, Susan had a glimpse into what it would be like to work in real estate law, as her father was a real estate attorney who assisted his clients with their zoning needs.

“When I became a lawyer, I didn’t know what area of law to choose, but I knew that my father liked what he did and his schedule was flexible, so I decided to practice real estate law,” Susan laughed, “I guess it was not a very complicated decision.”

The early days of her career were spent at a large law firm negotiating

commercial leases. At the time, sitting behind a desk all day was too isolating, so she became a real estate broker representing tenants and negotiating the business aspects of commercial leases. “This was helpful to me when I opened my law firm because I then understood about the business side of real estate,” she said.

...

•••

Susan has always been solution-driven. About 10 years ago she became interested in mediation and "how to get to yes." This interest led her to obtain her Certificate in Mediation from Northwestern University. "I really enjoy doing that work. Helping people communicate with each other to find common ground is so rewarding," said Susan.

Susan raised her four children in the northern suburbs and recently moved back to the city. Her kids and extended family live across the country and traveling is the best way to get together. She recently took a bike trip to Death Valley with her sister. She said, "No work, plenty of exercise and outdoor activity is a great way to reconnect." When not traveling, Susan's hobbies include photography, biking and just walking around Lincoln Park and the lakefront with friends.

Susan is a lawyer who enjoys working hard for her client and being there every step of the way. She is an example of someone who is dedicated to making the experience of buying and selling real estate a positive experience.



smartClose™

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

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

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

loanDepot

213 West Institute Place, Suite 210, Chicago, IL 60610 | loanDepot.com, LLC NMLS ID 174457. Licensed by the IL Department Financial & Professional Regulation. For licensing information, go to www.nmlsconsumeraccess.org. (652)282-3463(50)

**PROTECTING YOUR CLIENT'S INVESTMENT
FROM PURCHASE TO SALE.**

THE LAW OFFICE OF SUSAN RUFFER LEVIN

SUSAN RUFFER LEVIN, ATTORNEY/MEDIATOR
773-255-3418 | www.rufferlevinlaw.com
790 West Frontage Road | #718 - Northfield, IL 60093
susanrufferlevin.law@gmail.com

**Over 20 YEARS of real estate law
experience in Cook & Lake Counties**

**YOU'LL LOVE HOW NEW PAINT
TRANSFORMS YOUR HOME.**

DIVINCI PAINTERS
INSPIRATION • TRANSFORMATION • DEDICATION

divincipainters.com | 847-266-1295



SALON OAK & SPA @ Barberville

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

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

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

Follow Us On



Get great service & great rates.

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

You know I'm always here with Good Neighbor service. But I'm also here with surprisingly great rates for everyone. Call me for a quote to see how much you can save. You might be surprised.

Like a good neighbor, State Farm is there.®

Individual premiums will vary by customer. All applicants subject to State Farm* underwriting requirements.

State Farm
Bloomington, IL
2001877



Life is filled with opportunities.
Will YOU be ready?



Tip #164
Learn the common features to unscramble the mystery of retirement plans.

Let's chat today!
James W. Crooker
888-374-8666
www.welafinancial.com



WelaFinancial
Growing people and prosperity

ONEAMERICA Wela Financial is a general agency appointed with the insurance companies of OneAmerica. Services offered through OneAmerica Securities, Inc., a Registered Investment Advisor, Member FINRA/SIPC.



**THE REHAB
DEPOT**

Join The Most
Legendary
House Flipper in
Chicagoland!

Make more
money by
adding
rehabbing to
your arsenal.



I have flipped thousands of homes and consulted over \$500 mm in real estate assets all over the country. 2021 will present massive opportunities for agents and investors to create, buy and hold portfolios. Rehabbing will be the Achilles heel of your potential profit. Now is the time for Agents to learn how to rehab from A-Z and that's exactly why I'm here."

-Rotty



Contact The Rehab Depot today for your free consultation!
847-899-5713

105 E Townline Rd Suite 337 Vernon Hills, IL 60061 | www.therehabdepot.com

guaranteed Rate

The Home Purchase Experts®



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

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

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

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



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

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

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

top producers

Article written by **Laura Zickert**
Photography by **Annette Patko** // Bordeaux Studio



@properites

THE WEXLER
GAULT GROUP



TEAMWORK MAKES THE DREAM WORK

When you combine decades of real estate experience, a background in finance and a previous career in marketing and branding, you have created the perfect trio. This is the basis of The Wexler Gault Group.

Beth Wexler grew up in Highland Park, IL. She graduated from Boston University and after college, at 21 years old, began her career selling residential real estate, which was unprecedented for her age. As the ultimate people person, Beth lives by her dad's mantra, "Don't just sit in the

office, go out and meet people and get business." This is where she shines.

Joey Gault grew in Buffalo Grove, IL. She graduated from Columbia College and after graduation, she started her career at Mesirow Financial. The group says, "She is the analyst of the partnership." With 20 years of experience, Joey contributes experience and positivity to the team.

Liz Salinas grew up in Woodbury, NY. She graduated from Boston University and met Beth in college where they

became friends. Liz had a career in marketing and advertising prior to real estate. Beth thought Liz would be the perfect addition to the team and motivated her to get her real estate license. Now, 10 years later, Liz is the managing partner of the team and contributes a high level of creativity and has spearheaded the team's business model.

Beth and Joey started out as city brokers for the first half of their career. They created a successful business selling single-family homes, townhomes, condos, lofts and represented

new construction builders all over the city of Chicago. "When we decided to move to the North Shore, Joey to Deerfield and Beth and Liz to Highland Park, our clients followed and we quickly became the top producing broker team within our office," said Liz. The group is mostly comprised of women including, Chantel Asner, Joie DeGraff who are both city brokers, Elise Dayan, Lauren Rabin, Steph Degodny, Cari Zweig-Driscoll, Laura Eason, Carly Gitler, Jen Golding, Mimi Goodyear, Irene Mester, Melissa Newman, and Heather

Siegel. "All hard-working brokers who do an incredible job of balancing their careers and families," said Beth. Scott Glazer is their only male team member. Liz says, "He puts up with us all and is always pushing us to be bigger and better." The team dynamic is extremely collaborative. Beth, Joey and Liz mentor, train and help promote the group. Each broker works on their own business while still having the support of a cohesive team.

During the pandemic, The Wexler Gault Group was determined to make

2020 a year of growth. "People are having to spend more time at home and are realizing the value of the space they live in. This mind shift made us realize that we too needed to adapt our business. We utilized social media, professional listing videos, Zoom calls and connected with brokers in our community. In turn, creating success," said Joey. As a result of their dedication, the team had over \$82M in sales with 152 transactions, bringing 2020 to be their best year yet. "We look up to each other. We are all ambitious





Although dedicated to their work, this trio is also dedicated to their families. Joey is married to her husband, Jon. Together, they have two children named Charlie and Jack, along with two dogs, Breck and Oliver. Traveling is a highlight for their family, as they enjoy annual ski trips and the outdoors. “The pandemic offered our family the opportunity to go an unforgettable RV trip out West, where our boys were able to see this country,” said Joey. Joey lives with her family in Deerfield and loves walking her dogs at the local park. Beth is married to her husband, Michael. Together, they have three children, Cole, Cami and Myles and the favorite family member, Chance the Yapper, a Golden Doodle. As a family, they enjoy cooking and spending time in Montana together. Liz lives in Highland Park with her three children, Ian, Sophie and Oren. Their family enjoys taking walks with their rescue dog, Homer, and trying new restaurants. Both Beth and Liz live with their families in the Ravinia neighborhood in Highland Park. They love supporting the local businesses, such as the Ravinia Farmers Market, Abigail’s, Ravinia Brewing Co. and enjoy being able to walk to Ravinia Festival.



...

and driven to keep improving year after year. Our team members motivate one another and share in the collaborative process. At the core, we all have the same work ethic. We truly care not only about our clients, but our team members and

colleagues,” said Beth. Both Beth, Joey, and Liz all view themselves as “team players” and are supportive of each other. “We want each member to be happy, successful and fulfilled. Our group’s platform is built on this foundation,” said Joey.

“Success has been created through the relationships within our team, colleagues, and clients. Building our team and watching our brokers succeed has been extremely rewarding,” said Liz. Beth, Joey, and Liz unanimously believe it is important to, “Surround yourself with people who motivate you, keep you balanced, have your back, make you laugh, and most of all, believe teamwork is the key. We are so fortunate that not only do we all get to work together every day, but we all enjoy each other’s company.”

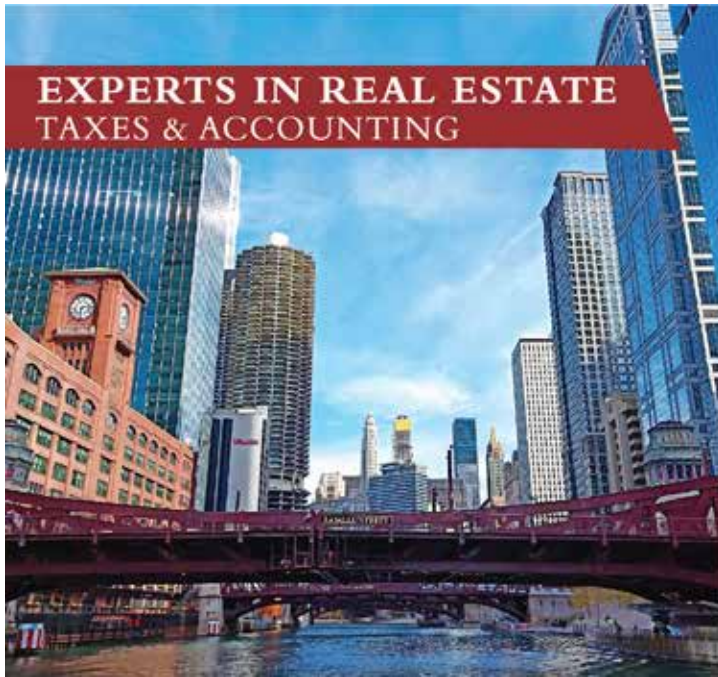


**EXPERTS IN REAL ESTATE
TAXES & ACCOUNTING**

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

the Hechtman Group
Exceptional CPA services for
small businesses with big plans

☎ 847.256.3100
@ info@thehechtmangroup.com www.thehechtmangroup.com



**Don't let your client chance their BIGGEST INVESTMENT.
Schedule with us for so much more than a HOME INSPECTION.**



ALPS Home Inspections

(847) 984-3155
Safety • Security • Confidence

www.alpshomeinspections.com • shane@alpshomeinspections.com
Insured • License # 450.012281 • Entity # 451.001331

Buying a home is a big deal. We want to help educate your clients to understand what they are buying.



DRAPER & KRAMER MORTGAGE CORP.



Cathy Schneider
VP of Residential Lending

Call me today for your home financing needs!

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

Equal Housing Opportunity
Cathy L. Schneider (RM: 5-220197 DC: 0220197 E: 031 0012078 MN: MN-MG-D-220197 WI: 220197) is an agent of Draper and Kramer Mortgage Corp. (RM: 5-25611) an Illinois Residential Mortgage Licensee located at 1431 Opus Place, Suite 208, Downers Grove, IL 60155, 630-374-2100 DC: Mortgage Lender License No. ML02951 E: Illinois Residential Mortgage Licensee No. MR 0034263 - Licensed by the Department of Financial and Professional Regulation, Mortgage Banking Division, 100 West Randolph, 9th Floor, Chicago, IL 60601, (888) 473-4158 MN: Residential Mortgage Originator License No. MN-MO-20471882 Residential Mortgage Servicer License No. MN-MS-2551 This is not an offer to enter into an interest rate lock agreement under Minnesota law. WI: Mortgage Banker License No. 273891A. www.mortgageaccess.org © 2020 Draper and Kramer Mortgage Corp. All Rights Reserved. 03/19/20 01/02/20



Create your
own **Sanctuary**



A. PERRY HOMES

ARCHITECTS BUILDERS REMODELERS

847-549-0668

APERRYHOMES.COM



LR GREGORY & SONS
lrgregory.com

"LR Gregory and Son is my go to company for everything HVAC! Jim Gregory does great work and his service team is thorough and efficient. I've done my homework and their pricing is by far the best I've found. Great work!!"
- Russell A.

Our team of specialists are ready to assist you.

- For nearly 70 years, graciously serving Chicago's North Shore communities.
- Fully Licensed and Insured 24/7 Emergency Service
- Your Local HVAC, Roofing, and Plumbing Experts

Call Today for a FREE Estimate! ■ 847-999-7297

WE'RE THE MISSING PIECE TO THE PUZZLE.



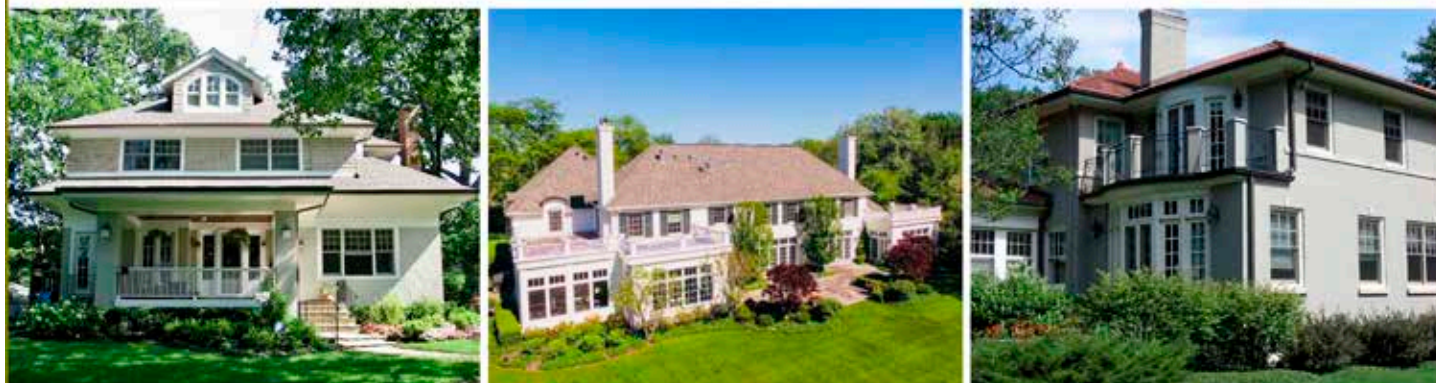
Dam, Snell & Taveirne, Ltd.
Certified Public Accountants

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

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

RICE Architecture

Additions Remodeling Interiors New Homes Restoration



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

thoughts of a managing broker ◀◀

Written by Managing Broker Thomas Downing

Thomas Downing | @properties

Remain Focused on What Matters Most



I am very excited and honored to have made the switch from a Top Producing REALTOR® with a successful team in the North Shore, to Managing Broker for @properties Winnetka, one of the most productive real estate offices in the state.

For me, the switch of roles from managing my real estate business to that of Managing Broker was natural. My entire career has been built on providing exceptional client experiences. I honestly love what I do now and feel this translates well for successfully supporting the agents. They are now my clients, and my priority is to use everything at my disposal in ensuring their success.

Prior to my career in real estate, I spent over 20 years helping many businesses of all sizes grow through their customer experience. The guiding principle that was common with every successful business was integrity. I have learned through the years that how we treat our clients, our customers, each other — and even ourselves — has the largest impact on our overall success.

Obviously, relationships are what drive any business, but it's even more true for real estate. We are in a very competitive market where there are at least 150 qualified real



estate agents for every house on the market. Our experience and expertise are what distinguish us from our competition, but it's how we approach our business that yields the highest rewards.

This is true now more than ever! There is no question that these are uncertain times. Agents are asking, "Will this strong housing market last? How will the ongoing pandemic and the current political climate effect my business?" This all sometimes feels "out of our control" and makes doing a rewarding, but tough job, all the tougher.

I believe that what we CAN control is our approach to our business. This means working with honesty, staying

responsible to those around us and being accountable in all we do. Will we do this perfectly and all the time? Not likely, but working with an integrity mindset allows us to "cut through the noise" and remain focused on what matters most, namely supporting our clients, customers and each other with an integrity mindset. It's been my experience that this approach ensures better outcomes, which in turn provides for sustainable, long-term success. And isn't that what we all want?

Tom Downing
@properties
Managing Broker Winnetka

IMAGINE

NOT HAVING TO SPIN YOUR WHEELS LEARNING A MILLION NEW THINGS TO TAKE YOUR BUSINESS TO THE NEXT LEVEL.

- 2,000+ Clients and 10,000+ Ad Campaigns Under Our Belt
- Exact Same Ad Strategies the Big Dogs Use
- Made Affordable for Local Businesses & Top Producing Agents
- We do the work, not you. FREE YOUR GENIUS with **Rarecurve for Realtors**



SETH PRICE, MARKETING STRATEGIST | 816.728.6895 | SETH@RARECURVE.COM

Curbside, Patio & Carry out
(No tents or heaters)

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

Boutique Company. Big Lender Ability.

BRETT HINES
VP of Mortgage Lending

C: 937.286.9618
BrettH@MolitorFinancial.com
MolitorFinancialGroup.com
NMLS# 1643575

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

773.275.3100 | NMLS# 227034 Illinois Residential Mortgage Licensure. Rates, terms and programs are subject to change and the market conditions. All borrowers information is kept confidential and have the ability to apply for a mortgage loan. Rankings provided by NMLS for 2019. Full results can be found at aimgroup.com/broker-rankings/results

The whole Dunsing Team (including the Office Dogs) is looking forward to Great Things this year!

Treats!

DUNSING INSPECTIONS

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

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

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

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

Commercial & Residential

JUNK REMEDY SICK OF JUNK? WE'VE GOT THE REMEDY!

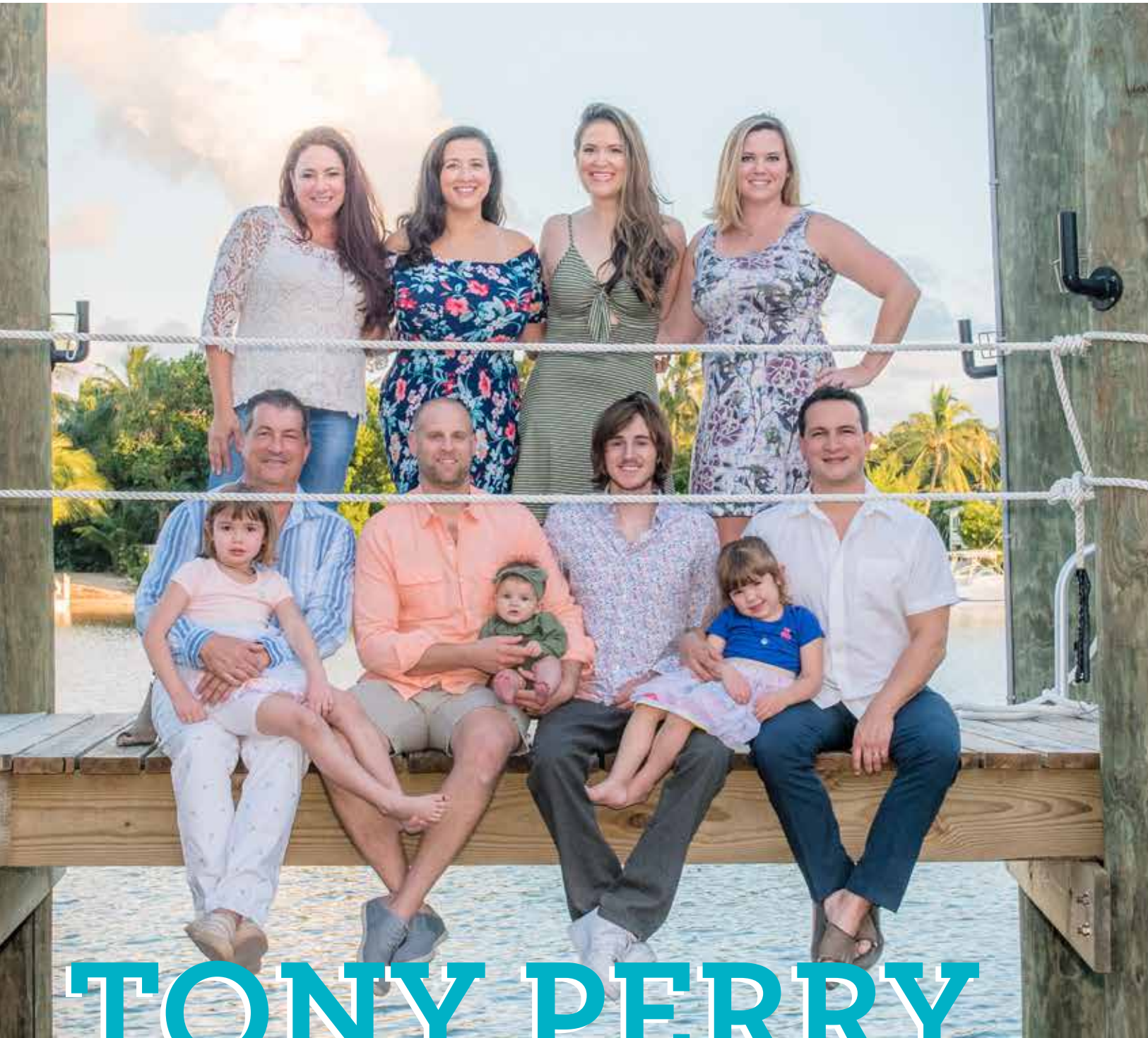
Rental & Estate Clean-Outs

Wow! What a crew! Professional, efficient, neat, organized... unbelievably awesome! You don't find guys like this any more! My family and I appreciate everything! -Customer Review

JUNKREMEDY.COM • 877-722-JUNK
Free Estimates • Up-Front Pricing • Licensed, Bonded & Insured (5865)

SAVE \$25 WITH THIS AD

Not valid with any other offer or discount. One coupon per household. Expires November 14, 2020



TONY PERRY

ReFresh Fix, Fast, Free, LLC

A CEO Who Sees a Need & Creates the Solution

▶▶ partner spotlight

Article written by **Laura Zickert**

Many people see opportunities in the world, but it takes a true visionary to see a need and create a successful solution. Anthony “Tony” Perry is the CEO of ReFresh Fix, Fast, Free, LLC, a business that handles all the details and makes a home ready to sell faster for more money. His business started when he saw many homes were selling for less than their full potential value. Sellers were unable to capture the full market value due to buyer’s objections. The hassle and inability to finance or handle a facelift forced sellers to take less or drag out the sales process. “We wanted sellers and REALTORS® to capture the full value of a home,” said Tony, “We make any repairs or improvements to maximize the value of your home and make it more attractive to buyers.”

Tony and his team have studied and understood current trends and how they can best be served to maximize the value for people’s homes. His team is more than just professionals, architects, superintendents, and trained project managers, but also family. Tony says, “We are a family business and therefore most of my family works for our company.” Dee, Tony’s wife, works in accounting. Anthony, Tony’s Son, works in sales and marketing. Hillary, Tony’s daughter, works in project management. Tony’s granddaughters have even been a part of modeling for some of their advertising. “We enjoy having fun together, traveling and spending time with all three generations,” said Tony. When they are not working, they love to spend time being active or cooking.



“We enjoy having fun together, traveling and spending time with all three generations.”



We are significant contributors to making the world a better place.



...

“We have some pretty intensely competitive cooking competitions and many fun family traditions with our growing family.”



The experience that Tony and his family bring to ReFresh has contributed to their success and countless positive client experiences. By interacting with REALTORS® and buyers daily, Tony says, “We saw the need for the service and crafted it specifically for the benefit of REALTORS® and homeowners looking to sell their home for the best price quickly.” ReFresh has an organized process, which makes them reliable, and a fabulous reputation, which reduces stress for both parties knowing they can count on ReFresh.

When talking about the success that ReFresh Fix, Fast, Free, LLC has had, Tony shared how maintaining their integrity and business ethics has been key. In addition, Tony is a business owner that cherishes relationships and believes that “we are significant contributors to making the world a better place,” and therefore it is important that everyone does their part, even in their career.

“The dramatic transformation that occurs when a project is refreshed gives us the most satisfaction. We feel good knowing that our clients are obtaining maximum value for their homes,” said Tony. For inspiration and examples of completed projects, you can visit ReFresh2sell.com and follow ReFresh on social media. If you are not planning to sell your home now, consider using ReFresh to do the work needed in advance. By using their skilled and award-winning team, you can enjoy seeing work done in your home while still making memories. As the ReFresh team likes to say, “Now is the time...What are you waiting for?”

 20 years of residential law expertise

 Seamlessly taking the baton from contract to closing

 Fast, efficient, 7 days a week responsiveness



THE LAW FIRM THAT ALWAYS KEEPS YOU IN THE LOOP



The David Frank Law Group



David Frank

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

Curious about powering your home with solar?

Find out how qualified homes can save money with no upfront costs, earn \$1000 for every referral that goes solar!



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



Paxem.com



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

For Your Complimentary Consultation Call
847-829-4437



Bordeaux Studio

1703 Darrow Avenue, Unit 2 Evanston, IL 60201

annette@bordeauxstudio.com

Make A Lasting Impression With Compelling Images

CALL US (847) 563-8273 | WWW.BORDEAUXSTUDIO.COM



SCOUT & CELLAR

CLEAN-CRAFTED COMMITMENT
WINE CONSULTANT

Scout & Cellar
Give The Gift
of
Clean Crafted Wine

•Wines with no added sugar, chemicals, or synthetic pesticides



CALL US (224) 456-7275 | WWW.SCOUTANDCELLAR.COM/BORDEAUXSTUDIO

Sharon Friedman @properties

REALTOR® for
25-Plus Years

►► legacy of legends

Written by **Laura Zickert**

A REALTOR® Who Lives Out the Golden Rule

Sharon Friedman is a legend and a testimony of someone who not only values but also lives out what it means to “treat others the way you wish to be treated.” Her kindness combined with her expertise has led her to have a reputation as a REALTOR® that goes above and beyond for her clients. With 38 years of experience, we recognize Sharon as being a REALTOR® in the North Shore setting the standard of what excellence and treating others with kindness looks like.

Born in Chicago, Sharon grew up in Lincolnwood, IL. She attended the University of Illinois and graduated with her BA in Elementary Education in 1971. She continued her education by later graduating with her master’s degree in Special Education in 1975. She taught school for nine and a half years, focusing over that time on 4th grade and then special education and gifted education for kindergarten through fifth grade. Both Sharon’s first and second year of teaching, she was even nominated by her principal for the Golden Apple award. “I



loved teaching and was passionate about helping my students. I often worked extended hours helping students and initiating and implementing school and district-wide curricular and extracurricular programs,” said Sharon.

After having her first child, she said, “I found myself requiring and desiring a higher income and I also wanted to work close to home with flexible hours.” She tutored close to home while getting

her real estate license and found her passion to be in a commission-based career. “Though I initially viewed real estate as a part-time job, I quickly got hooked,” she said. Five years into working with real estate, she decided to go with the momentum and watched her business grow.

Sharon started at a small office in Wilmette within a large National Company called Century 21 Nash. Nine years later, she moved to Kahn Realty in Winnetka and was there until Coldwell Banker bought Kahn in 1996. She has continued to work with Coldwell Banker until summer of 2020 when she moved to @properties. Spurred by time-consuming pressures brought on by the recession, Sharon formed an award-winning partnership with Frank and Trish Capitanini. Their partnership was from 2010-2018 in order to continue to provide exceptional service to their clients. Sharon has been ranked the #1 CB Sales Broker in the entire North Shore most years from 1996-2018 and frequently was the #1 Sales Broker in Chicagoland and Midwest region. She has been listed among the Top 1% of brokers worldwide since 1996, has been recognized as one of the top 20 agents in Cook County since 1996, and much more. She has highly valued and respected all of the management teams she has encountered.

Sharon says, “I recently changed my goals and now focus on what I am most passionate about FAMILY! I now want to be the best wife, mother and grandmother on the planet, or





...

at least the north shore... but I have fierce competition! However, I am still extremely passionate about my work and derive great joy in helping my buyers and sellers achieve their goals.” She has been married to her husband, Bob Boehm, for nine years. Together they live in Highland park close to Bob’s two married sons and five teenage grandchildren. One of their favorite activities to do together is to enjoy family lakefront boating and games during the summer at the Boehm family home on Cranberry Lake in Eagle River, Wisconsin. Sharon also has three married children from a previous marriage and eight grandchildren (ages 2-7) that are “the light of my life,” as Sharon says. “They make the sunshine every day. We love any and all family time we get together.” Sharon’s children live in Chicago (formerly in Fort Worth), Minneapolis and San Francisco. She spends a great deal of time now traveling to see her family. She is eager to get the Covid vaccine so she can resume her cherished family visits and vacations together.

When she is not working, Sharon loves to cook and Bake. She says, “This started back when my mom worked and taught me how to start

“
We love any and all family time we get together.
”

dinners after school before she got home. Baking has been a source of enjoyment since a kid.” She also enjoys sewing quilts, pillows, and toys for her grandchildren. Sharon has been a longtime supporter of The Ronald McDonald House and the Jewish United Fund. The Leukemia and Lymphoma Society and related charities has recently become a huge part of Sharon’s life after her young granddaughter was diagnosed with Leukemia. “My granddaughter is doing very well thanks in great part to the work of this and similar cancer organizations,” said Sharon.

It has been important to Sharon to think of others before herself. “I try to live by the Golden Rule: Treat others the way you wish to be treated. This means ALL others. Honesty and integrity are always paramount,” said Sharon. She has worked hard, worked smart, done extensive research, and set the tone for keeping everyone involved and happy during each transaction. We congratulate Sharon on all of her success and thank her for the footprint she is leaving in the North Shore.





FORUM MORTGAGE BANCORP
An Illinois Residential Mortgage Licensee

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

Our mortgage
financing provides
a strong financial
foundation for the
home your clients
dream of.



www.forummtg.com | (773) 774-9040
7221 W Touhy Ave. Chicago, IL 60631

Forum Mortgage Bancorp is regulated by: State of Illinois Department of Financial and Professional Regulations, Division of Banking
100 W. Randolph St., 9th Floor, Chicago, IL 60601 | (312) 793-3000 | www.idfpr.com NMLS # 143978 License # MB.0004433



CALLING ALL REALTORS



Homes DO NEED updating post close

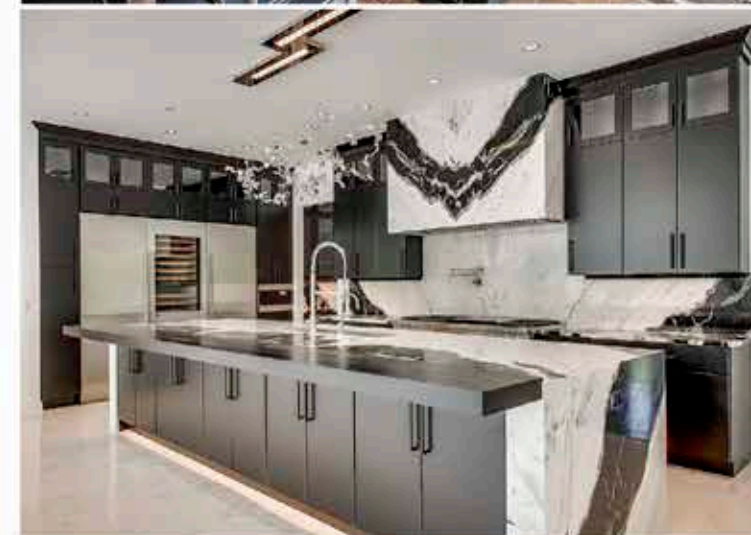
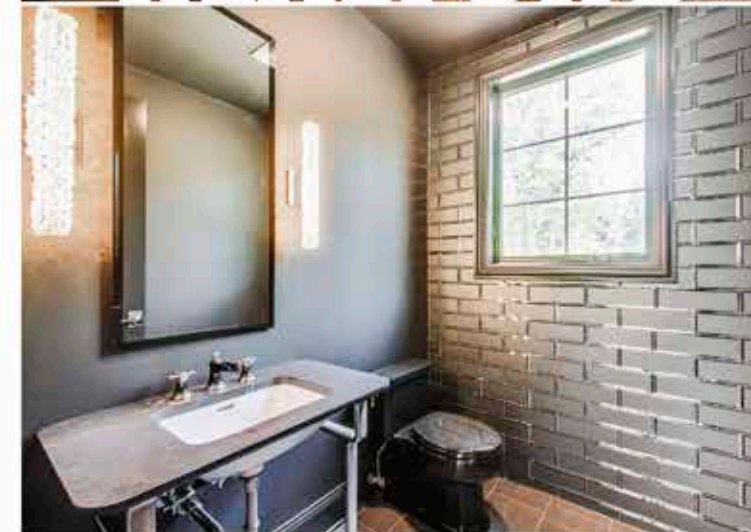
According to Trulia, the number of new homeowners that want to remodel or renovate is up from 84% in 2018 to 90% in 2019. The most commonly cited rooms homeowners plan to remodel or renovate are kitchens (50%) and bathrooms (45%).

So, our question is... why shouldn't **YOU** benefit from this?

Let's work together to grow your commissions by getting credit for this additional spend!

Refer a new Icon home or remodel and get your commission **paid on the front end!***

*If your client signs a deal to build a new custom home or remodel with Icon Building Group, you will be paid your full commission on the 1st draw, not at the closing!



OUR COMMUNITIES

- Majestic Pines, Indian Creek
- Woodland Chase, Vernon Hills
- Riviera Estates-Greggs Landing, Vernon Hills
- Deerpath Farm, Mettawa
- Hawthorn Place, Hawthorn Woods
- Meadowood Estates, Kildeer
- Woodleaf at Sanctuary Club, Kildeer
- Elm Estates, Lincolnshire
- Oak Knoll Woodlands, Lake Forest
- Wimbledon Estates, Lake Bluff
- Brighton Oaks, Lakewood

Icon builds homes that are 100% custom, whether in one of its communities or on a lot we help your client find.

www.icon-group.com | 847.773.1200 | info@icon-group.com

Building CUSTOM homes all over the North Shore since 2008!

NEW HORIZON INSPECTION

Let us get you there

To Schedule

847.942.8768

www.nhinspection.net





PHOENIX RISING
HOME STAGING • INTERIOR DESIGN • FURNITURE SALES

Designs that Inspire™

*Style, Comfort, Luxury, Transactions, Happiness, Elegance,
Euphoria, Emotions, Sophistication, Tranquility, Relaxation*

Staged Dec 2nd 2020 / Under Contract Dec 21st 2020



Staged Nov 24th 2020 / Under Contract Dec 9th 2020



Sell your home faster and for more money with Phoenix Rising Home Staging!

105 E Oakton St, Des Plaines, IL 60018

312-450-8365

www.chicagostaging.com