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Friday, October 8th  
*Details on page 18*

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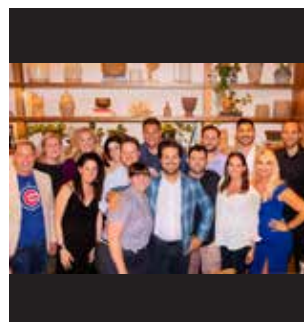
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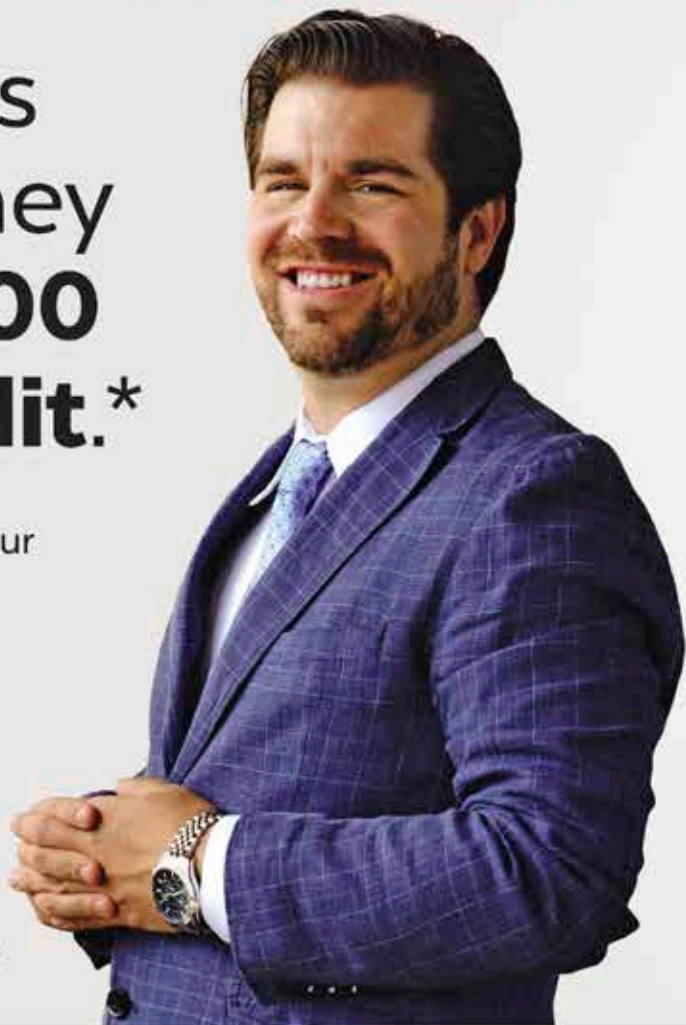
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# PUBLISHER'S NOTE



**My son just started preschool which means 75 percent of my children are in school full time. I never thought the day would come! Teachers have been put through the wringer over the past two school years. As I think about all of the changes that our education system has had to endure, I am now more appreciative of school teachers than ever before. We can almost all agree that teachers are underpaid for the amount of work they do and the unnecessary things they put up with outside of their job description.**

I have always wondered what it would look like if teachers were incentivized like REALTORS®. What would their “commission structure” look like? I know that is hard to translate and we are not comparing apples to apples, but it does spark curiosity in my mind. The point is that teachers deserve an enormous amount of grace and gratitude in my humble opinion.

I’ve had countless mentors who have shaped my life who have not been financially compensated to the degree in which they deserve. People who give freely of their time to help take someone else’s game to the next level are usually indifferent about being put on a pedestal. Take Zeke Morris, our cover story, for example. He wears so many hats outside of running his own successful real estate business. From volunteering for his church’s housing ministry to chairing the National Association of REALTORS® Fair Housing Act Anniversary Working Group, and the Fair Housing Act Implementation Group. He will also be the president of Illinois REALTORS® in 2022. This month, I encourage you to be intentional about thanking someone who has not been adequately compensated for having a positive impact on your life.

Save the date for Friday, October 8th from 12 PM - 3 PM as our fall event will take place in the South Loop at VU Rooftop (133 E Cermak Rd. Chicago, IL 60616).

See page 18 for more details. We are looking forward to an afternoon of reconnecting with all of you and we cannot wait! We have started the pre-registration process so please reach out if you plan on attending.



Andy Burton  
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business  
By Alberto Marchan

# MOLD:

## A DEAL KILLER OR A KILLER DEAL?

Mold—what is it good for? Absolutely nothing if you're looking to close the deal. What is mold, exactly? Mold is a fungal organism that helps break down biodegradable material—a very good and necessary thing in nature. However, it can be a menace to deal with and costly to remove once it infests a home.

How does mold enter a property, you ask? Mold is the result of things like an unattended water leak, a source of moisture you were unaware of (e.g., a crack in the foundation), or even improperly treated flood water. Moisture and humidity combined with an enzyme contaminate are all the ingredients needed for mold to develop, which is why it often develops in poorly ventilated bathrooms. If you have any of these kinds of situations/conditions, it won't take long for mold to show up: a mere 48 to 72 hours, actually, is all it takes for a mold spore to appear. Once mold develops, it can multiply and spread like wildfire.

Working in this industry, I deal with these situations daily. First, it's important to understand that mold is all around us and that you

might be living with it in your home without even knowing it. Should you be alarmed? The simple answer is no. Unfortunately, there is no way to get rid of mold 100 percent. When mold enters a home, it's important to return the home to a safe standard for mold levels. Not all molds are aggressive, but they all need to be treated immediately and with the same processes, procedures, products, and equipment.

Mold can be a menace because if it is not treated properly, it can cause symptoms ranging from congestion to severe difficulty in breathing. Stachybotrys mold, commonly known as "black mold," can be particularly harmful to those with mold allergies.

REALTORS® can benefit if they have a sense of what to look for regarding water and mold issues. We've found that most water issues start in basements, crawl spaces, bathrooms, and attics. The most common instances of mold growth we see are when previous owners had a water event in the past or were aware of a seepage issue and attempted to remediate or cover it up themselves

in order to reduce the risk of organic growth. Unfortunately, a common misconception among homeowners is that they think they can sufficiently dry and disinfect their own basements by mopping up the water and spraying the area with common household products like Lysol or bleach. (Please note: bleach is not only insufficient for treating mold, but it can also leave a foul odor and cause secondary damage due to its oxidizing nature.) Also, neither conventional house fans nor conventional dehumidifiers have what it takes to dry a basement thoroughly.

A professional company will be able to provide a humidity reading of the impacted area(s). Typical levels should range from 40 to 60 percent. It's also extremely important to take moisture readings of walls and other impacted areas, as they will determine just how much water the building materials absorbed. The results will determine how much drying equipment will be required; all water must be extracted immediately to mitigate any further damage. Then, the proper, professional-grade antimicrobial disinfectants, such as Concrobium or Shockwave, will avoid any sort of mold growth.

In some instances, it may be necessary to do a remediation demo in the home to properly remove contaminated areas. For example,

baseboards may need to be removed and holes may need to be drilled into lower portions of walls to ensure proper drying. This is, of course, if the water that entered a home was classified as category one or two (i.e., clean water). But if category three water gets in (i.e., sewage water), that requires the immediate removal of all impacted contents, including flooring and sections of walls. In fact, depending on how long the sewage water sat within the home after the initial flood, a two- to four-foot "flood cut" of the affected drywall and any wet insulation will be required in order to avoid any further mold growth and its ensuing damage. If category three water only entered a basement and the foundation got wet, only the framing and any areas of concrete would need to be professionally treated and dried.

So back to the question we asked in the title of this article: Mold—is it a deal killer? We don't think so. With the proper knowledge and treatment, it can actually result in quite the deal! REALTORS® who develop a good sense of identifying this type of damage can use this knowledge to their benefit during the negotiations process when representing someone who is looking to buy: a REALTOR® can help their client get the home that they want for less, and catching a mold issue ahead of time not only lets REALTORS® have the issue addressed as part of the deal, but also avoids having their clients deal with a costly repair later. Knowing a mold issue can be properly treated gives REALTORS® the ability to still sell the home and assures the client that they can still have the home they want.

Mold is certainly nothing to be scared of. It's just a matter of knowing exactly what to do in a situation where mold

is present. As always, we recommend these projects be handled by trained professionals to both fully mitigate the problem and reduce the possibility of any further damage.

When it comes to things like mold, no one likes surprises. So when homeowners are informed and are given the ability to have the issue professionally and properly treated, even if a remediation demo is necessary (they have an opportunity to recreate a space the way they want to!), that gives REALTORS® great selling points.

### About the Author:

Alberto Marchan is the business development manager at BLU Commercial Cleaning—a company with exceptional cleaning professionals responding to a growing demand for specialized and technical cleaning services. Alberto's expertise is in assisting clients in resolving their concerns in residential, emergency, and everyday commercial cleaning services. He is also a BLU Commercial Cleaning's IICRC Certified Expert.

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

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# KASHYAP V. TRIVEDI

WITH TRIVEDI & KHAN, PC

## ▶ partner spotlight

By **Jennifer Mitchell**  
Photos by **Sonya Martin**

### Passing Down a Strong Work Ethic from Generation to Generation

Kashyap V. Trivedi is living the American dream. He immigrated to America when he was seven and a half years old with his father, Vikram, and his mother, Harsha. His father had \$40 in his pocket and went on to establish a successful insurance business. Thanks to his parents' tireless hard work, Kashyap was able to attend Loyola University in Chicago, where he earned his undergraduate degree and then his MBA and JD.

"My parents are my biggest role models and the most influential people in my life," states Kashyap. "They taught me to adopt a great work ethic and to be genuine in all my interactions because people can see through fake personalities. I could not have achieved any of my professional successes without my support networks, both at home and at work."

In fact, watching his father become a successful entrepreneur is what gave Kashyap the confidence to start his own law firm, which he later merged with the firm of attorney Zubair Khan. Trivedi & Khan, PC provides legal services in residential and commercial real estate, business and contract law, estate planning, civil and commercial litigation, and insurance defense. The team is committed to doing things the right way, treating clients and partners with respect.

"Our clients know that when they come to us, we not only help them purchase their home, but we act as advisors and help them overcome the many challenges homeowners face," notes Kashyap. "That goes for first-time homeowners, multi-millionaire investors, and everyone in between."

What sets Trivedi & Khan, PC apart is the breadth of knowledge of their attorneys. With experience working for both big and small firms, the attorneys possess great business acumen and an understanding of how to analyze financial data to make shrewd decisions. Because their business is built on referrals, they are equally committed to their clients and business partners, working hard to make REALTORS® look good.

"We have a roster of agents who are like family," claims Kashyap. "And we're always looking to work with more agents who have a great work ethic and love what they do as much as we do."

As for Kashyap, he loves being able to help people when they need it most. Buying a home is often the biggest purchase in a person's life. So whether the transaction goes smoothly or involves a dispute, Kashyap wants his clients to know that his sole purpose is to protect them. ●●●





•••

When he leaves the office, Kashyap's purpose shifts from caring for clients to caring for his family. Though the weekdays are hectic, the weekends are reserved for spending time with his wife, Dr. Payal K. Trivedi, and their three children, Vidhi (14 years old), Anusha (11 years old) and Saanvi (9 years old). Together, they love to travel, go out for dinner, and listen to any kind of music—whether it's Indian, hip-hop, Top 40, or '90s hits. As long as the music is blasting, they're having fun. Kashyap also finds time to play golf or basketball on the weekends, and he goes to as many Bulls, Bears, and Cubs games as he can.

"All three of my kids play basketball and soccer, and I love spending my weekends shuttling them around to games," says Kashyap. "We also love to travel around this great country and experience new and different cultures around the world."

While Kashyap's parents were the ones who taught him the importance of an incredible work ethic, it's his kids who keep him on his toes. "My kids are always learning from my wife and me, watching how we act and listening to what we say. I need to work hard and give it my all to set an example for anyone who might be watching, including my kids and even my employees."

And Kashyap's employees have responded to the call. The team of associates, paralegals, and assistants are never too busy to help a client and are constantly

working hard to deliver excellent service. It's that dedication to helping clients to which Kashyap attributes his firm's success.

"Our business is nothing without our employees and our REALTOR® partners," claims Kashyap. "We love and appreciate them all—probably more than they know."

To reach Kashyap and to learn more about the services Trivedi & Khan, PC provides its clients, visit their website, [www.trivedikhan.com](http://www.trivedikhan.com), or call (224) 353-6346.



Kashyap and his wife while in Vegas.



Kashyap and his family as they rode across the Golden Gate Bridge in San Francisco in August 2019.



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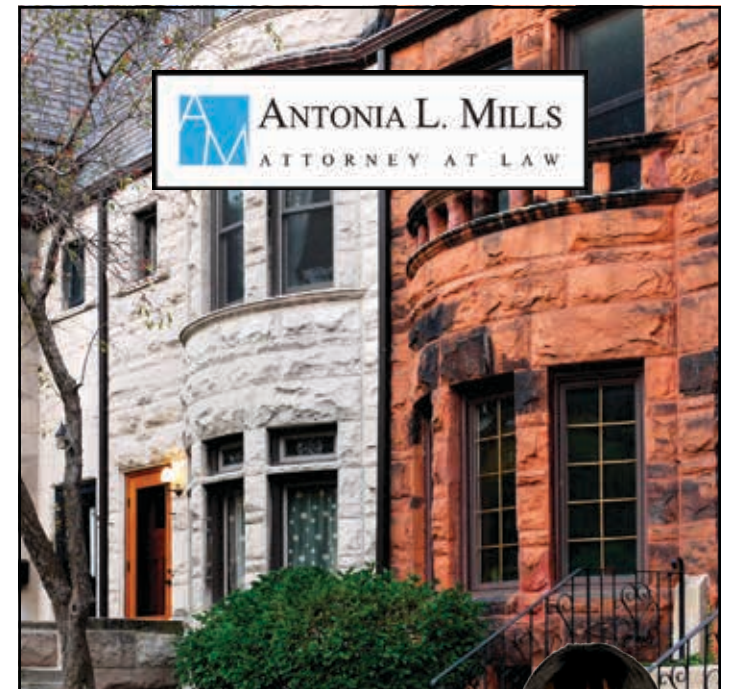
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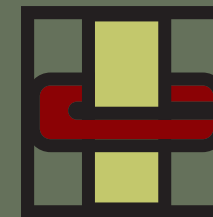
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# Meg Daday

▶ agent feature

**Living the Dream  
of Helping Clients  
Achieve Theirs**



Over Thanksgiving weekend 2012, Meg Daday received a call that would change her life, but not in the way she expected. She had beaten out over 500 other applicants for her dream job: the associate general counsel position at Red Frog Events, a now-defunct, Chicago-based start-up, which produced the Warrior Dash obstacle course races and Firefly Music Festival.

But the dream didn't quite match the reality, and, while she loved working on strategy and marketing, she didn't enjoy reviewing contracts day in and day out (except when it was for artists like Foo Fighters!). Within two years, the company ran into financial struggles, and she was unceremoniously let go.

Prior to her stint in the start-up world, Meg graduated from Notre Dame with a bachelor of arts in American Studies and taught fifth grade in Tucson, Arizona, through Notre Dame's Alliance for Catholic Education program. After two years of teaching while earning a master's in education, Meg returned to Notre Dame for law school. After graduating in 2007, she moved back to Chicago and practiced commercial litigation for five years at law firms in the Loop. Then it was over to Red Frog Events.

After her not-so-dream job came to an end, Meg spent six months finding out what she was truly passionate about, possibly for the first time in her life.

"If I could go back in time and give advice to my 25-year-old self, I would tell her to really consider what she's passionate about before committing to a lot of law school debt," laughs Meg. "As it turns out, there is a career that combines all of my passions and skills, and although it took a while, I finally found it."

Meg realized that the elements of the job she most enjoyed at Red Frog were marketing, strategy, and negotiation. She also had a passion for interior design and was often called in to help friends scour for apartments. So she combined her skills and her passions and got started as a real estate consultant in early 2015. She loved it, and in January 2018, she joined Keller Williams ONEChicago.

"I had already been in the business for three years," explains Meg. "But when I moved to KW, it felt like I went from having a side gig to getting an MBA in real estate. The education, support, and culture at Keller Williams, both locally and nationally, helped me understand how to better run my business. As a result, my volume has more than tripled since 2018." ...







and is excited to finish a complete gut renovation in the coming months.

Knowing that she couldn't be everything to everyone, Meg's experience of realizing financial freedom helped her find her niche in real estate.

"Many of my clients are busy professional women, both single and married, who've been focusing on their careers since college and haven't taken the time to invest in themselves through real estate," claims Meg. "I love helping them reach their goals of buying an amazing place and making it their own."

She looks forward to helping even more women and families achieve their goals as she grows her team. She also looks forward to traveling and eventually working remotely. As the industry changes, Meg's continuing to learn how to be a supportive resource for clients throughout the entire homeownership experience. She continues to add to her network of local partners to support clients not only as they buy and sell their homes, but beyond.

In addition to supporting clients throughout the homeownership

experience, Meg also helps those in need. In 2015, after Meg's sister-in-law passed away from brain cancer, her brother founded the charity Grace Giving in her honor. Grace Giving raises money for brain tumor research and supports the work of the American Brain Tumor Association.

In addition to helping others, Meg has always loved swimming, biking, and running. She's already competed in nearly 30 triathlons and races in cities around the world, including the Escape from Alcatraz Triathlon and the Berlin Marathon. This year, she's looking forward to running the Chi-Town Half Marathon (September 2021) and the Napa to Sonoma Wine Country Half Marathon (December 2021).

Then it's back to running around for her clients, helping them achieve the dream of homeownership.



She has also thrived in a company culture that's focused on collaboration, contribution, and thinking outside the box. And because Keller Williams has a unique capping model, Meg's business is much more profitable than it would be elsewhere—a huge perk for someone paying off law school debt.

"When I started in real estate, I was more than \$150,000 in debt, mostly due to student loans from law school," says Meg. "But thanks to what I learned at Keller Williams, I finally got serious about paying it off and officially became debt free (other than my mortgage) in July 2020."

With her newfound financial freedom, Meg has been able to invest more heavily in her business to ensure she has the ability to support clients at the highest level. She also bought a new, bigger condo

**"AS IT TURNS OUT, THERE IS A CAREER THAT COMBINES ALL OF MY PASSIONS AND SKILLS AND ALTHOUGH IT TOOK A WHILE, I FINALLY FOUND IT."**

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▶▶ making a difference

By Caitlin Gallaher and Teddi Weigel  
Photos by Kevin Zacher  
(All photos were taken pre-pandemic)

# Off The Street Club

## Saving Summers, Saving Kids While Bringing Hope

**Off The Street Club (OTSC), Chicago's oldest club for boys and girls, was founded in 1900. OTSC serves over 3,000 kids annually in one of the country's most dangerous neighborhoods: West Garfield Park. OTSC is a place where, against the backdrop of gangs, drugs, and violence, kids can truly find hope.**

Hope, and what the club's beloved Executive Director Emeritus Ralph Campagna calls "casual joy." When asked what casual joy is, Ralph explained, "So often, especially in the beginning, people were asking what the OTSC was about. And too often, they were looking for complicated answers. I guess they were looking for some deep psychological response. We wanted to keep it simple. Our primary goal was uncomplicated and direct: to give these kids the simple childhood moments that most of us took for granted. I thought the best way to describe that was 'casual joy.'"

OTSC believes "If you don't stand for something, you'll fall for anything." The organization aims to give children the self-esteem and confidence to reach their full potential through mentorship and a number of other programs. Tutoring, choir, StudyPoint, Soap Box Derby, New Horizons, and sports are just a few of the programs children can partake in at OTSC.

OTSC offers a myriad of ways to get involved. If you're new to OTSC, attending a monthly Third Thursday event is a great way to experience the club and see what it's all about.



Each month has a theme and related activities, such as a pumpkin carving for Halloween or honoring Dr. Martin Luther King, Jr., and volunteers can spend time with the kids and enjoy an evening of fun. There are also a number of annual events throughout the year, including the holiday luncheon, the Firefly Ball, the Swing for the Kids Golf Outing, and our annual Battle of the Bands. You can also get involved in OTSC's robust tutoring program, or their Auxiliary Board or Senior Board of Directors.

Though OTSC provides hundreds of opportunities for thousands of children, the program is well-known for its Save Our Summer program. Every year, we raise funds to send as many children as possible to Camp Mathieu



(OTSC wholly owns this beautiful 30-acre camp) in Wheaton, Illinois.

Unfortunately, as the temperatures rise in Chicago, so does the violence. So what does OTSC do? Get the kids out of there. At Camp Mathieu, kids are not only able to be in a place where they can be worry-free from violence, but they also finally have the chance to just be kids—they can enjoy swimming, campfires, bike rides, ghost hikes, and much more, but most importantly, they get to experience safety.



Under the leadership of Arnett Morris, the executive director, OTSC has a wonderful, dedicated staff who are there for the children day in and day out, seven days a week. However, support is always needed and welcomed. At present, the organization funds for over 3,000 children, but the number of children who need our help grows every day. And the pandemic has exacerbated the issues involving the violence, gangs, and drugs that plague the West Side.

Your donations, time, and passion give thousands of kids the chance to be kids. Off The Street Club wants its kids to conquer their future. In the war zone that is Garfield Park, the organization, its leadership, and its staff stand as unassuming soldiers. Your support can make an enormous difference to the lives of these children and OTSC's ability to serve them.

### About the Author:

Caitlin Gallaher is the Off The Street Club Auxiliary Board president and works for true[X] as an account executive. She has been involved with OTSC for a number of years and joined the Auxiliary Board in 2017.

Teddi Weigel is the Off The Street Club Auxiliary Board vice president and has volunteered with the organization ever since she was a young girl. Her father, Tim Weigel, emceed many OTSC events. Teddi works for Vienna Beef and recently graduated from Chicago-Kent College of Law. She hopes to do pro bono work for Off the Street Club now that she is equipped with a law degree.

To learn more about how you can support the OTSC and how you can get involved, visit [offthestreetclub.com](http://offthestreetclub.com) or call 773-533-3253.

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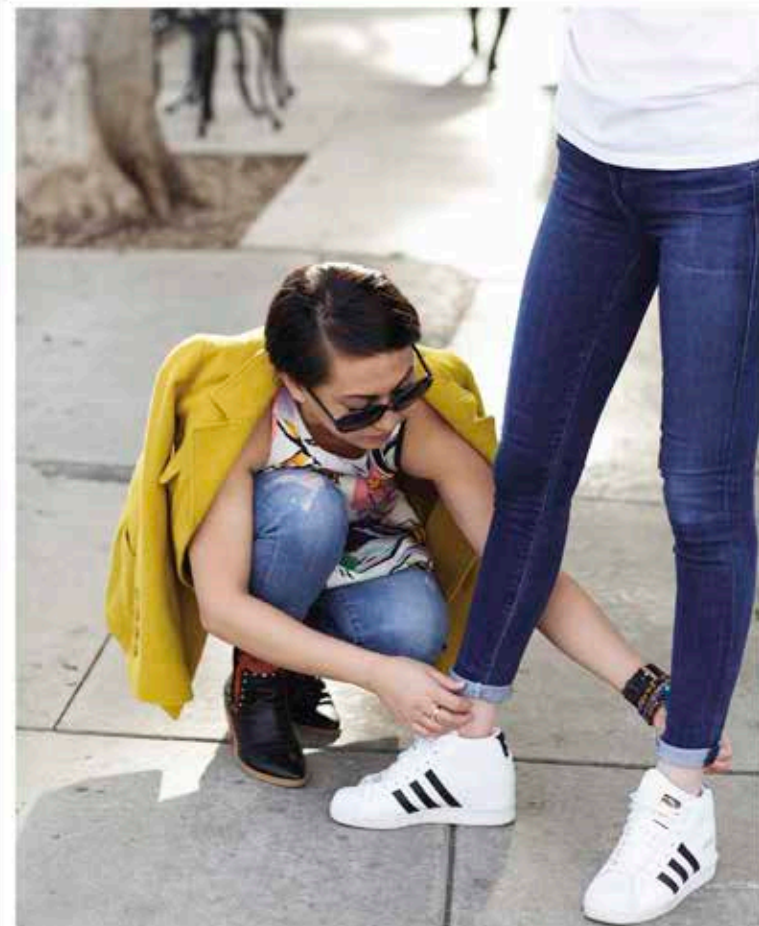
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▶▶ cover story

By Chris Menezes

Photos by Heather Allison Love Photography

# Ezekiel. MORRIS

## SERVANT LEADERSHIP

For nearly 30 years, Ezekiel (Zeke) Morris has been a leader in the real estate industry and community. As the incoming 2022 president of Illinois REALTORS®, he will be looking to build on his vision of creating a better world through community investment and development.

Zeke enjoys developing young REALTORS® and young professionals in every business sector. He also often counsels and motivates top producers who might run into a “wall” during erratic business cycles. “Real estate is measured in 90-day cycles,” he explains. “What you do today impacts you financially in 90 days. Find your niche and build a reputation that positively sets you apart from others in the industry.”

His passion for service is exemplified in both his volunteer work within local, state, and national REALTOR® associations, and within his business, as the owner and designated managing broker of EXIT Strategy/EMA Management on the South Side of Chicago.

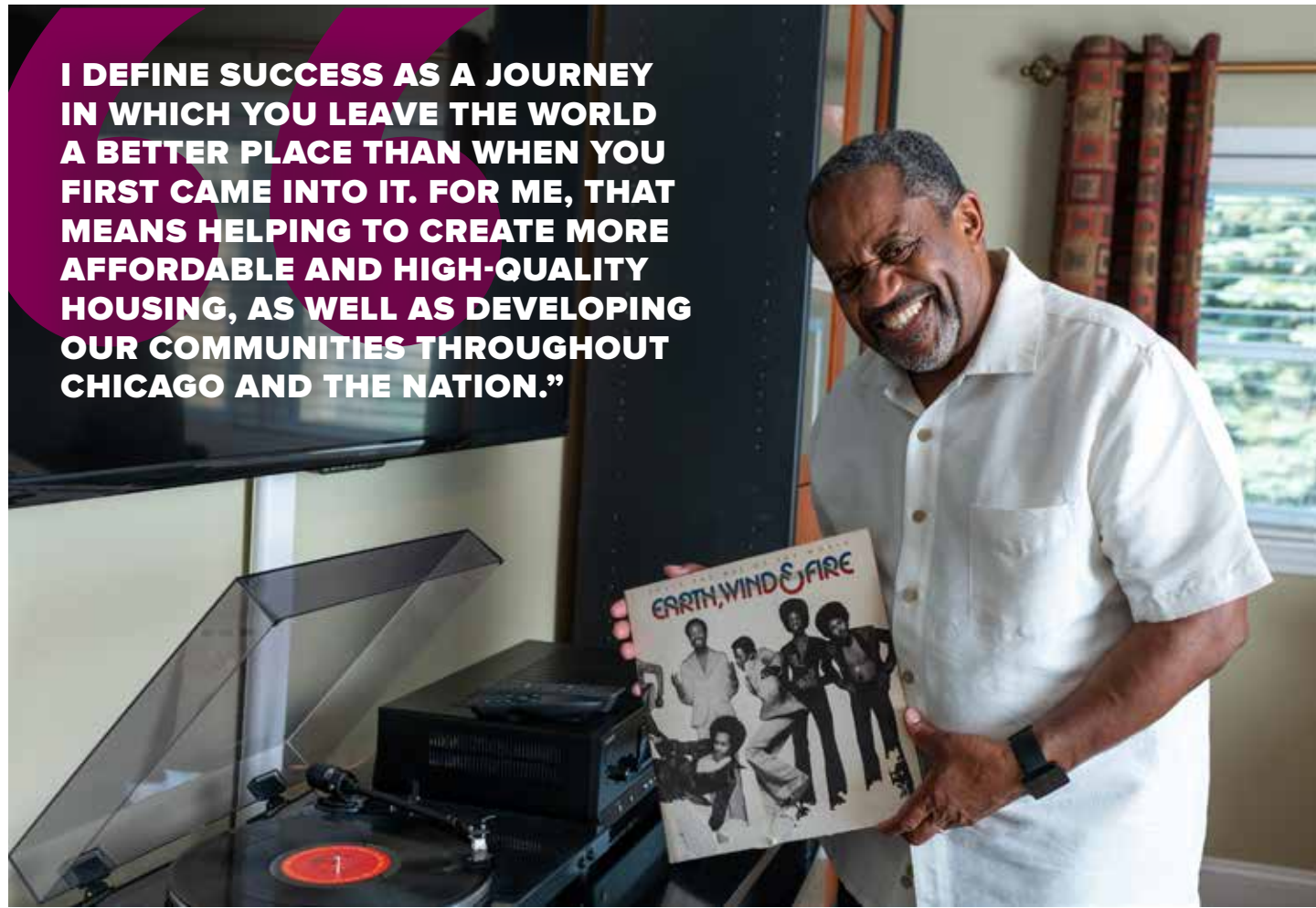
“My father told me to be the best you have the potential to be,” Zeke recalls. After graduating from Upper Iowa University with a bachelor of arts degree in business finance and management, Zeke’s first job after college was as a management trainee with Osco Drug at 54th Street and Pulaski Road. Three months into the job, a district manager asked Zeke to do the budget, and was so impressed with his work that he appointed him to assistant manager the following month. He was named Rookie of the Year and was put on the fast track to corporate success.

His twelve-year tenure with the company, however, ultimately made him want to start his own business. So he became a partner with his high school friend’s family-owned business. Together they operated three neighborhood grocery stores that thrived in the Cabrini-Green neighborhood until the community dramatically changed. They were able to secure financing for their vision of growth and pursuit of serving the community.

...



**I DEFINE SUCCESS AS A JOURNEY IN WHICH YOU LEAVE THE WORLD A BETTER PLACE THAN WHEN YOU FIRST CAME INTO IT. FOR ME, THAT MEANS HELPING TO CREATE MORE AFFORDABLE AND HIGH-QUALITY HOUSING, AS WELL AS DEVELOPING OUR COMMUNITIES THROUGHOUT CHICAGO AND THE NATION.”**



••• Zeke discovered his true calling in real estate. He earned his broker’s license in 1991, sold his first home to his sister, and joined City Lands, a real estate division of Shore Bank. In 1994, he moved to Draper and Kramer Commercial Property Services as a property manager. There he managed Lake Meadows Apartments, which encompassed more than 3,000 rental units spread across 100 acres in Chicago’s South Shore neighborhood.

After winning the Chicagoland Apartment Marketing and Management Excellence (CAMME) Award in 1995, he decided to strike out on his own. He managed the real estate sales center for an 18-unit development called Bronzeville Pointe, located at 44th Street and South Martin Luther King Drive, and from there he marketed Heritage Place—a 100-unit development in Avalon Park. That experience led to his becoming a franchisee of Realty Executives in 1997, at a time when South Side neighborhoods were just beginning to transform from being some of the city’s most challenged areas to a revitalized community that boasted a variety of affordable, rehabbed, multi-family rental units and newly renovated condo homes. Unfortunately, all that progress came tumbling down with the market crash of 2008.

When Zeke first joined the Chicago Association of REALTORS® (CAR) in the mid-1990s, he focused on property management issues, then later on government affairs. He became active with the Illinois REALTORS® association in 2002 and has served on multiple committees every year since 2008. He will be the first African American leader in the 105-year history of the organization.

Zeke served as the president of CAR from 2011 to 2013, and his passion for mentorship led the organization to create a scholarship in his honor. The Zeke Morris Scholarship Fund supports the education efforts of those who have shown a commitment to the stabilization and economic development of South Side Chicago communities. Zeke’s brokerage is an official CAR satellite campus, offering REALTORS® continuing education courses and mentorship.

“I define success as a journey in which you leave the world a better place than when you first came into it. For me, that means helping to create more affordable and high-quality housing, as well as developing our communities throughout Chicago and the nation,” he says. •••

Zeke with his daughter (Andra) and his wife (Adrena)







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His commitment to helping underserved populations and to rebuilding and/or stabilizing communities has only grown stronger throughout the years. He chaired the National Association of REALTORS® (NAR) Fair Housing Act Anniversary Working Group and the Fair Housing Act Implementation Group, and he helped spearhead NAR's efforts to commemorate the 50th anniversary of the Fair Housing Act in 2018.

In addition to his volunteer work on the REALTOR® association level, Zeke is a member of Trinity United Church of Christ in Chicago and is involved in the church's housing ministry. He periodically conducts homeowner seminars and provides advice to those looking for an apartment, going through foreclosure, or just needing general housing advice.

Family is also very important to Zeke. He and his wife, Adrena, have three children: Alexandria, Emmanuel and Andra.

As Zeke continues his mission of helping to create more affordable and high-quality housing as well as developing our communities throughout Chicago and the nation, there is no doubt that he will leave the world a better place than when he first came into it.



Zeke's son,  
Emmanuel

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# The \$100 Club:

## Gathering Together to Do Something Bigger



This summer, some of the top agents from around the city gathered around the table to break bread together at a beautiful, new restaurant in the West Loop. The conversation was buzzing. The food was flowing. However, there was no set agenda or conference, no mastermind, no discussion of upcoming trends or market share.

What brought these agents, all at the top of their game, together? The answer is simple. These incredible agents were gathered to do something bigger. They came together to give back to a community that COVID-19 has essentially decimated.

Chicago restaurants are a huge part of what makes Chicago so special. They are a huge part of our culture as a city. Last year, the pandemic and its effects destroyed so much, but especially the livelihoods of Chicago restaurant workers.

Well, this leads us back to that dinner when Joe Zimmerman (Team Leader, Keller Williams ONEChicago) Meg Daday (Broker, Keller Williams ONEChicago), and Joel Schaub (VP of Mortgage Lending at Guaranteed Rate) decided to do something about it: they formed the \$100 Club. Each month, a select group of top agents from around

the city is invited to a different restaurant to have dinner together. And as a group that night, they ban together to help an individual in the restaurant industry whose livelihood was affected by the pandemic.

“We come together to give back, to support our larger Chicago community. These agents are essentially all competing against each other, but for one night, we set all of that aside and make life better for one person, and by doing so, we’re fostering a deeper connection in Chicago real estate that is beyond transactions,” says Joe Zimmerman.



If you are interested in getting involved in the \$100 Club, please feel free to send an email of inquiry to [Chicagoland@realproducers.com](mailto:Chicagoland@realproducers.com).

The trio weave a truly magical night for their guests and for one individual that has been directly impacted by the pandemic. The requirement of the night is quite simple: each guest is asked to bring a crisp, \$100 bill. At the end of each meal, the \$100 bills are collected from the members in attendance. This “tip” will be given to the server at the end of a meal, hence the name, the \$100 Club. Toward the end of the night, the group surprises the server with the gift of fifteen to twenty \$100 bills.

“The reactions from the staff are what keep us motivated. It is so heartwarming and moving to see what we can do for our fellow men and women by coming together and using our powers for good. I am so honored and proud to be the sponsor of a dinner that is so impactful to so many. It feels so good to give back. Like I always say, ‘Givers gain,’” says Joel Schaub.

The reaction of the server is always priceless and leaves each of the agents with a feeling of gratitude to be a part of making someone’s life a bit better.

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# Virtual JAM SESSIONS

events

Top REALTORS® and Preferred Partners Engaging Virtually

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




We started doing jam sessions in early 2020 as a way to connect and add value to our *CRP* community while we couldn't meet together in person. Our jam sessions continue to be a success as we gather in small groups on Zoom, and we will continue these even when we can meet together. These sessions are designed to get a handful of experts on a call (both REALTORS® and Preferred Partners) to discuss what they are seeing in their industry and to help add value to the individuals who are able to attend. This is a great way to meet people on

a more personal level and to get to know what's happening in different industries in the real estate community.

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

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



We have received great feedback about these events, so we are continuing to schedule them for the rest of 2021! Want to join one? Let us know by emailing us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com).



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# ON THE RISE

▶ on the rise  
By Jennifer Mitchell  
Photos by Sonya Martin

## BECOMING A MASTER OF HIS CRAFT

Patrick Shino wakes up each day eager to better himself and master his craft. He found parallels of this mindset in the documentary *Jiro Dreams of Sushi*, which follows world-renowned sushi chef Jiro Ono, who is in relentless pursuit of perfection.

“I will always strive to be the best version of myself and get as close to perfection as possible,” claims Patrick. “My philosophy is, ‘If you’re not aiming for mastery, why waste time doing something?’ I respect my time and the fact that I don’t have an infinite amount of it, so I apply that philosophy to both my life and my business.”

Patrick studied philosophy at Loyola University in Chicago. His classes and time spent on Loyola’s philosophy ethics debate team shaped the way his mind operates. Being exposed to so many brilliant minds allowed Patrick to really own his thoughts and worldview.

After graduation, Patrick worked in his father’s auto shop, where he learned how to run a business. His father treated every client like family, which is a practice Patrick has taken and applied to his own business. Patrick also spent time as a broker for a logistics company. Not someone who enjoys being told what to do, though, Patrick had a desire to run his own business and real estate provided an opportunity to do that with a low barrier to entry.

When he first started in real estate, he was helping clients rent apartments in Chicago, which created the foundation for his business helping first-time buyers and sellers. The processes he developed in the



early years of his career are the same he now uses to train new agents on his team, the SK Group.

“I fell in love with the industry when I saw the impact I made helping clients find their home,” notes Patrick. “As a child of immigrant parents, I know that homeownership is a big part of the American Dream. I thought back to each property I lived in, and the memories tied to it. The places I lived served as chapters in my life’s book. Now, I was given the responsibility of helping clients write their own chapter—maybe even a few chapters if I’m lucky. Once I viewed my business from that perspective, it fueled and fulfilled me in a way that is indescribable.”

Patrick not only loves what he’s able to do for clients, but he appreciates that he can be his most authentic self at work. He knows the temptation to shapeshift into whatever you think the client wants you to be, but he’s found that being himself is actually very comforting to his clients.

“When you’re a top producer, being an expert is expected, but being authentic is a rarity,” notes Patrick. “I believe people have an ability to

sense when you’re putting on an act. Yes, being a good broker is about knowledge of the market and having efficient processes, but it’s also about empathy and authenticity.”

As someone who’s constantly focused on personal and professional growth, Patrick is no stranger to growing pains. About a year ago, Patrick reached a point when he was burned out. He spoke with one of his mentors, who came up with a fairly simple solution to his problem: delegate. In a year, Patrick had closed 55 deals by himself—setting up tours, negotiating contracts, compiling the paperwork, and scheduling inspections. It was time to build out a team. He hired an operations manager (his wife) and a transaction coordinator, who have both proven to be a tremendous help, which freed up his schedule and now allows Patrick to focus on serving clients and the parts of the process he loves most.

With his background in philosophy and his dedication to perfecting his craft, it may come as no surprise that Patrick has a passion for art. He loves gallery hopping and collecting art with his wife, Sumer. Often, they’ll make it to multiple shows in one night. ●●●



...

“Getting to walk around a room and view an artist’s emotions, feelings, or commentary on life is so interesting to me,” says Patrick. “Seeing countless hours of intense focus culminate in a work of art truly motivates me. I think there’s a lot of crossover between great art and business. There’s no template for either and both are so reliant on emotion. Guiding an anxious client through a transaction and providing a comforting and empathic experience is an art. And mastering that art is what I strive for.”



Patrick with his family in downtown Chicago for dinner



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Patrick and his wife, Sumer, at a wedding



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# SHANLEY HENRY

## *Always Ready to Go For It*

**Shanley Henry has never been afraid to take a risk. Even as a kid, she had no qualms with walking up to every kid at the pool or beach and asking if they wanted to play with her. And if they said no, she was undeterred by the rejection and kept searching until she found a new playmate. That persistence and social fearlessness has led Shanley through many adventures in life, including, most recently, a successful career as a top-producing real estate agent.**

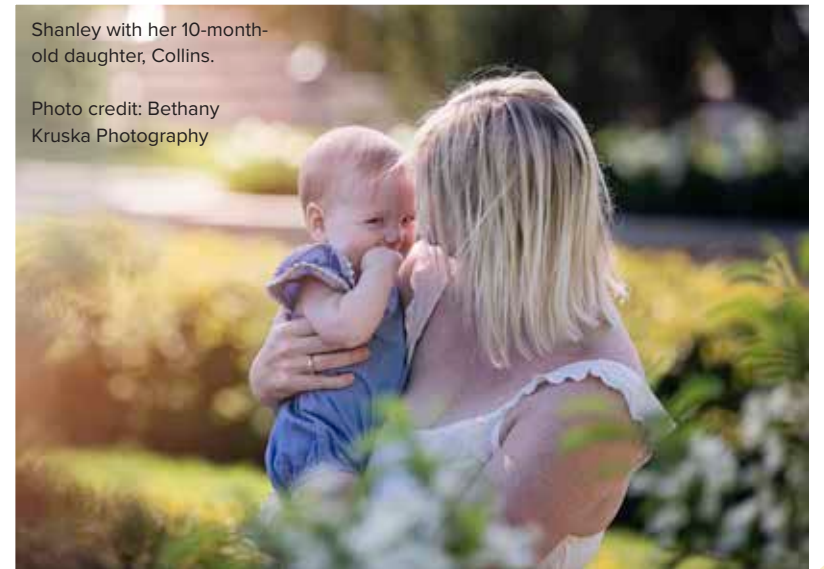
Shanley was born and raised in upstate New York in a small town called Saratoga Springs. She grew up on the same street her mother grew up on and was always close to her family (even today, she texts with her sister about 100 times a day).

Always a very self-sufficient person, Shanley was determined to make a life for herself and carve her own path. She attended Skidmore College in her hometown, where she was a two-sport athlete in volleyball and basketball, and at one point, was on the all-time leaderboard for blocked shots in D3 basketball.

After graduating college, Shanley moved to New York City, where she first became intrigued with real estate, while searching for an apartment. “I remember the young guy [who was] taking me and my roommate around saying what a cool job it was to meet so many different people and see homes all over the city,” she says. ●●●

Shanley with her 10-month-old daughter, Collins.

Photo credit: Bethany Kruska Photography



Shanley with her family.

Photo credit: Bethany Kruska Photography







**“Eager to succeed in real estate, Shanley said yes to every opportunity that came her way—whether it was helping a colleague, taking on a renter, or sitting in open houses. Any email asking for help, Shanley did it.”**

Settled in the city, Shanley took an hourly job in the TV/news industry with the CBS Page Program, often working 14+ hours a day. After four years at CBS, she ultimately decided TV wasn't for her and did a brief stint in the PR world before deciding to get her master's degree at New York University in business, specifically, sports business.

Shanley was working for Major League Soccer when one of her coworkers introduced her to the head of digital advertising for *Travel + Leisure*. Although she never saw herself working for a non-sports brand, she wanted to get more involved in digital advertising and sales and thought the role they offered her was a perfect fit. After several promotions, Shanley became the head salesperson for digital business at the NYC office.

“This role was also fortuitous because it led me to meet my husband, which ultimately brought me to Chicago,” Shanley explains. “He was working in Milwaukee when we started dating long distance. We decided to make Chicago our first home together. It was intimidating to leave my life in NYC with a lot of friends to move

here with my boyfriend as the only person I really knew.”

In Chicago, Shanley continued selling digital advertising programs for *Travel + Leisure* and was soon promoted to sell for *Food & Wine* as well. But when she received an opportunity to go work for an AdTech startup, she jumped at the chance just to do something new and exciting.

Although she enjoyed working in the AdTech world and learned a ton about digital advertising, social media, and targeting consumers (which has been a boon to her real estate business), Shanley knew it wasn't her forever career.

“I bought a home about eight months prior to the acquisition of the startup and as I went through the process, I became more and more interested in possibly doing it myself. Yet, I never thought I would take the jump. Feeling untethered from my AdTech job and fortunate enough to be able to take a risk, I decided to go for it,” she says.

Eager to succeed in real estate, Shanley said yes to every opportunity that came her way—whether it was helping a colleague, taking

on a renter, or sitting in open houses. Any email asking for help, Shanley did it. After doing enough “errands” for top producers, they began calling her with a rental they didn't have time for, which soon turned into buyers and listings they didn't have time for.

“They knew I would represent them well and treat their clients the way they did, and it really paid off,” she explains. “I still get some referrals from other top agents, and I have yet to turn one away. Even a renter. And a lot of those referrals are now my clients, and they refer me to their friends and family.”

Although Shanley keeps terribly busy in real estate today (especially with the current market), and with her new ten-month-old daughter, Collins, she tries to break away as much as she can—whether it's to have a dinner date or go skiing with her husband, Doug, or take her annual summer trip back to Saratoga Springs to see her dad and sister and to go to the racetrack together in family tradition.

As Shanley continues saying yes to the opportunities that come her way, she will continue building her business with enthusiasm, kindness, and the utmost professionalism. It will be exciting to see just how far she goes.

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# GIANCARLO BARGIONI

## NO GOOD THING EVER DIES

“Hope is a good thing, maybe the best of things, and no good thing ever dies”—spoken by the character Andy Dufresne in *The Shawshank Redemption*.

Giancarlo Bargioni is a lot like the character Andy Dufresne from the movie *The Shawshank Redemption* in that no matter what situation he found himself in in the past, he always believed he would make it through. No matter how hopeless his circumstance, he never let go of hope. And it was that never-give-up mentality that gave him the patience, persistence, and work ethic necessary to achieve his goals.



While there are many examples of this in Giancarlo’s life, beginning even in childhood, perhaps the best example comes from a real estate transaction he did in 2011. He was working with a pair of clients for two years, trying to find them a home, when he finally found an REO that was perfect. They went under contract and scheduled the inspection. The asset management team returned to the house a day later to shut off the water, and the pipes burst overnight.

The crawlspace and the sub-basement were flooded. The preservation team didn’t properly remediate the crawlspace: they not only left all of the wet insulation in place but did not install proper dehumidifiers. The house and crawlspace were about to see mold damage, and the clients were giving up all hope. But not Giancarlo.

Giancarlo snuck into the house later that evening and crawled (like Andy Dufresne) on all fours into the crawlspace—through wetness, spiders, and

freezing temperatures—and removed all the wet insulation himself. He then ran a couple of dehumidifiers in the crawlspace to save the house and the deal. It took hours, and he felt like he was going to freeze to death.

“My clients were shocked I did that,” Giancarlo explains. “They pretty much wrote the house off because of the potential mold damage.”

But that’s just Giancarlo, always willing to do what it takes to deliver the ultimate service and get the job done. Even as a 10-year-old kid, volunteering at the summer art festival, he’d collect more donations than most and was allowed to drive a golf cart and operate a walkie-talkie because he exhibited so much responsibility and work ethic.

Giancarlo believes that much of his drive for success came from his experience of having to move so much when he was a young kid. His

parents separated when he was young, causing he and his mother to move quite a bit.

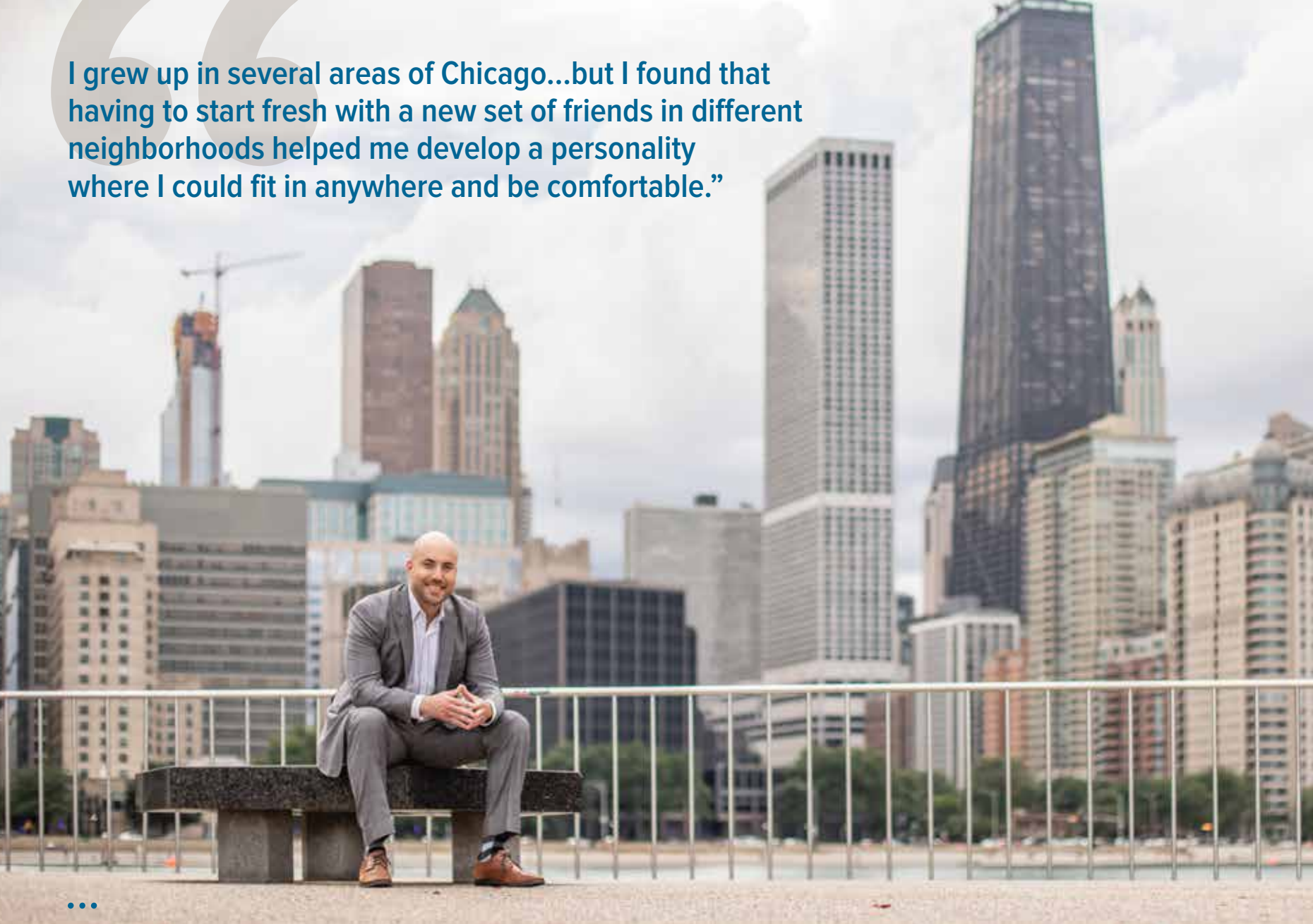
“I wasn’t the most well-behaved kid. I got kicked out of a few schools, and that contributed to the moving,” Giancarlo explains. “I grew up in several areas of Chicago, particularly in many different areas on the northwest side, and that is why I use the hashtag #NorthwestChicagoRealtor. But I found that having to start fresh with a new set of friends in different neighborhoods helped me to develop a personality where I could fit in anywhere and be comfortable.”

Giancarlo worked two jobs while he attended Triton College for a couple years, and later transferred to DePaul University, where he double-majored in political science and marketing. He graduated from DePaul in 2004.





I grew up in several areas of Chicago...but I found that having to start fresh with a new set of friends in different neighborhoods helped me develop a personality where I could fit in anywhere and be comfortable.”



With grit, hard work, and good instincts, Giancarlo aligned himself with big brokerages and a good network, always sought training to be better, and made it through with a deeper passion for real estate than ever before.

Today, Giancarlo is looking to take his business to the next level. He is focusing on systems and processes to better serve his clients and aims to grow a team of top-producing agents.

Outside of business, Giancarlo enjoys going on his boat, practicing Jiu Jitsu, and cooking breakfast for his three kids: Leonardo, Giuliana, and Natalia. He says nothing is better, however, than having a good cocktail, talking business while on the boat, and being on the water.

As Giancarlo continues building his business, he looks to the future with hope, knowing if he stays consistent and disciplined, he will continue to grow and further his vision, and, ultimately, his legacy. And as we know, “No good thing ever dies.”

While in college, Giancarlo attended a motivational seminar where he was introduced to real estate investing. He also worked as a personal trainer with many clients in the real estate industry whom he often talked with about the business. Shortly after college, he got into wholesale and rehab investing and experienced early success. By the time 2007 rolled around, however, he was deep into real estate with multiple properties. But you can guess what happened next.

“When the market crashed, the music stopped,” Giancarlo explains. “Yet, real estate was all I knew. I had a lot of knowledge about high-level real estate investing and felt I could be a great advisor. Although I knew a lot about real estate, I knew little to nothing about the fundamentals of being a REALTOR®. I ended up having to completely restructure my life, finances, lifestyle, and business. I had to learn a new business and essentially start fresh.”



Giancarlo with two of his three children.



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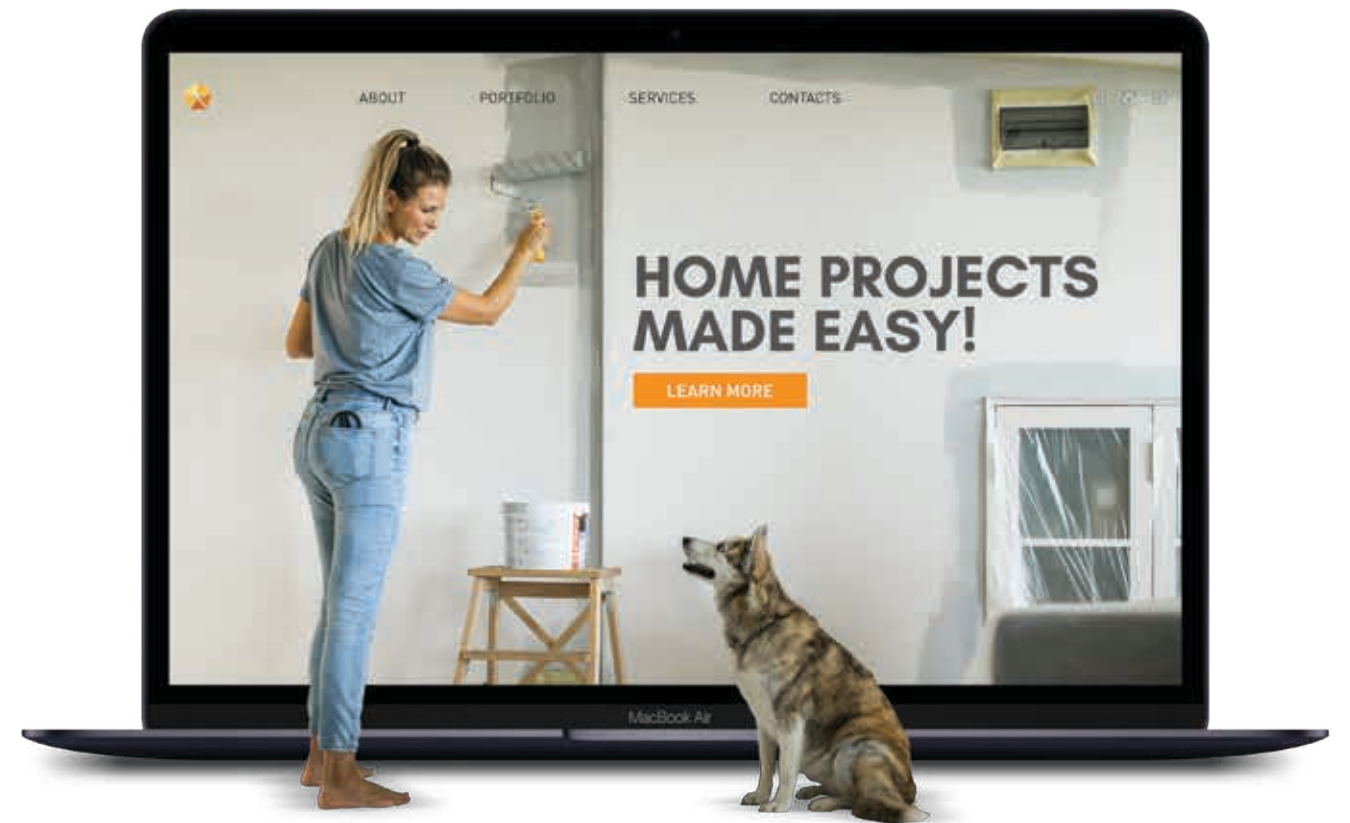


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# ANDY TISLER WITH CHASE BANK

## Growing Up in Real Estate

Andy Tisler knew how to read a rate sheet before he even started high school. So it may come as no surprise that he became a leading lending advisor as an adult. Growing up, Andy's parents were living the American Dream. They emigrated from Romania, purchased a home, and started their own real estate business that focused on helping the Romanian community in Chicago.

But their clients often commented on how overwhelming and complicated the financing process

was. So two years later, they opened a mortgage company to help with their clients' financing needs.

"I was constantly immersed in real estate and mortgage discussions as a kid, whether it was at the dinner table, at family events, or anywhere in between," remembers Andy. "Through those conversations, I learned a lot. I knew how to calculate a mortgage payment and what it took to qualify for a loan. So when it came time for me to go to college, studying finance was the natural choice. I started working the day after I graduated and haven't looked back since."

...



Andy with his three boys: Camden (8 years old), Theo (5 years old), and Zeke (18 months old).



...

At Chase, Andy helps clients get approved for new home loans or to refinance their existing home or homes. He works with everyone—from first-time buyers to affluent investors—looking to take out jumbo loans. But regardless of the size of the loan, Andy provides each client with honest, thoughtful service, always keeping his clients' best interests in mind.

His approach has paid off. Andy has been ranked the number-one home lending advisor at Chase for the past six years and has closed more than \$1 billion in funded volume over the past nine years. He has received countless referrals from clients and often sees a client return for another purchase—a sign he's providing the service they deserve.

Of course, Andy's not doing it alone. He has a phenomenal team that supports both his clients and partners with a very high level of service. Though Andy tries to remain connected to his clients from the initial conversation and pre-approval through closing, he can rest easy knowing his team has his back when he needs it.

Being number one for six years running is no small feat. At times, the day-to-day pressure can be intense. But when deadlines are looming and his phone won't stop ringing, or when he's processing a late-night pre-approval request or expediting short-close contracts, he need only look at a client thank you note or picture of a smiling buyer in front of their new home to stay motivated.

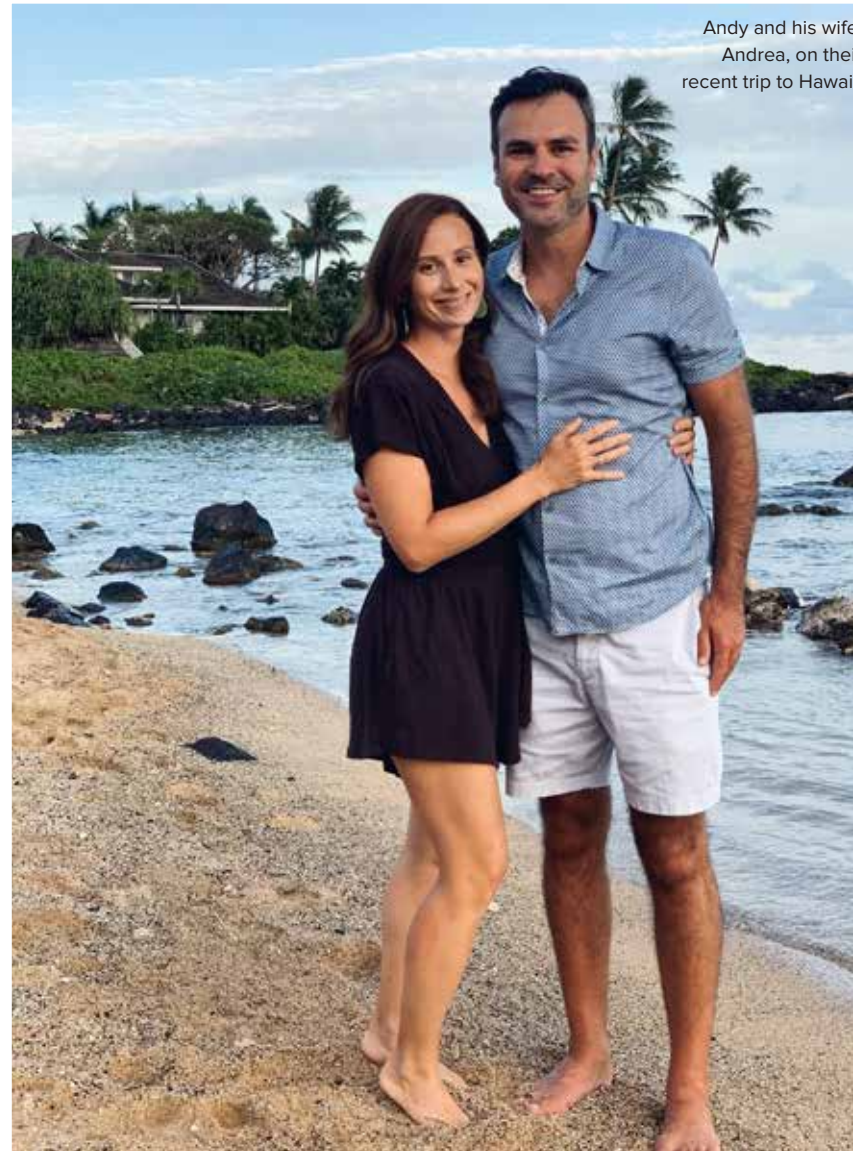
"It's so exciting to be part of someone's journey to homeownership," claims Andy. "I'm so passionate about the work and my goal is to provide the best possible experience for every client."

One of the ways Andy provides those exceptional customer experiences is by interacting with clients through their preferred method of communication.

"We have very quickly gone digital in how we approach our business," explains Andy. "Five years ago, I was doing in-person pre-approvals and consultations. Now, the majority of my work is done online or over the phone. It has really streamlined the process while allowing me to continue to provide personal touches and client education along the way."

When he's not helping clients close on their dream homes, Andy is having a date night with his wife, Andrea, or playing sports and riding bikes around the neighborhood with his three boys: Camden (eight years old), Theo (five years old), and Zeke (eighteen months old). Whenever possible, the family loves to travel the world together.

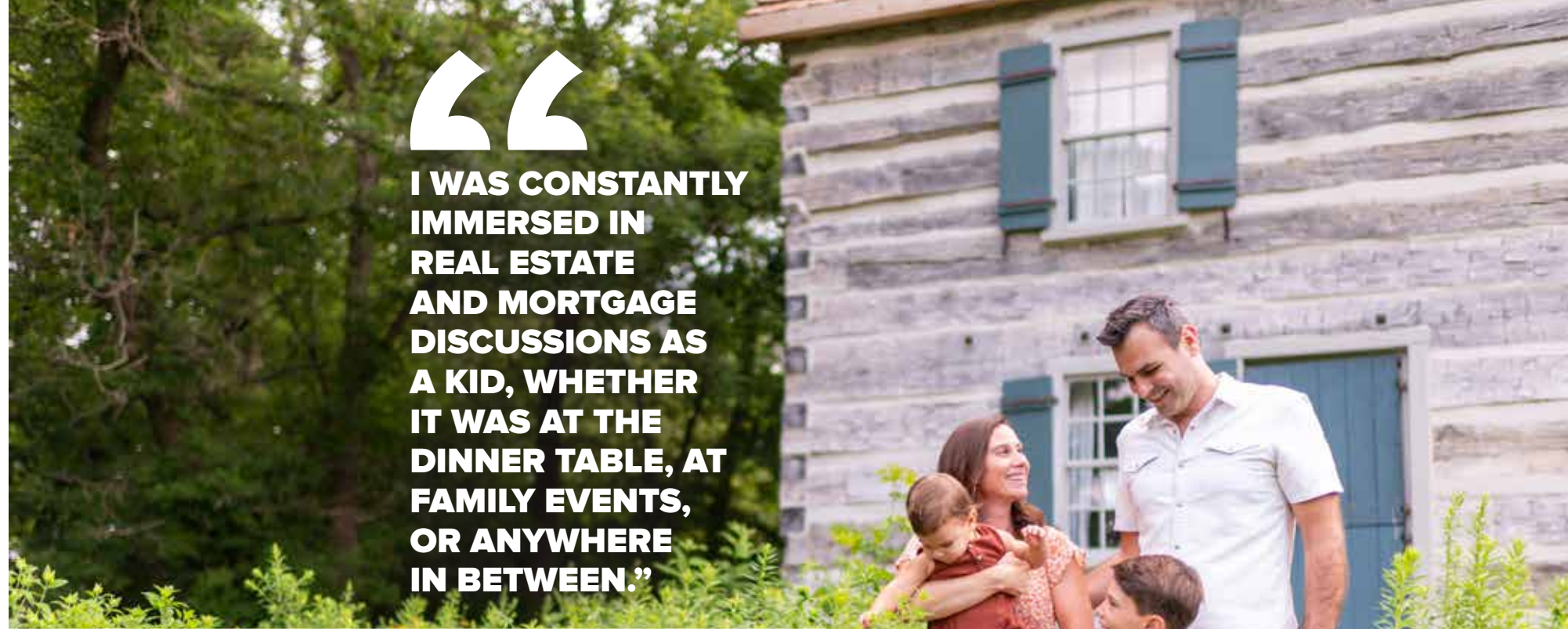
"Growing up, my family was not able to enjoy many vacations, so I made it a priority to travel with my family and explore different places around the world," says Andy.



Andy and his wife, Andrea, on their recent trip to Hawaii.



**I WAS CONSTANTLY IMMERSSED IN REAL ESTATE AND MORTGAGE DISCUSSIONS AS A KID, WHETHER IT WAS AT THE DINNER TABLE, AT FAMILY EVENTS, OR ANYWHERE IN BETWEEN."**



The family recently returned from a five-month adventure in Hawaii. Andy worked remotely, waking up at 3:30 a.m. to make sure he was available to his clients in Chicago. And because he was often done working by 1 p.m., he was able to spend the afternoons exploring Kauai's beaches and hiking trails with his family. Camden played in a baseball league and Theo learned to swim. Date nights in Hawaii were on a whole other level, as Andy and Andrea enjoyed nice dinners, played tennis, or went on extraordinary hikes. They all met amazing people in Hawaii and truly felt that it was the experience of a lifetime.

Looking back on an already successful career, Andy wishes he could go back and tell his 25-year-old self to dream bigger and have more confidence in himself.

"I have always been ambitious and hardworking, but I had a much more limited view of how successful I could be," notes Andy. "So I would encourage anyone who's just starting out to dream big because big things can happen."

To reach Andy and to learn more about the services he and his team provide their clients, visit their website, <http://homeloan.chase.com/andrew.d.tisler>, email [andrew.d.tisler@chase.com](mailto:andrew.d.tisler@chase.com), or call 773-469-8174.



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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	128	\$241,529,109	54	\$101,907,126	182	\$343,436,235
2	Jeffrey	Lowe	116.5	\$144,545,579	70.5	\$94,912,600	187	\$239,458,179
3	Matt	Laricy	170.5	\$74,047,684	178	\$96,588,147	348.5	\$170,635,831
4	Emily	Sachs Wong	67.5	\$116,942,000	29	\$43,107,000	96.5	\$160,049,000
5	Leigh	Marcus	146.5	\$93,502,868	71	\$48,958,160	217.5	\$142,461,028
6	Mario	Greco	103.5	\$61,289,500	38.5	\$28,899,101	142	\$90,188,601
7	Sophia	Klopas	48	\$38,975,150	36	\$29,637,000	84	\$68,612,150
8	Grigory	Pekarsky	53	\$25,219,799	75.5	\$38,608,796	128.5	\$63,828,595
9	Millie	Rosenbloom	36	\$39,997,300	23	\$19,188,900	59	\$59,186,200
10	Susan	Miner	9	\$31,483,500	6	\$26,429,000	15	\$57,912,500
11	Jennifer	Ames	28	\$31,510,400	13.5	\$21,422,250	41.5	\$52,932,650
12	Alexandre	Stoykov	15.5	\$6,773,150	104	\$44,787,550	119.5	\$51,560,700
13	Chezi	Rafaeli	30.5	\$41,078,000	6	\$9,395,000	36.5	\$50,473,000
14	Brad	Lippitz	36.5	\$25,673,675	31	\$24,590,800	67.5	\$50,264,475
15	Melanie	Giglio	48.5	\$30,176,820	37	\$19,927,815	85.5	\$50,104,634
16	Karen	Biazar	54	\$30,185,000	37	\$19,766,650	91	\$49,951,650
17	Carrie	McCormick	45	\$33,384,400	17	\$16,283,549	62	\$49,667,948
18	Benyamin	Lalez	15.5	\$8,191,250	77.5	\$39,100,881	93	\$47,292,131
19	Hayley	Westhoff	35.5	\$22,619,650	31	\$21,638,999	66.5	\$44,258,649
20	Ryan	Preuett	17.5	\$22,999,500	11.5	\$20,888,450	29	\$43,887,950
21	Timothy	Sheahan	43.5	\$29,341,600	17.5	\$14,412,450	61	\$43,754,050
22	Emily	Phair	26	\$12,379,700	74.5	\$30,636,566	100.5	\$43,016,266
23	Katharine	Waddell	35	\$20,029,500	34.5	\$21,825,650	69.5	\$41,855,150
24	Debra	Dobbs	28.5	\$25,458,140	20	\$15,038,500	48.5	\$40,496,640
25	Tommy	Choi	27	\$14,490,900	48.5	\$24,664,480	75.5	\$39,155,380
26	Konrad	Dabrowski	27	\$21,329,132	25.5	\$17,248,400	52.5	\$38,577,532
27	Michael	Rosenblum	30	\$27,155,547	12	\$10,596,000	42	\$37,751,547
28	Danielle	Dowell	33	\$18,456,050	31	\$19,232,250	64	\$37,688,300
29	Julie	Busby	28	\$18,230,900	34	\$19,094,421	62	\$37,325,321
30	Darrell	Scott	16	\$10,585,800	47	\$26,465,750	63	\$37,051,550
31	Joanne	Nemerovski	18	\$19,038,250	20	\$17,894,187	38	\$36,932,437
32	Daniel	Glick	27	\$18,115,250	24	\$18,230,800	51	\$36,346,050
33	Sam	Shaffer	18	\$8,636,350	46	\$27,201,900	64	\$35,838,250
34	Timothy	Salm	13	\$33,172,895	3.5	\$1,981,750	16.5	\$35,154,645

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Ashley	Donat	25	\$12,608,700	44.5	\$21,782,888	69.5	\$34,391,588
36	Rafay	Qamar	31	\$10,831,500	61	\$22,816,550	92	\$33,648,050
37	Daniel	Close	25	\$11,933,700	29	\$20,653,997	54	\$32,587,697
38	Lauren	Mitrick Wood	22	\$13,147,000	35	\$19,387,400	57	\$32,534,400
39	Scott	Curcio	41	\$14,668,950	34	\$16,130,752	75	\$30,799,702
40	Barbara	O'Connor	28.5	\$17,164,795	25	\$13,237,145	53.5	\$30,401,940
41	Ivona	Kutermankiewicz	28.5	\$22,746,858	12	\$7,622,850	40.5	\$30,369,708
42	Nadine	Ferrata	30	\$19,047,500	16	\$11,035,572	46	\$30,083,072
43	Lance	Kirshner	32	\$16,284,684	20.5	\$12,753,150	52.5	\$29,037,834
44	James	D'Astice	14.5	\$7,597,450	40	\$21,395,400	54.5	\$28,992,850
45	Richard	Kasper	27	\$18,411,300	22	\$10,254,387	49	\$28,665,687
46	Amanda	McMillan	36.5	\$17,223,900	16	\$11,230,227	52.5	\$28,454,127
47	Nicholas	Apostal	21	\$16,842,050	9	\$11,209,500	30	\$28,051,550
48	Melissa	Siegal	34	\$23,020,250	10	\$5,007,000	44	\$28,027,250
49	Jennifer	Mills	33	\$18,494,600	16	\$9,403,652	49	\$27,898,252
50	Melanie	Everett	13.5	\$4,493,180	53.5	\$23,054,925	67	\$27,548,105

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**- Christophe DuPont, Broker**

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**- Andrew Perkins, Realtor**



# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Natasha	Motev	15.5	\$15,854,700	7.5	\$11,689,250	23	\$27,543,950
52	Keith	Brand	12	\$5,759,900	29	\$21,577,288	41	\$27,337,188
53	Jill	Silverstein	8	\$3,817,250	32.5	\$23,215,740	40.5	\$27,032,990
54	Kevin	Wood	7	\$20,038,757	3	\$6,926,659	10	\$26,965,416
55	Bari	Levine	32	\$16,632,750	14.5	\$10,304,700	46.5	\$26,937,450
56	Dennis	Huyck	23	\$15,115,250	15	\$11,687,625	38	\$26,802,875
57	Colin	Hebson	16	\$11,648,250	26	\$14,292,700	42	\$25,940,950
58	Elias	Masud	12	\$4,577,999	43	\$20,546,601	55	\$25,124,600
59	Owen	Duffy	33	\$17,212,415	16	\$7,555,500	49	\$24,767,915
60	Sarah	Ziehr	38.5	\$19,318,250	8	\$5,383,200	46.5	\$24,701,450
61	Elizabeth	Ballis	12	\$6,792,250	16	\$17,817,999	28	\$24,610,249
62	Joseph	Kotoch	13.5	\$6,172,000	31.5	\$18,214,800	45	\$24,386,800
63	Nicholaos	Voutsinas	11	\$7,072,900	31.5	\$17,226,000	42.5	\$24,298,900
64	Sherri	Hoke	10.5	\$16,615,658	8	\$7,594,000	18.5	\$24,209,658
65	Alishja	Ballard	24	\$11,865,050	20	\$12,279,111	44	\$24,144,161
66	Nicholas	Colagiovanni	21.5	\$20,154,900	4	\$3,786,000	25.5	\$23,940,900
67	Samantha	Porter	18.5	\$17,776,000	2	\$6,050,000	20.5	\$23,826,000
68	Kelly	Parker	13	\$6,412,300	32	\$17,349,150	45	\$23,761,450
69	Elizabeth	Lothamer	18	\$9,587,600	28	\$14,172,909	46	\$23,760,509
70	Philip	Skowron	16	\$17,018,502	6	\$6,546,000	22	\$23,564,502
71	Ryan	McKane	51	\$21,056,100	5	\$2,325,000	56	\$23,381,100
72	Cadey	O'Leary	11.5	\$17,126,500	6	\$6,053,500	17.5	\$23,180,000
73	Melanie	Carlson	19	\$12,128,150	13	\$10,967,217	32	\$23,095,367
74	Jason	O'Beirne	25	\$17,177,801	12	\$5,854,600	37	\$23,032,401
75	Robert	Sullivan	11.5	\$11,262,000	10	\$10,917,500	21.5	\$22,179,500
76	Eudice	Fogel	14	\$8,670,500	14.5	\$13,292,000	28.5	\$21,962,500
77	Michael	Shenfeld	17	\$11,676,250	15	\$10,145,900	32	\$21,822,150
78	Karen	Schwartz	20.5	\$9,781,000	24	\$11,973,499	44.5	\$21,754,499
79	Brooke	Vanderbok	32	\$18,084,400	7	\$3,510,750	39	\$21,595,150
80	Danny	Lewis	16	\$7,803,500	21	\$13,768,000	37	\$21,571,500
81	Sara	McCarthy	20.5	\$9,788,800	18	\$11,775,775	38.5	\$21,564,575
82	Lisa	Sanders	31.5	\$15,535,000	10.5	\$5,917,500	42	\$21,452,500
83	Pamela	Rueve	10	\$14,376,500	8	\$6,974,000	18	\$21,350,500
84	Rizwan	Gilani	13	\$5,765,500	26.5	\$15,527,500	39.5	\$21,293,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Matthew	Liss	18	\$11,326,250	14	\$9,884,000	32	\$21,210,250
86	Robert	Picciariello	44	\$21,168,900	0	\$0	44	\$21,168,900
87	R. Matt	Leutheuser	9	\$20,110,000	2	\$1,005,000	11	\$21,115,000
88	Vincent	Anzalone	19	\$13,439,626	10.5	\$7,609,000	29.5	\$21,048,626
89	Lucas	Blahnik	11	\$5,187,750	25	\$15,801,650	36	\$20,989,400
90	Mehdi	Mova	13	\$8,378,400	20	\$12,552,100	33	\$20,930,500
91	Bruce	Glazer	18	\$12,323,000	13	\$8,472,250	31	\$20,795,250
92	Juliana	Yeager	18	\$11,409,749	13	\$9,346,643	31	\$20,756,392
93	Nick	Nastos	8	\$3,042,350	31	\$17,624,250	39	\$20,666,600
94	Sari	Levy	12.5	\$6,890,925	16	\$13,563,800	28.5	\$20,454,725
95	Brian	Moon	11.5	\$5,273,700	26.5	\$15,166,650	38	\$20,440,350
96	Ryan	Gossett	15.5	\$7,188,623	26	\$13,241,125	41.5	\$20,429,748
97	Steve	Dombar	0	\$0	31	\$20,408,250	31	\$20,408,250
98	Grace	Sergio	25	\$17,104,700	1	\$3,180,000	26	\$20,284,700
99	D	Waveland Kendt	20	\$11,124,884	13	\$8,834,500	33	\$19,959,384
100	Nancy	McAdam	13.5	\$11,280,975	4	\$8,508,000	17.5	\$19,788,975

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Eugene	Fu	13	\$10,558,600	22.5	\$9,213,250	35.5	\$19,771,850
102	Michael	Maier	29	\$13,179,000	15	\$6,483,001	44	\$19,662,001
103	John	O'Neill	12	\$13,253,687	8	\$6,391,000	20	\$19,644,687
104	Pasquale	Recchia	11.5	\$6,026,000	20	\$13,204,500	31.5	\$19,230,500
105	Shay	Hata	21	\$11,301,125	12	\$7,824,900	33	\$19,126,025
106	Layching	Quek	4	\$1,852,500	29	\$17,134,800	33	\$18,987,300
107	Amy	Duong	10.5	\$3,565,250	17.5	\$15,400,695	28	\$18,965,945
108	Margaret	Baczkowski	18	\$15,262,452	4	\$3,694,500	22	\$18,956,952
109	Christopher	Engelmann	9	\$3,721,900	29	\$15,146,000	38	\$18,867,900
110	Stacey	Dombar	37	\$17,110,751	3	\$1,619,500	40	\$18,730,251
111	Cory	Tanzer	26	\$8,986,748	23	\$9,701,399	49	\$18,688,147
112	Lindsey	Richardson	25	\$9,544,800	15	\$9,016,500	40	\$18,561,300
113	Santiago	Valdez	30	\$10,799,262	21	\$7,729,457	51	\$18,528,719
114	Todd	Szwajkowski	21	\$9,796,050	19.5	\$8,704,500	40.5	\$18,500,550
115	Stephanie	Cutter	20	\$10,348,565	10	\$8,053,150	30	\$18,401,715
116	Michael	Hall	17	\$11,128,950	12	\$7,040,000	29	\$18,168,950
117	P Corwin	Robertson	11.5	\$18,062,778	0	\$0	11.5	\$18,062,778
118	Nancy	Tassone	13.5	\$11,741,500	6	\$6,265,000	19.5	\$18,006,500
119	Ian	Schwartz	18.5	\$10,830,500	9	\$6,774,100	27.5	\$17,604,600
120	Stephanie	LoVerde	17	\$9,261,700	15.5	\$8,313,400	32.5	\$17,575,100
121	Sharon	Gillman	9	\$7,509,500	13	\$10,035,500	22	\$17,545,000
122	Susan	Kanter	20	\$11,342,000	13	\$6,091,000	33	\$17,433,000
123	Laura	Meier	22	\$10,524,250	13	\$6,770,015	35	\$17,294,265
124	Laura	Topp	18	\$9,002,000	16	\$8,281,000	34	\$17,283,000
125	Erin	Mandel	12.5	\$10,506,000	11.5	\$6,661,865	24	\$17,167,865
126	Rubina	Bokhari	14	\$8,910,000	13	\$8,188,009	27	\$17,098,009
127	Joshua	Lipton	12.5	\$10,377,500	7.5	\$6,710,213	20	\$17,087,713
128	Kathryn	Barry	13.5	\$6,506,500	20.5	\$10,466,300	34	\$16,972,800
129	Kyle	Jamicich	17	\$8,874,500	9	\$8,070,400	26	\$16,944,900
130	Nick	Rendleman	21.5	\$6,569,095	34	\$10,328,679	55.5	\$16,897,774
131	Cynthia	Sodolski	16	\$8,568,400	15	\$8,152,400	31	\$16,720,800
132	Brooke	Daitchman	17	\$8,565,750	17	\$8,142,700	34	\$16,708,450
133	Stephanie	Maloney	11	\$9,597,500	4	\$7,082,500	15	\$16,680,000
134	Leslie	Glazier	15	\$9,753,750	10	\$6,886,000	25	\$16,639,750


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Elena	Theodoros	20	\$10,473,500	9.5	\$6,087,250	29.5	\$16,560,750
136	Steven	Powers	26	\$11,502,599	6	\$4,983,000	32	\$16,485,599
137	Marlene	Rubenstein	17	\$9,407,500	12	\$7,057,500	29	\$16,465,000
138	Lisa	Blume	8.5	\$3,715,000	23	\$12,712,406	31.5	\$16,427,406
139	Chris	Mccomas	15	\$7,941,999	15	\$8,361,629	30	\$16,303,628
140	Ken	Jungwirth	11	\$5,534,000	10	\$10,757,700	21	\$16,291,700
141	Aaron	Sklar	12.5	\$9,853,450	8	\$6,433,500	20.5	\$16,286,950
142	Ashley	Bell	10.5	\$9,285,400	6	\$6,997,000	16.5	\$16,282,400
143	Peter	Moore	15.5	\$10,086,950	12	\$6,152,500	27.5	\$16,239,450
144	Scott	Berg	39	\$15,515,331	1	\$675,000	40	\$16,190,331
145	Lisa	Kalous	17.5	\$9,992,500	10.5	\$5,955,000	28	\$15,947,500
146	Stefanie	Lavelle	23	\$11,437,000	7.5	\$4,456,700	30.5	\$15,893,700
147	Brady	Miller	17	\$4,673,138	30	\$11,188,000	47	\$15,861,138
148	Joseph	Chiappetta	13	\$6,320,360	19	\$9,502,217	32	\$15,822,577
149	Anthony	Torres	8	\$2,636,400	27	\$13,174,050	35	\$15,810,450
150	Dawn	McKenna	9.5	\$10,121,775	8	\$5,651,000	17.5	\$15,772,775

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Suzanne	Gignilliat	7.5	\$13,323,500	2	\$2,427,000	9.5	\$15,750,500
152	Kathryn	Schrage	34.5	\$14,338,150	2	\$1,305,000	36.5	\$15,643,150
153	Hadley	Rue	20	\$12,645,400	5	\$2,920,000	25	\$15,565,400
154	Edward	Jelinek	16.5	\$8,009,000	12	\$7,522,250	28.5	\$15,531,250
155	Michael	McGuinness	6	\$1,973,900	23	\$13,463,675	29	\$15,437,575
156	Qiankun	Chen	23	\$6,983,150	22.5	\$8,393,400	45.5	\$15,376,550
157	Alice	Berger	13	\$9,673,500	9	\$5,491,500	22	\$15,165,000
158	Anne	Rossley	10	\$11,649,500	6	\$3,500,500	16	\$15,150,000
159	Gail	Spreen	23.5	\$10,471,000	8	\$4,587,500	31.5	\$15,058,500
160	Margaret	Daday	9	\$3,874,000	18	\$11,148,500	27	\$15,022,500
161	Frank	Maguire	16	\$6,355,250	9	\$8,601,000	25	\$14,956,250
162	Sam	Jenkins	10.5	\$11,474,925	4	\$3,480,000	14.5	\$14,954,925
163	Mark	Icuss	13	\$11,132,472	6.5	\$3,728,000	19.5	\$14,860,472
164	Michael	Linden	28	\$13,054,900	3	\$1,714,000	31	\$14,768,900
165	Benjamin	Lissner	6.5	\$3,248,000	23	\$11,479,900	29.5	\$14,727,900
166	James	Streff	17	\$6,874,000	16	\$7,804,500	33	\$14,678,500
167	Sarah	Maxwell	10	\$5,415,213	12	\$9,179,300	22	\$14,594,513
168	Stefanie	D'Agostino	34	\$11,970,367	4	\$2,613,000	38	\$14,583,367
169	Carol	Collins	13.5	\$8,724,750	8	\$5,843,000	21.5	\$14,567,750
170	Paul	Mancini	19	\$9,310,300	10	\$5,221,550	29	\$14,531,850
171	Rafael	Murillo	5	\$2,923,500	6	\$11,599,625	11	\$14,523,125
172	Elizabeth	Caya	5	\$1,744,500	27	\$12,680,400	32	\$14,424,900
173	Tim	Lorimer	13	\$7,313,500	9.5	\$7,060,500	22.5	\$14,374,000
174	Michael	Hulett	16.5	\$9,359,756	8	\$5,013,000	24.5	\$14,372,756
175	Patrick	Shino	5	\$1,697,000	35	\$12,670,610	40	\$14,367,610
176	Whitney	Wang	6	\$2,852,500	21	\$11,488,000	27	\$14,340,500
177	Barbara	Proctor	10	\$10,675,500	2	\$3,643,933	12	\$14,319,433
178	James	Sheehan	12	\$8,583,900	11.5	\$5,715,000	23.5	\$14,298,900
179	Mark	Bystrowicz	9	\$11,488,465	5	\$2,791,500	14	\$14,279,965
180	Craig	Isacson	12	\$12,061,500	4	\$2,212,500	16	\$14,274,000
181	Kate	Gaffey	5.5	\$3,766,000	19	\$10,503,300	24.5	\$14,269,300
182	Keith	Tarasiewicz	13	\$5,538,000	11	\$8,659,000	24	\$14,197,000
183	Tony	Mattar	13.5	\$4,899,450	26.5	\$9,222,300	40	\$14,121,750
184	Susan	O'Connor	6.5	\$7,080,000	7	\$7,003,500	13.5	\$14,083,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Chris	Stockwell	9	\$5,460,000	11	\$8,618,500	20	\$14,078,500
186	Jacob	Tasharski	10	\$4,443,000	18	\$9,633,769	28	\$14,076,769
187	Matthew	Engle	17.5	\$8,242,500	17	\$5,815,000	34.5	\$14,057,500
188	Kimber	Galvin	5	\$2,905,450	22	\$11,122,800	27	\$14,028,250
189	Alex	Wolking	12.5	\$4,713,050	15	\$9,312,800	27.5	\$14,025,850
190	Heather	Hillebrand	8.5	\$5,027,250	14.5	\$8,960,600	23	\$13,987,850
191	Phil	Byers	18	\$8,595,420	9	\$5,344,500	27	\$13,939,920
192	Michael	Saladino	19.5	\$8,689,600	15	\$5,122,900	34.5	\$13,812,500
193	Anne	Killarney	17	\$13,802,150	0	\$0	17	\$13,802,150
194	Connie	Engel	16	\$7,838,000	9	\$5,863,400	25	\$13,701,400
195	Lisa	Long-Brown	15	\$13,232,700	1	\$367,000	16	\$13,599,700
196	Nathan	Binkley	12	\$6,765,500	9	\$6,750,000	21	\$13,515,500
197	Reve'	Kendall	28	\$12,089,000	2	\$1,425,000	30	\$13,514,000
198	Jeffrey	Proctor	11	\$8,590,970	3	\$4,875,000	14	\$13,465,970
199	Mark	Buckner	4	\$1,462,000	20	\$11,951,900	24	\$13,413,900
200	Rachel	Krueger	11	\$9,469,000	4	\$3,919,900	15	\$13,388,900

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# TOP 250 STANDINGS

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

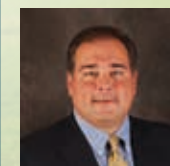
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Scott	Broene	7	\$6,663,500	5	\$6,715,000	12	\$13,378,500
202	Patrick	Natale	11.5	\$7,063,939	12	\$6,267,500	23.5	\$13,331,439
203	Daniel	Fowler	12	\$6,676,500	14	\$6,648,850	26	\$13,325,350
204	Katherine	Malkin	5	\$9,540,000	4	\$3,670,000	9	\$13,210,000
205	Christina	McNamee	18	\$9,179,500	7	\$4,003,500	25	\$13,183,000
206	Gloria	Wiekert	8	\$5,282,900	15	\$7,897,400	23	\$13,180,300
207	Eric	Hublar	6	\$2,775,875	23	\$10,395,000	29	\$13,170,875
208	Robert	Yoshimura	17	\$7,175,000	10	\$5,926,900	27	\$13,101,900
209	Frank	Montro	50	\$10,225,250	14.5	\$2,851,950	64.5	\$13,077,200
210	Lisa	Huber	11	\$6,113,400	15	\$6,962,500	26	\$13,075,900
211	Susan	Nice	18	\$9,830,001	5	\$3,242,900	23	\$13,072,901
212	Gregory	Desmond	11	\$6,939,850	7	\$6,091,100	18	\$13,030,950
213	Kelly	Angelopoulos	15.5	\$7,758,228	8	\$5,246,000	23.5	\$13,004,228
214	Helaine	Cohen	1.5	\$1,492,500	16	\$11,501,307	17.5	\$12,993,807
215	Christie	Ascione	12	\$7,862,725	7	\$5,068,000	19	\$12,930,725
216	Jenny	Fultz	6	\$1,708,000	9	\$11,181,901	15	\$12,889,901
217	Camille	Canales	5.5	\$2,594,562	18.5	\$10,281,000	24	\$12,875,562
218	Xiaojing	Frost	4.5	\$1,732,750	17	\$11,135,209	21.5	\$12,867,959
219	Joel	Holland	26	\$11,657,400	2	\$1,163,000	28	\$12,820,400
220	Vincent	Lance	16.5	\$7,685,260	12	\$5,134,400	28.5	\$12,819,660
221	Cindy	Weinreb	6	\$2,828,000	18	\$9,924,850	24	\$12,752,850
222	John	Lyons	15	\$7,021,375	15	\$5,687,650	30	\$12,709,025
223	Emily	Smart Lemire	11	\$7,300,500	8	\$5,401,500	19	\$12,702,000
224	Jennifer	Johnson	11.5	\$5,406,500	15	\$7,260,900	26.5	\$12,667,400
225	Danielle	Inendino	8	\$3,081,500	22	\$9,572,500	30	\$12,654,000
226	Joe	Zimmerman	9	\$3,900,156	14	\$8,689,500	23	\$12,589,656
227	Laura	Rahilly	12	\$5,943,100	8.5	\$6,487,014	20.5	\$12,430,114
228	Linda	Levin	7	\$4,079,000	11	\$8,306,162	18	\$12,385,162
229	Armando	Chacon	16	\$10,100,660	3	\$2,252,500	19	\$12,353,160
230	Douglas	Smith	3	\$5,241,250	6	\$7,110,000	9	\$12,351,250
231	Crystal	Tran	5	\$6,053,500	7	\$6,294,300	12	\$12,347,800
232	Dominic	Irpino	21	\$6,814,800	12	\$5,409,500	33	\$12,224,300
233	Cornelis	Hoogstraten	2	\$2,365,000	13	\$9,856,800	15	\$12,221,800
234	Jennifer	Liu	22	\$11,624,436	1	\$571,390	23	\$12,195,826

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Jill	Buckley	7	\$4,042,500	9	\$8,121,000	16	\$12,163,500
236	Harold	Blum	7	\$5,739,250	4	\$6,420,000	11	\$12,159,250
237	Erlend	Candea	16	\$12,145,000	0	\$0	16	\$12,145,000
238	James	Buczynski	11.5	\$5,938,450	10	\$6,117,900	21.5	\$12,056,350
239	Kimberly	Bowman	6	\$2,925,000	12	\$9,116,500	18	\$12,041,500
240	Thomas	Bezanes	9.5	\$2,913,000	18.5	\$9,122,500	28	\$12,035,500
241	Melissa	Edidin	12.5	\$6,795,000	11	\$5,180,899	23.5	\$11,975,899
242	Randy	Nasatir	9	\$5,083,000	13.5	\$6,853,900	22.5	\$11,936,900
243	Diana	Soldo Massaro	11	\$8,199,025	8	\$3,708,000	19	\$11,907,025
244	Brittany	Strale	2	\$873,900	24	\$11,019,250	26	\$11,893,150
245	Mike	Larson	1	\$280,000	7	\$11,594,000	8	\$11,874,000
246	Marzena	Frausto	0	\$0	19	\$11,865,575	19	\$11,865,575
247	Steve	Genyk	10	\$9,136,000	4	\$2,725,000	14	\$11,861,000
248	Beth	Gomez	10	\$5,852,220	10	\$5,955,000	20	\$11,807,220
249	Tara	Leinenweber	26.5	\$10,568,500	1	\$1,235,000	27.5	\$11,803,500
250	Cindy	Wilson	8	\$5,099,000	6	\$6,694,500	14	\$11,793,500

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