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Photos on page 52

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

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PUBLISHER'S NOTE

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 NSBAR. You can find them on page 52 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.



Andy Burton
Publisher

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Lisa Rosengard

Trust Your Gut

Trusting your gut in any situation will always serve you well, and for Lisa Rosengard, it has been the cornerstone of her success, both personally and professionally.

As a sales and marketing executive for over 25 years, Lisa has always been driven by her gut instinct. It's what led her to leave the corporate world and begin a new career in real estate. And it is this same sense, mixed with real data, that guides her today in all she does for her clients.

Lisa's drive to be the best she can be for her clients comes from a very personal place. "My father taught me that honesty, integrity, and loyalty are all you need to succeed in anything that you do," she explains.



This wisdom has shaped Lisa's professional path, and it is what she brings to each and every client relationship.

A native of the North Shore, Lisa grew up in Glenview and Northbrook, lived in the city for many years after college, but now calls Northbrook home once again. A fun fact about Lisa is that she was an extra in the iconic movie filmed on the North Shore, *Ferris Bueller's Day Off*. "My friends and I were chosen to be in the movie from a cattle call at Glenbrook North. Only some of us actually made it into the movie. My dad was supposed to be in the scene shot at the Mercantile Exchange, but after



...

waiting almost five hours for them to shoot the scene, he gave up and left," she says, laughing.

Lisa attended the University of Wisconsin–Madison and graduated with a BA in communications. Her career as a sales and marketing executive included building brands—from inception to high-growth businesses. She also sold advertising across media outlets, including Conde Nast Media, Facebook, and Instagram.

Lisa's career prior to real estate required her to travel frequently, and although she loved what she did for a living, after getting married and having a child, she wanted to be home more often.

"A good friend of mine was in residential real estate," Lisa explains. "I watched him build his business for many years; I knew it [real estate] wasn't always easy, but I also knew that my many years of sales and marketing had provided me with a strong work ethic and business acumen that would help me in any sales position. After shadowing him for a week, I knew that real estate was the right fit for me."

Lisa knows first-hand that nothing comes easy. In addition to her professional experience and hard-fought success in the media industry, Lisa points to the most difficult challenge she has had to face personally. It occurred just eight days after her daughter was born.

"I experienced something called PRES syndrome (posterior reversible encephalopathy syndrome) and had to spend 26 nights in the ICU at Northwestern Hospital. My recovery included doing physical therapy five hours a day, every day, for four weeks. I literally had to learn how to walk again and, most importantly, how to pick up my baby safely. I went back to work exactly twelve weeks after having my baby; I was told by HR that if I didn't go back to work, I wouldn't be guaranteed the same accounts and position," explains Lisa.

Within the next six months, Lisa was promoted, made 110 percent of her quota, and received an award for her accomplishments that year. "I look back at that time and realize that something was driving me to keep pushing, to keep moving forward," she says. "It took me four more years of traveling, working crazy-long hours, missing my daughter's milestones and

...

“It’s an understatement to say that I am proud of where I began, and where I am today.”





...

time with my husband before I stopped the madness and began my career in real estate. I had the strength to pivot because of my past experience and because of the massive personal earthquake I'd survived. It's an understatement to say that I am proud of where I began and where I am today."

For Lisa, the most rewarding part of her real estate career is helping people make changes in their lives. She expresses her deep gratitude to each of her clients for trusting her and allowing her to provide both knowledge and comfort at a time when they need it most. Her business encompasses both city and North Shore home buyers and sellers, as well as renters. "I believe that everyone I work with, no matter what their budget is, deserves an outstanding experience and some fun when working with me," she affirms.

When Lisa is not working, she enjoys spending time with her husband,

Michael; her daughter, Jaylen; and their Goldendoodle, Oakley. She also loves to play tennis and looks for time to play more. Giving back to the community is also important to Lisa. She has been a proud supporter of SCOPE (Summer Camp Opportunities Promote Education) for over 15 years, an organization that provides children from all socio-economic backgrounds the opportunity to experience overnight summer camp. "I was so fortunate to experience overnight camp as a child. My summers spent at camp provided me with more than just friendships for a lifetime," she says. "Overnight camp helps instill young children with confidence, and the opportunity to try new things, learn new skills, and much more."

As Lisa continues to build her business, she imagines that Jaylen might someday want a career in real estate too. "Jaylen is very interested in what



I do each day for my clients and often gives me advice about what I can do better and how I can grow my business. But whatever she chooses to do in life, I know she will be great at it." If Lisa's gut feeling is any indication, though, then we will no doubt see the mother and daughter duo in the future. And if Jaylen is anything like her mother, then North Shore real estate will be the better for it.

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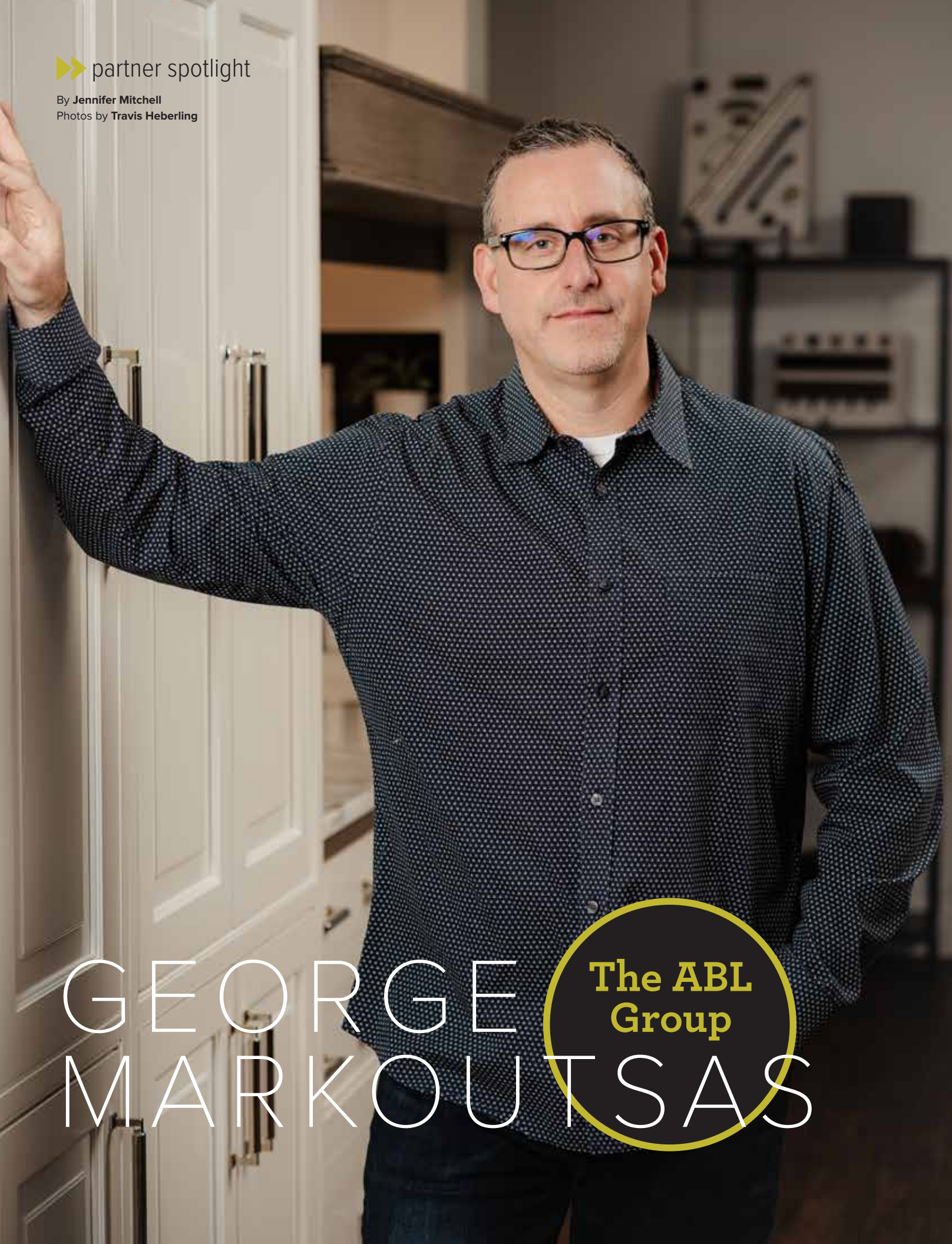
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"We do so much more than renovation projects," claims George Markoutsas, ABL's CEO. "We're all about enhancing lives and establishing long-term value. Education is a big part of our work."

We help clients determine which projects will create the most value when selling or investing by presenting them with a variety of home improvement options and explaining the benefits of each. Our goal is to equip them with all the information they need to make a sound decision."

George's love of design and architecture started at a young age. As a kid, he loved to draw and build houses with Lincoln Logs. He'd spend hours doing both while at his grandmother's house, and he believes it helped cultivate his interior architecture and kitchen design skills.

At 16, George started working as a painter's apprentice at the ABL Group and continued on in the carpentry department during summers throughout





college. He started studying public administration in school but ultimately double majored in political science and architectural history and was planning to either go to law school or go into architecture.

During college, one of his internships was with the Frank Lloyd Wright Preservation Trust, where he worked on the restoration of the Robie House in Hyde Park. He loved it. He quickly became hooked on interior architecture, remodeling, and restoration.

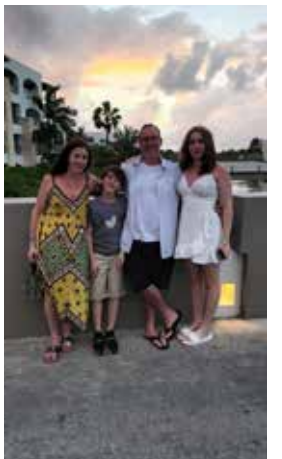
According to George, the best part of his work is seeing the remarkable transformations his team is able to achieve for their clients and the ways in which those improvements can affect their clients' lifestyles.

“Over the years, it’s been very rewarding to see how people’s perception of real estate has changed and the ways in which my team can influence that,” says George. “Buying a home has always been seen as an investment.



George with his wife, Ava.

But I think people are now seeing it as more than just a financial investment. They’re looking at their home as an investment in a certain lifestyle. It’s how they’ll spend the next few years, or even a lifetime, making memories. People don’t seem as concerned with the square footage of the house or how many bathrooms it has. They’re thinking more about choosing a floorplan—the flow and amenities that provide the right functionality for the way they want to live.”



George, Ava, Chloe, and Matthew Markoutsas enjoying spring break in Punta Cana, Dominican Republic.

If George were to look for a new home that supports his lifestyle, the emphasis would be on finding the right fit





George and Ava Markoutsas at Celebrate Highwood's Roaring '20s Jazzed Up Dining and Cocktails Fundraiser at 28 Mile Distilling Co. in Highwood.

for his wife, Ava, and his kids, Chole (thirteen) and Matthew (ten).

"My beautiful wife, Ava, happens to be my business partner and my high school crush," gushes George. "Whenever I'm having a bad day and need help motivating myself, I just think of her and my kids and remind myself how truly blessed I am to have them in my life."

The Markoutsas family loves to spend time with their extended family and tries to travel as much as possible. But they also love exploring their hometown, Highwood. Together, they attend

festivals, walk to Lake Michigan, and eat at local restaurants. When George has a minute alone, he loves to cycle, both on and off-road. He says, "To me, it's nourishment for the soul, and there's no better way to explore."

But then it's back to the shop to help homeowners design their dream home, advise investors on the best ways to increase the value of their property, and even assist REALTORS® as they browse through the ABL Group's home goods shop to find the perfect closing gift for clients.

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To find out more about the services The ABL Group provides its clients, visit their store and talk with one of their team members: 259 Waukegan Ave., Highwood, IL 60040. Or go to their website www.theABLgroup.com, or call 847-579-1600. You can reach George by calling 847-313-5798 or emailing him at george@theablgrou.com.



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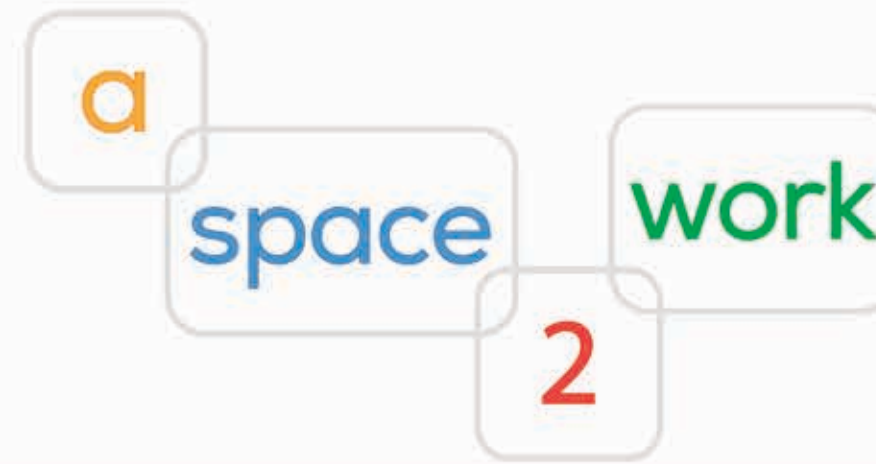
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MATTHEW MESSEL & NICK BLACKSHAW

EXCEPTIONAL SERVICE MINDSET



cover story

Photos by: Sophie Baron



REALTORS® NICK BLACKSHAW AND MATTHEW MESSEL ARE THE LEADERS OF THE BLACKSHAW MESSEL GROUP. WITH A GROWING NUMBER OF AGENTS SEEKING TO JOIN THEIR VENTURE, THEY ARE PASSIONATE ABOUT “ALWAYS CONDUCTING BUSINESS WITH INTEGRITY” AND PROVIDING EXCEPTIONAL SERVICE. THEY HAVE BEEN IN BUSINESS TOGETHER FOR THREE YEARS AND BELIEVE “THE BLACKSHAW MESSEL GROUP IS TRULY AN EXPERIENCE WHERE THE CLIENT KNOWS AND CAN FEEL THAT EACH DEAL IS HELD TO THE HIGHEST OF STANDARDS AND THAT WE PUT THEIR NEEDS FIRST.”

Nick was born and raised in the northwest suburbs of Chicago. He attended Buffalo Grove High School and Cal State Fullerton University, where he competed in wrestling. “Wrestling has, without a doubt, been the defining factor that shaped me into the person I am today. It taught me to be disciplined, motivated, competitive, and humble, but most importantly, it gave me a work ethic that is unmatched,” says Nick.

Nick was teaching and coaching wrestling at the high school level when one of his mentors in life offered him a position to sell new construction. Nick says, “He taught me the importance of doing things the right way.” Nick started his career in real estate as a sales representative and fell in love with all aspects of it, including building, contracting, design, and sales. “I loved being able to assist people in buying and selling their largest asset,” he says.

COMPASS



A week before Nick was to be married, he received news that the building he had been preselling for twelve months would not be built. Knowing real estate was his passion and his future, Nick just shifted gears, obtained his real estate license, and joined Coldwell Banker.

Soon after, he met Matthew Messel. The two REALTORS® found they had a shared passion for providing exceptional service to their clients, a dedication to their community, and a love for using industry-leading technology to help meet their clients' goals.



WE TREAT THIS TEAM AS A FAMILY. WE HELP EACH OTHER AND MORE IMPORTANTLY, BY DOING SO, WE ARE ULTIMATELY HELPING OUR CLIENTS. EACH CLIENT GETS THE EXPERIENCE OF THE ENTIRE TEAM."

— NICK

Matthew grew up in Glenview, Illinois. He attended Glenbrook South High School and graduated with a degree in business management from Illinois State University. He started working as a district manager for Enterprise Rent-A-Car. He says, "I was let go from ERAC for dating one of my assistant managers, Anna. She's now my wife. I'd say it worked out pretty well!" When Matthew was looking for his next career move, his best friend's mom insisted he try real estate. "Anna and I thought it was a good time to give it a try—before we got married and started having kids," he explains. Like





Photo credit: Alina Tsvor



Nick and his family.
Photo credit: Heather Zimmerman

Nick, Matthew began his career as a REALTOR® in 2016 and has six years of well-earned experience behind him.

Nick and his wife, Jessica, and their two children, Caleb (4) and Mckenzie (2), reside in Hawthorn Woods. “The biggest influence in my life is my family. They have always motivated me and pushed me to be the very best that I can be. They have always supported me along the way and are a huge



Matt and his family.
Photo credit: Heather Zimmerman

reason I am successful,” says Nick. Jessica loves to entertain family and friends in their home. He says, “She is the life of the party and always puts everyone first.” Nick enjoys boating, golfing, watching sports events, and vacationing with family.

Matthew and Anna have two boys, Owen (4) and Connor (2), and they are expecting their third son, Isaac, to arrive in mid-June. “I try to spend as

much time with my family as I can,” says Matthew. When he does have some spare time, Matthew enjoys playing golf and cheering on the Chicago Bears. Significantly, over the past 18 months, Matthew has focused on his faith. “I have truly begun to learn what it is like to be a follower of Jesus. It has changed my perspective on a lot of things, including how we do business,” he says. Matthew is very involved with his church, The Hope Collective.

When Nick and Matthew started with Compass and formed the Blackshaw Messel Group, they had no plans to grow the team to the extent that it has. “[The growth] is 100 percent organic, and every team member approached us,” says Nick. “We treat this team as a family. We help each other, and more importantly, by doing so, we are ultimately helping our clients. Each client gets the experience of the entire team. My dream is to have this team known in the industry as a team other agents look forward to working with. The future is bright! I truly believe we haven’t scratched the surface of what is next.”



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BARB KUEBLER-NOOTE



Barb with her husband, Patrick.



Working for Something Greater Than Herself

Barb Kuebler-Noote brings her twenty plus years of experience and expertise to clients in Lake County, McHenry County, and Northern Cook County, and she's as passionate about her work as ever. "I have worked hard to build a client base and reputation. But I am not just selling in my community. I am taking care of and giving back to my community," states Barb.

Barb was born and raised in Grayslake, Illinois. "I was raised by my mom, a single mother, and my Gramma. My mom has a very strong work ethic and she instilled that in me and my sister. She taught us that when you have a job, you are part of a team and something bigger than just you," states Barb.

After high school, Barb received her first taste of real estate when she worked as an administrative assistant for a REALTOR®. "I had the opportunity to learn on the job and [see], behind-the-scenes, exactly what it took to be a REALTOR®," says Barb. "I always thought I would be a teacher because I like teaching and guiding and helping people, but I learned that not all teachers are in a

classroom. [As a REALTOR®] I get to use my passion for teaching and education and guidance to walk people through the process."

Barb and her husband, Patrick, have been married for 16 years and have four children: Saige (22), Bella (15), Delaney (13), and Duncan (8). The family has always lived in or near Grayslake. "Living here in the Grayslake area for forty years has given me plenty of time to learn and grow, and I have found it makes me a better REALTOR® too—knowing the area and community so well," observes Barb.

A big music fan, Barb sees several concerts a year. One of her favorite musicians is Jason Mraz. She says, "My whole relationship with my husband has evolved with Jason Mraz's music. We make it a goal to see him in concert every chance we get and at different venues."

The Nootes consider themselves outdoor people and they go camping several times a year. "From hiking to picnics to volleyball and minigolf—we combine outdoor activities with our visits with extended family too," says Barb. You'll find them heading off to Florida, Michigan, Texas, and Alabama whenever they can to visit family.





•••

Barb feels very blessed that some family members live close by too. Barb's twin sister, Dawn, lives in their same neighborhood. "She just blessed me with an adorable nephew, Carter, last year. I am loving my 'Aunt B' role," says Barb.

True success for Barb is time with family. For her, life experiences and memories are much more valuable than material things. She says, "I use my free time to have experiences and adventures with Patrick and the kids because that is what I want them to remember about me: I want us to be gathered around a table laughing about a lifetime of adventures for years to come."

Giving back to her community is very important to her too. Barb supports St. Jude's Hospital, the United Way of Lake County, One Hope United, McHenry High School's Food for Thought, and Bernie's Book Bank to name a few. "[These organizations]

have the same values that we do—the values my husband and I work to instill in our kids. As Dave Ramsey (financial business author and speaker) says, 'If you live like no one else now, later you can live and *give* like no one else.'¹ It's a very powerful and rewarding way to live," says Barb.

Barb's goals for the future include continuing in sales for another ten years, and growing her team with like-minded people. "So I can keep my 'teacher' hat on," she explains. Her love for helping others through teaching shines through in her advice to up-and-coming REALTORS®: "Don't be transactional. Meaning, don't close on a sale with a client and not reach out to them again. You were part of a large financial decision for them, and nobody wants to feel like a paycheck," notes Barb. "These people, if you do right by them, will take care of you by being your biggest cheerleaders. If you don't have a follow up plan for

years to come, get one. Or call me and I'll help you create one."

"I was blessed to grow up around strong women—many had their own businesses—who worked hard toward their goals," she adds. "They taught me to not say 'I can't,' but 'How can I?'"

Barb's success has clearly come from her passion for guiding her clients through the homebuying and selling process, as well as her "How can I?" perspective on life. No doubt, Barb's future team members will be lucky to have her as their mentor—someone who will not only teach them the ropes, but who will also instill in them the importance of giving back to that which is greater than themselves: their community.

1 Comment on Twitter. Posted 8:32 a.m., Jan 17, 2020. Accessed May 27, 2022. <https://twitter.com/daveramsey/status/1218179165943476224?lang=en>

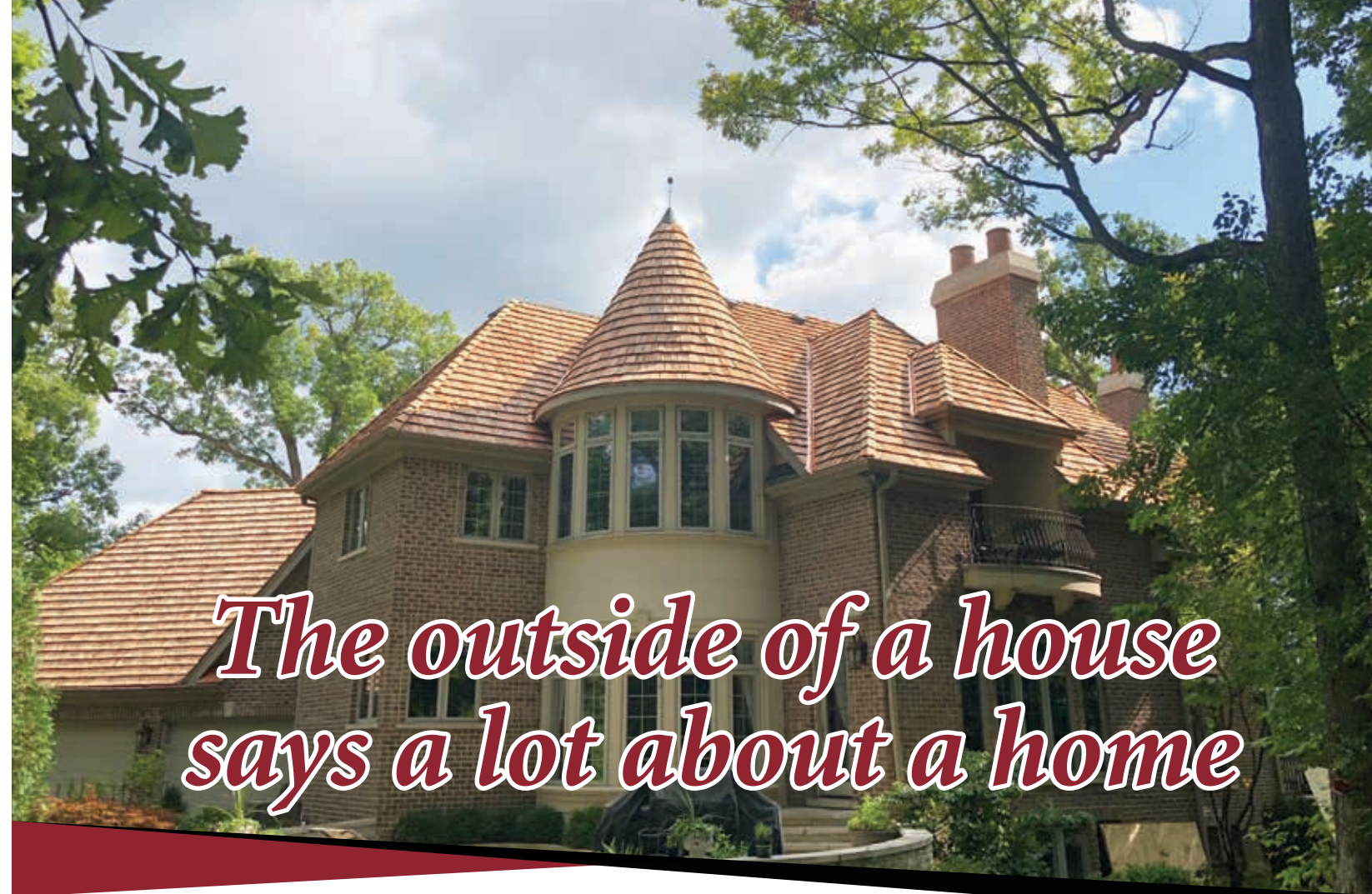
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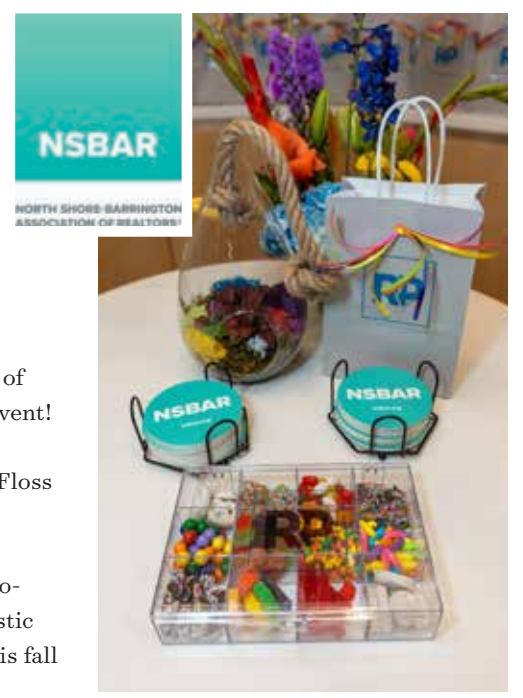


SPRING EVENT

North Shore Real Producers Spring Event Sponsored by Dunsing Inspections and Floss Law

Hosted by the North Shore-Barrington Association of REALTORS®

Photos by Joe Castello and Elliot Powell



The North Shore Real Producers community enjoyed a spring afternoon as we linked arms with the North Shore-Barrington Association of REALTORS® (NSBAR) for the NSRP spring event!

A huge shout out to Dunsing Inspections and Floss Law 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 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 NSBAR.



Barb Noote won a relaxing spa package that included an at home massager and \$250 spa finder gift card from Kathy O'Malley with Lincoln Street Law.



Jen Corcoran won a Ravinia basket which included a picnic backpack, portable table, and a \$100 gift certificate to Ravinia from Dunsing Inspections.



Dawn Forman won an iRobot Roomba from David Rosenthal with Euclid Title.



Michael Shin won an Xbox from John Noyes with CrossCountry Mortgage.



Charlie Wood won a beach bundle bag which included a Bose speaker, a beach towel, and other essentials to enjoy this summer season from the Law Office of Judy K. Maldonado.



Colleen Stein won a Bartesian premium cocktail machine from Bob Floss with Floss Law.






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TOP 100 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jena	Radnay	18	\$42,884,700	13	\$27,793,000	31	\$70,677,700
2	Paige	Dooley	11.5	\$15,535,304	14.5	\$28,443,525	26	\$43,978,829
3	Jane	Lee	30.5	\$21,372,200	19	\$14,398,160	49.5	\$35,770,360
4	Connie	Dornan	23	\$19,197,097	12	\$12,190,888	35	\$31,387,984
5	Susan	Maman	6	\$10,136,921	6.5	\$12,172,500	12.5	\$22,309,421
6	Pam	MacPherson	15.5	\$18,431,500	7.5	\$3,717,475	23	\$22,148,975
7	Ann	Lyon	6.5	\$16,725,000	6	\$5,177,500	12.5	\$21,902,500
8	Anne	Dubray	17	\$12,913,000	13	\$8,872,500	30	\$21,785,500
9	Laura	Fitzpatrick	9	\$9,795,000	9	\$11,068,900	18	\$20,863,900
10	Elizabeth	Jakaitis	7	\$9,025,500	4	\$8,800,000	11	\$17,825,500
11	Milena	Birov	3.5	\$12,960,000	1	\$4,825,000	4.5	\$17,785,000
12	Megan	Mawicke Bradley	5.5	\$9,150,936	4	\$8,401,000	9.5	\$17,551,936
13	Karen	Arenson	5.5	\$13,102,000	2	\$4,230,000	7.5	\$17,332,000
14	Alissa	McNicholas	5	\$8,388,000	4	\$8,710,750	9	\$17,098,750
15	Annie	Flanagan	2	\$3,644,166	5	\$12,849,000	7	\$16,493,166
16	Joanne	Hudson	6	\$7,228,525	5.5	\$8,404,500	11.5	\$15,633,025
17	Marlene	Rubenstein	3	\$2,873,500	12	\$12,725,824	15	\$15,599,324
18	Andrew	Mrowiec	6.5	\$10,027,260	2.5	\$5,560,291	9	\$15,587,550
19	Ted	Pickus	6	\$4,950,000	13	\$9,912,634	19	\$14,862,634
20	Michael	Thomas	14.5	\$7,763,000	15	\$7,087,900	29.5	\$14,850,900
21	Katherine	Hudson	6.5	\$8,833,875	5	\$5,687,000	11.5	\$14,520,875
22	Dinny	Dwyer	6	\$11,069,600	4	\$3,446,000	10	\$14,515,600
23	Kathryn	Mangel	5.5	\$13,142,500	1	\$1,350,000	6.5	\$14,492,500
24	Lori	Baker	5.5	\$8,810,500	2.5	\$5,626,750	8	\$14,437,250
25	Frank	Capitanini	4	\$6,438,500	4	\$7,710,000	8	\$14,148,500
26	Margie	Brooks	5	\$5,179,500	9	\$8,867,500	14	\$14,047,000
27	Jacqueline	Lotzof	2.5	\$2,266,500	14	\$11,538,000	16.5	\$13,804,500
28	Missy	Jerfita	11.5	\$12,278,644	2	\$1,509,000	13.5	\$13,787,644
29	Andra	O'Neill	6.5	\$7,539,000	5	\$6,160,000	11.5	\$13,699,000
30	Carrie	McCormick	2.5	\$4,392,500	7.5	\$8,978,250	10	\$13,370,750
31	Alan	Berlow	14	\$10,089,038	5	\$3,131,000	19	\$13,220,038
32	Marina	Carney	7	\$11,777,260	1	\$1,095,000	8	\$12,872,260
33	Honore	Frumentino	8	\$6,742,450	8	\$6,099,900	16	\$12,842,350
34	Kathryn	Moor	1.5	\$3,749,000	5	\$8,792,000	6.5	\$12,541,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Annika	Valdiserri	8	\$10,687,500	2	\$1,825,000	10	\$12,512,500
36	Aaron	Share	7	\$5,665,600	8	\$6,602,100	15	\$12,267,700
37	Brandy	Isaac	6.5	\$7,710,500	5.5	\$4,480,250	12	\$12,190,750
38	Kimberly	Shortsle	3	\$3,165,000	8	\$8,923,000	11	\$12,088,000
39	Katharine	Hackett	2.5	\$4,550,000	5	\$7,062,000	7.5	\$11,612,000
40	Kelly	Mangel	5	\$11,442,500	0	\$-	5	\$11,442,500
41	David	Chung	4	\$6,510,750	5	\$4,844,000	9	\$11,354,750
42	Maureen	O'Grady-Tuohy	9.5	\$9,457,800	3	\$1,559,900	12.5	\$11,017,700
43	Susan	Teper	7.5	\$4,007,500	10	\$6,975,400	17.5	\$10,982,900
44	Annie	Royster Lenzke	3.5	\$6,641,350	3.5	\$4,283,750	7	\$10,925,100
45	Lisa	Trace	4	\$4,893,250	2.5	\$5,972,788	6.5	\$10,866,038
46	Jackie	Mack	12.5	\$6,971,000	7	\$3,829,000	19.5	\$10,800,000
47	Geoff	Brown	6.5	\$4,008,950	11	\$6,713,000	17.5	\$10,721,950
48	Nancy	Adelman	5.5	\$5,514,500	5	\$5,203,000	10.5	\$10,717,500
49	Flor	Hasselbring	4	\$5,073,500	3	\$5,536,500	7	\$10,610,000
50	James	Roth	6	\$7,336,000	4	\$3,126,954	10	\$10,462,954

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TOP 100 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Mary	Grant	3	\$3,083,750	6.5	\$7,355,000	9.5	\$10,438,750
52	Roni	Nanini	7.5	\$6,250,500	4	\$4,162,500	11.5	\$10,413,000
53	Jeff	Ohm	4.5	\$5,107,071	2	\$5,176,500	6.5	\$10,283,571
54	Beth	Wexler	8.5	\$5,741,000	6.5	\$4,514,350	15	\$10,255,350
55	Steven	Maher	2	\$5,895,000	1	\$4,200,000	3	\$10,095,000
56	Linda	Levin	7	\$3,392,000	4	\$6,379,000	11	\$9,771,000
57	Leslie	McDonnell	8	\$5,349,999	6	\$4,420,612	14	\$9,770,611
58	Mary	Summerville	7.5	\$3,702,556	7	\$6,026,900	14.5	\$9,729,456
59	Janet	Borden	8	\$6,855,840	4	\$2,809,000	12	\$9,664,840
60	Catherine	King	3	\$7,415,000	3	\$2,169,000	6	\$9,584,000
61	Alyson	Tesar	1	\$837,500	7	\$8,705,000	8	\$9,542,500
62	Katharine	Waddell	3	\$3,662,000	4	\$5,781,871	7	\$9,443,871
63	Deborah	Hepburn	8.5	\$5,654,200	4	\$3,746,000	12.5	\$9,400,200
64	Nancy	Gibson	4	\$3,815,000	9	\$5,559,256	13	\$9,374,256
65	Altran	Payne	10.5	\$4,825,000	9	\$4,546,000	19.5	\$9,371,000
66	Brooke	Bakalar Sloane	1.5	\$1,669,000	5	\$7,595,000	6.5	\$9,264,000
67	Jean	Anderson	5	\$7,147,000	3	\$2,066,000	8	\$9,213,000
68	Mary	Baubonis	5.5	\$9,105,000	0	\$-	5.5	\$9,105,000
69	Leslie	Maguire	5	\$6,109,000	3	\$2,915,000	8	\$9,024,000
70	Jody	Dickstein	5	\$8,922,500	0	\$-	5	\$8,922,500
71	Kelly	Dunn Rynes	4	\$3,724,000	2	\$5,150,000	6	\$8,874,000
72	Meredith	Schreiber	5	\$4,141,500	3	\$4,700,000	8	\$8,841,500
73	Betsy	Burke	2	\$3,269,000	4	\$5,470,500	6	\$8,739,500
74	Suzanne	Myers	9	\$6,754,900	2	\$1,910,000	11	\$8,664,900
75	Glo	Rolighed	4.5	\$6,050,000	2	\$2,496,529	6.5	\$8,546,529
76	Nathan	Freeborn	4	\$1,767,125	8	\$6,756,900	12	\$8,524,025
77	Sally	Mabadi	6.5	\$6,714,332	1	\$1,800,000	7.5	\$8,514,332
78	Shelley	Shelly	2	\$6,335,000	1	\$2,165,000	3	\$8,500,000
79	Audra	Casey	7	\$5,902,000	4	\$2,439,000	11	\$8,341,000
80	Allison	Silver	3	\$3,567,027	6.5	\$4,763,500	9.5	\$8,330,527
81	Kati	Spaniak	9	\$6,007,000	3.5	\$2,282,927	12.5	\$8,289,927
82	Shannon	Bernard	1	\$2,095,000	2	\$6,020,000	3	\$8,115,000
83	Lindy	Goss	7.5	\$5,103,938	4	\$2,837,900	11.5	\$7,941,838
84	Cheryl	O'Rourke	6	\$4,679,000	4	\$3,132,500	10	\$7,811,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jeannie	Kurtzhalts	3	\$2,864,000	5	\$4,920,000	8	\$7,784,000
86	Mohammed	Iftikhar	12	\$4,910,499	4	\$2,834,099	16	\$7,744,598
87	Dawn	McKenna	3.5	\$7,036,350	0.5	\$643,750	4	\$7,680,100
88	Scott	Lackie	3	\$7,672,644	0	\$-	3	\$7,672,644
89	Deborah	Nilles	0	\$-	1	\$7,650,000	1	\$7,650,000
90	Howard	Meyers	0.5	\$742,500	4	\$6,869,000	4.5	\$7,611,500
91	Lori	Neuschel	3	\$2,765,000	6	\$4,800,000	9	\$7,565,000
92	Chris	Veech	4	\$3,500,000	4	\$3,996,839	8	\$7,496,839
93	John	Mawicke	4.5	\$7,440,936	0	\$-	4.5	\$7,440,936
94	Mona	Hellinga	4	\$5,073,500	3	\$2,361,500	7	\$7,435,000
95	Lyn	Wise	6	\$5,025,000	2	\$2,355,000	8	\$7,380,000
96	Lori	Mattice	31.5	\$5,648,140	8	\$1,618,400	39.5	\$7,266,540
97	Janice	Hazlett	3	\$1,423,000	6	\$5,761,000	9	\$7,184,000
98	Monica	Corbett	2	\$5,394,000	3	\$1,761,400	5	\$7,155,400
99	Donna	Mancuso	5	\$7,147,000	0	\$-	5	\$7,147,000
100	Robert	Picciariello	11	\$7,118,724	0	\$-	11	\$7,118,724

Disclaimer: Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. North Shore Real Producers and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.

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