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FALL EVENT:

Photos on page 58

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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@realproducersmag.com

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PUBLISHER'S **NOTE**

As we wind down the year (and for some of you this means working up until 11:47 pm on New Year's Eve), I'm sitting here reflecting on why many of us strive so hard in the first place. For some of us, it's out of necessity; for others, we want to feel important. Many of us want to build a legacy that will last beyond our generation, and I'm sure the vast majority desire to serve the people they work with in order to enhance their lives.

Real estate is a beautiful and challenging industry. It is a profession that requires an insane amount of focus, energy, patience, tenacity, risk, adapting, passion, and a plethora of other adjectives that I don't have space on this page to list. Coming off of our fall event a couple of months ago as we celebrated our 5-year anniversary, has really put things in perspective of how lucky I am to be in my position. I'm honored to be surrounded by successful entrepreneurs. Each of you motivates me in your own unique way, and I am fortunate to be in a community with all of you. Please enjoy the photos from our fall event hosted by AceBounce on page 58, and we can't wait to see you in 2023!



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KSENIA YANKILAYTES

agent feature
By Lauren Young
Photos by Sonya Martin

FROM RUSSIA WITH LOVE FOR CHICAGO AND REAL ESTATE



degrees in hospitality and tourism management from Russia's Pacific National University. After graduating *magna cum laude*, she pursued several opportunities in the travel and retail industries before settling on a career as a broker with Corcoran Urban Real Estate in Chicago. Nine years in and recently joining Dream Town, she has crushed the odds and surpassed over \$100 million in total sales.

"I have a very strong business acumen, and I enjoy helping people identify and bridge a pathway to their own dreams," says Ksenia. "I also hold strong aesthetic sensibilities and appreciate the history of beautiful buildings. That's why I was drawn to real estate."

"Like hospitality, real estate is a people-first industry," she notes. "In that, I have found my calling. It's all about connecting people with each other to help solve problems. White glove service and having a keen understanding of what my clients want is how I win for them every time."

Over the past several years with market demands and prices in flux, Ksenia has faced new obstacles to conquer, and her "always-be-learning," relentless approach has served her well. By reframing each hurdle as an opportunity, Ksenia can maintain a positive attitude even in the toughest markets.

"New challenges create opportunities for my clients and my business," says Ksenia. "We are in a very dynamic market right now. When you understand what clients need to accomplish, you can find the intersection of opportunities to achieve them." ●●●

"My advice to anyone chasing their dreams: be humble, be hungry, be smart," says REALTOR® Ksenia Yankilaytes. She brought this mindset with her when she immigrated to the US from Russia, in search of a better life and a chance to pursue the American Dream.

"I left home at the age of twenty-three with no family, a few hundred dollars in my pocket, and big hopes," she

says. "I knew very little English, and that was only one of the challenges I had to overcome."

"I worked very hard to assimilate and learn," Ksenia continues. "I was relentless in the pursuit of success, and I feel as though that is one of my core competencies. I never give up."

With a passion for travel, Ksenia pursued both bachelor's and master's

Ksenia with her husband, Douglas Wurl, in Barcelona, Spain.



Douglas and our dog, Mishka; going to the theater, and trying the amazing food Chicago offers.”

After living nearly a decade in Chicago and working as a REALTOR®, Ksenia considers herself lucky to have found a city and vocation that are in such perfect alignment with the dreams she had before leaving Russia.

“It fills me with joy to touch the lives of others so that they can enjoy life, as well,” says Ksenia. “Each day, with every client and every transaction, I am blessed to learn something new that I can apply. I consider these new understandings building blocks for success, and I cannot wait to see what tomorrow brings.”

“ IT FILLS ME WITH JOY TO TOUCH THE LIVES OF OTHERS SO THAT THEY CAN ENJOY LIFE. ”



When Ksenia is not managing her business, you will find her giving back to the community through meaningful charitable organizations. She’s especially active in her support for the American Diabetes Association’s causes for diabetic children.

“I was diagnosed fifteen years ago with type 1 diabetes, so I know firsthand how important it is to have advocates and resources,” she says. “Early detection of this illness—a lifelong and life-changing diagnosis—is critical to an improved life, so I do what I can to help others.”

Aside from finding her career calling, Ksenia has also found her perfect life partner. Her husband, Douglas, is someone she admires as a successful businessman in his own right, and as a caring, collaborative mentor. In their free time, they prioritize traveling and discovering new cultures and traditions. Because Chicago is so diverse, she feels her choice of hometown enables and improves her personal and professional pursuits.

“We just love living in this city by the water,” says Ksenia. “I love going on long walks with

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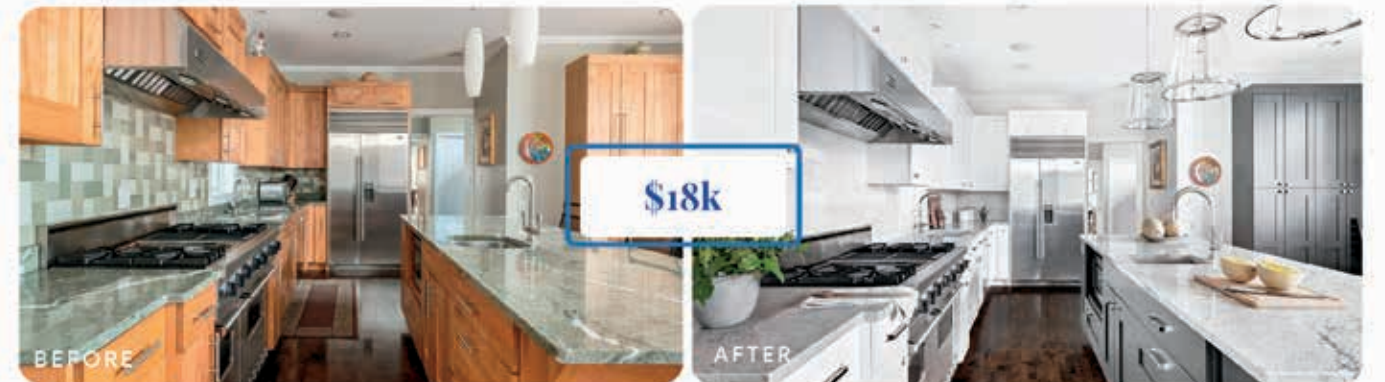
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▶▶ home matters

Does hosting guests for the holidays seem like it will require an overwhelming amount of preparation? You could spend the entire holiday season worrying over the comfort of your guests. Or, by following a few simple suggestions and planning ahead, you can spend time relaxing and enjoying the festivities and their company!

Tidy Up Outside

Make your guests feel welcome by creating an inviting atmosphere before they even come inside. Designate space for your guests to park. Check to make sure your house number is easy to see, even at night. Free your driveway, sidewalk and front access of any clutter that may be unsightly or cause guests to trip. Last, ensure your home's exterior is well-lit for guests arriving after dark.

Tidy Up Inside

Make common areas in your home, such as the entryway, living room and kitchen, feel inviting by decluttering them. Put away any shoes, jackets, toys or mail. Make sure to thoroughly clean your kitchen and bathrooms, as these rooms are sure to get quite a bit of use by your guests.



HOSTING HOLIDAY GUESTS

By Shauna Osborne and Megan Weatherly Lynn

Think Like a Guest

When preparing for company, think of what you may need if you were the guest. Provide clean sheets and towels as well as extra pillows and blankets. You may also provide extra toiletries in your guest bathrooms, such as toothbrushes, soap and shampoo. Have extra toilet paper and a plunger stocked in all bathrooms so that everyone can avoid any potential embarrassment.

A few days before having houseguests, inquire about favorite snacks and drinks and stock up on those items as well as coffee, tea, creamer/sugar and simple breakfast items, like cereal, milk, juice, fruit and granola bars.

Communicate

Do any of your guests have circumstances that require specific accommodations, such as allergies or difficulty climbing stairs? Be sure to ask these questions ahead of time to prepare well and make everyone feel safe and comfortable. When your guests arrive, be sure to communicate any information that may be helpful to them, such as how to operate thermostats and any itinerary or time-sensitive plans for their visit.

Taking the time to clean up, communicate and prepare ahead of time can make the difference between a stressful holiday season or treasured time well spent with family and friends.

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- Forrest Gump 1994
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- In the Heat of the Night 1967
- Jaws 1975
- Lawrence of Arabia 1962
- M*A*S*H 1970
- Midnight Cowboy 1969
- Nashville 1975
- Network 1976
- One Flew Over the Cuckoo's Nest 1975
- Platoon 1986
- Pulp Fiction 1994
- Raging Bull 1980
- Raiders of the Lost Ark 1981
- Rocky 1976
- Saving Private Ryan 1998
- 2001: A Space Odyssey 1968
- A Clockwork Orange 1968
- All the President's Men 1968
- American Graffiti 1968
- Annie Hall 1977
- Apocalypse Now 1979
- Blade Runner 1982
- Bonnie and Clyde 1967
- Butch Cassidy and the Sundance Kid 1969
- Cabaret 1972
- Chinatown 1974
- Do the Right Thing 1989
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Michael Valente is making his business, Renovation Sells, an indispensable resource for agents who want to get top dollar for their listings, not just in Chicago but across the country. Renovation Sells focuses on quick, cosmetic updates, balancing high design with market-specific appeal to get homes ready for sale at a fraction of the cost and timeline of a typical renovation. ...



•••

“We have streamlined our process, using light construction and high-end design to complete jobs quickly (on average, three weeks) and without breaking the bank. We also have a great financing program, where clients can finance up to \$50 thousand to make presale updates even easier for sellers,” Michael explains.

“With interest rates close to 6 percent and an increased demand for move-in ready homes from today’s millennial buyers, presale updates are now more important than ever,” says Michael. “Renovation Sells is ready to be the concierge arm of every agent’s business. Our quick, well-designed, turnkey, presale solution offers incredible value to both agents and their clients.”

Michael co-founded Renovation Sells with his wife, Amanda, in 2018. Prior to this, Michael had spent

over a decade working as a licensed REALTOR® and general contractor specializing in high-end construction, design, and renovations. Having been involved in over 1000 construction projects executed directly for homeowners, in addition to flipping and selling his own properties, Michael took everything he knew about construction and the sales process to create something completely new.

“The result was an all-in-one service that provides beautiful design, financing, and turnkey construction

to real estate agents and their clients. We have three core values that we focus on every day: keep it simple, pride in design, and relationships above all else.”

Renovation Sells takes pride in being fast and comprehensive, taking care of everything from design to construction to financing. Their in-house designers choose the final materials, eliminating the need for a lot of involvement from both the agent and home seller. And since they design for the home buyer, their team focuses

“ We really want to become the concierge arm of each individual agent’s business. It’s our mission to become part of the pitch and why homeowners choose a particular agent. ”



Photo credit: FiO Creative



Before and after photos of a project Renovation Sells recently completed
Photo credit: FiO Creative



on designs that appeal to the masses yet also are on-trend for the specific market, look professionally designed, match the after-repair value of the home, and use materials that are in stock and readily available.

“Our approach is to leverage the existing elements in a home—for example, painting cabinetry, replacing hardware, updating light fixtures, replacing countertops, and so on. We focus on updating everything in the existing locations and changing the existing palette, and shy away from reconfiguring the space, to help make the renovation process much faster,” explains Michael.

Within their first two years in business, Michael and Amanda saw so much success with their new business model that they began to think of different ways to scale it. That’s when Amanda had the idea to franchise. They started down the franchise path in 2020 and sold their first four locations in September 2021.

Thanks to their unique and innovative approach, Renovation Sells has since opened an incredible twenty-eight locations. Michael’s goal now is to teach entrepreneurs how to run a successful business, and he is really enjoying mentoring and coaching their national and growing group of franchise partners.

“Looking back on the business we have built and seeing others successfully bringing the business to their communities makes me very proud,” Michael says. “We still have a long way to go, but I feel successful because we are allowing other business owners the opportunity to take the business we created and follow their own dreams of entrepreneurship.”

Outside of work, Michael and Amanda enjoy spending time with their two boys and dog, playing a variety of sports, traveling, and going to concerts. Michael and Amanda met on a blind date and have been married

for twelve years. As they continue to build their business together, they plan to be on the forefront of this ever-changing industry.

“It’s our mission to become part of the pitch and why homeowners choose a particular agent. I think we are a true value-add to any agent’s business,” Michael explains. “When we started in 2018, updating a house to the extent that we do was very much a novelty. Now it is quickly becoming the norm all across the county. Just like home staging was a ‘new concept’ ten years ago, but today is a normal, even expected, practice amongst agents everywhere.”

To learn more about partnering with Renovation Sells on an upcoming listing or to open your own location, visit www.renovationsells.com.

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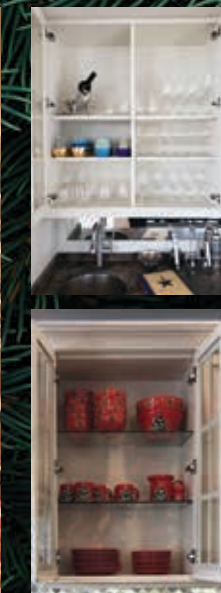


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▶▶ cover story
By Lauren Young
Photos by Sonya Martin



ALEX STOYKOV

TAKING HIS CHANCE: AGENT WINS WITH OWN HOUSE RULES

When they were children, Alex Stoykov and his cousins would spend hours playing the board game Monopoly. The official game wasn't sold or even permitted in the Eastern Bloc let alone Bulgaria, where they all grew up, but they figured out a way to construct their own "collect-your-property" game, made from odds and ends they crafted themselves.

...





••• “Communism fell when I was ten years old,” says Alex. “At that point, the country went through a major economic depression. I’ve had no choice but to live in ‘survival mode’ since the age of ten.”

Alex moved to the United States to attend college. He didn’t speak English and had few possessions, but was immediately hooked on the idea of fulfilling the American Dream.

“Once I had a taste of American capitalism and freedom, which is a freedom like no other, I couldn’t stop dreaming,” he says. “I keep dreaming to this day.”

Alex earned both his undergraduate and MBA degrees in finance and accounting from DePaul University. While in college, he held two “desk job” internships that left him

longing for a role outside of the corporate world. At age nineteen, using those early lessons from his homemade Monopoly game, he purchased his first property and flipped it for a significant profit. With that initial exposure and success in real-life real estate, Alex knew his calling.

“That experience really solidified for me that real estate was my future,” he says. “I love to interact with other people, and I believe there is no better way to help others than with their home needs.”

Alex successfully pushed through the dot-com bubble, the housing crash of 2008, and the recent pandemic. During these extremes, he learned to overcome adversity and lean on the street smarts that helped him get through his childhood.



“ I INTEND TO ONLY EXPAND WITH LIKE-MINDED INDIVIDUALS WHO SHARE OUR DRIVE AND DETERMINATION.”



“I have been fortunate enough to be closely associated with successful and reputable leaders who have inspired me to be driven, determined, and fair,” says Alex. “They taught me that a business deal is not a one-sided deal; rather it’s a two-way street where everyone feels important and gets their fair share.”

Within the nearly two decades since his first transaction, Alex formed the Alex Stoykov Group and has surpassed a career volume of \$260 million. He is focusing the next stage of his career on helping others succeed.

“Once one achieves a certain level of success, their focus shifts to helping others,” Alex explains. “My main passion, at this point, is to teach, train, and empower my team members to be the best in the industry.”

“I run my team like [we are] close family, and we are always there for each other,” he adds. “It’s a good feeling to not be alone and to know someone always has your back. I intend to only expand with like-minded individuals who share our drive and determination.” •••



Alex with his two sons, Parker and Preston.

•••

When Alex is not giving back by mentoring his team, he contributes to children's causes in his community and beyond. He is an active supporter of St. Jude's Hospital on a national level, and on a local level, he is constantly involved with organizations that work to better the community.

Alex is involved at his sons' school, too. Parker (7) and Preston (5) love to play sports and enjoy volunteer opportunities. During the summer, the family explores the city by bike, or takes day trips to Wisconsin and Michigan. In the winter, they visit Key West and other favorite spots in Florida, where they love to go swimming and jet skiing, and eat fresh seafood. Alex credits his career choice for the freedom he has to spend so much time with his sons.

"My flexible schedule allows me to be where I need to be for my family," says Alex. "The best part of a busy day is when I get home and can spend quality time with my boys."

"To me, doing what I do is leisure, not work. I get to constantly meet new people, interact with individuals from all walks of life, and live my American Dream every day. I intend to be involved in real estate until I die."

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▶▶ partner spotlight

By Chris Menezes
Photos by Sonya Martin

Crystal KURZYNSKI

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Don't let the years of experience, expertise, and professionalism distract you, Crystal Kurzynski is no bore. Sure, she's a mother of two now and a vice president of mortgage lending at Guaranteed Rate, but that doesn't mean she's let her studio art, college-hipster days—when she was modeling, cocktail-waitressing, and romping around Wicker Park, and hanging out at The Flat Iron bar and Rainbo Club—completely fade. All that creativity and fun she now funnels into her business.

Nothing gets Crystal more excited than working with her referral partners and agents, devising new ways to boost business and connect with clients. "If you share an idea with me, I'll go home thinking about all the different ways we could work together to make it the best it can be. My Pinterest account is overflowing with party and home décor inspiration. I love event planning and other opportunities where I can utilize my creativity," she says.

Of course, Crystal loves diving into art projects with her older daughter, Emersyn, as well (her youngest, Henrieta, is still too little), whether it be painting, drawing, baking, or taking photos. Or helping her husband, Benjamin, revamp their basement into a play space equipped with a climbing wall and a chalkboard/craft area, or setting up their workout haven for the winter. When she hits the town, Crystal takes in the rich architecture of the city, whether she's floating down the river on a boat tour or scouring the streets for a good dive bar with karaoke.

Crystal enjoys full scoops of life, giving her whole self over to whatever she is doing. And when it comes to working with people in her business, that giving of herself comes out in the form of compassion. Because for Crystal, mortgage lending is more than just a job she fell into one day—it's a way to have a positive impact on a person's life and to give them something she never had growing up: a permanent place to call home.

"I moved countless times from rental to rental throughout my childhood and adult life, and I know what the feeling of finally finding home is like. When I'm able to give clients a path that helps them attain that goal of homeownership, I know that's no small feat and love sharing in their celebrations," explains Crystal.

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“
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THAT COMES
FROM SMOOTH
TRANSACTIONS,
OPEN
COMMUNICATION,
STRATEGIC
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AND A LITTLE
BIT OF SHARED
FUN DURING OUR
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Never afraid to be her authentic self, Crystal adds that human element into securing a mortgage. That's why she shapes her approach according to each individual client's need and experience. "I don't have a cookie-cutter process for every borrower," she says. "I get to know each client and tailor the process to them."

The same goes for the real estate agents she works with. There's nothing Crystal loves more than working with a team and investing in the success of others. So, whenever she meets an agent that she really vibes with, she knows their clients will benefit from the comfort and security of having a like-minded, team approach. And that she and her partner will fully feel that the amount of time and energy they invest into making the process as enjoyable as they can for their clients will be worth it.

To ensure she can keep working with like-minded agents, Crystal has made educating others an intricate part of her business. "I like to keep the REALTORS®, attorneys, etc., in my circle up to date about the nuances of the lending world, so they can help the process go smoothly and show our clients that they're working with a team of experts from start to finish. There is no such thing as a stupid question, and I am never too busy to touch base with a quick text or call so that we're all on the same page about our clients' needs," she says.



Crystal with her family on halloween.

With all the changes in the current market, Crystal emphasizes the importance of creating solid relationships that are built on trust in the industry, and going above and beyond for people. If she could have it her way, she would replace the competitive attitude in the industry with a collaborative one that fostered mentor/mentee relationships and teamwork. She'd change the script from "What can you do for me?" to "What can we do together?"

As she explains, "We're all relying on each other to keep up the momentum, stay positive and motivated, and get the word out that we're not going anywhere. Now is the time to invest in our futures. That comes from smooth transactions, open communication, strategic marketing, and a little bit of shared fun during our downtime."

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KELLIE KINTIGH

► on the rise

By **Lauren Young**
Photos by **Prestige Real Estate Images Inc.**

Finding Work-Life Balance in Real Estate

“I’m not afraid of change, and I love new adventures,” says broker Kellie Kintigh of @properties. Kellie, who is the youngest sibling in her family, has always been an independent self-starter. The proof is in the pudding: her “work hard, play hard” motto propelled her from a nine-to-five job in corporate insurance into a thriving real estate business, all while raising her two children, Kameron (13) and Avery (10).

Kellie put herself through college, attending the College of Human Ecology at Michigan State University. Upon graduation, she launched her professional career as a claims adjuster at Progressive and Allstate insurance companies. After her daughter was born in 2012, Kellie decided to stay home to take care of her children. But when her youngest started school, Kellie had more time and felt ready for a change.

“I knew I didn’t want to go back into insurance. I wanted a career that would give me a much stronger sense of purpose, as well as one that would challenge and excite me, and provide supplemental income for my family,” she says.

Kellie started out as a temporary paralegal, leaning on her past experience in claims and litigation, and intentionally



educated herself on the behind-the-scenes transaction requirements and pre-closing tasks.

“I was responsible for drafting and organizing transactional documents, and assisting with organizing checklists, as well as arranging closing documentation and conducting due diligence,” says Kellie. “All skills that translate directly to real estate.”

Not long after she learned the ropes, however, a close friend of Kellie’s reached out and asked her to come to help them with their growing real estate business. At first, Kellie assisted with administrative tasks, running errands, and scheduling home viewings. “After working mainly behind the scenes in real estate, I had a good feel for what it might be like to be an agent,” she says. “I wanted to try something different. I wanted my work to be challenging but more personable. I wanted to interact with the community regularly.”

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By November 2017, Kellie had earned her license and begun her search for a mentor and company that would help her launch her career. Kellie found her ideal match with an industry veteran of nineteen years and longtime @properties Top Producer, Christina McNamee, the team leader of the Christina McNamee Real Estate Team. In December 2017, Kellie joined the team as a broker. "It was one of the best decisions I've ever made," states Kellie. "Christina has a tremendous amount of industry knowledge and strict practices in place, all of which benefit me with my business. Her support and dedication is more than I could have ever imagined."

Shifting from being in the background to the always-on spotlight has been a difficult adjustment for Kellie and her family. Now, after five years as a REALTOR®, she says she has finally started to overcome most of the "working mom guilt" she felt during her first seasons back in a full-time job.

"It's crystal clear in my mind that this is the right path for me, but it has been very difficult for my children," says Kellie. "The extreme hours, long days and nights, plus working weekends was a challenge. I always felt like I was letting my children down, coming up short, and not being enough for them in so many ways that they were used to."

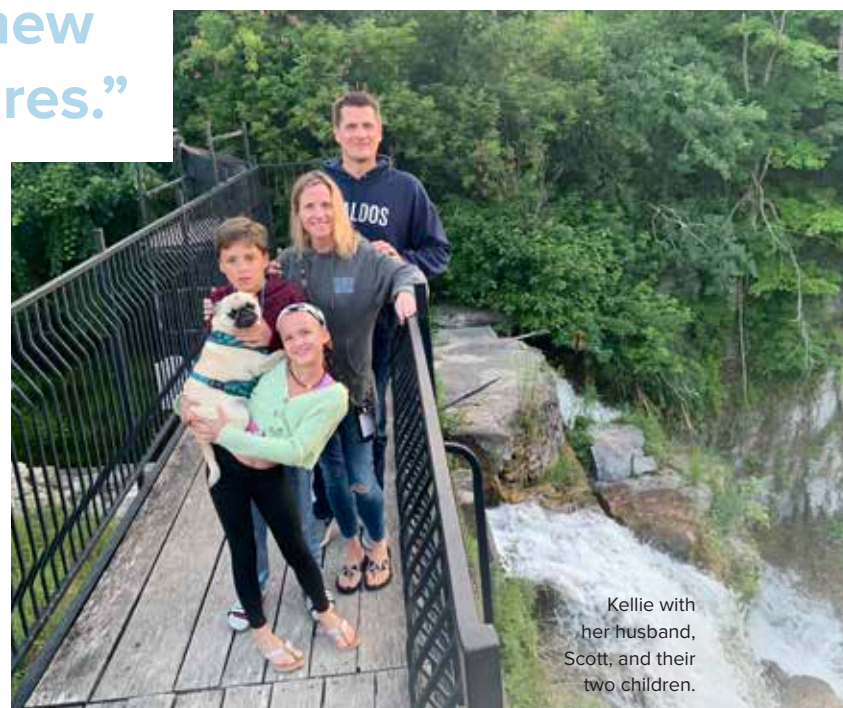
"Figuring out what is best for my family and me was hard, especially in the hours spent away from them," she reflects. "Now, I'm finally learning how to turn off work distractions and be fully present when my children need me. This transformation has taken some time for my family and me, but I've also realized the perfect solution does not happen immediately."

During those times when she disconnects, Kellie unwinds by playing sports, traveling, exploring her Bucktown neighborhood, and enjoying the outdoors with her kids; her husband, Scott; and their beloved pug, Violet. Kellie loves to see live music, whether it's at a street fest or an event at an outdoor venue in the summer, or at the Riviera Theatre in the colder months.

As Kellie looks forward, she is excited about finding more balance between growing her business and enjoying the fruits of her success. Not one to shy from change, she says that whether she continues as a REALTOR® or takes on different roles, she sees herself involved in real estate for the long run.

"The future looks bright for me," says Kellie. "No matter what the market brings, I am always pushing myself harder, not only to help my clients reach their goals, but also to accomplish my dream of investing in real estate, traveling more with my family, and showing my kids the world."

"I'm not afraid of change, and I love new adventures."



Kellie with her husband, Scott, and their two children.




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MIKE GRECO

THE SPIRIT OF COOPERATION

“People in my hometown knew that if you wanted to get a project done, you wanted my mother to join your team,” says Mike Greco. “Whether it was for a volunteer organization, a school board campaign, or an after-school program, she was the person everyone looked up to.”

Her example taught Mike the importance of building a network and how to use personal influence for the benefit of his community. These lessons would be key to his future career in real estate. After graduating from Indiana University with a degree in economics, Mike moved to Chicago. Coming from the San Francisco Bay Area, he was immediately struck by the beautiful, historic stone and brick architecture.

“Architecture boat tours became a favorite activity, and they are even to this day,” he says. “I’ve ridden them dozens of times.”

Initially, Mike launched his career in retail, managing Target stores in Chicago. While this fulfilled his need to be around and help people, he found himself desiring a different challenge. In 2016, he earned his license and jumped into real estate full-time at Baird & Warner.

“I wanted to pursue a career that gave me a deep sense of connection and friendship,” says Mike. “Today, the most rewarding part of my business is getting to know my clients and understanding what’s important to them.”

Mike’s degree and training in economics perfectly prepared him to describe, pinpoint, analyze, and predict real estate trends. But the turning point in his journey was when he got to learn the ropes at the side of his generous mentor, Hall of Fame REALTOR® and past president of the Chicago Association of REALTORS®, Millie Rosenbloom. ...

...

“When I was brand new in the industry, Millie gave me a chance to work with her full-time,” says Mike. “She took a chance on me even though I was unproven. She has been an incredible mentor and close friend to me.”

“I have earned a master’s in real estate from her, and I have been included in new construction developments, complex luxury real estate deals, and everything in between,” he adds. “Being her right-hand man for my first couple of years in the business has been the biggest influence on my success.”

Because of the impact of his mentor, Mike has become an advocate for increased collaboration between agents. He encourages every REALTOR®, whether a rookie or long-time pro, to find opportunities to work together.

“My advice is to not be afraid to pick up the phone and brainstorm with other brokers in the community,” says Mike. “There is so much to learn from one another. Sometimes we lose sight of the fact that our job as brokers is to bring buyers and sellers together. Even though we are representing two opposing parties, we can still bring the spirit of cooperation.”

Like his mother, Mike prioritizes giving back to important causes and projects in his community. He has been active in Big Brothers Big Sisters of America, as well as the Fall Catalogue Night, a charity event that was created by one of his close friends to support the Illinois chapter of the Alzheimer’s Association. The event has raised more than \$112,000 since 2017.

In Mike’s downtime, you will find him traveling, cooking new recipes, spending time with friends and family, boating on Lake

“THERE IS SO MUCH TO LEARN FROM ONE ANOTHER.”



Greg with his mentor, Millie Rosenbloom.



Michigan, and watching Formula 1 races, all with his girlfriend, Alison. Mike loves Formula 1 so much that whenever he can, he’ll attend races across the world.

As he looks forward, Mike’s goal is to continue to establish his network and expand his business. To do so, he makes himself available to clients and other agents, focusing on being a go-to resource for anyone and everyone, much like his mother back in the Bay Area.

“It’s important to me to be the expert people can turn to,” he says. “Especially today, when the market has been turned upside down the last three years and continues to evolve quickly. I want to be their trusted resource, and I will always go the extra mile for my clients and colleagues.”



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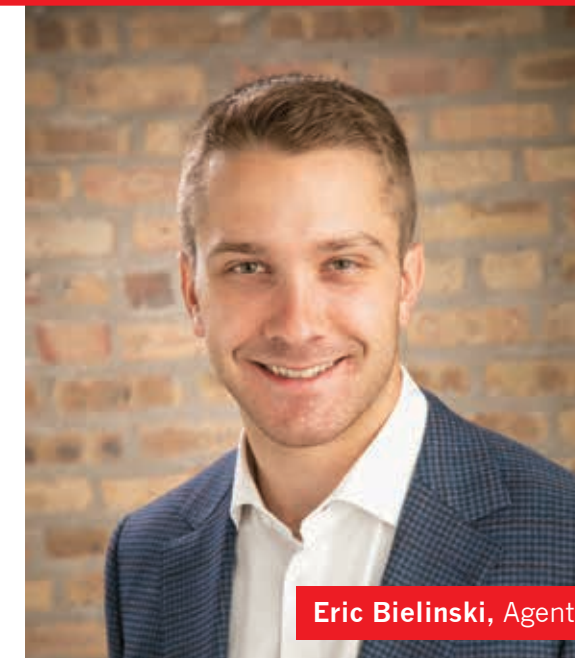
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FALL EVENT

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We were so glad to celebrate with the *Chicago Real Producers* community with tasty specialty drinks, great food, and quality entertainment at Chicago's trendiest ping-pong spot, AceBounce!

Thank you to everyone who joined us, provided raffle prizes, and helped make it a fantastic event. We look forward to seeing you again after the new year for the next event. Enjoy the photos!







Mike Greco won Ray-Ban Stories smart glasses from Justin Strane with Front Door Legal.



Robert Yoshimura won a Tumi cross-body bag from Ross Neag with Chicago Building Inspections.

FALL EVENT RAFFLE *Winners*

A huge thanks to our Preferred Partners who never disappoint with great raffle prizes at all of the events. Check out the winners!

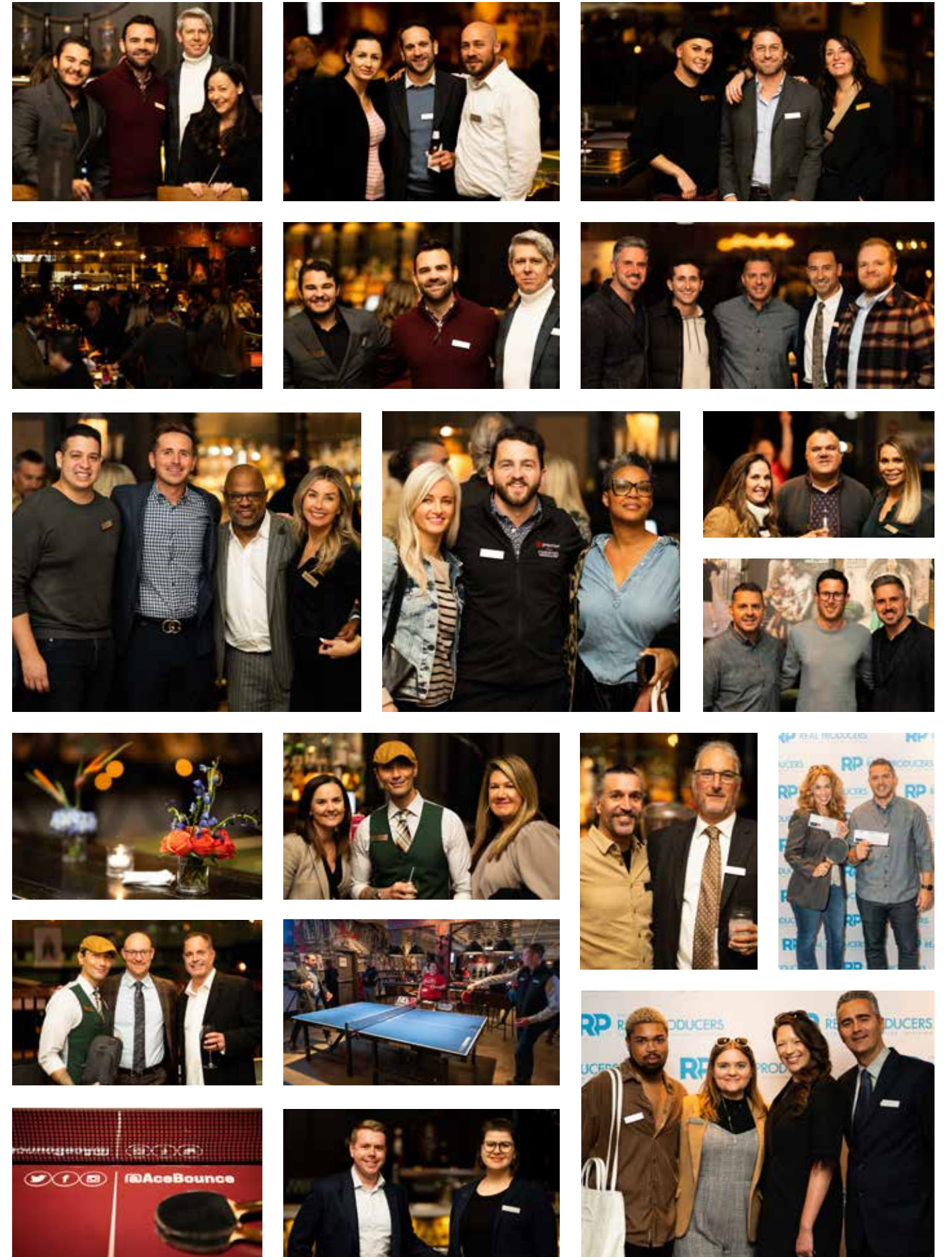
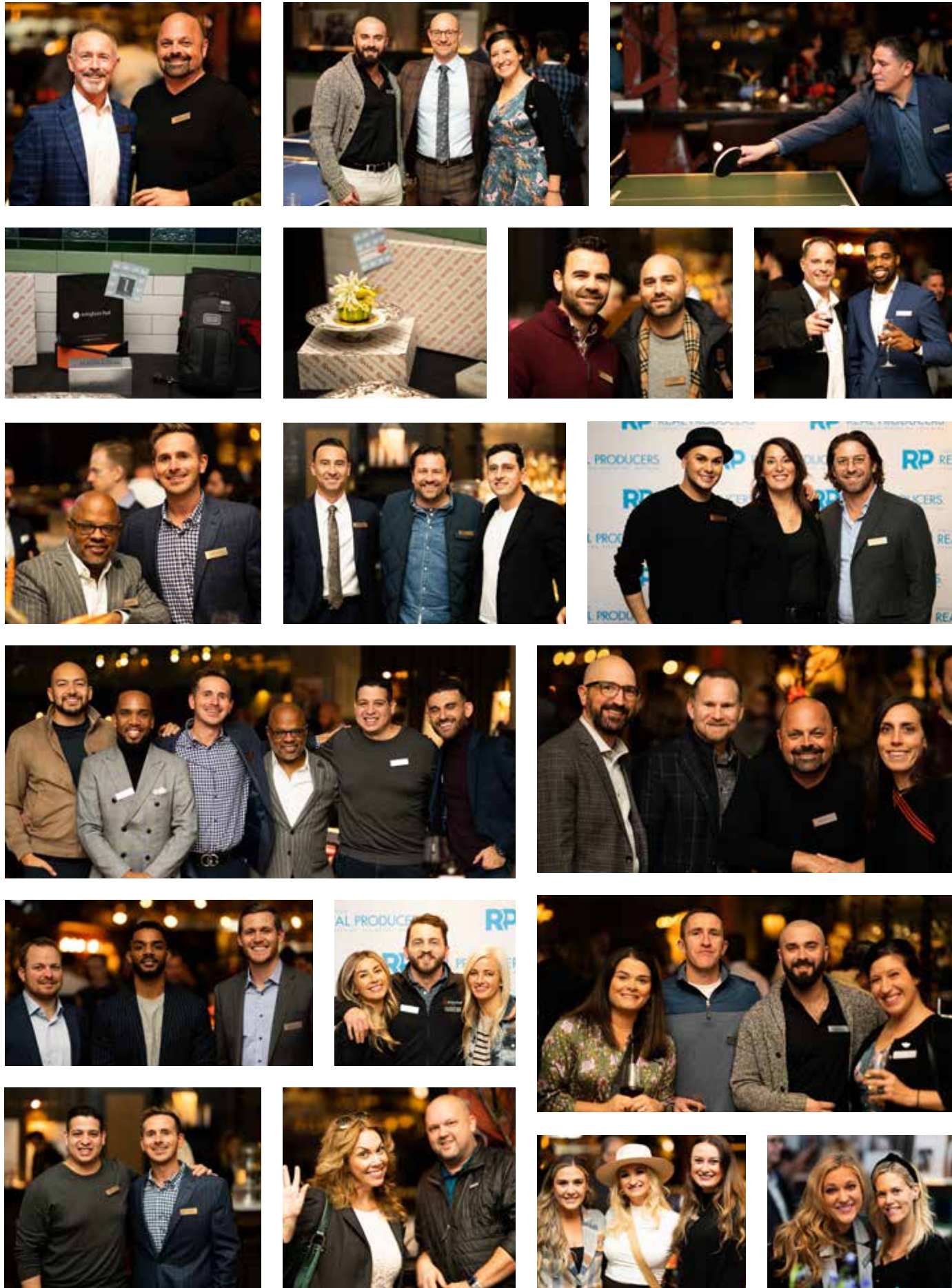


Sarah Ware won Barefoot Dreams this and her robes from Cheri Kasella and Brad Pierce with HAVEN Home Staging & Redesign.



Elizabeth Caya won a Spode Woodland Thanksgiving tray and cake stand from Michelle Bobart with Guaranteed Rate.







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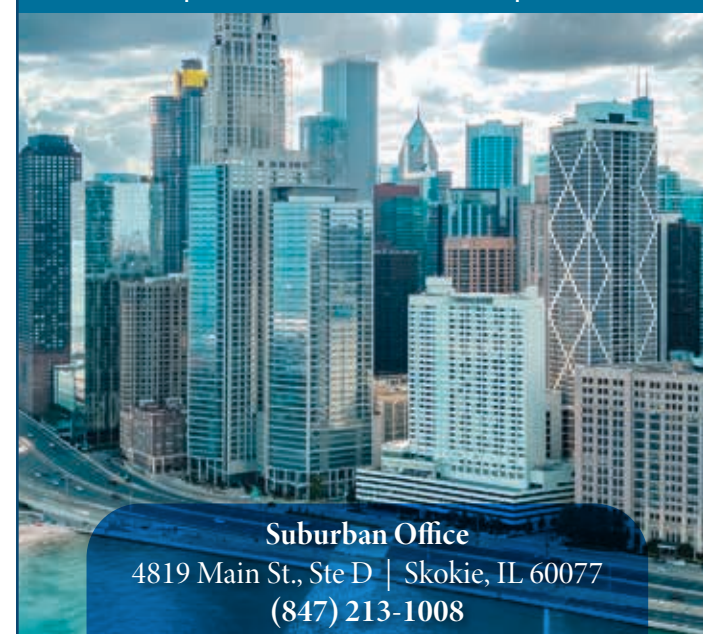
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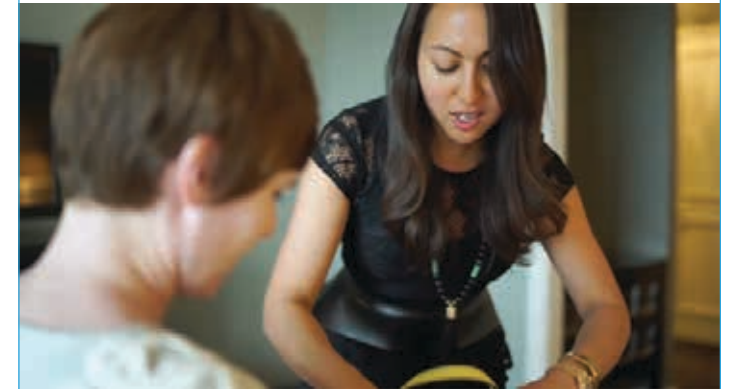
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Q: How does tristinstyling obtain the latest exclusive luxury items first every time?

A: We have access to the hottest items before they become available to the general public through the relationships I've cultivated within the world's leading luxury retailers throughout my 20+ years in the styling industry. We are able to generate and maintain these connections partly through the combined spending power of all our clientele.

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.

CONTACT

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LET'S GET SOCIAL



Sweet Dreams for the Holidays

By Shauna Osborne

The holiday season is a beloved time for many, eagerly looking forward all year to those treasured times of togetherness, food and fun. All this merrymaking, however, comes with its own set of stressors — financial pressures, isolation and familial conflict, for example — which have been shown to lead to weakened mental and physical health management behaviors during the holiday months. As we head into the throes of bustling December, it's important to practice healthy sleep habits to help preserve your immune system and emotional well-being.

Pace Yourself and Adjust Expectations

Many adults are entering the holiday season already exhausted and tense; let's agree now to start by giving ourselves a break. Avoid overloading the calendar with social obligations, and



While the weather outside may be frightful, it's a perfect time for enjoying outdoor activities.

practice saying “no” to commitments that don't inspire joy or feel too overwhelming. Try to plan ahead, ask for help where needed, and pace holiday activities like decorating and gift-buying and wrapping to cut down on last-minute rushing.

Practice Good Sleep Hygiene

Strive to follow the rules of good sleep hygiene during the holidays. Avoid caffeine, large meals and too much alcohol before bed. Ensure your resting space is quiet, dark, relaxing and at a comfortable temperature and power down all electronics, if possible, as they emit a light similar to daylight that confuses our bodies' production of melatonin — the hormone that promotes sleep — and also present opportunities for addictive distractions not involving restful slumber.

Get Outside/Stay Active

While the weather outside may be frightful, it's a perfect time for enjoying outdoor activities such as taking a brisk walk or hike, skiing or even building a snowman, depending on where you live. With daytime hours shorter during the winter, it's crucial to take advantage of what little light is available to keep circadian rhythms in check, as they react to the natural cycles of daylight and darkness (sleep/wake) and help regulate your internal clock.

This holiday season, resolve to make merry with friends and family, enjoy the season to its fullest and practice good sleep habits for a bright and promising 2023!

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	111.5	\$174,824,200	61	\$79,285,138	172.5	\$254,109,338
2	Matt	Laricy	226.5	\$127,983,245	235.5	\$122,616,944	462	\$250,600,189
3	Leila	Zammatta	41.5	\$152,105,892	8	\$36,731,382	49.5	\$188,837,274
4	Leigh	Marcus	159	\$113,191,771	74	\$54,834,300	233	\$168,026,071
5	Emily	Sachs Wong	64.5	\$106,901,750	43	\$59,504,900	107.5	\$166,406,650
6	Chezi	Rafaelli	34	\$60,491,500	31	\$60,085,389	65	\$120,576,889
7	Carrie	McCormick	64.5	\$66,132,888	30	\$40,239,900	94.5	\$106,372,788
8	Benyamin	Lalez	33	\$17,509,375	157	\$78,655,188	190	\$96,164,564
9	Nancy	Tassone	25	\$80,104,716	3	\$6,212,500	28	\$86,317,216
10	Grigory	Pekarsky	24	\$12,587,911	162.5	\$69,912,700	186.5	\$82,500,611
11	Alexandre	Stoykov	22	\$16,053,750	124.5	\$62,243,750	146.5	\$78,297,500
12	Mario	Greco	75	\$50,204,468	36.5	\$22,991,325	111.5	\$73,195,793
13	Brad	Lippitz	40	\$37,076,375	39.5	\$34,212,899	79.5	\$71,289,274
14	Melanie	Giglio	41	\$31,389,150	51	\$32,304,700	92	\$63,693,850
15	Julie	Busby	31.5	\$22,075,558	47	\$34,845,310	78.5	\$56,920,868
16	Melissa	Siegal	55	\$33,316,200	44	\$23,222,381	99	\$56,538,581
17	Timothy	Salm	15.5	\$40,467,250	5.5	\$15,832,500	21	\$56,299,750
18	Katharine	Waddell	46	\$27,082,500	39.5	\$26,222,350	85.5	\$53,304,850
19	Karen	Biazar	54	\$31,489,408	40.5	\$20,559,000	94.5	\$52,048,408
20	Tommy	Choi	30.5	\$17,596,375	49	\$31,139,250	79.5	\$48,735,625
21	Rafay	Qamar	35	\$13,438,775	78.5	\$34,916,994	113.5	\$48,355,769
22	Amanda	McMillan	38	\$19,405,448	38.5	\$27,103,250	76.5	\$46,508,698
23	Jill	Silverstein	22.5	\$17,829,688	26.5	\$28,278,250	49	\$46,107,938
24	Sophia	Klopas	26.5	\$14,981,500	42	\$27,261,636	68.5	\$42,243,136
25	Hayley	Westhoff	21.5	\$13,264,816	33.5	\$28,874,100	55	\$42,138,916
26	Timothy	Sheahan	34	\$22,297,442	28	\$19,736,400	62	\$42,033,842
27	Jason	O'Beirne	42	\$38,888,400	9	\$2,951,000	51	\$41,839,400
28	Joanne	Nemerovski	19	\$19,524,000	16	\$21,019,000	35	\$40,543,000
29	James	D'Astice	22.5	\$11,126,451	55	\$29,209,683	77.5	\$40,336,134
30	Lauren	Mitrick Wood	23.5	\$15,960,170	41.5	\$23,852,750	65	\$39,812,920
31	Daniel	Glick	23	\$21,935,900	27	\$16,935,250	50	\$38,871,150
32	Jennifer	Ames	23	\$26,696,250	11	\$12,122,900	34	\$38,819,150
33	Keith	Brand	28.5	\$12,832,600	39	\$25,441,038	67.5	\$38,273,638
34	Kathleen	Malone	21.5	\$21,694,450	19	\$16,520,000	40.5	\$38,214,450

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Colin	Hebson	22.5	\$19,551,272	30.5	\$18,491,570	53	\$38,042,842
36	Philip	Skowron	13	\$17,178,500	10.5	\$20,446,500	23.5	\$37,625,000
37	Lance	Kirshner	29.5	\$14,331,981	37.5	\$23,153,800	67	\$37,485,781
38	William	Goldberg	22.5	\$20,059,150	26.5	\$17,206,414	49	\$37,265,564
39	Darrell	Scott	15.5	\$9,862,400	47	\$27,398,700	62.5	\$37,261,100
40	Sam	Shaffer	15	\$8,422,950	48.5	\$28,391,820	63.5	\$36,814,770
41	Daniel	Close	30	\$15,414,000	32	\$20,992,900	62	\$36,406,900
42	Melanie	Everett	14.5	\$6,567,000	56.5	\$29,573,350	71	\$36,140,350
43	Layching	Quek	14	\$7,599,500	36	\$28,534,650	50	\$36,134,150
44	Jeanne	Martini	16	\$35,107,300	0	\$0	16	\$35,107,300
45	Millie	Rosenbloom	20	\$15,369,500	26	\$19,537,579	46	\$34,907,079
46	Suzanne	Gignilliat	12	\$15,778,000	6.5	\$18,397,500	18.5	\$34,175,500
47	Vincent	Anzalone	18	\$20,943,206	16	\$12,590,666	34	\$33,533,872
48	Julie	Harron	7.5	\$7,582,500	8	\$25,332,500	15.5	\$32,915,000
49	Nick	Nastos	14	\$6,027,850	51.5	\$26,503,450	65.5	\$32,531,300
50	Margaret	Baczkowski	18.5	\$18,837,250	13.5	\$13,599,000	32	\$32,436,250

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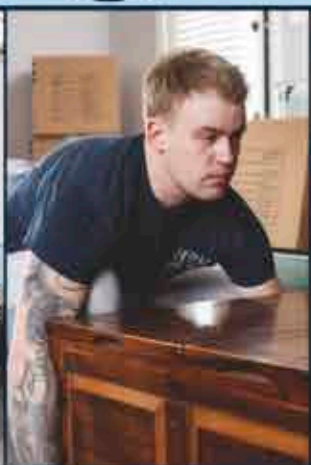
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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Rachel	Krueger	8	\$14,667,750	12	\$17,763,000	20	\$32,430,750
52	Michael	Rosenblum	22	\$20,460,494	11	\$11,396,700	33	\$31,857,194
53	Edward	Jelinek	34.5	\$18,855,750	21	\$12,597,125	55.5	\$31,452,875
54	Ryan	Preuett	10.5	\$12,312,500	13	\$18,877,499	23.5	\$31,189,999
55	Cadey	O'Leary	13.5	\$23,625,000	5	\$7,245,492	18.5	\$30,870,492
56	Jennifer	Mills	25	\$23,003,735	10	\$7,170,850	35	\$30,174,585
57	Eugene	Fu	8.5	\$5,175,325	43.5	\$24,712,295	52	\$29,887,620
58	Joel	Holland	22	\$11,829,300	25.5	\$17,947,950	47.5	\$29,777,250
59	Elias	Masud	12.5	\$6,575,750	43.5	\$22,971,600	56	\$29,547,350
60	Mark	Zipperer	41.5	\$15,912,750	30	\$13,496,510	71.5	\$29,409,260
61	Nadine	Ferrata	30.5	\$22,720,778	10.5	\$6,671,778	41	\$29,392,556
62	Scott	Curcio	41.5	\$18,459,500	29	\$10,776,400	70.5	\$29,235,900
63	Shay	Hata	20	\$10,544,832	28	\$18,632,800	48	\$29,177,632
64	Ivona	Kutermankiewicz	25	\$22,003,100	11.5	\$7,111,800	36.5	\$29,114,900
65	Debra	Dobbs	27.5	\$19,879,000	24	\$9,150,400	51.5	\$29,029,400
66	Christine	Lutz	28	\$27,079,762	1.5	\$1,714,750	29.5	\$28,794,512
67	Alishja	Ballard	18.5	\$10,687,500	24	\$17,347,400	42.5	\$28,034,900
68	Nicholaos	Voutsinas	19	\$10,504,700	32	\$17,245,100	51	\$27,749,800
69	Nicholas	Colagiovanni	21.5	\$15,356,500	15	\$12,273,500	36.5	\$27,630,000
70	Staci	Slattery	44.5	\$27,596,078	0	\$0	44.5	\$27,596,078
71	Leslie	Glazier	19	\$15,843,250	17	\$11,510,950	36	\$27,354,200
72	Paul	Mancini	32	\$17,418,000	15	\$9,829,000	47	\$27,247,000
73	Dawn	McKenna	18	\$23,528,500	6.5	\$3,648,500	24.5	\$27,177,000
74	Danielle	Dowell	29	\$16,471,200	21	\$10,559,250	50	\$27,030,450
75	Karen	Schwartz	21	\$12,298,350	20.5	\$14,720,142	41.5	\$27,018,492
76	Kelly	Parker	10	\$5,254,875	34	\$21,629,150	44	\$26,884,025
77	Bari	Levine	23.5	\$14,432,950	13.5	\$12,438,000	37	\$26,870,950
78	Rachel	Vecchio	2	\$1,341,500	8	\$25,401,740	10	\$26,743,240
79	Michael	Hall	31.5	\$23,221,000	4	\$3,113,900	35.5	\$26,334,900
80	Sara	McCarthy	19.5	\$8,422,900	27	\$17,768,800	46.5	\$26,191,700
81	Robert	Picciariello	66	\$26,011,200	0	\$0	66	\$26,011,200
82	Natasha	Motev	10.5	\$23,726,000	2	\$2,280,000	12.5	\$26,006,000
83	Patrick	Shino	6	\$1,820,727	51	\$24,112,655	57	\$25,933,382
84	Santiago	Valdez	20.5	\$8,142,125	42	\$17,716,500	62.5	\$25,858,625

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Steve	Genyk	20	\$17,740,000	7	\$7,855,000	27	\$25,595,000
86	R. Matt	Leutheuser	9.5	\$17,740,500	5.5	\$7,585,000	15	\$25,325,500
87	Kevin	Hinton	21.5	\$9,690,550	38.5	\$15,359,950	60	\$25,050,500
88	Gail	Spreen	47	\$20,499,800	7	\$4,492,000	54	\$24,991,800
89	Susan	O'Connor	9	\$9,890,500	9	\$14,986,080	18	\$24,876,580
90	Cory	Tanzer	35.5	\$14,082,999	27.5	\$10,326,000	63	\$24,408,999
91	Robert	Sullivan	14.5	\$15,349,580	11.5	\$8,731,000	26	\$24,080,580
92	Elizabeth	Ballis	13.5	\$8,657,688	14.5	\$15,230,688	28	\$23,888,375
93	Ryan	McKane	53	\$22,433,450	2	\$1,315,000	55	\$23,748,450
94	Cynthia	Sodolski	18.5	\$13,606,500	17.5	\$10,055,000	36	\$23,661,500
95	Barbara	O'Connor	22.5	\$13,561,612	23.5	\$9,854,050	46	\$23,415,662
96	Connie	Engel	25.5	\$15,268,350	10	\$7,942,650	35.5	\$23,211,000
97	Lisa	Blume	16	\$8,638,300	33.5	\$14,554,000	49.5	\$23,192,300
98	Juliana	Yeager	12	\$6,699,950	19	\$16,414,500	31	\$23,114,450
99	Stephanie	LoVerde	19.5	\$10,278,700	22	\$12,752,000	41.5	\$23,030,700
100	Susan	Miner	5	\$16,187,500	3	\$6,821,323	8	\$23,008,823

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Michael	Shenfeld	20	\$10,825,311	16.5	\$12,147,400	36.5	\$22,972,711
102	Steven	Kehoe	16	\$12,604,276	16	\$10,087,850	32	\$22,692,126
103	Brian	Moon	10	\$6,362,950	24.5	\$16,209,750	34.5	\$22,572,700
104	Lisa	Sanders	40	\$17,178,750	9	\$5,122,500	49	\$22,301,250
105	Kimber	Galvin	6.5	\$4,341,522	26.5	\$17,838,862	33	\$22,180,384
106	Stephanie	Cutter	24.5	\$12,795,200	15	\$9,324,000	39.5	\$22,119,200
107	Camille	Canales	11.5	\$5,758,750	34	\$16,239,075	45.5	\$21,997,825
108	Zachary	Redden	8	\$5,572,500	31.5	\$16,129,050	39.5	\$21,701,550
109	Brady	Miller	27	\$8,001,200	31	\$13,669,222	58	\$21,670,422
110	Megan	Tirpak	14	\$11,360,500	5	\$10,268,000	19	\$21,628,500
111	Molly	Sundby	20	\$21,607,166	0	\$0	20	\$21,607,166
112	Lucas	Blahnik	8	\$6,983,500	21.5	\$14,534,555	29.5	\$21,518,055
113	D	Waveland Kendt	20.5	\$13,396,400	10	\$8,107,500	30.5	\$21,503,900
114	Patrick	Teets	18.5	\$14,557,273	8	\$6,773,000	26.5	\$21,330,273
115	Sherri	Hoke	9	\$12,384,000	7	\$8,874,000	16	\$21,258,000
116	Lawrence	Dunning	15	\$9,969,500	18	\$11,076,000	33	\$21,045,500
117	Meg	Daday	14	\$8,983,000	17	\$11,956,900	31	\$20,939,900
118	Natalie	Renna	16	\$7,484,899	24	\$13,224,900	40	\$20,709,799
119	Alex	Wolking	23	\$9,358,200	20	\$11,322,902	43	\$20,681,102
120	Eudice	Fogel	8	\$5,838,000	13	\$14,765,000	21	\$20,603,000
121	Joseph	Kotoch	9	\$6,859,000	18.5	\$13,596,500	27.5	\$20,455,500
122	Steven	Powers	16	\$17,142,500	5	\$3,250,000	21	\$20,392,500
123	Michael	Saladino	30.5	\$12,423,900	21	\$7,924,200	51.5	\$20,348,100
124	Sam	Jenkins	10	\$7,351,070	12	\$12,844,000	22	\$20,195,070
125	Scott	Berg	44	\$18,395,801	5	\$1,795,500	49	\$20,191,301
126	Ryan	Huyler	13.5	\$10,229,900	9	\$9,879,500	22.5	\$20,109,400
127	Stacey	Dombar	38	\$16,969,137	5	\$3,129,650	43	\$20,098,787
128	Brian	Loomis	10	\$11,093,000	5	\$8,815,000	15	\$19,908,000
129	Naja	Morris	25.5	\$11,712,150	17	\$8,022,600	42.5	\$19,734,750
130	Sarah	Ziehr	34	\$17,321,000	4	\$2,391,500	38	\$19,712,500
131	Christopher	Engelmann	14	\$5,730,000	32	\$13,933,700	46	\$19,663,700
132	Laura	Meier	10.5	\$5,500,750	20	\$14,071,421	30.5	\$19,572,171
133	Joelle	Cachey Hayes	10	\$8,884,500	5.5	\$10,565,000	15.5	\$19,449,500
134	Mark	Icuss	10.5	\$7,859,500	13	\$11,572,500	23.5	\$19,432,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Bruce	Glazer	17	\$9,360,000	16	\$9,985,900	33	\$19,345,900
136	Prashanth	Mahakali	13	\$14,821,500	9	\$4,479,900	22	\$19,301,400
137	Qiankun	Chen	27	\$10,653,888	22	\$8,541,900	49	\$19,195,788
138	Nicole	Hajdu	16	\$5,604,400	25	\$13,520,900	41	\$19,125,300
139	Stefanie	Lavelle	20	\$13,080,600	9	\$6,039,000	29	\$19,119,600
140	Michael	Scanlon	7.5	\$2,428,950	26.5	\$16,558,850	34	\$18,987,800
141	Amie	Klujian	21.5	\$8,619,050	29	\$10,351,600	50.5	\$18,970,650
142	Matthew	Liss	14	\$6,249,500	16	\$12,701,500	30	\$18,951,000
143	Elizabeth	Brooks	19.5	\$18,872,153	0	\$0	19.5	\$18,872,153
144	Michael	Maier	33.5	\$16,986,965	6	\$1,873,500	39.5	\$18,860,465
145	Armando	Chacon	23.5	\$15,512,799	5	\$3,326,500	28.5	\$18,839,299
146	Janelle	Dennis	20	\$9,981,800	12	\$8,792,150	32	\$18,773,950
147	Sari	Levy	9.5	\$6,003,000	12	\$12,757,300	21.5	\$18,760,300
148	Erin	Mandel	12	\$7,969,386	10	\$10,453,711	22	\$18,423,096
149	Laura	England	10.5	\$5,761,000	6.5	\$12,652,058	17	\$18,413,058
150	Kaylin	Goldstein	11	\$6,547,800	14	\$11,781,900	25	\$18,329,700

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Nicholas	Apostal	21.5	\$11,597,748	10	\$6,721,950	31.5	\$18,319,698
152	Dennis	Huyck	22	\$13,724,500	5.5	\$4,328,000	27.5	\$18,052,500
153	Ken	Jungwirth	18.5	\$10,808,000	15	\$7,150,500	33.5	\$17,958,500
154	Benjamin	Lissner	5	\$2,139,250	37	\$15,754,150	42	\$17,893,400
155	Carol	Collins	10.5	\$6,636,500	10	\$11,214,800	20.5	\$17,851,300
156	Elena	Theodoros	15	\$8,915,000	12.5	\$8,820,250	27.5	\$17,735,250
157	Melanie	Carlson	9	\$5,572,129	23	\$12,112,500	32	\$17,684,629
158	Anne	Rossley	10	\$5,875,145	15	\$11,800,000	25	\$17,675,145
159	Brant	Booker	14	\$9,444,105	5	\$8,170,000	19	\$17,614,105
160	Tiffeny	Meyers	6	\$2,698,500	32	\$14,912,450	38	\$17,610,950
161	Kristin	Gonnella	7.5	\$3,559,250	20	\$14,022,900	27.5	\$17,582,150
162	Ian	Schwartz	20.5	\$13,151,850	5	\$4,420,000	25.5	\$17,571,850
163	Hadley	Rue	18	\$10,080,450	13	\$7,396,500	31	\$17,476,950
164	Brad	Zibung	18.5	\$9,312,900	14	\$8,161,500	32.5	\$17,474,400
165	James	Sheehan	13.5	\$11,271,000	7	\$6,060,000	20.5	\$17,331,000
166	Amy	Duong	10.5	\$7,657,750	18	\$9,654,000	28.5	\$17,311,750
167	Elizabeth	Lothamer	15.5	\$7,985,906	19	\$9,296,317	34.5	\$17,282,222
168	Michael	McGuinness	3	\$1,088,500	30	\$16,174,570	33	\$17,263,070
169	Danny	Lewis	10.5	\$5,125,500	18	\$12,109,500	28.5	\$17,235,000
170	Kevin	Wood	3	\$10,343,740	2	\$6,850,000	5	\$17,193,740
171	Steve	Dombar	5	\$2,249,200	29.5	\$14,928,350	34.5	\$17,177,550
172	Melissa	Vasic	12	\$7,472,000	16	\$9,555,400	28	\$17,027,400
173	Jingen	Xu	5	\$2,190,500	16	\$14,796,263	21	\$16,986,763
174	Robert	Yoshimura	13	\$6,296,000	22	\$10,603,400	35	\$16,899,400
175	Cindy	Weinreb	10	\$3,504,900	26	\$13,375,400	36	\$16,880,300
176	Joy	Larkin	8	\$13,043,900	2.5	\$3,809,000	10.5	\$16,852,900
177	Deborah	Hess	9.5	\$6,146,550	25	\$10,686,900	34.5	\$16,833,450
178	Scott	Newman	21.5	\$9,442,750	14	\$7,346,900	35.5	\$16,789,650
179	Melissa	Govedarica	8.5	\$9,726,200	2	\$7,055,000	10.5	\$16,781,200
180	Katherine	Malkin	7	\$13,377,501	3	\$3,350,000	10	\$16,727,501
181	Thomas	Campone	25	\$10,466,500	14	\$6,132,000	39	\$16,598,500
182	Stephanie	Maloney	10	\$9,319,000	8	\$7,228,900	18	\$16,547,900
183	Stephen	Hnatow	10.5	\$6,752,500	13	\$9,786,500	23.5	\$16,539,000
184	Gabrielle	Cavalier	5.5	\$16,525,000	0	\$0	5.5	\$16,525,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Marzena	Frausto	2	\$865,000	34	\$15,649,299	36	\$16,514,299
186	James	Buczynski	14	\$8,627,500	14	\$7,885,900	28	\$16,513,400
187	Steve	Otwell	28	\$10,311,000	9	\$6,102,900	37	\$16,413,900
188	Kathryn	Schrage	32	\$15,271,600	1	\$1,115,000	33	\$16,386,600
189	Owen	Duffy	22.5	\$11,619,750	12.5	\$4,760,500	35	\$16,380,250
190	Samuel	Kahn	9	\$7,195,500	11	\$9,130,000	20	\$16,325,500
191	Greg	Nagel	12.5	\$9,123,000	10	\$7,194,500	22.5	\$16,317,500
192	Helaine	Cohen	2.5	\$2,944,950	18.5	\$13,298,500	21	\$16,243,450
193	Jeffrey	Proctor	12	\$7,438,400	6	\$8,801,500	18	\$16,239,900
194	Emily	Smart Lemire	7.5	\$4,860,700	7.5	\$11,370,901	15	\$16,231,601
195	Dominic	Irpino	25	\$9,536,300	13	\$6,652,000	38	\$16,188,300
196	Kate	Gaffey	3	\$848,000	34	\$15,297,900	37	\$16,145,900
197	Jodi	Slutzky	20	\$7,432,700	15	\$8,691,000	35	\$16,123,700
198	John	O'Neill	6.5	\$6,880,000	3	\$9,234,000	9.5	\$16,114,000
199	Nancy	Hotchkiss	18	\$9,563,500	10	\$6,476,000	28	\$16,039,500
200	Susan	Kanter	14	\$8,648,000	13	\$7,358,200	27	\$16,006,200

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Nicole	Flores	20.5	\$11,676,800	7.5	\$4,322,000	28	\$15,998,800
202	Frank	Montro	54	\$11,850,101	19	\$4,133,990	73	\$15,984,091
203	Kevin	Bigoness	14	\$10,099,500	8	\$5,799,000	22	\$15,898,500
204	Richard	Kasper	18.5	\$10,776,575	14	\$5,095,900	32.5	\$15,872,475
205	Pamela	Rueve	15.5	\$12,833,000	6	\$2,952,500	21.5	\$15,785,500
206	Greg	Whelan	5	\$2,403,000	24	\$13,360,250	29	\$15,763,250
207	Jennifer	Romolo	4.5	\$1,959,750	29	\$13,800,799	33.5	\$15,760,549
208	Patricia	Young	11.5	\$8,278,250	8.5	\$7,452,000	20	\$15,730,250
209	Sarah	Maxwell	7	\$4,982,000	12	\$10,744,100	19	\$15,726,100
210	Steven	Jurgens	8	\$6,126,000	6	\$9,598,722	14	\$15,724,722
211	Lyn	Harvie	16	\$6,816,000	14	\$8,900,400	30	\$15,716,400
212	Susan	Morrow	9	\$4,935,000	7	\$10,747,000	16	\$15,682,000
213	Susan	Nice	14	\$9,059,400	7	\$6,597,000	21	\$15,656,400
214	Niles	Patel	7.5	\$13,100,000	1	\$2,520,000	8.5	\$15,620,000
215	Robin	Phelps	12.5	\$6,370,680	13	\$9,204,800	25.5	\$15,575,480
216	Ted	Kuhlmann	22.5	\$10,219,800	10	\$5,144,355	32.5	\$15,364,155
217	Christopher	Pertile	13	\$11,449,150	6	\$3,855,900	19	\$15,305,050
218	Tyler	Stallings	13	\$6,898,500	12	\$8,382,900	25	\$15,281,400
219	Jeffrey	Herbert	10	\$4,765,250	15	\$10,484,733	25	\$15,249,983
220	John	Grafft	15	\$10,237,000	8	\$5,007,025	23	\$15,244,025
221	Mariah	Dell	15.5	\$8,351,500	8	\$6,873,500	23.5	\$15,225,000
222	Kim	Kerbis	14	\$8,204,200	6	\$7,019,000	20	\$15,223,200
223	Heather	Hillebrand	6.5	\$3,869,500	10	\$11,351,500	16.5	\$15,221,000
224	Ryan	Gossett	11.5	\$6,712,500	12	\$8,507,925	23.5	\$15,220,425
225	Jennifer	Furlong Perrin	9.5	\$4,171,100	13	\$11,017,686	22.5	\$15,188,786
226	Barbara	Proctor	9.5	\$13,569,000	2	\$1,505,000	11.5	\$15,074,000
227	Cara	Buffa	14	\$9,417,000	8	\$5,652,500	22	\$15,069,500
228	John	Lyons	15.5	\$5,401,500	21.5	\$9,574,500	37	\$14,976,000
229	Mary	Mac Diarmid	8	\$6,292,500	12	\$8,654,161	20	\$14,946,661
230	Matthew	Engle	13.5	\$5,203,550	20	\$9,669,200	33.5	\$14,872,750
231	Nathan	Binkley	11	\$6,484,000	8	\$8,177,900	19	\$14,661,900
232	Laura	Topp	9.5	\$6,145,894	9.5	\$8,367,000	19	\$14,512,894
233	Brittany	Strale	7	\$2,404,000	28	\$12,091,700	35	\$14,495,700
234	Caroline	Druker	4.5	\$2,998,250	9.5	\$11,480,167	14	\$14,478,417

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Craig	Fallico	31.5	\$10,035,400	11	\$4,429,900	42.5	\$14,465,300
236	Rizwan	Gilani	13	\$5,387,750	14.5	\$8,807,900	27.5	\$14,195,650
237	Kathryn	Barry	7.5	\$2,916,600	23	\$11,231,463	30.5	\$14,148,063
238	An-An	Ku	14	\$6,744,000	11	\$7,377,483	25	\$14,121,483
239	Nick	Libert	9	\$6,480,350	12.5	\$7,576,000	21.5	\$14,056,350
240	Daniel	Csuk	18.5	\$7,815,999	10	\$6,117,000	28.5	\$13,932,999
241	Megan	Wood	8	\$4,919,500	12.5	\$9,007,250	20.5	\$13,926,750
242	Whitney	Wang	7	\$3,037,400	26.5	\$10,886,400	33.5	\$13,923,800
243	Luminita	Ispas	8	\$3,508,400	21	\$10,345,910	29	\$13,854,310
244	Amir	Fouad	27	\$11,671,200	5	\$2,152,500	32	\$13,823,700
245	Adele	Lang	5	\$2,076,750	30	\$11,664,200	35	\$13,740,950
246	Chris	Gomes	4.5	\$3,120,500	14	\$10,413,638	18.5	\$13,534,138
247	Morgan	Sage	10.5	\$4,343,000	17	\$9,159,375	27.5	\$13,502,375
248	Bethanie	Williams	17	\$7,640,750	8	\$5,852,500	25	\$13,493,250
249	Alex	Entratter	13	\$6,832,300	10	\$6,660,000	23	\$13,492,300
250	Jennifer	Rivera	26	\$11,178,800	5	\$2,307,500	31	\$13,486,300

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

“Michael and John made the process as smooth as possible. They were always one step ahead.”

~ Alex via Yelp

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