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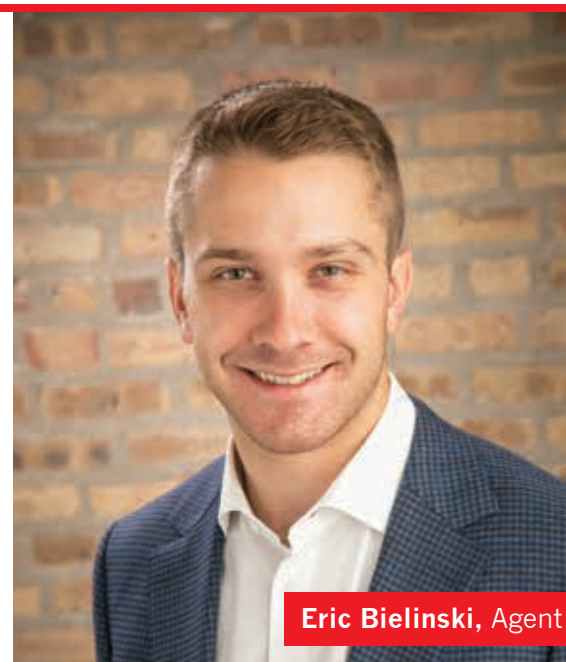
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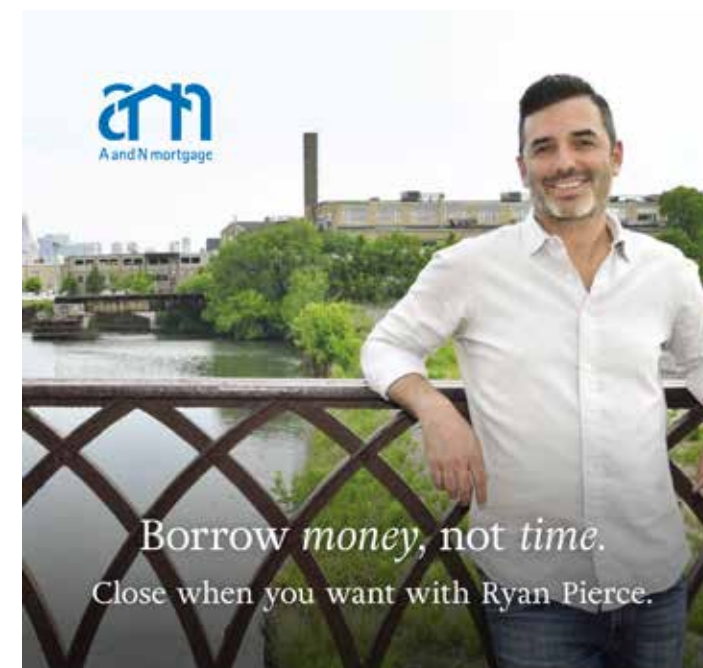
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For the first time in over two years, I feel like we are finally hitting our stride as an organization. Events are happening consistently and based on my experience, the comfort levels of people and their willingness to interact in person are back to normal. As a result, we are adding more value to our REALTOR® community and our Preferred Partner network.

I was having a conversation with an individual from our community last month who explained to me that the value *Real Producers* provides is evident, but it is extremely immeasurable. We had a good laugh, because I jokingly replied, "Yeah, we are kind of like the wind. You can feel the effects of the wind, but you can't actually see the wind." I'm sure we can all agree that you definitely want the wind at your back when you are running a race.

I'm grateful that people are noticing the intangible benefits of our platform. There are also some concrete advantages, such as the photos from our spring event at Utopian Tailgate. You can find them on page 72 if you'd like to check them out. We cannot wait to see everyone again at our fall event. Be on the lookout for details soon.



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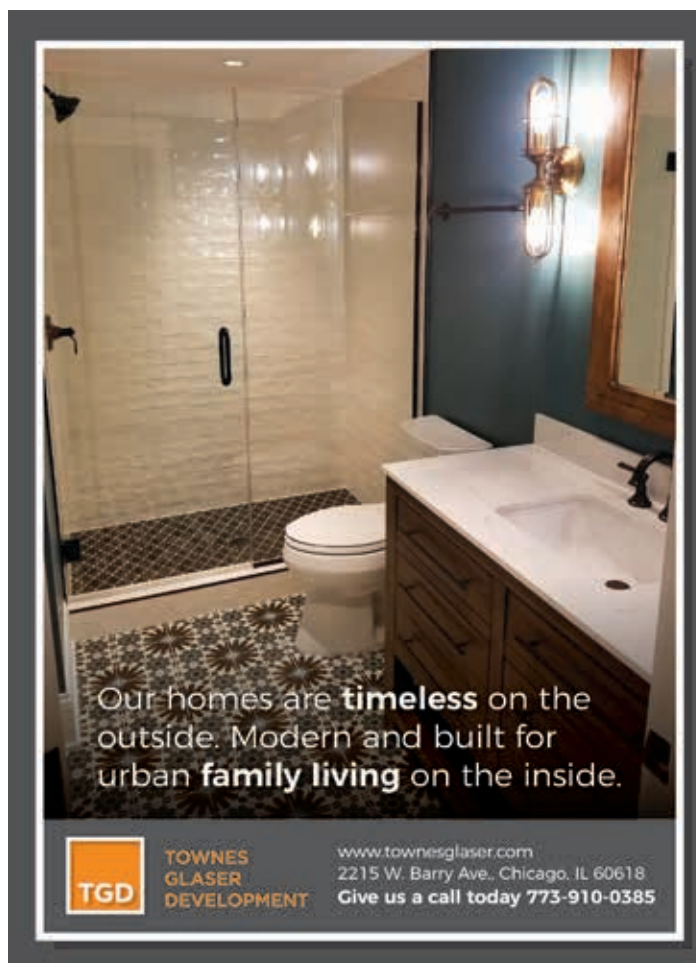
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Where to Find

GREAT COFFEE

in the Near West Side of Chicago



Chicago's Near West Side has an abundance of amazing coffees to try! Here are four of my favorites:

1. Star Lounge

— 2521 West Chicago Ave., Humboldt Park

I've been drinking coffee at Star Lounge for a long time now, and here's one of the reasons why: they sell Dark Matter coffee, which is some of the best coffee I've ever had. (The Alinea restaurant agrees. They serve it too.) Did you know that Dark Matter coffee is roasted right by the intersection of Western and Chicago Avenues?

Star Lounge always has a wide selection of coffee available, and I've generally liked all of them. They make terrific, iced coffee; have multiple nitro coffees available (nitrogenated coffee is amazing, the texture is so smooth and velvety); and their espresso drinks are fantastic. There's a bonus for non-coffee drinkers: They do great tea, too. They brew loose-leaf teas and, once again, the iced versions are pretty awesome. The décor is eclectic, and they have local artists' work hanging on the

walls (and available to purchase). It's a great place to do some work or have a meeting as it's a unique space with a lot of history.

2. The Wormhole

— 1462 North Milwaukee Ave., Wicker Park

I would venture to guess that the vast majority of people in the neighborhood did not know this place by name until it moved to its new digs a few years ago. However, if you say, "The one with the Delorean" they know exactly what you are talking about. The Delorean in the window and the fun and quirky '80s decor are responsible for the Wormhole's iconic reputation.

The Wormhole was started by former IT pros who built a computer server company in Iowa, and when they sold it, they did quite well. The Wormhole was their (other) passion project, and the local coffee scene is all the better for it. They serve Halfwit, a locally roasted coffee, and they specialize in daily brews and pour-overs. (For the uninitiated, a pour-over is when hot water is slowly poured or swirled into a filter-lined funnel filled with the grounds, and the coffee comes out the bottom, and into the cup, very slowly. This method really brings out the subtleties in the flavors.) They also make some unique espresso drink creations that you won't find anywhere else.

3. Caffe Streets

— 1750 West Division St., Wicker Park

Caffe Streets is notable because they take great care in making excellent coffee drinks. They utilize multiple brewing methods and produce, in my opinion, what might be the best drip coffee you will find in Chicago. I once had a non-blended Kenyan roast (yes, serious coffee drinkers are starting to sound like Scotch drinkers) prepared by pour-over there: it was the moment I realized how great a pour-over can be. Caffe Streets also offers a fairly straightforward lineup of espresso drinks that, in my experience, are all very well made. The ambiance is hip and they have a nice outdoor area, too.

4. Ipsento Coffee

— 1813 North Milwaukee Ave., Bucktown

It's apparent that a lot of the people working at Ipsento are really into coffee. I had one of the most interesting pour-overs ever there: it tasted a little bit like A.I. steak sauce — I don't often describe coffee like that. Their signature drink, though, is the Ipsento, which is an espresso drink made with milk

(or soy milk), coconut milk, honey, and cayenne. It is sweeter than what I normally go for, but the cayenne helps keep it from being cloying. I would think that most people who are into sweeter coffee drinks would love this unique preparation. They roast their own coffee, too.

Ipsento Coffee's new, roomier location, right by the 606, remedied the lack of space in their original spot. The vibe is a modern industrial take on a traditional Chicago storefront: classic tin-ceiling tiles and exposed brick mixed in with exposed pipes and electrical conduit. The tables have plenty of space between them, so it is a good spot for a conversation.

This is just a small sample of the many fabulous coffee places and micro-roasters located in the Near West Side neighborhood of Chicago. There are dozens of options, and any coffee lover who explores the area can be assured to find something amazing.

About the Author:

Mark Dollard has built a reputation as a responsive and dedicated broker who uses his market expertise and extensive background in finance to identify and close on prime opportunities for his clients. As a multi-year top-producing agent, he brings an unparalleled level of experience, skills, and customer service to real estate transactions. Constantly looking at the long-term benefits, Mark educates his clients with their future in mind and remains a trusted advisor long after any single transaction has closed.

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Hitting the Curve

Jonathan Dickinson's life and career as a financial advisor and associate managing director with Northwestern Mutual Schaumburg is a testament to hard work, grit, and an unwavering commitment to serving others and always progressing. That commitment has recently led him to partnering with David Park to form Vista Wealth Management Group with Northwestern Mutual Schaumburg.

"We wanted to grow something bigger than ourselves — a multigenerational practice that can serve our clients up to and through retirement, and one that will last longer than ourselves and ensure our team members can continue with the business," Jonathan explains.

Vista Wealth Management is the latest iteration of Jonathan's mission: to create a positive impact on the lives of others and to never stop striving to help people. These values can be traced back to his upbringing in Carthage, IL, where, from the age of 10, he grew up on his family's farm — the second-oldest, continuously family-owned farm in the state, dating back to 1837.

"My parents raised me to be a good person and to be a well-rounded person. I think that's why they pushed to move us to the farm after my grandparents passed away. Growing up in a small town of 2,700 people, bailing hay, feeding cows, and mowing fields while going to school and playing sports, you have to be involved in everything," Jonathan says.

A three-sport athlete, Jonathan played basketball, football, and baseball, and was also involved in drama, band, and the student council. His father owned an engineering firm and always made time for Jonathan. "He never missed a game or practice, and he even coached me. He had full autonomy with his business, and I was drawn to that kind of lifestyle," explains Jonathan. ...



Jonathan with his team: David Park (partner), Cameron Mager, James Irwin, Deborah Tazelaar, Jiyun Chan, Ryan Jinkins, Joseph Vizek, Nick Lakhani, Lynn Christensen, and Daniel Barrett.

Photo credit: Ayanna Steele



Inspired by his father's business acumen, Jonathan attended Illinois State University in Normal, Illinois, to study business and earn a degree in marketing. Just like in high school, he involved himself in everything, trying to make the biggest impact that he could.

"I was in a fraternity, involved in student government, and worked full-time to help pay for some school expenses. I worked at a breakfast restaurant, cleaned dishes, and worked at a multiple-service type restaurant, where I learned how to work with people, serve customers, and got my first taste of sales," he says.

Jonathan even met his wife Kathleen (Kiki) while serving tables. She didn't have the money to leave a tip, so she left her number instead. Although he was afraid to call her, they later met again at a party and started dating in 2005.



After graduating in 2007, Jonathan interviewed with several financial institutions — banks, investment companies, etc. — and decided to join Northwestern Mutual. Just eight days after graduating, he went straight into training. When Kiki graduated a year later, they decided to move to the Chicago area, where her family is from.

Landing in Chicago at 22 years old, with no experience, no network, and no knowledge of the market, Jonathan had a less-than-5-percent chance of making it as a financial advisor, and that's without taking into account the disastrous economic climate that began in 2008. He started his financial practice nonetheless, became a student of the business, and refused to give up.

Although he admittedly made many mistakes along the way, he exhibited grit and positive energy and kept building. When he came up for air about five years later, he had 300 clients, residuals, and a steady flow of referrals based on his current clients — all without ever passing out flyers, participating in heavy marketing, or making a single cold call.

Out of the many people Jonathan serves, he says he loves working with real estate professionals the most. "I love working with people in the real estate business. They are wired like I am: they are hunters, they have big vision, they have big 'whys,' and they want to help people. But the sad reality is they often need help in the financial planning/management space. Rarely do they have 401(k)s, additional insurance, or have any clue on how to manage their wealth with taxes. It's hard to manage cash flow and do all those things. They work for themselves, and they need someone like me to help them on the money front."

Jonathan's goal is to help his clients make smart and proactive financial decisions. He advises them to plan their finances to meet their aims and keep provisions for unexpected curve balls that life might throw at them. Jonathan knows all about curve balls. ●●●

“ I LOVE WORKING WITH PEOPLE IN THE REAL ESTATE BUSINESS. THEY ARE WIRED LIKE I AM: THEY ARE HUNTERS, THEY HAVE BIG VISION, THEY HAVE BIG ‘WHYS,’ AND THEY WANT TO HELP PEOPLE. ”



Jonathan and his wife, Kiki, with their three children, Maggie, Tommy, and Charlotte.



After he and Kiki married in 2012 and had their first daughter, Maggie, in 2015, Kiki was diagnosed with breast cancer at the age of 30. “It was a curveball we didn’t expect,” he says. “She underwent aggressive chemotherapy and surgery and will hit five years in remission this June. However, her oncologist told her at the time that she would most likely not be able to have more children, due to the chemotherapy.”

Still wanting to grow their family, Jonathan and Kiki explored alternate options like donors, surrogates, and adoption. As they were about to settle on a surrogate, Kiki became pregnant with their second child, Tommy. Tommy came along in 2018. Then in 2020, during the height of the pandemic, they had their third child, Charlotte.

“We are super blessed that we were able to have two more, young healthy children,” Jonathan says. “Having gone through everything we have, [it] puts life into perspective. All the little things that might go wrong in a day don’t really matter. I consider myself very lucky.”

Jonathan works hard so that he can give his family an abundant life. When he is not working, he loves being outdoors, traveling with his family and friends, and going into the city to eat good food and attend sporting events. He also enjoys golfing — on most Fridays, you can find him at his home course, the Park Ridge Country Club.

In addition to running Vista Wealth Management, Jonathan is the associate managing director of the Northwestern Mutual Schaumburg office, where he coaches, trains, and recruits new financial advisors so they can go on and have a positive impact on their clients too.



To reach Jonathan and Vista Wealth Management with Northwestern Mutual, visit www.vistawealthmanagementgroup.com or call 847-969-2585.

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CAROLINE CHAMBERS

Acting with Great Intention and Clarity of Vision

Be patient, choose your friends wisely, and pay attention to how people treat those they don't like or know — these are just a few of the lessons Caroline Chambers has learned throughout her life that have contributed to her success as a top-producing real estate agent in Chicago.

A big believer in the law of averages, the power of intention, and the effectiveness of taking action, Caroline sets her energy and intention every morning through meditation, writing her gratitude lists, inspirational reading, and filling her heart with her life purpose: service.

Even before Caroline set her intention on real estate, she committed herself to serving in the not-for-profit industry,

working for people with disabilities. She was the director of volunteers and in-house events for Misericordia Home and was a membership director at Midtown Athletic Club.

Caroline's interest in real estate grew through investing in property. As she and her husband, Jack, began acquiring investment and rental properties, they undertook many renovation projects, which sparked her fascination with both the construction process and design.

"I liked restoring old homes and preserving the gorgeous architecture of a greystone or a brownstone. I always wanted to have my own business, and I was at a stage in my life where I needed a new challenge and wanted to apply what I had learned. I began finding homes for friends as a hobby, and it turned into my passion," she says.

Caroline's friends have had a major impact on her life. Intentionality, for Caroline, includes the friends she chooses to surround herself with — it's part of her being intentional about setting the right environment for success, and controlling her influences.

Caroline's first major influences in life were her grandparents. While she grew up in the western suburbs

of Chicago, Caroline spent her summers on her grandparents' farm in Ottawa, IL. "They showered me with love and attention and were my biggest cheerleaders," she explains. "My great-grandfather, Andrew, came on a boat from Norway with only a trunk (which I have in my living room) in 1875. I hope he would be proud of the life I have created."

Caroline also emphasizes the importance of having mentors, especially in real estate. The mentors she has looked up to and gleaned from have helped her define the kind of life she wants. Creating vision boards has further helped bring her goals into focus, allowing her to set clear intentions, not just to keep her motivated, and to put the right energy out into the world.

“ I AM A FIRM BELIEVER THAT YOU CAN CHOOSE YOUR REACTION TO A SITUATION, AND AN ATTITUDE OF GRATITUDE IS THE BEST MINDSET. ”

"Be clear on what you want, and the universe will respond," she says. "I have been blessed with a few great mentors in my life who have helped me define the life I want and shown me how to achieve it. Treasure those people in your life. If someone is invested in your success, that is rare, and it is true gold."

Much of Caroline's approach to life has been shaped by challenging times. Perhaps the most difficult period in her life was when her husband needed a kidney transplant. While she had to come to terms with many potentially devastating scenarios, she learned to never take a single moment in life for granted. ...



...

"I am a firm believer that you can choose your reaction to a situation, and an attitude of gratitude is the best mindset," she says. "And I truly feel blessed every day I get to work in real estate. I have an opportunity to help others and be an example in the business world. I have fallen in love with the process of real estate, so every day is exciting and something new."

Helping her clients find their dream home is one of the most rewarding parts of Caroline's job. But when it comes down to it, she also loves the autonomy that being a REALTOR®

gives her in her own life. "I believe real estate is about lifestyle and how you want to live your life," she says. "I want to grow my business each year and tweak it to my stages of life."

Caroline and Jack center their lives around their two children: Isabella and Andrew. Isabella is going to college in a couple of years, so they are currently treasuring every moment they can spend with her. Andrew is in middle school, and they love to watch his sports games. "It is just fun being parents to both of them," she says.



In her spare time, Caroline enjoys playing tennis and platform tennis. Mentoring other women is one of her passions as well. "I want to help other women have success," she says. "The pandemic was particularly hard on women, and many left the workforce."

Caroline's advice for others looking to create their own real estate business is to take the plunge and go for it. "Start small and build value for your clients and your business will grow. Going the extra mile for each client will always be worth it. You cannot automate thoughtfulness. A birthday card, some chicken soup sent when a client is ill, and remembering anniversaries are all important when you are building a relationship business."

The universe has responded to Caroline's clarity of vision: She is well on her way to achieving her goals. With her determination, drive, and passion for helping others, there is no doubt that Caroline will continue to be successful in everything she does.



Caroline with her family in St. Germain, WI, where they like to vacation.

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JOHN GRAFFT

MAKING SALES AND MAKING A DIFFERENCE

John Grafft was a born salesman. As a kid, he was kicked off the bus for selling candy; he sold pogs on the playground, coffee cake, and ramen for a 400 percent profit in military school, eBooks in high school, wholesale products in college, and he even spent the summer between high school and college going to county fairs to generate leads, which he then sold to a Fortune 500 company. So by the time he started selling houses and condos, he was a pro.

John grew up in the northwest suburbs and attended St. John's Northwestern Military Academy for a short but impressionable time. He looked up to both his parents, who were tremendous role models for him.

"My father was a passionate businessperson who took every opportunity to make sure that the parties on both sides of any given transaction walked away happy," claims John. "And my mother was a Polish cleaning lady with a GED who didn't speak Polish. I owe a lot to them and am grateful for everything they taught me."

While attending DePaul University, John got his real estate license and immediately put it to good use, founding a company called Renters Refuge that helped students find apartments. Through the business, John learned the ins and outs of the industry. He also learned that in order to get everything you want, you need to give up something. So to cover the costs of running the business, he moved in with his sister in Evanston for a year and a half. Fortunately, his sacrifices, and his sister's generosity, paid off: Two years later he sold the company to Prudential Rubloff Properties.

After selling his company, John struggled to escape the rental business and move into the sales side of things. He had a difficult time reaching his target demographic but still felt a strong draw to the industry. So he kept working at it.

John is now an award-winning REALTOR® with Compass, and he is grateful to be able to make a living helping others. According to John, being of service to others is the most rewarding part of life.

"Roughly 50 percent of the people I work with came to me because they worked with someone else who steered them down the wrong path and into a potentially catastrophic, and avoidable, situation," explains John. "Risk can't be eliminated entirely, but it can certainly be mitigated. So it's my role to know what to look for and be present enough to see it in order to best serve my clients."

Most recently, John has taken on an initiative in which he's interviewing local business leaders, entrepreneurs, and other people in the community to learn their stories and help promote whatever it is they're doing. The effort has helped John connect with the city on multiple levels while creating new connections.

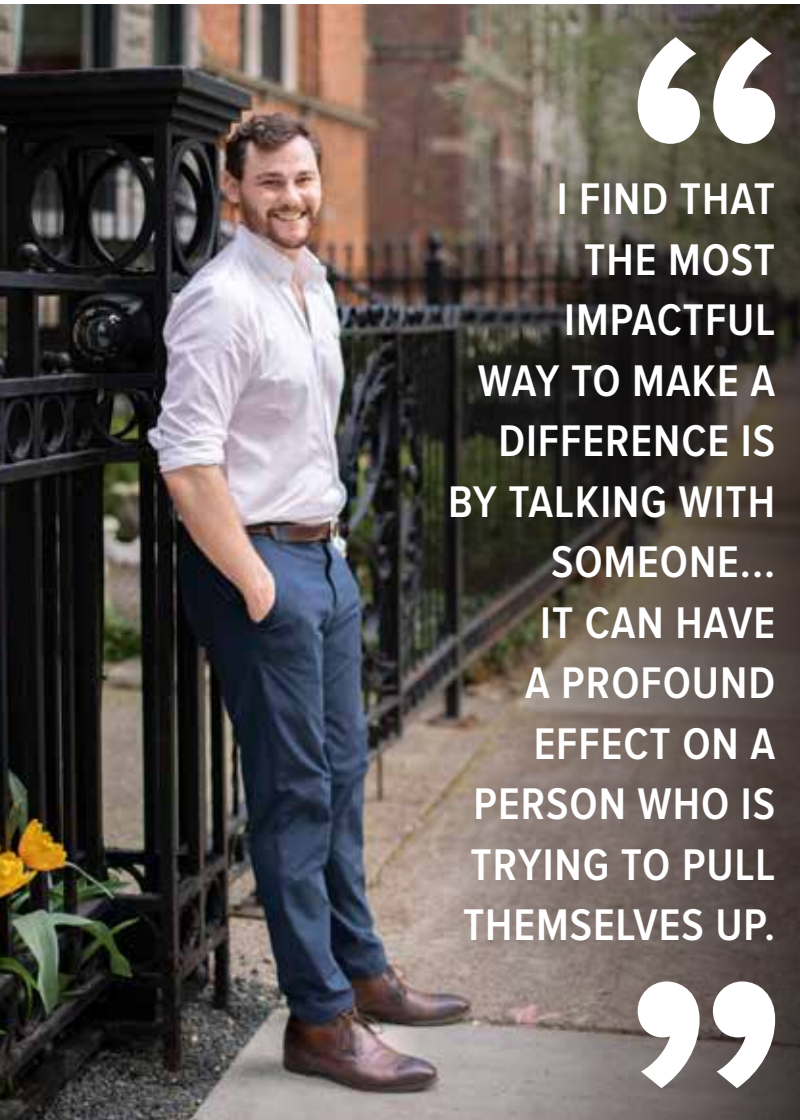
When it comes to advice for young REALTORS®, John encourages being yourself and to try to find a groove. ...



...

“It’s easy to get caught up in what others are doing and try to mimic that,” notes John. “But you’re much better off learning about real estate itself. Know how homes are built, how an HOA is run, and how to finance, maintain, and improve a home. Before you know it, you’ll have a library of knowledge you can pull from to help your clients.”

Outside of work, John loves to go to a symphony put on by the Chicago Symphony Orchestra, check out a new art gallery, watch stand-up at Zanies, or ride bikes around the city. He’s even down



“ I FIND THAT THE MOST IMPACTFUL WAY TO MAKE A DIFFERENCE IS BY TALKING WITH SOMEONE... IT CAN HAVE A PROFOUND EFFECT ON A PERSON WHO IS TRYING TO PULL THEMSELVES UP. ”



for jumping into Lake Michigan in the middle of January. And he does it all with his wife and partner in crime, Yuna. Of course, their list of favorite activities is likely to soon change as the couple is expecting their first child later this year.

While Yuna and John share many of the same interests and hobbies, perhaps what’s most important to them is giving back to those in need, specifically those in their own neighborhood.

“Writing a check to a charity is great but seeing how many salaries are paid before the money gets to where it’s going can be shocking,” says John. “I find that the most impactful way to make a difference is by talking with someone and making them feel human. It can have a profound effect on a person who is trying to pull themselves up.”

John’s wife is a chef (she’s also a vendor for Dom’s Kitchen and Market, providing the Greek yogurt mini-pies), and when she’s testing new recipes, she always makes extra, and the two pass out leftovers to those in need in their community on their nightly walks. John notes that he can’t walk two blocks without encountering someone in need, and he makes a habit of never wasting anything.

“Buying new shoes feels better when you know Ronnie around the corner will wear the old ones that still have half a life in them,” claims John. “When you walk around the neighborhood and see your clothes being worn [by others], it’s a strange but gratifying experience.”



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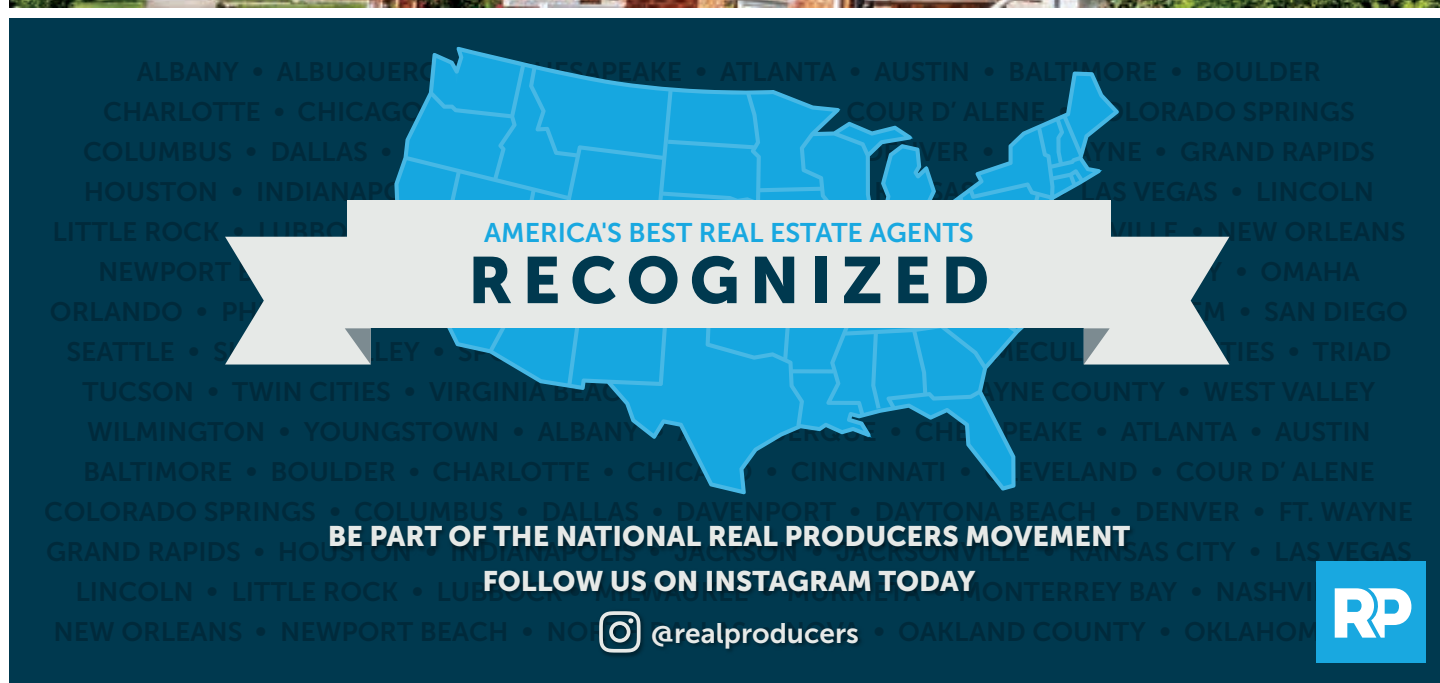
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NOMINATED BY: MELANIE EVERETT

Name: Sarah Emas

Position/Title: Director of Operations

Office/Company: Melanie Everett & Company



“Sarah is dedicated, hard-working, fiercely loyal, and insanely talented. Since she started, she has overhauled M&Co.’s branding, streamlined our internal processes, drastically improved the client experience, and so much more.”
- Melanie

How long have you been working for/with the person who nominated you?

Seven months (but unofficially for eight years)

How long have you been working in the real estate industry?

Seven months

What did you do before you began working in your current position?

Before Melanie Everett & Company, I spent eight years in IT consulting. Most recently, I was the director of a team of project managers at a boutique public sector consulting firm here in Chicago. I love translating my project-management skills to manage transactions and behind-the-scenes projects here at M&Co.

What does your typical workday look like?

I start every day by managing our current transactions. I get my email inbox down to zero (some days are easier than others!) and then use reports that we’ve built to monitor transactions and deadlines, and follow up where needed. After lunch, I switch over to more creative work — this changes every day, but it might look like designing our newsletter, working with companies to bring our first-time buyer seminar to their employees, or researching Facebook advertising.

How would you describe your job in one word?

Dynamic!

Why do you think you excel at your job?

I really enjoy using both sides of my brain. I’m very task-oriented (hello, former project manager), so I really love keeping tabs on

all of our transactions and making sure everything is on track. At the same time, I have a passion for design and new ideas — being able to sit down for an hour and design a new flyer or Instagram graphic is really energizing for me. This job has a breadth of things to be working on at any given time, and I really love that opportunity.

What is the most rewarding aspect of your job?

I love hearing from clients that we helped smooth the way for their transaction. I remember being a first-time homebuyer, and there’s a lot going on! We put a lot of time into ensuring our clients are fully informed at every step, and feel empowered about any decisions they have to make.

What is the most challenging aspect of your job?

Busy season is busy! The volume of transactions and appointments to schedule can feel overwhelming, especially if several deals are on similar timelines. That’s the time to take a step back, go for a walk, and focus on one deal at a time.

What is one thing about you that others might find surprising or interesting?

During college, I interned for a wedding planner in Syracuse, NY! They were very long days, but I found an appreciation for all the logistics and details that go into large-scale events. I love being able to use those event skills for our first-time homebuyer seminars at M&Co.

When you’re not working, what do you like to do for fun?

I have two dogs and love taking them on walks either along the lakefront or down Woodlawn Avenue in Kenwood to look at the beautiful houses. Then, back at home, I love reading on our back deck while my husband smokes meat on our garage deck. That’s the perfect day!

How do you feel about being nominated as a Behind-the-Scenes All-Star?

I was so excited to be nominated as a Behind-the-Scenes All-Star! I’ve only been with Melanie officially since January, but in that short time, we’ve managed to accomplish a lot!

Is there anything else you’d like to share about yourself, about your job, or about your relationship with the person who nominated you?

I actually met Melanie a few weeks before she was taking her real estate exam — that was almost eight years ago now! Throughout the years, I’ve been able to cheer her on from the sidelines and help out with her graphic design when I had time. Back in December, she was looking for a transaction coordinator, and we were able to dream up this position together — half transaction coordinator, half everything else. It is so fun to focus on growing M&Co. full time, and I can’t wait to see what’s next!



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Stefanie Lavelle

Keeping Her Eye on the Prize

► cover story
By Chris Menezes
Photos by Elliot Powell

The path toward your true purpose is rarely a straight line. It's more like a winding road with many detours and roadblocks along the way. But if you keep your eye on the prize and don't give up, eventually, you will get there.

This was certainly true for Stefanie Lavelle and her path to becoming one of Chicago's top real estate agents. The "prize" for Stefanie has always been about her family. While they are the reason she continues to work hard today, she has had a passion for the real estate/architectural industry since college.

After graduating from Miami University of Ohio with a degree in interior design, Stefanie found herself working for an architectural firm. It was there that she discovered her true passion: helping people find their perfect space. But when the 9/11 attacks happened, the firm she worked for downsized, and she began looking for ways to use her design experience without sitting behind a desk every day.

"At the architectural firm, I enjoyed marketing and CAD (computer-aided design) work that included designing Chicago Public School bathrooms! I also helped design and sell custom steel manufacturing products to corporate clients, and I realized that I loved being out and about and having more interaction with my clients," she explains.

Stefanie's father then introduced her to a well-known Chicago developer who encouraged her to get her real estate license. "In a few short years, I was directing a sales team for a project worth over \$100 million. It was a crazy amount of hours — seven days a week, without a day off for months at a time. It's a good thing I was still in my late 20s. I felt very fortunate to have that opportunity and learning experience," she states.

Stefanie's career took off from there. She quickly became one of the top-producing agents in the city and has since closed hundreds of deals, totaling over \$263 million. She now runs her own team, where, in addition to making her clients happy, she enjoys coaching agents and seeing them succeed. She strives to create a seamless and fun experience for all.

While Stefanie's business runs like a well-oiled machine today, she is the first to admit that it's not always easy: ●●●





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“Being a REALTOR® and building a business is tough. It forces us to make sacrifices. I have missed more baby and wedding showers and family and friend get-togethers than I care to admit over the years. Reflecting on that makes me even more grateful for my amazing team. They continue to provide excellent service, so now I don’t have to miss as many precious moments with my young children.

“
Kindness and genuine concern for others will always get you further than being confrontational and difficult.
”

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Stefanie and her family enjoying the south loop.

Stefanie and her husband, Colum, have three kids — Shane, Ryne, and Victoria — who are very active in sports. As a family, they enjoy going on long walks together, looking at the great architecture in the city, and playing at the beautiful nearby parks. Stefanie is an avid baker when she’s not in the office, and enjoys working out, reading, and exploring all that Chicago has to offer.

“One of my favorite things to do is to stop and admire the skyline when I am out for a run on the lakefront. It is amazing to me every single time. I feel so lucky to live in such a beautiful and amazing city, and that view sparks that feeling in me,” she says.

Looking to the future, Stefanie hopes to continue to grow her business in Chicago and pursue more of the design and development side of real estate. She also hopes to do more coaching and mentoring of other agents.



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To agents who are just starting out in the business, Stefanie says, "Enjoy the process and bring some fun into the equation. Kindness and genuine concern for others will always get you further than being confrontational and difficult."

"Give it your all on the days you can so that you can relax on the occasional day that you need for yourself. I hit it hard on most days, so on days when I don't feel as motivated, I don't beat myself up too much," she says. She says she tries to focus on just the task at hand to "win the day," and not worry about the "big-picture stuff" or accomplishing more than she can handle mentally that day.

"My motivation is taking care of my family and clients. They are the reason I work hard and want to be a better person. If I am ranked among the top agents along the way, that is confirmation that at the end of the day, what we are doing is working."



Stefanie and her team volunteering at Bernie's Book Bank.

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▲ on the rise

By **Chris Menezes**
Photos by **Sonya Martin**

ILANA STEELMAN

Answering the Call of Real Estate

Is it a bird, a plane, or Ilana Steelman? Since starting in real estate just last year, Ilana has shot up the real estate ranks faster than a speeding bullet. While the whole market has been hot recently, Ilana was being prepped for this moment her entire life.

At just 27 years old, you might not think she's had a lot of prep, but Ilana, who is from the Chicagoland area, has been through more than most. She saw both her parents endure cancer from a very young age. Her mother had breast cancer when Ilana was 4 years old, and luckily, is a 20+ year survivor. Her father was, unfortunately, not so lucky. He passed away from an extremely rare form of sarcoma in 2008 when Ilana was 12 years old.

"He was sick for four years, and we traveled all over the country to get him the very best treatment that was out there," explains Ilana. "Watching your loved ones go through that at a young age definitely instills a drive to do all you can to make the most out of life, and teaches you what's important. I live every day to make my dad proud. It's given me the work ethic to reach the success I have."

"Plus, being raised from age 12 on by a strong woman has always taught me how important it is to be able to stand on your own two feet and create and forge your own path," she adds. "I have always seen myself making my own destiny and becoming my own boss. Starting my real estate business allows me to take the reins and create something meaningful all on my own merit."

Ilana was made for real estate. An extrovert by nature, she'd get notes on her report cards that said "Talks too much!" Often referred to as "the smiley kid," she always had a very level-headed, positive disposition. Her love of connecting and talking with others led her to earn a degree in communications with a minor in public relations from the University of Illinois Urbana-Champaign.

While in college, Ilana worked as a leasing agent at JSM Properties, one of the premier developers and property managers at the university. While she "loved everything about it," she especially loved getting to meet new people every day and being a big part of making their lives happier. ●●●



...

Post college, Ilana embarked on a career in public relations and social media for top lifestyle and hospitality agencies and advertising agencies alike. She was moving through her career just as quickly as she is today in real estate, and could have easily kept going if it wasn't for 2020.

"I was absolutely part of the 'great resignation' as it's now called," she explains.

Realizing just how unfulfilled she was in her advertising job, in December 2020, over her holiday break, Ilana did a deep dive into what she thought her next step in her career should be. As she raked through every job she thought might interest her, she found none sparked joy. Real estate had been sitting in the back of her mind as a "maybe someday career," but believed she was too young to pursue it.

But she couldn't ignore the realization that when she was working in real estate in college, it was the happiest she had ever been career-wise. Then one day her mother said to her, "You've always thought about it, maybe now's the time to take the leap."

Wading through the doubts of being "too young for the business," she finally concluded, "If not now, when?" She signed up for online courses, which she took after her 10-12 hour workdays in advertising. Six months later, Ilana took all she had learned as a social media manager and PR maven to create bespoke marketing for herself and her clients in real estate. It didn't take her long to realize she was made for this career, and the success she saw only affirmed that feeling.

One of her biggest passions in life is taking long walks—sometimes 10 miles or so—through the city, taking in each neighborhood's vibe: murals, parks, monuments, restaurants, shops, and cornerstones, and more, exploring all the culture each area has to offer by foot.



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...It's taken
me a bit
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calling, but
I can
honestly
say that
I see a
bright,
long future
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"I'm known to walk from Logan Square, where I live, all the way to the Lake on a nice day," she says. "That's how I've come to know the city so well, and I pass all my knowledge of the hidden gems on to my clients. I am really passionate about educating my heavily centralized clientele of first-time buyers and Chicago newbies about not only the city, making sure the areas they're looking into suit their needs, but also about every step of the buying process. I want them to feel confident."

One of the things Ilana has cherished the most within this past year in real estate, she says, is the many people who have welcomed her into the business with open arms and made her feel like she belongs and is valued.

"I am really excited to continue to meet and work with more and more of you. It's taken me a bit to find my calling, but I can honestly say that I see a bright, long future in real estate."



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Q: How does tristinstyling obtain the latest exclusive luxury items first every time?
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Q: How can hiring tristinstyling save people money?
A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

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

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LYTE COLLECTIVE

Building a More Just and Equitable World Together for Youth in Need

LYTE Collective's mission is to support every young person who contacts us, with whatever they need, for as long as they want us by their side; end harmful systems that cause young people to need our help in the first place; and build a more just and equitable world together with all who aspire to do better by young



LYTE staff getting the new music studio at the LYTE Lounge ready for action.



LYTE staff organizing clothing donations for their people.

people. We invest deeply in young people through an approach that is youth-led and research-driven. We work to ensure the basic needs of the youth we serve are met, and we also provide the opportunities and support young people deserve to heal, to dream, and to explore themselves and the world around them.

The core work of LYTE is focused on supporting young people between the ages of sixteen and thirty who are experiencing poverty and homelessness in Chicago. Our main program site, the LYTE Lounge, is located in the Greater Grand Crossing neighborhood on the South Side of Chicago. Ninety-five percent of the youth we support come from the South and West sides of Chicago, but we serve any youth who contacts us.

LYTE's mission comes to life through three programs: 1) LYTE's mobile support program—we go directly to young people, wherever they are in the city, and wherever they need us; 2) our Lytehouse Apartments transitional housing program; and 3) through the LYTE Lounge community center — a holistic hub of support for youth, set to open this year.

Mobile Support: For the last seven years, LYTE Collective has provided mobile support services to youth in need. Every day, we dispatch our team across the Chicago area to meet youth wherever they are. We help them get whatever they need, and we work with them for as long as they want us by their side. This work includes connecting youth with safe housing; providing food, clothing, personal care supplies, and transportation; distributing emergency funds; enrollment support and advocacy within high schools and colleges; support in gaining employment and increasing income; accessing public benefits, as well as physical and mental health care and childcare; obtaining legal services; hosting groups and activities for youth; and providing ongoing accompaniment/support.

Lytehouse Apartments: Lytehouse Apartments is a transitional housing program for youth who have experienced violence and are in situations of homelessness — we are able to provide housing for eight young adults (and their children). Youth in the program receive 100 percent rent and utility subsidies as well as holistic support services for as long as they need.

LYTE Lounge: LYTE Collective will soon be opening the LYTE Lounge, our new community center for youth facing poverty and homelessness, in Chicago's South Side Greater Grand Crossing neighborhood. The LYTE Lounge will house a health clinic, music studio, gymnasium, performance stage, teaching kitchen, computer lab, and an art studio, in addition to over 200 units of secure storage, meeting and gathering spaces, and private offices for counseling, tutoring, and employment support.

Youth who visit the Lounge will be connected to both immediate and long-term housing and will have access to transportation assistance, nutritious prepared meals, private shower facilities, laundry facilities, personal care supplies, on-site legal services, mental health support, and physical healthcare services.



LYTE staff and LYTE Board Member landscaping the yard at their new LYTE Lounge community center.

Community Need Addressed

Approximately one in three youth in Chicago live below the poverty line, and over 14,000 young people are homeless and living on their own (i.e., unaccompanied/without family) each year. Research shows that youth in situations of poverty and homelessness are at increased risk for victimization, mental and physical illness, and involvement in the criminal legal system. They not only also face serious threats to their education and future economic stability, but also to their lives. Despite these far-reaching consequences, traditional service programs for such youth are predominately time-limited and crisis-focused. This narrow scope leaves a dangerous gap between the complex, nuanced experiences and needs of these young people and the predominately short-term, deficit-focused services available to them.

In 2014, LYTE Collective's founders came together to do things differently. Our programming is informed by over ninety years of collective lived and professional experience in programs supporting youth impacted by homelessness, and the research findings of our executive director, Casey Holschneider, a professor at Northeastern Illinois University and long-time director of homeless services programs in Chicago.

LYTE staff sharing info about their services at the Auburn Gresham Community Health Fair.



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LYTE delivers programming that: 1) eliminates barriers to services, 2) provides holistic support that is tailored to each individual, and 3) creates a community-based hub that allows for and nurtures long-term relationships between young people and caring adults.

How You Can Help

At LYTE, we depend on our friends, neighbors, and community partners to help us do better by young people. We believe our work must be done in community, so we intentionally collaborate with other like-minded organizations and individuals who share our values in order to build a strong web of support for youth across the city; we know we are infinitely stronger together. We hope you will consider joining us in our effort to serve youth in need.

Want to support our work financially?

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<https://www.lytecollective.org/donate/>

Want to help us get some things we need? Check out our Target registry:

<https://www.lytecollective.org/things-we-need/>

Want to volunteer at our LYTE Lounge community center? Send us a note!

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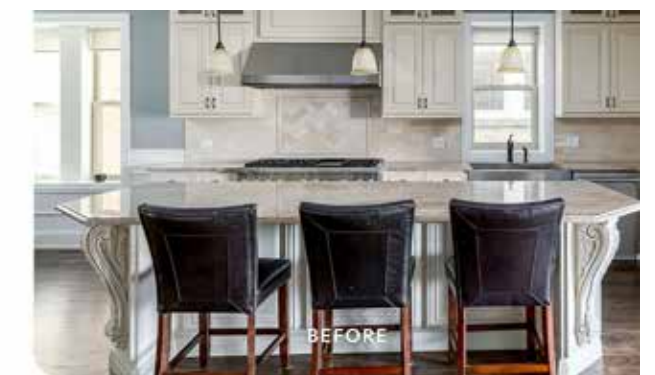
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▶ partner spotlight
By Jennifer Mitchell
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Helping Millennials Find Home

Angie Wozniak is not your average lender. As a millennial female lender with a background in real estate and loan processing, Angie brings a unique perspective to the table. Throughout her career, she has adopted a “do whatever it takes” approach, and that’s what she offers her clients at Guaranteed Rate.

Guaranteed Rate is a mortgage company that believes in its clients and empowers them to do anything they want in the world. As Angie says, “We believe you can, and you will.” The lenders at Guaranteed Rate offer next-level customer service and genuinely want the best for all parties involved in a transaction. They offer a variety of loan products for customers from all walks of life and nearly unlimited marketing opportunities for referral partners.

On a personal level, Angie sees her role at Guaranteed Rate as being that of an achievement catalyst because she works to bridge the gap in terms of helping her clients, in the ways she can, build long-term wealth and financial sustainability. She’s able to provide expertise on loan strategies so her clients can get the most out of their investments. But what makes Angie truly unique is that she was once a licensed REALTOR®, so she knows the ins and outs of purchasing a home.

“Given my background and emotional intelligence, I am able to match the service expectations and energy of the REALTORS® I have the privilege to work with,” notes Angie. “I also do my

best to match their hours and make myself available whenever my clients and REALTOR® partners need me. I am a big believer in consistent communication and full transparency.”

Angie recognizes that when it comes to the home buying experience, she is not the star of the show, but a supporting character. She believes her job is to lift up and empower the main characters — the agents and clients — to help them reach their full potential and achieve their goals. Sometimes this involves breaking down complex financial matters, and sometimes it means soothing a stressed-out homebuyer and talking them off a ledge. Her perspective and skill set make Angie particularly skilled at helping first-time homebuyers.

“I thrive when providing emotional support, hand-holding, and education to my millennial clients,” claims Angie. “My goal is to make all elements of lending as digestible and understandable as possible, explaining things in a way that ensures my clients won’t feel intimidated by what they’re dealing with. Finance doesn’t have to feel like a foreign, scary thing. I want people to

think of me as their friend who’s providing tips on how to achieve the best possible outcome.”

Angie is able to accomplish all this because she genuinely loves what she does. She takes great pride in her work and enjoys that her job allows her to be energetic, outgoing, and quick on her feet. She also strives to be as adaptable as possible.

“To me, the Golden Rule is to treat others as they want to be treated,” explains Angie. “So if a client prefers text messages to phone calls, or if they want to add a parent or trusted family advisor to the conversation or connect outside of regular hours, that’s what I’ll do.” ...

“I really believe you should treat the janitor the same way you’d treat the CEO. You’ll sleep better, and the universe will send good things your way in return.”

•••

And this rule doesn't just apply to clients. Angie makes every effort to interact with other industry professionals in a positive and personable way. She notes that many in the industry tend to dismiss support staff, but she feels that she wouldn't be able to complete nearly as many transactions without them, so she encourages people to focus on fine-tuning a symbiotic relationship with all staff and personnel.

"As cliché as it sounds, I really believe you should treat the janitor the same way you'd treat the CEO," says Angie. "You'll sleep better, and the universe will send good things your way in return."

Of course, treating people well also includes treating yourself well, and Angie loves a good self-care moment.

"My all-time favorite self-care activity is turning my phone off and taking a bubble bath with wine and reality TV," claims Angie. "I call it my self-care Sunday routine. It's the perfect way for me to get ready for a good week."

Though there's so much to do in Chicago, including festivals, tours, and museums, Angie's two favorite pastimes are trying new restaurants and taking the architecture boat tour before grabbing a meal on the river. It's something she never tires of. In fact, when Angie finds an activity or routine that she loves, she exploits it. During the COVID-19 pandemic, for instance, she found great joy in eating chicken pad thai, so she ordered the dish from no less than 20 different restaurants. But when it comes to food, she says, "My nirvana is having oysters with a glass of champagne on the patio at Heritage Restaurant & Caviar Bar."

•••



Angie enjoying The Art of Banksy exhibit. As she puts it "Banksy was rat-ical".



Angie enjoying the music and food at the Windy City Smokeout at the United Center.



....
 Speaking of never tiring, Angie loves nostalgia and watches My Big Fat Greek Wedding near-constantly. She also takes a lot of comfort from watching the Harry Potter movies, Gilmore Girls, and Scrubs. She also loves ASMR (autonomous sensory meridian response) videos and TikTok. "I've always loved watching people do/make/create. I was a kid who wanted to watch the food network and HGTV over cartoons," she explains.

But the one thing Angie will truly never tire of is helping people — a fortunate fact for her clients and partners.

To reach Angie and to learn more about the services Guaranteed Rate provides its clients, visit her website www.AngieWozniak.com or call 630-414-5426.

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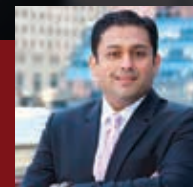
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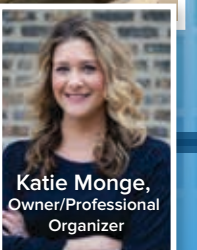
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while UVB rays cause skin reddening and sunburn. Both can lead to skin cancer.

SUN PROTECTION FACTOR (SPF)

This rating measures how well a product protects the skin against UVB rays. The FDA recommends choosing a sunscreen with an SPF of at least 15, while most dermatologists and the American Academy of Dermatology recommend an SPF of at least 30.

WATER-RESISTANT PROTECTION

Sunscreens can no longer be labeled “waterproof” or “sweat-proof,” according to the FDA, as all sunscreens wash off eventually. However, sunscreens advertised as “water-resistant” are required to state whether the sunscreen remains effective on wet skin after 40 or 80 minutes and must provide directions on when to reapply.

The Environmental Working Group is a reliable resource for researching product ingredients before buying: www.ewg.org/sunscreen/. Stay safe while having fun in the sun this summer!

Choosing the Right Sunscreen for You

Recently, while packing for a getaway to Hawaii, a friend reminded me to purchase “reef-friendly” sunscreen, a term of which I was completely ignorant. My subsequent sunblock research revealed an overwhelming number of factors to consider: active ingredients, SPF rating, water resistance. How does one decide which product is best for their needs?

Summertime is in full swing, and sunscreen use is crucial during warm months — when the days are longer, the sun is stronger, and we spend more time outside. The U.S. Food and Drug Administration (FDA) recommends that consumers make sun protection choices based on three criteria:

SPECTRUM COVERAGE

The term savvy sunscreen shoppers should look for is “broad-spectrum coverage,” which means the product covers the complete UV spectrum (UVA and UVB). UVA rays are responsible for prematurely aging the skin,

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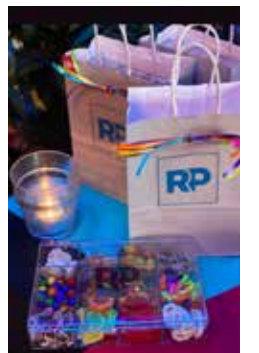
UTOPIAN TAILGATE WAS AN OUTSTANDING CITY ROOF-TOP FOR THE CHICAGO REAL PRODUCERS COMMUNITY TO MINGLE AND CONNECT DURING THE SPRING EVENT!

A huge shout out to Davina Arceneaux and Kelly Jackson with Motto Mortgage for helping to make this all happen.

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 this fall for the next event.

Enjoy the photos!





SPRING EVENT 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 from our spring event at Utopian Tailgate.

Lance Kirshner won Cubs tickets from Ryan Pierce with A&N Mortgage.



Brittani Walker won a Bartesian premium cocktail machine from Davina Arceneaux and Kelly Jackson with Motto Mortgage.



Cindy Wilson won a Ravinia basket which included a picnic backpack, portable table, and a \$100 gift certificate to Ravinia from Andrew La Luz with Rose Pest Solutions.



Kate Gaffey and David Davis won a beach bundle bag which included a Bose speaker, a beach towel, a beach chair, and other essentials to enjoy this summer season from Patrick Loftus with LoftusLaw, LLC.





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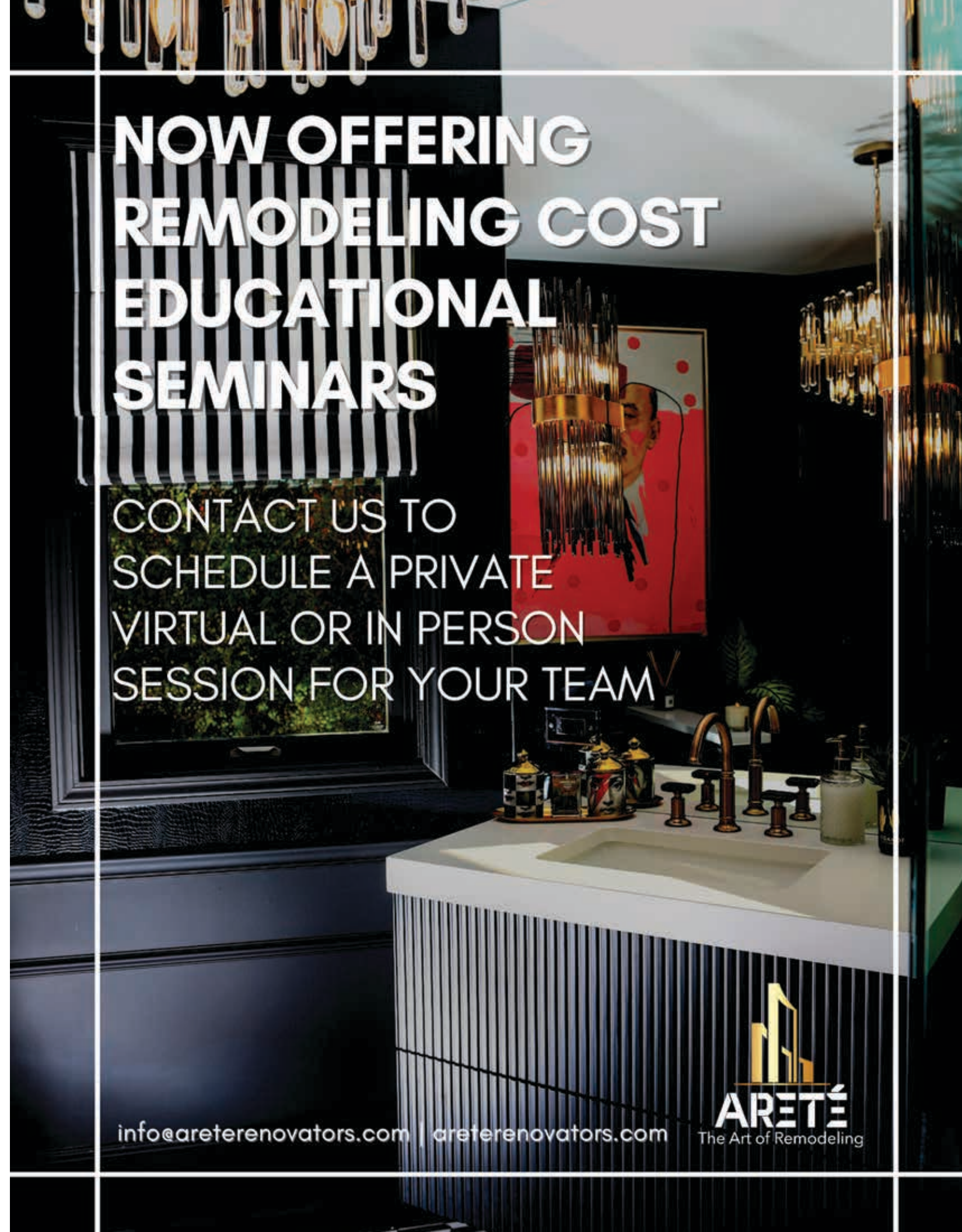
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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	127	\$76,834,450	133.5	\$67,999,544	260.5	\$144,833,994
2	Leila	Zammatta	23.5	\$81,806,242	5	\$26,954,482	28.5	\$108,760,724
3	Jeffrey	Lowe	46.5	\$65,596,775	31	\$38,079,700	77.5	\$103,676,475
4	Chezi	Rafaeli	18	\$42,411,500	16	\$45,409,389	34	\$87,820,889
5	Leigh	Marcus	80	\$53,675,650	36	\$28,163,250	116	\$81,838,900
6	Emily	Sachs Wong	33	\$45,939,000	18	\$26,901,500	51	\$72,840,500
7	Benyamin	Lalez	14.5	\$8,462,525	95	\$47,661,688	109.5	\$56,124,214
8	Alexandre	Stoykov	15.5	\$11,852,250	72	\$36,474,750	87.5	\$48,327,000
9	Grigory	Pekarsky	13.5	\$7,043,562	81.5	\$37,083,649	95	\$44,127,211
10	Brad	Lippitz	22.5	\$21,352,625	24.5	\$21,945,000	47	\$43,297,625
11	Carrie	McCormick	27	\$24,434,138	13	\$14,755,900	40	\$39,190,038
12	Mario	Greco	37.5	\$25,270,100	18.5	\$10,744,750	56	\$36,014,850
13	Melanie	Giglio	20.5	\$15,987,900	27	\$19,795,400	47.5	\$35,783,300
14	Timothy	Salm	8	\$21,917,500	3	\$12,175,000	11	\$34,092,500
15	Melissa	Siegal	27	\$15,813,500	30	\$15,363,561	57	\$31,177,061
16	Julie	Busby	18.5	\$12,797,400	22	\$17,097,360	40.5	\$29,894,760
17	Tommy	Choi	16	\$8,052,200	31.5	\$21,708,000	47.5	\$29,760,200
18	Philip	Skowron	8	\$12,310,000	8	\$16,883,000	16	\$29,193,000
19	Katharine	Waddell	20	\$12,645,000	21.5	\$14,093,050	41.5	\$26,738,050
20	Rachel	Krueger	7	\$13,785,250	8	\$12,387,500	15	\$26,172,750
21	Karen	Biazar	28.5	\$16,539,778	19	\$9,339,700	47.5	\$25,879,478
22	Rafay	Qamar	20	\$8,287,500	36	\$17,146,400	56	\$25,433,900
23	Lance	Kirshner	18.5	\$8,225,225	23	\$16,572,000	41.5	\$24,797,225
24	Jill	Silverstein	11.5	\$9,024,500	14	\$15,459,250	25.5	\$24,483,750
25	Colin	Hebson	11	\$11,396,122	17	\$12,346,270	28	\$23,742,392
26	Joanne	Nemerovski	14	\$15,216,000	9	\$8,144,000	23	\$23,360,000
27	Jennifer	Ames	12	\$14,139,750	6	\$9,108,900	18	\$23,248,650
28	Melanie	Everett	8.5	\$4,259,250	33.5	\$18,483,300	42	\$22,742,550
29	Jason	O'Beirne	25	\$21,434,000	3	\$478,500	28	\$21,912,500
30	Lauren	Mitrick Wood	10.5	\$8,567,250	22	\$13,329,750	32.5	\$21,897,000
31	Suzanne	Gignilliat	6.5	\$8,268,000	3.5	\$12,977,500	10	\$21,245,500
32	Sophia	Klopas	13	\$8,069,250	20	\$12,434,400	33	\$20,503,650
33	James	D'Astice	11	\$5,205,300	29.5	\$15,292,900	40.5	\$20,498,200
34	Mark	Zipperer	23	\$10,407,150	17	\$9,978,510	40	\$20,385,660

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	William	Goldberg	10.5	\$9,459,650	14.5	\$10,923,414	25	\$20,383,064
36	Amanda	McMillan	17.5	\$9,665,500	14.5	\$10,077,000	32	\$19,742,500
37	Timothy	Sheahan	18.5	\$12,396,600	12	\$7,291,500	30.5	\$19,688,100
38	Millie	Rosenbloom	11	\$7,667,000	15	\$11,856,550	26	\$19,523,550
39	Kathleen	Malone	11	\$12,514,450	10	\$6,671,000	21	\$19,185,450
40	Ryan	Preuett	7	\$8,405,000	9	\$10,289,999	16	\$18,694,999
41	Hayley	Westhoff	9	\$5,622,166	18.5	\$13,063,750	27.5	\$18,685,916
42	Leslie	Glazier	10	\$10,579,750	10	\$8,079,950	20	\$18,659,700
43	Layching	Quek	5	\$3,405,000	19	\$15,125,650	24	\$18,530,650
44	Daniel	Close	13	\$7,024,000	18	\$11,439,000	31	\$18,463,000
45	Keith	Brand	14	\$5,921,650	17	\$12,445,000	31	\$18,366,650
46	Elias	Masud	6.5	\$3,205,750	26.5	\$14,901,200	33	\$18,106,950
47	Nicholas	Colagiovanni	12.5	\$9,289,000	8	\$8,701,000	20.5	\$17,990,000
48	Darrell	Scott	7.5	\$5,440,200	23	\$12,329,500	30.5	\$17,769,700
49	Molly	Sundby	16	\$17,444,253	0	\$0	16	\$17,444,253
50	Paul	Mancini	21	\$13,007,000	7	\$4,350,000	28	\$17,357,000

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Margaret	Baczkowski	10	\$8,176,750	7.5	\$9,134,500	17.5	\$17,311,250
52	Jeanne	Martini	9.5	\$17,256,000	0	\$0	9.5	\$17,256,000
53	Elizabeth	Ballis	5.5	\$3,711,750	10.5	\$13,092,188	16	\$16,803,938
54	Nick	Nastos	8	\$3,770,850	27	\$13,027,250	35	\$16,798,100
55	Sam	Shaffer	6	\$3,411,750	24	\$13,268,000	30	\$16,679,750
56	Susan	O'Connor	4	\$6,059,000	6	\$10,592,500	10	\$16,651,500
57	Ivona	Kutermankiewicz	14.5	\$11,355,600	7.5	\$5,294,900	22	\$16,650,500
58	Nadine	Ferrata	18	\$13,252,778	6.5	\$3,344,278	24.5	\$16,597,056
59	Cynthia	Sodolski	14	\$10,806,500	9.5	\$5,634,000	23.5	\$16,440,500
60	Brian	Loomis	4	\$7,605,000	5	\$8,815,000	9	\$16,420,000
61	Michael	Rosenblum	15	\$12,608,494	4	\$3,765,000	19	\$16,373,494
62	Jennifer	Mills	13	\$11,340,700	6	\$4,858,000	19	\$16,198,700
63	Steve	Genyk	6.5	\$9,897,500	5	\$6,125,000	11.5	\$16,022,500
64	Edward	Jelinek	20.5	\$9,739,039	10	\$5,898,125	30.5	\$15,637,164
65	Patrick	Shino	2	\$410,950	30	\$15,139,200	32	\$15,550,150
66	Melissa	Govedarica	7	\$8,308,350	2	\$7,055,000	9	\$15,363,350
67	Joel	Holland	10	\$4,057,800	15.5	\$11,057,800	25.5	\$15,115,600
68	Vincent	Anzalone	11	\$12,204,372	7	\$2,808,500	18	\$15,012,872
69	Scott	Curcio	19.5	\$8,449,700	19	\$6,448,400	38.5	\$14,898,100
70	Megan	Tirpak	8	\$6,965,000	4	\$7,868,000	12	\$14,833,000
71	Debra	Dobbs	12.5	\$10,599,000	10	\$4,136,900	22.5	\$14,735,900
72	Staci	Slattery	24	\$14,731,128	0	\$0	24	\$14,731,128
73	Sari	Levy	5	\$3,060,500	8	\$11,387,300	13	\$14,447,800
74	Kimber	Galvin	2.5	\$2,475,750	16.5	\$11,961,362	19	\$14,437,112
75	Stephanie	Maloney	8	\$7,464,000	6	\$6,960,000	14	\$14,424,000
76	Alishja	Ballard	9	\$4,570,500	16	\$9,807,900	25	\$14,378,400
77	Robert	Picciariello	35	\$14,171,750	0	\$0	35	\$14,171,750
78	Cadey	O'Leary	7.5	\$14,035,000	0	\$0	7.5	\$14,035,000
79	Jingen	Xu	4	\$1,992,500	10	\$11,966,763	14	\$13,959,263
80	Katherine	Malkin	5	\$10,537,501	3	\$3,350,000	8	\$13,887,501
81	Santiago	Valdez	10.5	\$4,083,625	23.5	\$9,683,000	34	\$13,766,625
82	Gail	Spren	27	\$11,739,400	5	\$2,024,500	32	\$13,763,900
83	Mary	Mac Diarmid	6	\$5,645,000	11	\$8,104,161	17	\$13,749,161
84	Sara	McCarthy	10.5	\$4,366,950	17	\$9,087,400	27.5	\$13,454,350

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Shay	Hata	8.5	\$4,954,000	11.5	\$8,452,350	20	\$13,406,350
86	Nicholaos	Voutsinas	12	\$5,640,700	17	\$7,754,800	29	\$13,395,500
87	Daniel	Glick	7	\$6,314,500	13.5	\$7,043,400	20.5	\$13,357,900
88	Karen	Schwartz	11.5	\$6,001,350	11	\$7,293,500	22.5	\$13,294,850
89	Stephanie	Loveverde	13.5	\$7,414,700	8	\$5,761,000	21.5	\$13,175,700
90	Danielle	Dowell	13	\$6,997,700	12.5	\$6,132,900	25.5	\$13,130,600
91	Patricia	Young	9.5	\$7,266,250	4.5	\$5,727,000	14	\$12,993,250
92	Bari	Levine	8.5	\$4,564,450	9.5	\$8,041,250	18	\$12,605,700
93	Stephanie	Cutter	10.5	\$5,521,300	10	\$6,943,000	20.5	\$12,464,300
94	Natalie	Renna	10	\$4,432,400	19	\$7,971,400	29	\$12,403,800
95	Scott	Berg	25	\$11,011,300	3	\$1,356,500	28	\$12,367,800
96	Robert	Sullivan	10	\$9,255,000	4	\$3,091,500	14	\$12,346,500
97	Michael	Hall	15.5	\$11,499,000	1	\$789,000	16.5	\$12,288,000
98	Joelle	Cachey Hayes	3	\$3,942,500	3.5	\$8,222,500	6.5	\$12,165,000
99	Prashanth	Mahakali	9	\$9,664,000	4	\$2,415,000	13	\$12,079,000
100	Owen	Duffy	14.5	\$8,834,250	7.5	\$3,170,500	22	\$12,004,750

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Michael	Shenfeld	12	\$5,761,950	10.5	\$6,201,900	22.5	\$11,963,850
102	Lisa	Blume	7.5	\$3,932,800	17	\$8,013,500	24.5	\$11,946,300
103	Richard	Kasper	12	\$7,839,825	10.5	\$4,002,900	22.5	\$11,842,725
104	Kelly	Parker	4	\$1,652,750	13.5	\$10,083,350	17.5	\$11,736,100
105	Cory	Tanzer	17.5	\$5,853,000	16.5	\$5,728,500	34	\$11,581,500
106	Dennis	Huyck	14	\$8,149,500	3.5	\$3,391,000	17.5	\$11,540,500
107	Jeffrey	Herbert	7	\$3,323,000	8	\$8,193,900	15	\$11,516,900
108	Tiffany	Meyers	4	\$1,877,500	20	\$9,602,050	24	\$11,479,550
109	Natasha	Motev	6.5	\$11,428,500	0	\$0	6.5	\$11,428,500
110	Meg	Daday	8	\$4,490,000	11	\$6,844,400	19	\$11,334,400
111	Kevin	Hinton	7.5	\$3,485,975	18.5	\$7,803,800	26	\$11,289,775
112	Christine	Lutz	10	\$10,588,380	0.5	\$700,000	10.5	\$11,288,380
113	Patrick	Teets	10.5	\$8,310,250	3	\$2,970,000	13.5	\$11,280,250
114	Nicholas	Apostal	14	\$6,673,248	6.5	\$4,594,950	20.5	\$11,268,198
115	R. Matt	Leutheuser	4.5	\$7,978,500	3	\$3,287,500	7.5	\$11,266,000
116	Benjamin	Lissner	3	\$1,260,750	22	\$9,912,900	25	\$11,173,650
117	Janelle	Dennis	12	\$6,200,300	6	\$4,943,000	18	\$11,143,300
118	Ryan	McKane	26	\$11,111,200	0	\$0	26	\$11,111,200
119	Christopher	Pertile	7	\$9,166,900	2	\$1,940,000	9	\$11,106,900
120	Stefanie	Lavelle	10	\$6,169,000	6	\$4,874,000	16	\$11,043,000
121	Michael	Saladino	16.5	\$7,430,500	10.5	\$3,591,700	27	\$11,022,200
122	Lisa	Sanders	19.5	\$9,527,500	2.5	\$1,492,500	22	\$11,020,000
123	Nick	Libert	7	\$5,816,350	7	\$5,123,500	14	\$10,939,850
124	Lawrence	Dunning	10	\$6,749,000	7	\$4,185,500	17	\$10,934,500
125	Juliana	Yeager	7.5	\$3,793,825	9.5	\$7,138,250	17	\$10,932,075
126	Ryan	Gossett	7	\$3,824,250	7.5	\$7,017,175	14.5	\$10,841,425
127	Brad	Zibung	10.5	\$6,226,000	8	\$4,579,000	18.5	\$10,805,000
128	Laura	Meier	7	\$3,271,000	11.5	\$7,476,671	18.5	\$10,747,671
129	Zachary	Redden	5	\$2,970,000	17.5	\$7,759,050	22.5	\$10,729,050
130	Hadley	Rue	11	\$6,863,275	7	\$3,822,500	18	\$10,685,775
131	Danny	Lewis	7	\$3,575,500	11	\$7,009,500	18	\$10,585,000
132	Sherri	Hoke	6	\$8,249,000	4	\$2,334,000	10	\$10,583,000
133	Connie	Engel	8	\$4,896,600	6	\$5,647,750	14	\$10,544,350
134	Naja	Morris	14	\$5,423,750	11	\$5,110,800	25	\$10,534,550

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Armando	Chacon	10.5	\$8,635,299	2	\$1,894,000	12.5	\$10,529,299
136	Steve	Dombar	1.5	\$912,450	17.5	\$9,533,850	19	\$10,446,300
137	Kaylin	Goldstein	6.5	\$3,989,800	8	\$6,414,900	14.5	\$10,404,700
138	Barbara	Proctor	6.5	\$9,719,000	1	\$635,000	7.5	\$10,354,000
139	Melanie	Carlson	3	\$2,843,000	15	\$7,503,000	18	\$10,346,000
140	Diana	Bzdyk	8	\$4,307,708	6	\$5,972,000	14	\$10,279,708
141	Anne	Rossley	4	\$3,132,500	9	\$7,118,500	13	\$10,251,000
142	Joseph	Kotoch	5	\$4,220,750	10	\$6,025,000	15	\$10,245,750
143	Deborah	Hess	6	\$4,067,850	14.5	\$6,169,200	20.5	\$10,237,050
144	Jennifer	Romolo	1.5	\$1,152,500	18	\$9,047,999	19.5	\$10,200,499
145	Gabrielle	Cavalier	3.5	\$10,200,000	0	\$0	3.5	\$10,200,000
146	Stacey	Dombar	23.5	\$9,369,387	3	\$792,150	26.5	\$10,161,537
147	Matthew	Liss	10	\$4,002,500	9	\$6,150,500	19	\$10,153,000
148	Caroline	Druker	3.5	\$1,564,500	6.5	\$8,567,667	10	\$10,132,167
149	Kathryn	Schrage	20	\$9,006,700	1	\$1,115,000	21	\$10,121,700
150	Michael	Maier	16.5	\$8,824,000	4	\$1,248,500	20.5	\$10,072,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Amie	Klujian	10.5	\$4,030,300	15.5	\$6,037,850	26	\$10,068,150
152	Eudice	Fogel	5	\$3,153,000	6	\$6,910,000	11	\$10,063,000
153	Eugene	Fu	3.5	\$1,649,325	15.5	\$8,361,400	19	\$10,010,725
154	Elizabeth	August	5	\$2,497,000	5	\$7,471,500	10	\$9,968,500
155	Brant	Booker	4	\$2,394,000	4	\$7,565,000	8	\$9,959,000
156	Melissa	Vasic	8	\$4,783,000	7	\$5,147,500	15	\$9,930,500
157	Sarah	Maxwell	5	\$3,397,000	7	\$6,532,100	12	\$9,929,100
158	Marzena	Frausto	0	\$0	22	\$9,903,899	22	\$9,903,899
159	Ken	Jungwirth	12	\$6,546,500	8	\$3,297,000	20	\$9,843,500
160	Amy	Duong	4.5	\$3,791,000	9	\$5,943,000	13.5	\$9,734,000
161	Michael	Scanlon	1.5	\$396,700	17	\$9,335,500	18.5	\$9,732,200
162	Jennifer	Rivera	18.5	\$8,068,900	3	\$1,537,500	21.5	\$9,606,400
163	Monique	Crossan	6	\$4,185,500	3	\$5,295,000	9	\$9,480,500
164	Brady	Miller	12	\$3,746,400	13	\$5,706,500	25	\$9,452,900
165	Samuel	Kahn	6	\$6,022,500	6	\$3,405,000	12	\$9,427,500
166	Lucas	Blahnik	4.5	\$3,128,500	8.5	\$6,263,055	13	\$9,391,555
167	Nicole	Hajdu	6	\$2,638,900	15	\$6,711,400	21	\$9,350,300
168	Sam	Jenkins	3.5	\$2,527,000	6	\$6,815,000	9.5	\$9,342,000
169	Jesse	Masin	4	\$3,600,000	3	\$5,655,000	7	\$9,255,000
170	Juana	Honeycutt	3.5	\$2,045,750	8	\$7,140,700	11.5	\$9,186,450
171	Mariah	Dell	10	\$5,529,500	6	\$3,648,500	16	\$9,178,000
172	D	Waveland Kendt	11.5	\$7,331,400	3	\$1,795,000	14.5	\$9,126,400
173	Matthew	Thomas	5.5	\$2,777,900	10	\$6,324,500	15.5	\$9,102,400
174	Nathan	Freeborn	2	\$1,140,000	2	\$7,875,000	4	\$9,015,000
175	Pasquale	Recchia	6	\$2,990,500	8	\$6,014,000	14	\$9,004,500
176	Jennifer	Furlong Perrin	5	\$2,237,500	7	\$6,727,786	12	\$8,965,286
177	Tyler	Stallings	7	\$2,471,500	8	\$6,486,000	15	\$8,957,500
178	Erin	Mandel	7	\$4,146,886	5.5	\$4,784,250	12.5	\$8,931,136
179	Naomi	Wilkinson	3.5	\$4,997,500	2	\$3,910,000	5.5	\$8,907,500
180	Sarah	Ziehr	16	\$7,645,500	2	\$1,242,000	18	\$8,887,500
181	Janet	Owen	1.5	\$8,870,000	0	\$0	1.5	\$8,870,000
182	Dominic	Irpino	14	\$5,318,900	9	\$3,532,000	23	\$8,850,900
183	Lauren	Dayton	6	\$3,473,000	7	\$5,281,000	13	\$8,754,000
184	Rick	Sonshine	0	\$0	31	\$8,725,200	31	\$8,725,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	April	Troope	10	\$2,198,440	59	\$6,522,817	69	\$8,721,257
186	Christie	Ascione	4	\$3,596,000	2.5	\$5,096,250	6.5	\$8,692,250
187	Eric	Casper	7.5	\$4,431,500	3	\$4,260,000	10.5	\$8,691,500
188	Gwen	Farinella	2.5	\$8,625,000	0	\$0	2.5	\$8,625,000
189	Thomas	Campone	15	\$5,960,500	6	\$2,579,000	21	\$8,539,500
190	James	Streff	9.5	\$4,226,000	10	\$4,303,500	19.5	\$8,529,500
191	Frank	Montro	29.5	\$6,577,550	9	\$1,922,990	38.5	\$8,500,540
192	Andrew	Gersten	6	\$3,391,250	5	\$5,101,500	11	\$8,492,750
193	Nancy	Hotchkiss	7.5	\$4,653,000	4	\$3,838,000	11.5	\$8,491,000
194	Qiankun	Chen	15	\$6,160,888	7	\$2,308,000	22	\$8,468,888
195	Camille	Canales	6	\$2,930,500	15.5	\$5,515,575	21.5	\$8,446,075
196	Melissa	Edidin	3.5	\$2,659,000	7	\$5,752,500	10.5	\$8,411,500
197	Jodi	Serio	9	\$7,737,000	1	\$670,000	10	\$8,407,000
198	Barbara	O'Connor	11	\$5,282,688	11	\$3,119,500	22	\$8,402,188
199	Kate	Gaffey	3	\$848,000	18	\$7,538,900	21	\$8,386,900
200	Gregory	Desmond	7	\$5,631,179	3.5	\$2,745,000	10.5	\$8,376,179

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Marlene	Granacki	1	\$1,858,000	1	\$6,500,000	2	\$8,358,000
202	Bruce	Glazer	6.5	\$2,255,000	9	\$6,081,400	15.5	\$8,336,400
203	Megan	Wood	4.5	\$2,923,250	9	\$5,371,000	13.5	\$8,294,250
204	Brian	Moon	4.5	\$2,664,450	11	\$5,623,750	15.5	\$8,288,200
205	Carol	Collins	6.5	\$3,346,500	6	\$4,934,800	12.5	\$8,281,300
206	Nathan	Binkley	6	\$3,325,000	5	\$4,952,400	11	\$8,277,400
207	Karen	Ranquist	4.5	\$2,955,000	5	\$5,250,000	9.5	\$8,205,000
208	Tom	McCarey	5	\$2,979,000	7	\$5,220,500	12	\$8,199,500
209	Pablo	Galarza	10.5	\$2,533,500	24	\$5,601,500	34.5	\$8,135,000
210	Kristin	Gonnella	3	\$1,816,000	12	\$6,281,000	15	\$8,097,000
211	John	Vossoughi	3	\$2,577,500	4	\$5,440,000	7	\$8,017,500
212	Steven	Kehoe	6	\$3,425,000	8	\$4,583,900	14	\$8,008,900
213	Alex	Wolking	11	\$5,134,300	5	\$2,840,251	16	\$7,974,551
214	Daniel	Csuk	11.5	\$4,130,999	6	\$3,842,000	17.5	\$7,972,999
215	Susan	Kanter	4	\$2,561,000	8.5	\$5,408,750	12.5	\$7,969,750
216	Christopher	Engelmann	5	\$1,405,000	16	\$6,552,800	21	\$7,957,800
217	Giancarlo	Bargioni	5	\$3,549,000	7	\$4,389,500	12	\$7,938,500
218	Charese	David	4.5	\$2,773,700	8	\$5,145,702	12.5	\$7,919,402
219	Elizabeth	Lothamer	6.5	\$3,903,656	10	\$4,006,817	16.5	\$7,910,472
220	Christina	McNamee	7.5	\$4,756,000	4	\$3,131,000	11.5	\$7,887,000
221	Cindy	Weinreb	5	\$2,039,900	13	\$5,838,000	18	\$7,877,900
222	Helaine	Cohen	1.5	\$569,950	8.5	\$7,288,500	10	\$7,858,450
223	Greg	Nagel	6	\$5,155,000	4	\$2,692,000	10	\$7,847,000
224	Robert	Yoshimura	5	\$2,219,000	12	\$5,612,000	17	\$7,831,000
225	Reve'	Kendall	19	\$7,830,000	0	\$0	19	\$7,830,000
226	Kevin	Bigoness	8	\$5,569,500	4	\$2,259,000	12	\$7,828,500
227	Ryan	Huyler	6	\$2,937,500	6	\$4,839,500	12	\$7,777,000
228	Ryan	Cherney	19	\$7,757,300	0	\$0	19	\$7,757,300
229	Ian	Schwartz	9	\$5,980,750	3	\$1,757,000	12	\$7,737,750
230	Steven	Powers	7	\$6,129,000	3	\$1,600,000	10	\$7,729,000
231	Joy	Larkin	4.5	\$5,961,400	1	\$1,744,000	5.5	\$7,705,400
232	Joe	Zimmerman	11.5	\$5,361,450	3.5	\$2,297,750	15	\$7,659,200
233	Steve	Otwell	11	\$4,132,000	5	\$3,477,900	16	\$7,609,900
234	Marc	Zale	3	\$1,642,000	8.5	\$5,938,000	11.5	\$7,580,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Xun	Del Sesto	2.5	\$1,531,500	2	\$6,025,000	4.5	\$7,556,500
236	Ted	Kuhlmann	10.5	\$4,660,400	6	\$2,894,000	16.5	\$7,554,400
237	Laura	England	10	\$5,684,000	3	\$1,864,558	13	\$7,548,558
238	Giovanni	Leopaldi	0.5	\$997,500	12	\$6,534,900	12.5	\$7,532,400
239	Joanna	Olszynska	4	\$3,423,875	5	\$4,097,750	9	\$7,521,625
240	Dawn	McKenna	6	\$5,894,000	2.5	\$1,625,000	8.5	\$7,519,000
241	Lukasz	Wojcik	6	\$3,499,500	3	\$3,990,000	9	\$7,489,500
242	Laura	Bibbo Katlin	3	\$2,179,000	4	\$5,288,300	7	\$7,467,300
243	Beata	Gaska	6.5	\$4,582,300	6	\$2,855,000	12.5	\$7,437,300
244	James	Buczynski	7	\$4,534,750	6	\$2,892,000	13	\$7,426,750
245	Tony	Mattar	1.5	\$538,700	13	\$6,861,556	14.5	\$7,400,256
246	Maureen	Moran	2	\$2,025,000	4	\$5,360,000	6	\$7,385,000
247	Jeff	Kallas	7.5	\$4,062,000	3	\$3,312,000	10.5	\$7,374,000
248	Michael	Smith	2	\$747,500	15	\$6,612,500	17	\$7,360,000
249	Christopher	Katsulis	4	\$2,038,500	4.5	\$5,291,750	8.5	\$7,330,250
250	Theodora	Jordan	2.5	\$1,908,500	8	\$5,415,000	10.5	\$7,323,500

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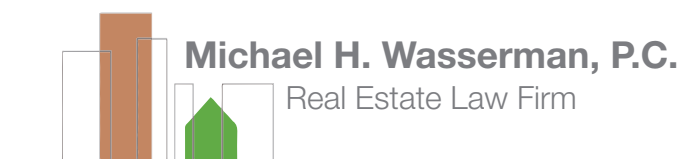


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