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SPRING EVENT:

Utopian Tailgate
Wednesday, June 8th
from 12 PM - 3 PM
Details on page 14

AGENT FEATURES:

RYAN CASPER
CHLOÉ IFERGAN

ON THE RISE:

JP MAUND

RE-PRODUCER:

EMILY PHAIR

PARTNER SPOTLIGHTS:

ALFRED S. DYNIA &
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JUNE 2022



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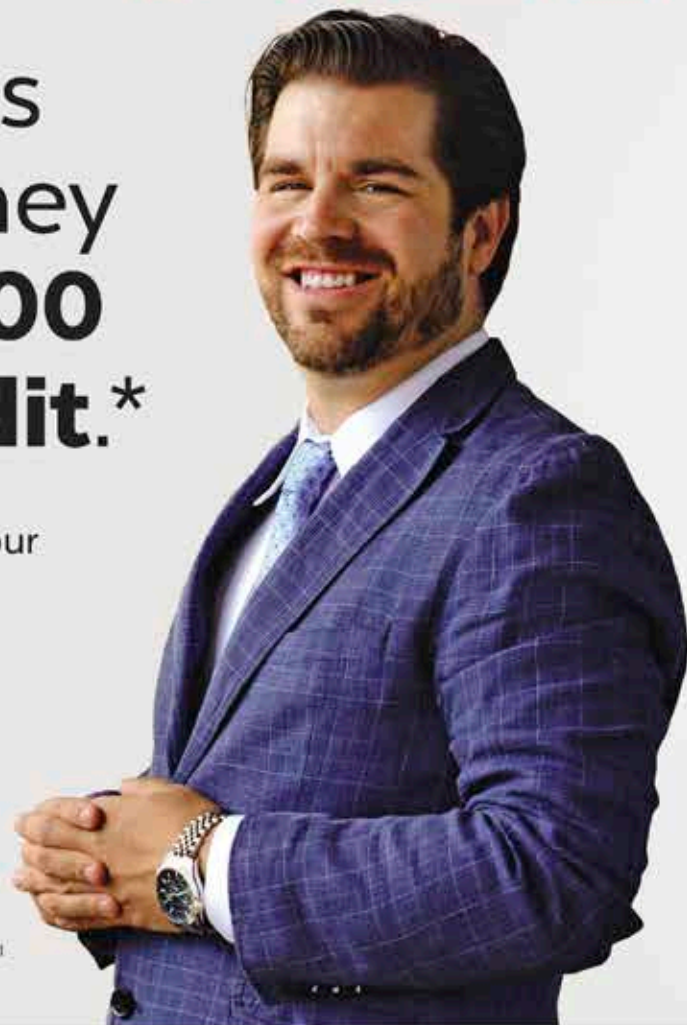
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PUBLISHER'S note



We have a teenager in our home now. It's surreal that those words are even true. Our oldest child just turned thirteen at the beginning of the month. I remember holding her in my arms after she was born and relatives would come up to me and say, "cherish every moment, because it goes by fast." Of course, at the time, I didn't really think anything of it because it seemed so far in the distance. I was busy adjusting to the logistics of life helping to care for another human being.

This Father's Day is extremely special to me as it has caused me to process that our four kids will not live under our roof forever. We have many years to go until this occurs, but the reality is that our oldest child could be on her own in five years. I know the real estate market is demanding but cherish the moments no matter how difficult or rewarding. Someday you'll look back and realize that you have a "teenager" so appreciate and be intentional about soaking up your experiences.

Speaking of quality experiences, we can't wait to see everyone again at our spring event on June 8th from 12:00 PM to 3:00 PM at Utopian Tailgate in Old Town (1608 N Wells St. Chicago, IL 60610)! Photos of the venue and details can be found on page 14.



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

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AL DYNIA

ALFRED S. DYNIA & ASSOCIATES, LLC

▶ partner spotlight

By Jennifer Mitchell
Photos by Caleb Pickman

Fiercely Fighting to Bring Clients Joy

When you work with Al Dynia, you're getting more than just a real estate attorney. He's an attorney, a CPA, and a fierce advocate for every client he takes on. Clients lucky enough to work with Al will always have him in their corner. He makes an effort to work with good people—agents and other colleagues who value more than just the money involved in a transaction—and he gets to know them and their clients personally. Though there are days when he admits he might get too personally invested in a sale, in the end, his passion is what keeps clients and agents coming back.

After graduating from school, Al worked as a certified public accountant (CPA). While he enjoyed the work, he felt it was a little too black and white. So he started attending law school at night and fell in love with the nuances of the law. After earning his J.D., he got a job at a law firm and was exposed to real estate law, and he hasn't looked back.

Today, he's running Alfred S. Dynia & Associates, LLC, a law firm that provides real estate closing services, business formations and related matters, and estate planning services to clients in the Chicagoland area. He's maintained his status as a CPA, so he can offer clients a unique perspective that most real estate attorneys can't.

"Thanks to my accounting background, I'm able to go deeper into a transaction than many other attorneys," claims Al. "Once you know the ropes, closing a transaction is actually pretty straightforward. But I'm able to analyze and advise on various tax-related aspects of the deal, which I've found to be an invaluable service for my clients."

Al is also able to provide valuable insights because he's been in the game for so long. During his time as a real estate



...

attorney, he's watched the real estate market bubble and burst—the fallout of which, as we know, included a high number of short sales and foreclosures. It then moved into a time of moderate and steady growth, but things changed again with the huge rise in transactions due to the COVID-19 pandemic and other factors.

With each change in the industry and market, Al was forced to pivot his business and focus on a new type of buyer. But throughout all those transitions, one thing remained the same: Al has always been available to his clients—whomever they are—day or night, and he has always fought aggressively for each and every one.

One of the reasons Al fights so hard for his clients is because he finds the work so fulfilling.

“Because I come in at the tail end of the homebuying journey, I have the privilege of seeing the joy buyers feel at the end of the road as they prepare to close,” says Al. “It’s especially fulfilling when I’m working with an excited first-time buyer and I get to be the one who walks them across the finish line.”

Given the way Al feels about his clients, it’s likely no surprise to learn that he’s also very close with this family. All three of his children—Nathan, Isabella, and Wyatt—play travel hockey, so much of their



“I’M ABLE TO ANALYZE AND ADVISE ON VARIOUS TAX-RELATED ASPECTS OF THE DEAL, WHICH I’VE FOUND TO BE AN INVALUABLE SERVICE FOR MY CLIENTS.”



time as a family is spent at ice rinks. As much as he loves to travel with his kids and his wife, Alma, Al loves to spend time exploring Chicago too.

Al was born and raised in Chicago and loves everything about the city. He loves taking his kids to Lincoln Park Zoo, riding bikes down by the lake and the museums, shopping on Michigan Avenue (especially at Christmastime), going to Cubs games, and even just driving around the city to see how the neighborhoods are changing and what new food shacks have popped up.

What might surprise you about Al is that he’s a die-hard EDM fan. This forty-eight-year-old’s go-to Sirius XM stations are Diplo’s Revolution and BPM, and he’s attended EDM festivals around the world, including Ibiza, Tomorrowland, and Ultra.

Although he loves the thumping sounds of EDM, his desert island jukebox would also include everything from Armin van Buuren, Markus Schulz, and Above and Beyond; to Metallica, Iron Maiden, and Avenged Sevenfold; to Madonna, N.W.A., and Biggie. His eclectic music tastes are no doubt another reason why he’s able to work so well with so many different clients—because no matter your style of music, you’ll have a reason to bond with Al.

To reach Al and to learn more about the services Alfred S. Dynia & Associates, LLC provides their clients, email him at al@dynialaw.com.



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▶ business
By DeVon Chandler

THE GIFT OF MENTORSHIP AND MENTORING

The definition of a mentor is “a trusted counselor or guide.”¹ The definition of mentorship is “the influence, guidance, or direction given by a mentor.”²

My first mentor was my grandfather. He was a soldier in the United States Army who later became a barber. He woke up every day at 5 a.m. to start his day. He’d make a good country breakfast for the family and then head into work. I didn’t realize it at the time, but now I see that as far back as I can remember, I’ve always had mentors, and they have all played important roles in my life—from my brother in high school, to my college basketball coaches, to older friends of mine who I look up to (and still do), to seasoned real estate professionals. Whether directly or indirectly, these mentors have helped me make important decisions in my life.

How has mentorship helped me?

More often than not, my mentors have had more experience in life and specific industries than I have. Because of that, they have helped me avoid some of the mistakes they made when they started out.

For example, although I’ve been part of teams my whole life—my high school sports teams, my college basketball team, corporate sales teams, and real estate teams—I was unsure if I was ready to start and lead my own team. Also, I wanted to make sure I had value to offer the team members I would hire, so I consulted with a few mentors of mine to dial in my value proposition to make sure it was on point. Sometimes the little push you need to make an important decision is the encouragement you receive from a mentor. A direct quote from one of my mentors: “DeVon, there are idiots that are [out there] running teams! You’re not an idiot. You can do this!” Another said, “DeVon, what would happen if you just go for it?”

One of the most important things I’ve learned from my mentors is that I should always be willing to reach down and help those that ask for help, and in real estate specifically, the pie is large enough for everyone to have a piece.

How do you find a mentor?

Sometimes finding a mentor happens naturally and organically, but at other times, you have to be intentional and ask someone for their help directly. If you find yourself at a showing, or at a CAR event, or even at the office, and you come across someone

who’s extremely knowledgeable in an area that you want to get better at or be better in, ask them if they would be willing to grab a coffee with you. Furthermore, if you are stuck on a decision like whether or not to start a team or join a team, seek out colleagues that are on a team or seek out team leads that are doing well and ask them how they made the decision.

While, yes, there are a ton of people who are close-knit and just not willing to offer help, there are more people who are willing givers of information, advice, and counsel. You just have to ask!

In addition, I think mentorship has evolved with social media in that, now, we have access to subject matter experts, and they can be a positive influence in our lives. Some people I follow on social media—people I’ve never met before—have “mentored” me through some difficult situations through the content and information they’ve extended.

Do you mentor anyone?

I’d like to think that I help everyone that asks me! After my college basketball career, I immediately went into coaching my alma mater’s team. I love coaching and helping people because when I was starting out, so many people helped me. It’s important to me because as cheesy as it may sound, I feel that I’m making the industry a better place and I’m making the world a better place. I know how powerful giving someone words of encouragement can be. Through mentorship, you can truly change the trajectory of someone’s life by encouraging them to go forward with a decision that feels scary to them or by connecting them with a future business partner. It’s wonderful to see someone crush it using some of the advice you gave them. I love it. #proumentor

I’ve noticed that a good mentor is very specific in that they give advice that is tailored to the mentee. They do not use a one-size-fits-all approach and they avoid being vague. But what makes a good mentor/mentee relationship comes down to vibe, value, and coachability: mentors do not want to mentor someone who thinks that they have it all figured out. Mentees should be sponges! They should be great listeners and action-takers.

I’ll leave you with this amazing quote from Bob Proctor that I’ve been living through: “Once you

make the decision, you will find all the people, resources, and ideas you need . . . every time.” Translation: take big swings. Whether you want to find or be a mentor, I promise you’ll figure it out if you’re the badass I know you are.

¹ Merriam-Webster’s Collegiate Dictionary, s.v. “mentor,” accessed March 29, 2022, <https://unabridged.merriam-webster.com/collegiate/mentor>.

² Merriam-Webster’s Collegiate Dictionary, s.v. “mentorship,” accessed March 29, 2022, <https://unabridged.merriam-webster.com/collegiate/mentorship>.

About the Author

DeVon Chandler is the team lead of Hello Chicago Homes, a real estate team of Compass in Chicago. Prior to starting his real estate team, he worked with builders and contractors at James Hardie, Palram, and Grainger while also doing real estate full time. He currently leads the 2022 Young Professionals Network of the Chicago Association of REALTORS® as the Chair. Outside of real estate, DeVon sings badly, works out daily, volunteers weekly, and hosts a podcast that he started called *The Color of Chicago*. The podcast serves as a resource to black and brown kids, and encourages them that they can be anything that they want!



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▶▶ agent feature
By Chris Menezes
Photos by Elliot Powell

Chloé Ifergan

With Full Dedication and Tenacity

A first-generation American and top-producing agent with Jameson Sotheby's International Realty, Chloé Ifergan learned the merits of hard work and dedication from her father, Charles Ifergan, a Jewish Moroccan who grew up in Paris, France, and came to the United States to pursue the American Dream. She would also say her entrepreneurial spirit and interest in real estate came from him as well. ...





...

Chloé grew up in the Gold Coast and attended the Latin School of Chicago. Fluent in French and proficient in Spanish, Chloé has dual French and American citizenship. Although Chloé's mother is also from France, her parents first met in Chicago. Chloé's mother came to Chicago as an au pair for a family in the Gold Coast.

After earning her degree from the University of Vermont, Chloé worked in pharmaceutical sales and went on to become the Midwest market manager for Oscar Blandi products. She then entered the family business, where she managed over sixty employees while simultaneously running a Furla franchise.

When Chloé obtained her real estate license in 2008, she continued working in the family business and did real estate part-time. She went full-time in 2012 and never looked back. While she has encountered her share of challenges building her business, perhaps the toughest for her has been mitigating the ups and downs, and "emotional anguish" that is inherent in real estate sales and working so closely with people. The success she has achieved as a top-producing agent, having produced \$15 million in volume just last year, is a testament to the dedication and hard work she has put into her business these past ten years. ...

“It's so fulfilling to watch my clients go through the different stages in their lives while helping them with their real estate needs along the way.”

•••

“If I could speak to my younger self, I would tell her to slow down and to not make mountains out of molehills,” Chloé says, laughing. “And to believe that if you’re a good person with good values then the universe will have your back.”

To help mitigate the “downs” of the business today, Chloé schedules workout classes as part of her day and has found meditation to be very helpful. When she feels particularly unmotivated, she joins accountability groups to help keep her on track, or she just takes a break altogether.

Outside of work, Chloé loves to travel, especially to warmer climates, and enjoys learning how to cook new cuisines. She also sits on the boards of the Lynn Sage Breast Cancer Foundation and the Lyon Family Foundation.

What really keeps Chloé going is experiencing the excitement her clients feel when finding their new home, and the relationships she continues to develop with them afterward. “It’s so fulfilling to watch my clients go through the different stages in their lives while helping them with their real estate needs along the way,” she says.

As Chloé continues to dedicate herself to providing value to her clients and growing her business, she plans to get licensed in another state one day—one that is warmer than Illinois, where she can purchase a vacation home and split her time. With the hard work and dedication that has brought her this far already, there is no doubt she will continue achieving whatever goal she sets her sights on next.



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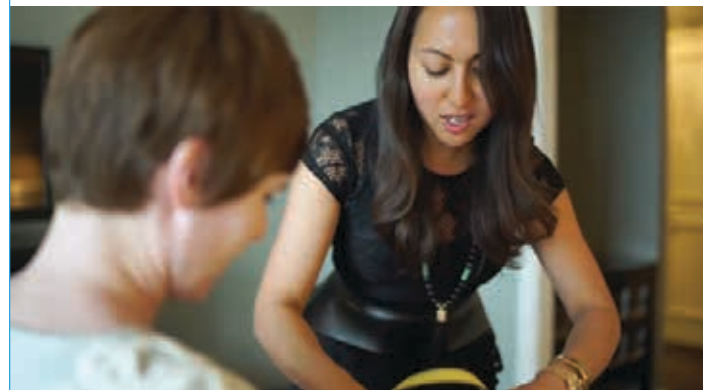
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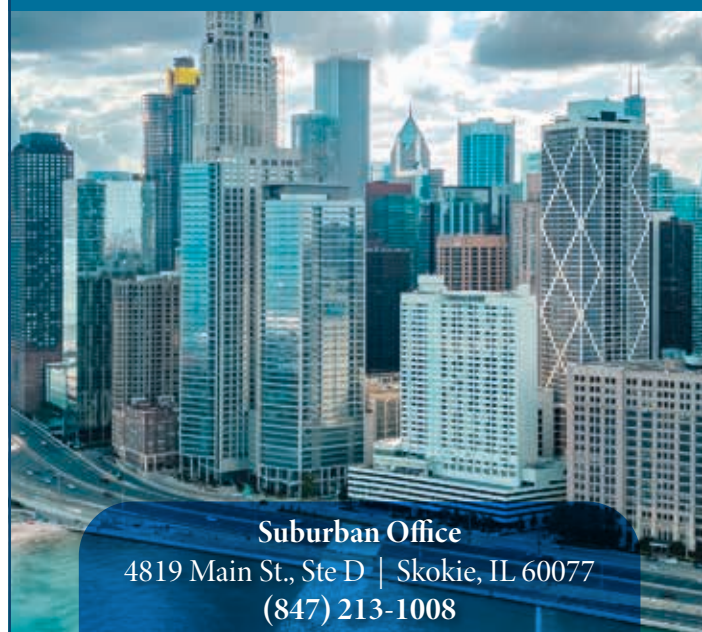


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RYAN CASPER

Following in the Footsteps of Successful Giants

▶ agent feature

By Jennifer Mitchell
Photos by Richard Camacho



Ryan Casper's success as a top producer is due, in large part, to his focus on continuous improvement and commitment to learning from those who have come before him and had success. That includes everyone from his dad to Tony Robbins.

Ryan grew up in the southwest Chicago suburb of Burr Ridge and spent his childhood watching his dad work in the meatpacking district.

"I've always had a tremendous respect for my father's work ethic and how he presented himself in his business," notes Ryan. "He was always the best-dressed guy in Fulton Market, wearing a suit jacket every day. His associates at the Market would often say to me, 'Your dad is a really good man and quite a character!'"

After attending Illinois State University, Ryan went into the family business, which his father has been a part of for fifty years. While working there, his mom, who also worked in the office, commented that she thought Ryan had a knack for working with customers and would make a great REALTOR®. Knowing that the margins in the food industry were minimal and watching many large companies come in and take over all the little guys, Ryan decided to leave the meat industry in favor of real estate. In 2007, he got his real estate license.

Unfortunately, shortly after entering what he thought would be a more profitable industry, the 2008 financial crisis hit, and Ryan struggled like so many others. But that didn't get him down. In fact, Ryan knew that at some point in the future, he'd be grateful for the failures he'd experienced because they would shape him into a more successful person.

Today, Ryan has hit his stride and loves that in real estate, every new day is filled with new possibilities.

"Monday mornings I wake up excited, thinking about what I can accomplish between 8:00 a.m. to 6:00 p.m.," he says. "I also love working with my wife, Joy. Watching her improve, increase her confidence, and really enjoy her work has been incredibly rewarding for me. I'm so grateful to have her with me every day."

Ryan attributes a big part of who he is today to a man he's spent a lot of time with: Tony Robbins. He's attended Robbins's "Unleash the Power Within," "Date with Destiny," and "Business Mastery" events.

"When it comes to certain values and principles of life, I often let Tony Robbins define them," claims Ryan. "I default to what I've learned from him in a lot of areas in my life. He says success is doing what you want to, when you want to, where you want to, with whom you want to, and as much as you want to, and I can't really argue with that." ...



...

As for whom he wants to be with, Ryan loves spending time with his wife, Joy. They recently adopted a cat, Monroe, after a tenant vacated one of his listings and left the cat there. "All that was left in the unit was a dirty mattress, a broken TV, a Styrofoam container of dry cat food, and a meowing cat. I realized we had to do something with the cat, so I decided to take him home. Joy can't get enough of him."

As for blowing off steam, Ryan can often be found on a board: if it's below 32 degrees, it's a snowboard, and if it's above 65 degrees, it's a wakeboard. Anything in between and he's inside reading through his library, which he can never seem to keep up with.

"Read the book and ask yourself if you're following the thirteen principles on a consistent basis," recommends Ryan. "If you're not following those principles, you can quickly identify the gaps in your life and business. And if you're following all thirteen principles and not getting the results you want, call me. Seriously, call me. I'd love to share more and help you out."



Ryan and Joy in Florida.



Ryan's wife, Joy, with their recently adopted cat, Monroe.

Monday mornings
I wake up excited, thinking about what I can accomplish from 8:00 a.m. to 6:00 p.m.

He also loves spending time with Adaptive Adventures, a group that serves amputees, victims of traumatic brain injuries, and other disabled individuals and takes them outdoors to ski, kayak, and ride bikes. He finds it so rewarding to share the activities that he's enjoyed throughout his life with those who may never have thought doing them was possible.

And that's not all Ryan is willing to share. He strongly encourages up-and-coming agents to reach out and ask for advice. He made it a habit early on to constantly learn from the people around him and shadow those who are finding success, and he wants others to do the same.

"Successful people want to help and are never too busy for you," advises Ryan. "It's amazing how accommodating they are if you just offer to buy them a sandwich."

Ryan also recommends new agents read *Think and Grow Rich* by Napoleon Hill, a book he's personally found to be extremely helpful in his career.



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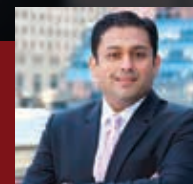
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If you are confused right now, hear me out. As REALTORS®, we spend a lot of our time trying to generate more clients (or at least we should be). Why? Because consumers do not typically buy or sell real estate often. According to the National Association of REALTORS®, a typical seller in 2020 had lived in their home for eight years!¹ So that means the agents who sold those sellers

their homes originally, would not help them again for almost a decade! In short, if you are not on the lookout for new clients on a regular basis, your business is going to see more ups and downs than a roller coaster at Six Flags® Great America.

So What Does a REALTOR® Actually Sell?

Being on the lookout for clients is only part of the equation though. You could be the best prospector ever, but that doesn't mean those people are definitely going to work with you. As of 2020, there were over 26,000 agents in Chicago.² Why would

any buyer or seller you speak to work with you given all of those options? This is where the second part of the equation comes in: What does a REALTOR® actually sell? **Themselves!**

Think about any time you sat with a buyer or seller. What do you spend most of your time doing with them? Sure, you talk to them about the buying or selling process, the market, pricings, etc., but I would guess that the majority of your conversation revolves around you trying to convince those people in front of you to use your services. If you pulled out your listing presentation right now, I bet you have a few sections in there about yourself that say why you are so amazing.

In my buyer and listing presentation, the first half of my presentation is me basically bragging about myself and trying to explain to the consumers sitting in front of me why they need to use me versus one of the thousands of other REALTORS® in the city. I know that in order to win their business, I need to show potential clients that I know what I am doing and that they can trust me with this enormous financial decision. This is especially true when it comes to cold leads who do not know you from any other agent.

The Sale Before the Pitch

When it comes to selling yourself, now more than ever, thanks to the internet and social media, the sale is happening before the actual meeting. More often than not, anyone who agrees to meet with you or reaches out to you has looked you up online. They have

scoured over your social media and likely read your reviews before deciding they would take the next steps in speaking with you. So, Google yourself and see what comes up. Whatever is on that first page is likely what consumers are going to look at and read. If your online presence doesn't look professional, you are losing clients before ever getting a chance to say one word. Do yourself a favor and scrub, clean, and polish up everything about you online. Sell them on you before they ever speak with you!

If I had to put a number on what percentage of our jobs is actually selling real estate, I would say 10 percent. I believe that 90 percent of what a REALTOR® sells is themselves. Regardless of whether or not you agree with my assessment, I am sure you agree that a lot of what we do is sell people on our services. So, take a look at every part of your business and review how you are selling yourself—from how you dress, to how you talk, to how organized you are, as well as what systems you have in place, your online presence, your presentations, and what you say to your clients. It is all one big sales pitch and needs to be treated as such!

¹ "Quick Real Estate Statistics," Research and Statistics, National Association of Realtors®, accessed April 11, 2022, <https://www.chicagomanualofstyle.org/book/ed17/part3/ch14/psec207.html>.

² "Top Chicago Real Estate Agents," Real Estate, US News and World Report, accessed April 11, 2022, <https://realestate.usnews.com/agents/illinois/chicago/>.

About the Author:

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

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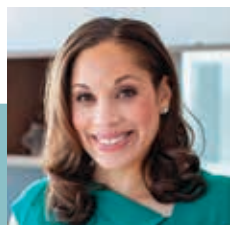
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Emily Phair Welcomes LEIGHTON MARY PFEIFFER

No Time to Slow Down Now

For some, having a child, especially a first child, tends to slow life down. New parents often lament losing their social life and make constant sacrifices in the name of parenthood. However, for Emily Phair, nothing could have been further from the truth.

“I knew that having a baby wasn’t going to stop me, slow me down, or change my direction,” explains Emily. “Luckily, my business partner, Kevin Hinton, was fully on board.”

For five years, Emily and Kevin had been building their team, the Phair-Hinton Group, at a slow and steady pace. Their plan from the beginning was to build a business that supported their lifestyle, not the other way around. But once Emily and her boyfriend, Theran, knew they were expecting, things changed.

With a baby on the way, Emily put her foot on the gas pedal and wasn’t going to let anything slow her



“Leighton is fun and interesting and challenging — right in my wheelhouse!”

down. Ironically, her baby, little Leighton Mary Pfeiffer, took her time coming into the world on December 10th, 2021. She arrived two days past her due date, which not only messed with her mommy’s timing, but her daddy’s as well. You see, Theran works for NFL Films, and because December is prime time for the NFL season, he was on a demanding work schedule.

“We begged our doctor to let us go home a day earlier than planned so he could get to work, and luckily, she signed off just in time. We raced home from the hospital, Theran frantically put together the bassinet and left for work an hour later. So, our first day home from the hospital was precious: just me, Leighton, the Christmas tree, and football on TV. Theran got home from work safely around 3 a.m., and we made a big meal, opened a bottle of wine, and had an awesome second day home from the hospital!” Emily recalls.

Emily was wrapping up the most profitable year she’s ever had on record. While she didn’t plan to slow down after having her baby, she confessed it was a bit more challenging going back to work than she imagined—not because it

was difficult having a newborn, but because it was so much fun!

“Leighton is fun and interesting and challenging—right in my wheelhouse! The problem isn’t the baby, it’s that everything else suddenly seems boring in comparison,” she says. “But I’m committed to my business, and so my hurdle now is to create a professional life that fascinates me to the same degree that Leighton does.”

For Emily, that fascination is going to come through massive growth and expansion. She and Theran purchased a second residence in Milwaukee last year while trying to decide where they wanted to raise their family, and ultimately decided on both Chicago and Milwaukee, which opened a new world of possibilities for Emily and how she viewed her business. And because for the past few years she has been shifting the Phair-Hinton Group to work almost entirely virtually, she is envisioning doubling and even tripling their current team of sixteen over the next two years.



re-producer
By Chris Menezes
Photos by Elliot Powell





“While we’re not going international any time soon, we are targeting new markets outside of just Chicago and Milwaukee,” Emily explains. “Our dream is a huge, multi-dimensional business that can support agents and admin at all experience levels, interests, and locations—a team with layers of leverage and endless opportunities. We just re-wrote our whole script, and we think we’re doing it differently than most.”

While Emily plans to keep her foot on the gas pedal, she fully intends to bring Leighton with her every step of the way. Emily already takes her everywhere she goes: dinners, breweries, basketball games, listing appointments, job interviews, and more. Leighton even already has plane tickets in her name and a passport on the way!

One thing is for sure, nothing is going to slow this family down.

“Don’t stop doing exactly what you want to!” Emily encourages other expecting parents. “Your people will welcome your little one wherever you go.”

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JP Maund

► on the rise
By Chris Menezes
Photos by Sonya Martin

A BALL OF KINETIC ENERGY

JP Maund has been going at it so hard in real estate the past two years that he's barely had any time to slow down and take time for himself. The dust hasn't even settled enough for him to really take in how he's outpaced his production every year, nor how he's already on pace to double the \$5.4 million he did last year. Truth is, JP has been on the go for much of his life.

Not only has JP lived in nearly every part of Chicago, from 95th & Ashland to Rogers Park, having moved every year for five years at one point—accumulating a great deal of knowledge and interest in Chicago real estate along the way—but much of his childhood was spent in an entirely different part of the world.

JP's life has moved pretty fast from the beginning. Originally from Trinidad and Tobago, "The events that shaped my life were tough, but I feel those are defining moments in everyone's life," he says. "I had to grow up quickly. Coming to America was a huge culture shock. My family is very supportive and important to me."

Having experienced his share of hardship, JP has always had a heart for helping people. He earned his degree in exercise science and spent ten years working for the top health clubs in Chicago—first as a trainer and then as a manager.

JP's active lifestyle had been propelling him so much that when the pandemic hit and shut everything down, it was what caused him to pause long enough to reconsider his entire trajectory. Having helped people in a health capacity for so long, he was ready to approach helping others in a different capacity. With his experience of moving so many times and



love of finding new places to live, he saw becoming an agent as a natural progression to helping people.

With all the potential energy he'd accumulated during the shutdowns, JP hit the ground running after getting his license and hasn't slowed down. Because he is always thinking about the next goal he wants to achieve and his mind constantly goes a mile a minute, when he does pull away from work, he loves doing absolutely nothing.

"I honestly just enjoy sleeping in and getting a good workout in," he says, laughing. "Success for me is about having opportunities. The opportunity to work twelve-hour days nonstop and also to sleep late if need be. I always start back up again. My family motivates me—my wife, Lauren; my mother and my sister, who are some of my biggest supporters; and my son, Kai."



JP with his wife, Lauren, and son, Kai.

...

JP has been taking Brazilian jiu-jitsu for the past four years. With his tendency to go hard at things, he says the martial art has helped him understand balance. "I've learned I just can't power my way through everything. Some things take tactful thought to control the pace," he says. "If I could go back and talk to my younger self, I'd tell him to relax! Not everything needs a high level of focus. You gotta enjoy life more . . . and stretch!"



SUCCESS FOR ME IS ABOUT HAVING OPPORTUNITIES

When it comes to relaxing, JP loves putting Bob Marley, his favorite artist, on the stereo. In fact, he's found that Bob Marley is good for nearly every occasion. "His music is incredibly powerful and defined a generation. You can sit back and relax to any song, or listen closely to hear about the struggles of the world," says JP.

As JP continues building on the successes he's achieved thus far in real estate, he remains passionate about learning as much as he can, talking to as many people as he can, and serving others to the best of his ability. It will be exciting to see where all this kinetic energy continues to take him in the future.



JP and his wife, Lauren, on their wedding day.

Photo Credit: Alana Lindenfeld



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By Chris Menezes
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Jeff Dulla

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STANDING BY HIS CLIENTS' SIDE

As a seasoned veteran in the mortgage industry, Jeff Dulla has nearly seen and been part of it all. His extensive experience in the business doesn't just give him the knowledge and skills necessary to do his job at a high level, but, more importantly, it has given him a deeper understanding of the needs of people, and a desire to be the person others can rely on, both inside and outside of the business.

"I don't care what numbers I do at the end of the day as long I am the person my partners trust without a doubt," Jeff explains. "I want to be the person they call every time they have a problem they can't solve, or when they go to invest in something themselves. That is why large, high-producing real estate groups choose to work with me."

Jeff first entered the mortgage industry at age twenty-three. He had recently graduated from Indiana University and went directly to working for a big bank, doing commercial lending. It didn't take long, however, for him to realize the big bank environment was not for him. So he reached out to his uncle, Mike Dulla, owner of United Home Loans, and hasn't looked back since.

As a family-owned residential mortgage bank, United Home Loans provide loans that allow people to buy a new home, refinance their current home, draw on equity via cash-out or home equity lines, renovate, etc. They also have an array of investors and products they can draw from to meet most of their clients' residential financing needs.

Jeff can boil his success in the business down to one simple motto that he and a close REALTOR® friend adopted early in their careers: "Work hard and be a good person." He knows how hard agents work—the long and odd hours—and has always made it a point to shape his business around serving them when they need it, no matter what day or time that may be.

"I want to always be part of the solution and not someone [who's] adding problems into the mix," he says. "I don't think what I do is rocket science or that I am saving lives here. I am just happy to be a part of the people's lives that I get to be a part of, and I hope I can add something of value to their experience."

While Jeff has always based his business on serving his clients and partners, he confesses that for the majority of his career, he was more volume-focused when it came to his goals and how he defined success. Until about two years ago, that is. In 2020, Jeff started to have panic attacks and was eventually diagnosed with generalized anxiety disorder.



For the past two years, Jeff has had to learn how to live with anxiety. By paying more attention to his mental health through therapy, yoga, breathing techniques, and having a better understanding of what activities help and harm his ability to decompress, he has figured out how to be successful at his job, produce high-volume numbers, be dependable and accountable to his agents and clients, and have a healthier balance between work and his personal life. Above all, he now has a broader perspective and deeper empathy for people and what it means to be a human in an environment as demanding as the real estate industry is.

"I know what is at stake for so many people in real estate and mortgages. But I also know how hard people in this industry truly work and what they may not realize is the price," Jeff explains. "I want to make sure I am there for anyone else that is going through something similar [to what I did]. Whether it is a competitor, a REALTOR® . . . whoever, my hope would be to help save them from some of the fear and trouble that I went through. Long story short, no matter what you are going through, you are not alone, and the best advice I can give anyone would be to reach out and start talking to someone."

“I know what is at stake for so many people in real estate and mortgages...I want to make sure I am there for anyone else that is going through something similar.”

...

Jeff recognizes the camaraderie within the real estate industry among agents—how many of them can coexist, be close friends, and be there for each other despite the inherent competition between them. He hopes to cultivate that same kind of culture within the mortgage industry. His focus these days is on people and creating a more caring and supportive environment for all.

Outside of work, Jeff enjoys being with his wife and college sweetheart, Lindsay; their three kids, Sam (eight), Wyatt (six), and Maisie (three); and their 130 lb. Bernese mountain dog, Otis. Sam and Wyatt are heavily involved in sports, and Maisie is rambunctious, which keeps the family hopping around a lot. Even Jeff plays basketball a few times a week in a pick-up league, and is in a couple of softball leagues too. He loves being around people, whether friends or family, enjoying an occasional cocktail, and talking about some of his favorite music, which ranges from Kendrick Lamar to Sturgill Simpson.

“I have been lucky to be a part of a lot of different experiences in this business,” Jeff says. “I do a wide variety of programs and work with a wide variety of clients. I have been lucky enough to do a lot of related investments from a personal standpoint as well: I’ve built homes, rehabbed and held multi-units, invested in properties in other states, etc. I am here to help in any way I can.”



Photo credit: Erin Konrath



Jeff's three kids, Sam (eight), Wyatt (six), and Maisie (three); and their 130 lb. Bernese mountain dog, Otis.

To contact Jeff and learn more about his services, email him at jdulla@uhloans.com or call 312-520-0069. You can also visit the United Home Loans website: www.uhloans.com.



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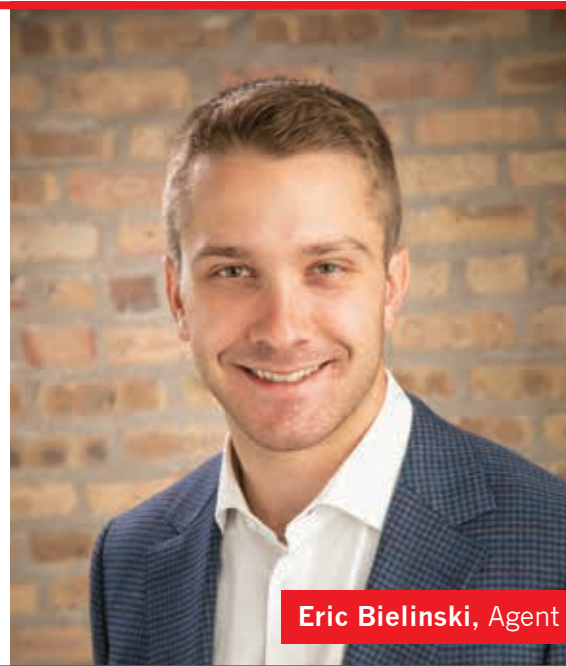
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RAFAEL



MURILLO

» cover story
By Jennifer Mitchell
Photos by Caleb Pickman

LIVING THE AMERICAN DREAM BY FINDING DREAM HOMES

Looking back on his childhood, Rafael Murillo remembers attending his mother's immigration proceedings in downtown Chicago and being fascinated by the tall skyscrapers. But never did he think he'd one day be selling them.

Rafael grew up in a working-class immigrant family where his dad worked two jobs so his mom could stay home and care for Rafael and his siblings. His dad immigrated to the United States at a young age and taught himself how to speak, read, and write in English, and Rafael's mother taught Rafael to smile

and never give up, no matter the circumstances. Both parents have been a huge influence on Rafael's success in life and in business.

Much like his parents, Rafael has adopted a do-it-yourself mindset. He won't stop trying to solve a problem until he lands on the right solution.

"I learned to survive in the real world by leaning on my past work experiences, some of what I learned in college, [and what I found] researching on Google and watching YouTube videos," claims Rafael. ...



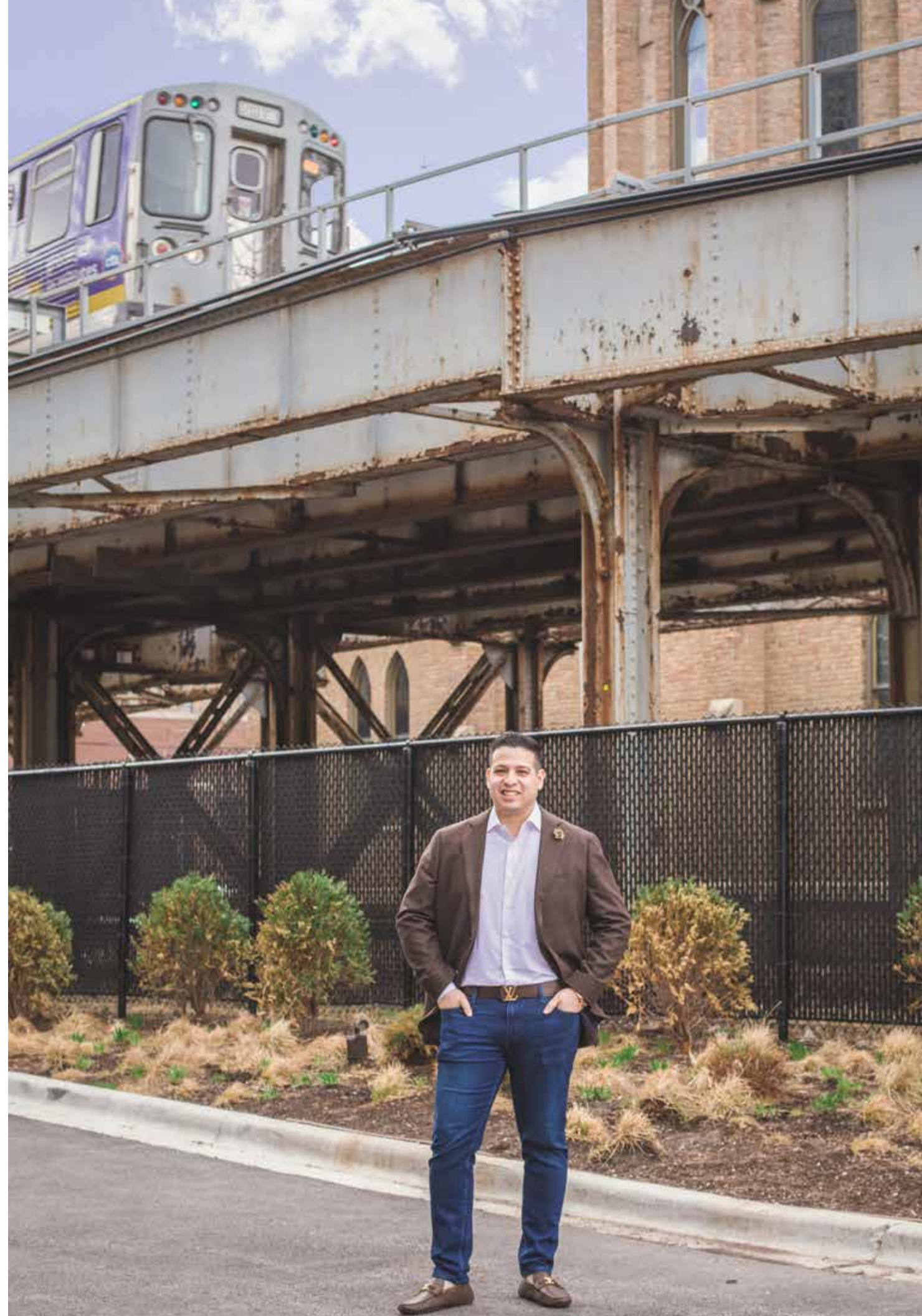


Before figuring out how to succeed in real estate, Rafael worked in hospitality, an industry where service is key. He worked as a VIP host at some of Chicago's hottest venues and ran social media marketing for various restaurant and nightclub groups. There, he learned how to adapt and connect with people on a personal level.

"In hospitality and real estate, every client interaction is an opportunity to deliver a memorable experience," notes Rafael. "Poor service can very quickly turn a prospect off. But by delivering excellent service, you can boost reviews and referrals."

While working in hospitality, one of Rafael's VIP clients offered him the chance to become a mortgage broker. He jumped at the opportunity and started working for a bank helping people fulfill their dreams of owning a home. But over time, he found himself spending more and more time scrolling through property listings online and found that he preferred the sales side of real estate over the financing side. So he switched gears and started working in rentals.

"I showed up to the office every day with an eagerness to learn from the top agents," says Rafael. "I would pay attention to the way



they talked on the phone and negotiate deals. I would offer to take their rental leads and help with showings. I learned about all the high-rise buildings in the area, noting which ones did or didn't have a pool and other amenities because you really have to know your stuff."

While learning the business, Rafael also put in the work to build an online brand, teaching himself how to design a website because he didn't have the budget to pay a professional. But now, he claims that every risk, failure, and long night with a cup of coffee was worth it because he's found success at a job he's passionate about.

"I love my job," claims Rafael. "I love being social and learning about people from all walks of life. I get to access incredible homes, enjoy breathtaking views, experience superb architecture, and help families achieve the American Dream of homeownership. As a first-generation American, I understand the importance of building generational wealth through real estate, and I'm glad that's something I can help others do."

Although Rafael has achieved great success, he's still passionate about learning and perfecting his craft. He knows there's always room for growth and because the business is always evolving, he needs to evolve with it. So he's constantly reading books and listening to podcasts related to the trade.



“AS A FIRST-GENERATION AMERICAN, I UNDERSTAND THE IMPORTANCE OF BUILDING GENERATIONAL WEALTH THROUGH REAL ESTATE, AND I’M GLAD THAT’S SOMETHING I CAN HELP OTHERS DO.”



When he’s able to occasionally unplug, Rafael will enjoy a nice dinner or drinks with his girlfriend, watch reality TV or comedies, spend time with his family, or smoke cigars with his pals. During the pandemic, he learned how to make a number of fancy cocktails and is now quite the mixologist.

Rafael supports the Boys & Girls Clubs of America, an organization dedicated to keeping young people off the streets and training them to become future leaders.

“There was a lot of gang activity in my neighborhood growing up and the Boys & Girls Clubs of America provided a safe place for me to learn and grow.”

So now, Rafael wants to help a younger generation find success in life and, specifically, in real estate.

“I always tell up-and-coming agents to stop comparing themselves to others,” says Rafael. “There’s no right or wrong way to do things. I have made a name for myself for being different and innovative. So, find your niche and be yourself.”

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BEING EMOTIONALLY RESILIENT

Over the last couple of pandemic years, many of us have become incredibly good at adapting to unanticipated changes and adversities in daily routines and ways of life. Emotional resilience is the ability to cope and adjust in highly stressful or tense situations. Emotionally resilient people handle acute trauma more efficiently, and they are able to bounce back more quickly in the aftermath. These individuals grow stronger and learn about themselves and others from their negative experiences, while others struggle to recover or develop harmful coping mechanisms (e.g., substance abuse) or psychological disorders.

What makes some people more resilient in crises than others? To an extent, resiliency is innate – some people are naturally more easygoing than others – but it is also a skill that can be developed. Overall, emotionally resilient people tend to have several traits in common:

Emotional awareness: Resilient people are conscious of their emotions and have taken time to explore and understand what they feel and why they feel it. This important form of self-care leads to higher degrees of self-awareness, allowing them to disengage from the adversity at hand, thus gaining them perspective and broadening their awareness of others' emotions.

Strong social support system: Perhaps most importantly, a strong support system is consciously

cultivated and valued by emotionally resilient individuals. Positive social support has been shown to stimulate the release of oxytocin, a “happy hormone,” whereas a lack of support from friends and family is associated with indicators of compromised physical and mental health.

Perception of mastery: Resilient people believe they have control over their own lives rather than being controlled by external factors, which allows them to be proactive in dealing with stress and finding solutions for the problems at hand.

Sense of humor: Emotionally resilient people are not only able to navigate difficult situations more easily, but they can also find humor there. Crises are not perceived as threats but instead challenges to be overcome, altering how their brains perceive and react to the stress.

In closing, remember that everyone responds to trauma differently; try to show yourself the same support and compassion you offer others, especially during times of hardship.

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5	Leigh	Marcus	59	\$38,686,400	27	\$23,126,750	86	\$61,813,150
6	Emily	Sachs Wong	26	\$31,874,000	12.5	\$16,869,000	38.5	\$48,743,000
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9	Benyamin	Lalez	9.5	\$5,695,950	63	\$30,095,800	72.5	\$35,791,750
10	Timothy	Salm	8	\$21,917,500	3	\$12,175,000	11	\$34,092,500
11	Grigory	Pekarsky	8.5	\$4,929,250	59.5	\$28,873,149	68	\$33,802,399
12	Mario	Greco	28	\$19,752,100	14	\$8,523,000	42	\$28,275,100
13	Carrie	McCormick	21.5	\$17,538,388	9	\$10,147,900	30.5	\$27,686,288
14	Melanie	Giglio	15	\$12,466,650	19	\$12,421,400	34	\$24,888,050
15	Philip	Skowron	5	\$10,585,000	5	\$14,184,000	10	\$24,769,000
16	Melissa	Siegal	18.5	\$10,889,500	23	\$11,705,561	41.5	\$22,595,061
17	Karen	Biazar	23	\$13,081,750	16.5	\$7,825,200	39.5	\$20,906,950
18	Joanne	Nemerovski	10	\$13,092,000	8	\$7,569,000	18	\$20,661,000
19	Rachel	Krueger	5	\$11,653,750	5	\$8,805,000	10	\$20,458,750
20	Tommy	Choi	12.5	\$6,446,450	22.5	\$13,908,000	35	\$20,354,450
21	Julie	Busby	14	\$10,157,150	14	\$9,995,310	28	\$20,152,460
22	Jill	Silverstein	9	\$6,669,500	12	\$13,379,250	21	\$20,048,750
23	Millie	Rosenbloom	11	\$7,667,000	14	\$11,531,550	25	\$19,198,550
24	Colin	Hebson	9.5	\$9,635,338	14.5	\$9,288,450	24	\$18,923,788
25	Katharine	Waddell	12.5	\$7,581,500	14	\$10,417,550	26.5	\$17,999,050
26	Jason	O'Beirne	21	\$17,388,500	3	\$478,500	24	\$17,867,000
27	Rafay	Qamar	11	\$4,503,000	26	\$13,068,900	37	\$17,571,900
28	Amanda	McMillan	13.5	\$8,155,750	12.5	\$9,067,000	26	\$17,222,750
29	Melanie	Everett	5.5	\$2,963,250	25.5	\$14,175,400	31	\$17,138,650
30	Jeanne	Martini	9	\$16,756,000	0	\$0	9	\$16,756,000
31	Timothy	Sheahan	15.5	\$10,972,950	10	\$5,446,500	25.5	\$16,419,450
32	Margaret	Baczkowski	8.5	\$7,486,750	5.5	\$8,535,000	14	\$16,021,750
33	Suzanne	Gignilliat	3.5	\$4,675,500	3	\$11,190,000	6.5	\$15,865,500
34	Hayley	Westhoff	8.5	\$5,284,666	16	\$10,480,000	24.5	\$15,764,666

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Molly	Sundby	14	\$15,333,198	0	\$0	14	\$15,333,198
36	William	Goldberg	10	\$8,967,200	7.5	\$6,287,495	17.5	\$15,254,695
37	Lauren	Mitrick Wood	6.5	\$5,946,750	13.5	\$9,249,500	20	\$15,196,250
38	Kathleen	Malone	7	\$8,686,950	9.5	\$6,438,500	16.5	\$15,125,450
39	Sophia	Klopas	9.5	\$5,411,750	14	\$9,669,900	23.5	\$15,081,650
40	Mark	Zipperer	18	\$8,439,650	12	\$6,518,610	30	\$14,958,260
41	Jennifer	Ames	7	\$6,799,750	4	\$8,103,000	11	\$14,902,750
42	Keith	Brand	11	\$4,501,150	13	\$10,235,000	24	\$14,736,150
43	Jennifer	Mills	11	\$10,153,200	5	\$4,415,000	16	\$14,568,200
44	Sari	Levy	5	\$3,060,500	8	\$11,387,300	13	\$14,447,800
45	Nick	Nastos	6.5	\$3,013,350	22.5	\$11,251,250	29	\$14,264,600
46	Nicholas	Colagiovanni	8	\$6,920,000	5	\$7,314,000	13	\$14,234,000
47	Paul	Mancini	15	\$9,782,500	7	\$4,350,000	22	\$14,132,500
48	Elias	Masud	4.5	\$2,565,750	19.5	\$11,499,200	24	\$14,064,950
49	Michael	Rosenblum	11	\$10,223,494	4	\$3,765,000	15	\$13,988,494
50	Katherine	Malkin	5	\$10,537,501	3	\$3,350,000	8	\$13,887,501

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to April 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Nadine	Ferrata	16	\$10,705,278	6	\$3,154,278	22	\$13,859,556
52	Layching	Quek	2	\$947,500	15	\$12,809,750	17	\$13,757,250
53	Ivona	Kutermankiewicz	12.5	\$8,035,600	7.5	\$5,294,900	20	\$13,330,500
54	Brian	Loomis	4	\$7,605,000	2	\$5,690,000	6	\$13,295,000
55	James	D'Astice	7	\$3,275,850	20.5	\$9,942,900	27.5	\$13,218,750
56	Jingen	Xu	3	\$1,202,500	10	\$11,966,763	13	\$13,169,263
57	Lance	Kirshner	11	\$4,585,850	14	\$8,423,750	25	\$13,009,600
58	Patrick	Shino	2	\$410,950	25	\$12,586,400	27	\$12,997,350
59	Elizabeth	Ballis	4.5	\$3,091,750	6.5	\$9,832,188	11	\$12,923,938
60	Scott	Curcio	17.5	\$7,912,200	15	\$4,818,400	32.5	\$12,730,600
61	Cadey	O'Leary	7	\$12,685,000	0	\$0	7	\$12,685,000
62	Ryan	Preuett	6	\$5,305,000	8	\$7,189,999	14	\$12,494,999
63	Darrell	Scott	5.5	\$4,369,950	17	\$8,099,000	22.5	\$12,468,950
64	Melissa	Govedarica	5.5	\$6,665,950	1	\$5,600,000	6.5	\$12,265,950
65	Sam	Shaffer	4	\$2,346,750	18.5	\$9,845,500	22.5	\$12,192,250
66	Staci	Slattery	20	\$12,185,550	0	\$0	20	\$12,185,550
67	Kimber	Galvin	2	\$2,104,750	14.5	\$9,736,362	16.5	\$11,841,112
68	Daniel	Close	11	\$6,079,000	10	\$5,704,000	21	\$11,783,000
69	Bari	Levine	7.5	\$4,035,450	8.5	\$7,316,250	16	\$11,351,700
70	Edward	Jelinek	11.5	\$5,652,039	9	\$5,678,125	20.5	\$11,330,164
71	Gail	Spreen	22	\$9,289,400	5	\$2,024,500	27	\$11,313,900
72	Christine	Lutz	10	\$10,588,380	0.5	\$700,000	10.5	\$11,288,380
73	Santiago	Valdez	8	\$3,382,875	19	\$7,813,500	27	\$11,196,375
74	Vincent	Anzalone	7.5	\$8,358,588	7	\$2,808,500	14.5	\$11,167,088
75	Leslie	Glazier	8	\$9,649,750	5	\$1,490,050	13	\$11,139,800
76	Robert	Sullivan	8	\$8,035,000	3	\$2,789,000	11	\$10,824,000
77	Debra	Dobbs	9	\$7,592,000	7	\$3,225,000	16	\$10,817,000
78	Cynthia	Sodolski	10	\$8,267,500	4	\$2,406,000	14	\$10,673,500
79	Lisa	Blume	7.5	\$3,932,800	13	\$6,726,500	20.5	\$10,659,300
80	Stephanie	Maloney	6	\$5,488,000	4	\$4,935,000	10	\$10,423,000
81	Danielle	Dowell	9.5	\$4,720,150	11.5	\$5,693,950	21	\$10,414,100
82	Richard	Kasper	10.5	\$6,696,325	9.5	\$3,652,900	20	\$10,349,225
83	Sara	McCarthy	7.5	\$3,135,700	11	\$7,003,900	18.5	\$10,139,600
84	Caroline	Druker	3	\$1,484,500	6.5	\$8,567,667	9.5	\$10,052,167

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Steve	Genyk	5.5	\$8,067,500	2	\$1,965,000	7.5	\$10,032,500
86	Robert	Picciariello	26	\$10,019,500	0	\$0	26	\$10,019,500
87	Joel	Holland	9	\$3,632,800	9.5	\$6,355,900	18.5	\$9,988,700
88	Kelly	Parker	2.5	\$1,195,500	11.5	\$8,724,400	14	\$9,919,900
89	Daniel	Glick	4	\$4,357,500	10.5	\$5,542,400	14.5	\$9,899,900
90	Michael	Hall	13.5	\$9,830,000	0	\$0	13.5	\$9,830,000
91	Janelle	Dennis	10	\$5,396,300	5	\$4,394,000	15	\$9,790,300
92	Stefanie	Lavelle	8	\$4,871,500	6	\$4,874,000	14	\$9,745,500
93	Kaylin	Goldstein	6.5	\$3,989,800	6	\$5,474,400	12.5	\$9,464,200
94	Ryan	McKane	21	\$9,463,000	0	\$0	21	\$9,463,000
95	Deborah	Hess	4	\$3,285,850	14.5	\$6,169,200	18.5	\$9,455,050
96	Brant	Booker	3	\$1,874,000	4	\$7,565,000	7	\$9,439,000
97	Ryan	Gossett	6.5	\$3,691,250	5.5	\$5,699,675	12	\$9,390,925
98	Natalie	Renna	6	\$2,589,400	15	\$6,778,900	21	\$9,368,300
99	Jeffrey	Herbert	5	\$2,403,000	7	\$6,894,900	12	\$9,297,900
100	Danny	Lewis	6	\$3,075,500	9	\$6,202,000	15	\$9,277,500

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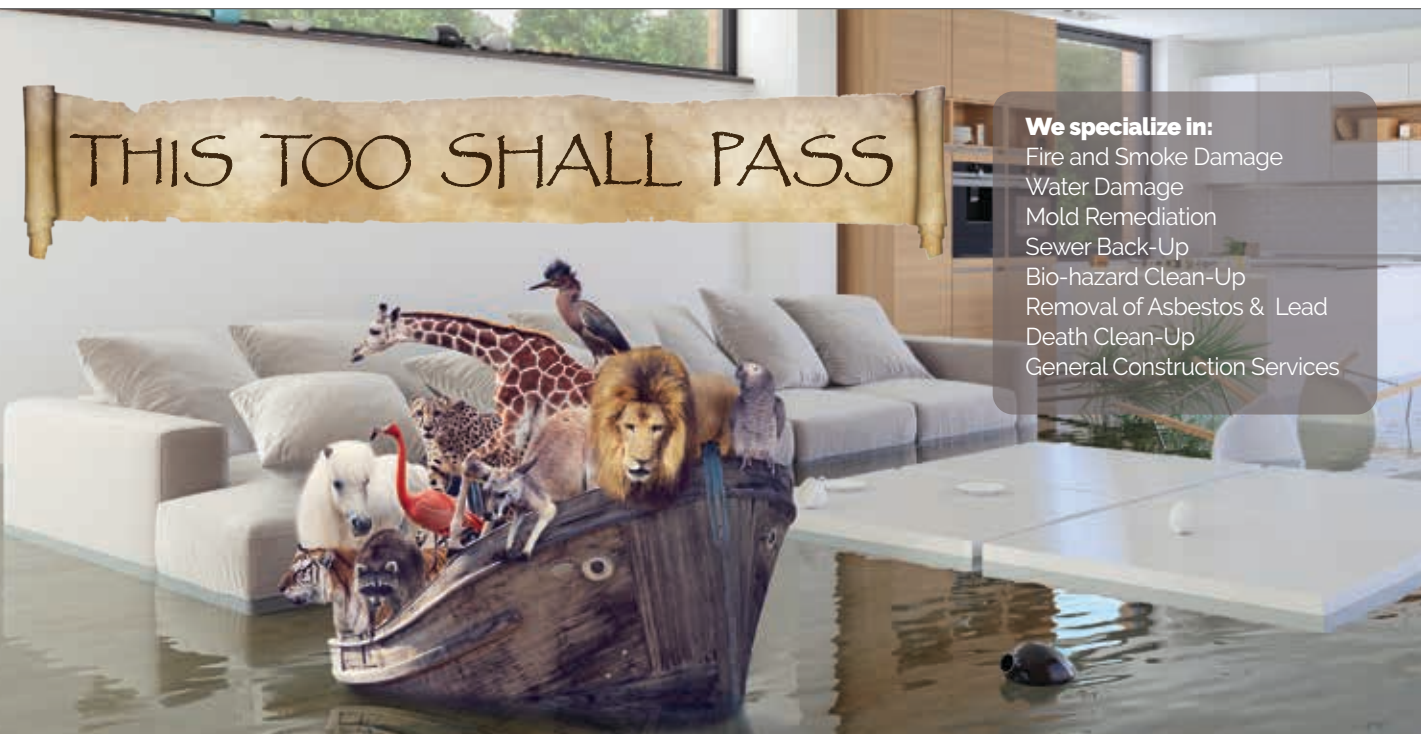
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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to April 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Elizabeth	August	5	\$2,497,000	4	\$6,756,500	9	\$9,253,500
102	Lawrence	Dunning	8	\$5,644,000	6	\$3,590,500	14	\$9,234,500
103	Mary	Mac Diarmid	3	\$2,910,000	8	\$6,288,161	11	\$9,198,161
104	Michael	Shenfeld	8.5	\$4,216,000	7	\$4,871,400	15.5	\$9,087,400
105	Christopher	Pertile	6	\$7,826,900	1	\$1,250,000	7	\$9,076,900
106	Megan	Tirpak	3	\$3,415,000	3	\$5,568,000	6	\$8,983,000
107	Joseph	Kotoch	4	\$3,893,750	8	\$5,083,000	12	\$8,976,750
108	R. Matt	Leutheuser	3.5	\$5,643,500	3	\$3,287,500	6.5	\$8,931,000
109	Naomi	Wilkinson	3.5	\$4,997,500	2	\$3,910,000	5.5	\$8,907,500
110	Janet	Owen	1.5	\$8,870,000	0	\$0	1.5	\$8,870,000
111	Nicholaos	Voutsinas	7	\$3,634,900	11	\$5,224,900	18	\$8,859,800
112	Gabrielle	Cavalier	3	\$8,850,000	0	\$0	3	\$8,850,000
113	Prashanth	Mahakali	7	\$7,291,000	2	\$1,485,000	9	\$8,776,000
114	Tiffany	Meyers	4	\$1,877,500	15	\$6,805,300	19	\$8,682,800
115	Juliana	Yeager	5.5	\$2,028,700	8.5	\$6,633,250	14	\$8,661,950
116	Shay	Hata	6	\$3,466,000	7	\$5,166,500	13	\$8,632,500
117	Gwen	Farinella	2.5	\$8,625,000	0	\$0	2.5	\$8,625,000
118	Alishja	Ballard	3.5	\$1,654,000	11	\$6,907,900	14.5	\$8,561,900
119	Barbara	Proctor	5.5	\$8,510,000	0	\$0	5.5	\$8,510,000
120	Lisa	Sanders	16.5	\$7,592,500	1.5	\$877,500	18	\$8,470,000
121	Armando	Chacon	7.5	\$6,535,499	2	\$1,894,000	9.5	\$8,429,499
122	Brad	Zibung	8.5	\$5,211,000	5	\$3,207,000	13.5	\$8,418,000
123	Marlene	Granacki	1	\$1,858,000	1	\$6,500,000	2	\$8,358,000
124	Karen	Schwartz	7.5	\$4,031,400	7	\$4,276,500	14.5	\$8,307,900
125	Patricia	Young	6	\$4,575,500	2.5	\$3,725,000	8.5	\$8,300,500
126	Sherri	Hoke	5	\$5,949,000	4	\$2,334,000	9	\$8,283,000
127	Marzena	Frausto	0	\$0	18	\$8,279,000	18	\$8,279,000
128	Hadley	Rue	9	\$6,221,000	4	\$2,025,000	13	\$8,246,000
129	Owen	Duffy	9.5	\$6,397,000	4.5	\$1,845,500	14	\$8,242,500
130	Nancy	Hotchkiss	6.5	\$4,397,000	4	\$3,838,000	10.5	\$8,235,000
131	Michael	Saladino	13.5	\$5,764,500	6	\$2,416,750	19.5	\$8,181,250
132	Susan	O'Connor	3	\$2,699,000	4	\$5,480,000	7	\$8,179,000
133	Benjamin	Lissner	1.5	\$444,750	16	\$7,707,500	17.5	\$8,152,250
134	Steve	Dombar	1.5	\$912,450	15.5	\$7,208,850	17	\$8,121,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Stephanie	Cutter	7.5	\$4,350,300	5	\$3,739,000	12.5	\$8,089,300
136	Stacey	Dombar	17.5	\$7,294,487	3	\$792,150	20.5	\$8,086,637
137	Melanie	Carlson	2	\$2,227,000	11	\$5,818,000	13	\$8,045,000
138	Zachary	Redden	3.5	\$2,130,000	13.5	\$5,907,550	17	\$8,037,550
139	Kevin	Hinton	5	\$2,655,950	14	\$5,353,800	19	\$8,009,750
140	Kathryn	Schrage	15	\$6,891,900	1	\$1,115,000	16	\$8,006,900
141	Nicholas	Apostal	10	\$5,582,044	3	\$2,419,950	13	\$8,001,994
142	Laura	Meier	5.5	\$2,676,250	8.5	\$5,266,671	14	\$7,942,921
143	Meg	Daday	4	\$1,766,500	10	\$6,141,900	14	\$7,908,400
144	Scott	Berg	16	\$6,523,800	3	\$1,356,500	19	\$7,880,300
145	Joelle	Cachey Hayes	1.5	\$2,475,000	2	\$5,400,000	3.5	\$7,875,000
146	Amy	Duong	3	\$2,648,500	6.5	\$5,110,500	9.5	\$7,759,000
147	April	Troope	6	\$1,364,663	58	\$6,389,940	64	\$7,754,603
148	Jodi	Serio	8	\$7,052,000	1	\$670,000	9	\$7,722,000
149	Jennifer	Furlong	2	\$972,500	7	\$6,727,786	9	\$7,700,286
150	Sarah	Maxwell	4	\$2,775,500	5	\$4,880,100	9	\$7,655,600

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to April 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Samuel	Kahn	5.5	\$4,675,000	5	\$2,950,000	10.5	\$7,625,000
152	Eudice	Fogel	2.5	\$1,639,250	5	\$5,960,000	7.5	\$7,599,250
153	Nicole	Hajdu	5	\$2,039,000	12	\$5,543,900	17	\$7,582,900
154	Rick	Sonshine	0	\$0	26	\$7,505,200	26	\$7,505,200
155	Laura	Bibbo Katlin	3	\$2,179,000	4	\$5,288,300	7	\$7,467,300
156	Karen	Ranquist	3.5	\$2,135,000	5	\$5,250,000	8.5	\$7,385,000
157	Amie	Klujian	6	\$2,414,850	12	\$4,949,850	18	\$7,364,700
158	Michael	Scanlon	1	\$252,950	12	\$7,110,500	13	\$7,363,450
159	Connie	Engel	5	\$3,260,100	5	\$4,077,750	10	\$7,337,850
160	Naja	Morris	9	\$3,321,250	8	\$4,008,800	17	\$7,330,050
161	Joy	Larkin	4	\$5,568,900	1	\$1,744,000	5	\$7,312,900
162	Eugene	Fu	2.5	\$1,014,325	11.5	\$6,258,900	14	\$7,273,225
163	Steven	Powers	7	\$6,129,000	2	\$1,100,000	9	\$7,229,000
164	Diana	Bzdyk	4	\$2,182,000	5	\$5,019,000	9	\$7,201,000
165	Patrick	Teets	9.5	\$6,610,250	1	\$570,000	10.5	\$7,180,250
166	Brady	Miller	10	\$2,713,900	10	\$4,417,500	20	\$7,131,400
167	Tyler	Stallings	5	\$1,775,500	6	\$5,338,000	11	\$7,113,500
168	Kate	Gaffey	2	\$596,000	16	\$6,508,900	18	\$7,104,900
169	Anne	Rossley	4	\$3,132,500	5	\$3,958,500	9	\$7,091,000
170	Natasha	Motev	4	\$7,082,500	0	\$0	4	\$7,082,500
171	Megan	Wood	3.5	\$2,508,250	7	\$4,536,000	10.5	\$7,044,250
172	Jennifer	Romolo	0.5	\$685,000	14	\$6,312,999	14.5	\$6,997,999
173	Susan	Kanter	4	\$2,561,000	6.5	\$4,433,750	10.5	\$6,994,750
174	Elizabeth	Lothamer	6	\$3,806,156	8	\$3,161,817	14	\$6,967,972
175	Dawn	McKenna	5.5	\$5,564,000	2	\$1,313,000	7.5	\$6,877,000
176	Theodora	Jordan	2.5	\$1,908,500	7	\$4,920,000	9.5	\$6,828,500
177	Maureen	Moran	2	\$2,025,000	3	\$4,785,000	5	\$6,810,000
178	Giovanni	Leopaldi	0.5	\$997,500	10	\$5,804,900	10.5	\$6,802,400
179	Monique	Crossan	3	\$1,490,500	3	\$5,295,000	6	\$6,785,500
180	Victoria	Rezin	4.5	\$5,012,750	1.5	\$1,745,000	6	\$6,757,750
181	Dennis	Huyck	8	\$4,984,500	2.5	\$1,751,000	10.5	\$6,735,500
182	John	Vossoughi	3	\$2,577,500	3	\$4,140,000	6	\$6,717,500
183	Helaine	Cohen	1.5	\$569,950	6.5	\$6,137,500	8	\$6,707,450
184	Cory	Tanzer	10.5	\$3,651,000	9	\$3,023,500	19.5	\$6,674,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Jennifer	Rivera	15	\$5,871,400	2	\$802,500	17	\$6,673,900
186	Christopher	Katsulis	3.5	\$1,844,750	4	\$4,826,000	7.5	\$6,670,750
187	Ronda	Fish	5	\$2,751,850	4	\$3,901,500	9	\$6,653,350
188	Kathrin	Cordell	3	\$6,611,362	1	\$20,000	4	\$6,631,362
189	Stephanie	LoVerde	7	\$4,157,900	4	\$2,453,000	11	\$6,610,900
190	Nathan	Freeborn	2	\$1,140,000	1	\$5,450,000	3	\$6,590,000
191	Xun	Del Sesto	1	\$559,000	2	\$6,025,000	3	\$6,584,000
192	Giancarlo	Bargioni	4	\$2,624,000	6	\$3,934,500	10	\$6,558,500
193	Tony	Mattar	1.5	\$538,700	12	\$5,981,556	13.5	\$6,520,256
194	Jesse	Masin	1	\$865,000	3	\$5,655,000	4	\$6,520,000
195	Carol	Collins	4	\$1,566,500	6	\$4,934,800	10	\$6,501,300
196	Nathan	Binkley	5	\$2,425,000	4	\$4,052,400	9	\$6,477,400
197	Marta	Landrosh	4	\$6,465,000	0	\$0	4	\$6,465,000
198	Konrad	Dabrowski	6.5	\$6,442,700	0	\$0	6.5	\$6,442,700
199	D	Waveland Kendt	9	\$5,086,400	2	\$1,345,000	11	\$6,431,400
200	Jenny	Fultz	5	\$2,626,000	4	\$3,790,000	9	\$6,416,000

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to April 30, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Matthew	Shrake	4.5	\$5,810,000	1	\$562,500	5.5	\$6,372,500
202	Ashley	Donat	1	\$410,000	11	\$5,959,500	12	\$6,369,500
203	Crystal	Riley	6	\$5,538,400	1	\$830,000	7	\$6,368,400
204	Lucas	Mason	1	\$3,850,000	1	\$2,495,000	2	\$6,345,000
205	Diana	Grinnell	6.5	\$4,131,750	2	\$2,209,000	8.5	\$6,340,750
206	Pablo	Galarza	9.5	\$2,253,500	18	\$4,075,500	27.5	\$6,329,000
207	Sarah	Ziehr	11	\$5,905,500	1	\$407,000	12	\$6,312,500
208	Joanna	Olszynska	3.5	\$2,973,875	4	\$3,332,750	7.5	\$6,306,625
209	Ryan	Huyler	5	\$1,787,500	5	\$4,485,000	10	\$6,272,500
210	Melissa	Edidin	3	\$1,964,000	5	\$4,307,500	8	\$6,271,500
211	Beata	Gaska	6	\$4,314,800	4	\$1,950,000	10	\$6,264,800
212	Qiankun	Chen	10	\$3,955,888	7	\$2,308,000	17	\$6,263,888
213	Kelli	Johannesen	3	\$2,407,500	2	\$3,850,000	5	\$6,257,500
214	Matthew	Thomas	3	\$1,495,000	7	\$4,761,500	10	\$6,256,500
215	Tom	McCarey	2	\$1,015,000	7	\$5,220,500	9	\$6,235,500
216	Christie	Ascione	2.5	\$1,671,000	1.5	\$4,561,250	4	\$6,232,250
217	Christopher	Engelmann	4	\$1,141,000	13	\$5,072,900	17	\$6,213,900
218	Kevin	Bigoness	7	\$5,032,000	2	\$1,179,000	9	\$6,211,000
219	Ken	Jungwirth	8	\$3,475,000	5	\$2,732,000	13	\$6,207,000
220	Lucas	Blahnik	3.5	\$2,166,500	5.5	\$4,021,000	9	\$6,187,500
221	Barbara	O'Connor	7.5	\$3,277,188	10	\$2,904,500	17.5	\$6,181,688
222	Steve	Otwell	8	\$2,700,000	5	\$3,477,900	13	\$6,177,900
223	Ryan	Smith	32.5	\$6,033,848	1	\$140,700	33.5	\$6,174,548
224	Michael	Smith	2	\$747,500	12	\$5,418,500	14	\$6,166,000
225	Kelsey	Mayher	6.5	\$2,943,000	7	\$3,206,500	13.5	\$6,149,500
226	Cara	Buffa	6	\$3,216,500	3	\$2,922,500	9	\$6,139,000
227	Maureen	Mobarak	5.5	\$5,247,000	1	\$875,000	6.5	\$6,122,000
228	Heather	Hillebrand	2	\$494,000	4	\$5,596,000	6	\$6,090,000
229	Michael	Mcguinness	2	\$728,500	10	\$5,357,200	12	\$6,085,700
230	Vikas	Wadhwa	2	\$1,674,000	4	\$4,380,000	6	\$6,054,000
231	Matthew	Liss	5.5	\$2,449,000	6	\$3,603,000	11.5	\$6,052,000
232	Bradley	Brondyke	2.5	\$6,032,500	0	\$0	2.5	\$6,032,500
233	Gregory	Desmond	3	\$3,372,000	3	\$2,655,000	6	\$6,027,000
234	Marlene	Rubenstein	1	\$647,000	6	\$5,375,000	7	\$6,022,000

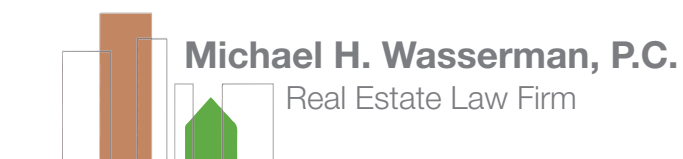
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	John	Nugent	56	\$5,974,286	0	\$0	56	\$5,974,286
236	Dominic	Irpino	11	\$4,291,400	5	\$1,679,500	16	\$5,970,900
237	Alex	Wolking	8	\$3,126,800	5	\$2,840,251	13	\$5,967,051
238	Emily	Smart Lemire	5.5	\$3,256,200	4	\$2,706,000	9.5	\$5,962,200
239	Nicole	Flores	9	\$5,172,900	2	\$774,000	11	\$5,946,900
240	Anik	Zampini	4	\$1,481,250	9	\$4,465,250	13	\$5,946,500
241	Kevin	Wood	2	\$5,937,417	0	\$0	2	\$5,937,417
242	Steven	Zaleski	7	\$4,206,000	1	\$1,695,000	8	\$5,901,000
243	Elizabeth	Lassner	3	\$1,040,000	6	\$4,855,000	9	\$5,895,000
244	Sam	Jenkins	3.5	\$2,527,000	5	\$3,365,000	8.5	\$5,892,000
245	Frank	Montro	22.5	\$4,570,400	7.5	\$1,284,490	30	\$5,854,890
246	Mark	Buckner	3.5	\$1,713,500	9	\$4,133,000	12.5	\$5,846,500
247	Kevin	Snow	1.5	\$3,075,000	1	\$2,770,000	2.5	\$5,845,000
248	Bruce	Glazer	6.5	\$2,255,000	5	\$3,579,500	11.5	\$5,834,500
249	Ashley	Bell	3.5	\$2,311,000	3	\$3,504,000	6.5	\$5,815,000
250	Cindy	Weinreb	5	\$2,039,900	8	\$3,736,500	13	\$5,776,400

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