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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com)

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➤ publisher's note

# GRATITUDE



**Andy Burton**  
Publisher  
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November: the stereotypical month of giving thanks. I do my best to live my life with gratitude daily, but if you're anything like me (human), my best isn't quite 100 percent sufficient. Faith, family, friends, food, and my flat (trying to stick with an "F" theme here) are things that have always been present in my life. Intentionally directing my thoughts toward these five elements has made me realize the privilege I have of never having to worry about one of them becoming scarce or absent.

I completely understand the industry we are working in. We have goals we want to achieve, we want to help more clients, we want to raise the bar and surpass our numbers from last year, and there is nothing wrong with striving for such things—it's the reason many of us felt an attraction to real estate in the first place. However, when sheer ambition and greed jeopardize our thoughts of being grateful for what we do have, perhaps it's time to step back and take a blessings inventory.

Speaking of blessings, I was overjoyed to see everyone at our fall event last month at AceBounce. Thank you for coming out to celebrate our five years in print anniversary. Photos will appear in the December issue!

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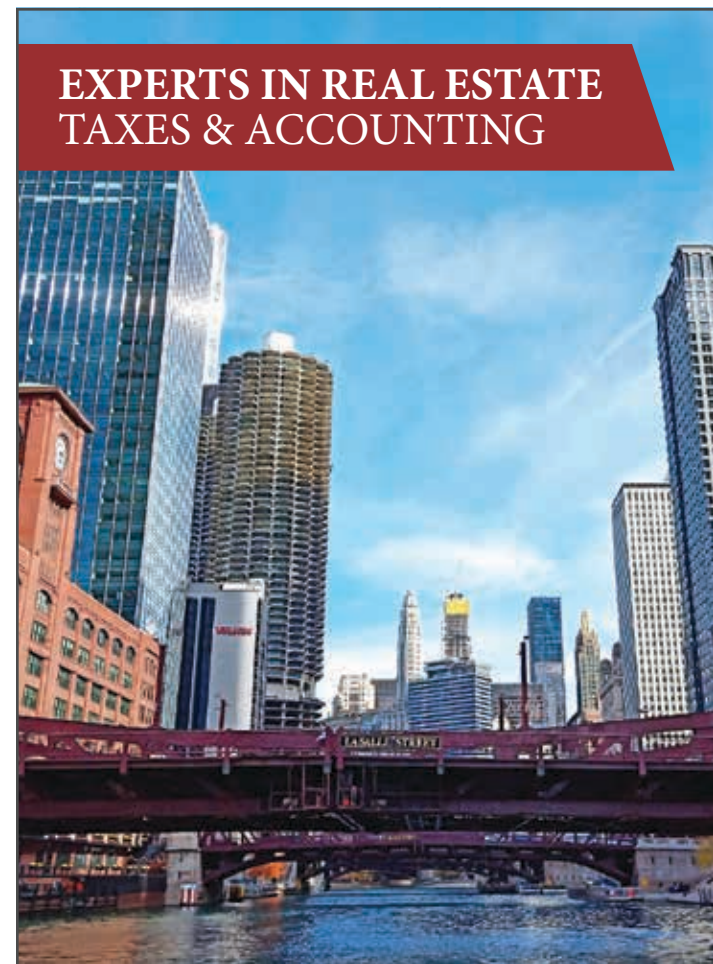
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# KAREN RANQUIST

## Fully Engaged and Never Stopping

### ► agent feature

By Chris Menezes  
Photos by Caleb Pickman



**Karen Ranquist is one of the most well-rounded real estate agents in Chicago today. Over the past twenty-plus years, she has been involved in nearly every aspect of the business. It's rare for an agent to have decades-long relationships with key players in the real estate and development landscape like she does, and those relationships have been a boon to her career as a top-producing REALTOR®.**

Karen's combination of depth, longevity, relationships, and specialization in the Chicago real estate arena uniquely benefits her clients, whether they are first-time homebuyers, investors, sellers, etc. Many of her clients have been with her for their entire real estate journey.

"Most of my clients are people whom I've helped make multiple purchases over the years, as they transition from an apartment for one or two adults, to a home that includes pets or other family members or children, to seeking out unique, architecturally focused properties," Karen explains.

Much of Karen's knowledge of the Chicago market comes from her being a lifelong resident of the city, seeing it develop over the years, while also being involved with that development through her extensive experience in new construction and working with developers and builders. In fact, most of her career has been in new construction and development, having started her career with Ranquist Development. However, ever since she transitioned into the resale market, she's never been happier.

"Although my background as a developer's agent was incredibly educational and fulfilling, it has been even more rewarding to combine my experience and knowledge in new construction with the resale market, working with modern urban properties, and guiding buyers and sellers in what is likely the largest purchase of their lives. Matching people with their perfect home requires countless steps along the way, and that allows me to form lasting relationships, which is the best part of the job."

In many ways, Karen has come full circle in her life and career. She grew up in Deerfield and fondly remembers the Koenig & Strey office there. She recalls always seeing people coming and going from the office, and that she couldn't get enough of the listings that

were constantly posted in the windows. Fast forward to 2022, she has been at Berkshire Hathaway HomeServices Chicago (formerly Koenig and Strey) for the past eleven years.

"I've been a Chicagoan my entire life, save a four-year stint getting my BA in communications/psychology at the University of Colorado Boulder," Karen explains. "I have so much information about this city: its neighborhoods, schools, restaurants, commutes, dog parks, green areas, and professional life resources. I love putting what I know to use to benefit others, and real estate allows me to fully exercise my knowledge base in a way that helps my clients holistically establish themselves, rather than just move into a new home."

Even as a kid, Karen exhibited many attributes of a REALTOR®. Always ready and willing to help people, Karen was the tour guide for her elementary school, showing new students around the neighborhood as well as the campus. ...



# “NO RELATIONSHIP WITH A CLIENT SHOULD CLOSE WHEN THEIR HOUSE DOES.”



After earning her degree from CU, Karen briefly worked in advertising. Realizing an office job was not conducive to her creative, artistic side, nor her desire to help people and need to always be involved in multiple things at once, she decided to pursue a career in social work and enrolled in an MSW program at Loyola University.

As a licensed social worker for Chicago Public Schools, Karen loved that every day was a different experience. She went on home visits, interviews, met with the multidisciplinary team, and counseled children one-on-one and in groups. However, this was also around 2000, when she and her then husband were starting their first development projects in the city as Ranquist Development.

“Since my workday ended early and I generally had weekends free, I also worked for the development side of the company and found it fascinating. The more time I spent on the developments, the more I found that it was what I loved doing,” explains Karen.

From marketing, to selections, to meetings with the architect and construction team, to visiting the job sites, Karen was excited by the act of creating something from every angle.

After many years of Karen’s business being almost solely new construction, it was a challenge for her to rebuild and restart after leaving the company. Of course, all the experience she had from taking a project from land acquisition to closing with

the new homeowners was invaluable to jump-starting her career in the resale market, especially since marketing and sales were her greatest strengths.

With so many years’ experience in the industry, Karen considers herself somewhat of an “old school” agent, preferring to work as an individual agent as well as preferring face-to-face or phone conversations to texting or creating relationships solely based on electronic communication.

Karen says real estate is still her favorite thing to do. Though now, since her two boys are in college and encouraging her to find hobbies outside of work and them, she does love to hit Bucktown’s many restaurants, shops, and cafes, and the 606 for a good bike ride or run. She has also practiced yoga for eighteen years, and has owned five Weimaraner dogs in the last twenty-five.

Given her immense experience and success in the industry, Karen offers these last few words of wisdom to her colleagues: “No knowledge about anything to do with a home purchase is ever wasted, and no relationship with a client should close when their house does. Also, be present in what you are doing. Don’t try to do everything at once. You don’t need to reply in seconds, especially if you are with your family or people you care about. Take a minute to finish what you are doing. It can wait a minute.”



Karen at Jackson Chance Owl Ride where she rode 111 miles to raise money for critically ill babies in the NICU and their families.



Karen and her older son at a University of Illinois football game.



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# Patrick LOFTUS

with Loftus Law, LLC

## WINNING AND HAVING FUN DOING IT



Patrick Loftus is not your typical real estate lawyer. Despite his last name, there is nothing lofty about him . . . well, except maybe his sense humor. Nope, you will not find him toting his law credentials or lifetime experience in real estate—as the son of a Chicago developer and real estate broker with over fifteen years in the business—because those things are just pretense to what really matters: the person in front of him.

You see, Patrick's dream is to have a core group of strategic real estate partners who are like-minded and will work as a fun-loving team of homerun hitters for their clients. And the most important thing in that picture for him is the personal relationship that sits at the core of each partnership.

"I want to look forward to getting together for beers with these people, not simply be transactional," he says.

You see, Patrick isn't out there just to make money. His business is a huge part of his life. And he wants to enjoy his life. It's part of the reason he decided to focus his law firm 100 percent on real estate. "I decided back in 2015 that closing tables are much nicer and cleaner than the tables in courtrooms," he quips.

...



Patrick with his wife on their wedding day.

“I want to look forward to getting together for beers with these people, not simply be transactional...”



That's not to say he doesn't love it when the closer says, "You're funded," and hands him a check. But he equally loves the "scavenger hunt" of—after discovering a piece of potentially bad news for the client—doing something to protect his client from that potentially bad thing. "When you hire my firm, you get access to my expertise, my skill, my sense of humor, and my devotion to my clients," he states.

Making the best of things is simply part of Patrick's DNA. His love of life permeates everything he does. Just check out the weekly radio show he records with Charlie Bellefontaine from Chicagoland Home Inspectors, called *The HomeBuyers Hour*. While Patrick's idea of fun today doesn't quite align with his high school prank of streaking through the library, he still knows how to make people laugh.

Of course, he has grown up a lot since the library incident, having built a successful law firm and marrying the love of his life, Anna, this past year. However, fun is still fun to Patrick, and these days that involves playing his favorite video game, Boomerang Fu on the Switch, with Anna. "If you don't die laughing while you are playing this game, have someone check your pulse," he says.

Yup, Patrick and Anna love spending time together. They have a two-year streak of Hawaiian vacations going that they don't plan on breaking any time soon. In addition, Patrick says he loves doing all the "middle-aged dude things," like playing and watching sports and fantasy football, and drinking beer.

He also loves spending an evening at Guaranteed Rate Field (a.k.a. Sox Park) and stuffing himself with as much delicious food as possible. He also prides himself on his ability to find cheap airfare to faraway places. He recently attended Riot Fest, where he saw some of his favorite bands including My Chemical Romance.

So, if you want to have as much fun as Patrick and be part of his winning team, or if you want more information on Loftus Law, visit <https://loftus-law.com>, or call or text 773-632-7339.



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# Kat Barry

▶ agent feature  
By Lauren Young  
Photos by Sonya Martin

## Roving REALTOR® Says Oui to Chicago Challenge

“Living abroad gave me a worldview that I wish every American could experience,” says Kat Barry, team leader of Modern Living at Compass. Kat has lived in many locations throughout her life, and that diversity of experience has given her a unique ability to face and overcome obstacles in both work and life.

After growing up on the other side of the lake in St. Joseph, Michigan, and attending the University of Michigan, Kat moved to France. There she utilized her degree in French language and literature, working as an English teacher at a high school located just outside of Paris.

“I loved living in another country and plan to retire abroad part-time,” she says. “I have kept up with my French and still speak it regularly. I also earned my CIPS designation a few years ago, so I can keep tabs on the best countries for international investment.”

When Kat moved back to the US, she settled in Wicker Park, working in cafés and restaurants while trying to figure out her next career move. During college, she sold Cutco knives and knew she had an aptitude for sales and innate networking skills. But she didn’t want to sell a product without making a positive impact in people’s lives and her community.

“My uncle has been a REALTOR® in Houston since the ’80s,” Kat explains. “He told me it was a great lifestyle: you can make a good living, have flexibility, and give people a service they want and need. It sounded exactly like what I was looking for.”

At age twenty-four, Kat obtained her real estate license and relocated to Madison, Wisconsin—a city where she knew no one and had never visited prior to moving there. Within six months of launching her career as a REALTOR®, she’d sold about a million dollars worth of real estate.

“I knew nothing about real estate, had never owned a home, and had never been to Madison,” she says. “Still, I knew right away that real estate was the right career for me and I was determined to be successful.” ●●●







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 TO KEEP  
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 IMPROVING  
 YOURSELF,  
 ESPECIALLY  
 IN THIS EVER-  
 CHANGING  
 BUSINESS.**  
 ”



Kat and her partner, Mike, at a Michigan Hockey game last winter.

...

Three years later, Kat moved again, this time to Pittsburgh. While there, she became the youngest new-construction team leader at a firm developing the first green-built homes in the area. She quickly established herself as a neighborhood expert and was among those who made *REALTOR*® magazine’s “30 Under 30” in 2009. A few years later, due to changes in her personal life, she moved to Chicago where she faced the significant challenge of not only having to rebuild her business again from scratch, but also in a much bigger market. It was extremely difficult and humbling, she says, but it taught her not to get too comfortable.

“I had to go back to basics: I hosted two open houses a day, worked rentals, and previewed listings so I would know the market even when I didn’t have clients,” Kat says. “I also got involved with my alumni association and worked hard to rebrand my social media presence.”

“Now, I am grateful for that time because it taught me that you can never just rely on what you have done in the past,” she adds. “You have to keep growing and improving yourself, especially in this ever-changing business.”

When not evolving her trade, Kat stays busy and active outdoors, exploring new areas in her favorite Chicago neighborhoods. Her partner, Michael, is also a real estate pro: he serves as the chief of real estate for the US Army

Corps of Engineers Great Lakes region. Aside from real estate, Kat and Michael’s passions include advocating for animal rights, rooting for the Michigan Wolverines, going to vegan restaurants, and planning activities together. Kat is also a strong supporter of Planned Parenthood.

Looking to the future, Kat’s goal is to invest more in real estate—in Chicago and elsewhere—as a part of her retirement plan. She also dreams of building her team into a crew of powerhouse brokers who empower people through homeownership while living well-rounded lives.

“To me, success is finding a balanced life,” says Kat. “I love working hard, but I love living life to the fullest, too.”

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# CELEX THOMAS

## WITH STUDIO CELEX

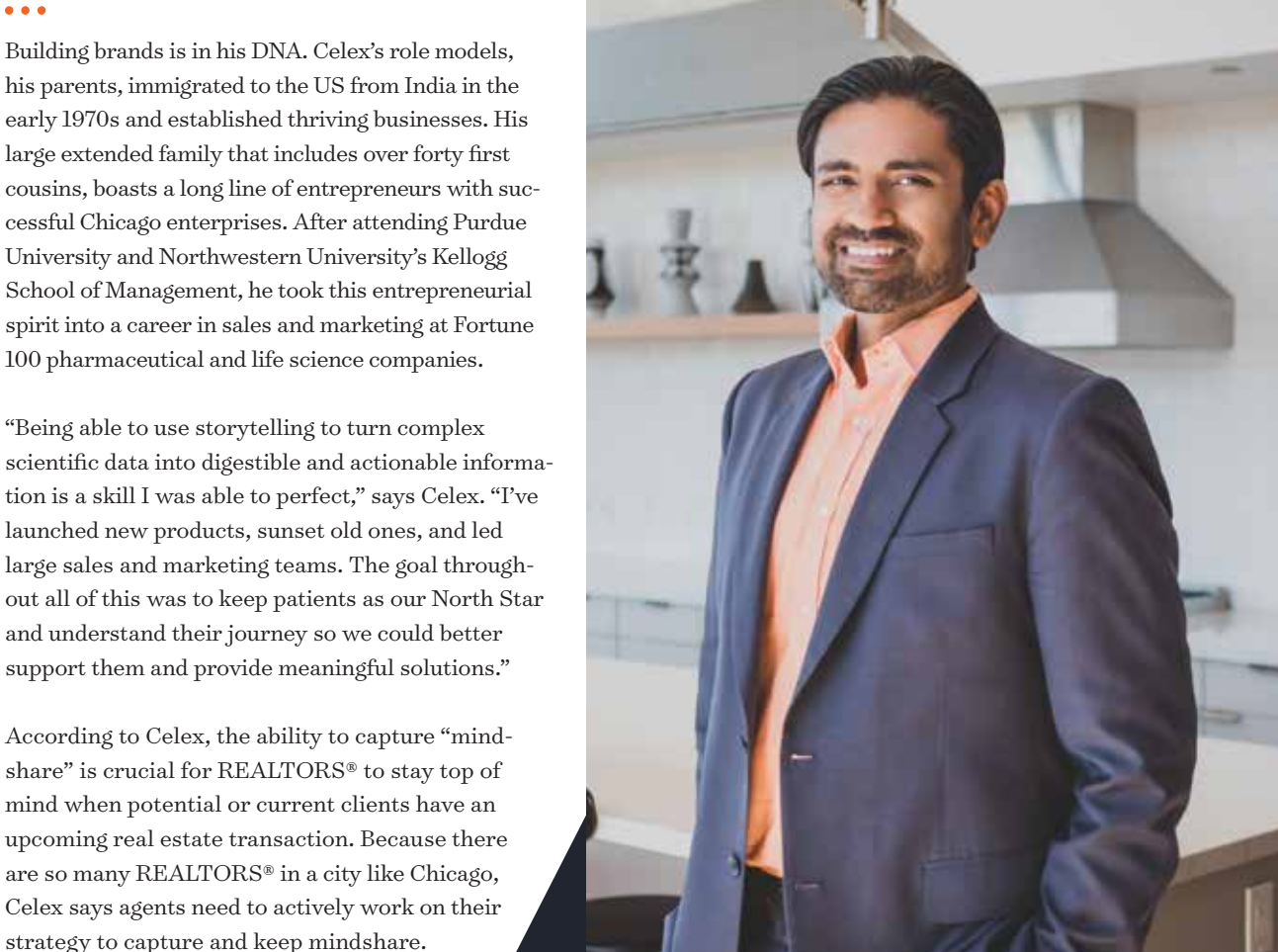
### Agents Are Brands: Marketing Pro Advises REALTORS® on How to Build Their Names

“Over my career, I’ve realized how important it is to strategically build my personal brand and reputation,” says Celex Thomas, the founder of Studio Celex, a full-service branding and marketing agency in Chicago. “When I focused on telling my own story to decision-makers, they understood my track record of performance. This led to more opportunities and accelerated my career growth.”

Celex grew up in Chicago and was always passionate about architecture and design. He would frequently review residential home listings in the newspaper. It’s just one reason why he’s concentrated so much on helping real estate professionals and related businesses market themselves. ...



▶▶ partner spotlight  
By Lauren Young  
Photos by Caleb Pickman



Building brands is in his DNA. Celex's role models, his parents, immigrated to the US from India in the early 1970s and established thriving businesses. His large extended family that includes over forty first cousins, boasts a long line of entrepreneurs with successful Chicago enterprises. After attending Purdue University and Northwestern University's Kellogg School of Management, he took this entrepreneurial spirit into a career in sales and marketing at Fortune 100 pharmaceutical and life science companies.

"Being able to use storytelling to turn complex scientific data into digestible and actionable information is a skill I was able to perfect," says Celex. "I've launched new products, sunset old ones, and led large sales and marketing teams. The goal throughout all of this was to keep patients as our North Star and understand their journey so we could better support them and provide meaningful solutions."

According to Celex, the ability to capture "mindshare" is crucial for REALTORS® to stay top of mind when potential or current clients have an upcoming real estate transaction. Because there are so many REALTORS® in a city like Chicago, Celex says agents need to actively work on their strategy to capture and keep mindshare.

By tapping into his fifteen years of experience in sales, commercial strategy, and marketing, Celex advises agents how to stand out from the crowd. He has developed the Real Estate Agent Brand Accelerator—a multi-step program that teaches REALTORS® how to build a strong and strategic marketing foundation. REALTORS® can then use their tailored messaging framework across their personal branding channels to spark interest and encourage action.

"Some ways to amplify your personal brand include demonstrating yourself as a real estate expert in your network," explains Celex. "Or sharing your journey and personal side. You can also share client testimonials or add value by providing important information to your audience."

Studio Celex also offers marketing and branding services to other real estate professionals: property management firms, home builders, demolition and excavation companies, and real estate investment firms. No matter the aspect of the business, Celex believes authentic storytelling is the key to high-impact marketing, especially when it's relayed through social media. "It's effective," he claims, "because, through it, you and your business are building trust and awareness with potential customers. That trust will convert passive observers into paying clients."

"When I was just getting started in marketing, social media was seen as frivolous," he says. "Now, it can be an important tool for growing your business. If you use it well, it can have a significant impact. If you don't use it to your advantage, it could actually hold your business back."

"Our approach to marketing goes beyond just tactics," he explains. "We identify those key 'moments of meaning' within the customer's buying journey. Specific issues or stumbling blocks that the customer is looking for help with are often expressed in these moments. We focus on communicating how our clients can remove those pain points in those moments."

In Celex's free time, he indulges in his passions for meditation, mindfulness, and real estate investment. He is also an angel investor in locally based businesses. And this self-proclaimed foodie says he's obsessed with the Chicago food scene.

He also prioritizes, through his agency and in his personal time, supporting local causes. Since 2008 he has served as a mentor and as a member of the Chicago chapter of Big Brothers Big Sisters' leadership board. He is also involved with Teach For America.

"I am a values-driven entrepreneur, and my purpose in life is to help others—to help businesses and individuals reach their full potential," states Celex. "That's why, whenever we engage a client, we give back a portion of our proceeds to a nonprofit organization of their choosing."

Celex believes success is defined not only by the positive impact you've made in the world, but also, he says, "By the fruits of your hard work—your experiences, reputation, financial earnings—and how you've used those to lift others up."

All Celex does goes into his personal story; he applies all he teaches to his own life and business. He affirms, "Studio Celex is focused on this one idea: We all have a unique story to tell that sets us apart. What's yours?"

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To learn more about the Real Estate Agent Brand Accelerator program, receive a free consultation, and better understand the services Studio Celex provides its clients, visit their website [studiocelix.com](http://studiocelix.com), find them on Instagram at [@studiocelix](https://www.instagram.com/studiocelix), or email Celex at [celex.thomas@studiocelix.com](mailto:celex.thomas@studiocelix.com).



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# Holiday HOME PREPARATION

By Shauna Osborne

The air is crisp, the leaves are changing, and the holidays are just around the corner! The cheerful months of November and December always fly by, but a little advance cleaning and organizing can help keep holiday entertaining worries at bay. Here are a few home-preparation tips to make your space fresh, festive and ready to entertain!

**Prep appliances.**

Prepare appliances for the holiday cooking overload with a thorough cleaning and inspection.

- Check the temperature reading with an oven thermometer to ensure accuracy.
- Remove all food residue and build-up in the washtub, drain and around the door of the dishwasher.
- Sharpen kitchen knives.
- Clean out refrigerator and freezer, checking for blocked air vents.
- Replace worn flapper valves on toilets (and don't forget to provide plenty of extra toilet paper and a plunger!)

**Organize living spaces.**

Focus on beautifying areas guests will see most, like the front porch, entryway, kitchen, living room and bathrooms. Stash away easily decluttered items, which gives the illusion of clean space (even if it isn't).

**Safeguard your home.**

- Here, an ounce of prevention prevents a pound of cure.
- Always keep windows and doors locked.
  - Don't advertise big-ticket gifts by putting boxes outside the home.
  - Lock away all medications, firearms and household chemicals.
  - Never leave open flames unattended.
  - Utilize light timers to regulate electricity usage for decorations.

**Stock up on essentials.**


A few days before having houseguests, inquire about favorite snacks and drinks, and stock up on those items, as well as coffee, tea, creamer/sugar and simple breakfast items, like cereal, milk, juice, fruit and granola bars. Stock up on essentials like paper towels, tissue, toilet paper, hand soap and toothpaste to have on hand.




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# Suzanne Gignilliat

## Rolling Down the River

**Suzanne Gignilliat is as solid as a rock. Fortified with over thirty-four years of experience in real estate, a voracious appetite for education, an unstoppable drive to work, and a love for rock n' roll, she has weathered the worst of markets, raised two boys, built a real estate partnership contrary to the norm, and doesn't plan to slow down any time soon.**

Suzanne started her business in 1988. Having graduated from Yale University and earned her graduate degree from Northwestern University, she was working at a large ad agency in Chicago but not particularly enjoying the corporate lifestyle. She'd studied art and architectural history, was very interested in psychology while in school, and was always very independent and entrepreneurial. A corporate office could never contain her.

One of her closest family friends, while growing up in Oak Park, Illinois, was a real estate agent. She helped Suzanne purchase her first home and convinced her to quit her corporate job and jump into real estate while buying the house.

"She was close to retirement and really wanted me to come into the business," Suzanne explains. "I didn't like the corporate world and felt like real estate was a good fit because I could be my own boss."

Suzanne built her business on strong ethics; close, long-term relationships; a love for helping people through pivotal moments in their lives; and a love for architecture and design. Of course, keeping up with

the demands of the business was no easy feat, especially while raising two boys. She realized early on she was going to need help.

Suzanne's first hire was an unlicensed marketing assistant. She then hired a licensed agent, Joelle Hayes, who, twenty-two years later, is still a partner with Suzanne in the business. As her business grew, Suzanne hired another person, Kirste Gaudet, who has been a partner on the team for the past fifteen years. In addition to her two partners, Suzanne's team consists of two marketing assistants: Montgomery Holland and Gina Bartkus.

"I am a little controlling and exacting, so this partnership arrangement suited me," Suzanne says, smiling. "I was able to train Joelle and Kirste to do real estate the way I do. They are my clones. They each have their own thriving businesses and are very successful in their own right, but I pull them in to work with me when I need them."

Suzanne never wanted a large team with a revolving door of junior agents. She wanted partners who could help her deliver superior service to her clients and always do things the right way. Because Suzanne focuses much of her business on luxury high-end properties in the Near North Side—she lives in a historic greystone in Lincoln Park and sells many vintage co-ops—her partners have been able to grow their own thriving businesses in neighborhoods where Suzanne doesn't work, while still being there for each other. . . .





••• “My model allows for seamless continuity with my clients. I can couple clients with the best partner who matches them temperamentally and who is an expert in their type of property. We are also all very good psychologists in our own way. To be good at this business, you almost have to be an amateur shrink! I know the depths of my partners’ integrity and ethics and that gives me great comfort,” she says.

Because Suzanne’s business has always been relational and not transactional, she is working for the fourth and even fifth times with clients, and now their children,

too. While she has had many successes over the length of her career, she says that true success, in life and business, is measured in relationships and the quality of those bonds.

“Whether it is with my husband and children, or with my long-term work partners, other agents, or in my friendships, at the end of the day, we will be remembered by the quality of our relationships,” she says.

Outside of the business, Suzanne loves spending quality time with her husband, Tom, and their two sons, Paul and Philip. Tom is a marketing consultant, Paul is an actor and musician in NYC, and Philip is a health consultant in Chicago. They are a family of readers, with their own family book group, and are passionate about politics, having each volunteered in recent campaigns. •••



“AT THE END OF THE DAY, WE WILL BE REMEMBERED BY THE QUALITY OF OUR RELATIONSHIPS.”



Suzanne with her partners (Kirste Gaudet and Joelle Hayes).



Suzanne with her family at a wedding.



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••• “Dinner table discussions are very interesting because we are all very opinionated. Thank goodness we are all on the same side of the aisle,” Suzanne says, laughing.

Suzanne loves to cook and entertain. “Standing at my kitchen counter and chopping vegetables is ecstasy for me. I don’t even mind doing the dishes!” she says. At the end of the day, she loves to settle into a good book. Her passion for school has never waned throughout the years; she has continued to take one college course every quarter. Last year, her course titles included British Drama, Bach, Contemporary Art, and Religious Mystical Experiences. All her philanthropic endeavors involve education as well.

She even used to conduct her own classes for her kids when they were little. Only, the courses were in classic rock and covered favorites like The Rolling Stones, Talking Heads, and the Grateful Dead. Today, she enjoys listening to her son’s band, Saddlemen, and a lot of Johann Sebastian Bach.

As Suzanne keeps growing her business, she remains as solid, involved, and active as ever. “My father worked in his business until he was eighty-seven years old. Enjoying work is in my DNA. I have no intention of retiring. Given my great trusted partners, I have more flexibility to travel and ability to work less if I want to, but for now, I am all-in and plan to keep building my business,” she says.

F·O

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# AARON SKLAR & NOAH BIRK

► agent feature  
By Lauren Young  
Photos by Caleb Pickman

## GOOD SPORTS MAKE GOOD BROKERS



“I’ve always thought of sports as the ‘great equalizer,’” says Noah Birk, partner at Kiser Group. “People don’t care where you’re from or what you look like. If you work hard, you’ll be successful.”

“[The experience of] Being in that competitive team environment my whole life was extremely valuable as I transitioned into the business world,” Noah adds.

Growing up with a big family—four siblings, four stepsiblings, and too many cousins to count—in a small town, sports was a productive outlet for his competitive energy. After graduating from Carthage College, where he played defensive back on their football team, Noah looked for a professional environment in which to channel that energy. Unfortunately, it was mid-2000s: the height of the recession.

“After getting turned down from countless ‘normal jobs,’ I was a little frustrated,” says Noah. “But I never lacked confidence in my work ethic. I knew if I could get into a position where I was rewarded based on effort, I’d have a good shot at being successful. Commercial brokerage was a great fit.” “That ‘eat-what-you-kill’ mentality was and is very attractive to me,” he adds.

Like Noah, Aaron Sklar was also raised in a small town—in his case, a community outside of Detroit—with a big, active family. He also played competitive sports—a culture that values and requires dedication, persistence, and consistent preparation for performance.

“Growing up, my parents, who are first-generation Americans, were always my role models,” Aaron says. “They are proof that anything is possible if you work hard enough and invest in others.”

Upon graduating from the University of Michigan with a degree in economics, Aaron initially worked in finance as a trader. His ultimate goal was to own and manage commercial buildings. He eventually realized that the fastest track to that goal was to learn the ropes as a broker.

“In 2014, when I started in real estate, I knew nothing,” laughs Aaron. “The lingo, geography, and terminology . . . I was a novice.” In the early days, Aaron leaned on his personal and social skills to build his network, and on his quantitative analysis experience from finance.



Aaron skiing with his family.



Noah with his wife, Ana, and their two boys, Elijah and Harvey.

In 2021, Aaron joined Noah as a partner at Kiser Group after working on a few projects together and seeing the opportunity to do something bigger than their individual efforts could accomplish. . . .

...

In their short time together, the partners have achieved great things. Their combined experience equals nearly \$1 billion in sales on behalf of their clients. They are also considered Chicago's highest-producing multifamily brokerage.

"We've built an incredibly hungry team, and we're continuing to grow it," says Aaron. "In the last two years, we've sold more apartment buildings than any other multifamily brokerage in the state of Illinois. And we've beat our own record year after year."

"We owe our success to continuing to provide our clients with the best service in the industry," says Noah. "The happier our clients have been, the more our business has grown."



Noah Birk

**"We owe our success to continuing to provide our clients with the best service in the industry."  
– Noah**



favorite travel location. You'll also find Aaron playing tennis, working out, and crafting his own kombucha recipes.

Looking forward, both Noah and Aaron hope to keep growing their team and their individual investment portfolios.

"Owning apartment buildings has always been my long-term goal," says Noah. "Getting into commercial brokerage has allowed me to learn what works and what doesn't, and then apply that knowledge to my own investing strategy."

"The most rewarding thing for me is seeing our team members come into this business knowing nothing (much like I did), then to watch them absorb everything we've taught them and achieve success," says Aaron. "That's big."

When Noah and Aaron are not managing their real estate business, you will find them spending time with their families and friends.

Noah and wife, Ana, have two boys, Elijah and Harvey, and recently gave birth to their baby girl, Naomi. "My life with our boys is pretty similar to a UFC pre-fight camp," Noah says, laughing. "They keep us on our toes."

When Noah has a free moment, you will find him running and relaxing in the outdoors, helping to manage a basketball ministry at his church, and cooking with his family.

Aaron also loves to spend much of his time with his big family, which remains very close. They frequently visit Colorado to spend time outdoors together. He's even named his mini doodle, Aspen, after his

**"We've built an incredibly hungry team and we're continuing to grow it."  
– Aaron**



Aaron Sklar



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▶ financial fitness  
By Shauna Osborne

# Year-End GIVING

As the year comes to a close, it is the perfect time to think about year-end giving. Particularly in the aftermath of a years-long pandemic, we can help those in need — necessary every year but now crucial for many nonprofits struggling to balance increased demand and decreased support — and, meanwhile, save on taxes. Year-end giving is a win-win!

### Support Nonprofit Organizations

Charities and nonprofit organizations often rely solely on donations to fund their missions. Interestingly, according to Charity Navigator, half of all nonprofits in the U.S. receive the bulk of their funding during the last quarter of the year. Make the final months of the year count through giving; resolve to champion whatever cause is near and dear to your heart.

When you do, be sure to keep a record of your donation. Taxpayers must have a bank record or some sort of written receipt from the charity, which has the organization's name, date and amount of the contribution. Other acceptable records include bank statements, credit card statements or canceled checks.

### Donate Clothing and Household Items

Do you have gently worn clothes or functional household appliances, furniture, furnishings or electronics that you no longer use and could benefit someone else? Why not donate them? If your charitable donation is worth \$250 or more, be sure to include a receipt (or written acknowledgment) from the charity, with a description of the items.

Don't let this holiday season pass you by without giving to those less fortunate. After all, **'tis the season to be generous!** Doing so will help others and help yourself when April 15 rolls around.

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	208.5	\$119,157,245	226.5	\$118,573,444	435	\$237,730,689
2	Jeffrey	Lowe	102.5	\$159,883,701	60	\$77,128,138	162.5	\$237,011,839
3	Leila	Zammatta	40.5	\$150,683,392	8	\$36,731,382	48.5	\$187,414,774
4	Leigh	Marcus	149	\$107,726,871	65	\$48,893,300	214	\$156,620,171
5	Emily	Sachs Wong	62.5	\$101,351,750	36	\$53,533,000	98.5	\$154,884,750
6	Chezi	Rafaeli	30	\$56,116,500	27	\$56,285,389	57	\$112,401,889
7	Carrie	McCormick	62.5	\$64,297,888	27	\$36,014,900	89.5	\$100,312,788
8	Benyamin	Lalez	32	\$17,087,125	153	\$76,671,638	185	\$93,758,764
9	Grigory	Pekarsky	24	\$12,587,911	153.5	\$66,214,700	177.5	\$78,802,611
10	Nancy	Tassone	24	\$69,879,716	3	\$6,212,500	27	\$76,092,216
11	Mario	Greco	74	\$50,149,868	36.5	\$22,753,825	110.5	\$72,903,693
12	Alexandre	Stoykov	22	\$16,053,750	114.5	\$56,104,000	136.5	\$72,157,750
13	Brad	Lippitz	38.5	\$39,707,625	37.5	\$32,262,900	76	\$71,970,525
14	Katharine	Waddell	43.5	\$40,127,500	35.5	\$24,037,350	79	\$64,164,850
15	Melanie	Giglio	39	\$29,709,250	48	\$30,750,700	87	\$60,459,950
16	Melissa	Siegal	55.5	\$33,653,700	42	\$21,772,381	97.5	\$55,426,081
17	Timothy	Salm	16	\$41,517,250	5	\$13,620,000	21	\$55,137,250
18	Julie	Busby	29.5	\$20,582,175	46	\$33,885,310	75.5	\$54,467,484
19	Karen	Biazar	51.5	\$30,071,353	37	\$19,448,500	88.5	\$49,519,853
20	Rafay	Qamar	35	\$14,308,775	75.5	\$33,798,094	110.5	\$48,106,869
21	Tommy	Choi	28	\$16,841,875	46	\$29,799,250	74	\$46,641,125
22	Jill	Silverstein	21.5	\$15,729,688	26.5	\$28,278,250	48	\$44,007,938
23	Sophia	Klopas	25.5	\$14,603,500	40	\$26,214,636	65.5	\$40,818,136
24	Hayley	Westhoff	19	\$11,876,066	32	\$28,164,100	51	\$40,040,166
25	William	Goldberg	21.5	\$19,624,150	27.5	\$19,971,414	49	\$39,595,564
26	Joanne	Nemerovski	17	\$17,894,000	16	\$21,019,000	33	\$38,913,000
27	Daniel	Glick	23	\$21,935,900	27	\$16,935,250	50	\$38,871,150
28	Jason	O'Beirne	39	\$35,269,500	10	\$3,326,000	49	\$38,595,500
29	Timothy	Sheahan	30.5	\$19,777,442	26	\$18,476,400	56.5	\$38,253,842
30	Kathleen	Malone	21.5	\$21,694,450	19	\$16,520,000	40.5	\$38,214,450
31	Amanda	McMillan	35.5	\$18,297,448	26.5	\$19,232,000	62	\$37,529,448
32	Philip	Skowron	13.5	\$17,491,000	10	\$19,896,500	23.5	\$37,387,500
33	Lauren	Mitrick Wood	20	\$14,348,170	38	\$22,590,750	58	\$36,938,920
34	James	D'Astice	20.5	\$10,351,251	49	\$26,587,183	69.5	\$36,938,434

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Keith	Brand	28	\$12,387,600	37	\$24,441,038	65	\$36,828,638
36	Colin	Hebson	20	\$18,615,122	27.5	\$17,742,020	47.5	\$36,357,142
37	Lance	Kirshner	29	\$14,019,481	35.5	\$22,057,300	64.5	\$36,076,781
38	Jennifer	Ames	21	\$23,856,250	11	\$12,122,900	32	\$35,979,150
39	Suzanne	Gignilliat	12	\$15,778,000	7	\$19,447,500	19	\$35,225,500
40	Jeanne	Martini	16	\$35,107,300	0	\$0	16	\$35,107,300
41	Darrell	Scott	13.5	\$8,926,650	45	\$26,093,700	58.5	\$35,020,350
42	Melanie	Everett	14.5	\$6,567,000	53.5	\$28,443,850	68	\$35,010,850
43	Daniel	Close	28	\$14,769,000	30	\$20,112,900	58	\$34,881,900
44	Layching	Quek	13	\$6,839,500	33	\$26,514,650	46	\$33,354,150
45	Sam	Shaffer	14.5	\$8,205,450	43.5	\$24,690,750	58	\$32,896,200
46	Rachel	Krueger	8	\$14,667,750	12	\$17,763,000	20	\$32,430,750
47	Millie	Rosenbloom	19	\$13,994,500	23	\$18,314,450	42	\$32,308,950
48	Margaret	Baczowski	17.5	\$18,774,750	11.5	\$13,049,500	29	\$31,824,250
49	Michael	Rosenblum	22	\$20,460,494	10	\$10,976,700	32	\$31,437,194
50	Jennifer	Mills	25	\$23,443,785	10	\$7,170,850	35	\$30,614,635

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

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# TOP 250 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Edward	Jelinek	34.5	\$18,855,750	20	\$11,727,125	54.5	\$30,582,875
52	Vincent	Anzalone	17.5	\$20,078,622	14	\$10,398,500	31.5	\$30,477,122
53	Nick	Nastos	14	\$6,027,850	47.5	\$24,318,450	61.5	\$30,346,300
54	Joel	Holland	22	\$11,829,300	26.5	\$18,071,630	48.5	\$29,900,930
55	Mark	Zipperer	40	\$15,720,250	28	\$14,052,010	68	\$29,772,260
56	Ryan	Preuett	9	\$11,510,000	12	\$17,689,999	21	\$29,199,999
57	Ivona	Kutermankiewicz	25	\$22,003,100	11.5	\$7,111,800	36.5	\$29,114,900
58	Nadine	Ferrata	29.5	\$22,051,778	10.5	\$6,671,778	40	\$28,723,556
59	Cadey	O'Leary	12.5	\$22,825,000	4	\$5,466,492	16.5	\$28,291,492
60	Nicholaos	Voutsinas	19	\$10,504,700	32	\$17,245,100	51	\$27,749,800
61	Scott	Curcio	39	\$18,251,600	27	\$9,466,400	66	\$27,718,000
62	Eugene	Fu	7.5	\$4,682,825	40.5	\$22,975,295	48	\$27,658,120
63	Shay	Hata	18.5	\$9,943,582	26	\$17,624,300	44.5	\$27,567,882
64	Cameel	Halim	4	\$27,498,999	0	\$0	4	\$27,498,999
65	Paul	Mancini	30	\$17,328,000	13	\$9,739,000	43	\$27,067,000
66	Alishja	Ballard	17	\$10,049,000	23	\$16,939,900	40	\$26,988,900
67	Danielle	Dowell	29	\$16,718,700	20	\$10,052,250	49	\$26,770,950
68	Christine	Lutz	27	\$26,065,012	0.5	\$700,000	27.5	\$26,765,012
69	Karen	Schwartz	20	\$12,043,350	20.5	\$14,720,142	40.5	\$26,763,492
70	Dawn	McKenna	17.5	\$23,048,500	6.5	\$3,648,500	24	\$26,697,000
71	Staci	Slattery	43.5	\$26,496,203	0	\$0	43.5	\$26,496,203
72	Nicholas	Colagiovanni	20.5	\$14,606,500	14	\$11,776,000	34.5	\$26,382,500
73	Michael	Hall	30.5	\$23,191,000	4	\$3,113,900	34.5	\$26,304,900
74	Leslie	Glazier	17	\$14,545,750	17	\$11,510,950	34	\$26,056,700
75	Natasha	Motev	10.5	\$23,726,000	2	\$2,280,000	12.5	\$26,006,000
76	Debra	Dobbs	24.5	\$16,733,000	24	\$9,150,400	48.5	\$25,883,400
77	Santiago	Valdez	20.5	\$8,142,125	42	\$17,716,500	62.5	\$25,858,625
78	Rachel	Vecchio	2	\$1,341,500	7	\$24,251,740	9	\$25,593,240
79	Bari	Levine	23	\$14,087,950	12.5	\$11,469,000	35.5	\$25,556,950
80	Steve	Genyk	19	\$17,125,000	8	\$8,390,000	27	\$25,515,000
81	Elias	Masud	11	\$5,914,500	36.5	\$19,449,700	47.5	\$25,364,200
82	Patrick	Shino	6	\$1,820,727	50	\$23,227,655	56	\$25,048,382
83	Sara	McCarthy	18	\$7,692,900	26	\$17,148,800	44	\$24,841,700
84	Cory	Tanzer	35.5	\$14,082,999	26.5	\$9,889,000	62	\$23,971,999

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Kevin	Hinton	19	\$8,750,600	37.5	\$15,152,450	56.5	\$23,903,050
86	Kelly	Parker	9	\$4,532,375	30	\$19,347,150	39	\$23,879,525
87	R. Matt	Leutheuser	9	\$18,205,500	5	\$5,372,500	14	\$23,578,000
88	Gail	Spren	44	\$18,898,800	7	\$4,492,000	51	\$23,390,800
89	Steven	Kehoe	16	\$13,601,776	15	\$9,677,850	31	\$23,279,626
90	Barbara	O'Connor	22	\$13,512,112	22.5	\$9,649,050	44.5	\$23,161,162
91	Juliana	Yeager	12	\$6,699,950	19	\$16,414,500	31	\$23,114,450
92	Elizabeth	Ballis	13.5	\$8,657,688	13.5	\$14,347,188	27	\$23,004,875
93	Robert	Picciariello	59	\$22,978,400	0	\$0	59	\$22,978,400
94	Susan	O'Connor	8	\$7,990,500	9	\$14,986,080	17	\$22,976,580
95	Lawrence	Dunning	16	\$11,762,500	16	\$11,127,000	32	\$22,889,500
96	Ryan	McKane	52	\$21,940,450	1	\$495,000	53	\$22,435,450
97	Robert	Sullivan	13	\$14,797,580	10	\$7,624,500	23	\$22,422,080
98	Cynthia	Sodolski	18.5	\$13,606,500	15.5	\$8,760,000	34	\$22,366,500
99	Lisa	Blume	15	\$7,928,300	32.5	\$14,144,000	47.5	\$22,072,300
100	Connie	Engel	25.5	\$15,268,350	8	\$6,657,650	33.5	\$21,926,000

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# TOP 250 STANDINGS

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


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Stephanie	Loverde	18.5	\$9,678,700	21	\$12,217,000	39.5	\$21,895,700
102	Kimber	Galvin	5.5	\$3,864,522	26.5	\$17,838,862	32	\$21,703,384
103	Lisa	Sanders	39	\$16,901,250	8.5	\$4,775,000	47.5	\$21,676,250
104	Megan	Tirpak	14	\$11,360,500	5	\$10,268,000	19	\$21,628,500
105	Molly	Sundby	20	\$21,607,166	0	\$0	20	\$21,607,166
106	Michael	Shenfeld	18.5	\$9,383,311	16.5	\$12,147,400	35	\$21,530,711
107	Brian	Moon	10	\$6,362,950	22.5	\$15,084,750	32.5	\$21,447,700
108	Camille	Canales	11	\$5,625,000	32	\$15,707,575	43	\$21,332,575
109	Sherrri	Hoke	9	\$12,384,000	7	\$8,874,000	16	\$21,258,000
110	Meg	Daday	14	\$8,983,000	17	\$11,956,900	31	\$20,939,900
111	Eudice	Fogel	8	\$5,838,000	13	\$14,765,000	21	\$20,603,000
112	Natalie	Renna	15	\$6,902,399	25	\$13,642,900	40	\$20,545,299
113	Steven	Powers	16	\$17,142,500	5	\$3,250,000	21	\$20,392,500
114	Michael	Saladino	30	\$12,209,900	21	\$8,077,150	51	\$20,287,050
115	Joseph	Kotoch	9	\$6,859,000	17.5	\$13,371,500	26.5	\$20,230,500
116	D	Waveland Kendt	19.5	\$12,636,400	9	\$7,527,500	28.5	\$20,163,900
117	Ryan	Huyler	13.5	\$10,229,900	9	\$9,879,500	22.5	\$20,109,400
118	Brady	Miller	24	\$6,780,200	29	\$13,303,500	53	\$20,083,700
119	Alex	Wolking	23	\$9,358,200	18	\$10,597,902	41	\$19,956,102
120	Brian	Loomis	10	\$11,093,000	5	\$8,815,000	15	\$19,908,000
121	Stacey	Dombar	37	\$16,751,637	5	\$3,129,650	42	\$19,881,287
122	Lucas	Blahnik	7	\$5,746,000	19.5	\$13,992,055	26.5	\$19,738,055
123	Zachary	Redden	7.5	\$5,260,000	28.5	\$14,439,050	36	\$19,699,050
124	Sam	Jenkins	8.5	\$6,526,070	12	\$12,844,000	20.5	\$19,370,070
125	Stephanie	Cutter	21.5	\$11,137,200	12	\$8,178,000	33.5	\$19,315,200
126	Joelle	Cachey Hayes	10	\$8,884,500	5	\$10,372,500	15	\$19,257,000
127	Sari	Levy	9.5	\$6,307,500	12.5	\$12,881,800	22	\$19,189,300
128	Qiankun	Chen	25	\$9,944,888	23	\$9,181,900	48	\$19,126,788
129	Sarah	Ziehr	32	\$16,649,000	4	\$2,391,500	36	\$19,040,500
130	Naja	Morris	24.5	\$11,017,350	17	\$8,022,600	41.5	\$19,039,950
131	Stefanie	Lavelle	19.5	\$12,917,100	9	\$6,039,000	28.5	\$18,956,100
132	Prashanth	Mahakali	13	\$14,821,500	8	\$4,005,000	21	\$18,826,500
133	Patrick	Teets	15.5	\$12,043,273	8	\$6,773,000	23.5	\$18,816,273
134	Janelle	Dennis	20	\$9,981,800	12	\$8,792,150	32	\$18,773,950

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Christopher	Engelmann	13	\$5,267,000	30	\$13,223,800	43	\$18,490,800
136	Michael	Maier	32.5	\$16,489,465	6	\$1,873,500	38.5	\$18,362,965
137	Kaylin	Goldstein	11	\$6,547,800	14	\$11,781,900	25	\$18,329,700
138	Matthew	Liss	13.5	\$6,119,500	15	\$12,160,500	28.5	\$18,280,000
139	Erin	Mandel	11.5	\$7,756,886	10	\$10,453,711	21.5	\$18,210,596
140	Amie	Klujian	20.5	\$8,101,550	27.5	\$10,035,350	48	\$18,136,900
141	Armando	Chacon	22.5	\$14,732,799	5	\$3,326,500	27.5	\$18,059,299
142	Dennis	Huyck	22	\$13,724,500	5.5	\$4,328,000	27.5	\$18,052,500
143	Ken	Jungwirth	18.5	\$10,808,000	15	\$7,150,500	33.5	\$17,958,500
144	Scott	Berg	39	\$16,470,801	3	\$1,356,500	42	\$17,827,301
145	Bruce	Glazer	15.5	\$8,247,500	15	\$9,563,400	30.5	\$17,810,900
146	Michael	Scanlon	6.5	\$2,236,450	25.5	\$15,459,850	32	\$17,696,300
147	Benjamin	Lissner	5	\$2,139,250	36	\$15,479,150	41	\$17,618,400
148	Greg	Nagel	12.5	\$9,498,000	11	\$8,119,500	23.5	\$17,617,500
149	Nicholas	Apostal	21.5	\$11,597,748	9	\$6,019,450	30.5	\$17,617,198
150	Kristin	Gonnella	7	\$3,459,250	20	\$14,022,900	27	\$17,482,150

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Brad	Zibung	18.5	\$9,312,900	14	\$8,161,500	32.5	\$17,474,400
152	Laura	England	10.5	\$5,761,000	5	\$11,592,058	15.5	\$17,353,058
153	Tiffany	Meyers	6	\$2,698,500	31	\$14,642,450	37	\$17,340,950
154	Owen	Duffy	21.5	\$11,249,750	13.5	\$5,980,500	35	\$17,230,250
155	Carol	Collins	9.5	\$6,011,500	10	\$11,214,800	19.5	\$17,226,300
156	Kevin	Wood	3	\$10,343,740	2	\$6,850,000	5	\$17,193,740
157	Nicole	Hajdu	16	\$5,636,400	24	\$11,490,900	40	\$17,127,300
158	Danny	Lewis	11.5	\$5,585,500	17	\$11,489,500	28.5	\$17,075,000
159	Elena	Theodoros	14.5	\$8,247,500	12.5	\$8,820,250	27	\$17,067,750
160	Amy	Duong	10	\$7,758,250	16	\$9,128,000	26	\$16,886,250
161	Melissa	Govedarica	9	\$9,806,200	2	\$7,055,000	11	\$16,861,200
162	Joy	Larkin	8	\$13,043,900	2.5	\$3,809,000	10.5	\$16,852,900
163	Laura	Meier	8	\$3,765,750	19	\$12,976,421	27	\$16,742,171
164	Katherine	Malkin	7	\$13,377,501	3	\$3,350,000	10	\$16,727,501
165	Jingen	Xu	5	\$2,190,500	15	\$14,451,263	20	\$16,641,763
166	Dominic	Irpino	25	\$9,536,300	14	\$7,062,000	39	\$16,598,300
167	Stephen	Hnatow	10.5	\$6,752,500	13	\$9,786,500	23.5	\$16,539,000
168	Brant	Booker	12	\$8,362,105	5	\$8,170,000	17	\$16,532,105
169	Gabrielle	Cavalier	5.5	\$16,525,000	0	\$0	5.5	\$16,525,000
170	Hadley	Rue	17	\$9,798,450	12	\$6,697,500	29	\$16,495,950
171	Elizabeth	Lothamer	14	\$7,412,906	17	\$9,037,817	31	\$16,450,722
172	Robin	Phelps	12.5	\$6,370,680	14	\$10,064,800	26.5	\$16,435,480
173	Kathryn	Schrage	32	\$15,271,600	1	\$1,115,000	33	\$16,386,600
174	Samuel	Kahn	9	\$7,195,500	11	\$9,130,000	20	\$16,325,500
175	Helaine	Cohen	2.5	\$2,944,950	18.5	\$13,298,500	21	\$16,243,450
176	Emily	Smart Lemire	7.5	\$4,860,700	7.5	\$11,370,901	15	\$16,231,601
177	Philip	Barone	3.5	\$2,108,500	1	\$14,100,000	4.5	\$16,208,500
178	Steve	Dombar	5	\$2,249,200	27.5	\$13,896,350	32.5	\$16,145,550
179	Thomas	Campone	25	\$10,466,500	13	\$5,657,000	38	\$16,123,500
180	Anne	Rossley	10	\$5,875,145	13	\$10,212,500	23	\$16,087,645
181	Susan	Kanter	14	\$8,648,000	13	\$7,358,200	27	\$16,006,200
182	James	Buczynski	14	\$8,627,500	12.5	\$7,374,900	26.5	\$16,002,400
183	Melanie	Carlson	8	\$5,158,000	21	\$10,782,500	29	\$15,940,500
184	Michael	McGuinness	3	\$1,088,500	29	\$14,799,570	32	\$15,888,070

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Mark	Icuss	9.5	\$6,384,000	12.5	\$9,440,000	22	\$15,824,000
186	Nicole	Flores	20	\$11,451,300	7.5	\$4,322,000	27.5	\$15,773,300
187	Melissa	Vasic	11	\$7,028,000	15	\$8,740,400	26	\$15,768,400
188	Susan	Nice	14	\$9,059,400	7	\$6,597,000	21	\$15,656,400
189	Niles	Patel	7.5	\$13,100,000	1	\$2,520,000	8.5	\$15,620,000
190	John	O'Neill	6	\$6,250,000	3	\$9,234,000	9	\$15,484,000
191	Susan	Morrow	8	\$4,625,000	7	\$10,747,000	15	\$15,372,000
192	Frank	Montro	52	\$11,226,351	19	\$4,133,990	71	\$15,360,341
193	Christopher	Pertile	13	\$11,449,150	6	\$3,855,900	19	\$15,305,050
194	Jeffrey	Herbert	10	\$4,765,250	15	\$10,484,733	25	\$15,249,983
195	Mariah	Dell	15.5	\$8,351,500	8	\$6,873,500	23.5	\$15,225,000
196	Heather	Hillebrand	6.5	\$3,869,500	10	\$11,351,500	16.5	\$15,221,000
197	Ryan	Gossett	11.5	\$6,712,500	12	\$8,507,925	23.5	\$15,220,425
198	Barbara	Proctor	9.5	\$13,569,000	2	\$1,505,000	11.5	\$15,074,000
199	Cara	Buffa	14	\$9,417,000	8	\$5,652,500	22	\$15,069,500
200	Chris	Gomes	4.5	\$3,120,500	15	\$11,906,138	19.5	\$15,026,638

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# TOP 250 STANDINGS

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

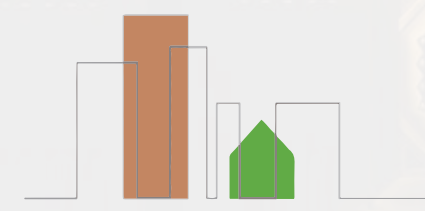
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Patricia	Young	10.5	\$7,566,250	8.5	\$7,452,000	19	\$15,018,250
202	Marzena	Frausto	2	\$865,000	32	\$14,149,299	34	\$15,014,299
203	Richard	Kasper	17	\$10,238,325	13	\$4,725,900	30	\$14,964,225
204	Mary	Mac Diarmid	8	\$6,292,500	12	\$8,654,161	20	\$14,946,661
205	Kim	Kerbis	13	\$7,879,200	6	\$7,019,000	19	\$14,898,200
206	Kevin	Bigoness	13	\$9,587,000	7	\$5,284,000	20	\$14,871,000
207	Pamela	Rueve	14.5	\$11,868,000	6	\$2,952,500	20.5	\$14,820,500
208	Deborah	Hess	8.5	\$5,611,600	22	\$9,182,000	30.5	\$14,793,600
209	Adam	Schneiderman	2	\$7,375,000	2	\$7,375,000	4	\$14,750,000
210	John	Grafft	14	\$9,742,000	8	\$5,007,025	22	\$14,749,025
211	Ted	Kuhlmann	21	\$9,594,800	10	\$5,144,355	31	\$14,739,155
212	John	Lyons	14.5	\$5,141,500	21.5	\$9,574,500	36	\$14,716,000
213	Ian	Schwartz	17.5	\$10,266,850	5	\$4,420,000	22.5	\$14,686,850
214	Kate	Gaffey	3	\$848,000	31	\$13,788,900	34	\$14,636,900
215	Matthew	Engle	13	\$5,039,800	20	\$9,543,200	33	\$14,583,000
216	Caroline	Druker	4.5	\$2,998,250	9.5	\$11,480,167	14	\$14,478,417
217	Lyn	Harvie	13	\$5,876,000	13	\$8,595,400	26	\$14,471,400
218	Jennifer	Romolo	4	\$1,778,750	27	\$12,671,799	31	\$14,450,549
219	Nancy	Hotchkiss	15.5	\$8,739,500	7	\$5,698,000	22.5	\$14,437,500
220	Steve	Otwell	26	\$9,443,500	7	\$4,882,900	33	\$14,326,400
221	Tyler	Stallings	12	\$6,598,500	11	\$7,717,900	23	\$14,316,400
222	Anthony	Hardy	3.5	\$8,576,000	1.5	\$5,717,500	5	\$14,293,500
223	Scott	Newman	18	\$6,927,750	14	\$7,346,900	32	\$14,274,650
224	Nathan	Binkley	10	\$5,996,500	8	\$8,177,900	18	\$14,174,400
225	Jodi	Slutzky	18	\$6,652,700	13	\$7,504,000	31	\$14,156,700
226	Greg	Whelan	5	\$2,403,000	21	\$11,732,250	26	\$14,135,250
227	Matthew	Shrake	13	\$12,295,716	3	\$1,787,500	16	\$14,083,216
228	Nick	Libert	9	\$6,480,350	12.5	\$7,576,000	21.5	\$14,056,350
229	Mark	Buckner	6.5	\$2,821,500	18	\$11,165,400	24.5	\$13,986,900
230	Jeffrey	Proctor	10	\$6,402,400	5	\$7,576,500	15	\$13,978,900
231	Stephanie	Maloney	9	\$7,659,000	6	\$6,250,000	15	\$13,909,000
232	Cindy	Weinreb	7	\$2,614,900	21	\$11,267,900	28	\$13,882,800
233	Robert	Yoshimura	12	\$5,746,000	18	\$8,104,900	30	\$13,850,900
234	Amir	Fouad	27	\$11,671,200	5	\$2,152,500	32	\$13,823,700

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Megan	Wood	7.5	\$4,777,000	12.5	\$9,007,250	20	\$13,784,250
236	Daniel	Csuk	17.5	\$7,425,999	10	\$6,117,000	27.5	\$13,542,999
237	James	Sheehan	9.5	\$7,463,500	7	\$6,060,000	16.5	\$13,523,500
238	Brittany	Strale	8	\$3,079,000	23	\$10,415,400	31	\$13,494,400
239	Julie	Chesne	15.5	\$5,950,000	17	\$7,512,900	32.5	\$13,462,900
240	Jennifer	Furlong Perrin	9.5	\$4,171,100	11	\$9,282,686	20.5	\$13,453,786
241	Julie	Harron	7.5	\$7,582,500	6	\$5,707,500	13.5	\$13,290,000
242	Sarah	Maxwell	7	\$4,982,000	9	\$8,279,100	16	\$13,261,100
243	Elizabeth	Lassner	10.5	\$5,770,000	11	\$7,481,500	21.5	\$13,251,500
244	Charles	Gullett	15.5	\$6,115,750	14.5	\$7,132,500	30	\$13,248,250
245	Brett	Boudart	1	\$210,000	23	\$13,027,050	24	\$13,237,050
246	Joe	Zimmerman	17.5	\$8,231,450	6.5	\$4,999,750	24	\$13,231,200
247	Jennifer	Rivera	25	\$10,919,800	5	\$2,307,500	30	\$13,227,300
248	Beata	Gaska	10.5	\$7,499,300	9	\$5,720,000	19.5	\$13,219,300
249	Susan	Miner	2.5	\$6,362,500	2	\$6,806,323	4.5	\$13,168,823
250	Joshua	Weinberg	17.5	\$13,159,450	0	\$0	17.5	\$13,159,450

**Disclaimer:** Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

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**~ Dhanna, Real Estate Agent**



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