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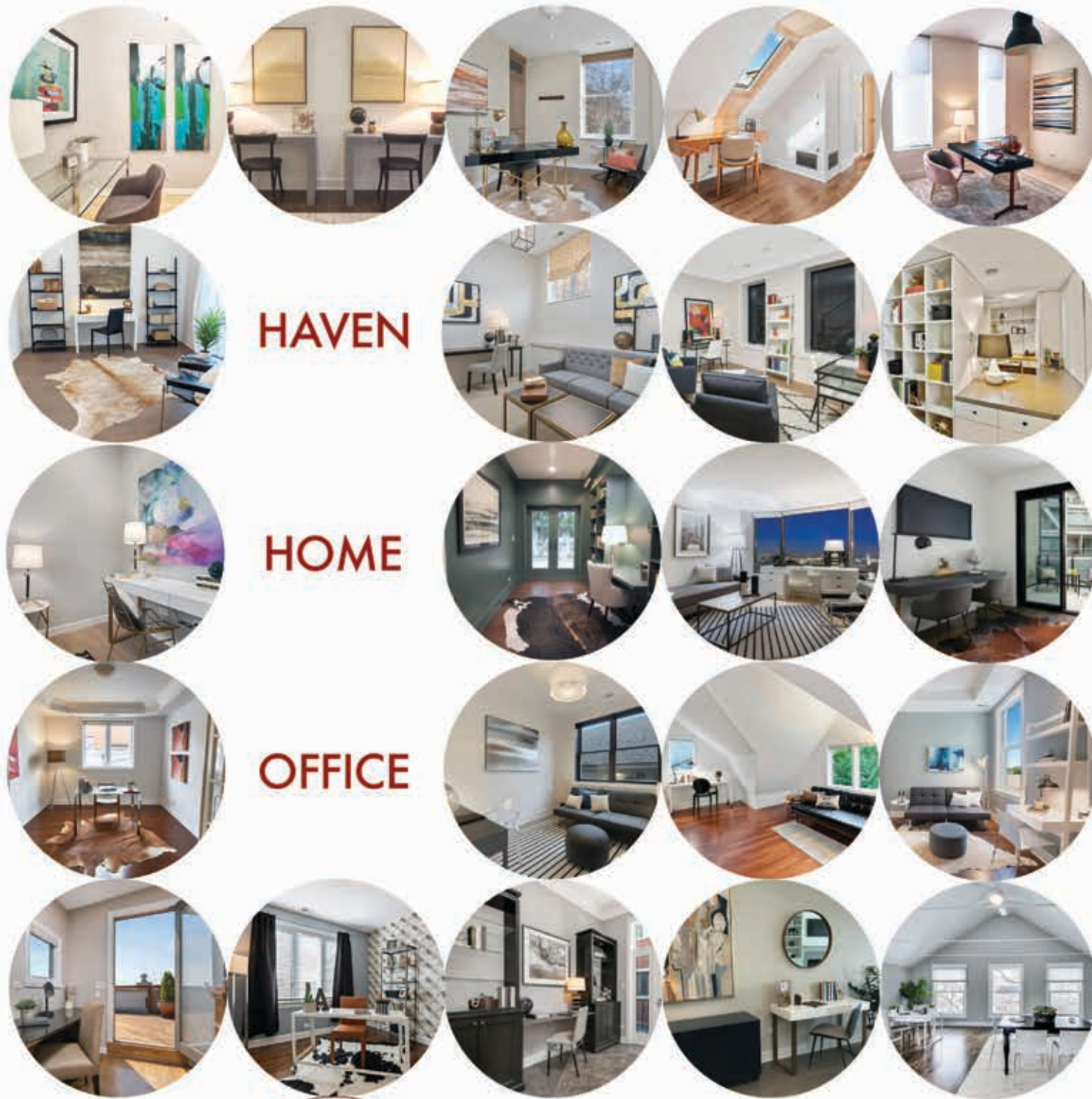
TOM PATTON
FIX IT PEOPLE

Melanie Everett & Company

THE TEAM APPROACH

WINTER EVENT:
Avondale Bowl
Friday, February 11th at 2 PM
Details on page 16

FEBRUARY 2022



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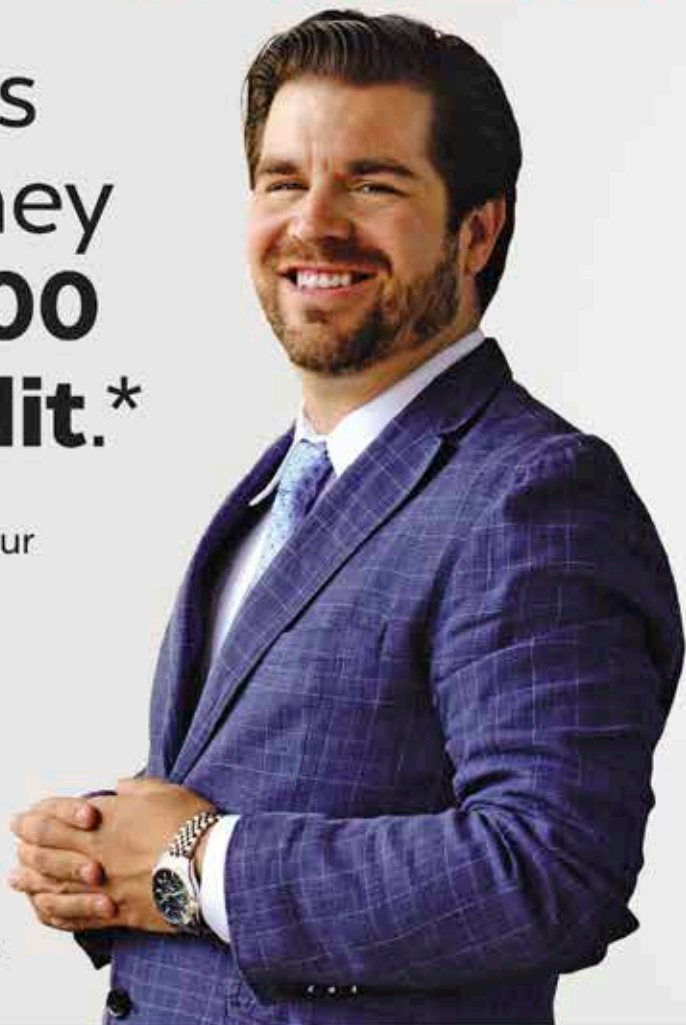
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▶ publisher's note

TWO STEPS FORWARD AND TWO STEPS BACK

After the holidays subsided, it seemed that we were back to square one with the current COVID-19 situation. Generally speaking, authorities do their best to educate the public to make informed decisions, but this is uncharted territory for all of us. The Delta and Omicron variants have become curveballs in our longing to get back to the way life was before 2020.

to process change, and our Real Producers community has done a great job pivoting as needed. Since this is the current state of our world, we will brace ourselves for flexibility and work together to continue to connect, elevate, and inspire our community.



Andy Burton
Publisher, *Chicago Real Producers*
andy.burton@RealProducersMag.com

If I have learned anything over the past twenty-four months, it is to be flexible. And even more so, to be flexible among my flexibility. Proverbs 16:9 comes to mind, "The heart of man plans his way, but the Lord establishes his steps." As a real estate community, we need to have an abundance of grace for one another. I am directing these words to myself more than anyone reading this.

On Christmas Eve, my wife and two oldest daughters tested positive for COVID-19. Thankfully the symptoms were mild, but they still had to take the necessary precautions and quarantine. This meant I was on duty with our two youngest children (ages two and four) for the duration of the isolation time. This was not part of my plan for the holiday break; I planned to have some downtime with my (whole) family, rest, and catch up on some work-related tasks while I wasn't in the field. The first few days were not fun, only because I had not made the mental shift into my new "full-time single dad" role. It took me several days to embrace and actually enjoy the time with my two little kids.

When anticipating an event, a meeting, or any positive interaction, it is disheartening when it doesn't come to fruition. The pandemic has accelerated our learning curve



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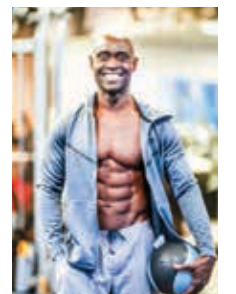
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TOM PATTON FIX IT PEOPLE

► partner
spotlight

By Chris Menezes
Photos by Caleb Pickman

HOME IMPROVEMENT: “LOVE MADE TANGIBLE”

Known for providing a caliber of service noted to be uncommon in the industry, Fix It People is one of Chicago’s premier resources for home improvement and remodeling. They are also known for the myriad of services they offer, which encompass everything from changing light bulbs to painting, drywall, electrical, plumbing, carpentry, and tiling. There is virtually nothing they can’t do.

The breadth of services Fix It People provides is just one example of how the company is all about what they can do for others, and not about what they can get away with. And it’s safe to say that the care the staff puts into every job, no matter how big or small, is inspired by one of the things that drives General Manager Tom Patton to give his best every day: he sees home improvement as “love made tangible.”

Suffice it to say, you can only show that kind of love when you love what you do. For Tom, that love goes all the way back to his childhood and it’s connected to his father. Tom grew up in Australia, where his father worked in property development and construction, and even built the home they lived in as a family for fifteen years. Watching his father build that home—the persistent hard work and step-by-step detail that he put into it—inspired Tom in a profound way.

“It was my father’s love made tangible for us,” Tom explains.

Tom dreamed of taking that same love to America and exemplifying it to others through his own home improvement and remodeling business. He ultimately left everyone he knew in Australia to pursue that dream and opened Fix It People five years ago. He lives that dream every day now, taking the same love, passion, and sheer enjoyment for home improvement that was instilled into him as child, and infusing it into his business to be passed on to his team, and to the people they serve. ●●●



...

“We genuinely love what we do, and that care shines through everything,” Tom says. “It creates a fun-loving environment everywhere we go.”

Tom says the Fix It People mission is to provide their clients with education and to continually raise their quality of service, subsequently raising the bar of the entire industry, so that if others want to compete, they'd have to do the same. He stresses the importance of being up-front, honest, and transparent. And not just with the “easy stuff” like pricing or scheduling, but when mistakes are made as well.

WE GENUINELY LOVE WHAT WE DO, AND THAT CARE SHINES THROUGH EVERYTHING. IT CREATES A FUN-LOVING ENVIRONMENT EVERYWHERE WE GO.

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“Everyone makes mistakes in their workplace. Ours just happen to be in people’s homes—the most important and personal space anyone has,” Tom says. “As such, when we make mistakes, it’s important to own them, address them as quickly as possible, and then learn from them. Sadly, there are bad actors in the industry that do not hold themselves to the same standard.”

“Our systems and processes ensure we’re accountable to each other and to our clients, but also to ourselves,” he continues. “It’s also critical that our systems allow us to pursue our own interests, hobbies, and passions outside of the workplace, to keep us all in a good place. There is a lot more to life than work and it’s important to have balance.”

Tom makes balance an important component of his life. That is, unless it has to do with the Marvel Universe, which he’s obsessed with. “I geek out on pretty much every show or movie that comes out. I’m



talking Reddit threads, YouTube analysis clips, the whole nine yards. It really started at the beginning of the pandemic, and if I’m honest, [this obsession] is a bit problematic,” Tom laughs.

Perhaps Tom’s obsession with superheroes is connected to his desire to use his unique skill set to help people and make the world a better place. Whatever it is, one thing is certain, he will continue to show his love and care for people in a tangible way, every day, with the Fix It People.

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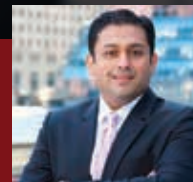
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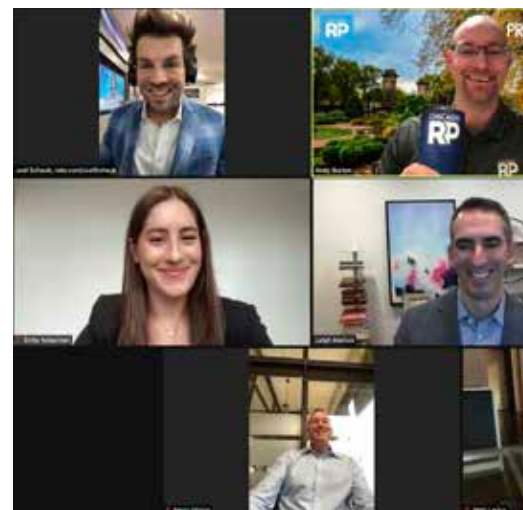
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Top REALTORS® and Preferred Partners Engaging Virtually

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




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

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

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

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



We have received great feedback about these events, so we are continuing to schedule them! Want to join one? Let us know by emailing us at andy.burton@realproducersmag.com.



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PATRICK TEEETS

► on the rise

By **Chris Menezes**
Photos by **Caleb Pickman**

Working for the Yes

Tenacious yet tactful, Patrick Teets hunts opportunity and when he finds it, he doesn't take no for an answer. His success in real estate these past six years has been hard-fought and won through his ability to knuckle down and grind—having entered the business in 2016 with no industry knowledge or connections.

Perhaps the best example of Patrick's tenacity at work comes from the time he secured a 9,000 sq. ft., highly sought-after development site in Lincoln Park to build an eight-unit condo development. It started with a hunt, tracking down, and contacting two different property owners who had no intention of selling.

"The first time I contacted one of the owners, they told me not to contact them again," Patrick explains. "The other neighboring property owner was someone that I checked in with about every other month. I would call around Thanksgiving, call when it snowed, or call when I had any other reason to talk about something."

Patrick's persistence finally paid off when the latter owner finally told him he was ready to part ways with the property and was open to talking to him. Patrick continued to follow up with the other property owner, and eventually, he found himself sitting in their living room drinking tea and getting a tour of their home.

While there were many others pursuing both opportunities, the two owners told Patrick that it was because he was both polite and gave them comfort and confidence about the transaction that they were going with him. After about a year and a half, he secured the development site for his client. Now that is a hard-fought victory!

"I've been told no by many different people over the years," Patrick explains. "I usually try to understand what the underlying reason is, and by understanding that, I'm able to tailor my approach to be better understood the next time I call."

And such is Patrick's approach to the business. He loves sourcing development opportunities and going above and beyond to add value to his clients no matter what the situation is. He fights hard to get his clients and he fights hard to keep them.

Patrick was born and raised in Grand Rapids, Michigan, and comes from a long line of entrepreneurs and business owners who have been part of the automotive industry since the 1970s. His grandfather started his own company with Patrick's great-grandfather and grew it exponentially over the years.

"I admired my grandfather and respected him so much as a little kid and still do to this day. He built an incredible foundation for his kids and grandkids and embodied everything that I'd like to be someday: a great friend, father, husband, and businessman. He was respected by so many people," says Patrick.

Patrick played sports from an early age and was always very competitive. He played basketball and football in high school, winning state championships his junior and senior year, and went to college at Indiana University to study supply chain management at the Kelley School of Business. His goal was to get the relevant experience in Chicago and then move back home to work for the family business. ...



Patrick and his family celebrating a birthday in Michigan.



“ I’VE BEEN TOLD NO BY MANY DIFFERENT PEOPLE OVER THE YEARS...I USUALLY TRY TO UNDERSTAND WHAT THE UNDERLYING REASON IS, AND BY UNDERSTANDING THAT, I’M ABLE TO TAILOR MY APPROACH TO BE BETTER UNDERSTOOD THE NEXT TIME I CALL. ”

...
 After spending three years working for a consumer goods company in a supply chain-related job, however, he realized he wasn’t very passionate about the industry. Rethinking his direction, Patrick discovered the well of opportunity that real estate presented by talking with other successful people and resolved to jump in and get to work.

“I spent hours upon hours in my first years sitting in the office grinding away, doing all the research I could, stuffing mailers into the late hours of the night, etc,” recalls Patrick.

With a career volume of over \$88 million, and having sold nearly \$60 million in the last two years, Patrick has been a top producer since 2019 and was ranked the number eight City Agent within Jameson Sotheby’s International Realty. Determined to continually grow, he says his next step is to hire a licensed assistant to help with admin tasks so he can begin scaling the business without sacrificing quality service.

...

When Patrick isn't focused on building his business, he likes to relax with a good workout, run by the water, or a sports game, preferably Michigan State basketball. He also loves hanging out with friends and visiting his family in Michigan and Florida, where they enjoy boating and spending time on the water.

No matter where Patrick goes or what he does, he knows real estate is where he is supposed to be. And as he remains steadfast in achieving his vision for the future, you can bet he won't take no for an answer.



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business
By Mike Opyd

IDENTIFYING IDEAL CLIENTS

If I asked you to describe who your ideal client is, what would you say? Many agents do not know how to truly answer this question or will say something like, “They are rich!” This is why so many agents have businesses that are not focused on the people they should be focused on. Instead, they are just casting a massive net in hopes they will catch some fish. While this might seem like a good strategy, it actually has the opposite effect of what these agents think it will do.

When a business knows who their ideal client is, they then know how to structure their business to attract that type of person. They will know what type of message they need to be putting out into the world in order to bring those people to them.

When an agent knows who their ideal client is, they are programming their brain to focus on this type of person as they go through their normal

day-to-day activities. They will actually start seeing that type of person on a regular basis. For instance, have you ever wanted a certain type of car and thought, at first, no one else had that car yet, only to soon notice a ton of them on the road? Likewise, because our brain focuses on what we tell it to, by knowing who your ideal client is, your brain will start to focus on them; you’ve programmed it to focus on them and notice them.

For example, I am a millennial whose ideal client is someone within my own generation. (I’m actually an older millennial, or as I like to say, one of the OG’s, since I was born in 1982.) Earlier in my career when I was more focused on selling, I knew that it didn’t make any sense for me to put ads in newspapers. Why? Millennials do not read newspapers. They read Facebook and Instagram. So I was always looking for ways to get their attention on these platforms. I also knew that my generation sees entrepreneurs in a different light and holds them to higher standards—to us, entrepreneurs “work incredibly hard and insane hours” and have a “hustle” attitude. Because of this, I would constantly post about how hard I was working; I would post about the long hours I was working, showing properties; or about being up late doing a market analysis for my buyer, etc. I was really showing them that I was living up to that entrepreneurial spirit. This, in turn, attracted them to want to work with me because they saw me as someone who was going to work incredibly hard for them.

So now that you understand why it is important for an agent to know who their ideal client is, it is time for you to decide who yours is. I want you to grab some paper and a pen. Now start writing down as many details about your ideal client as possible. Don’t worry if you write something silly, just keep your pen on the paper and do not lift it up until you “word vomit” all over that page!

If you need some help getting started, begin with the basics: age, gender-orientation, ethnicity, background, profession, as well as things like whether they are a sports fan or not, or whether they read a lot, and if so, which subjects, etc.

Now look at your page and see if there are things you can lump together. Oftentimes when we do something like this, we end up writing many of the same things that we can categorize into one item instead of many. For example, maybe you wrote

that you want your ideal client to be trustworthy, will take your advice seriously, and be loyal. You could take these three and put them into one trait: loyal.

After you do that, try to narrow your list down to ten traits—the ten traits you feel best represent/describe your ideal client. You can have more or less if you like, but just make sure they are really the traits you think are the most important. Once you have completed the exercise, a wise idea would be to put this list of ten traits somewhere where you can see it often, just like you might do with your goals.

If you take the time to identify who your ideal client is, then, just like that car, you will naturally start to see that type of person everywhere, and when you are doing things like marketing your business or posting on social media, you will automatically do so in a way that appeals to your ideal client.

About the Author:

Mike Opyd is the owner of RE/MAX NEXT, a brokerage specifically designed to help an agent’s business grow without the limitations of a traditional real estate company. In addition to owning RE/MAX NEXT, Mike is a top producing agent. He has been recognized by *Chicago Agent* magazine as a “Who’s Who” REALTOR® in 2014, 2015, 2017, 2018, and 2019.

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MARC A. PRINCE

CERVANTES CHATT & PRINCE P.C.

▶ partner spotlight
By Jennifer Mitchell
Photos by Sonya Martin



Keeping the Conversation Going

The tagline for Cervantes Chatt & Prince P.C. is “All things real estate,” which is a fitting description of what the firm does for its clients. Whether you need representation when purchasing your first condo, or a thirty-unit building, or if you need assistance filing a lawsuit if you were involved in a fraudulent transaction, or even need help writing the bylaws for your homeowner’s association, Marc A. Cervantes and the attorneys at Cervantes Chatt & Prince P.C. can help.

“We are more than just a number you call when you need to complete a transaction,” says Marc. “When working with clients, we become advisors for life. If you have any future real estate or general law needs, we can help. Even before a contract is signed, we’re here to answer any questions or assist with the negotiations phase. Or if you’re simply looking for recommendations on where to eat, which Marvel movie to watch, or the best neighborhoods in Chicago, I am here to help.”

Marc knew he wanted to be an attorney way back in the sixth grade. He knew he wanted to make a living talking to people, and he even used to play out conversation scenarios with his action figures, which he claims helped with his communication skills.

“My parents expected me to get an advanced degree,” recalls Marc. “I can’t stand blood, so being a doctor was out, and math was not my strong suit, so I knew engineering wasn’t the route for me either. But I was great at communication, so I thought I’d give law school a try.”

After law school, Marc got a job working for the Cook County State’s Attorney’s Office and was a skilled litigator. It was during that job that he started to learn how to conduct a real estate transaction and fell in love with the process. He enjoyed the fact that real estate law allowed him to focus on a client and help them get from a starting point to the finish line. He also didn’t mind the added bonus of learning more about the various neighborhoods in Chicago.

Deciding to make the switch to real estate law, Marc opened up his own law firm and has since grown it to include an office in the Loop and in Burr Ridge. He now has more than twenty years’ experience helping clients navigate real estate transactions and has built a thriving business.

If Marc’s not available because he’s in a closing, his staff steps up to help clients, making sure every client or REALTOR® is treated with care and in a timely manner. And on the long days when Marc is struggling to motivate himself, he just reminds himself that every client he’s working with is currently making the biggest purchase or sale of their life. “What might be a standard day for me is a monumental day for my client, so that reinvigorates me and keeps me at the top of my game.” ●●●



...

Cervantes Chatt & Prince P.C. has had great success, and that's evidenced by the number of repeat clients and referrals they have received over the years. Marc has had the honor of representing multiple generations of a family as they each purchase property. The team also loves watching and even helping new REALTORS® grow their businesses year by year.

Not only has Marc stayed connected to clients and REALTORS®, but many have become friends. As the conversations morph from real estate to school districts to restaurants to hobbies, friendships form and relationships build.

Of course, the most important relationship in Marc's life is that with his wife, Diana. They met in South Beach at the Winter Music Conference in 2004 and have been together ever since; they married in 2010. Their two children, Sophia and Stephen, are now both four years old.

"Prior to having kids, my wife and I traveled the world, ate at some of the best restaurants, and went to the most exclusive night clubs," reminisces Marc. "Since our kids were born, we have slowed down and now spend a lot of time watching *Paw Patrol*, *Peppa Pig*, and *Bluey* while cuddling, as well as many hours [playing with our kids] at local parks and playgrounds."



WHAT MIGHT BE A STANDARD DAY FOR ME IS A MONUMENTAL DAY FOR MY CLIENT, SO THAT REINVIGORATES ME AND KEEPS ME AT THE TOP OF MY GAME.



Marc with his family.
Photo Credit: Robert Campbell



A true Chicagoan, Marc is an avid sports fan. He loves catching any Chicago sports game on TV or getting active with a round of golf. He also loves house music and still travels around the world to see famous DJs. Whenever they get the chance, Marc and Diana chase Michelin stars, booking vacations around the world to eat at the best restaurants. And he makes all that travel possible by being a miles and points enthusiast. (If there's one thing Marc could talk about all day if you let him, it's travel points.)

But it's Marc's genuine passion for talking with his clients about real estate and the help he provides them that has set him apart. "I define success by knowing that my staff loves coming into work every day, and having a large network willing to return as customers, and who are also willing to refer you out to family and friends." So it seems that sixth-grade Marc was on the right track.

To reach Marc and to learn more about the services Cervantes Chatt & Prince P.C. provides its clients, visit their website www.ccpchicago.com or call 312-606-9529.



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LET'S GET SOCIAL
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MELANIE EVERETT & COMPANY

▶▶ cover story

By Jennifer Mitchell
Photos by Sonya Martin



THE TEAM APPROACH

LAST TIME WE CHECKED IN WITH MELANIE EVERETT, SHE WAS RECENTLY MARRIED AND IN THE PROCESS OF LAUNCHING HER OWN BUSINESS, MELANIE EVERETT & COMPANY. SINCE THEN, MELANIE HAS EXPANDED HER TEAM AND EXPANDED HER FAMILY, BUT ONE THING HAS REMAINED THE SAME: SHE'S STILL WORKING HARD TO EDUCATE POTENTIAL HOMEBUYERS.

“THESE WOMEN ARE **SMART**, **PASSIONATE**, **KINDHEARTED**, AND **DEDICATED** TO SERVING OUR CLIENTS. IT'S BEEN SO REWARDING TO WATCH THEM **GROW AND SUCCEED**.”

For those who haven't met Melanie, here are the quick facts. She began a career in real estate in 2014; graduated from DePaul University with a degree in journalism in 2015; met her husband, Andrew, in 2016 and married him in 2018; launched a boutique real estate firm in 2019; and gave birth to her daughter, Holly, in 2020. It's been a busy couple of years for Melanie, but when you love what you do, time seems to fly.

“I love real estate, I love writing and storytelling, and I love getting to know people,” claims Melanie. “When I first started in real estate, I took all my passions, skills, and the techniques I'd learned from other REALTORS® and threw everything at the wall to see what would stick. I hosted open houses, I wrote eblasts, and even advertised on Tinder. But eventually I found my niche: education.”

In 2015, Melanie began hosting a seminar called “So You Want to Buy a Condo.” Since then, she and her preferred lender have taught thousands of potential homebuyers about the purchasing process, and this seminar has been her main lead-generation tool.

That seminar was not the only thing to take off in the last several years. Business is soaring—thanks, in part, to the support of her husband and BFF, Andrew—which led to the creation of “Our rockstar broker

...



team and process,” says Melanie. Potential clients are now connected to either Courtney Funkhouser, Candace Altosino, or Beatriz Jensen-Perez.

Courtney is one of the team’s founding brokers. Like many others, Courtney got into real estate via another career path: she was working in accounting and contemplating the shift to real estate when she reached out to Melanie for advice.

“Growing up, my mom and I would often go to open houses on the weekends for fun,” remembers Courtney. “That’s what encouraged me to explore it further. I met with Melanie to pick her brain and she continued to be a resource for me as I got my license. In our last meeting, I jokingly asked if I could join her team, and thankfully, she said yes!”

Candace was actually an attendee at one of Melanie’s “So You Want to Buy a Condo” seminars. At the time, she was working in marketing and was having a quarter-life career crisis. She decided to make the leap into real estate, and when she got her license about a year later, Candace contacted Melanie to see if she’d be interested in expanding the team she had just launched.

“I put together a little pitch book with information about myself, dropped it off at her office, and crossed my fingers that she’d be willing to meet with me,” recalls Candace. “And the rest is history! I love working with such a fun, supportive, and collaborative team that I can learn from every day.”

When Beatriz first met Melanie at her interview, she felt as though she was chatting with a longtime friend, and believes joining the team was the best decision she’s ever made.

“It’s such a blessing to be part of this amazing team,” claims Beatriz. “Every one of the women has been so welcoming. We love what we do and it definitely shows. We collaborate on deals, and are always communicating about both work and our home lives. It feels very much like a sisterhood, and you know someone always has your back.”

Together, Melanie and her team work hard to find clients their perfect homes and sell their current ones. The four women have become true friends along the way.

“I would be nothing without my brokers,” notes Melanie. “These women are smart, passionate, kindhearted, and



Beatriz, Candace, Courtney, and Melanie at the Monogram Design Center.



...

dedicated to serving our clients. It's been so rewarding to watch them grow and succeed."

Looking to the future, Melanie is focused on becoming a better leader, telling more stories about buyers and sellers, and sharing her faith, which is the biggest part of her life. She also looks forward to spending more time with her husband and daughter.

"I love the comfort of home," says Melanie. "After Holly is tucked into bed, I love getting into my pajamas and sharing a bottle of good wine with Andrew while we watch a Nancy Meyers movie. That's a great night."

The M&Co. Team: Melanie, Beatriz, Candace, and Courtney.



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ASHLEY BELL

► agent feature



Building a Career Centered on Joy

By Jennifer Mitchell | Photos by Sonya Martin

Real estate was not Ashley Bell's first career, but she knows it will be her last. She loves her job and feels fulfilled by it in so many ways. For her, residential real estate is an opportunity to help her clients build wealth with calculated investment savvy in what, as she sees it, is often a uniquely sentimental setting.

"I felt the freedom to explore when it came to [choosing] my education and career," says Ashley. "My title wasn't important. It was more important [to me] that my chosen career brought me joy and that I sought excellence in whatever I decided to do. So, I have always looked to find happiness in my work and sought a career that aligned with my passions. I want to be excited when I wake up every day, and I want to be great at what I do."

Ashley grew up in a house filled with music. She is a classically trained musician and has been playing since she was six years old. Her mother, grandmother, and great-grandmother were all professional musicians, and for a time, Ashley considered a career in music. She moved to Chicago from Seattle to attend Northwestern University, where she was one of only three viola students admitted to Northwestern's School of Music's highly selective program her freshman year.

Though she still plays to relax and recharge, Ashley ultimately switched gears in college and graduated with a degree in philosophy and legal studies. A highly competitive person, Ashley worked

diligently at Northwestern to graduate with an honors designation on her legal studies thesis. And it was during her time at Northwestern that she began building ties to the Chicago community.

After forgoing a career in music, Ashley decided to explore one of her other passions: hospitality.

"I recognized that I have always had a natural ability and appreciation for hospitality. I thrive when I'm building and nurturing professional relationships," she notes.

She worked in fine dining across Chicago after graduation and enjoyed the work immensely. She rubbed elbows with master sommeliers and world-famous chefs, but her work ultimately lacked the fulfillment she was looking for.

Ashley was first introduced to real estate when she was faced with the challenge of selling a family home back in Washington State. She was referred to a REALTOR® who was patient, informative, and goal-oriented. That experience ultimately led to her career in real estate.

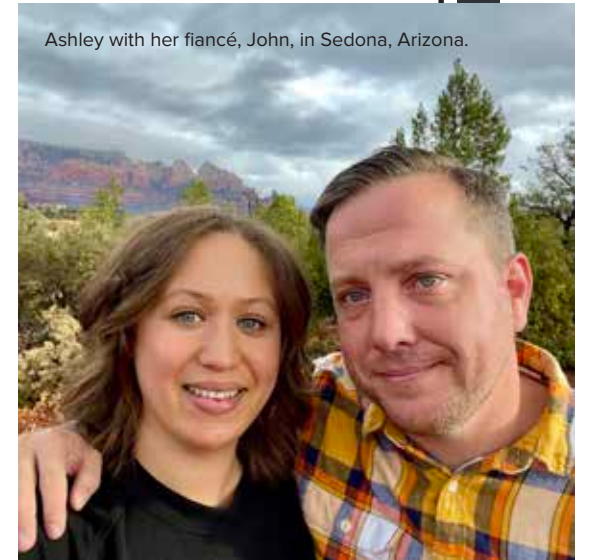
"When looking for a new career, I knew I would never be satisfied in a traditional nine-to-five; clock-in, clock-out job," said Ashley. "I wanted to take my future into my own hands and have autonomy. I wanted to be in control of the quality and direction of my work, and residential real estate has been the perfect fit."

Though the shift from hospitality to real estate was significant, many skills she'd acquired carried

over. Ashley was able to translate her intrapersonal skills, creative problem-solving, and stress-management techniques from one industry to the next. But starting from scratch in a new field was a significant amount of work.

...

Ashley with her fiancé, John, in Sedona, Arizona.



...

"I'm so glad I trusted myself to make the leap, but it was really difficult in that first year," admits Ashley. "I took exactly zero days off in my first year, sought out mentors, and dedicated myself to becoming an expert. I said yes to every single opportunity to work and learn"

Ashley was not an overnight success. She pulled in modest earnings during that first year but consistently built up her career volume until she became a top producer. She analyzed what worked well for others and took note of what didn't, building systems and processes along the way. Today, she's focused on mentoring others and remaining agile in a rapidly changing world.

When Ashley's at home, she loves taking on art and design projects whether they are for her own home, friends, or to help her clients.

"I enjoy being consulted on home and interior design trends immensely. I love helping my clients understand what can be done with a space—whether it pertains to function or aesthetics. I appreciate the opportunities when I can share my ideas, and I get excited when they are implemented," she says. "It's one of my many passions!"

Ashley lives with her fiancé, John Hodges, their puppy, Wiggly, and their cat, Katinka. They love to travel and have taken several cross-country trips together. When they can't explore the country, they continue to explore Chicago and the many places where they can enjoy good food with good friends.

“

I have always looked to find happiness in my work and sought a career that aligned with my passions. I want to be excited when I wake up every day, and I want to be great at what I do.”



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Tony MATTAR & Haley LEVINE

Dedicated to **CAREERS**, **CLIENTS**, and a **CITY THEY LOVE**

REALTORS® and co-founders of the HomeCo Chicago Team at COMPASS, Tony Mattar and Haley Levine, have hit their stride when it comes to running a business and helping people find their dream home. Their unique backgrounds and skill sets make them perfect partners, and they've found great success early in their careers thanks to their dedication to their clients.

Tony, who grew up in Lake Orion, Michigan, learned the importance of dedication to a craft at an early age. In addition to watching his father and grandfather, both entrepreneurs, set the example for “the type of dedication and mastery it takes to conquer the business world,” Tony started swimming competitively at age ten and admired the elite swimmers and Olympians he watched on TV. He saw what years of hard work could lead to and decided to commit himself to the sport. At twenty-one, he achieved his lifelong goal of qualifying for the 2012 U.S. Olympic Swimming Trials.

Meanwhile, Haley grew up in Chicago in Hyde Park, and learned about dedication from her father. Her family designed and manufactured furniture in Chicago and sold it to stores like Crate & Barrel and Pottery Barn. Haley remembers local workers opening an extra lane in the grocery store for her dad or giving him extra sweets when he ordered takeout because of the strong relationships he had with people in the community. In his words, he has the “gift of gab,” something Haley likes to think she inherited from him.

After graduating from Northwestern, Tony worked in human resources for a year while figuring out what he wanted to do long-term.

“I like to describe it as a ‘happy accident,’ but I was encouraged to become a REALTOR® by my friend Nick Libert,” claims Tony. “I figured, worst-case scenario, I’d learn

something new; best-case scenario, I’d find a career I loved. And fortunately, that’s exactly what happened.”

Haley was also working odd jobs while trying to determine what she wanted to do career-wise. She designed window displays for big box retailers, worked full-time in the sales department of WFLD, and nannied.

“I was feeling unfulfilled at my nine-to-five job and in the midst of a restructuring, I decided I was too young to be unhappy at work,” recalls Haley. “A good friend reminded me that we spend the majority of our time working, and I decided I was ready to find a career I was passionate about. Real estate seemed like a good way to combine my skill set and interests, so I started spending summers working as a rental agent. I really enjoyed it, so I took a leap of faith and got my license.”

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In May of 2019, Tony and Haley joined forces to found an independent brokerage, HomeCo Chicago. They built the company from the ground up, increased their sales production year after year, and established a recognizable brand within the industry. In December of 2021, they decided to move their team to COMPASS because “We realized that outside of helping our clients, one of our primary passions is mentoring and coaching the next generation of REALTORS®. [We feel that] COMPASS allows us to leverage their staff, systems, and technology such that we have more time to give back to the agents on our team and help them grow their careers,” says Tony.

Part of what makes this dynamic duo so successful is that their passion for Chicago is evident to anyone who meets them. Not only do they love to help clients find the perfect neighborhood to call home, but they both love to explore the city in their spare time.

Tony and his boyfriend, Lucas, are passionate about physical fitness, and love working out together at East Bank Club® and go running along Chicago’s lakefront. As vegans, they’re always looking for the latest vegan concept in Chicago. Their new favorite: Bloom in Wicker Park.

Tony also started his own charity, Men of Chicago Real Estate, in 2018. This cross-brokerage initiative produces and sells swimsuit calendars featuring agents from all different brokerages in the city. The funds raised are donated to a local organization that supports families and individuals with HIV/AIDS who are experiencing homelessness and provides social services to transgender youth.

“Although I’ve taken a step back from Men of Chicago Real Estate in the last few years, one of my goals for 2022 is to produce another edition of this calendar and continue to use my connections within the industry to give back,” notes Tony.



Haley with her husband, Mark Wills, and their one-year-old daughter, Penelope. Photo credit: Shaina Benhiyou



Tony and his boyfriend, Lucas, at Lollapalooza.



“I figured, **worst-case scenario**, I’d learn something new; **best-case scenario**, I’d find a career I loved. ”
And fortunately, that’s **exactly what happened.** — Tony Mattar

“

A good friend reminded me that we spend the majority of our time working, and I decided **I was ready to find a career I was passionate about.**

— Haley Levine

...

Haley lives in Ravenswood Manor with her husband, Mark Wills, and their one-year-old daughter, Penelope (Penny). Haley and Mark spent a year and a half fixing up their current home—a bungalow that, according to Haley, looked like “a 1970s nightmare with shag carpet and Pepto Bismol pink walls.” But that wasn’t their most challenging renovation. They also converted an old hair salon into a loft.

“Our latest and best project, though, has been our daughter, Penny,” says Haley. “We now spend our time dancing in the kitchen, and trying new restaurants that can seat us before bath time and bedtime, and we wouldn’t have it any other way.”

After a weekend of exploring family-friendly and vegan restaurants, Haley and Tony head back to the office to connect clients with their dream homes. And they couldn’t think of a better way to spend their time.



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home matters
 By Shauna Osborne

When Was the Last Time You CLEANED...?

It's February, which means most lawn and garden maintenance is long done, and you've (probably) packed away any lingering pieces of holiday decor. Outside, the weather is still frightful – maybe the harshest of the season – but you know spring is just around the corner. If you find yourself feeling a bit stir-crazy, why not tackle some of these overlooked chores now and get a jump-start on welcoming spring?

- **Touch up paint:** Tackle marks and smudges on your walls, cabinets, doors, and trim with a sponge eraser (e.g., Magic Eraser) first to assess what truly needs a touch-up, then address remaining problem areas with leftover paint and a small brush for greater precision. Since humidity is generally lower in colder months, paint will dry faster, reducing concerns about indoor paint fumes.
- **Clear dryer vent:** A clogged dryer vent can, at best, cause the dryer to run inefficiently and increase energy bills and, at worst, cause a fire. To clear any lingering lint and/or nesting pests from your warm and cozy vent, remove it and clean the duct that connects the back of the dryer to the outside using a wet/dry vac or a brush tool made especially for the job (found at hardware/home stores). Consider covering the outside vents with a fine-mesh screen to prevent birds from nesting.
- **Freshen mattresses:** We spend a lot of time choosing and changing our bed linens ... but shouldn't neglect our trusty mattress, which can make all the difference in quality of sleep. Start by vacuuming the box springs and the top and bottom of the mattress. Then, rotate the mattress, if you have one padded side, or flip, for a two-sided mattress, to prevent sagging.
- **Inspect roof and foundation:** Now – before those spring rains hit – is the time to determine whether any cracks or leaks exist that could cause problems with mold or insulation damage. Inspect the roof for missing shingles and observe how well it handles your area's snow-load, if applicable. Also, examine the

home's foundation for cracks, especially those that seem to be growing, and for bulging or leaning walls.

- **Clean fridge:** Refrigerator condenser coils are located on the back or bottom of the appliance. When coils are clogged with dust, hair, and/or cobwebs, they can't efficiently release heat, which results in undue pressure on the compressor. Save energy and wear on the refrigerator by using a vacuum to clean the coils as well as underneath and behind the fridge itself. Then, use a brush or duster to snag those last bits of grime from between the coils.

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By Shauna Osborne

FEBRUARY IS FOR HEALTHY HEARTS!

February is **American Heart Month**. According to the American Heart Association, heart disease is a leading cause of death for both men and women in the United States, responsible for more than one in four deaths annually. While this statistic is dire, heart disease can be prevented – and even reversed – with healthy choices regarding diet, exercise, and maintaining health conditions. Doctors’ time-tested advice of controlling blood pressure and cholesterol still holds true; however, these less conventional

techniques can be used cooperatively to help make hearts healthier and stronger.

Get Enough Sleep. Getting enough good-quality sleep has innumerable benefits, from aiding in weight loss to improving memory. Studies have shown a marked increase in heart disease in those who sleep less than six hours per night, as sleeping too little can disrupt underlying health conditions and biological processes. Experts say seven to nine hours of sleep is ideal for heart health. And, consistency is key; maintaining a reliable sleep schedule regulates the body’s internal clock and can help you fall asleep and wake more easily.

Drink Some Java. The probable benefits of regular coffee consumption are pretty compelling. For example, caffeine, especially derived by drinking filtered, black coffee, boosts energy levels, which can help sharpen mental acuity and enhance mood, and lowers inflammation levels, which are a precursor to many concerning health conditions. Interestingly, habitual coffee drinking has been linked to lower levels of cardiovascular disease, particularly in women.

Floss. This seemingly inconsequential chore our parents and dentists nag over can play a surprising role in heart health. Beyond just improving smiles, flossing daily reduces inflammation and improves gum health, which, in turn, prevents the introduction of harmful bacteria into the bloodstream. Healthy gums are directly correlated to a slower progression of plaque buildup on artery walls.

Don’t Forget to Laugh. As the old saying goes, “Laughter is the best medicine.” Laughter has many emotional and physical benefits, including reducing stress, easing pain and depression symptoms, and boosting our immune system. It also has been shown to expand blood vessels by more than 20 percent, allowing for markedly better circulation and blood flow in the heart.

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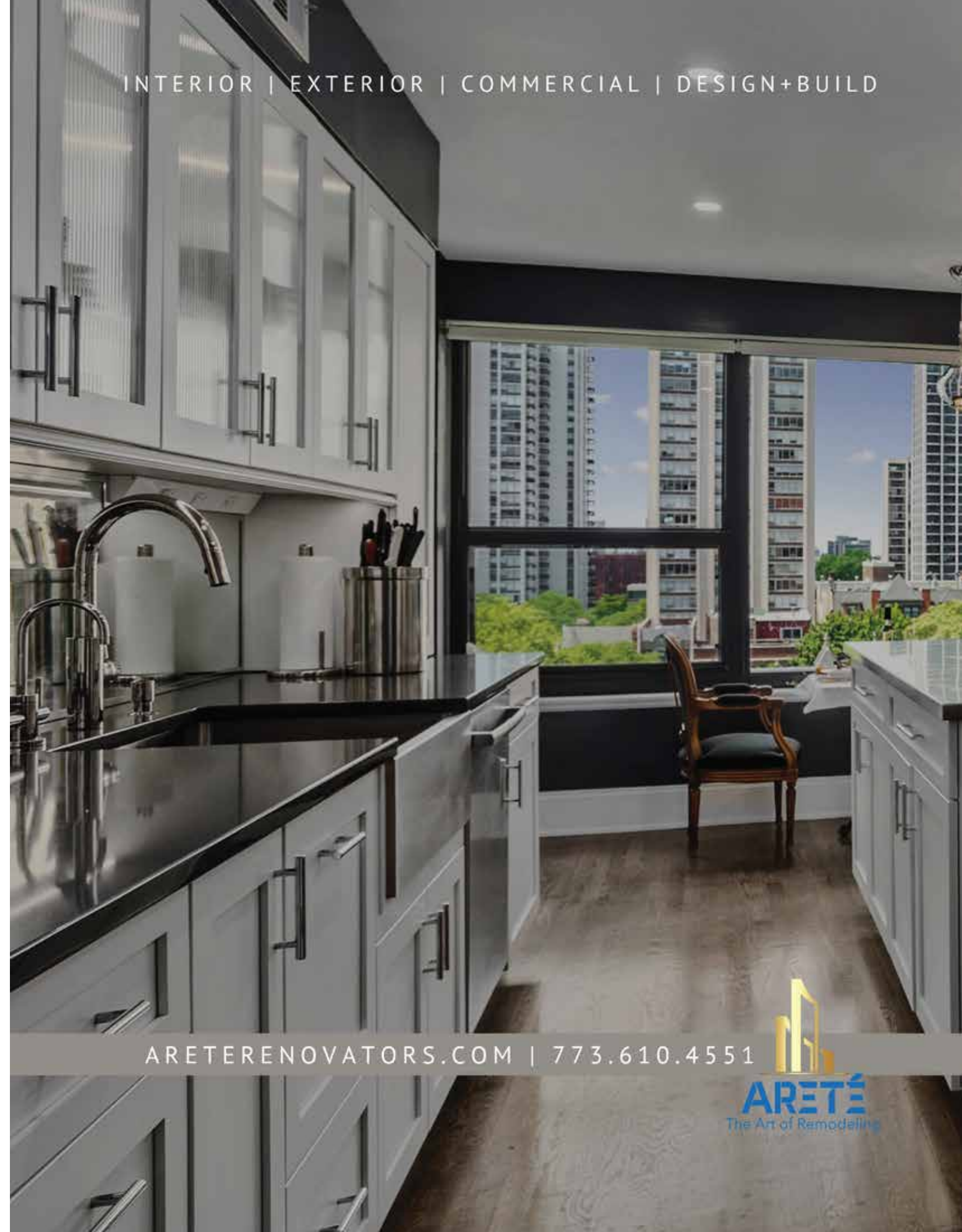
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Teams and individuals from January 1, 2021 to December 31, 2021

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Leila	Zammatta	168	\$357,064,359	68	\$146,170,650	236	\$503,235,009
2	Jeffrey	Lowe	173	\$223,080,866	91.5	\$122,100,550	264.5	\$345,181,416
3	Emily	Sachs Wong	121	\$198,367,462	56.5	\$98,664,500	177.5	\$297,031,962
4	Matt	Laricy	235	\$107,703,684	289.5	\$150,599,197	524.5	\$258,302,881
5	Leigh	Marcus	207.5	\$136,118,418	102.5	\$71,929,510	310	\$208,047,928
6	Chezi	Rafaelli	56.5	\$80,755,500	28	\$57,845,823	84.5	\$138,601,323
7	Mario	Greco	151	\$92,687,900	51.5	\$40,827,402	202.5	\$133,515,302
8	Carrie	McCormick	103	\$75,548,798	43	\$42,536,238	146	\$118,085,036
9	Brad	Lippitz	70	\$57,148,425	50.5	\$40,013,800	120.5	\$97,162,225
10	Grigory	Pekarsky	71.5	\$33,630,748	120	\$58,241,346	191.5	\$91,872,094
11	Millie	Rosenbloom	54	\$65,867,300	30.5	\$25,682,050	84.5	\$91,549,350
12	Sophia	Klopas	64.5	\$49,161,925	49	\$41,371,951	113.5	\$90,533,876
13	Debra	Dobbs	45	\$58,967,840	29	\$28,624,000	74	\$87,591,840
14	Timothy	Sheahan	61.5	\$44,215,600	30.5	\$34,804,250	92	\$79,019,850
15	Jennifer	Ames	46.5	\$55,154,955	16.5	\$23,729,750	63	\$78,884,705
16	Alexandre	Stoykov	22	\$10,519,100	162.5	\$68,252,388	184.5	\$78,771,488
17	Benyamin	Lalez	21.5	\$11,940,950	133	\$66,468,631	154.5	\$78,409,581
18	Ryan	Preuett	29.5	\$39,649,000	16.5	\$36,393,450	46	\$76,042,450
19	Karen	Biazar	83.5	\$46,971,158	60	\$28,710,300	143.5	\$75,681,458
20	Melanie	Giglio	64.5	\$43,816,930	62	\$31,389,325	126.5	\$75,206,254
21	Hayley	Westhoff	53.5	\$34,117,850	49.5	\$38,619,635	103	\$72,737,485
22	Timothy	Salm	29.5	\$60,704,595	10.5	\$8,693,750	40	\$69,398,345
23	Susan	Miner	11	\$33,557,500	9	\$35,741,500	20	\$69,299,000
24	Tommy	Choi	43	\$23,733,100	77.5	\$45,174,980	120.5	\$68,908,080
25	Julie	Busby	39	\$26,774,050	51	\$40,407,063	90	\$67,181,113
26	Jeanne	Martini	27	\$63,493,852	0	\$0	27	\$63,493,852
27	Joanne	Nemerovski	27	\$33,748,250	31	\$28,749,687	58	\$62,497,937
28	Katharine	Waddell	54	\$33,227,500	39	\$26,495,650	93	\$59,723,150
29	Emily	Phair	38.5	\$17,390,650	105.5	\$41,242,966	144	\$58,633,616
30	Keith	Brand	23	\$11,759,900	57	\$43,401,628	80	\$55,161,528
31	Michael	Rosenblum	46	\$38,938,047	18	\$15,778,000	64	\$54,716,047
32	Bari	Levine	52	\$27,349,874	37	\$26,745,050	89	\$54,094,924
33	Daniel	Close	38	\$18,276,200	54	\$35,319,579	92	\$53,595,779
34	Melissa	Siegal	59.5	\$38,817,250	26	\$13,725,300	85.5	\$52,542,550

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Daniel	Glick	35	\$25,881,500	36	\$26,642,450	71	\$52,523,950
36	Lauren	Mitrick Wood	31	\$19,043,750	54.5	\$31,500,188	85.5	\$50,543,938
37	Ivona	Kutermankiewicz	46	\$37,210,758	20	\$13,247,850	66	\$50,458,608
38	Amanda	McMillan	48.5	\$23,003,400	53	\$27,270,660	101.5	\$50,274,060
39	Sam	Shaffer	25.5	\$11,919,800	61	\$38,105,650	86.5	\$50,025,450
40	Konrad	Dabrowski	33.5	\$24,929,500	37.5	\$25,089,914	71	\$50,019,414
41	Rafay	Qamar	47	\$18,379,915	82	\$30,771,675	129	\$49,151,590
42	Darrell	Scott	19.5	\$12,596,800	64	\$35,409,700	83.5	\$48,006,500
43	Nicholaos	Voutsinas	23	\$13,644,300	59	\$34,137,232	82	\$47,781,532
44	Scott	Curcio	61.5	\$22,513,298	56	\$24,221,082	117.5	\$46,734,379
45	Danielle	Dowell	44	\$24,175,550	39.5	\$22,434,750	83.5	\$46,610,300
46	Eugene	Fu	25	\$23,312,600	51	\$22,290,965	76	\$45,603,565
47	Jill	Silverstein	18	\$10,732,250	48	\$34,772,240	66	\$45,504,490
48	Colin	Hebson	25.5	\$18,083,250	40	\$26,126,700	65.5	\$44,209,950
49	Melanie	Everett	22	\$8,071,630	81	\$35,852,375	103	\$43,924,005
50	Jason	O'Beirne	41	\$31,258,701	22	\$12,470,375	63	\$43,729,076

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TOP 250 STANDINGS

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


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Lance	Kirshner	40.5	\$19,540,809	39	\$23,465,650	79.5	\$43,006,459
52	Nadine	Ferrata	45	\$28,683,000	26	\$13,876,972	71	\$42,559,972
53	P Corwin	Robertson	25	\$42,281,169	0	\$0	25	\$42,281,169
54	Jennifer	Mills	43	\$28,414,925	18	\$13,566,152	61	\$41,981,077
55	Elias	Masud	15	\$6,528,999	67.5	\$35,442,136	82.5	\$41,971,135
56	James	D'Astice	20	\$10,590,350	59.5	\$31,270,057	79.5	\$41,860,407
57	Ashley	Donat	36	\$18,488,368	46.5	\$22,844,838	82.5	\$41,333,206
58	Barbara	O'Connor	36	\$21,744,595	36.5	\$18,854,145	72.5	\$40,598,740
59	Natasha	Motev	23	\$24,692,700	11.5	\$14,932,250	34.5	\$39,624,950
60	Lucas	Blahnik	20.5	\$10,706,750	34	\$28,235,650	54.5	\$38,942,400
61	Vincent	Anzalone	28.5	\$23,513,917	19.5	\$15,355,000	48	\$38,868,917
62	Dennis	Huyck	33	\$23,786,750	20.5	\$14,601,875	53.5	\$38,388,625
63	Pamela	Rueve	19	\$24,650,500	14	\$13,585,500	33	\$38,236,000
64	Nancy	Tassone	25.5	\$30,121,000	7	\$8,004,000	32.5	\$38,125,000
65	Kelly	Parker	21	\$12,037,050	45	\$25,956,150	66	\$37,993,200
66	Stefanie	Lavelle	39.5	\$20,459,900	14.5	\$17,458,700	54	\$37,918,600
67	Owen	Duffy	43	\$25,446,815	26	\$12,375,500	69	\$37,822,315
68	Robert	Sullivan	19.5	\$20,706,500	16	\$16,920,000	35.5	\$37,626,500
69	Robert	Picciariello	73	\$37,115,400	0	\$0	73	\$37,115,400
70	Richard	Kasper	34	\$23,637,300	28.5	\$13,196,837	62.5	\$36,834,137
71	Sarah	Ziehr	57	\$27,545,000	13	\$8,411,700	70	\$35,956,700
72	Cadey	O'Leary	16.5	\$24,649,000	11	\$11,283,500	27.5	\$35,932,500
73	Layching	Quek	6	\$2,882,500	50.5	\$32,993,650	56.5	\$35,876,150
74	Karen	Schwartz	34	\$16,244,000	37	\$19,626,999	71	\$35,870,999
75	Scott	Berg	72	\$32,538,831	4	\$3,242,000	76	\$35,780,831
76	Nick	Nastos	17	\$7,371,800	54.5	\$28,402,250	71.5	\$35,774,050
77	Michael	Maier	50	\$22,433,626	28	\$13,074,502	78	\$35,508,128
78	Alishja	Ballard	35	\$19,054,300	27.5	\$16,286,611	62.5	\$35,340,911
79	Elizabeth	Ballis	18	\$11,023,750	22	\$24,068,999	40	\$35,092,749
80	Ryan	McKane	75	\$29,885,400	10	\$4,924,000	85	\$34,809,400
81	Nicholas	Colagiovanni	33.5	\$29,507,150	5	\$4,985,000	38.5	\$34,492,150
82	Rizwan	Gilani	20.5	\$9,996,685	37.5	\$23,766,323	58	\$33,763,008
83	Rubina	Bokhari	19.5	\$13,403,750	21	\$20,213,000	40.5	\$33,616,750
84	Eudice	Fogel	19	\$12,965,625	22	\$20,330,500	41	\$33,296,125

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Sherrri	Hoke	16.5	\$20,382,158	12	\$12,698,000	28.5	\$33,080,158
86	Phillip	Skowron	22.5	\$23,843,002	8	\$9,006,000	30.5	\$32,849,002
87	R. Matt	Leutheuser	16	\$30,715,700	3	\$1,841,500	19	\$32,557,200
88	Juliana	Yeager	25	\$14,592,199	25	\$17,936,543	50	\$32,528,742
89	D	Waveland Kendt	32.5	\$19,555,784	19	\$12,922,500	51.5	\$32,478,284
90	Lisa	Sanders	49.5	\$23,516,200	15.5	\$8,580,250	65	\$32,096,450
91	Michael	Shenfeld	28.5	\$19,298,000	20	\$12,784,900	48.5	\$32,082,900
92	Ryan	Gossett	27.5	\$13,811,623	33.5	\$18,125,025	61	\$31,936,648
93	Katherine	Malkin	11	\$22,055,000	6	\$9,788,500	17	\$31,843,500
94	Matthew	Liss	26	\$16,677,500	19	\$15,116,500	45	\$31,794,000
95	Nicholas	Apostal	26	\$18,355,950	14	\$13,359,000	40	\$31,714,950
96	Steve	Dombar	0	\$0	46	\$31,689,400	46	\$31,689,400
97	Michael	Hall	32	\$19,813,350	17	\$11,817,065	49	\$31,630,415
98	Mark	Icuss	18.5	\$17,863,472	10.5	\$13,548,000	29	\$31,411,472
99	Elizabeth	Lothamer	27.5	\$13,523,100	36.5	\$17,713,159	64	\$31,236,259
100	Brooke	Vanderbok	42	\$26,386,450	9	\$4,799,750	51	\$31,186,200

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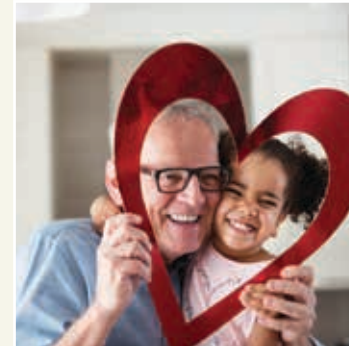
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Joseph	Kotoch	16.5	\$7,588,500	47	\$23,162,200	63.5	\$30,750,700
102	Stephanie	Cutter	34	\$16,946,565	18	\$13,522,150	52	\$30,468,715
103	Cory	Tanzer	41.5	\$15,166,748	35	\$15,214,899	76.5	\$30,381,647
104	Sara	McCarthy	26.5	\$12,497,600	27.5	\$17,872,925	54	\$30,370,525
105	Laura	Meier	32.5	\$14,846,050	31.5	\$15,296,865	64	\$30,142,915
106	Suzanne	Gignilliat	13	\$20,897,250	6	\$9,214,000	19	\$30,111,250
107	Leslie	Glazier	27	\$16,158,000	19.5	\$13,914,950	46.5	\$30,072,950
108	Christopher	Engelmann	9	\$3,721,900	52	\$26,209,100	61	\$29,931,000
109	Bruce	Glazer	26	\$15,346,000	21	\$14,519,750	47	\$29,865,750
110	Brian	Moon	20	\$10,754,700	33	\$18,942,650	53	\$29,697,350
111	Danny	Lewis	24.5	\$12,201,750	26	\$17,409,500	50.5	\$29,611,250
112	John	O'Neill	17.5	\$19,053,687	11	\$10,304,000	28.5	\$29,357,687
113	Ian	Schwartz	27	\$17,394,250	15.5	\$11,825,350	42.5	\$29,219,600
114	Patrick	Shino	8	\$2,912,500	64	\$26,293,228	72	\$29,205,728
115	Linda	Levin	19	\$14,198,000	18	\$14,836,562	37	\$29,034,562
116	Cynthia	Sodolski	24.5	\$14,772,900	23	\$14,156,400	47.5	\$28,929,300
117	Nancy	McAdam	19.5	\$16,826,825	11	\$11,790,500	30.5	\$28,617,325
118	Melanie	Carlson	21.5	\$13,513,650	18	\$14,888,717	39.5	\$28,402,367
119	Santiago	Valdez	42	\$15,352,312	34.5	\$12,924,607	76.5	\$28,276,919
120	Greg	Nagel	27	\$15,851,250	14	\$11,898,000	41	\$27,749,250
121	Kevin	Wood	7.5	\$20,732,257	3	\$6,926,659	10.5	\$27,658,916
122	Barbara	Proctor	19	\$21,645,000	4	\$5,898,933	23	\$27,543,933
123	Christine	Lutz	20.5	\$22,459,048	5	\$4,960,856	25.5	\$27,419,903
124	Lisa	Blume	17	\$7,858,750	35	\$19,056,372	52	\$26,915,122
125	Sari	Levy	17.5	\$9,494,925	26.5	\$17,325,082	44	\$26,820,007
126	Anthony	Torres	10	\$3,918,900	46	\$22,832,180	56	\$26,751,080
127	Stacey	Dombar	53	\$23,667,888	5	\$3,051,400	58	\$26,719,288
128	Joshua	Lipton	21.5	\$16,956,250	11	\$9,707,663	32.5	\$26,663,913
129	Grace	Sergio	35.5	\$23,324,200	1	\$3,180,000	36.5	\$26,504,200
130	Margaret	Baczkowski	26.5	\$20,288,202	9	\$6,131,000	35.5	\$26,419,202
131	Staci	Slattery	43	\$25,376,308	1	\$1,011,750	44	\$26,388,058
132	Stephanie	LoVerde	31	\$13,586,850	22.5	\$12,798,400	53.5	\$26,385,250
133	Benjamin	Lissner	12.5	\$5,812,000	37.5	\$20,308,150	50	\$26,120,150
134	Dawn	McKenna	15.5	\$17,611,775	12.5	\$8,272,250	28	\$25,884,025

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Ken	Jungwirth	27	\$14,704,400	11	\$11,092,700	38	\$25,797,100
136	Susan	O'Connor	7.5	\$7,245,000	15	\$18,070,500	22.5	\$25,315,500
137	Todd	Szwajkowski	30	\$14,185,075	25	\$11,122,000	55	\$25,307,075
138	Gail	Spreen	43.5	\$19,396,500	11	\$5,845,000	54.5	\$25,241,500
139	Hadley	Rue	29.5	\$18,693,850	9	\$6,479,344	38.5	\$25,173,194
140	Sharon	Gillman	10.5	\$9,242,000	17	\$15,894,000	27.5	\$25,136,000
141	Shay	Hata	25.5	\$12,940,625	19	\$12,112,400	44.5	\$25,053,025
142	Samantha	Porter	20	\$18,735,500	3	\$6,260,000	23	\$24,995,500
143	Amy	Duong	17	\$7,395,900	24	\$17,588,944	41	\$24,984,844
144	Nick	Rendleman	30	\$8,467,270	53.5	\$16,493,102	83.5	\$24,960,372
145	Lawrence	Dunning	23	\$15,102,650	16	\$9,786,750	39	\$24,889,400
146	Camille	Canales	10.5	\$6,115,937	35.5	\$18,761,500	46	\$24,877,437
147	Julie	Harron	7.5	\$13,456,000	9	\$11,380,000	16.5	\$24,836,000
148	Karen	Randich Stone	10	\$24,655,640	0	\$0	10	\$24,655,640
149	Dominic	Irpino	38	\$13,625,200	26	\$10,883,500	64	\$24,508,700
150	Pasquale	Recchia	19.5	\$9,153,400	23	\$15,303,500	42.5	\$24,456,900

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TOP 250 STANDINGS

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

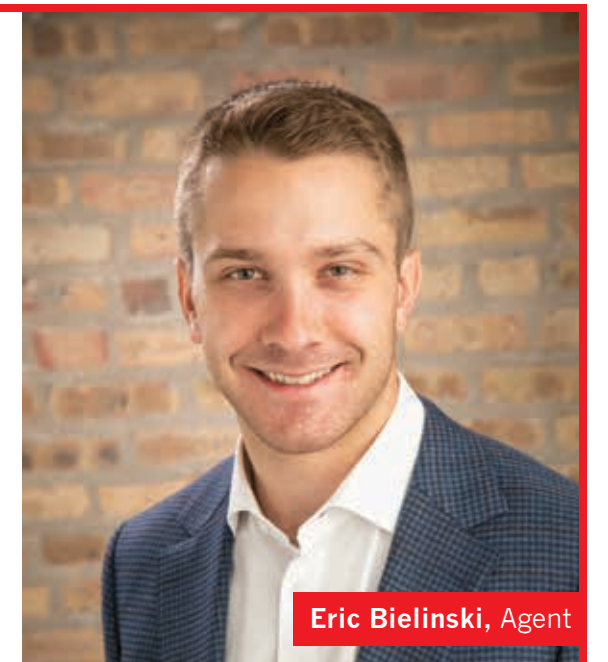
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Susan	Kanter	30.5	\$16,292,750	18	\$8,114,000	48.5	\$24,406,750
152	Mehdi	Mova	15	\$9,203,400	26	\$15,141,100	41	\$24,344,500
153	Brittany	Strale	4	\$1,888,900	42	\$22,313,650	46	\$24,202,550
154	Anne	Rossley	21	\$19,465,816	8	\$4,583,000	29	\$24,048,816
155	Brady	Miller	26	\$7,504,529	46	\$16,517,000	72	\$24,021,529
156	Rachel	Krueger	15	\$14,574,000	8	\$9,247,400	23	\$23,821,400
157	Erin	Mandel	17.5	\$15,142,444	14.5	\$8,649,865	32	\$23,792,309
158	Cindy	Weinreb	13	\$6,997,000	28	\$16,776,850	41	\$23,773,850
159	Armando	Chacon	24.5	\$15,976,660	7	\$7,720,000	31.5	\$23,696,660
160	Qiankun	Chen	31	\$9,880,650	36.5	\$13,611,100	67.5	\$23,491,750
161	Patrick	Teets	22.5	\$14,937,500	10	\$8,450,000	32.5	\$23,387,500
162	Lisa	Kalous	21	\$11,850,750	16.5	\$11,399,500	37.5	\$23,250,250
163	Edward	Jelinek	20.5	\$10,063,500	19	\$13,124,750	39.5	\$23,188,250
164	Joseph	Chiappetta	19	\$8,343,710	29	\$14,798,367	48	\$23,142,077
165	Kathryn	Schrage	48	\$21,030,450	3	\$2,004,900	51	\$23,035,350
166	Steve	Genyk	17	\$13,536,000	10	\$9,494,500	27	\$23,030,500
167	Tony	Mattar	18.5	\$6,915,750	42.5	\$16,095,800	61	\$23,011,550
168	Robert	Yoshimura	25	\$10,295,800	22	\$12,594,400	47	\$22,890,200
169	Steven	Zaleski	15	\$12,274,500	10	\$10,462,000	25	\$22,736,500
170	Brooke	Daitchman	21	\$10,485,750	24.5	\$12,172,200	45.5	\$22,657,950
171	Whitney	Wang	9	\$4,370,500	35	\$18,255,000	44	\$22,625,500
172	Sarah	Maxwell	18	\$10,827,713	17	\$11,658,300	35	\$22,486,013
173	Stephanie	Maloney	14	\$11,012,500	8	\$11,442,500	22	\$22,455,000
174	Jeffrey	Proctor	18	\$13,852,220	7	\$8,588,500	25	\$22,440,720
175	Eric	Hublar	12	\$5,694,375	33	\$16,642,000	45	\$22,336,375
176	Chris	McComas	25	\$11,322,499	19	\$10,956,629	44	\$22,279,128
177	Kathryn	Barry	17	\$8,122,250	27.5	\$14,090,800	44.5	\$22,213,050
178	James	Streff	22.5	\$9,792,500	24	\$12,275,500	46.5	\$22,068,000
179	Kathleen	Malone	12.5	\$8,640,000	16	\$13,369,550	28.5	\$22,009,550
180	Elizabeth	Brooks	25	\$21,940,062	0	\$0	25	\$21,940,062
181	Ashley	Bell	16	\$12,826,400	10	\$9,090,000	26	\$21,916,400
182	Marlene	Rubenstein	19	\$10,603,500	20.5	\$11,274,400	39.5	\$21,877,900
183	Zachary	Redden	12.5	\$4,899,250	29	\$16,873,385	41.5	\$21,772,635
184	Heyday	Homes	18	\$8,083,000	23	\$13,679,000	41	\$21,762,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Alex	Wolking	20.5	\$8,080,050	27	\$13,544,300	47.5	\$21,624,350
186	Matthew	Engle	26.5	\$12,186,834	24	\$9,382,050	50.5	\$21,568,884
187	Michael	McGuinness	8	\$2,520,900	34	\$19,016,775	42	\$21,537,675
188	Sam	Jenkins	12	\$12,802,675	7	\$8,732,000	19	\$21,534,675
189	Phil	Byers	27	\$13,752,420	12	\$7,687,000	39	\$21,439,420
190	Laura	Topp	28	\$12,748,500	17.5	\$8,681,000	45.5	\$21,429,500
191	Lisa	Long-Brown	24	\$21,007,600	1	\$367,000	25	\$21,374,600
192	Frank	Maguire	25	\$9,949,550	15	\$11,375,000	40	\$21,324,550
193	Lisa	Huber	15.5	\$8,127,400	23	\$13,110,190	38.5	\$21,237,590
194	Lindsey	Richardson	32	\$11,707,800	16	\$9,242,500	48	\$20,950,300
195	Michael	Saladino	31.5	\$12,790,600	23.5	\$8,052,550	55	\$20,843,150
196	Tara	Leinenweber	43.5	\$18,325,777	3	\$2,452,000	46.5	\$20,777,777
197	Daniel	Fowler	17	\$8,702,500	25	\$12,009,600	42	\$20,712,100
198	Jennifer	Johnson	18.5	\$9,694,500	21.5	\$10,970,900	40	\$20,665,400
199	Gregory	Desmond	20.5	\$13,208,125	10	\$7,428,100	30.5	\$20,636,225
200	Alice	Berger	16	\$11,959,750	13	\$8,648,500	29	\$20,608,250

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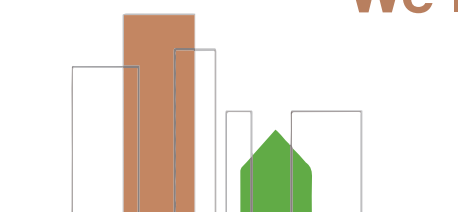
TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Brian	Pistorius	17.5	\$10,907,500	15	\$9,678,500	32.5	\$20,586,000
202	Greg	Whelan	0	\$0	32	\$20,489,000	32	\$20,489,000
203	Bradley	Brondyke	8.5	\$20,429,500	0	\$0	8.5	\$20,429,500
204	Frank	Montro	74.5	\$15,787,924	25	\$4,619,575	99.5	\$20,407,500
205	Xiaojing	Frost	8.5	\$3,504,000	27	\$16,894,831	35.5	\$20,398,831
206	Connie	Engel	27.5	\$11,870,000	15	\$8,509,400	42.5	\$20,379,400
207	Chris	Bauer	13.5	\$7,286,250	21	\$13,080,000	34.5	\$20,366,250
208	Tim	Lorimer	20.5	\$10,850,250	13.5	\$9,508,000	34	\$20,358,250
209	Elizabeth	Caya	8	\$2,967,000	33	\$17,268,400	41	\$20,235,400
210	Kimber	Galvin	7.5	\$3,779,550	31	\$16,394,280	38.5	\$20,173,830
211	Marzena	Frausto	0	\$0	37	\$20,143,075	37	\$20,143,075
212	Kyle	Jamicich	20	\$10,732,000	11	\$9,195,500	31	\$19,927,500
213	James	Buczynski	19.5	\$11,117,450	14.5	\$8,744,400	34	\$19,861,850
214	Reve'	Kendall	40.5	\$18,413,000	2	\$1,425,000	42.5	\$19,838,000
215	Stefanie	D'Agostino	50	\$16,860,107	5	\$2,968,000	55	\$19,828,107
216	Nicole	Flores	24	\$12,325,000	13	\$7,469,000	37	\$19,794,000
217	Mark	Buckner	8.5	\$3,828,500	30	\$15,754,800	38.5	\$19,583,300
218	Helaine	Cohen	2.5	\$2,056,250	24.5	\$17,457,171	27	\$19,513,421
219	Kelly	Angelopoulos	22	\$13,582,478	10	\$5,882,500	32	\$19,464,978
220	Joel	Holland	41	\$17,051,900	5	\$2,405,400	46	\$19,457,300
221	Deborah	Hess	16.5	\$8,318,200	28.5	\$11,083,500	45	\$19,401,700
222	Jeremiah	Fisher	9	\$4,054,500	25	\$15,212,500	34	\$19,267,000
223	Nick	Libert	25.5	\$8,070,450	25	\$11,043,470	50.5	\$19,113,920
224	Kate	Gaffey	8.5	\$5,023,000	27	\$14,042,045	35.5	\$19,065,045
225	Heather	Hillebrand	11.5	\$6,270,750	18.5	\$12,735,600	30	\$19,006,350
226	Peter	Moore	18	\$7,657,450	23	\$11,195,200	41	\$18,852,650
227	Samuel	Kahn	9	\$9,285,500	11	\$9,563,500	20	\$18,849,000
228	Douglas	Smith	4.5	\$6,226,250	10	\$12,611,250	14.5	\$18,837,500
229	Robin	Phelps	18	\$9,007,500	11	\$9,806,500	29	\$18,814,000
230	Mia	Wilkinson	16	\$6,889,000	8	\$11,911,424	24	\$18,800,424
231	Laura	Rahilly	16	\$8,204,300	17	\$10,591,014	33	\$18,795,314
232	Steve	Otwell	6	\$2,717,900	26	\$16,048,500	32	\$18,766,400
233	Jacob	Tasharski	14	\$6,595,900	21	\$12,101,316	35	\$18,697,216
234	Vincent	Lance	23	\$11,176,760	16.5	\$7,464,400	39.5	\$18,641,160


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Marc	Zale	5.5	\$4,400,250	24	\$14,169,899	29.5	\$18,570,149
236	Lindsay	Everest	12	\$11,172,950	6.5	\$7,323,750	18.5	\$18,496,700
237	Lisa	Petrik	11	\$3,812,000	38	\$14,640,550	49	\$18,452,550
238	Cara	Buffa	20	\$11,175,999	9	\$7,274,000	29	\$18,449,999
239	Christina	McNamee	22	\$10,522,750	13	\$7,926,000	35	\$18,448,750
240	Janelle	Dennis	27.5	\$11,980,772	15.5	\$6,466,299	43	\$18,447,072
241	Steven	Powers	27.5	\$12,194,099	8	\$6,239,000	35.5	\$18,433,099
242	Hasani	Steele	25	\$11,875,388	11	\$6,543,149	36	\$18,418,537
243	Mark	Zipperer	23.5	\$7,740,178	33	\$10,636,750	56.5	\$18,376,928
244	Paul	Mancini	24	\$11,519,300	13	\$6,831,550	37	\$18,350,850
245	Michael	Hulett	19	\$10,766,756	9	\$7,363,000	28	\$18,129,756
246	Thomas	Campone	19	\$8,966,500	19	\$9,143,500	38	\$18,110,000
247	Daniel	Csuk	11	\$4,080,800	29	\$13,941,000	40	\$18,021,800
248	Joe	Zimmerman	13.5	\$5,440,906	20.5	\$12,572,500	34	\$18,013,406
249	Adele	Lang	11.5	\$4,665,400	33	\$13,273,400	44.5	\$17,938,800
250	Carol	Collins	18	\$10,822,250	11	\$7,083,000	29	\$17,905,250

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