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MEET THE DUPAGE REAL PRODUCERS TEAM



Andy Burton
Publisher



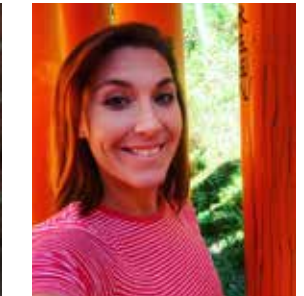
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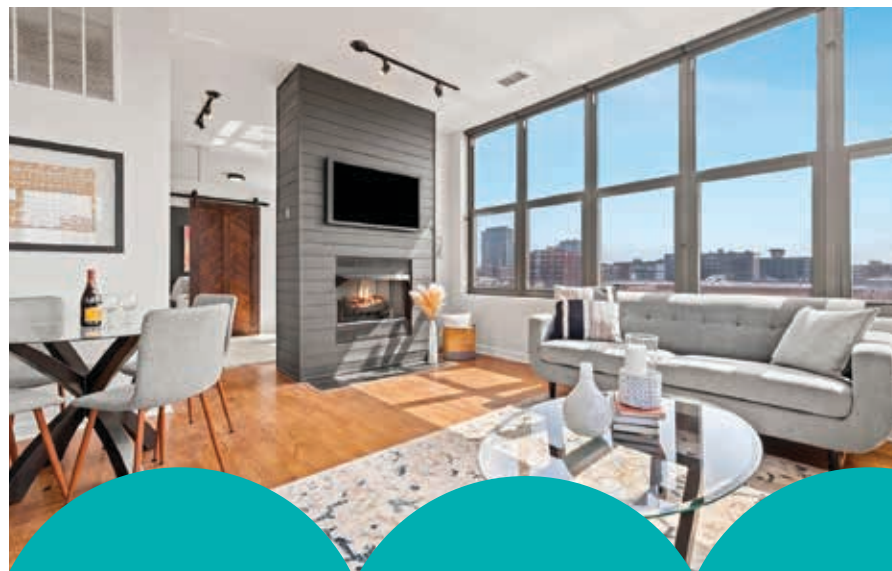


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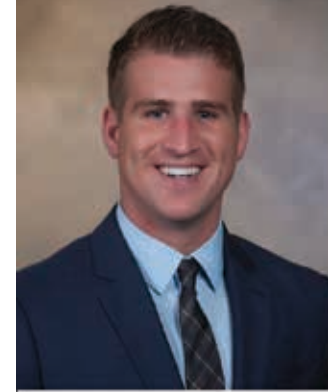
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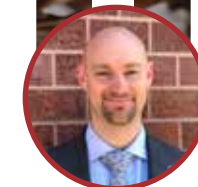
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➤ publisher's note

GRATITUDE



Andy Burton

Publisher

andy.burton@RealProducersMag.com

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 McGrath Lexus of Westmont. Photos will appear in the December issue!

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Keith McMahon

▶▶ agent feature

By Lauren Young
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MAKING THE MOST OF HIS CHANCES

Hard work, optimism, business savvy, and a natural ability to connect with people have driven much of REALTOR® Keith McMahon's success, but chance meetings and right place, right time moments have also served as catalysts in his career.

Born and raised in Naperville, Keith's exposure to real estate came early. His mother was a licensed broker, and his uncle had been successful in commercial real estate. Influenced by his family, Keith chose to attend DePaul University to study real estate finance and investment. One night, while training for a triathlon at his local fitness center, he made a fortuitous friendship that would jumpstart his future.

"The guy in the swim lane next to me was chatty. When I mentioned I was studying real estate, he told me to look up Josh Blank, his friend's brother," Keith recalls.

Josh Blank just happened to operate a real estate investment firm in Geneva, Illinois. Seeing an opportunity, Keith emailed Josh and earned himself an internship. After graduation, Keith joined the firm full-time.



"Josh took me under his wing. I learned so much about real estate while working there," he said. "I was incredibly lucky to have made that connection."

After a couple of years, Keith decided to transition into selling real estate as a broker. During his first year as a REALTOR®, one of those fortuitous moments occurred: a clipboard-carrying attendee at an open house Keith was hosting in East Aurora peppered him with questions about the local schools, neighborhoods, and other information. He informed Keith that Waypoint Homes was planning to buy hundreds of single-family homes in the area, and that it was his goal to work for the company.

"He asked me to show him around Aurora so he could learn the market, so I took a chance," says Keith. "A month later, the CEO of Waypoint flew in, and we all toured the area together. The guy I met at the open house got the job at the company and then introduced me to the acquisitions director."

"I immediately started writing offers nonstop," he continues. "They ended up buying ninety-five homes with me over the next year or so. It was an incredible start to my sales career and extremely good fortune." ...



Keith with his wife, Emily, and their three young children: Layla, Rory, and Kaden.



...

Now, over a decade into his real estate career, Keith stays motivated by mixing fresh strategies with the fundamentals that have worked over the years. This includes focusing on growing his business solely through referrals. The best way to earn new clients, he's found, is by doing what's right for his current customers in every situation.

"To grow your business and make more income, you have to stop caring about income," he explains. "You have to do what's best for the client even if it means losing yourself a commission."

"The trust you earn by putting others first is worth so much more in the way of repeat business and referrals throughout your career," he says.

When Keith is not serving his clients, he values family time with his wife, Emily, and their three young children: Layla, Rory, and Kaden. He also supports Cal's Angels, a nonprofit pediatric cancer foundation. Its mission is to grant wishes, raise awareness, and fund research to help kids who are fighting cancer. You'll also find Keith, an avid triathlete, training for his next race, or listening to podcasts on business, sales, and entrepreneurship.

Looking forward, Keith plans to be involved in real estate for the rest of his life, both as a broker and investor. He owns seven long-term rental units, a short-term rental in Michigan, and is in the process of flipping a home in the area.

"I strive for success so I can provide my family with an enjoyable life," says Keith. "My wife and I would like to retire comfortably and have the means to travel with our family, and that dream has always kept me motivated. I also want to demonstrate to my children that a positive and successful mindset can be effective for their lives."

"I have always been fascinated with real estate," he notes. "Seeing how successful my mom was made it an easy career choice. You get everything out of it that you are willing to put in."



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PATRICK KELLY

Real Estate Attorney Is Committed to His Clients and Community

Patrick Kelly, downtown Naperville based real estate attorney, takes every opportunity he can to connect with and contribute to his community. This includes sharing tips about local favorites, attractions, and more with his new homebuyer clients.

with The Kelly Law Firm, P.C.

“I enjoy being at the closing table to hear clients’ stories about where they are coming from and why they are moving to the area,” he says. “We trade ideas about favorite local places to visit, restaurants to try, and other community hot spots.”

Although Patrick handles closings throughout all of Chicagoland and grew up in Woodridge, his heart for the Naperville area permeates throughout his professional and personal life. This is no more evident than in his service as an elected Naperville city councilman.

“Most of my nonwork and nonfamily time is spent in my role as a councilman,” states Patrick. “I care a lot about our city and am very happy to serve in that role to ensure that Naperville remains one of the best places to raise a family for generations to come.”

It was an indirect route from English major at the University of Illinois Urbana-Champaign to real estate lawyer and councilman in Naperville for Patrick. After receiving his undergraduate degree, he attended the Chicago-Kent College of Law at the Illinois Institute of Technology to pursue a passion for environmental and energy law. Next, Patrick and his wife, Beth, moved to Lake Tahoe where he focused on water rights law for a few years before returning to Chicagoland.



“When I moved back, I worked for a small law firm in Naperville that focused on general litigation, eminent domain law, and represented dental offices,” he explains. “There I handled a few real estate closings for existing clients, and I quickly discovered that real estate law was more collegial and enjoyable than the contentious litigation work I was used to.”

Over the next few years, Patrick developed enough of a network to open his own firm, the Kelly Law Firm P.C., in 2014. He represented small businesses



Patrick with his family.



Patrick and his wife, Beth, with their three children.

and handled some general litigation matters before gradually shifting to exclusively handling residential real estate transactions.

“I met more REALTORS® and lenders over the years, and intentionally tried to grow that part of my practice. I quickly learned that I love helping people solve problems to find positive results that both sides of the transaction are happy with.”

Since he opened his doors nearly a decade ago, Patrick has added two attorneys and two paralegals to his firm, though he remains the primary contact for all his clients and REALTOR® partners. This purposeful prioritization on client communication has remained a focal point, even with the recent explosion of transactions.

“The high volume of transactions during ‘the Covid market’ has been a game changer for everyone in this field,” says Patrick. “In 2016, I handled only about 20 closings. I was able to grow that to 200 in 2018, and then our team closed more than 450 deals last year in 2021, which I would never have thought possible when I opened my firm back in 2014.”

“Covid changed so much in our industry,” he adds. “It has required everyone to adapt in order to provide their services, clear communication, signings, and closings in ways that are easiest for clients.”

One piece that Patrick already had in place which made it easier for him to adapt was that he has always made himself around-the-clock available to answer questions from REALTORS® and clients. “I know that REALTORS® work around the clock for their clients, and I think it is only fair that I do the same,” Patrick notes. It isn’t unusual at all for him to trade late night emails with REALTORS® and clients about inspection items, appraisal addendums, or anything else that might come up and is time-critical for everyone involved.

Outside of work, Patrick’s Irish heritage may be the source of his dedication to community and family, as well as his fondness for travel. Patrick appreciates holding dual US and Irish citizenship and an EU passport, thanks to his grandmother. Patrick and his wife have been traveling together ever since they met on their very first day of college in Champaign. In their rare downtime, they travel frequently with their three children: to the kids’ sporting events, local parks, and vacations in Florida, North Carolina, and most recently, France.

But then he’s back in the office, making himself and his team available to help his clients whenever they need them. “I have been very intentional about who to hire to help me,” notes Patrick. “I’ve known my first employee, Beth Stowell, since college, and I either already knew or had some connection to everyone else we have hired as well, which has been great: we knew for certain that each would be a good fit in our firm and that they would provide great service to our clients.”

To learn more about the services the Kelly Law Firm P.C. provides and put their dedicated expertise to work for you, visit their website www.kelly-lawfirm.com, and you can email or call Patrick at pkelly@kelly-lawfirm.com and 630-660-4963.



“I quickly learned that I love helping people solve problems to find positive results that both sides of the transaction are happy with.”

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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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▶ cover story
By Lauren Young
Photos by Megan Drane with
Firefly Nights Photography

THE VILLE TEAM



It Takes a Ville to Build a Great Team

Even though The Ville Team was only founded five years ago, they have survived all the market fluctuations due to the pandemic and faced other challenges while growing their team.

Longtime neighbors and family friends, Walt Burrell and Bridget Salela discovered they shared a vision for a redefined real estate firm; they joined forces to form a new kind of real estate team. Each brought their business know-how to the game: Walt is a past owner and operator of a California Closets franchise. Bridget previously owned UrGo2Girl, LLC, a personal assistance business. “It was just the two of us for about two years,” says Bridget. “Walt and I were able to make a name for ourselves quickly, getting on top agent lists and exceeding our goals.”

Usually, a team is run by one team leader, considered the “rainmaker,” who is the face of the team and gets credit for the sales and volume. Walt and Bridget had a different idea.

“I was on a rainmaker-style team. Although there might have been some positives, I only saw the negatives,” remembers Bridget. “It’s important to own your own sales and volume. This is an industry that is all about your sales history, reputation, and experience; you deserve to reap the benefits of what you have accomplished.”

“Every broker on our team specializes in a key part of real estate and earns the recognition for their successes,” adds Walt. “We have closed so many amazing deals and record-breaking sales, but what we like to brag about most are the brokers on our team and their individual achievements.” ...



Bridget Salela and Walt Burrell.

...

Nikki Genthner was the first broker to join the duo. She is also certified in home staging. From her first days, she worked closely with Bridget and Walt, creating her own sales style and making her mark in the industry. Nikki loves to introduce buyers to the Naperville area, where she has lived for many years.

“Being a part of this supportive team helped me find success from the start,” says Nikki. “The end goal of The Ville Team is to form a successful family of brokers who work together for one purpose: to provide exceptional customer service to our clients.”

From luxury properties and relocations to short sales and new construction, everyone contributes their expertise to form a true team approach and environment. Walt and Bridget are certified in luxury real estate through the Institute of Luxury Home Marketing and are members of Coldwell Banker Global Luxury. Team brokers Paul Martis, Tom Maschmeier, and Luke Salela hold credentials for commercial real estate.

“Paul and Tom have been respected leaders in commercial real estate for a long time,” says Walt. “Their experience in commercial properties adds another layer of service for our clients.”

“Personally, what intrigued me about The Ville Team, is the ‘bundled services’ approach to the business,” says Tom. “Considering the ever-changing dynamics of today’s real estate market and client requirements, it’s a real difference-maker. I have been given opportunities to assist our in-house clientele and many of our associate agents’ customers, too.”

Luke, the youngest broker at Coldwell Banker Realty Naperville and Bridget’s son, earned his real estate license at age eighteen. The Ville Team’s rental division is his brainchild. It adds more value to client relationships and offers the firm the opening to future home sales.

“The rental division has become extremely successful,” says Luke. “We frequently develop these relationships into first-time homebuyer and even investment property clients.”

Agents Amy Hill and Kristy Garcia contribute their extensive knowledge of the neighborhoods in Naperville and Plainfield. ...

“ The team component allows for flexibility, and we know we can rely on and trust each other if something comes up. That benefits not only our clients, but also our families. ”
– Bridget



The commercial team on The Ville Team.





The Ville Team and their families.

“It is so important to know [all about the areas] where we are selling,” says Bridget. “Our brokers are experts in the areas where they live and the surrounding communities.”

One year ago, the team brought Sylvia Gorden onboard. She rounds out the team by focusing on marketing full-time. Her attention to all things marketing and promoting the team’s listings frees up the brokers’ time, allowing them to give their full attention to their clients.

Looking forward, the challenges The Ville Team will face in the next five years might be different than the last five, but their goal is to see an even better outcome. They have big plans to grow the team into more areas of real estate while continuing to build a “true team” culture.

“Family is important as well as a good work-life balance,” says Bridget. “The team component allows for flexibility, and we know we can rely on and trust each other if something comes up. That benefits not only our clients but also our families.” The Ville Team celebrates their closing numbers with a family team picture and a get-together every January.

“Each year we take a trip as a team to celebrate our victories and show appreciation for each person,” says Walt. “Memories and bonds are formed that can never be taken away, and that makes us all so much stronger. Last year, we went to California to celebrate being in the Coldwell Banker President’s Club. We were the only team there that had everyone with us, including our marketing director. It was a fantastic week of celebrating everyone’s accomplishments and setting goals for the year to come. In October, we did it again in Cancún, Mexico!”

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SARAH ELPAYAA



► on the rise
By Lauren Young
Photos by AbiV Photography

AGENT STRIVES TO THE TOP OF THE PYRAMID

Like many REALTORS®, Sarah Elpayaa inherited many of the traits that have made her successful from other entrepreneurial family members. Her father immigrated to the US from Egypt after meeting and falling in love with Sarah's mother in Hawaii when they were in their mid-twenties. The couple settled in Forest Park and raised Sarah and her two brothers there. Sarah's father, Magdy, has always, even since his passing, profoundly influenced her approach to life and work.

"He was, and continues to be my role model," says Sarah. "He barely spoke English when he moved to the States. He couldn't use his engineering degree from Egypt, so he attended community college, finishing at the top of his class."



Sarah in Egypt.

Magdy's charm and magnetic personality led him to become a successful insurance sales manager. It's very clear where Sarah not only gets her determination but her innate extroverted nature.

"There wasn't anything my dad couldn't do or figure out on his own," she affirms. "He was the strongest person I've ever known and always told me, 'You can do anything you put your mind to.' All I want is to continue to make him proud."

Sarah's older brothers have become skilled and daring entrepreneurs in their own right. One owns and operates two thriving restaurant businesses, and the other is a professional poker player. "We inherited our work ethic from our parents," she says. "My brothers have been my teachers throughout my life, too, and I feel so lucky for this."

After Sarah graduated from Eastern Illinois University with a degree in corporate communications, she worked in sales in the manufacturing industry. Three years into her career, she desired a change, but didn't know what industry she wanted to move into. One of her cousins, who is a REALTOR®, and one of her brothers pushed her to consider real estate. In the fall of 2018, Sarah started working at a commercial brokerage while she finished the course to obtain her license. A year later, she joined d'aprile properties as an agent.

"I almost purchased a condo while I was in my first sales job after college," says Sarah. "The deal ended up falling through, but I learned a lot throughout the process. Based on that experience, I imagined having a rewarding career where I could make a difference in people's lives. I have also always had good relationships in my life, and I knew that that would help me succeed in real estate." ...



Sarah with her dog, Cleo.

...

After learning the ropes that first year, Sarah's business took off in 2020, even growing during the height of the pandemic market.

"Working in those chaotic conditions, then having to adapt to drastic market changes has only helped me grow professionally," Sarah says. "I had to think outside of the box and do whatever it takes to get my clients to the finish line."

Seeing the smiles and happiness on her clients' faces on closing day is what motivates Sarah to work hard each day. Knowing that her clients have found "the one" through her guidance is what gives her the most joy.

"My friends are my clients and my clients become my friends," says Sarah. "I try my best to keep in touch with each client I work with. I genuinely care about how they and their family are doing."



Sarah in Greece.

"HAPPINESS IS SUCCESS."

When Sarah is not managing her real estate business, she stays active in giving back to her community—another lesson taught by her father. She is a member of the Forest Park Chamber of Commerce and participates in the Make-A-Wish Foundation. She also started a Facebook page to raise money for less fortunate families in Egypt, on behalf of her father.

"My father always helped the impoverished back in Egypt, so my brothers and I wanted to carry on that legacy," she explains. "Our goal was to raise \$1,500, but we surpassed \$12,000. Food was love to my father, so we distributed the money throughout Egypt to feed families in need, and we will continue to hold fundraisers in the future in my father's name."

In their rare downtime, Sarah's family shares a love of cooking, hosting meals, walking their dogs, and playing soccer. Her father was a member of a professional team in Egypt, and Sarah and her brothers played throughout their whole lives. They still enjoy playing when they can and gathering to watch a big game. Sarah also loves to spend time with her dog, Cleo; try new restaurants; attend music events; and take yoga

classes; but she particularly loves to travel. "My family encouraged travel and I'm so glad I started at a young age. One of the best parts of traveling is experiencing different cultures. You step out of your comfort zone and learn a different way of life."

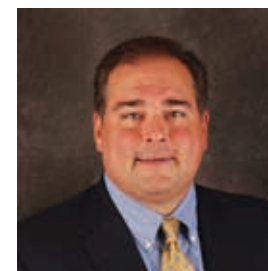
Looking forward, Sarah aims to serve her clients, grow her real estate business, gain recognition from her peers, and expand into investment property ownership. She also dreams of owning and running a popular Airbnb.

"Being a REALTOR® will always provide flexibility [in my schedule], and there is endless financial freedom to be achieved," says Sarah. "I think the definition of success is constantly evolving for me. Happiness is success. Financial freedom is success, too, but it's not everything. What's most important to me is the satisfaction you find by helping others."



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TOP 100 STANDINGS

Teams and Individuals January 1, 2022 to September 30th, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Dawn	McKenna	66	\$120,205,499	41	\$72,688,599	107	\$192,894,098
2	Tim	Schiller	70	\$50,571,650	79	\$50,458,200	149	\$101,029,850
3	Bryan	Bomba	43	\$57,202,000	35	\$43,742,782	78	\$100,944,782
4	Kris	Berger	26	\$36,653,220	18	\$27,912,720	44	\$64,565,940
5	Julie	Sutton	22	\$24,622,168	25	\$35,080,000	47	\$59,702,168
6	Lance	Kammes	80	\$34,563,075	46	\$19,904,593	126	\$54,467,668
7	Linda	Feinstein	42	\$39,243,191	13	\$14,149,000	55	\$53,392,191
8	Pat	Murray	62	\$32,931,564	26	\$16,787,900	88	\$49,719,464
9	Kim	Dalasky	37	\$29,304,200	29	\$18,869,100	66	\$48,173,300
10	Patricia	Wardlow	47	\$20,763,025	40	\$21,881,750	87	\$42,644,775
11	Nicholas	Solano	76	\$41,469,715	0	\$0	76	\$41,469,715
12	Maureen	Rooney	30	\$22,065,500	27	\$18,974,905	57	\$41,040,405
13	Larysa	Domino	25	\$22,223,500	19	\$15,194,827	44	\$37,418,327
14	Megan	McCleary	17	\$24,865,000	7	\$12,233,000	24	\$37,098,000
15	Lina	Shah	24	\$22,208,000	10	\$13,190,000	34	\$35,398,000
16	Alice	Chin	36	\$23,656,171	16	\$11,569,250	52	\$35,225,421
17	Julie	Schwager	25	\$20,033,200	18	\$13,389,100	43	\$33,422,300
18	Nathan	Stillwell	35	\$17,483,163	23	\$14,915,549	58	\$32,398,712
19	Lori	Johannesson	32	\$16,854,000	22	\$13,940,900	54	\$30,794,900
20	Tracy	Anderson	18	\$18,745,236	12	\$11,598,662	30	\$30,343,898
21	Penny	O'Brien	28	\$18,150,026	18	\$11,440,500	46	\$29,590,526
22	William	White	33	\$21,055,751	13	\$8,294,900	46	\$29,350,651
23	Chris	Pequet	14	\$19,189,770	8	\$8,368,000	22	\$27,557,770
24	Natalie	Weber	21	\$17,474,231	11	\$8,374,200	32	\$25,848,431
25	Renee	Hughes	23	\$14,534,450	19	\$11,104,500	42	\$25,638,950
26	Sarah	Leonard	27	\$10,286,302	36	\$14,373,500	63	\$24,659,802
27	Kelly	Stetler	16	\$12,743,800	19	\$11,513,950	35	\$24,257,750
28	Jeffrey	Proctor	8	\$9,947,000	13	\$13,131,550	21	\$23,078,550
29	Michael	Berg	42	\$18,042,050	9	\$4,617,000	51	\$22,659,050
30	Elaine	Pagels	23	\$13,316,750	12	\$9,339,000	35	\$22,655,750
31	Christine	Wilczek	30	\$17,398,387	11	\$5,030,500	41	\$22,428,887
32	Courtney	Stach	21	\$17,828,500	5	\$4,330,000	26	\$22,158,500
33	Linda	Little	53	\$20,786,298	2	\$965,000	55	\$21,751,298
34	Katie	Minott	15	\$17,704,087	4	\$3,768,314	19	\$21,472,401

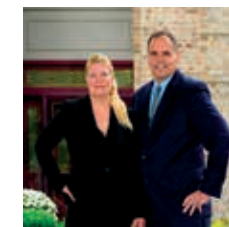
#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Justin	Greenberg	15	\$8,763,500	29	\$11,935,900	44	\$20,699,400
36	Donald	Romanelli	14	\$13,908,450	7	\$6,581,500	21	\$20,489,950
37	Denis	Horgan	28	\$12,962,800	14	\$7,170,000	42	\$20,132,800
38	Natasha	Miller	23	\$13,115,500	7	\$6,591,837	30	\$19,707,337
39	Yvonne	Despinich	18	\$14,683,800	8	\$4,949,800	26	\$19,633,600
40	Jan	Morel	15	\$10,508,200	12	\$9,086,021	27	\$19,594,221
41	Carrie	Foley	17	\$11,064,004	13	\$8,475,400	30	\$19,539,404
42	Caroline	Senetar	23	\$14,626,800	7	\$4,276,800	30	\$18,903,600
43	Ginny	Stewart	9	\$12,746,760	6	\$6,135,000	15	\$18,881,760
44	Susan	Hoerster	14	\$11,343,000	12	\$7,022,500	26	\$18,365,500
45	Chris	Lukins	17	\$11,878,000	10	\$6,336,878	27	\$18,214,878
46	Michael	Thornton	20	\$8,919,700	20	\$9,032,000	40	\$17,951,700
47	Simran	Dua	14	\$10,145,900	15	\$7,402,523	29	\$17,548,423
48	Cindy	Banks	27	\$11,751,400	14	\$5,624,500	41	\$17,375,900
49	Juliet	Mills-Holubowicz	14	\$9,509,800	8	\$7,576,500	22	\$17,086,300
50	Lisa	Byrne	15	\$8,756,800	13	\$8,310,194	28	\$17,066,994

Disclaimer: Information is pulled directly from MRED, LLC. New construction, commercial transactions, or numbers not reported to MRED within the date range listed are not included. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through Mainstreet Organization of REALTORS® and may not match the agent's exact year-to-date volume. *DuPage Real Producers* and Mainstreet REALTORS® do not alter or compile this data nor claim responsibility for the stats reported to/by MRED.

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Teams and Individuals January 1, 2022 to September 30th, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Walter	Burrell	13	\$12,694,000	7	\$4,275,114	20	\$16,969,114
52	Bridget	Salela	13	\$12,110,030	6	\$4,837,000	19	\$16,947,030
53	Katherine	Karvelas	8	\$13,941,000	4	\$2,792,000	12	\$16,733,000
54	Julie	Kaczor	27	\$14,455,900	6	\$2,224,500	33	\$16,680,400
55	Paul	Baker	29	\$11,057,575	13	\$5,131,400	42	\$16,188,975
56	Cathy	Balice	6	\$8,930,000	4	\$7,165,000	10	\$16,095,000
57	Kevin	Layton	8	\$7,886,801	13	\$8,043,900	21	\$15,930,701
58	Courtney	Monaco	16	\$7,311,702	16	\$8,254,499	32	\$15,566,201
59	Elizabeth	Behling	30	\$11,826,800	6	\$3,568,000	36	\$15,394,800
60	Keith	McMahon	13	\$8,250,900	12	\$7,095,310	25	\$15,346,210
61	Kim	Lotka	11	\$9,576,250	6	\$5,705,000	17	\$15,281,250
62	Michael	LaFido	12	\$13,232,000	2	\$1,895,000	14	\$15,127,000
63	Paul	Mancini	7	\$7,414,500	9	\$7,589,000	16	\$15,003,500
64	Mike	Wolson	13	\$6,045,900	15	\$8,875,900	28	\$14,921,800
65	Kathryn	Pinto	14	\$7,665,000	14	\$7,085,000	28	\$14,750,000
66	Jennifer	Iaccino	12	\$8,027,500	9	\$6,696,000	21	\$14,723,500
67	Eric	Logan	21	\$10,357,400	10	\$4,312,400	31	\$14,669,800
68	Beth	Burt	12	\$10,625,800	6	\$3,972,900	18	\$14,598,700
69	Moin	Haque	12	\$4,730,000	15	\$9,821,401	27	\$14,551,401
70	Tom	Fosnot	33	\$10,692,227	14	\$3,848,175	47	\$14,540,402
71	Lisa	Zeller-O'Malley	9	\$6,695,000	9	\$7,845,000	18	\$14,540,000
72	Vipin	Gulati	8	\$2,821,000	25	\$11,613,000	33	\$14,434,000
73	Diana	Ivas	12	\$9,808,000	7	\$4,602,000	19	\$14,410,000
74	Kimberly	Heller	25	\$9,962,000	9	\$4,084,000	34	\$14,046,000
75	Christine	Thompson	14	\$7,935,576	11	\$6,056,500	25	\$13,992,076
76	Anna	Fiascone	5	\$8,824,000	2	\$5,010,000	7	\$13,834,000
77	Dimpi	Mittal	10	\$7,138,000	18	\$6,218,800	28	\$13,356,800
78	Tracy	Driscoll	14	\$10,812,750	6	\$2,441,000	20	\$13,253,750
79	Robert	Picciariello	30	\$13,167,850	0	\$0	30	\$13,167,850
80	Ryan	Cherney	32	\$12,457,875	1	\$545,000	33	\$13,002,875
81	Puneet	Kapoor	8	\$4,024,000	16	\$8,978,245	24	\$13,002,245
82	Wendy	Pawlak	17	\$7,960,000	10	\$5,041,670	27	\$13,001,670
83	Holley	Kedzior	10	\$5,336,500	13	\$7,592,944	23	\$12,929,444
84	Stacey	Harvey	7	\$4,735,000	11	\$8,119,500	18	\$12,854,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Sairavi	Suribhotla	7	\$2,927,900	18	\$9,919,672	25	\$12,847,572
86	Diane	Coyle	14	\$6,942,900	12	\$5,797,100	26	\$12,740,000
87	Margaret	Giffin	8	\$6,849,000	10	\$5,794,000	18	\$12,643,000
88	Ann	Sproat	4	\$4,182,350	10	\$8,274,350	14	\$12,456,700
89	John	Barry	7	\$7,219,010	6	\$5,153,520	13	\$12,372,530
90	Shane	Halleman	22	\$8,729,166	9	\$3,616,900	31	\$12,346,066
91	Michael	Muisenga	14	\$10,423,400	4	\$1,891,000	18	\$12,314,400
92	Jennifer	Oukrust	14	\$6,427,000	10	\$5,862,500	24	\$12,289,500
93	Tina Marie	Mateja	11	\$6,218,810	14	\$6,011,210	25	\$12,230,020
94	Joann	Coghill	17	\$10,158,613	3	\$2,009,000	20	\$12,167,613
95	Jeff	Stainer	9	\$6,505,802	10	\$5,643,000	19	\$12,148,802
96	Alexa	Wagner	11	\$5,559,000	9	\$6,555,000	20	\$12,114,000
97	Jill	Clark	9	\$6,618,900	6	\$5,404,900	15	\$12,023,800
98	Melanie	Young	18	\$7,087,222	10	\$4,905,500	28	\$11,992,722
99	Kim Schultz	Moustis	10	\$3,796,400	20	\$7,964,800	30	\$11,761,200
100	Bridget	Carroll	12	\$6,102,500	11	\$5,638,250	23	\$11,740,750

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



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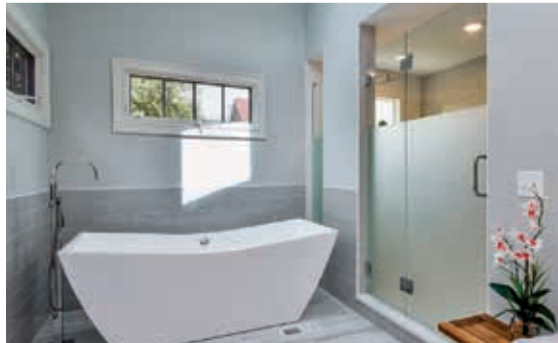
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