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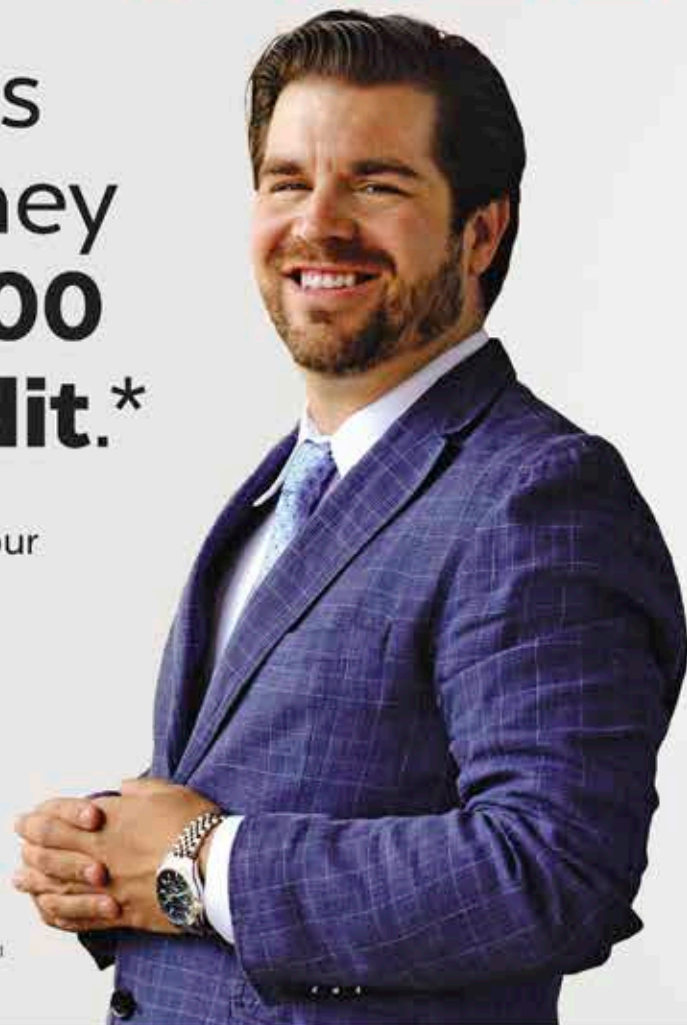
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PUBLISHER'S **NOTE**

Normalcy is in the air. And of course, what I mean by “normalcy” is how we operated as a society prior to the existence of COVID-19 and all its variants. My wife and I went out to dinner recently and after we were seated she leaned over to me and said, “It’s so weird to see the waiter’s face.” About a week later I walked into an appointment and the first words out of the person’s mouth who greeted me were, “It’s odd to feel confident walking into a building without wearing a mask, isn’t it?” Apparently, this person could read my face really well because I was still looking around trying to observe the protocol when I entered the building. A great reminder that I shouldn’t play professional poker for a living.

We’ve been waiting two full years for this. How most people feel about the mask mandate being lifted is evidence that we are all designed to live in community. My encouragement is to not so quickly forget how far we’ve come over the past twenty-four months. Some of us experienced severe tragedies while others of us have more quality relationships because people’s true colors have surfaced for the positive during this era. I’m honored to be in a position to help facilitate the latter. I hope to see everyone at our spring event!



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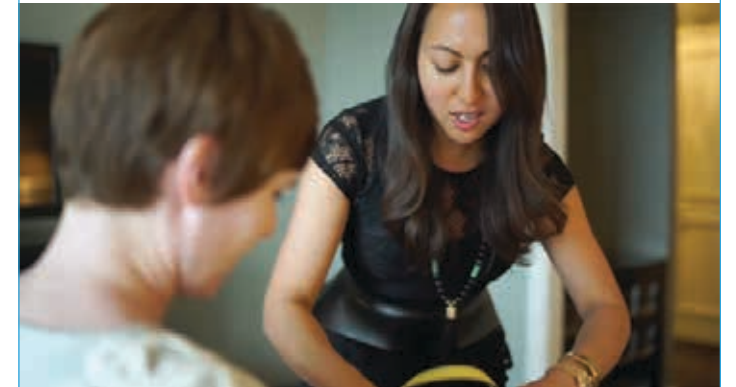
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Q: How can hiring tristinstyling save people money?

A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

Q: Why do people need tristinstyling when so many retailers offer styling services for free?

A: While styling services in retail stores are nice to have access to, customers are limited to shopping only in that one store. Clients who want to create a cohesive wardrobe that is unique to their personal style choose to hire us for personal shopping audits because they benefit from learning how to expand their own wardrobe by shopping all the current trends available from all retailers.

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LET'S GET SOCIAL



agent feature
By Chris Menezes
Photos by Sonya Martin



Kimber Galvin & Drew Westergreen

Sisters Finding Success Together

Sisters and partners at K+D Homes, Kimber Galvin and Drew Westergreen, are a perfect combination of creativity, entrepreneurial ambition and drive, and empathy. They not only draw on their lifetime exposure to the real estate industry, having grown up in the business, but they also bring their diverse experience in education, music, hospitality, real estate, and travel to achieve their clients' goals.

Kimber and Drew's parents were among the original investors in the Lincoln Park neighborhood, purchasing a building on the 800 block of Armitage Avenue in the early 1980s as the neighborhood was transforming, where the girls lived and spent their early childhood. The family opened and operated an antique shop out of the building and eventually got into real estate.

Their father owned a brokerage, J. Randal Realty, in the heart of Lincoln Park before turning his focus exclusively to development. Their mother worked for many years as a broker at Kameros Associates before launching her own management and development company, Zilley Properties. Kimber and Drew looked up to their parents as mentors, role models, and friends, gleaned valuable experience from their entrepreneurial endeavors.

From an early age, Kimber and Drew witnessed the exciting renewal and transformation of their community. Their intimate perspective of their neighborhood's evolution fostered an appreciation for the city's potential for growth, as well as an understanding of the industry in which they were born.

Both Kimber and Drew attended schools throughout the city—the University of Chicago Laboratory Schools, LaSalle Language Academy, St. Clement, Whitney Young High School, St. Ignatius College Prep—which enriched their understanding of and appreciation for Chicago's diverse people, neighborhoods, and rich history. After graduating from high school, Kimber earned her undergraduate and graduate degrees from Loyola University New Orleans and DePaul University, respectively. Drew earned her undergraduate degree from the College-Conservatory of Music at the University of Cincinnati (CCM). ...

Kimber Galvin



Drew Westergreen





“Success in real estate includes the knowledge that our actions have meaning and can make a significant contribution to the welfare of our clients.”
- Kimber

...

Kimber began her real estate career as a rental agent a little over twenty years ago. She took a brief hiatus in 2007, however, to complete her MFA in English literature, backpack through South America and Southeast Asia, and then teach high school English at one of Chicago’s Public Schools. While teaching, she worked evenings in hospitality as a server. In 2010 she was given the opportunity to work as an assistant for one of Chicago’s top-producing agents.

Drew studied violin performance at the CCM and traveled throughout Europe with the Chicago Youth Symphony Orchestras. Segueing from classical music to a more contemporary genre, she became the principal violinist for the band Jon Drake & the Shakes in 2008. The group enjoyed marked success within the city’s independent music scene, releasing an album in 2012.

After purchasing, rehabbing, and launching her first investment property, Drew formerly joined her sister in brokering property. Like Kimber, she initially mentored with a top producer before they partnered and co-founded K+D Homes.

Since teaming up in 2019, Kimber and Drew have produced approximately \$150 million in volume. Over the past two years, they produced nearly \$60 million in sales, which included representing a twenty-four-unit new-construction development in Wicker Park that earned a nomination by *Chicago Agent Magazine* as one of 2020’s developments of the year.



Drew and her family.

Photo Credit: Jerilyn @ JL Photography



Kimber and her family.

Photo Credit: Jerilyn @ JL Photography

“Success in real estate includes the knowledge that our actions have meaning and can make a significant contribution to the welfare of our clients,” Kimber explains. “Many of our clients come to us amid life changes. With our first-time home buyers, the purchase of a home is a major event. Other clients might be negotiating stressful chapters in their lives, precipitated by relocation, divorce, or even death. Helping them successfully transact a purchase or sale that moves them forward is extremely rewarding.”

When Kimber and Drew are not helping their clients or building their business, they enjoy spending time with their family and friends. Kimber is married to Diarmuid Galvin and has two children, Rhys (seven) and Dylan (three). Drew is married to John Mitchell and has a two-year-old son, JJ. Both women enjoy cooking, traveling, and exploring new cultures. Drew loves to garden, play the violin, and play tennis. Kimber loves fashion, antiquing with friends, and playing the cello.

Growing up, Kimber and Drew were the kids playing music on the street corner to earn money for music lessons and candy. Their shared “can do” spirit and passion for travel and culture have led to them backpacking through different parts of the world, including Southeast Asia, Africa, South America, and Europe.

As Kimber and Drew continue to solidify their family legacy in Chicago real estate, they celebrate the city’s ever-evolving diversity, culture, and charm, and they revel in the joy of helping their clients discover and experience their own love of calling Chicago home.



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Richard “Richie” Camacho

PRESTIGE REAL ESTATE IMAGES INC.

▶ partner spotlight

By Jennifer Mitchell
Photos by Abi Voigtmann

Putting the Focus on Convenience for Agents

When you need to perfectly capture a listing, one of the best partners you could ask for is Prestige Real Estate Images Inc. The company offers a wide range of real estate listing marketing services including professional listing photography and videos, Matterport 3D floor plans, digital staging, aerial drone photography and videos, 3D renderings, digital decluttering, and more. But what makes this team truly stand out is their commitment to making things easy for agents.

“We understand that agents are incredibly busy and need to coordinate their own schedules with their client schedules and with our schedules, so we do whatever we can to remove some of that stress,” explains Prestige’s CEO and founder, Richard “Richie” Camacho. “Convenience is key, so whenever possible, we capture everything an agent needs in one appointment.”

But convenient scheduling and breadth of services aren’t the only things that make Prestige stand out. They also have a unique pricing model that puts the REALTOR® first.



Manuel Valdovinos, CFO & Co-Founder at Prestige Real Estate Images Inc.

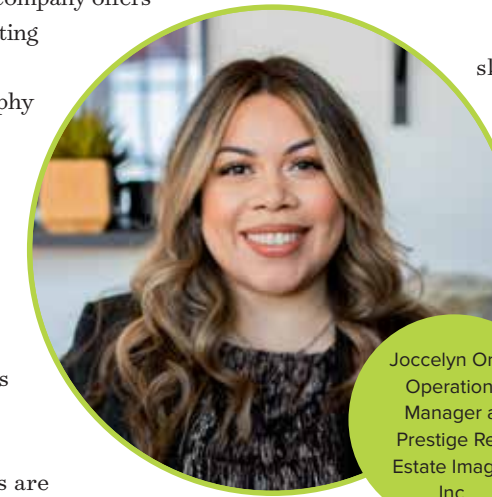
“Once upon a time, video, photos, Matterport, and drone shots were only available for luxury boutiques and high-end firms,” claims Richie. “But we believe that everyone deserves access to these services, [this was] especially [true] during the pandemic when remote tours were the only way to list and view properties.”

That’s why Prestige offers flat-rate pricing on premium services like photo editing. That means agents don’t need to pay extra for services like window view, sky replacements, or other photo enhancements. The team works hard to ensure all photos are sharp and ready to impress potential buyers—no extra fees are required.

Though pandemic-induced shutdowns certainly caused a shift in the way Prestige conducted business, it also offered the company opportunities to showcase its services.

“Matterport 3D was a really valuable service that emerged during the shutdown,” says Richie.

“When potential buyers couldn’t walk into properties, we allowed them to enter the property virtually to get a feel for the space at their convenience without having to leave their own homes. It’s been a very cool tool for buyers, sellers, and agents. We also saw a lot of agents trying to make connections with potential buyers and sellers by creating videos with us for their social channels. It was a great way for them to stay connected when face-to-face meetings weren’t an option.”



Jocelyn Ortiz, Operations Manager at Prestige Real Estate Images Inc.

•••

Richie is having great success with Prestige, so it may be interesting to learn that he originally had his aperture focused on becoming a graphic designer. While attending college in Chicago, he decided he wanted to capture his own elements for designs. Once he got started in photography, though, he quickly fell in love and turned his focus to digital photography.

“When I first got started in photography, I was capturing family events, weddings, church events, and small concerts,” says Richie. “I did this type of work for about a decade when, in the summer of 2015, I happened to be downtown and started taking pictures of the architecture and bridges Chicago has to offer. That quickly became my new passion, and when I posted my work online, a friend saw it and reached out asking me to capture a listing he had. I had no idea what I was getting into, but the rest is history.”

Richie dove headfirst into real estate photography, reading as many articles, blogs, and books as he could. He worked as an in-house photographer and videographer for a brokerage in Berwyn, IL, for four years. But in 2018, he decided it was time to start something new. He casually mentioned starting a business to a colleague, Manuel Valdovinos, who started asking him a lot of questions. Fast forward two months, and the two had branched off to start Prestige Real Estate Images Inc. in the office basement of their close friends, Tanya and David Diaz of Main Event Real Estate.

Richie’s interests and passion grew along with his business, and he began exploring video, Matterport, and digital staging. The result being that Prestige now offers a full suite of marketing services to real estate agents.

“Convenience is key, so whenever possible, we capture everything an agent needs in one appointment.”



When he’s able to put the camera down, Richie loves trying new restaurants with his wife, Ainsley, and their three kids: Zoe (twelve), Josiah (nine), and Riley (two). The kids keep Richie and Ainsley busy as they run around to Zoe’s travel soccer games, read the comic books Josiah creates, and chase after two-year-old Riley.

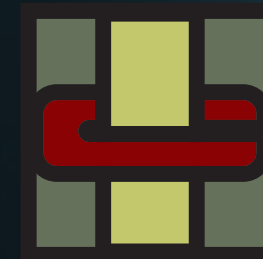
But their favorite hobby is collecting Marvel toys. Richie claims he’ll soon need to move into a bigger home to store all their collectibles or turn their basement into a museum. Of course, Richie could probably put his Matterport and exceptional editing skills to good use and open the Camacho Family Marvel Museum virtually.

To learn more about the full suite of marketing services Prestige Real Estate Images Inc. offers to real estate agents, visit their website www.prestigelistingphotos.com or call 773-540-9556.

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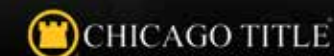
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▶▶ cover story

By Chris Menezes | Photos by Sonya Martin

Benjamin & Juliana Yeager

Doing It All

PEOPLE OFTEN ASK BENJAMIN AND JULIANA YEAGER HOW THEY DO IT—MANAGE A TOP-PRODUCING REAL ESTATE TEAM TOGETHER, RAISE THREE KIDS TOGETHER, AND STILL LOVE EACH OTHER AT THE END OF THE DAY. THEIR FIRST RESPONSE IS ALWAYS, “WELL, IT HASN’T ALWAYS BEEN THAT WAY.”

“It took a lot of time and patience to figure it out and create a system that worked for us,” Benjamin explains. “We had a number of obstacles to overcome, but we continued to persevere because we wanted to succeed and make a good life for our family.”

With eighteen years in the business, time has been one of the greatest assets for the couple. When Juliana entered the business in 2004, she was in her early

twenties and didn’t know anyone with money. All her friends were renters and nowhere near ready to buy. She knew real estate was what she wanted to do in life, however, and was dead set on making it work.

“I fell in love with the house hunting process when I bought my first condo in 2002 and couldn’t believe it was an option as a career,” explains Juliana. “After leaving my corporate banking job to become a full-time agent, I felt invigorated and knew it was the path for me. While I loved

the research and digging for great properties, at the core of it, I wanted to be in a business where my work directly helped people every day. I had originally earned my degree in psychology from Indiana University for that reason.”

Benjamin and Juliana started dating around this time. Juliana worked nonstop trying to build her business. For three years she hustled, working many hours for very little money until year four, when her business really started to take off. She and Benjamin were newly married at the time, but rarely able to be together. Benjamin worked for Travelers Insurance, and his job required him to travel constantly. He knew it was no way to build a life with his new bride and began thinking about joining Juliana in real estate.

Juliana’s business had finally taken off, so Benjamin joined her part-time at first, to learn the ropes and help her out at the same time. He jumped in full-time in 2009, right as the bottom fell out of the market. They knew a small business was what they wanted to build, so although they had to work hard then to make ends meet, they had a vision for what they wanted their lives to look like and didn’t give up.

“I worked Benjamin hard, sending him all over creation—wherever the business was,” Juliana says. “I wanted him to learn the hustle and grind just like I did. We became a great team, but it took about three years for us to work out the kinks and for me to start letting go of control.”

“Juliana has always been my muse,” Benjamin says. “She’s

...





The Yeager family ready for a Chicago Cubs game.

always worked hard. Before her career took off, she even took a job at Curves part-time to help pay the bills. In 2008 she read *The Secret* by Rhonda Byrne, and realized her mindset had to change. This was a turning point in her career: the business started to scale, though there would be many bumps along the way. She worked through the pregnancy of our first child, Holden, in 2010, and only took two weeks of maternity leave.”

With a new mindset and a “divide-and-conquer” approach to running the business, Juliana and Benjamin began settling into their own respective roles: Benjamin as the buyer specialist and Juliana as the lead listing agent. By the time Juliana became pregnant with their second child, Ava, in 2013, they were both ready to make a change. Juliana was ready to let go of the reins and take a four-month maternity leave, and Benjamin was ready to step up and run the business in the interim.

“I worked hard to lay the groundwork so that I could eventually take time to really enjoy my children. When I let go, Benjamin [stepped up and] totally soared,” says Juliana. “I knew

I could refer any new buyers to him. The transition of trust was seamless for me—having Benjamin by my side, someone I can trust 100 percent to run the business, especially when I need mom time, is the best feeling. I truly have a partner in life and love.” Juliana continues, “That year (2013) ended up being our best year up until that point, and we’ve been able to grow and scale our business every year since then.”

In fact, they have a career volume of \$350 million, and more than 90 percent of their business comes from referrals. The team values, cultivates, and prioritizes their long-standing relationships with their clientele and fellow REALTORS®.

Today, the Yeager Team consists of four full-time agents, an administrative assistant, and a creative marketing director, and having a great team helps the Yeagers achieve even more balance in their lives.

Like their parents, the Yeager’s kids—Holden (eleven), Ava (eight), and Ethan (five)—are heavily into sports, particularly baseball, basketball, softball, volleyball, and swimming. Part of Juliana and Benjamin’s balancing act at home, says Juliana, includes “Our commitment to our kids that one of us will be at every single one



“
WE CREATE
BALANCE BY
CREATING TIME...
- JULIANA

”





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IT'S SO GREAT TO HAVE SOMEONE WHO I CAN BOUNCE IDEAS OFF OF ALL DAY LONG AND UNDERSTANDS EXACTLY WHAT I'M THINKING. ”
- BENJAMIN

of their games or tournaments, and we won't let them down." Benjamin also coaches Holden's basketball team and Ethan's baseball team. "It brings me the most joy to watch them play sports. I will always be their biggest (and loudest) cheerleader on the sidelines," Juliana says.

Benjamin and Juliana still employ the divide-and-conquer approach and work in tandem. On a typical day, they may only see each other in passing at the office or at home, but

they talk on the phone multiple times a day. "It's so great to have someone who I can bounce ideas off of all day long and understands exactly what I'm thinking," Benjamin says.

So, to answer the initial question, how do they do it?

"We create balance by creating time. We do this by not overscheduling ourselves and delegating," Juliana explains. "We give important responsibilities to our team members so

that we can have the family time we love, and not work 24/7 like we did when we were just starting out. We want our team to be able to learn from the best and have success too. We care about them like a little work family. Balance is something we are always working on and trying to improve—it's always a work in progress. Giving ourselves grace, breaks, and vacations keeps us moving forward, happy and healthy."



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▶ making a difference
By Sarna Goldenberg



Reading is one of the, if not the, most important skills a child needs to develop, yet many children don't have access to age-appropriate reading material at home. In fact, two out of three underserved children lack books.¹

In 2009, Brian Floriani decided he was going to do his part to combat the literacy crisis. In honor of his father, Dr. Bernard P. Floriani, Brian founded Bernie's Book Bank. His goal was to make books accessible to as many children as possible. Now serving children in six counties—Cook, DuPage, Kane, Lake, McHenry, and Will—Bernie's Book Bank empowers nearly 300,000 Chicagoland children to read their way to a better life through book ownership. Since its founding in 2009, Bernie's Book Bank has distributed 20.6 million free, quality books.

The need for books is urgent in underserved communities. Sixty-one percent of low-income families have no children's books at home. This prevents young students from starting school "reading ready." Of equal concern, children who cannot read proficiently by the third grade are four times likelier to drop out of school. Early access to books is critical for lifetime success.²

At Bernie's Book Bank, we provide children with free, quality books through our 900 distribution partners, which include Title I schools and "under six" programs, such as WIC offices, located in underserved communities. Every child (birth to sixth grade) at partner schools and programs receives a bag of eight books once per year. The books are theirs to keep and help build their personal library.

The children we serve have been disproportionately impacted by the ongoing pandemic and events of the past two years. They have also faced, and continue to face, additional obstacles and unique challenges with the need to adjust to remote learning. Additionally, they've experienced heightened racial tension and social unrest.

We're proud and honored that Bernie's Book Bank has been able to provide comfort, hope, and opportunities to escape these difficult times to the children we serve and their families.

Bernie's Book Bank has remained open throughout the pandemic. Our small, but mighty thirty-member team sourced, processed, and distributed 2.2 million books in 2020, and 1.6 million books in 2021. In late 2021, Bernie's Book Bank celebrated its 20 millionth book distributed. Our goal is to distribute 2.4 million books in 2022.

How you can help Bernie's Book Bank reach its 2022 goal?

Invest in the children Bernie's Book Bank serves. Empower them to read their way to a better life. A financial investment is as easy as \$8.00: \$8.00 provides eight quality books.

Other ways you can get involved:

1. Attend a 2022 fundraiser:

- Bernie's Book Bank will host its annual Birdies & Books Charity Golf Classic on August 29, 2022, at Shoreacres in Lake Bluff, IL.
- Once again, Bernie's Book Bank will team up with ESPN Chicago's David Kaplan to Walk As One Chicago in September 2022.
- The fourth annual Patrick Mannelly Award benefiting Bernie's Book Bank will take place on December 10, 2022.



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2. Donate your new and gently used children's books:
- You can drop off new and gently used children's books at Bernie's Book Bank's Lake Bluff processing center located at 917 North Shore Dr., Lake Bluff, IL 60044. We're open Monday through Friday from 9 am to 5 pm. Please use the side door.
 - You can also donate your books at one of Bernie's Book Bank's 120+ book drop locations (500 books or less, please) across Chicagoland. Visit www.berniesbookbank.org to find a location near you.



3. Volunteer:
- Sign up online to sort, sticker, and pack quality books during one of our eighteen weekly volunteer sessions.
- Email us at volunteer@bernies-bookbank.org or call 847-780-READ [7323] to find out about upcoming volunteer opportunities.

About the Author:

Sarna Goldenberg is the Director of Marketing at Bernie's Book Bank. She has been providing books for a better life since 2016. Passionate about literacy and empowering young readers, Sarna manages integrated marketing communications and IT

for the organization. Before Bernie's Book Bank, Sarna spent 20+ years in agency and product marketing roles locally and globally. A Chicago native, she loves spending time with family (which now includes a pandemic puppy), reading, and cheering on both the Hawks and Wolves.

To learn more about Bernie's Book Bank, visit www.berniesbookbank.org, call us at 847-780-READ (7323), or connect with us on social media: @berniesbookbank.

^{1,2} U.S. Department of Education, National Center for Education Statistics, Reading Literacy in the United States: Findings from the IEA Reading Literacy Study. Washington, D.C.: 1996

Trivedi & Khan

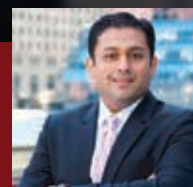
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Chih-Hao Yang

HELPING TO MAKE A
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Chih-Hao Yang is quickly becoming one of Chicago's top go-to agents for Chinese-speaking immigrants. And for good reason: Chih-Hao knows exactly what it's like for his clients, moving to the city as first-generation Americans, not knowing what to expect. His compassion, empathy, and ability to make the transition as smooth as possible for his clients have formed a foundation of referrals over the past three years that is catapulting his business to new heights today.

Having started out as an agent in 2018, Chih-Hao closed just over \$51,000 his first year just in rentals. He made his first sale in June of 2019, and went on to pull in just under \$5 million in volume in 2020. Last year, all his hard work finally caught up and he exploded onto the scene, producing just under \$10 million in volume.

“It is rewarding to see my business growing rapidly in such a short time,” says Chih-Hao. “I have met lots of people who are also first-generation immigrants like me. We share stories with each other and become friends. Everyone’s story is different and hearing them fuels my energy and keeps me going.”

Chih-Hao was fifteen years old when he left his home in Taipei to attend a boarding school in Chicago. His parents arranged for him to attend Lake Forest Academy, hoping he would be able to experience new things and receive better opportunities. He didn’t speak a word of English and he didn’t know a single person when he landed here in 2003.

“I was forced to grow up overnight when I took that plane to Chicago,” Chih-Hao explains. “I had to figure everything out for myself after that—laundry, food, work, and where to stay for holidays when all my friends were going home to their families.”

“When I missed my family, I had to go buy a special phone card in Chinatown that allowed me to dial home from a landline,” he continues. “This was back in 2003—no iPhone, no internet calling for free. A calling card was about \$50, and calls were a dollar per minute. Every minute counted. There was so much to say, and not enough time to say it.”





••• Chih-Hao went on to attend the University of Illinois at Urbana-Champaign and earned a degree in advertising with minors in business and chemistry. After graduating in 2011, he began working with a commercial real estate developer as a marketing manager/EB-5 specialist. He worked there for about six years, but in 2017, he had to take a leave of absence for about a year to go back to Taipei and take care of some family matters. When he returned in 2018, he found he no longer had a job.

“For the first time in my life, I felt depressed and lost not knowing what to do next,” he says. “I was thirty years old and was not sure what to do with my career. I started interviewing with various companies, but I could not seem to find the right fit for me.”

After interviewing for two months, one day, Chih-Hao’s good friend told him he would be a good real estate agent, pointing out the fact that he had not only lived in Chicago for nearly two decades, but had also lived all over Illinois; that he speaks Chinese and English fluently, and had previous experience in real estate and marketing.

With nothing else going for him at the time, Chih-Hao decided to give it a shot. He took the accelerated broker classes in May 2018 and passed his exam the same month. As Chih-Hao started going to work as an agent and helping people in real estate, he immediately knew he made the right decision.

“I love seeing my clients achieving their American Dreams and I am passionate that I am part of this important journey,” Chih-Hao says. “I was once scared, living in a new country, not knowing how to rent my first apartment, or when buying my

first condo, not knowing how to even ask ComEd to turn on my electricity.”

“I know exactly how my clients feel when they are buying their first home. I explain everything in detail, in our mutual language, where they feel comfortable, and I make sure they know they are in good hands with me. I think many clients work with me because they find comfort in me, knowing I have been through all that they are going through right now. I see my clients referring me to their friends and family members, so I know I must be doing something right,” he says, smiling.

When Chih-Hao is not working, he loves to travel. He’s been to thirty-two countries, and loves warm, tropical places the most—places where he can relax on beautiful beaches and swim and free dive in the ocean.

As Chih-Hao continues growing his business, he wishes to offer some words of encouragement to fellow agents who are also experiencing rapid growth: •••



**EVERYONE’S
STORY IS
DIFFERENT
AND HEARING
THEM FUELS
MY ENERGY AND
KEEPS ME GOING.**



Chih-Hao in Puerto Vallarta, Mexico with a friend from Hong Kong who encouraged him to get into real estate.

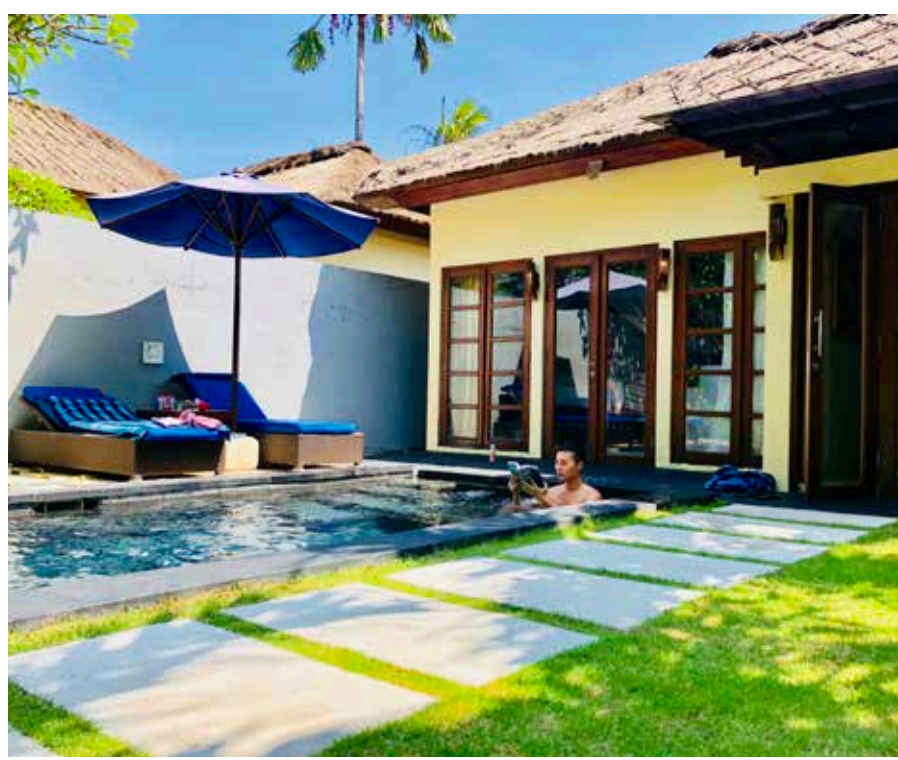


“I want to tell my fellow agents, don’t be afraid when your business starts to grow. You will get haters, and they will say things about you that might not be true. Just keep following the rules and do what’s right. To my fellow minority agents, we sometimes get nasty comments via text and email from other agents. Don’t get discouraged. To me, it only helps me to be stronger and know to be better than them.”

Chih-Hao is doing that in more ways than one as a professional REALTOR®. He obtained his managing broker license in May of 2021 and is a RENE certificate holder, “I always want to be better;” states Chih-Hao. “The more I know, the more I can help my clients achieve their dreams.”



Chih-Hao in Thailand.



Chih-Hao while in Bali, Indonesia.

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

CHICAGO REAL PRODUCERS. Jam Session #57. An organic conversation about Chicago real estate. Tuesday November 9th 9:15 am CST.



CHICAGO REAL PRODUCERS. Jam Session #58. An organic conversation about Chicago real estate. Tuesday December 7th 9:15 am CST.

CHICAGO REAL PRODUCERS. Jam Session #59. An organic conversation about Chicago real estate. Tuesday January 11th 9:15 am CST.



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

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APPRECIATED LISTING AGENCY PRACTICES IN TODAY'S CHALLENGING MARKET



business
By Niko Voutsinas

With the reality of higher interest rates now upon us and inventory even lower today than in the past two years, today's market is especially intense. We all want to get our sellers the best deal, and there are various effective tools to make that happen. While each of us may have a proprietary "magic sauce," I believe there are some best practices that need to be more broadly embraced in order to create great long-term relationships within the industry, a greater sense of professionalism in the public eye, and deals that will close and close smoothly.

Below I share some fundamentals that I appreciate, do, and commend because I've found they not only help me, but buyers and sellers too:

1. Clearly state and stick to stated availability for showings.

For agents who use ShowingTime, it makes sense to enter accurate availability from day one. For agents who do not, please write in availability in agent remarks. Also, when "first showing" availability is stated, we need to stick to that. It's always frustrating to see the MLS status change to "contingent" on a listing that went live on a Wednesday and initially promised first showings on the following Saturday.

On top of this, we need to do our best to respond to showing requests promptly. When a requested time does not work,

declining with the reason "bad time" alone isn't productive, but proposing alternate availability is.

2. Provide details.

In my experience, properties marketed with details have a greater chance of getting to the finish line because when you give buyers and their agents the ability to conduct proper due diligence on your listing, you are not only more likely to get educated offers but ones that are more likely to stick. I love it when agents include comprehensive details in the public or agent remarks (e.g., rental caps, percent and restrictions, HOA reserves, pet policies, the age of key components like the roof and plumbing/electrical/HVAC systems; recently complete, planned, or proposed projects; and special assessments). Downloadable digital or hardcopy attachments like property fact sheets are also great.

When a management company is involved, we must take the time to confirm all information with them. For multi-family listings, why not get the zoning certificate and the survey right before listing and include them as attachments on the MLS? The six-month shelf life of a survey and twelve-month

shelf life of a zoning certificate should be sufficient if somebody is serious about selling.

3. Be reliable with offer deadlines.

Receiving multiple offers is the norm at the moment, and we need to command the situation vs. let the situation take control. Clearly stating offer deadlines and sticking to them helps us achieve this. It's particularly important to note if a given deadline is for the highest and best offers or not. If it isn't, we need to say when those offers will be called in, when a decision will be made, and if escalation clauses will be entertained. Also, I find it's usually in the seller's best interest to reveal some information on other offers (e.g., "We have cash above list," or "We have ten offers.>"). One final thought: personally, I don't see how setting offer deadlines many days out makes sense when multiple serious offers have already been received.

4. Be ready for offers at the first showing.

If a listing agent is unable to answer the question "Are there terms to get this done right now?" they should, at minimum, commit to responding to an offer promptly. When sellers and their agents sit on

offers it's often perceived as disrespectful (or even as stonewalling), and that can lead to bad outcomes. I also believe healthy respect should always be given to the "early bird" first offer unless it's a lowball. This means staying in close contact and giving them a fair chance, even if the sellers don't want to review offers until after the first open house.

Buyers (and their agents) are much less likely to "retrade" a seller when they feel they have been treated with respect. We need to willingly answer their questions (even the basic ones) and be happy that they are conducting proper due diligence before submitting. All it takes is one offer, the right offer, to sell a home, and there is no additional compensation (or less stress) for collecting a dozen or more offers. We can all win when we keep it simple and embrace these best practices.

About the Author:

Niko Voutsinas, a West Town resident, is originally from the Detroit area and has his degree in business from the University of Michigan - Ann Arbor. He has been investing in real estate for two decades, previously held his real estate license (twice) in Michigan, and worked overseas in market intelligence and consulting before becoming a REALTOR® in Chicago since 2013. Since then, he has closed 450 transactions worth \$230M.

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ROBIN PHHELPS HANSON



agent feature

By Jennifer Mitchell
Photos by Sonya Martin

FINDING YOUR PASSION TAKES TIME

Prior to going into real estate, Robin Phelps Hanson changed career paths a few times. A self-proclaimed “late bloomer,” Robin knows that it’s better to find your passion later in life than to not find it at all.

Before making the transition to real estate, Robin worked as a regional coordinator for a tech startup. Her four-week training was held in New York City, which for her twenty-five-year-old self was the most exciting thing she could imagine.

Unfortunately, the company went under, and Robin decided it was time to try something new.

“I remembered attending a family reunion when I was younger and meeting a distant relative who had a very nice car,” recalls Robin. “I asked my dad what he did for a living, and my dad said he was in real estate. I knew you could make a good living in real estate, so I decided to give it a try. But I had no clue what I was getting myself into.”

Photo credit: Josh Feeney



Robin knew very little about the trade as she headed into her real estate career, but she borrowed her best friend’s BMW to take out buyers, sat at least four open houses per weekend, and was named Rookie of the Year in her first year at Habitat Co. Robin’s success has continued for the last almost nineteen years, and she’s loved every second of it.

“I feel extremely lucky to be able to do this job every day,” notes Robin. “Yes, it can certainly feel like we work all the time, and that can be tiring. But it’s on our own terms, and the work itself is so rewarding. I’ve made some amazing friends over the years who were once my clients or co-workers and that is such a beautiful thing.”

Her commitment to positive relationships with not just her clients but other agents is something that makes Robin unique. When entering negotiations, it can be easy to think of the other agent as being on the “opposing team.” But Robin hasn’t found that to be a productive strategy. She understands that, at the end of the day, all agents are just trying to do their job and do right by their clients. That’s why she tries to get aligned with the other agent at the start of every transaction. She advises up-and-coming agents to lose the confrontational mentality and be nice and stay humble while still putting their clients first. ●●●



Today, she and her business partner, Amber Kardosh, are running a team at @properties. They are passionate about growing and seeing their team excel.

“Amber and I are each other’s biggest advocates,” claims Robin. “When I am having a slow day or struggling to stay motivated, Amber pumps me up and helps me get back to work. And we both get so excited when one of our team members gets a new listing or a new buyer.”

They hope to continue to grow the team, and Robin is particularly excited about mentoring young producers. One of the biggest things she tries to teach her team is confidence.

“It took me a long time to get to a place where I could really feel confident, but I finally made it,” says Robin. “Finding something that I was good at and really enjoyed, combined with a husband who brings out the best in me, really helped me accomplish that. I feel so lucky to have a nine-year-old daughter who is already so confident in who she is.”

Robin lives with her husband, Rich, and daughter, Remy, in Roscoe Village, where Remy attends a local Chicago Public School that they love. Their home is filled with music as Rich is a die-hard live music fan, and Remy loves to sing and play the keyboard. The family spends many evenings taking turns choosing a record and discussing what a song means to them. Their rescue dog is named Pearl Jam Hanson.

“Growing up, music was a big part of my life,” notes Robin. “My dad is an avid music fan and used to play songs for me through the vents when I was supposed to be sleeping.”

“It took me a long time to get to a place where I could really feel confident, but I finally made it. Finding something that I was good at and really enjoyed, combined with a husband who brings out the best in me, really helped me accomplish that.”



Holiday party at Robin's house with their Roscoe Village neighbors and close friends.



When Robin has a spare moment, she loves dinners with friends, trying new restaurants, supporting local charities, watching movies, and taking intense boxing classes at the health club. She can always be found with an old-school comic book in her bag for downtime between showings and has been to Wizard World more than once.

In the future, Robin is hoping to invest in more properties herself, specifically property on the Eastern Shore where her husband is from and her beloved in-laws still reside. But for now, she's focused on helping her clients invest in their own properties and mentoring her team as they strive to do the same.

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Garden Picks for Mental Health

If you're anything like me, you've been daydreaming about your garden since the endlessly dark, cold weeks of January. Now, it's April: Spring has arrived, our frost dates have mostly passed, and it's time in earnest to decide what we will grow this year. As children, we are taught to eat our vegetables to help us grow up big and strong – what if eating our veggies could make our brains healthier and happier, too? In addition to their notable nutritional rewards and utter deliciousness, these garden picks can boost your mood and mental health!

Spinach and kale (and other leafy greens)

Most Americans don't get enough magnesium in their diets, a mineral found in abundance in spinach and other dark leafy greens proven to reduce anxiety, promote brain health, and improve quality of sleep. Eating these delectable plants also bumps up iron and folate, which increase serotonin levels and help minimize feelings of depression, irritability, and fatigue.

Cauliflower and broccoli

For years now, researchers have been singing the praises of omega-3's, fatty acids found primarily in fish but also in some cruciferous veggies like cauliflower and broccoli. Benefits of consuming omega-3 fatty acids include more stable moods, lower rates of postpartum depression, reduced risk of cardiovascular disease, and improvement in brain aging and function. Broccoli, in particular, also contains high levels of iron and vitamin C, combatting anemia as well as supporting the immune system and overall mood.

Beets

This colorful, highly underrated crop is actually considered a mental-health superfood! Beets contain betaine, which supports mood-elevating serotonin production in the brain, as well as nitrates, which increase blood flow to the brain, thus improving mental sharpness and performance. Beets also have a powerful dose of folic acid, which facilitates the synthesis of serotonin, dopamine, and norepinephrine, helping to stabilize emotional and mental health.

Red bell peppers

Turns out, leaving bell peppers on the plant to continue to ripen from green to red not only ups their tastiness factor, but it also more than doubles the level of vitamin C and quadruples the level of vitamin A in them! As the most nutrient-dense of vegetables right behind leafy greens, consuming yummy red bell peppers boosts mood as well as the immune system due to these essential vitamin levels.

healthy living ←

By Shauna Osborne

THE HOMEBUYER'S HOUR with Charlie Bellefontaine

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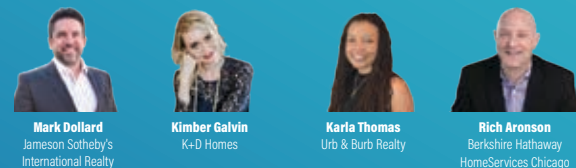
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Antonia Mills Wesselink is much more than a real estate attorney. She is an advocate for private property rights, and a champion of fair housing rights, housing affordability, and using property to build generational wealth for all people. She pursues these passions through working with investors as a real estate attorney, and with the REALTORS® Political

Action Committee (RPAC) as a licensed real estate agent.

Antonia's passion for learning more about the real estate industry from a policy perspective is what really differentiates her law practice from others.



...



“

I see my practice as an example of how one can grow a successful business while also giving back to their communities and the industry at large...

”

•••

Because she actively participates in shaping legislative initiatives through her involvement with RPAC, she can better serve her clients and guide them in their own property investments.

“I see my practice as an example of how one can grow a successful business while also giving back to their communities and the industry at large,” explains Antonia.

Helping to better the community through real estate investing has been Antonia’s mission from the very beginning of her career. In fact, her very first “investor client” was a school. Antonia worked for a private urban high school while attending law school at Illinois Institute of Technology’s Chicago–Kent College of Law. During the Great Recession, at the bottom of the market, the school was approached by banks who wanted to donate distressed properties to not-for-profits, to rehab and sell for profit.

As Antonia helped the school flip foreclosure properties to fund their operating budget, their portfolio grew so large that she was able to work as their full-time real estate counsel after law school. Eventually, she branched out on her own and retained the school as a client.

Antonia proceeded to build her business as a one-stop legal shop for real estate investors. While she works with an array of investor clients, she especially loves helping first-time homebuyers who are just starting their property ownership journey.

“I truly enjoy the excitement of first-time homebuyers and serving as a calming influence during what can be a stressful time,” she says. “I just enjoy being a part of the process for someone achieving their dream of home ownership, both on the buyer and seller side. For me, success is living out one’s core values while helping others along the way. I’m most happy when I see someone that I’ve helped, succeed.”

Antonia lives her core values in a multitude of ways. In 2022 alone she will serve: as the president of Women’s Council of REALTORS® Chicago, as an Uptown representative for the 77 Diversity Committee of the Chicago Association of REALTORS® (CAR), as the vice-chair of CAR’s Public Policy Committee, as a member of the CAR Foundation Board of Trustees, and as the chair of the Political Involvement Work Group for Illinois REALTORS®. She is also currently working on a

new tech startup with her husband, Adam Wesselink, called AIRESync.

Antonia and Adam are newlyweds who have a blended family that includes Aedon Wesselink (nineteen) and Christian Wesselink (sixteen). Antonia and Adam love to explore the city together and learn about its seventy-seven neighborhoods through their distinctive food and art. “We’ll often go on long weekend walks to explore places we’ve never been,” Antonia explains. They also enjoy beautiful days out on the golf course with family, seeing live music, and taking part in summer festivals. While hunkering down in the winter, you can find them sipping whisky, playing cards and trivia games with friends, and watching Marvel movies.

While Antonia enjoys meeting people through the industry and has been active in the community since childhood—being a member of every debate team in school, student congress, Lincoln-Douglas debate program, and Model UN—she says she is an introvert at heart and relishes the time she gets to spend with just her husband.

Whether introverted at home or extroverted everywhere else, one thing is certain, Antonia will continue fighting for the betterment of her community and the well-being of all.

To reach Antonia and to learn more about the services she provides her clients, email her at AntoniaLMillsEsq@gmail.com or call 847-361-0079.



Antonia with her family: Adam, Aedon (nineteen), and Christian (sixteen).



Antonia with her husband, Adam.

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5	Emily	Sachs Wong	11	\$13,559,500	6	\$6,894,000	17	\$20,453,500
6	Rachel	Krueger	3	\$10,373,750	4	\$7,530,000	7	\$17,903,750
7	Timothy	Salm	3	\$11,700,000	1	\$5,800,000	4	\$17,500,000
8	Alexandre	Stoykov	5.5	\$3,851,750	30	\$13,101,800	35.5	\$16,953,550
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10	Brian	Loomis	2	\$5,690,000	2	\$5,690,000	4	\$11,380,000
11	Suzanne	Gignilliat	0	\$0	3	\$11,190,000	3	\$11,190,000
12	Karen	Biazar	8.5	\$6,457,100	4	\$3,949,000	12.5	\$10,406,100
13	Carrie	McCormick	9	\$8,520,888	3	\$1,603,000	12	\$10,123,888
14	Melanie	Giglio	4	\$4,000,450	11	\$5,752,000	15	\$9,752,450
15	Katherine	Malkin	3	\$7,787,501	2	\$1,600,000	5	\$9,387,501
16	Leigh	Marcus	12	\$5,641,000	5	\$3,107,500	17	\$8,748,500
17	Jason	O'Beirne	11	\$8,710,000	0	\$0	11	\$8,710,000
18	Kathleen	Malone	4	\$5,994,950	3	\$2,665,000	6.5	\$8,659,950
19	Janet	Owen	1	\$8,650,000	0	\$0	1	\$8,650,000
20	Grigory	Pekarsky	2.5	\$1,572,500	16	\$6,943,750	18	\$8,516,250
21	Jeanne	Martini	5	\$8,395,500	0	\$0	5	\$8,395,500
22	Marlene	Granacki	1	\$1,858,000	1	\$6,500,000	2	\$8,358,000
23	Ryan	Preuett	4	\$3,220,000	5	\$5,080,000	9	\$8,300,000
24	Margaret	Baczkowski	5	\$4,417,500	3	\$3,520,000	7.5	\$7,937,500
25	Mario	Greco	11.5	\$6,784,900	3	\$1,110,500	14.5	\$7,895,400
26	Millie	Rosenbloom	4	\$2,830,000	6	\$5,062,000	10	\$7,892,000
27	Benyamin	Lalez	2.5	\$1,703,250	14	\$6,070,750	16.5	\$7,774,000
28	Sari	Levy	2.5	\$1,006,500	2	\$6,758,000	4.5	\$7,764,500
29	Joanne	Nemerovski	5	\$5,328,000	3	\$2,290,000	8	\$7,618,000
30	Steve	Genyk	4	\$6,087,000	1	\$1,420,000	5	\$7,507,000
31	Bari	Levine	3.5	\$1,692,500	6	\$5,491,250	9	\$7,183,750
32	Jill	Silverstein	3	\$1,890,000	5	\$5,266,750	8	\$7,156,750
33	Cadey	O'Leary	3	\$6,740,000	0	\$0	3	\$6,740,000
34	Julie	Busby	6	\$4,735,200	4	\$1,963,662	9.5	\$6,698,862

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Colin	Hebson	4	\$4,039,500	5	\$2,587,250	9	\$6,626,750
36	Nick	Nastos	2	\$786,450	11	\$5,749,250	13	\$6,535,700
37	Rafay	Qamar	4	\$1,322,000	8	\$5,073,000	12	\$6,395,000
38	Joel	Holland	4	\$1,771,800	5	\$4,543,900	9	\$6,315,700
39	Staci	Slattery	7.5	\$6,144,600	0	\$0	7.5	\$6,144,600
40	Lauren	Mitrick Wood	1.5	\$1,255,000	7	\$4,795,000	8	\$6,050,000
41	Helaine	Cohen	0.5	\$280,000	6	\$5,762,500	6	\$6,042,500
42	Natasha	Motev	3	\$5,972,500	0	\$0	3	\$5,972,500
43	William	Goldberg	3.5	\$3,169,000	4	\$2,727,495	7	\$5,896,495
44	Gabrielle	Cavalier	2	\$5,850,000	0	\$0	2	\$5,850,000
45	Nicholas	Colagiovanni	3	\$2,405,000	2	\$3,399,000	5	\$5,804,000
46	Layching	Quek	2	\$947,500	6	\$4,791,000	8	\$5,738,500
47	Michael	Hall	7	\$5,725,000	0	\$0	7	\$5,725,000
48	Lance	Kirshner	2.5	\$926,000	7	\$4,725,750	9	\$5,651,750
49	Robert	Rixer	0	\$0	1	\$5,600,000	1	\$5,600,000
50	Santiago	Valdez	2	\$955,875	11	\$4,638,500	12.5	\$5,594,375

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to February 28, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Amanda	McMillan	2	\$1,734,500	4	\$3,822,500	5.5	\$5,557,000
52	Ryan	McKane	12	\$5,482,500	0	\$0	12	\$5,482,500
53	Tiffany	Meyers	1	\$337,500	10	\$5,121,400	11	\$5,458,900
54	Melissa	Siegal	5	\$2,044,000	6	\$3,284,661	11	\$5,328,661
55	Richard	Kasper	4	\$3,376,950	5	\$1,833,900	9	\$5,210,850
56	Mary	Mac Diarmid	1	\$1,305,000	5	\$3,807,000	6	\$5,112,000
57	Keith	Estrada	0	\$0	2	\$5,100,000	2	\$5,100,000
58	Sophia	Klopa	3	\$2,675,750	3	\$2,419,900	6	\$5,095,650
59	Tyler	Stallings	4	\$1,495,500	3	\$3,558,000	7	\$5,053,500
60	Mark	Zipperer	5	\$2,704,250	4	\$2,328,400	9	\$5,032,650
61	Joy	Larkin	2	\$3,230,212	1	\$1,744,000	3	\$4,974,212
62	Scott	Curcio	8	\$3,867,700	4	\$1,052,900	12	\$4,920,600
63	Tommy	Choi	2	\$1,515,000	6	\$3,395,500	8	\$4,910,500
64	Juliana	Yeager	1.5	\$511,250	4	\$4,343,000	5.5	\$4,854,250
65	Cynthia	Sodolski	2	\$3,700,000	2	\$1,092,000	3.5	\$4,792,000
66	Katharine	Waddell	4	\$1,934,000	4	\$2,857,650	8	\$4,791,650
67	Naomi	Wilkinson	2.5	\$2,897,500	1	\$1,810,000	3.5	\$4,707,500
68	Hayley	Westhoff	1.5	\$895,250	7	\$3,789,500	8.5	\$4,684,750
69	Lauren	Barbeau	1	\$644,000	2	\$4,030,000	3	\$4,674,000
70	Naja	Morris	6.5	\$2,720,250	4	\$1,892,900	10.5	\$4,613,150
71	Ivona	Kutermankiewicz	6.5	\$3,454,500	1	\$1,100,000	7.5	\$4,554,500
72	Patrick	Shino	0	\$0	7	\$4,455,000	7	\$4,455,000
73	Margaret	Tarkington	0	\$0	1	\$4,425,000	1	\$4,425,000
74	Sharon	Glickman	0.5	\$897,500	2	\$3,520,000	2	\$4,417,500
75	Jenny	Fultz	4	\$1,838,500	3	\$2,570,000	7	\$4,408,500
76	Steven	Jurgens	2	\$2,480,000	1	\$1,859,722	3	\$4,339,722
77	Steven	Powers	4	\$3,234,000	2	\$1,100,000	6	\$4,334,000
78	Brian	Grossman	1	\$2,899,000	1	\$1,385,000	2	\$4,284,000
79	Joelle	Cachey Hayes	1	\$1,175,000	1	\$3,100,000	2	\$4,275,000
80	Nicole	Hajdu	2	\$1,165,000	6	\$3,107,000	8	\$4,272,000
81	Daniel	Close	3	\$1,935,000	4	\$2,270,000	7	\$4,205,000
82	Gail	Spren	7	\$3,169,400	3	\$997,000	10	\$4,166,400
83	Terri	Buseman	5	\$3,452,000	2	\$645,000	7	\$4,097,000
84	Joshua	Wiedow	1.5	\$4,082,500	0	\$0	1.5	\$4,082,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	John	Vossoughi	3	\$2,577,500	1	\$1,445,000	4	\$4,022,500
86	Lisa	Blume	2	\$1,125,000	4	\$2,886,000	6	\$4,011,000
87	Prashanth	Mahakali	3	\$2,980,000	1	\$1,025,000	4	\$4,005,000
88	Sherri	Hoke	3	\$3,245,000	2	\$694,000	5	\$3,939,000
89	Monique	Crossan	1	\$428,000	1	\$3,475,000	2	\$3,903,000
90	Brett	Boudart	0	\$0	6	\$3,881,500	6	\$3,881,500
91	Vadim	Shifrin	1	\$581,500	2	\$3,266,000	3	\$3,847,500
92	Ashley	Donat	1	\$410,000	6	\$3,429,250	6.5	\$3,839,250
93	Hadley	Rue	3	\$3,830,000	0	\$0	3	\$3,830,000
94	Ryan	Huyler	2	\$604,000	3	\$3,203,000	5	\$3,807,000
95	Marlene	Rubenstein	0.5	\$144,500	3	\$3,639,000	3.5	\$3,783,500
96	Timothy	Sheahan	4.5	\$2,130,000	4	\$1,652,500	8.5	\$3,782,500
97	Anne	Rossley	1	\$500,000	4	\$3,273,500	5	\$3,773,500
98	Cara	Buffa	2	\$1,381,500	2	\$2,367,500	4	\$3,749,000
99	Qiankun	Chen	7	\$2,692,888	4	\$1,043,000	11	\$3,735,888
100	Brad	Zibung	5	\$2,943,000	1	\$790,000	6	\$3,733,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to February 28, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Julie	Harron	2	\$3,730,000	0	\$0	2	\$3,730,000
102	Danelle	Antipov	0	\$0	1	\$3,725,000	1	\$3,725,000
103	Deborah	Hess	2	\$1,460,900	7	\$2,258,200	8.5	\$3,719,100
104	Kelli	Johannesen	2	\$1,302,500	1	\$2,400,000	3	\$3,702,500
105	Zachary	Redden	0	\$0	7	\$3,685,900	7	\$3,685,900
106	Stephen	Bognar Jr	1	\$3,627,500	0	\$0	1	\$3,627,500
107	Scott	Berg	8	\$3,058,900	1	\$557,500	9	\$3,616,400
108	James	D'Astice	1.5	\$680,000	6	\$2,912,500	7	\$3,592,500
109	Marzena	Frausto	0	\$0	8	\$3,590,000	8	\$3,590,000
110	Lisa	Sanders	5.5	\$2,660,500	2	\$877,500	7	\$3,538,000
111	Anna	Pesce	2	\$3,525,000	0	\$0	2	\$3,525,000
112	Paul	Mancini	5	\$2,901,500	2	\$570,000	7	\$3,471,500
113	Vincent	Anzalone	3	\$2,390,000	3	\$1,058,000	6	\$3,448,000
114	R. Matt	Leutheuser	1.5	\$1,550,000	2	\$1,887,500	3.5	\$3,437,500
115	Lukasz	Wojcik	2.5	\$930,000	1	\$2,500,000	3.5	\$3,430,000
116	Diana	Bzdyk	0	\$0	3	\$3,421,000	3	\$3,421,000
117	Ryan	Smith	16	\$3,273,700	1	\$140,700	17	\$3,414,400
118	Natalie	Renna	4	\$1,177,400	4	\$2,197,500	8	\$3,374,900
119	Khadija	Laurens	1	\$375,000	2	\$2,992,500	3	\$3,367,500
120	Amie	Klujian	2.5	\$1,233,850	5	\$2,126,700	7	\$3,360,550
121	Steven	Johnson	1.5	\$1,716,000	1	\$1,625,000	2.5	\$3,341,000
122	Jennifer	Mills	3	\$2,709,000	1	\$630,000	4	\$3,339,000
123	Robert	Picciariello	10	\$3,328,100	0	\$0	10	\$3,328,100
124	Rick	Sonshine	0	\$0	12	\$3,323,900	12	\$3,323,900
125	Junzhou	Cui	0	\$0	3	\$3,313,500	3	\$3,313,500
126	Barbara	Proctor	2.5	\$3,290,000	0	\$0	2.5	\$3,290,000
127	Sarah	Ziehr	5	\$3,289,500	0	\$0	5	\$3,289,500
128	Megan	Wood	0.5	\$322,500	5	\$2,956,000	5.5	\$3,278,500
129	Jennifer	Laskov	0.5	\$392,500	2	\$2,877,500	2.5	\$3,270,000
130	Susan	Morrow	3	\$2,145,000	1	\$1,100,000	4	\$3,245,000
131	Jill	Hare	3	\$1,827,500	2	\$1,404,500	5	\$3,232,000
132	Sam	Jenkins	2	\$1,289,500	3	\$1,935,000	5	\$3,224,500
133	Lucas	Blahnik	1.5	\$832,500	3	\$2,371,000	4	\$3,203,500
134	Sara	McCarthy	0.5	\$134,500	4	\$3,019,000	4.5	\$3,153,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jesse	Masin	0	\$0	1	\$3,150,000	1	\$3,150,000
136	Nadine	Ferrata	3	\$1,804,778	4	\$1,344,278	7	\$3,149,056
137	Jacqueline	Lafferty	0.5	\$265,000	1	\$2,850,000	1.5	\$3,115,000
138	Molly	Marino	3	\$1,425,000	4	\$1,687,000	7	\$3,112,000
139	Andrew	Gersten	1.5	\$531,250	2	\$2,578,500	3.5	\$3,109,750
140	Kevin	Hinton	3	\$1,818,500	3	\$1,290,000	6	\$3,108,500
141	Marjorie	Allabastro	1	\$213,000	2	\$2,895,000	3	\$3,108,000
142	Jennifer	Romolo	0.5	\$685,000	5	\$2,409,000	5.5	\$3,094,000
143	Wayne	Beals	4.5	\$2,320,250	1	\$769,500	5.5	\$3,089,750
144	Bruce	Glazer	3.5	\$1,092,500	2	\$1,989,500	5.5	\$3,082,000
145	Karen	Randich Stone	2.5	\$3,081,500	0	\$0	2.5	\$3,081,500
146	Nancy	McAdam	5	\$3,047,000	1	\$24,000	6	\$3,071,000
147	Jason	Huang	0	\$0	2	\$3,050,000	2	\$3,050,000
148	Michael	Shenfeld	5	\$3,039,500	0	\$0	5	\$3,039,500
149	Nicholaos	Voutsinas	3	\$1,715,000	3	\$1,305,000	6	\$3,020,000
150	Joseph	Kotoch	1	\$1,588,750	3	\$1,425,000	4	\$3,013,750

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to February 28, 2022.

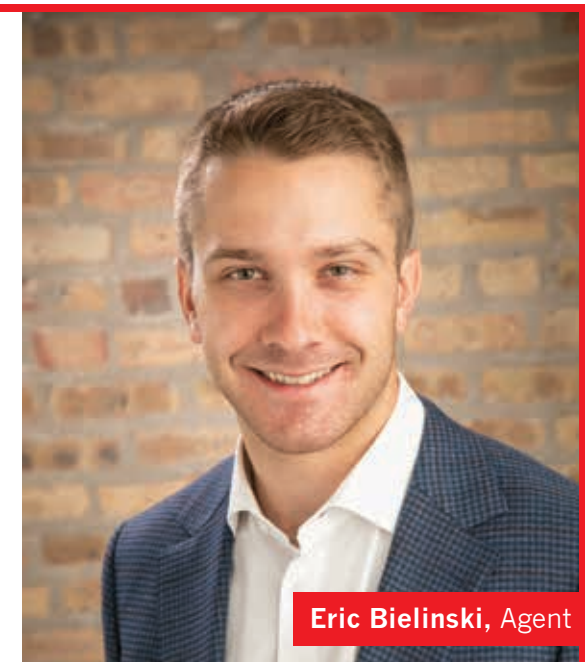
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Alice	Berger	1	\$800,000	2	\$2,205,000	3	\$3,005,000
152	Ledio	Samarxhiu	2	\$1,760,000	2	\$1,210,000	4	\$2,970,000
153	Benjamin	Lissner	0.5	\$178,750	4	\$2,782,500	4.5	\$2,961,250
154	Jennifer	Johnson	0	\$0	4	\$2,952,000	4	\$2,952,000
155	Peter	Moore	2	\$1,031,250	4	\$1,911,000	6	\$2,942,250
156	Gregory	Desmond	2	\$2,810,000	1	\$129,000	3	\$2,939,000
157	Jeffrey	Mayra	0.5	\$175,000	2	\$2,748,000	2.5	\$2,923,000
158	Edward	Jelinek	3	\$1,346,000	1	\$1,570,125	4	\$2,916,125
159	Edward	Grochowiak	2	\$670,000	5	\$2,238,900	7	\$2,908,900
160	Darrell	Scott	1.5	\$1,127,500	5	\$1,780,500	6	\$2,908,000
161	Colette	Connelly	1.5	\$1,092,500	1	\$1,775,000	2.5	\$2,867,500
162	Joanna	Olszynska	1.5	\$1,318,875	2	\$1,537,750	3.5	\$2,856,625
163	Irene	Haddad	2	\$1,975,000	2	\$880,000	4	\$2,855,000
164	Crystal	Riley	3	\$2,854,900	0	\$0	3	\$2,854,900
165	Scott	McKibben	0	\$0	1	\$2,850,000	1	\$2,850,000
166	John	Gutman	1	\$590,000	2	\$2,235,000	3	\$2,825,000
167	David	Yocum	3	\$1,285,000	1	\$1,540,000	4	\$2,825,000
168	Henry	Alegria	1	\$380,000	9	\$2,412,500	10	\$2,792,500
169	Armando	Chacon	1	\$1,394,000	1	\$1,394,000	2	\$2,788,000
170	Lauren	Dayton	3	\$1,653,000	4	\$1,129,000	7	\$2,782,000
171	Joe	Zimmerman	4.5	\$1,772,700	1	\$1,005,000	5.5	\$2,777,700
172	Theresa	Hahn	1	\$1,300,000	3	\$1,459,500	4	\$2,759,500
173	Stacey	Dombar	5	\$2,116,637	2	\$637,250	7	\$2,753,887
174	Gregory	Viti	5	\$2,730,000	0	\$0	5	\$2,730,000
175	Maria	Castillo	4	\$1,259,000	6	\$1,454,900	10	\$2,713,900
176	Danny	Lewis	4	\$1,801,250	1	\$895,000	5	\$2,696,250
177	Ryan	Wheeler	0	\$0	5	\$2,671,000	5	\$2,671,000
178	Rafael	Murillo	1	\$1,420,000	3	\$1,248,000	4	\$2,668,000
179	Nicole	Duran	4	\$1,227,000	2	\$1,440,000	6	\$2,667,000
180	Kate	Gaffey	0	\$0	6	\$2,654,900	6	\$2,654,900
181	Danielle	Dowell	3.5	\$1,867,500	2	\$787,000	5.5	\$2,654,500
182	Pablo	Galarza	5	\$1,296,000	7	\$1,358,000	12	\$2,654,000
183	Patrick	Teets	3.5	\$2,647,750	0	\$0	3.5	\$2,647,750
184	Elias	Masud	2	\$417,000	5	\$2,225,800	6.5	\$2,642,800

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Thomas	Shallcross	0	\$0	3	\$2,642,000	3	\$2,642,000
186	Camille	Obrochta	0.5	\$412,500	2	\$2,214,900	2.5	\$2,627,400
187	Randi	Pellar	0.5	\$897,500	1	\$1,725,000	1	\$2,622,500
188	Howard	Andron	0	\$0	2	\$2,620,000	2	\$2,620,000
189	Pasquale	Recchia	1	\$300,000	3	\$2,315,000	4	\$2,615,000
190	Karen	Macadam	1	\$2,600,000	0	\$0	1	\$2,600,000
191	Julie	Chesne	3	\$869,000	4	\$1,729,000	7	\$2,598,000
192	Tim	Lorimer	0.5	\$475,000	5	\$2,121,000	5.5	\$2,596,000
193	Nicholas	Apostal	2	\$1,587,000	1	\$1,000,000	3	\$2,587,000
194	Tony	Mattar	0	\$0	5	\$2,584,555	5	\$2,584,555
195	Wilfredo	Aguilar Jr	1	\$62,000	3	\$2,504,000	4	\$2,566,000
196	Elizabeth	Bleeker	3.5	\$1,582,750	2	\$977,500	5.5	\$2,560,250
197	Miguel	Chacon	3	\$1,525,000	1	\$1,025,000	4	\$2,550,000
198	Matthew	Liss	2.5	\$1,208,000	3	\$1,328,000	5.5	\$2,536,000
199	Lawrence	Dunning	3	\$2,535,000	0	\$0	3	\$2,535,000
200	Chris	McComas	5	\$1,972,000	1	\$559,000	6	\$2,531,000

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Eric Bielinski, Agent

TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to February 28, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Michael	McGuinness	0	\$0	4	\$2,520,800	4	\$2,520,800
202	Patricia	Young	1	\$565,000	1	\$1,950,000	2	\$2,515,000
203	Giancarlo	Bargioni	2	\$929,000	3	\$1,579,500	5	\$2,508,500
204	Glynnis	Johnson	4	\$1,510,000	2	\$989,000	6	\$2,499,000
205	Lyle	Harlow	2	\$2,491,000	0	\$0	2	\$2,491,000
206	Keith	Brand	4	\$1,567,400	2	\$920,000	6	\$2,487,400
207	Ryan	Cherney	9	\$2,486,500	0	\$0	9	\$2,486,500
208	Feras	Abbas	2	\$1,970,000	1	\$505,000	3	\$2,475,000
209	Arthur	Slaven	0	\$0	1	\$2,475,000	1	\$2,475,000
210	Bucky	Cross	2	\$738,000	1	\$1,730,000	3	\$2,468,000
211	Steve	Dombar	0	\$0	6	\$2,462,850	6	\$2,462,850
212	Eamonn	Stafford	6	\$1,760,500	4	\$692,500	10	\$2,453,000
213	Lisa	Petrik	0	\$0	4	\$2,443,500	4	\$2,443,500
214	Lyn	Harvie	3	\$1,317,000	2	\$1,125,000	5	\$2,442,000
215	James	Sheehan	1.5	\$1,009,500	1	\$1,425,000	2.5	\$2,434,500
216	Christopher	Mulka	2	\$1,210,000	1	\$1,220,000	3	\$2,430,000
217	Madelaine	Gerbaulet-Vanasse	3	\$2,425,000	0	\$0	3	\$2,425,000
218	Stephanie	LoVerde	2	\$1,154,900	2	\$1,270,000	4	\$2,424,900
219	Cory	Tanzer	4	\$1,528,500	3	\$895,000	7	\$2,423,500
220	Jeanine	Wheeler	3	\$1,743,000	1	\$677,500	4	\$2,420,500
221	Deborah	Murphy	1	\$2,412,500	0	\$0	1	\$2,412,500
222	Mark	Kowalik	2	\$909,900	2	\$1,502,500	4	\$2,412,400
223	Susan	Miner	0	\$0	1	\$2,400,000	1	\$2,400,000
224	Karen	Schwartz	4	\$1,996,500	1	\$395,000	5	\$2,391,500
225	Janelle	Dennis	1	\$350,000	2	\$2,040,000	3	\$2,390,000
226	Elizabeth	Caya	0	\$0	6	\$2,367,500	6	\$2,367,500
227	Sarah	Jaffe	1.5	\$955,000	2	\$1,410,000	3.5	\$2,365,000
228	Elizabeth	Brooks	2	\$2,362,250	0	\$0	2	\$2,362,250
229	Todd	Emert	2	\$1,000,000	2	\$1,350,000	4	\$2,350,000
230	Jason	Stratton	2	\$2,342,500	0	\$0	2	\$2,342,500
231	George	Kokkonas	0	\$0	2	\$2,340,000	2	\$2,340,000
232	Ken	Jungwirth	4	\$1,920,000	1	\$420,000	5	\$2,340,000
233	Stephanie	Andre	3	\$1,169,250	1	\$1,170,000	4	\$2,339,250
234	Barbara	O'Connor	3.5	\$1,376,188	4	\$959,000	7	\$2,335,188

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Dennis	Huyck	1	\$815,000	2	\$1,511,000	3	\$2,326,000
236	Mark	Buckner	1	\$278,500	6	\$2,040,000	6.5	\$2,318,500
237	Luis	Monje	1	\$2,299,000	0	\$0	1	\$2,299,000
238	Mariam	Moeinzadeh	1	\$874,000	1	\$1,420,000	2	\$2,294,000
239	Dawn	McKenna	2.5	\$2,131,500	1	\$160,000	3	\$2,291,500
240	Justin	Lucas	2	\$672,000	2	\$1,617,500	4	\$2,289,500
241	Jeff	Kallas	1.5	\$1,082,500	2	\$1,202,000	3.5	\$2,284,500
242	Charles	Gullett	2	\$787,500	2	\$1,495,000	4	\$2,282,500
243	Elizabeth	Lassner	0	\$0	3	\$2,280,000	3	\$2,280,000
244	John	Lyons	4	\$1,674,500	2	\$601,000	6	\$2,275,500
245	Isaac	Torres	3	\$1,172,000	2	\$1,095,000	5	\$2,267,000
246	Cynthia	Bauer	2	\$2,262,500	0	\$0	2	\$2,262,500
247	Lynda	Sanchez-Werner	10	\$2,256,200	0	\$0	10	\$2,256,200
248	Christopher	Lobrillo	10	\$2,256,200	0	\$0	10	\$2,256,200
249	Linda	Christon	3.5	\$2,256,150	0	\$0	3.5	\$2,256,150
250	Danielle	Inendino	0.5	\$155,000	4	\$2,099,900	4.5	\$2,254,900

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“John and the office were fantastic. They were the glue that held the entire transaction together.” ~ Seth Z.



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