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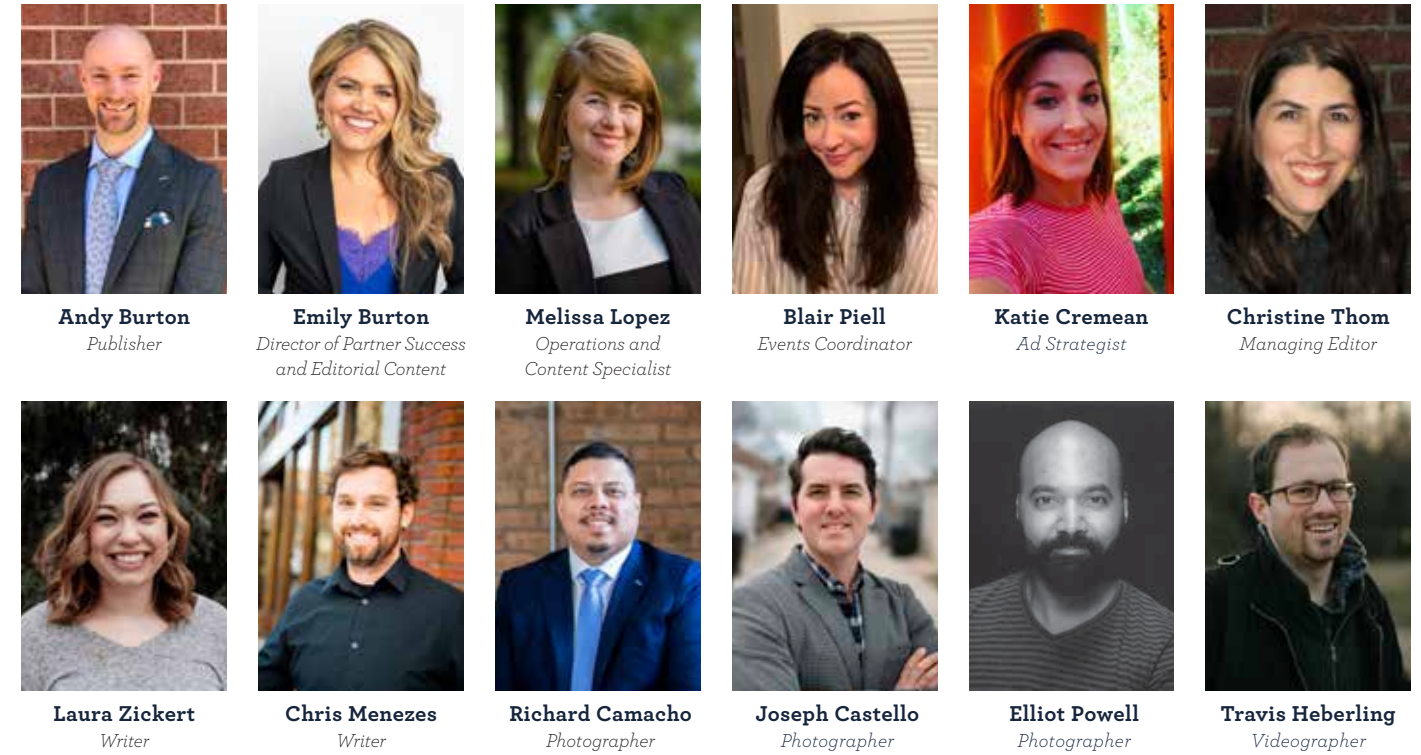
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# MEET THE NORTH SHORE REAL PRODUCERS TEAM



**RP** If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [andy.burton@RealProducersMag.com](mailto:andy.burton@RealProducersMag.com)

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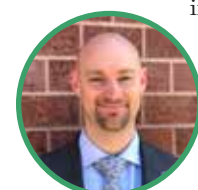
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## PUBLISHER'S NOTE

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 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 of our fall event hosted by 28 Mile Distilling Company on page 40, and we can't wait to see you in 2023!



**Andy Burton**  
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By Laura Zickert  
Photos by Annette Patko

# Cathy L. Schneider

with Draper and Kramer Mortgage Corp.

## THE PERFECT FIT

Cathy L. Schneider is a vice president of residential lending at Draper and Kramer Mortgage Corp. Founded in 1893, the national and award-winning mortgage lender remains a family-owned company to this day. They are passionate about inclusion and diversity—they proudly hold the oldest active Federal Housing Administration (FHA) license in the country—and provide purchase and refinance mortgage programs for a wide range of borrowers, properties, and situations.

For Cathy, her relationship with her clients is of utmost importance and is the most fulfilling aspect of her role. “I love being able to help borrowers realize their dreams for homeownership or restructure their current debt to enhance their lifestyles,” she explains. “I view my role as a consultant rather than as a salesperson. My many years of experience in the finance world sets me apart from those in my industry who are selling a product.” Cathy says she takes pride in

counseling clients as if they were members of her own family; she seeks out the perfect fit for their needs and provides attentive service from start to finish.

After receiving her bachelor’s in finance from the University of Illinois College of Business, Cathy would spend the next

“ I love being able to help borrowers realize their dreams for homeownership or restructure their current debt to enhance their lifestyles. ”





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Cathy with her family.  
Photo credit: Chris Miller of Chris Miller Photography

fifteen years working in downtown Chicago in the acquisition, finance, and corporate finance world of real estate. But after her third son was born, the commute became too much: she wanted to work closer to home and have more influence over her schedule. Over the next decade, Cathy found this work-life balance while working stints at various Chicagoland mortgage lenders. Eventually, she discovered that her values and focus on client care were best matched with those of Draper and Kramer Mortgage Corp., so she joined the company and has been with them now for more than twelve years.

Cathy's years of experience and expertise are evident in her ability to adapt to the changes in her industry, and her noted sense of humor helps put her clients at ease. "I have been in the business since there was an actual handwritten application. While we used to have more face-to-face time with borrowers, technology has certainly made the industry more efficient," explains Cathy. "I always tell my clients that, back when we faxed everything, it would take three days to receive credit reports back. Now we run it online, and when it takes more than sixty seconds, we wonder what's taking so long!"

Cathy and her husband, Joel, have been married for forty years. Two of their sons are now married, and the third will be married soon too. "I'm so proud of each of our sons and their partners, and [for being] the people they are," says Cathy.

"I'm also lucky to have two wonderful granddaughters, ages two and four"—family time is extra special within the Schneider family these days. Together, they enjoy playing games, laughing, chatting, and "just being together." Cathy geeks out about politics; enjoys traveling, biking, hiking, walking, and reading; and her five-month-old sheepadoodle puppy keeps her on her toes.

Community is essential to Cathy, and she finds joy in being very socially conscious. She has been on the board of the Tri-Con Child Care Center for more than thirty years and is very active in her synagogue. Cathy's heart for helping her community translates into how she helps her clients: "I know that I'm helping people improve the position that they're currently in," she says.

"Success to me is having fulfilling relationships and the respect of my clients, colleagues, family, and friends," Cathy says. There's no doubt that she will continue to win the respect and friendship of those she works with. Cathy has long been recognized as one of Draper and Kramer's top-performing loan officers: her name consistently appears on their President's Club members list, and in *Mortgage Executive Magazine's* annual "Top 1% Mortgage Originators in America" list.

To get the attentive and award-winning service that Cathy L. Schneider (NMLS ID #220197) and her team at Draper and Kramer Mortgage Corp. provide, visit [www.dkmortgage.com/schneider](http://www.dkmortgage.com/schneider) or call 847-363-7321.

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- KELLEY P., ★★★★★ GOOGLE REVIEW

agent feature

By Chris Menezes  
Photos by Elliot Powell



# HELEN EDWARDS



## STILL GOING & GOING & GOING

Helen Edwards cannot be stopped. After forty-two years in the real estate business, she still finds herself on the go every day. And she wouldn't have it any other way.

"I am known as 'the Energizer Bunny,'" she says, laughing. "I love life and what God has granted me, especially my health. Although my daughter, Laura Edwards, joined the real estate business in 2021 and is on the path to continue my legacy, I do not plan on retiring. I love my business—it's a business I have built by myself from the ground up."

Helen loves that Laura has joined her in real estate. In many ways, the blessing has come full circle: one of the

main reasons Helen chose to pursue a career in real estate was so she could be a full-time mother to her two children, be able to send them to college, and give them the best chance at life.

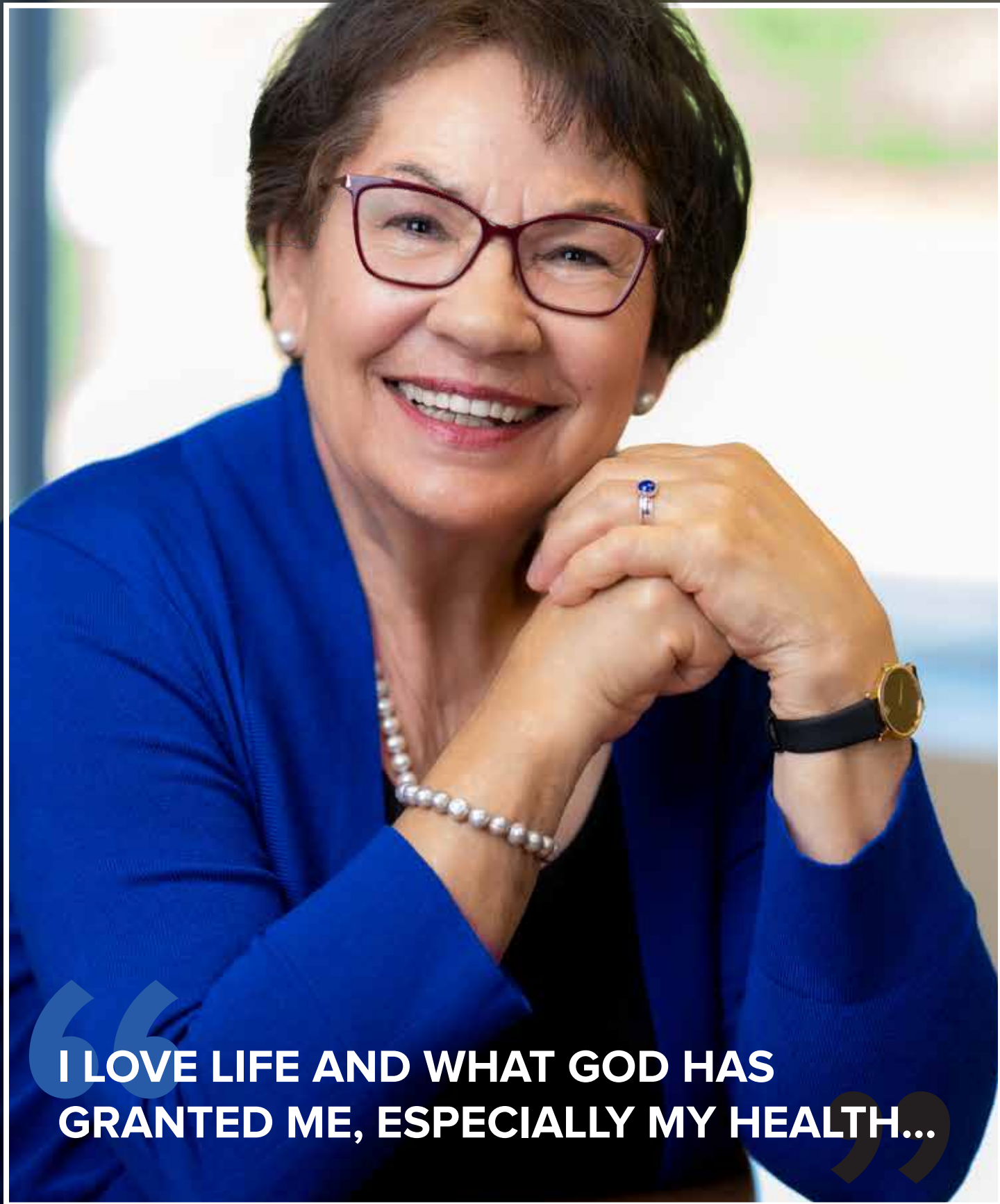
Helen started her real estate career in 1980 as a secretary at a local real estate company. She didn't last long as a secretary, however, because all her friends began asking her to help them with their real estate needs. Her manager suggested she get licensed so she could take on all the business that was coming her way.

For eight years, Helen did real estate part-time and owned a Dairy Queen in Barrington. When she discovered that her true passion was in real estate, she

sold her store and became a full-time broker. "I found real estate to be an ethical business, and I knew I had the work ethic that would be a perfect match for the industry," Helen explains.

Helen credits her strong work ethic to her upbringing in Greece. She experienced many hardships there, as she grew up, that taught her to be self-reliant, to work hard, and to always serve others. Even as a kid she had a lot of energy and was always on the go, and she knew how to hold her own. She played the drums like a rockstar and was on the bowling team.

She credits much of her success in real estate to staying educated and informed within the



**“ I LOVE LIFE AND WHAT GOD HAS GRANTED ME, ESPECIALLY MY HEALTH...”**



Helen with her manager, John Stocki.

industry—keeping up with market news, new tools, and policies that could help her everyday business—and having the right team behind her.

Helen didn't find the right team until 2007, when she joined Baird & Warner. "I have been the happiest at this office," she says. "I think the management and staff at the Baird & Warner Palatine office is second to none. My managing broker, John Stocki, is the best. I also work closely with attorney Nancy Summers and Baird & Warner Title. Having the right team behind me allows me to keep up with the demands of today's real estate industry."

After forty-two years in the industry, Helen enjoys the lifelong relationships she's formed over the years the most. She has helped generations of families and continues to build her business on referrals from friends and past clients. "My real estate business is very personal and rewarding to

me," she says. "It has turned clients into lifelong friends that I see often and treasure. I speak from the heart and not from need. My love for real estate is never-ending."

Next to her passion for real estate, Helen has a deep passion for tennis. She's been playing for the past forty years and has won many trophies, especially in mixed doubles. She also loves gardening—cultivating a colorful landscape with many hydrangeas and other flowers, and she loves listening to jazz, and Tom Jones, Neil Diamond, and Tina Turner, among others. Cooking is like therapy for Helen as well. She loves to cook for her neighbors and friends and is known for her chocolate chip cookies and Greek dishes.

Giving back to the community has always been a huge priority for Helen. She volunteered for many years at local nursing homes as well as Little City in Palatine, an organization that

offers comprehensive services to individuals with intellectual and developmental disabilities. She served as president of her church for four years and was on the parish council for ten. She was also elected as a trustee of the township where she lives, and she remains very active in the community.

Given her long-standing success in real estate, Helen offers the following words of advice to those who are looking to replicate her longevity:

"Working hard is essential. Be ethical and love your job! Be a giver and always be thoughtful and respectful, and your career will span into many happy and wonderful rewarding years."



Helen having lunch in Athens, Greece overlooking the Parthenon.



Helen with her great nephews.

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# Sohail and Christina **SALAHUDDIN**

## Ready to Pass on a Wealth of Knowledge, Expertise, and Experience

Having built their brokerage, Sohail Real Estate Group, to be one of the top-producing businesses in the industry today, husband and wife, Sohail and Christina Salahuddin are using their experience to not just benefit their own clients and business, but to also help other agents do the same. And yet, Sohail will tell you, success in real estate goes beyond knowledge and experience—it requires drive, discipline, a healthy amount of failure, and people who are willing to help.

For Sohail and Christina, their lifelong commitment to each other, first as partners in life, and second, in

business, has been the foundation of all their successes. When Sohail first met Christina, he was nowhere near the path he needed to be on in life. He had been reeling ever since he was a kid, having lost his older brother in a motorcycle accident at a young age.

“My older brother was my hero,” Sohail explains. “His passing changed my life and my family’s lives forever. It led to my parents’ divorce, which led to my having to move out on my own at a young age and figure out life with no guidance and bad influences all around me. About twenty-five years ago, I was in big trouble. ...



...

I met Christina soon after, however, and she gave me the faith and support I needed to get through it.”

Equipped with the love and support of Christina, Sohail changed all his friends, his mindset, and his environment. He earned his degree in network engineering and went on to start his own production company. A tenacious entrepreneur, Sohail was never averse to risk. He'd started investing in real estate at the age of twenty, and owned a mortgage company for two years prior to getting his real estate license in 2005. He then became involved with development and built houses, bought and sold many properties, and worked on large condo conversions.

While Sohail's tendency to think big and take risks has helped him reach some great heights, they have also led him to some great lows. Counting his younger days, Sohail has hit rock bottom three times in life. Each time he has had to dig himself out. But Sohail is a fighter and a spiritual warrior. In addition to having the fortitude, drive, and ambition to climb back, he sought to surround himself with the right people, obtain great mentors, and pursue self-development through education and spirituality.

Of course, the most important person Sohail could have around him was Christina. He had tried to get her to join him in real estate for years before she decided to make the jump. Christina had been working for a pharmaceutical company for twelve

“  
**Our differences in communication style, risk taking, and experience requires trust, patience, humility, and clarity on specific roles...**  
 - Christina  
 ”

years, but when the couple chose to relocate to Boston, it prompted her to explore other opportunities. She then saw joining Sohail as a great opportunity to elevate their business and create something special, and take their partnership to another level.

Christina's experience in operations combined with Sohail's experience in sales created the perfect yin



...



...

and yang for scaling the Sohail Real Estate Group. "Our differences in communication style, risk taking, and experience requires trust, patience, humility, and clarity on specific roles," Christina says. "We leverage our differences, break through our challenges, and celebrate successes together. But best of all, we know we are both contributing to building something special while our daughters [have the opportunity to] witness a true partnership."

"We do literally everything together—from 4 am workouts to running the business, to socializing, working on projects, setting and achieving goals, and more," adds Sohail.

Sohail and Christina have three daughters: Briana, Amara, and Ahriellah. They also have two ferrets, two bearded dragons, one dog, and a frog. The family loves to watch movies together, play games, travel, and be outdoors. Christina especially enjoys walking along Gillson Beach and going to the Bahá'í temple in Wilmette, and going to King Spa & Sauna in Niles—a place she considers a true hidden gem.

Sohail is always dreaming about his next goal and is a fitness enthusiast. He has competed in many bodybuilding competitions and puts a lot of effort into taking care of his whole health— body, mind, and spirit. They both love listening to music from the 1980s, as many of the lyrics emphasize positivity, love, and faith, and the songs conjure good memories from their childhoods.

When it comes to their brokerage, Sohail and Christina are passionate about having a self-sufficient, scalable business that is a top choice for clients and agents alike, offering both a positive culture and an immense opportunity for their team to grow. Drawing upon his wealth of experience, Sohail's main desire is to help people who are looking to create a more fulfilled life, personally and professionally, and encourages others to reach out to him.



“Anyone feeling stuck, down, or at a low point needs to know that with a shift in mindset, they can shift their life.”  
- Sohail

"I have had to overcome many things to get to where I am today and feel that I have a lot to share," he says. "I know that I can truly help others not only in real estate but in business, fitness/nutrition, family, relationships, mindset, spirit, etc. Anyone feeling stuck, down, or at a low point needs to know that with a shift in mindset, they can shift their life."



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# Stacy Burgoon



## Bringing It All Together

### ► agent feature

By **Chris Menezes**  
Photos by **Elliot Powell**

When Stacy Burgoon decided to enter real estate sales in 2015, she had four children under the age of eight. It was difficult for her to find time to just study for her licensing exam, let alone build an entire business.

“I’ve had many late nights!” Stacy says, laughing. “We only have so much time in the day, and I try to be very present when I am with my kids. That means I’ve always had to do a lot of the work after they went to bed.”

To manage it all, Stacy has had to be very organized and create efficient processes in her business. Most importantly, she had to have patience and fortitude to keep going when it seemed like she was spinning her wheels. However, she says she has always been good about not getting discouraged and trusting that hard work will eventually produce results.

This strong work ethic and entrepreneurial faith was instilled in Stacy at a young age. She first started working while still in elementary school. She and her brother had a paper route that they had to wake up early for twice a week. “That job taught me a great lesson about committing to something and showing up,” Stacy recalls.

Growing up in the west suburbs of Chicago, Stacy was always starting some kind of business with her friends, whether a babysitter’s club, crafting and selling handmade

bracelets, or selling lemonade from lemonade stands. In addition, she watched her father renovate homes over the summers when he and Stacy’s mom weren’t working as teachers. All these endeavors cultivated an early love for organizing an idea and executing it in Stacy.

In college, at Arizona State, as Stacy pursued her degree in supply chain management, she discovered a love for exploring new places and meeting new people. “I had some great adventures in college,” she says. “It made me realize how much I like getting to meet and work with different people and encounter new environments—reasons why I love real estate today!”

Before getting into real estate, Stacy had a long career as a corporate retail buyer. She started as a fabric buyer for a high-end designer bedding company, where she oversaw overseas sourcing and inventory forecasting, and developed valuable skills in analyzing markets, learning to pivot quickly when solving problems. Most recently, she worked at Sears in Hoffman Estates, buying children’s apparel, and working closely with the design team in New York on private label lines.





“

Success for me is feeling good about the job that I did and knowing that I worked as hard as I could without compromising my values...

”

Stacy’s professional journey came full circle when she partnered with her brother again. But this time it wasn’t to deliver papers. He was a contractor, and Stacy was helping to design an investment property he was renovating. She really enjoyed the design process, and when the time came to sell the property, she felt it was a natural transition for her to enter real estate sales.

“My husband has been a huge help and very supportive,” she says. “I could not do it all without him.”

Today, Stacy is passionate about making the process of moving as seamless and stress-free for her clients as possible. “I want my clients to feel like they are educated about the market and that I will guide them to the best outcome,” she says. “The most rewarding part of my business is having my clients feel they are well cared for throughout the process. I love hearing

a client say that they felt like they were my only client—that is always my goal.”

Looking into the future, Stacy would like to expand her business into other markets. She is already licensed in Illinois and Wisconsin but envisions expanding into other states as well.

“I had four young kids, and I liked the flexibility [being an agent offers],” she explains. “Real estate also has a lot of aspects that translated from my previous years in corporate retail, such as analyzing markets, sales, and trends. Plus, I loved the [promise of a] changing landscape and opportunity to constantly be working with new people and developing relationships.”

While building a real estate business with four small kids was no easy feat, Stacy relied on all her previous experiences and skill sets to make it happen. Last year, she produced over \$13 million in volume.



Stacy with her family.

Stacy’s biggest passion outside of real estate is tennis. She plays competitively throughout the year on a team, and she enjoys getting together with friends to play for fun. She also loves watching her two boys, Bennett (12) and Lincoln (8), play hockey; her older daughter, Margy (14), dance; and the films her younger daughter, Polly (10), creates. When it comes to relaxing, however, she loves going out to dinner with her husband of sixteen years, Charlie, watching movies with her family, going to the beach, and taking their eight-month-old soft-coated wheaten terrier puppy on walks.

“Success for me is feeling good about the job that I did and knowing that I worked as hard as I could without compromising my values,” she says. “It’s also having loving and fulfilling relationships and being able to give more than you take.”



**IT’S BEEN A ROUGH END TO THE YEAR. HANG IN THERE AND HAPPY HOLIDAYS!**



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# North Shore Real Producers FALL EVENT

Hosted by 28 Mile Distilling Co.

## events

Photos by Sonya Martin & Prestige Real Estate Images Inc.

It was the perfect way to close out our first year of events with the North Shore Real Producers community. We hope you enjoyed 28 Mile Distilling Co.'s trendy cocktail lounge and high-end craft spirits while networking with other industry leaders.

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





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# Fall Raffle Winners

We are extremely grateful to our Preferred Partners who never disappoint with great raffle prizes at all the events! Check out the winners!



Sohail Salahuddin won a Tumi cross-body bag from Alex Filin with Guaranteed Rate.



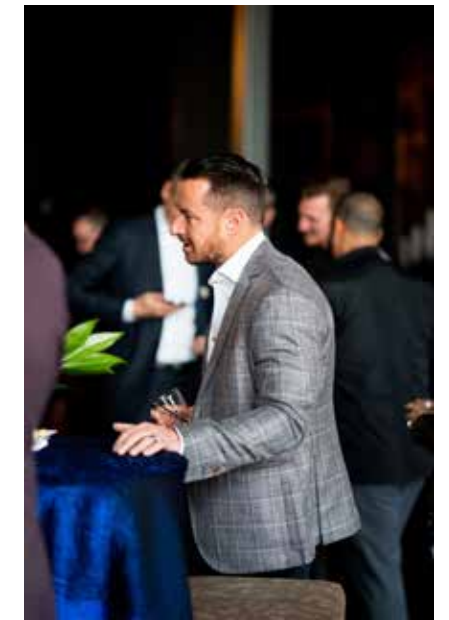
RP Team with Audra Casey who won Ray-Ban Stories smart glasses from Tammy Maranto with CrossCountry Mortgage.



Elaine Bykerk Glidden won a Spode Woodland Thanksgiving tray and cake stand from Anthony Perry with A. Perry Homes.



Lori Rowe won Barefoot Dreams his and her robes from Shaun Payne with Etruscan Gutters and Roofing.





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# TOP 200 STANDINGS

Teams and Individuals from Jan. 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	144.5	\$83,519,305	98.5	\$53,280,029	243	\$136,799,334
2	Jena	Radnay	23.5	\$54,711,100	21	\$61,936,000	44.5	\$116,647,100
3	John	Morrison	76	\$69,151,318	43.5	\$37,485,078	119.5	\$106,636,396
4	Paige	Dooley	25	\$47,684,304	26.5	\$51,695,550	51.5	\$99,379,854
5	Kim	Alden	40.5	\$17,160,901	150	\$53,490,752	190.5	\$70,651,653
6	Connie	Dornan	48	\$36,191,957	37.5	\$32,678,898	85.5	\$68,870,854
7	Maria	Delboccio	57	\$28,839,376	59	\$34,007,225	116	\$62,846,600
8	Sarah	Leonard	95	\$33,285,646	91.5	\$29,053,378	186.5	\$62,339,025
9	Holly	Connors	69	\$37,941,500	49.5	\$24,121,764	118.5	\$62,063,264
10	Ann	Lyon	16.5	\$44,555,000	12	\$11,629,500	28.5	\$56,184,500
11	Leslie	McDonnell	71.5	\$32,823,371	47	\$23,193,937	118.5	\$56,017,308
12	Dean	Tubekis	38	\$32,833,675	24.5	\$16,688,000	62.5	\$49,521,675
13	Pam	MacPherson	20	\$24,322,000	28.5	\$23,880,965	48.5	\$48,202,965
14	Daynae	Gaudio	125	\$46,691,930	0	\$0	125	\$46,691,930
15	Craig	Fallico	48.5	\$23,896,000	37	\$21,405,400	85.5	\$45,301,400
16	Beth	Wexler	35	\$25,468,800	26	\$19,165,780	61	\$44,634,580
17	Anne	Dubray	33	\$28,225,000	24	\$15,678,500	57	\$43,903,500
18	Milena	Birov	5.5	\$22,258,000	3	\$20,830,000	8.5	\$43,088,000
19	Joanne	Hudson	21	\$33,776,525	6.5	\$7,122,500	27.5	\$40,899,025
20	Susan	Maman	12	\$21,738,921	11.5	\$18,680,500	23.5	\$40,419,421
21	Jacqueline	Lotzof	10	\$8,804,500	33	\$29,271,900	43	\$38,076,400
22	Missy	Jerfita	27	\$28,908,810	11	\$8,954,400	38	\$37,863,210
23	Michael	Thomas	36	\$17,871,500	32	\$19,206,400	68	\$37,077,900
24	Nicholas	Solano	56	\$36,453,621	0	\$0	56	\$36,453,621
25	Vaseekaran	Janarthanam	28	\$12,567,600	52	\$22,720,800	80	\$35,288,400
26	Alissa	McNicholas	7.5	\$15,057,000	11.5	\$18,227,750	19	\$33,284,750
27	Lisa	Wolf	55	\$24,398,326	26.5	\$8,789,496	81.5	\$33,187,822
28	Marlene	Rubenstein	8.5	\$8,273,450	25.5	\$24,902,224	34	\$33,175,674
29	Mary	Grant	6.5	\$12,792,750	13	\$19,516,000	19.5	\$32,308,750
30	Margie	Brooks	13	\$15,117,400	16.5	\$17,104,000	29.5	\$32,221,400
31	Ted	Pickus	17.5	\$15,261,750	24.5	\$16,272,384	42	\$31,534,134
32	Nancy	Gibson	21	\$18,087,269	15	\$13,298,676	36	\$31,385,945
33	Jim	Starwalt	59	\$15,726,699	50.5	\$15,199,600	109.5	\$30,926,299
34	Marina	Carney	13.5	\$20,105,460	8	\$10,766,000	21.5	\$30,871,460

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Anita	Olsen	76	\$29,685,345	0	\$0	76	\$29,685,345
36	Abhijit	Leekha	21	\$8,031,900	46	\$21,332,442	67	\$29,364,342
37	Andrew	Mrowiec	13	\$18,355,460	6.5	\$10,405,791	19.5	\$28,761,250
38	Danny	McGovern	24.5	\$17,143,900	12	\$11,528,900	36.5	\$28,672,800
39	Bill	Flemming	41	\$23,356,008	9	\$5,040,508	50	\$28,396,516
40	Jackie	Mack	33.5	\$20,499,368	12	\$7,874,500	45.5	\$28,373,868
41	Mona	Hellinga	9	\$15,018,615	6	\$13,279,000	15	\$28,297,615
42	Andra	O'Neill	18	\$19,594,000	9	\$8,435,000	27	\$28,029,000
43	Megan	Mawicke Bradley	7.5	\$13,380,936	8.5	\$14,090,500	16	\$27,471,436
44	Jody	Dickstein	10	\$23,146,500	3	\$4,277,000	13	\$27,423,500
45	Linda	Little	46.5	\$27,029,102	0	\$0	46.5	\$27,029,102
46	Cheryl	Bonk	46.5	\$27,029,102	0	\$0	46.5	\$27,029,102
47	Kati	Spaniak	21	\$13,750,958	16.5	\$13,242,927	37.5	\$26,993,885
48	Robbie	Morrison	25	\$17,485,083	13	\$8,383,000	38	\$25,868,083
49	Samantha	Kalamaras	27	\$13,049,420	23	\$12,726,149	50	\$25,775,569
50	Matthew	Messel	44	\$16,168,875	22	\$9,572,533	66	\$25,741,408

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, 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. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. North Shore Real Producers and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.



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# TOP 200 STANDINGS

Teams and Individuals from Jan. 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Lori	Rowe	24	\$17,693,200	14	\$7,983,250	38	\$25,676,450
52	Kathryn	Moor	1.5	\$3,749,000	10.5	\$21,277,000	12	\$25,026,000
53	Cory	Green	7	\$9,225,000	13	\$15,589,000	20	\$24,814,000
54	Robert	Picciariello	56	\$24,540,551	0	\$0	56	\$24,540,551
55	Laura	Fitzpatrick	3	\$2,230,000	17	\$22,132,400	20	\$24,362,400
56	Jeannie	Kurtzhals	12	\$16,215,000	8	\$7,870,000	20	\$24,085,000
57	Annie	Royster Lenzke	6.5	\$11,611,100	9	\$12,205,250	15.5	\$23,816,350
58	Janet	Borden	20	\$14,313,867	11	\$9,435,750	31	\$23,749,617
59	Dawn	McKenna	6.5	\$10,663,600	7.5	\$12,742,750	14	\$23,406,350
60	Caroline	Starr	24	\$12,571,961	24.5	\$10,747,800	48.5	\$23,319,761
61	Vittoria	Logli	18.5	\$15,671,160	10	\$7,410,750	28.5	\$23,081,910
62	Kathryn	Mangel	6.5	\$14,617,500	4	\$8,450,000	10.5	\$23,067,500
63	Lori	Baker	8	\$15,479,500	4.5	\$7,538,250	12.5	\$23,017,750
64	Flor	Hasselbring	9	\$15,018,615	4	\$7,814,000	13	\$22,832,615
65	Jamie	Hering	32	\$10,991,550	36.5	\$11,730,000	68.5	\$22,721,550
66	Pat	Kalamatas	40	\$20,014,072	9	\$2,701,500	49	\$22,715,572
67	Bonnie	Tripton	9	\$12,819,824	4	\$9,545,000	13	\$22,364,824
68	Jeff	Ohm	16	\$13,112,807	8	\$9,091,508	24	\$22,204,315
69	Meredith	Schreiber	10.5	\$8,083,500	13	\$14,107,500	23.5	\$22,191,000
70	Annie	Flanagan	3	\$5,094,166	8	\$17,000,657	11	\$22,094,823
71	Susan	Teper	15	\$9,368,500	17	\$12,689,122	32	\$22,057,622
72	Maureen	O'Grady-Tuohy	18.5	\$18,279,550	5	\$3,304,900	23.5	\$21,584,450
73	Nancy	Adelman	11.5	\$13,447,500	8	\$7,928,000	19.5	\$21,375,500
74	Alan	Berlow	22	\$13,428,438	14	\$7,833,123	36	\$21,261,561
75	Karen	Arenson	7	\$14,849,500	4	\$6,325,954	11	\$21,175,454
76	Kimberly	Shortsle	7	\$7,541,500	14	\$13,407,275	21	\$20,948,775
77	Lisa	Trace	8	\$10,362,000	8.5	\$10,523,288	16.5	\$20,885,288
78	Honore	Fru mentino	16.5	\$13,320,950	11.5	\$7,103,650	28	\$20,424,600
79	Linda	Levin	15	\$11,359,750	7	\$8,811,500	22	\$20,171,250
80	Katherine	Hudson	8.5	\$10,731,875	8	\$9,325,000	16.5	\$20,056,875
81	Katharine	Hackett	5.5	\$8,657,500	7	\$11,262,000	12.5	\$19,919,500
82	Deborah	Hepburn	15.5	\$10,626,200	11	\$9,037,750	26.5	\$19,663,950
83	Brandy	Isaac	10.5	\$11,714,159	12.5	\$7,891,250	23	\$19,605,409
84	Lindsey	Kaplan	14	\$6,068,050	21	\$13,439,100	35	\$19,507,150

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Audra	Casey	18.5	\$13,497,388	10	\$5,916,527	28.5	\$19,413,915
86	Stephanie	Andre	15.5	\$10,960,975	12	\$8,418,900	27.5	\$19,379,875
87	Dinny	Dwyer	7	\$13,689,600	6	\$5,483,000	13	\$19,172,600
88	Judy	Greenberg	17.5	\$11,452,000	13	\$7,698,900	30.5	\$19,150,900
89	Sara	Sogol	47.5	\$17,514,548	4	\$1,492,500	51.5	\$19,007,048
90	Tamara	O'Connor	34	\$11,999,400	23	\$6,992,300	57	\$18,991,700
91	Debra	Baker	14	\$7,430,100	21	\$11,466,518	35	\$18,896,618
92	David	Schwabe	21	\$8,257,900	23.5	\$10,618,700	44.5	\$18,876,600
93	Jean	Anderson	8.5	\$11,525,500	7	\$7,189,000	15.5	\$18,714,500
94	Elizabeth	Jakaitis	10	\$9,818,400	4	\$8,800,000	14	\$18,618,400
95	Geoff	Brown	13	\$8,523,313	15.5	\$10,076,000	28.5	\$18,599,313
96	Amy	Kite	33	\$9,562,305	30.5	\$9,009,250	63.5	\$18,571,555
97	Connie	Antoniou	15.5	\$13,534,175	8	\$4,964,305	23.5	\$18,498,480
98	Julia	Alexander	15	\$5,179,900	44	\$13,269,143	59	\$18,449,043
99	Annika	Valdiserri	8	\$12,356,500	5	\$6,087,000	13	\$18,443,500
100	Susan	Pickard	28	\$9,375,508	22.5	\$8,901,700	50.5	\$18,277,208

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, 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. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

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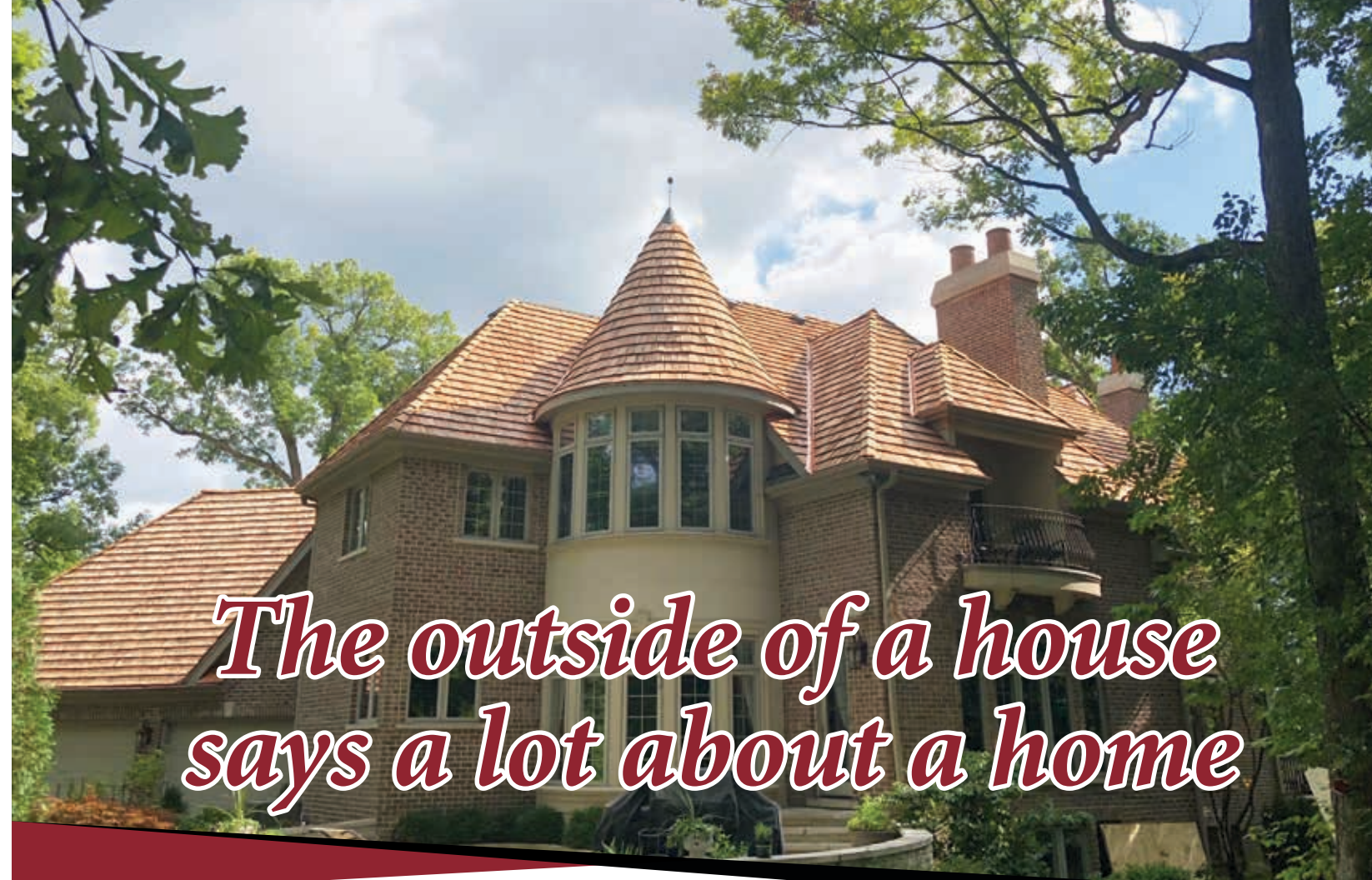


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# TOP 200 STANDINGS

Teams and Individuals from Jan. 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Winfield	Cohen	26.5	\$11,966,100	14	\$6,077,300	40.5	\$18,043,400
102	Jen	Ortman	17	\$7,875,550	21.5	\$10,129,500	38.5	\$18,005,050
103	Frank	Capitanini	3	\$4,676,006	4	\$13,189,500	7	\$17,865,506
104	Jodi	Taub	6.5	\$6,309,500	15.5	\$11,427,900	22	\$17,737,400
105	Andee	Hausman	20.5	\$8,970,565	18	\$8,441,775	38.5	\$17,412,340
106	Cathy	Oberbroeckling	30	\$15,120,804	5	\$2,069,783	35	\$17,190,587
107	Kelly	Dunn Rynes	5.5	\$5,062,500	7	\$12,099,000	12.5	\$17,161,500
108	Lauren	Mitrick Wood	2.5	\$3,586,050	7.5	\$13,500,000	10	\$17,086,050
109	Elizabeth	Goodchild	21	\$8,157,000	26.5	\$8,926,650	47.5	\$17,083,650
110	Aaron	Share	11	\$7,571,100	13	\$9,339,100	24	\$16,910,200
111	Benjamin	Hickman	24	\$6,840,200	29	\$9,891,300	53	\$16,731,500
112	Victoria	Stein	17	\$9,799,900	12	\$6,905,400	29	\$16,705,300
113	Amy	Diamond	19	\$8,214,250	19.5	\$8,471,190	38.5	\$16,685,440
114	Corey	Barker	30	\$12,311,750	14	\$4,312,890	44	\$16,624,640
115	Sue	Hall	18.5	\$9,457,500	14	\$7,156,900	32.5	\$16,614,400
116	Randall	Brush	34	\$10,836,751	17.5	\$5,611,900	51.5	\$16,448,651
117	Roni	Nanini	12	\$9,717,000	6	\$6,697,500	18	\$16,414,500
118	Leslie	Maguire	6	\$10,859,000	5	\$5,504,000	11	\$16,363,000
119	Catherine	King	4	\$9,909,000	5	\$6,399,000	9	\$16,308,000
120	Sally	Mabadi	13.5	\$14,493,832	1	\$1,800,000	14.5	\$16,293,832
121	Allison	Silver	10.5	\$8,388,518	11	\$7,889,500	21.5	\$16,278,018
122	Sheryl	Graff	12.5	\$11,756,500	6	\$4,469,000	18.5	\$16,225,500
123	Anna	Klarck	25	\$11,956,000	13	\$4,218,400	38	\$16,174,400
124	Izabela	Dianovsky	4.5	\$13,839,000	4	\$2,184,000	8.5	\$16,023,000
125	Mark	Kloss	21	\$9,570,800	13	\$6,259,000	34	\$15,829,800
126	Beth	Alberts	12	\$10,865,332	4.5	\$4,913,000	16.5	\$15,778,332
127	Christopher	Paul	42	\$14,417,174	3	\$1,351,000	45	\$15,768,174
128	Ryan	Pavey	25	\$8,511,175	15	\$7,234,861	40	\$15,746,036
129	Joan	Couris	38	\$10,843,912	17	\$4,789,268	55	\$15,633,180
130	Esther	Zamudio	22	\$5,836,350	37.5	\$9,782,040	59.5	\$15,618,390
131	Heidi	Seagren	14.5	\$7,551,000	11.5	\$7,938,400	26	\$15,489,400
132	Susan	Amory Weninger	8.5	\$9,325,000	5	\$6,120,000	13.5	\$15,445,000
133	Beth	Repta	25	\$9,059,862	15.5	\$6,248,500	40.5	\$15,308,362
134	Harris	Ali	8	\$3,050,000	28	\$12,162,600	36	\$15,212,600

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	C Bryce	Fuller	17	\$7,062,900	13	\$7,930,000	30	\$14,992,900
136	Tyler	Lewke	24.5	\$7,093,500	27.5	\$7,871,176	52	\$14,964,676
137	Venera	Cameron	3	\$794,900	36	\$14,000,260	39	\$14,795,160
138	Michael	Mitchell	10	\$10,103,000	3	\$4,675,000	13	\$14,778,000
139	Rafay	Qamar	15	\$6,935,000	16	\$7,722,000	31	\$14,657,000
140	Jamie	Roth	10	\$12,018,000	4	\$2,637,000	14	\$14,655,000
141	Teresa	Stultz	23.5	\$6,825,038	27	\$7,752,700	50.5	\$14,577,738
142	Mary	Summerville	14.5	\$7,416,006	10	\$7,070,400	24.5	\$14,486,406
143	Robert	Wisdom	33.5	\$10,025,320	14.5	\$4,438,800	48	\$14,464,120
144	Maria	Ruiz	34	\$12,597,080	7	\$1,714,300	41	\$14,311,380
145	Julie	Schultz	11	\$5,896,000	10	\$8,403,527	21	\$14,299,527
146	Carrie	McCormick	5	\$6,985,000	6	\$7,245,227	11	\$14,230,227
147	Tracy	Wurster	8.5	\$8,758,250	7.5	\$5,448,500	16	\$14,206,750
148	Vanessa	Carlson	28	\$14,164,099	0	\$0	28	\$14,164,099
149	Van Ann	Kim	12	\$12,982,500	1.5	\$1,151,500	13.5	\$14,134,000
150	Altran	Payne	14	\$6,195,500	13.5	\$7,689,000	27.5	\$13,884,500

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- Easy Rider 1969
- Forrest Gump 1994
- Goodfellas 1990
- 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
- Dr. Strangelove 1964
- E.T. the Extra-Terrestrial 1982

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# TOP 200 STANDINGS

Teams and Individuals from Jan. 1, 2022 to October 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Katrina	De Los Reyes	10.5	\$5,606,750	17	\$8,253,301	27.5	\$13,860,051
152	Alyson	Tesar	1.5	\$1,142,000	11	\$12,640,000	12.5	\$13,782,000
153	Stefanie	Ridolfo	9.5	\$5,006,480	21	\$8,763,040	30.5	\$13,769,520
154	Caroline	Gau	15.5	\$8,840,955	8	\$4,848,795	23.5	\$13,689,750
155	Suzanne	Myers	10	\$7,379,900	5	\$6,287,000	15	\$13,666,900
156	Nathan	Freeborn	5	\$2,547,125	16	\$11,082,801	21	\$13,629,926
157	Diana	Matichyn	24	\$9,168,700	15.5	\$4,452,800	39.5	\$13,621,500
158	John	Mawicke	6.5	\$11,670,936	1.5	\$1,935,500	8	\$13,606,436
159	Liz	Watson	6	\$12,085,250	1	\$1,475,000	7	\$13,560,250
160	Kelly	Baysinger	11.5	\$4,406,725	20	\$9,142,525	31.5	\$13,549,250
161	Katherine	Koca	25	\$12,984,489	1	\$230,000	26	\$13,214,489
162	Christopher	Davis	17.5	\$4,859,800	23	\$8,294,075	40.5	\$13,153,875
163	Elizabeth	Wieneke	8.5	\$10,091,528	3.5	\$2,990,000	12	\$13,081,528
164	Elizabeth	Bryant	9	\$5,119,000	9	\$7,860,000	18	\$12,979,000
165	Sarah	Lyons	2.5	\$9,470,000	3	\$3,493,500	5.5	\$12,963,500
166	Joseph	Giampa	5	\$7,999,087	3	\$4,946,928	8	\$12,946,015
167	Jennifer	Stokes Habetler	25.5	\$9,559,000	6	\$3,386,990	31.5	\$12,945,990
168	Marla	Schneider	10.5	\$5,808,650	15.5	\$7,051,500	26	\$12,860,150
169	Tara	Kelleher	15.5	\$8,250,200	11.5	\$4,602,090	27	\$12,852,290
170	Michael	Herrick	31.5	\$11,639,450	3	\$1,195,000	34.5	\$12,834,450
171	Joey	Gault	13.5	\$11,947,500	1	\$878,350	14.5	\$12,825,850
172	Gloria	Matlin	7.5	\$6,573,500	6	\$6,240,000	13.5	\$12,813,500
173	Anne	Hardy	10	\$7,123,400	8.5	\$5,614,000	18.5	\$12,737,400
174	Scott	Berg	22	\$12,077,299	1	\$650,000	23	\$12,727,299
175	George	Seaverns	30	\$10,911,100	5	\$1,805,500	35	\$12,716,600
176	Marco	Amidei	16	\$5,458,550	23.5	\$7,244,894	39.5	\$12,703,444
177	Steve	Mcewen	8.5	\$5,464,100	10	\$7,174,071	18.5	\$12,638,171
178	Pam	Jacobs	13	\$9,117,904	6	\$3,450,710	19	\$12,568,614
179	Amy	Foote	22	\$6,894,436	17	\$5,654,592	39	\$12,549,028
180	Karen	Mason	4	\$8,501,954	3	\$3,974,000	7	\$12,475,954
181	Thomas	Zander	21	\$8,019,450	14	\$4,430,200	35	\$12,449,650
182	Kelly	Mangel	5.5	\$12,417,500	0	\$0	5.5	\$12,417,500
183	Richard	Richker	4	\$3,517,500	7	\$8,795,000	11	\$12,312,500
184	Brooke	Bakalar Sloane	3.5	\$3,539,000	6	\$8,695,000	9.5	\$12,234,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Matthew	Lysien	27	\$7,064,400	15.5	\$5,143,790	42.5	\$12,208,190
186	Heidi	Michaels	20	\$8,930,472	5	\$3,167,038	25	\$12,097,510
187	Shelley	Shelly	3	\$9,485,000	2	\$2,592,000	5	\$12,077,000
188	Susan	Duchek	21	\$9,921,900	5.5	\$2,134,400	26.5	\$12,056,300
189	Scott	Shapiro	26	\$12,030,650	0	\$0	26	\$12,030,650
190	Kristen	Esplin	5	\$3,858,000	6	\$8,169,000	11	\$12,027,000
191	Nancy	Nugent	3	\$7,204,500	2	\$4,752,500	5	\$11,957,000
192	Cheryl	O'Rourke	10	\$7,774,000	5	\$4,132,500	15	\$11,906,500
193	Majbrith	Brody	12	\$8,355,500	3	\$3,537,500	15	\$11,893,000
194	Jaime	Silva	24	\$6,733,000	14	\$5,063,160	38	\$11,796,160
195	Melanie	Parsons	17.5	\$8,988,500	5	\$2,793,000	22.5	\$11,781,500
196	Lyn	Wise	8	\$6,737,000	5	\$5,012,000	13	\$11,749,000
197	Samantha	Trace	7.5	\$10,107,500	2.5	\$1,636,500	10	\$11,744,000
198	Benyamin	Lalez	2	\$1,158,000	20	\$10,437,400	22	\$11,595,400
199	Mark	Schrimmer	14	\$7,139,400	8	\$4,438,900	22	\$11,578,300
200	Sherri	Esenberg	20.5	\$7,149,250	11	\$4,402,000	31.5	\$11,551,250

**Disclaimer:** Information is pulled directly from the MLS. New construction, commercial transactions, 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. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. *North Shore Real Producers* and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

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# ALEX FILIN

SVP OF MORTGAGE LENDING



**Happy Holidays from the Alex Filin Team!**

Wishing you, your family and friends a very happy, safe, and healthy holiday season this December.

**As we reach the end of the year, I want to take a moment to thank my referral partners and all real estate agents I worked with.**

2022 is gearing up to be another busy, competitive year. I would be honored to connect with you and your clients to help them navigate the market and changes in rates.

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<sup>1</sup> Guaranteed Rate's 2021 Internal Production Data | <sup>2</sup> The Guaranteed Rate FastTrack is available from 5/1/22 through 11:59 PM, 2/31/22 provides that, eligible borrowers will receive a "Clear to Close Loan Commitment" ("CTC") within twenty-four business hours from Guaranteed Rate's receipt of all necessary borrower documentation. Guaranteed Rate, Inc. reserves the right to "rescind this CTC" at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation and the offer could change at any time without notice. CTC is subject to certain underwriting conditions, including clear title and no loss of appraisal value, among others. Read and understand your loan commitment, before waiving any mortgage contingencies. Borrower document on and Intent to Proceed must be signed within twenty-four business hours of receipt. Not eligible for all loan types or residence types. Down payment restrictions may apply. Eligible for primary and second homes. Property must be eligible for an Appraisal Waiver and borrower must opt in to AccountCheck for automated income and asset verification. Self-employed borrowers and Co-borrowers are not eligible. Not all borrowers will be approved. Guaranteed Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties' level of participation at any stage of the loan process. Contact Guaranteed Rate for more information. <sup>3</sup> #1 non-bank jumbo lender in the country with in-house delegation for 10+ jumbo investors. Based on 2020 HMDA data as reported by Inside Nonconforming Markets.

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