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**SPRING EVENT:**

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

**AGENT FEATURES:**

GWEN STARK  
JUSTIN LUCAS

**ON THE RISE:**

JORDAN G. FULLER

**PARTNER SPOTLIGHTS:**

REALTOR 360 PRO  
SIGNATURE  
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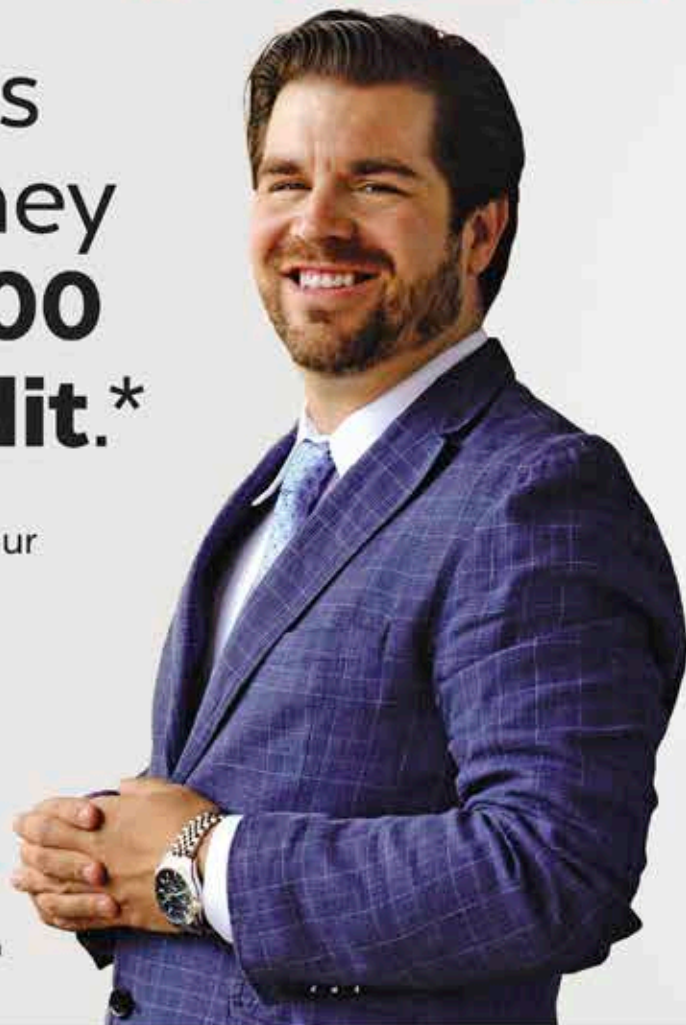
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# PUBLISHER'S NOTE



I was recently reminded of what it felt like to go on vacation. Not a family trip; a real vacation. Those of you who have young children can probably relate to that statement. My wife and I earned a company trip to Cancún for a week. It was the first time we have been out of the country since 2019. God bless my parents for watching our four kiddos while we were away!

The more quality time I spent with her as our trip progressed, the more memories surfaced from our dating years together. As I processed these nostalgic thoughts, I questioned why it took traveling nearly 1,500 miles for me to think about her in this manner. There were no urgent obligations, no diapers to change, no meals to cook, and no kids to pick up and drop off at school for a full week.

As much as we are designed to work and produce, we are intentionally crafted to rest as well. The time we were able to unplug put me in a better headspace and resurrected my appreciation for my bride. I was grateful for the brief change of scenery and the positive mental state which was born from it!



**Andy Burton**  
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# SPRING EVENT

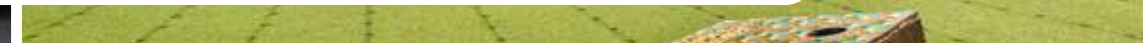
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WEDNESDAY, JUNE 8TH FROM 12:00 PM TO 3:00 PM

1608 N WELLS ST. CHICAGO, IL 60610



Private Event For Chicago Real Producers  
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**WATER DAMAGE/RESTORATION**

# David Cieslak with Signature Staging



## Established Excellence

David Cieslak and his company, Signature Staging, has been, and continues to be, one of Chicago's go-to staging companies for over a decade. David's lifelong interest in interior design prompted him to join the design industry twenty years ago, and his interest in real estate inspired him to obtain his license. Along the way, he realized that the staging industry was his true calling. So in 2011, David launched Signature Staging, the perfect culmination of his two passions in life.

David has been passionate about design since he was a kid. "I helped design my first bedroom when I was five years old," he says. He vividly remembers picking out the wallpaper and colors with his parents, and always enjoying being creative with space and the placement of objects. The youngest of three, David's parents often took him with them when they went shopping, including furniture shopping. So he was there when his parents discussed furniture and fabric selections whenever they bought new pieces over the years. "I still question the dusty rose and powder blue phase of the 1980s," says David. But he's thankful for having those kinds of experiences from a young age.

Prior to getting into design and staging, David had a decade long-career in social services, working with persons with disabilities, as well as managing group homes and independent living facilities. During this time, David, who hails from Milwaukee, decided to move to San Diego to embark on a new adventure. "I was approaching thirty, and had this new life in San Diego and wanted to pursue the dream that was always in the back of my mind," says David. So while

working full-time, David went back to school to earn his degree in interior design at San Diego Mesa College. By the time the "big 3-0" came, David had his degree and was working at an interior design firm as an assistant.

"Making a huge career change is a very humbling and exciting experience. Going from an expert in one field, to the new kid in another brought its ups and downs," he says. David merchandised model homes throughout the Southwest for the firm, until deciding to relocate to Chicago to be closer to home.

"Thankfully my sister and brother lived here, but otherwise I came here knowing fewer than a handful of people," recalls David. But David was determined to find his way. "From working as a barista to freelancing for other designers, I was working up to three jobs at one time in finding my footing here," he says. But one day, when he was working behind the scenes on a national design TV show, he was referred to a woman named Bethany who would change the trajectory of his career and his life. "We instantly became not only friends, but I became her design assistant, furnishing corporate rentals," says David. "Soon the staging industry started to come into focus, and a couple of years later, we were staging real estate as well as rentals." David knew he had found his niche and his calling, and he has never looked back. ●●●





David and his husband, Michael, enjoying one of their favorite spots in Rome, Italy.



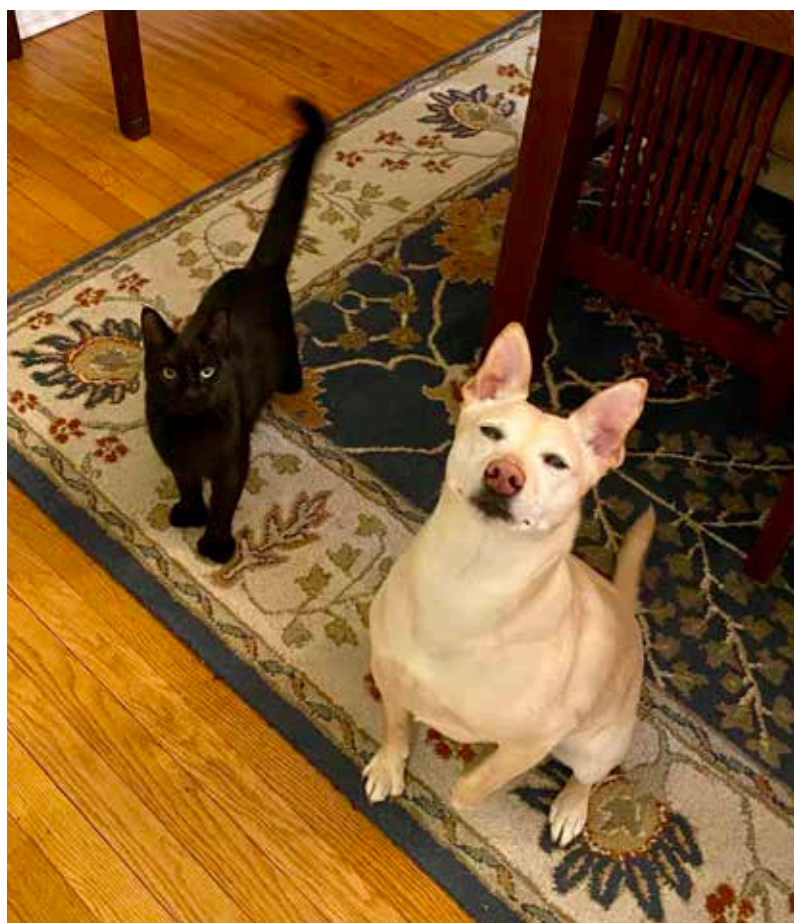
Today, Signature Staging works with top-producing real estate agents and clients in Chicago. They pride themselves on their ever-evolving and on-trend inventory that covers over 15,000 sq. ft. of warehouse space, and their talented team of stagers. Signature Staging focuses on providing staging services, consultation for staging, rental services, and design services for the mid-range and luxury real estate market. They offer services not only for vacant listings but also for furnished and occupied listings through their partial staging and consultation services.

“Signature Staging carries all of its own inventory, so we can provide a curated look to our projects as well as a staged presence without looking too cookie-cutter,” affirms David. “Staging is more than placing some furniture in a space,” he explains. “The staging industry has evolved over the years, not only in the resources available but also in the way a property is presented. If you want a table full of place settings, I’m not your guy!” David laughs.

To this day, David still works with REALTORS® who took a chance on his new company many years ago. He is very relationship-driven, so he prefers to keep the company a boutique-sized firm that focuses on the mid-range and luxury market, as opposed to being a larger, volume-driven company.

“Relationships and results are key in this industry,” says David. “I pride myself on being available to clients and focusing on building long-lasting relationships.”

As fast-paced as the staging and real estate industries are in Chicago, David loves that each day brings a new project and a new palette that he and his team can devote their creativity to. But his life at home and outside of work are just as important. “Success to me is being able to have work that you love, and having a life-balance that allows you to experience and learn new things. I’m constantly evolving,” he says. David and his husband, Michael, married three years ago. “We got married on one of the boats that do the architectural tours on the Chicago River because that’s always been one of our favorite things to do in Chicago,” says David. They are happy fur-baby fathers to their dog, Rocco, and cat, Patsy, and they enjoy living in their Edgewater neighborhood in Chicago. David adds, “Traveling that involves a passport, cooking, and getting out in nature are ways we turn off our work-selves and find that balance.”



David's pets: Rocco and Patsy.

To learn more about Signature Staging or to contact David and his team for your next listing, visit [www.signaturechicago.com](http://www.signaturechicago.com) or call 312-854-9515.

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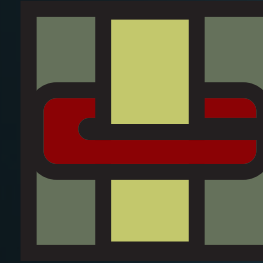
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# REAL BOOKS RECOMMENDED BY REAL PRODUCERS

Looking to expand your reading list for summer? This month we are sharing some of your book recommendations! The following titles have positively influenced those in the *Chicago Real Producers* community. Be sure to add them to your reading list.

## Badass Habits: Cultivate the Awareness, Boundaries, and Daily Upgrades You Need to Make Them Stick

By Jen Sincero

Recommend by Elizabeth Lothamer, @properties



Creating habits starts with redefining your identity to fit the new habits you want to achieve. For example, if you want to start exercising regularly, think of yourself as a healthy, active person rather than just stating “I want to exercise more.” The more you identify with the habit on an emotional and logical level, the better success you will have with maintaining it.

### Main Takeaways:

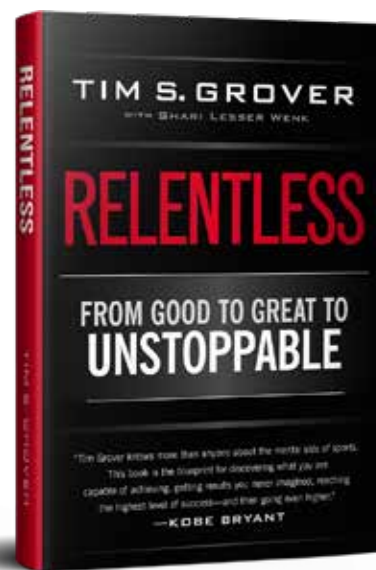
- Strong boundaries are the foundation to create lasting habits. Consciously remaining in control of your time and energy helps to say no to things that won't serve you.
- New habits stick best when they align with your true desires.
- Have a mantra in place to bring you back to your objective when things become stressful or too chaotic.
- The ultimate goal of building good habits is to be the best version of yourself!

## Relentless: From Good to Great to Unstoppable

By Tim Grover

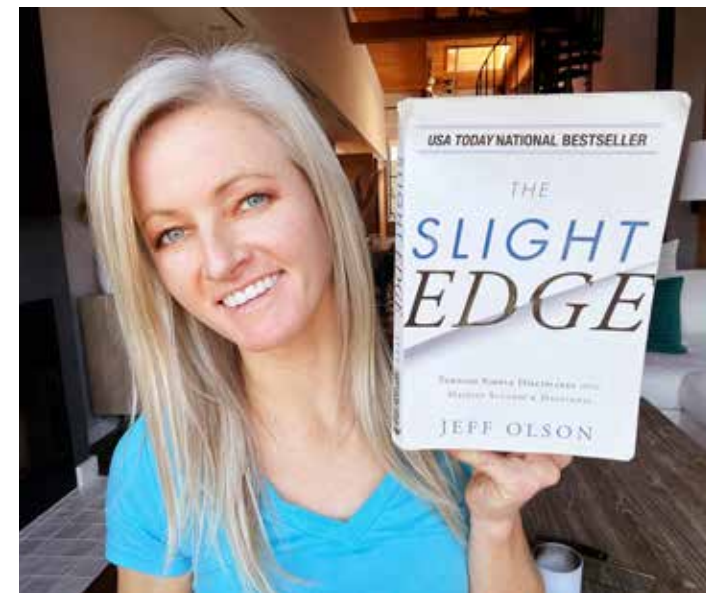
Recommended by Jordan Fuller with Compass-Bucktown Chicago

The book explains the three different types of people in the world, and how the most highly effective people live their lives on a day-to-day basis.



It teaches you how the most successful people are relentless with their approach to being the best. He breaks each of these personality types down in a very simple form so you know exactly where you stand based on your habits and mindset. The entire book is a constant progression to make you realize that

in order to be great at anything, it will take a certain level of dedication and relentlessness.



## The Slight Edge: Turning Simple Disciplines into Massive Success and Happiness

By Jeff Olson

Recommended by Brittany Bussell with Bussell Residential Group

I love this book because it makes you think very micro in terms of every decision you make on a daily basis. Each decision has a compounding effect on your life and where you end up. It really makes you think big while considering every choice you make. Highly recommended for anyone on a personal and professional level!

If you'd like to be spotlighted and share a book recommendation with the Chicago Real Producers community, please email [chicagoland@realproducersmag.com](mailto:chicagoland@realproducersmag.com) with the following:

- Your FULL name and company
- 2-4 sentences describing what you liked about the book and/or a couple of takeaways you have implemented that have impacted your business/personal life in a positive way.
- A selfie with the book (or a digital image of the book)



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## Dancing through a Life in Real Estate

Dancing has always been a part of Gwen Stark's life, whether she was dancing competitively, dancing professionally, or just dancing for fun. So when she made the leap—or jeté—to real estate, she was glad to discover that her agility, grace, and ability to be quick on her feet were all valuable assets.

Gwen grew up in the town of Oregon, Wisconsin, just a few miles outside of Madison. She visited Chicago often and always knew it was where she would end up. She looked up to both of her parents and attributes her success to their support.

"My dad is a businessman and the hardest working man I've ever met. He works in the hospitality industry, and while I was growing up, he worked long hours, often six days a week. He was a pioneer in the waterpark hotel industry and eventually started the Great Wolf Lodge. My mom was also a hard worker, a big supporter, and an amazing role model for me. She encouraged us to be the best we could be, and made me believe I could do anything I put my mind to."

In college, Gwen danced competitively on a national championship team. She was surrounded by ambitious women who met daily to practice, all while maintaining high GPAs. Gwen wanted to continue dancing after college, so she moved to Chicago and became a Luvabull, dancing for the Chicago Bulls.

Gwen was fairly certain she wanted to go into real estate, but shortly after moving to Chicago, she was sidetracked when a friend introduced her to a few Chicago traders.

"They made the job sound really exciting and even offered to pay for me to take the Series 3 exam for trading futures," explains Gwen. "So I jumped on the opportunity, which proved to be very high energy and fast-paced. I learned a lot on the job and quickly became an expert at closing deals over the phone. Though I really enjoyed the work, my heart was still set on going into real estate."

When Gwen first moved to Chicago, she loved exploring the different styles of homes throughout the city. She knew she was a people person with a knack for sales and negotiations. She loves being able to negotiate a deal for herself and others, and she was even recruited by friends in college to help any time they needed to enter a negotiation. So when Gwen thought about all of her most valuable traits and passions, she knew real estate was the career path for her.

In 2003, Gwen got her real estate broker license. The cold-calling skills she had honed during her time as a trader proved to be incredibly useful, as 2003 was still a time when buyers and sellers would call agents to get information about a home from a yard sign. She quickly found success in the industry and was performing well until the 2008 financial crisis hit.

"Like so many others, I found 2008 to be a really challenging year," says Gwen. "But I remained committed to being completely honest with my clients and putting their interests first. So I told seller after seller to hold onto their homes if they could because selling would mean losing money. I told them the market would surely climb back up, and I truly believe that I gained a lot of very loyal clients because I put them first during that trying time. And although it was a struggle, it taught me a lot about the business, people, and myself." ...



Gwen and her family.

# Gwen Stark

...

Now, Gwen is passionate about helping clients not only find a home they love, but also one that will be an excellent investment. She loves building relationships with her clients, colleagues, and peers. "I've realized over the years that real estate is a lifestyle, and the relationships you make will go a long way in creating a joyful career."

Gwen loves her career, but she also values balance, which means spending time with her husband, Kurt Ladley, and their kids Lennox (three years old) and Lawson (one year old). Kurt is a lender with Northpointe Bank, so the couple conducts lots of deals together, working like a well-oiled machine. Their energetic and curious daughter, Lennox, loves ballet, dancing, and superheroes, while their sweet son, Lawson, loves

animals, music, snuggling, and dancing—a passion that runs in the family. Together, they take trips to explore new places and love visits from their extended family members.

Until a few years ago, Gwen was dancing with a company, and getting back into dance is one of her 2022 resolutions. But until she's back on stage, she'll keep moving her feet for her clients, working and negotiating to get them the best deals and the best homes in Chicago.



“ I've realized over the years that real estate is a lifestyle, and the relationships you make will go a long way in creating a joyful career. ”



Gwen's children: Lennox (three years old) and Lawson (one year old).



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# JORDAN G.

► on the rise  
By Jennifer Mitchell  
Photos by Sonya Martin



# FULLER

## Investing in a Successful Future

Growing up, Jordan G. Fuller moved a lot. Every two to three years, his family would move, bouncing back and forth between Chicago, Arizona, and Los Angeles, which meant Jordan frequently switched schools. Throughout all the moves, he learned how to adapt to new people and new locations—one of the reasons why he's such a successful REALTOR® today.

"I'm like a chameleon," claims Jordan. "I've always been able to meet people where they are, and I get along with all personality types. I'm goofy and light-hearted, and my ability to talk to anyone is one of my strongest professional attributes."

Another contributing factor to Jordan's success is his ability to hustle, which he learned from his dad.

"I've always looked up to my dad," says Jordan. "He was a computer consultant, working for himself. He was always hustling and grinding, and he encouraged me to work for myself to control my own destiny."

When Jordan first graduated from college, he converted his passion for physical fitness into a career and started working as a personal trainer. And though he loved it, he realized that it wasn't an ideal way to pay the bills. So he shifted gears and spent four years in medical sales.

At first, the job seemed enticing with its promised commission, car allowance, and gas card, but as Jordan got into the day-to-day, he realized it wasn't a great fit. He felt trapped in a cycle of winning and dining doctors just for the chance to pitch them his product. At the end of the day, he felt unfulfilled.

In the fall of 2018, he was looking for a sales job that was more entrepreneurial and would allow him to put his people skills to

the test. He knew little about the ins and outs of real estate but decided to give the industry a try. Jordan became a leasing agent and closed a rental property in his first week on the job. He quit his nine-to-five the next week and closed seventy-five rentals in his first year.

Though Jordan loved the work, his first two years in the industry were a struggle. But any time he fell down, he learned a lesson, picked himself back up, and got back out there. One of the most valuable lessons he learned was that what worked for other agents didn't always work for him.

"When you get into this business, everyone will recommend a different 'surefire' way to generate business," explains Jordan. "I tried them all, throwing all kinds of things at the wall to see what would stick. But once I realized that all my business was coming from my everyday activities, things really turned around for me. ..."



...

I'm a millennial, and social media comes naturally to me. When I concentrated on using social media to generate business, things really took off."

While Jordan loves helping his clients find the perfect home, his true passion lies in multi-family investment properties. During his year working as a leasing agent, he got to know the rental market in nearly every Chicago neighborhood. He now uses that knowledge to guide clients as they look for the best places to invest in rental properties around the city. Jordan anticipates he'll spend phase two of his career in real estate doing this kind of work.

"I'm working on building my own real estate portfolio and would like to start a property management company for both my clients' properties and mine," says Jordan. "I know it's going to be a lot of work in the beginning, but to be able to provide a full-service offering for my investors would be fantastic."

Jordan's goals for the future are certainly in line with his view of success. Because to him, success is all about having control of his time and the ability to put those around him in a position to succeed. "I don't want to be successful on my own. I want those around me to rise up with me," he states.

While Jordan is focused on lifting up his clients, he also loves spending time with his family, especially if it involves food. His ideal night out is dinner with his girlfriend, Amal. He also loves dissecting a great song and going to the gym.

"Working out is very therapeutic for me," claims Jordan. "I can walk into the gym angry, upset, or worried, but walk out stronger. There are very few things in life with the power to do that."

When Jordan heads home for the night, he tends to the more than twenty-five plants in his home, which he grows from seedlings and then gives to clients as closing gifts. If his future is in large investment properties, he may well find that he'll need a greenhouse to support enough plants for those clients.



“ I DON'T WANT TO BE SUCCESSFUL ON MY OWN. I WANT THOSE AROUND ME TO RISE UP WITH ME. ”



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# CALEB PICKMAN

▶ partner spotlight

By Jennifer Mitchell  
Photos by Alex Duchek

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If a picture is worth a thousand words, real estate photography can go a long way in helping REALTORS® sell a home. Professional real estate photos have become an integral part of selling a home, as most people begin their home-buying journey online. Listing photos are people's first impression of the home, whether they are posted on social media, a REALTOR'S® website, or on a major online listing site. They are an invaluable marketing tool for REALTORS®, which is why Caleb Pickman ensures that his business, Realtor 360 Pro (R3P), delivers high-quality service to all their clients. His work is backed by years of diverse photography experience.

"I am here to help top producers grow their business," claims Caleb. "While REALTORS® focus on selling houses, we help them sell themselves. By using our video and photography services, REALTORS® can stand out in the market by showing clients they're willing to go above and beyond to sell their listing."

R3P is a real estate photography company that provides all the services REALTORS® need to market their listings, their business, and themselves. Through R3P, Caleb offers photography, videography, drone photos and video, virtual tours, virtual staging, floor plans that include measurements, headshots, intro and marketing videos, photo manipulation, and custom-branded property websites for REALTORS® in the Chicagoland area. ...





**I BECAME A TOP TEN WEDDING PHOTOGRAPHER IN THE U.S. BECAUSE I HAD A LOT OF EXPERIENCE. AND THAT EXPERIENCE HAS ALLOWED ME TO STREAMLINE OUR PHOTOGRAPHY PRACTICES, WHICH IN TURN, HELPS OUR CLIENTS WHEN IT COMES TO PRICING.**

•••

Best of all, Caleb makes it easy for REALTORS® to take advantage of these services. Scheduling and ordering can be easily done online, and all shoots offer next-day delivery, if not sooner. Although REALTORS® often claim his pricing is “too good to be true”—with photography packages starting at just \$89—Caleb assures them that it’s not. “It’s not ‘too good to be true.’ It’s just a great value!”

Though Caleb has been a professional photographer for many years, it was only during the pandemic that he transitioned into real estate photography. Caleb grew up in Kansas, and after graduating from high school, left to attend the Hallmark Institute of Photography on the East

Coast. After earning his degree, he moved back to his hometown of Atchison, Kansas, to open a photography studio. He spent a few years running the studio and eventually, moved to Kansas City, hoping that setting up shop in a larger city would allow him to grow his business faster.

“I was in Kansas City for about three years when my wedding photography business had grown to the point where I was able to make another move and expand my business to the Chicago market in 2016,” recalls Caleb. “As I built up my business in Chicago, I was named one of the top ten wedding photographers in the US by Wedisson.com, which was quite an honor.”

Unfortunately, right as Caleb was achieving phenomenal success, the COVID-19 pandemic hit, and all of his weddings were either canceled or postponed. With that, he realized he needed to pivot, so he started working in real estate photography.



Caleb with his wife, Alex.  
Photo credit: Allison Kortokrax



“So far, the real estate community has been very kind to me, and I’ve tapped into a new revenue stream that I wouldn’t have discovered had it not been for the pandemic.”

While Caleb handles the Chicago real estate market, his long-term friend, Vasili, runs the day-to-day real estate photography operations in Kansas City. The goal for R3P is to add another major metropolitan market to their business in 2022.

Caleb believes he’s been able to achieve a certain level of success in real estate photography thanks to his training and experience.

“I became a top ten wedding photographer in the US because I had a lot of experience,” claims Caleb. “And that experience has allowed me to streamline our photography practices, which in turn, helps our clients when it comes to pricing. Because we’ve invested in online ordering and scheduling, REALTORS® can easily set up shoots with their clients without all the typical back-and-forth emails and phone calls with a studio.

Of course, Caleb wouldn’t have become a top ten photographer if he didn’t love what he does. He claims the most fulfilling part of his job is hearing homeowners gush over his pictures.

When Caleb has time to put down the camera, he loves to go to concerts, attend sporting events, grill out on the back deck, and travel with his wife, Alex. Like many Chicagoans, Caleb loves summers in the city and looks forward to spending the summer outside.

But as soon as a booking comes in, he’s on-site, ready to perfectly capture the character of a home.

**To learn more about Realtor 360 Pro or to contact Caleb and his team for photos of an upcoming listing, visit [www.realtor360pro.com](http://www.realtor360pro.com) or call/text (816) 769-2256.**



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# THIS ARTICLE IS BEING PUBLISHED ON THE PRIVATE NETWORK, BUT EVERYONE GETS TO READ IT.

So what's the deal with private listings? If it's private (I say in my best Jerry Seinfeld voice) and everyone can see it, is it really private?

Today, more and more consumers have access to—the once highly elusive—private and off-market listings. They're available to almost everyone. They've gone mainstream. Which begs the question, why even list a property on the private network?

The Private Listing Network (PLN), does indeed serve a purpose. Below are some examples of when and why sellers may consider listing on PLN:

1. If sellers want privacy, the PLN gives them that ability.
2. If the home isn't "show ready."
3. If a room in the home is painted a dramatic color (like black or deep purple), which may fit the seller's aesthetic style, but may not necessarily resonate with a larger audience. Before undertaking cumbersome cosmetic changes, especially if the client still lives in the home, listing on the PLN allows a seller to gauge how big of an obstacle the feature may or may not be to potential buyers.
4. If the sellers are looking for a delayed or longer closing date.
5. To generate buzz and build anticipation for a home, especially at a time like now, when inventory is so very low.
6. Or if (here's the elephant in the room) the seller is testing pricing limits and intentionally listing the home at an inflated price: No bites? No harm! They've incurred zero time on the market and now have an incredible data point on pricing strategy when the time comes to go live.

As REALTORS®, we have a fiduciary responsibility to serve our clients' best interests. The million-dollar question then becomes, are you truly serving your client's best interests if you list on the PLN, and as such, not maximizing visibility—i.e., not making the listing available to the highest number of consumers?

Whether or not to list privately is a critical question and conversation that needs to be asked and held with each and every seller; we agents must clearly cover and explain to them the pros and cons of listing privately vs. directly going live on the MLS.

Let's weigh some of those pros and cons here. How would your client feel if you listed their home privately, landed one or two showings, and then sold the home to one of the first few buyers who viewed it? Do you think your clients would feel like they left money on the table by not opening up the listing to a larger number of potential buyers? If so, this could put you on a potentially slippery slope, and as such, how a home is listed needs to be fully considered beforehand so that there are no misunderstandings between you and your client.

It's true that private listing can be an incredible choice for a seller. If a buyer has access to private listings, it means that they've at least engaged an agent to provide them with such a service. When a private showing is requested, we expect there is intention, purpose, and, presumably, a vetted buyer who is looking to call this very home their own on the other end. As listing agents, perhaps we can better serve our clients by bringing in select buyers (i.e., buyers who have declared their serious consideration and intent via connecting through the PLN) vs. throwing an open house sign out front and hoping the Sunday boozy brunch "tourist interest-only" crowd doesn't stumble in.

The private listing network is also a valuable tool for agents seeking to pick up new buyers. Access to the VIP table (i.e., the PLN) lets you provide red carpet service to buyers who were otherwise stuck outside, waiting in line at the club entrance. It lets you set yourself apart by granting them access. Congrats! You're the big hero!

However, it is *this* humble agent's opinion that the PLN has overstayed its welcome. (Not to mention, the what was once "grassroots cool" has now become mainstream, and when things become mainstream, they lose their luster.) Here's why:

As agents, we owe it to our sellers and ourselves to maximize our exposure and outreach via the MLS; syndicated websites like Zillow, Redfin, and Realtor; social media; broker outreach; and by promoting open houses. Especially at a time when the housing inventory is at an all-time low! By only listing on the private network, we're missing a monumental volume of buyers who are just as ready to purchase, and perhaps even more financially

able to do so, than those limited to the private pool. We're also climbing all over each other, trying to get our clients in to see a home before anyone else. This only adds fuel (and frustration) to the fire and causes additional anxiety among the buyer pool.

Here's another thing to consider: once sellers are no longer sellers, they are buyers. Selling was the easy part, walking away with higher-than-expected profits. Now your clients (the once sellers but now buyers) are dunked right back into a consumer pool that is struggling with seemingly never-ending affordability and inventory constraints. I'm not saying that the lack of inventory is a direct result of more sellers leaning on the private network, but it certainly isn't helping the market either.

I say the cool thing to do in these current market conditions is to go "old school" and launch your listings directly on the MLS and get them blasted out to the world for all to see. You'll better serve your sellers, you'll better serve your buyers, and you'll better serve yourself.

Wishing everyone a lot of success on this wild ride!

#### About the Author:

Sam Shaffer, Managing Broker/Owner of Chicago Properties Firm, is a top 1 percent REALTOR® in Chicago providing white-glove service to buyers, sellers, and investors for the past eighteen years!

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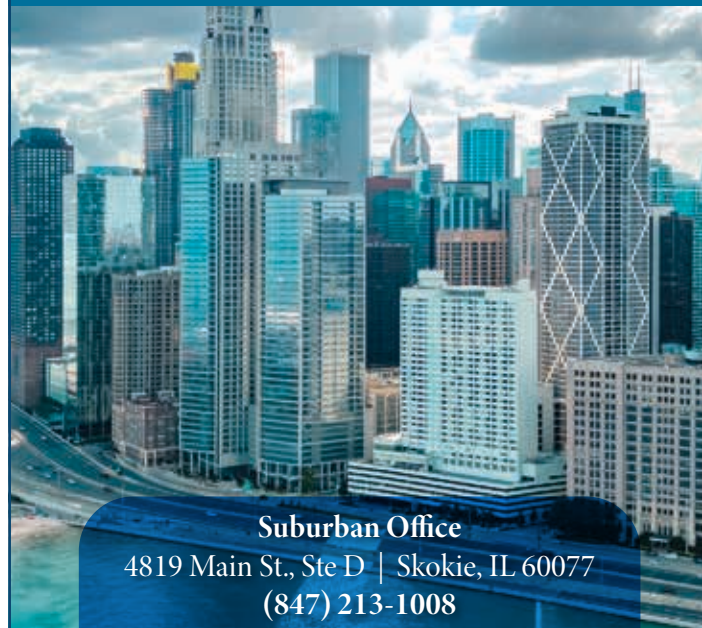


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# PABLO & GABRIELLA

► cover story  
By Chris Menezes  
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UNSTOPPABLE



Pablo Galarza,  
Team Leader and  
Listing Agent



Maggie Galarza,  
Lead Buyer Agent



Hector Galarza,  
Buyer Agent



Vivian Galarza,  
Buyer Agent



Anthony Lopez,  
Buyer Agent



Miriam Galarza-Holland,  
Buyer Agent

“ UNDERSTANDING THAT I WAS THE ONLY CREATOR OF MY THOUGHTS, AND WHAT WAS HAPPENING TO ME WAS ALL CAUSE-AND-EFFECT OF THE DECISIONS I WAS MAKING, I WAS ABLE TO OVERCOME THE DYSFUNCTIONAL MINDSET ”

By the age of nineteen, Pablo and Margarita were having their first baby, Vivian. When Vivian was only a month old, Pablo was shot in the head by a random drive-by and almost died.

“That experience changed my life,” Pablo explains. “We moved out of the neighborhood as fast as we could, rented our first apartment, and I began my career in the steel mill.”

Pablo worked in the steel mill for eight years. Then in 2003, when the US steel market was suffering and plants were being shut down, he was laid off. It was at this time that Margarita suggested they both take real estate classes and get their licenses together.

“I didn’t have anything else to lean on, so I followed my wife’s lead and became an agent,” he says. “It seemed easy enough, and I thought it would be something good to have on the side if it didn’t work out as a full-time job and career.”

It’s been said that setbacks are the stepping-stones for comebacks. Well, that’s certainly been the case with Pablo Galarza. He’s encountered multiple setbacks in life, and each one took him in a different direction, ultimately leading him to where he is today: a top-producing agent and the leader of the Galarza Team, which he runs with his wife, Margarita, and daughter, Vivian.

whose parents came from Mexico, looking for a dream, Pablo was born in Chicago and grew up in the Little Village, a neighborhood that still struggles with gang violence and crime.

“I didn’t have any idols or heroes that I could look up to. I was a victim of violence on many occasions. Violence was part of my life during my adolescence. I had to focus on growing up a lot faster than I should have,” Pablo explains.



...

It did work out. Pablo and Margarita started building their business and soon began investing in real estate as well. Things were going well. Then the 2008 crash happened. Like many at the time, Pablo was overleveraged in his investments and business was hard to find. While he and Margarita ultimately got through it, Pablo had had enough of the “rollercoaster ride” that he felt throughout his life.

“I came to realize that all the setbacks and tragic events I had gone through were not random events, they were the result of decisions I’d made. From the bad money managing strategies [I engaged in] to the friends I surrounded myself with, all those decisions brought the ‘roller coaster’ lifestyle. When I finally came to the understanding that I was the only creator of my thoughts, and what was happening to me was all cause-and-effect of the decisions I was making, I was able to overcome the dysfunctional mindset that plagued my life”, he says.

In 2010, Pablo resolved to go back to college full-time and get his associate degree from Moraine Community College. He graduated in 2012 with a 3.9 GPA and was given a grant for his bachelor’s degree and decided to use the grant to continue his education. He graduated from St. Xavier University in May 2015 with a 3.8 GPA and a degree in business.

Vivian also graduated from St. Xavier University with a bachelor’s in marketing and business management, and joined her parents on the Galarza Team as both the marketing director and a full-time broker. As the leader of the team today, Pablo is passionate about creating a legacy and generational wealth for his family, giving them, and his support staff, the training, and support they need to take their careers to the next level.

Pablo and Margarita’s other two children, Julian Anthony and Angel Daniel, are working toward their degrees as well. Julian Anthony is a freshman at Moraine Valley Community College, and Angel Daniel recently graduated high school and is preparing to attend Moraine Valley Community College as a full-time trade student specializing in welding. As a family, the Galarza’s enjoy traveling two to three times a year, either to Mexico or to other US states, and restaurant hopping through Chicago. Pablo loves traveling and plans to travel the globe someday.

Sunday is the only day of the week Pablo gives himself to rest and not work at all. He loves to spend all day with his family watching movies, visiting loved ones, and {occasionally} going to church. His ultimate goal is to retire in a southern state or country, where it’s always sunny and inviting, and to be financially stable through the years of hard work, live worry-free, and enjoy quality time with family.

With everything he has gone through in life, Pablo says that if he could go back and tell his younger self anything, it would be: “Shortcuts are not going to work. Immediate gratification is a fool’s dream. Go all the way in and work hard now, so you can enjoy more of it later.”

On those days when Pablo is not feeling particularly motivated to go all-in, he said he just thinks about everyone who depends on him to reach their goals, and he gets moving. As he continues moving forward, leading others down the path to success, one thing is certain, no matter how many setbacks may arise, nothing will stop them from reaching new heights.



Pablo with his family.

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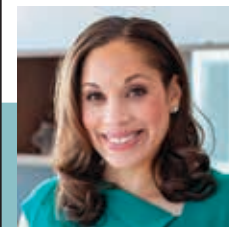
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# NANCY McNAUGHTON

▶ behind-the-scenes all-star feature

NOMINATED BY: ELIZABETH LOTHAMER

**Name:** Nancy McNaughton

**Position/Title:** Operations Manager

**Office/Company:** Lothamer Group/Lothamer Development Company | @properties

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

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

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

I have been working as a marketer in various industries—from dairy to industrial boilers—for years. In 2018, I started working for a boutique brokerage and in 2021 my career pivoted and I became a transaction coordinator.

**What does your typical workday look like?**

I would say there isn't a "typical" day as every day is different. Working for Lothamer Co. is unique because there are three components in one. There is the buying and selling portion—real estate; the design and construction part—consultation to increase the selling potential; and

the rehab and development part—taking neglected properties and making them into beautiful homes. I get to assist with all three parts of the business and it makes every day unique.

Most days are all about how I can assist the Lothamer Group with their day-to-day listings and transactions. That might be a meeting with the team, doing floor plans at a new listing, or soft staging. My job is to ensure the brokers are out in the field with their clients. I'm there to take care of the transaction/administrative tasks, or anything that can make their lives easier, so they can assist their clients or get new clients.

**How would you describe your job in one word?**

Fluctuation. No two days are the same. You might have a crazy day or a day that is quiet but you end up working late.

**Why do you think you excel at your job?**

I really like to help people and this is



Photo Credit: Marcello Rodarte

the perfect job for helping the brokers on the team all the way to people finding their perfect homes.

**What is the most rewarding aspect of your job?**

Helping people is the best feeling. Homeownership should be a right, so helping, even if it's behind the scenes is very rewarding. I feel like I get to know the clients from setting up showing tours to overseeing a fully executed contract. Real people are finding their next home. Also, as a team, we volunteer for wonderful charities like Habitat Women's Build and Humble Chicago. We volunteer our time and raise funds for these amazing causes.

**What is the most challenging aspect of your job?**

Time management and setting time boundaries. Real estate brokers work around the clock, and you always want to help the team, but sometimes you need to take care of personal stuff. The team is always understanding when you say you cannot assist on a Saturday night due to a family event. You just must let them know ASAP, so they can plan accordingly.

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

I really love music. So much that I was a disc jockey in college for my college radio station.

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

I love hanging out with my family and my new dog, Hog, a one-year-old yellow Labrador Retriever. Just sitting in the yard, listening to music, and hanging out with family.



Photos Credit: Sonya Martin

**“ Nancy is extremely valuable to my business and my team is very grateful to have her to keep us organized and on task for every transaction.” - Elizabeth**

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

It's a complete honor to be nominated as a Behind-the-Scenes All-Star. I'll be in this role for less than a year and for Elizabeth to nominate me, makes me joyful.

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

The best part of my role working for Elizabeth Lothamer and the entire team is the family feel of our team. We really enjoy working and socializing with each other.

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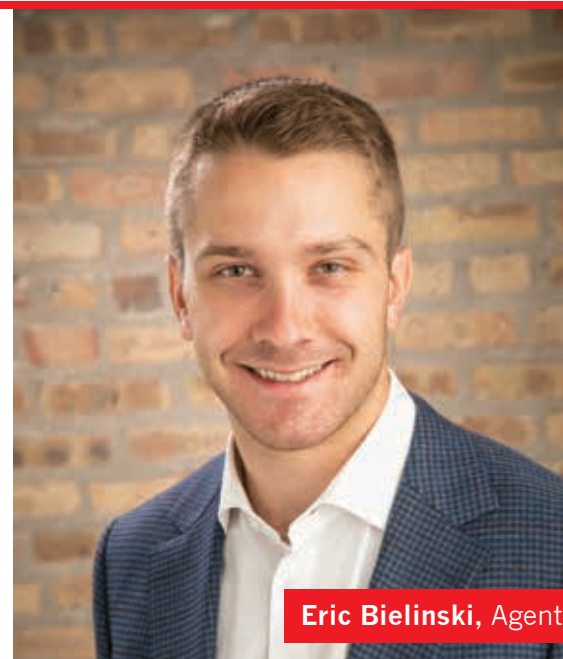
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**Eric Bielinski, Agent**

# Justin Lucas

## DESIGNING A LIFE THAT LED TO REAL ESTATE

Justin Lucas's path to real estate has taken him through many cities and many careers, but each has contributed to his success in unique ways. Born and raised ten minutes outside of Washington, D.C., Justin lived in the same house until he was eighteen.

"My mom is an amazing human with a kind heart," claims Justin. "She works for the Make-A-Wish Foundation, and we talk almost every day. My father is the class clown and loves to make people laugh. I definitely get my sense of humor from him."

Justin left the coop at eighteen to study business administration and marketing at East Carolina University in Greenville, North Carolina. After graduation, he and a friend traveled to Barcelona, Spain, and lived there for a while. When Justin moved home to Washington, D.C., he moved in with his childhood best friend, who was an on-site property manager. When his pal moved out, Justin took over his duties, helping his neighbors with all kinds of projects—from broken windows to faulty plumbing.

The company Justin was working for sent him on a business trip to Chicago and set him up in the Palmer House. It was a beautiful, sunny summer day and Justin wandered the city, making stops at Lake Michigan, the Pritzker Pavilion, and Giordano's. As the weekend continued, his experience got better and better, so he made the decision right then and there to move to Chicago.

"I told people I was moving to Chicago to pursue my master's in industrial and organizational psychology, which was technically true," says Justin. "But I really moved to the city to come out of the closet. I remember being afraid to visit Boystown at first because someone might realize I was gay. But one fall day, Halsted closed for Market Days, and I mustered up the courage to walk through the street festival. The walk from Belmont to Addison was a huge accomplishment for me, and soon after, I attended a men's coming out support group at the Center on Halsted."



Justin with his amazing dog, Woodford.



Justin and his husband, Chris, in Big Sky, Montana.

Another important aspect of Justin's coming out was joining the Chicago Metropolitan Sports Association's soccer league, where he still plays. It was here that he realized that being gay wasn't going to change who he was.

Professionally, Justin spent this time working in HR consulting. He started at a small boutique where he focused on assessing leadership capabilities and providing leadership development coaching. He then moved on to become a talent strategy consultant at Deloitte, where he helped organizations build and manage their talent management platforms. While at Deloitte, Justin was recruited by Northern Trust. He became their vice president of learning and development, where he worked with the C-suite to understand the bank's long-term goals and create learning strategies to ensure the future workforce had the skills and knowledge needed to meet those goals. ...

...

In August of 2016, tragedy struck and forever altered the trajectory of Justin's life. His older brother passed away unexpectedly, and Justin turned inward to assess his own life choices.

"I realized that life can be short, and we never know when our time will be up," notes Justin. "We have to use our time wisely and pursue the things that are truly important to us."

Justin had always been intrigued by real estate and specifically enjoyed design and architecture. So with the support of his husband, Chris, he decided to give it a shot.

"Stepping into real estate was the best decision I've ever made," says Justin. "Part of me wishes I'd made the move sooner, but I think my past has shaped who I am today, and everything I've lived through has made me a better REALTOR®. My education in marketing has a direct benefit on my work, and my experience in leadership development and psychology help me ask the right questions to clients to determine their motivations and find them the right home."

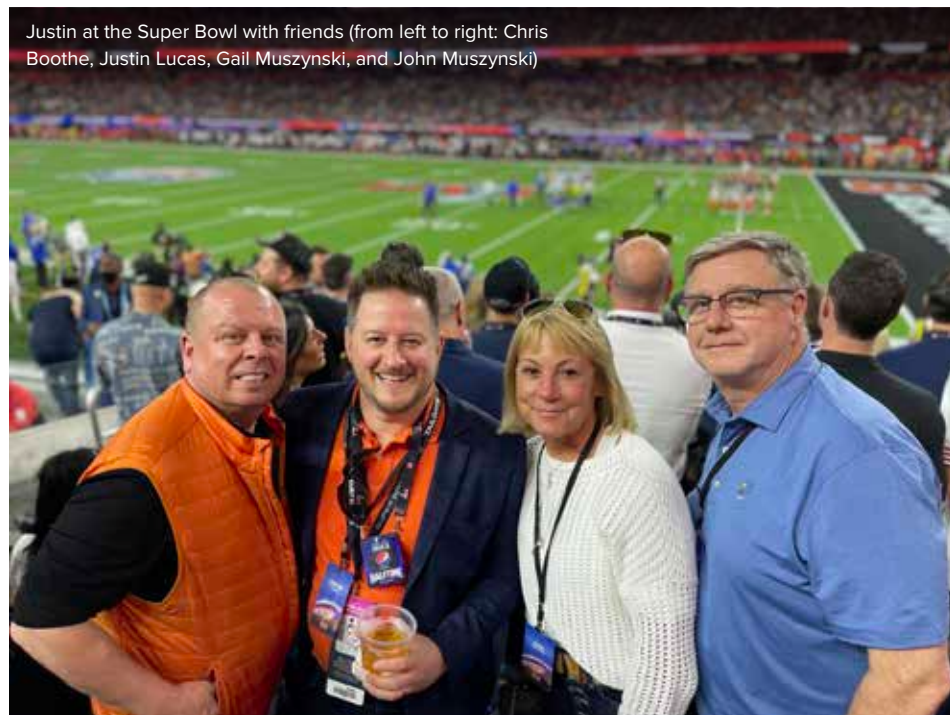
Not only has Justin had great success as a residential REALTOR® with a five-year career volume of more than \$50M, but he's loved getting into development and renovations. He's handled a few renovations himself, and he recently signed a listing agreement with a builder in southwest Michigan to build eight, custom luxury homes.

"Ever since I got into real estate, it's been a dream of mine to work with a builder," says Justin. "I love architectural design, and I'm thrilled to be a part of creating something."

Even outside of work, Justin is involved in home renovations and design. He supports Humble Design, a charitable organization that helps furnish homes for families who just got out of homelessness, and he recently renovated his home with his husband, Chris. "Chris is my best friend, and he is the smartest, most creative, and most amazing man I've ever met. He has an eye for design too, so we had a great time renovating our home."

But Justin's renovation and design work won't take him away from what he does best: guiding his clients through the real estate process and being there for them in every way possible.

**STEPPING INTO REAL ESTATE WAS THE BEST DECISION I'VE EVER MADE. PART OF ME WISHES I'D MADE THE MOVE SOONER, BUT MY PAST HAS SHAPED WHO I AM TODAY, AND EVERYTHING I'VE LIVED THROUGH HAS MADE ME A BETTER REALTOR®."**



Justin at the Super Bowl with friends (from left to right: Chris Boothe, Justin Lucas, Gail Muszynski, and John Muszynski)

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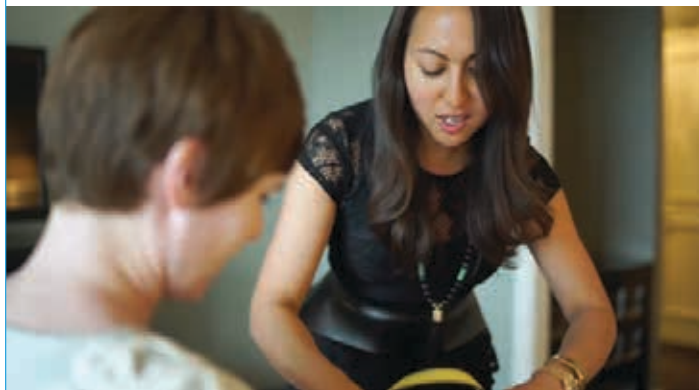
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**Q: How does tristinstyling obtain the latest exclusive luxury items first every time?**

**A:** We have access to the hottest items before they become available to the general public through the relationships I've cultivated within the world's leading luxury retailers throughout my 20+ years in the styling industry. We are able to generate and maintain these connections partly through the combined spending power of all our clientele.

**Q: How can hiring tristinstyling save people money?**

**A:** Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

**Q: Why do people need tristinstyling when so many retailers offer styling services for free?**

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

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MAY 2022

cover story  
By Christine Matsunaga  
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**PABLO GALARZA**

UNSTOPPABLE

By Shauna Osborne

## GET "ON BOARD" THE CHARCUTERIE TRAIN!

**Charcuterie**, pronounced "shar-cu-tuh-ree," is a French culinary term referring to an assortment of (particularly smoked and cured) meats paired with accouterments such as crackers, fruit, cheeses, and sauces. Although the word has grown to encompass almost any selection of finger foods artfully arranged over the past few years, there's a certain flair to creating the perfect charcuterie tray, once considered a special-occasion dish.

The first rule to remember when preparing your charcuterie is ... **there are no "rules."** Want a breakfast board? Choose pancakes, muffins, and fresh fruit. Dessert charcuterie? A selection of truffles, cookies, and fruit with dippers will delight! A traditional charcuterie board, though, centers around the basics – meats and cheeses. Pick items – local, if possible – you and your guests will enjoy as well as those that will work well together visually, keeping in mind any known allergies. Here are some *key components of a good charcuterie tray*:



**Meats:** Choose a variety of snackable meats – at least three types – such as prosciutto, salami, pepperoni, ham, chorizo links, and a spreadable pâté or mousse; you'll need approximately 2-3 ounces per guest.

**Cheeses:** If space allows, make use of several soft and hard cheese options, playing with flavor and texture. Consider a creamy brie; a firm, salty cheese such as Parmesan or pecorino; and a wedge of blue cheese, along with a universal crowd-pleaser, such as cheddar or Havarti. You'll need approximately 2-3 ounces per guest.

**Fruits/Veggies:** Mix in a colorful assortment of (preferably in-season) fresh and dried fruits, such as grapes, berries, sliced apples, dried apricots, and figs, as well as herbs like basil, rosemary, or thyme. Olives and other pickled or cured vegetables delightfully complement the meats and cheeses, while sweet, bright fruits and veggies should balance out their salt and fat content.

**Sauces, Breads, Crackers, Nuts/Seeds:** Add a few spreads, jams, and a mustard; honey and olive oil with balsamic vinegar work well here, too. Marcona almonds, artisan breads, toasted seeds or baguette slices, and gourmet crackers with different shapes, textures, and flavors will keep things exciting.

Once you have your delectable ingredients chosen, decide how you want to assemble them. Begin with your cheeses and small bowls of various canapés, arranging the rolled-up meats around them. Scatter crackers and bread around the space, then add fruits, nuts, and herbs to keep the colors of your platter balanced and beautiful. Don't forget to choose a **lovely foundation** for your charcuterie spread, such as a large bamboo cutting board, marble slab, or ceramic platter.

Last, consider **beverage pairings** for your delightful delicatessen. Wine is most often paired with charcuterie to harmonize with the fattiness and saltiness of the proteins. Stick with less complex wines with subtle tannins and low alcohol, such as crisp, white wines (sauvignon blanc, pinot grigio, and sparkling white wines like prosecco) and lighter and fruitier red wines.

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	50.5	\$30,614,450	71.5	\$36,451,800	122	\$67,066,250
2	Chezi	Rafaelli	11	\$33,397,500	9	\$30,610,000	20	\$64,007,500
3	Leila	Zammatta	11.5	\$41,231,765	2	\$17,782,571	13.5	\$59,014,336
4	Jeffrey	Lowe	19.5	\$27,306,150	13.5	\$18,738,750	33	\$46,044,900
5	Emily	Sachs Wong	19.5	\$25,065,500	9.5	\$13,324,000	29	\$38,389,500
6	Leigh	Marcus	32	\$16,943,000	17	\$11,635,500	49	\$28,578,500
7	Brad	Lippitz	12.5	\$13,172,500	11	\$12,378,000	23.5	\$25,550,500
8	Carrie	McCormick	16.5	\$12,573,138	8	\$9,868,000	24.5	\$22,441,138
9	Timothy	Salm	5	\$14,530,000	2	\$7,625,000	7	\$22,155,000
10	Alexandre	Stoykov	8.5	\$5,553,750	39	\$16,316,300	47.5	\$21,870,050
11	Grigory	Pekarsky	7	\$4,216,750	34.5	\$16,045,249	41.5	\$20,261,999
12	Benyamin	Lalez	4.5	\$2,671,700	38.5	\$17,297,250	43	\$19,968,950
13	Philip	Skowron	4	\$9,890,000	3	\$9,489,000	7	\$19,379,000
14	Rachel	Krueger	4	\$10,953,750	4	\$7,530,000	8	\$18,483,750
15	Melanie	Giglio	11	\$8,249,150	15	\$9,611,900	26	\$17,861,050
16	Mario	Greco	17.5	\$12,654,900	9	\$4,109,000	26.5	\$16,763,900
17	Karen	Biazar	15.5	\$9,170,550	11	\$6,143,500	26.5	\$15,314,050
18	Suzanne	Gignilliat	1.5	\$3,100,000	3	\$11,190,000	4.5	\$14,290,000
19	Jason	O'Beirne	17	\$13,699,000	1	\$375,000	18	\$14,074,000
20	Katherine	Malkin	5	\$10,537,501	3	\$3,350,000	8	\$13,887,501
21	Millie	Rosenbloom	8	\$4,602,000	12	\$9,121,550	20	\$13,723,550
22	Kathleen	Malone	7	\$8,686,950	6	\$4,493,500	13	\$13,180,450
23	Katharine	Waddell	9	\$5,343,000	10	\$7,560,050	19	\$12,903,050
24	Tommy	Choi	6.5	\$3,441,950	14	\$9,311,000	20.5	\$12,752,950
25	Margaret	Baczkowski	6	\$6,167,500	4.5	\$6,175,000	10.5	\$12,342,500
26	Brian	Loomis	3	\$6,305,000	2	\$5,690,000	5	\$11,995,000
27	Jill	Silverstein	7.5	\$5,644,500	6.5	\$6,161,750	14	\$11,806,250
28	Colin	Hebson	6	\$5,487,838	10.5	\$6,259,700	16.5	\$11,747,538
29	Jennifer	Ames	5	\$5,449,750	3	\$6,280,000	8	\$11,729,750
30	Jeanne	Martini	7.5	\$11,391,000	0	\$0	7.5	\$11,391,000
31	Joanne	Nemerovski	6	\$6,477,000	7	\$4,819,000	13	\$11,296,000
32	Keith	Brand	7	\$3,092,400	9	\$7,994,000	16	\$11,086,400
33	Rafay	Qamar	6	\$2,151,000	16	\$8,862,000	22	\$11,013,000
34	Nicholas	Colagiovanni	5	\$4,770,000	3	\$6,149,000	8	\$10,919,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Nadine	Ferrata	12	\$8,105,278	5	\$2,504,278	17	\$10,609,556
36	Timothy	Sheahan	12	\$7,620,200	7	\$2,947,500	19	\$10,567,700
37	Hayley	Westhoff	6	\$3,843,166	10	\$6,639,000	16	\$10,482,166
38	Ryan	Preuett	5	\$4,170,000	6	\$6,279,999	11	\$10,449,999
39	Nick	Nastos	4	\$1,771,350	17	\$8,615,250	21	\$10,386,600
40	Melissa	Govedarica	2	\$4,576,950	1	\$5,600,000	3	\$10,176,950
41	William	Goldberg	7.5	\$7,242,250	3.5	\$2,727,495	11	\$9,969,745
42	Patrick	Shino	1	\$209,950	18	\$9,754,400	19	\$9,964,350
43	Santiago	Valdez	5	\$2,584,875	17.5	\$7,274,000	22.5	\$9,858,875
44	Melissa	Siegal	9.5	\$5,479,000	9	\$4,368,661	18.5	\$9,847,661
45	Steve	Genyk	5.5	\$7,855,000	2	\$1,965,000	7.5	\$9,820,000
46	Layching	Quek	2	\$947,500	12	\$8,815,750	14	\$9,763,250
47	Amanda	McMillan	7	\$4,341,750	6.5	\$5,372,500	13.5	\$9,714,250
48	Bari	Levine	5	\$2,542,450	7.5	\$6,871,250	12.5	\$9,413,700
49	Julie	Busby	7.5	\$5,704,200	7.5	\$3,532,662	15	\$9,236,862
50	Sari	Levy	2.5	\$1,006,500	5	\$8,154,000	7.5	\$9,160,500

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Scott	Curcio	13.5	\$6,148,200	7	\$2,579,900	20.5	\$8,728,100
52	Joseph	Kotoch	3	\$3,603,750	8	\$5,083,000	11	\$8,686,750
53	Janet	Owen	1	\$8,650,000	0	\$0	1	\$8,650,000
54	Gwen	Farinella	2.5	\$8,625,000	0	\$0	2.5	\$8,625,000
55	Lance	Kirshner	6.5	\$2,755,500	8.5	\$5,861,250	15	\$8,616,750
56	Mary	Mac Diarmid	3	\$2,910,000	7	\$5,693,161	10	\$8,603,161
57	Lauren	Mitrick Wood	3.5	\$2,019,250	9	\$6,555,000	12.5	\$8,574,250
58	Staci	Slattery	13.5	\$8,528,600	0	\$0	13.5	\$8,528,600
59	Molly	Sundby	7	\$8,496,057	0	\$0	7	\$8,496,057
60	Marlene	Granacki	1	\$1,858,000	1	\$6,500,000	2	\$8,358,000
61	Michael	Rosenblum	6	\$6,898,000	2	\$1,380,000	8	\$8,278,000
62	Ivona	Kutermankiewicz	9	\$5,607,000	3	\$2,574,900	12	\$8,181,900
63	Kimber	Galvin	1.5	\$1,906,000	8	\$6,106,712	9.5	\$8,012,712
64	Stephanie	Maloney	4	\$3,368,000	3	\$4,535,000	7	\$7,903,000
65	Melanie	Everett	4.5	\$2,264,250	12.5	\$5,623,900	17	\$7,888,150
66	Brant	Booker	2	\$1,374,000	3	\$6,465,000	5	\$7,839,000
67	Darrell	Scott	2.5	\$1,782,500	13.5	\$6,055,000	16	\$7,837,500
68	Cynthia	Sodolski	6	\$5,360,000	4	\$2,406,000	10	\$7,766,000
69	Mark	Zipperer	10	\$4,469,150	7	\$3,165,900	17	\$7,635,050
70	Robert	Picciariello	18	\$7,499,600	0	\$0	18	\$7,499,600
71	Gail	Spreen	12	\$5,461,900	5	\$2,024,500	17	\$7,486,400
72	Michael	Hall	10.5	\$7,469,000	0	\$0	10.5	\$7,469,000
73	Prashanth	Mahakali	6	\$6,404,000	1	\$1,025,000	7	\$7,429,000
74	Cadey	O'Leary	4	\$7,220,000	0	\$0	4	\$7,220,000
75	Lisa	Blume	4.5	\$2,297,800	8	\$4,805,500	12.5	\$7,103,300
76	Natasha	Motev	4	\$7,082,500	0	\$0	4	\$7,082,500
77	Richard	Kasper	6.5	\$4,890,075	6	\$2,153,900	12.5	\$7,043,975
78	James	D'Astice	3.5	\$1,683,000	10.5	\$5,251,000	14	\$6,934,000
79	Joel	Holland	5	\$2,126,800	6	\$4,795,900	11	\$6,922,700
80	Daniel	Close	6	\$3,551,000	5	\$3,365,000	11	\$6,916,000
81	Janelle	Dennis	4	\$2,487,500	5	\$4,394,000	9	\$6,881,500
82	Tyler	Stallings	4	\$1,495,500	6	\$5,338,000	10	\$6,833,500
83	Naomi	Wilkinson	2.5	\$2,897,500	2	\$3,910,000	4.5	\$6,807,500
84	Sophia	Klopas	5.5	\$3,373,250	5	\$3,404,900	10.5	\$6,778,150

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Sherrri	Hoke	4	\$5,070,000	3	\$1,644,000	7	\$6,714,000
86	Armando	Chacon	5.5	\$4,810,499	2	\$1,894,000	7.5	\$6,704,499
87	Juliana	Yeager	3.5	\$1,130,700	6.5	\$5,573,750	10	\$6,704,450
88	Ryan	Mckane	14	\$6,667,000	0	\$0	14	\$6,667,000
89	Tiffeny	Meyers	1	\$337,500	14	\$6,306,300	15	\$6,643,800
90	Benjamin	Lissner	1	\$195,250	12	\$6,439,500	13	\$6,634,750
91	Kathrin	Cordell	3	\$6,611,362	1	\$20,000	4	\$6,631,362
92	Alishja	Ballard	3	\$1,539,000	9	\$4,997,900	12	\$6,536,900
93	Debra	Dobbs	6	\$3,534,000	6	\$2,995,000	12	\$6,529,000
94	Nancy	Hotchkiss	5.5	\$4,017,000	2	\$2,465,000	7.5	\$6,482,000
95	Kaylin	Goldstein	4	\$2,644,900	4	\$3,828,900	8	\$6,473,800
96	Sam	Shaffer	2.5	\$1,365,000	9.5	\$5,034,500	12	\$6,399,500
97	Vincent	Anzalone	4.5	\$4,438,588	5	\$1,949,500	9.5	\$6,388,088
98	Naja	Morris	7	\$3,099,750	7	\$3,286,800	14	\$6,386,550
99	Crystal	Riley	6	\$5,538,400	1	\$830,000	7	\$6,368,400
100	Michael	Shenfeld	8	\$4,081,000	4	\$2,230,500	12	\$6,311,500

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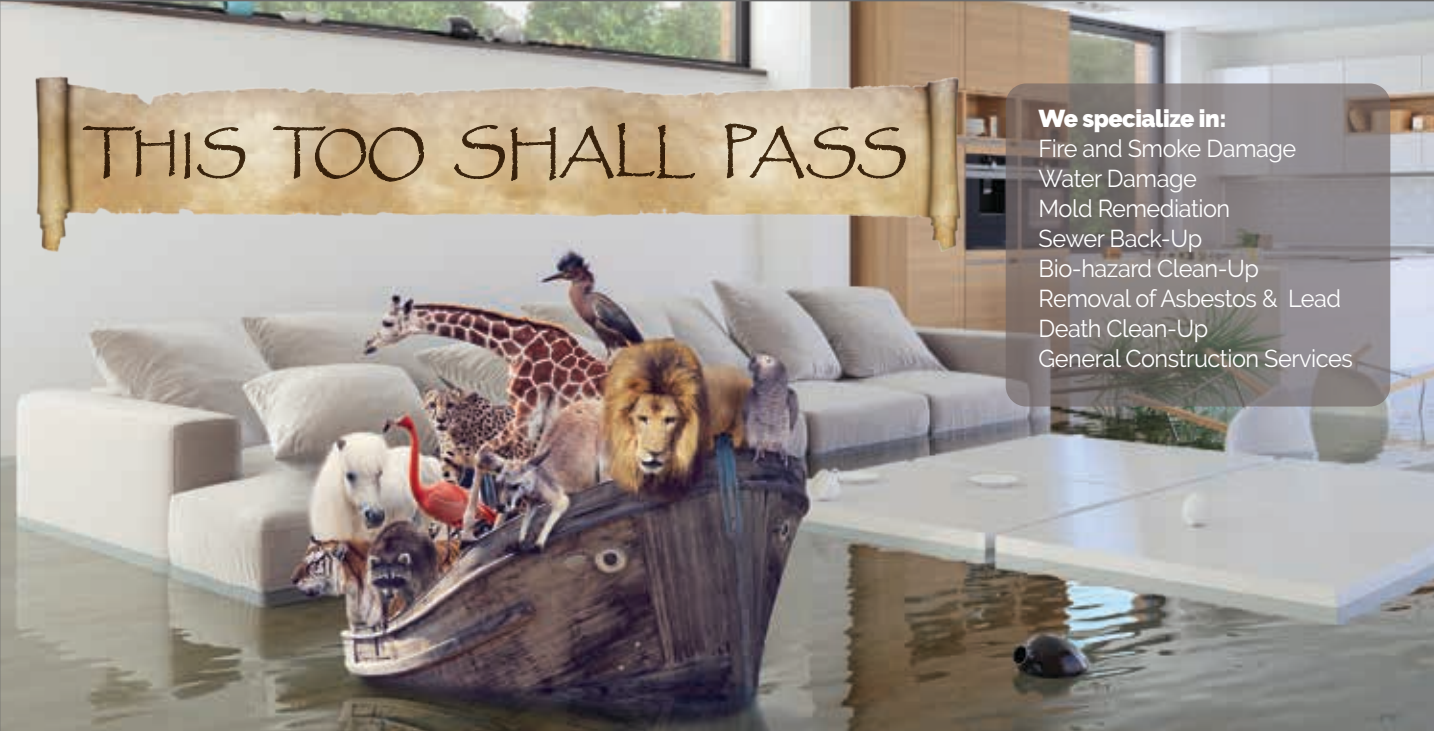


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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Joanna	Olszynska	3.5	\$2,973,875	4	\$3,332,750	7.5	\$6,306,625
102	Eudice	Fogel	1	\$782,500	4	\$5,515,000	5	\$6,297,500
103	Daniel	Glick	3	\$4,172,500	5	\$2,044,900	8	\$6,217,400
104	Elizabeth	Ballis	3	\$1,740,500	3.5	\$4,437,188	6.5	\$6,177,688
105	Sara	McCarthy	4	\$1,722,500	6.5	\$4,451,150	10.5	\$6,173,650
106	Giancarlo	Bargioni	3	\$2,224,000	6	\$3,934,500	9	\$6,158,500
107	Nicole	Hajdu	3	\$1,294,000	10	\$4,819,000	13	\$6,113,000
108	Joy	Larkin	3.5	\$4,351,400	1	\$1,744,000	4.5	\$6,095,400
109	Zachary	Redden	1	\$517,500	12.5	\$5,567,550	13.5	\$6,085,050
110	Helaine	Cohen	0.5	\$280,000	5.5	\$5,762,500	6	\$6,042,500
111	Paul	Mancini	9	\$5,101,500	3	\$936,000	12	\$6,037,500
112	Marzena	Frausto	0	\$0	13	\$6,025,500	13	\$6,025,500
113	Nathan	Freeborn	1	\$565,000	1	\$5,450,000	2	\$6,015,000
114	Konrad	Dabrowski	6	\$6,005,250	0	\$0	6	\$6,005,250
115	Michael	Saladino	8.5	\$3,863,500	5	\$2,127,750	13.5	\$5,991,250
116	Anne	Rossley	3	\$2,717,500	4	\$3,273,500	7	\$5,991,000
117	Jennifer	Furlong	1	\$497,500	5	\$5,464,786	6	\$5,962,286
118	Laura	Bibbo Katlin	3	\$2,179,000	3	\$3,738,300	6	\$5,917,300
119	Sam	Jenkins	3.5	\$2,527,000	5	\$3,365,000	8.5	\$5,892,000
120	Lucas	Blahnik	3	\$1,864,000	5.5	\$4,021,000	8.5	\$5,885,000
121	Stacey	Dombar	11.5	\$5,237,137	2	\$637,250	13.5	\$5,874,387
122	Natalie	Renna	5	\$1,439,400	10	\$4,419,400	15	\$5,858,800
123	Gabrielle	Cavalier	2	\$5,850,000	0	\$0	2	\$5,850,000
124	Kevin	Snow	1.5	\$3,075,000	1	\$2,770,000	2.5	\$5,845,000
125	Elias	Masud	3	\$994,500	11	\$4,799,799	14	\$5,794,299
126	Scott	Berg	12	\$4,761,900	2	\$1,021,500	14	\$5,783,400
127	Kelly	Parker	1.5	\$980,000	6.5	\$4,621,500	8	\$5,601,500
128	Robert	Rixer	0	\$0	1	\$5,600,000	1	\$5,600,000
129	Chris	Gomes	2	\$1,364,000	5	\$4,233,250	7	\$5,597,250
130	Meg	Daday	1	\$470,000	8	\$5,127,000	9	\$5,597,000
131	Megan	Wood	1.5	\$1,051,250	7	\$4,536,000	8.5	\$5,587,250
132	Susan	Kanter	4	\$2,561,000	4.5	\$3,018,750	8.5	\$5,579,750
133	Barbara	Proctor	3.5	\$5,575,000	0	\$0	3.5	\$5,575,000
134	Joelle	Cachey Hayes	1.5	\$2,475,000	1	\$3,100,000	2.5	\$5,575,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	R. Matt	Leutheuser	3	\$3,668,500	2	\$1,887,500	5	\$5,556,000
136	Edward	Jelinek	6	\$2,463,000	4	\$3,080,125	10	\$5,543,125
137	Gregory	Desmond	2	\$2,810,000	3	\$2,655,000	5	\$5,465,000
138	Karen	Schwartz	5	\$2,496,400	5	\$2,941,500	10	\$5,437,900
139	Deborah	Hess	2	\$1,460,900	11.5	\$3,939,200	13.5	\$5,400,100
140	Ashley	Donat	1	\$410,000	9	\$4,966,500	10	\$5,376,500
141	Jennifer	Mills	4.5	\$3,430,200	3	\$1,940,000	7.5	\$5,370,200
142	Matthew	Liss	5.5	\$2,449,000	5	\$2,903,000	10.5	\$5,352,000
143	Rick	Sonshine	0	\$0	19	\$5,338,300	19	\$5,338,300
144	Ryan	Gossett	4	\$1,752,750	4	\$3,524,675	8	\$5,277,425
145	Lisa	Sanders	9.5	\$4,390,500	1.5	\$877,500	11	\$5,268,000
146	Shirley	Amico	2	\$2,960,000	1	\$2,290,000	3	\$5,250,000
147	Samuel	Kahn	3.5	\$2,636,000	4	\$2,549,000	7.5	\$5,185,000
148	Kevin	Hinton	4	\$2,148,450	9	\$3,020,800	13	\$5,169,250
149	Sharon	Glickman	0.5	\$897,500	2	\$4,270,000	2.5	\$5,167,500
150	Kelli	Johannesen	2	\$1,302,500	2	\$3,850,000	4	\$5,152,500

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Keith	Estrada	0	\$0	2	\$5,100,000	2	\$5,100,000
152	Megan	Tirpak	1	\$1,460,000	2	\$3,625,000	3	\$5,085,000
153	Beata	Gaska	4	\$3,834,800	3	\$1,225,000	7	\$5,059,800
154	Erin	Mandel	4.5	\$2,090,386	3	\$2,965,000	7.5	\$5,055,386
155	Bradley	Brondyke	2	\$5,045,000	0	\$0	2	\$5,045,000
156	Laura	Meier	2.5	\$1,185,000	5.5	\$3,843,671	8	\$5,028,671
157	Ryan	Huyler	3	\$1,021,500	4	\$4,003,000	7	\$5,024,500
158	Jason	Rowland	6	\$3,741,400	2	\$1,277,500	8	\$5,018,900
159	Jennifer	Romolo	0.5	\$685,000	9	\$4,327,000	9.5	\$5,012,000
160	Amie	Klujian	3.5	\$1,544,350	7.5	\$3,466,600	11	\$5,010,950
161	Monique	Crossan	3	\$1,490,500	1	\$3,475,000	4	\$4,965,500
162	Pablo	Galarza	7.5	\$1,963,500	14	\$2,986,000	21.5	\$4,949,500
163	Danielle	Dowell	6	\$2,920,250	5.5	\$2,027,750	11.5	\$4,948,000
164	Steven	Johnson	2.5	\$2,433,000	3	\$2,504,500	5.5	\$4,937,500
165	Diana	Bzdyk	1	\$1,100,000	4	\$3,766,000	5	\$4,866,000
166	Patricia	Young	3	\$1,788,000	2	\$3,075,000	5	\$4,863,000
167	Elizabeth	Lothamer	5	\$3,409,656	3	\$1,423,917	8	\$4,833,572
168	Sarah	Ziehr	8	\$4,425,500	1	\$407,000	9	\$4,832,500
169	Dawn	McKenna	5	\$4,639,000	0.5	\$160,000	5.5	\$4,799,000
170	Xun	Del Sesto	1	\$559,000	1	\$4,200,000	2	\$4,759,000
171	Eugene	Fu	2	\$900,325	8	\$3,827,400	10	\$4,727,725
172	Christopher	Pertile	3	\$4,717,500	0	\$0	3	\$4,717,500
173	Christine	Lutz	4	\$3,997,000	0.5	\$700,000	4.5	\$4,697,000
174	Elizabeth	Lassner	1	\$255,000	5	\$4,440,000	6	\$4,695,000
175	John	Vossoughi	3	\$2,577,500	2	\$2,115,000	5	\$4,692,500
176	Steve	Otwell	6	\$2,209,000	4	\$2,478,000	10	\$4,687,000
177	Ryan	Smith	25	\$4,540,201	1	\$140,700	26	\$4,680,901
178	Hadley	Rue	4	\$4,045,000	2	\$635,000	6	\$4,680,000
179	Lindsay	Everest	2	\$4,121,000	1	\$550,000	3	\$4,671,000
180	Robert	Sullivan	5	\$4,470,000	1	\$190,000	6	\$4,660,000
181	Margaret	Nagel	5	\$4,655,000	0	\$0	5	\$4,655,000
182	Karen	Ranquist	1.5	\$1,750,000	3	\$2,890,000	4.5	\$4,640,000
183	Andreas	Holder	3	\$2,439,000	3	\$2,185,000	6	\$4,624,000
184	Shay	Hata	4	\$2,346,750	4	\$2,265,500	8	\$4,612,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Susan	Morrow	6	\$3,505,000	1	\$1,100,000	7	\$4,605,000
186	Stephanie	Cutter	4.5	\$2,355,400	3	\$2,244,000	7.5	\$4,599,400
187	Cory	Tanzer	7.5	\$2,641,000	6	\$1,957,500	13.5	\$4,598,500
188	Charles	Gullett	5.5	\$1,962,500	5.5	\$2,622,500	11	\$4,585,000
189	Lawrence	Dunning	4	\$3,335,000	2	\$1,228,000	6	\$4,563,000
190	Steve	Dombar	0.5	\$367,500	11	\$4,193,850	11.5	\$4,561,350
191	Ken	Jungwirth	7	\$3,050,000	3	\$1,494,000	10	\$4,544,000
192	Michael	McGuinness	2	\$728,500	7	\$3,812,200	9	\$4,540,700
193	Jennifer	Rivera	10.5	\$4,167,900	1	\$362,500	11.5	\$4,530,400
194	Jesse	Masin	1	\$865,000	2	\$3,660,000	3	\$4,525,000
195	Dorie	Westmeyer	3	\$2,875,000	4	\$1,640,000	7	\$4,515,000
196	Julie	Harron	2	\$3,730,000	1	\$779,000	3	\$4,509,000
197	Brett	Boudart	0	\$0	8	\$4,487,650	8	\$4,487,650
198	Marlene	Rubenstein	0.5	\$144,500	4	\$4,328,000	4.5	\$4,472,500
199	Marta	Landrosh	3	\$4,470,000	0	\$0	3	\$4,470,000
200	Jane	Shawkey-Nye	1.5	\$3,475,000	1	\$985,000	2.5	\$4,460,000

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Qiankun	Chen	9	\$3,387,888	4	\$1,043,000	13	\$4,430,888
202	Adele	Lang	1.5	\$823,750	6	\$3,607,000	7.5	\$4,430,750
203	Margaret	Tarkington	0	\$0	1	\$4,425,000	1	\$4,425,000
204	Christina	Carmody	11	\$3,204,400	4	\$1,212,500	15	\$4,416,900
205	Jenny	Fultz	4	\$1,838,500	3	\$2,570,000	7	\$4,408,500
206	Bruce	Glazer	4.5	\$1,405,000	4	\$2,969,500	8.5	\$4,374,500
207	Brad	Zibung	5.5	\$3,150,500	2	\$1,200,000	7.5	\$4,350,500
208	Steven	Jurgens	2	\$2,480,000	1	\$1,859,722	3	\$4,339,722
209	Terri	Buseman	6	\$3,692,000	2	\$645,000	8	\$4,337,000
210	Steven	Powers	4	\$3,234,000	2	\$1,100,000	6	\$4,334,000
211	Laura	Kelly	2	\$2,340,000	1	\$1,975,000	3	\$4,315,000
212	Danny	Lewis	4.5	\$2,228,750	3	\$2,085,000	7.5	\$4,313,750
213	Cara	Buffa	2	\$1,381,500	3	\$2,922,500	5	\$4,304,000
214	Jingen	Xu	2	\$540,000	4	\$3,760,000	6	\$4,300,000
215	Brian	Grossman	1	\$2,899,000	1	\$1,385,000	2	\$4,284,000
216	Giovanni	Leopaldi	0	\$0	8	\$4,262,900	8	\$4,262,900
217	Jake	Fugman	1	\$252,950	5	\$4,005,000	6	\$4,257,950
218	Jennifer	Johnson	3	\$1,285,400	4	\$2,952,000	7	\$4,237,400
219	Elizabeth	Brooks	4	\$4,224,750	0	\$0	4	\$4,224,750
220	Annie	Schweitzer	4	\$2,470,000	2	\$1,752,500	6	\$4,222,500
221	Andrew	Gersten	3	\$1,636,250	2	\$2,578,500	5	\$4,214,750
222	Colette	Connelly	2	\$1,367,500	4	\$2,807,500	6	\$4,175,000
223	Melissa	Edidin	1	\$500,000	3	\$3,670,000	4	\$4,170,000
224	Molly	Marino	6	\$2,471,000	4	\$1,687,000	10	\$4,158,000
225	Dominic	Irpino	7	\$3,027,500	4	\$1,114,500	11	\$4,142,000
226	Alex	Wolking	6	\$2,336,900	3	\$1,790,000	9	\$4,126,900
227	Adam	Zagata	2	\$618,000	10	\$3,496,250	12	\$4,114,250
228	Lisa	Petrik	1	\$380,000	8	\$3,718,500	9	\$4,098,500
229	Victoria	Rezin	4	\$4,087,750	0	\$0	4	\$4,087,750
230	Joshua	Wiedow	1.5	\$4,082,500	0	\$0	1.5	\$4,082,500
231	Edward	Grochowiak	3	\$929,900	8	\$3,137,400	11	\$4,067,300
232	Ryan	Cherney	13	\$4,037,900	0	\$0	13	\$4,037,900
233	Kathryn	Schrage	9	\$4,037,000	0	\$0	9	\$4,037,000
234	Lynn	Weekley	1.5	\$1,053,500	1	\$2,975,000	2.5	\$4,028,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Jeannette	Pawula	3.5	\$1,775,250	5	\$2,250,000	8.5	\$4,025,250
236	Stefanie	Lavelle	5	\$4,014,000	0	\$0	5	\$4,014,000
237	Kyle	Harvey	2	\$3,350,000	1	\$650,000	3	\$4,000,000
238	Ryan Douglas	Wells	4	\$2,890,500	3	\$1,101,400	7	\$3,991,900
239	Ebonie	Andrews	10	\$3,501,000	1	\$472,000	11	\$3,973,000
240	Sarah	Jaffe	2	\$1,125,000	5	\$2,844,000	7	\$3,969,000
241	Cindy	Weinreb	4	\$1,379,900	5	\$2,569,000	9	\$3,948,900
242	Frank	Montro	14.5	\$2,886,950	5.5	\$1,059,490	20	\$3,946,440
243	Nicholaos	Voutsinas	4	\$1,984,900	5	\$1,955,000	9	\$3,939,900
244	Lukasz	Wojcik	3.5	\$1,430,000	1	\$2,500,000	4.5	\$3,930,000
245	Ryan	Wheeler	0	\$0	7	\$3,921,000	7	\$3,921,000
246	Barbara	O'Connor	4.5	\$1,888,688	7.5	\$2,022,000	12	\$3,910,688
247	Blake	Bauer	1	\$1,950,000	1	\$1,950,000	2	\$3,900,000
248	Olin	Eargle	2	\$536,000	8	\$3,351,000	10	\$3,887,000
249	Kate	Gaffey	0.5	\$98,500	10	\$3,758,900	10.5	\$3,857,400
250	Vadim	Shifrin	1	\$581,500	2	\$3,266,000	3	\$3,847,500

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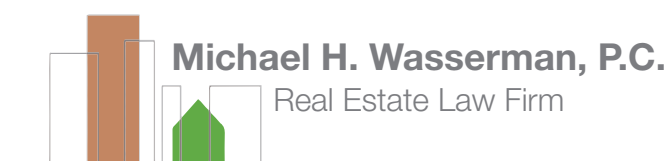
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