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David Davis

Partner Spotlights:

Motto Mortgage
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Areté Renovators

FALL EVENT

AceBounce
Tuesday, October 18th
1PM-4PM
Details on page 82

LARICY

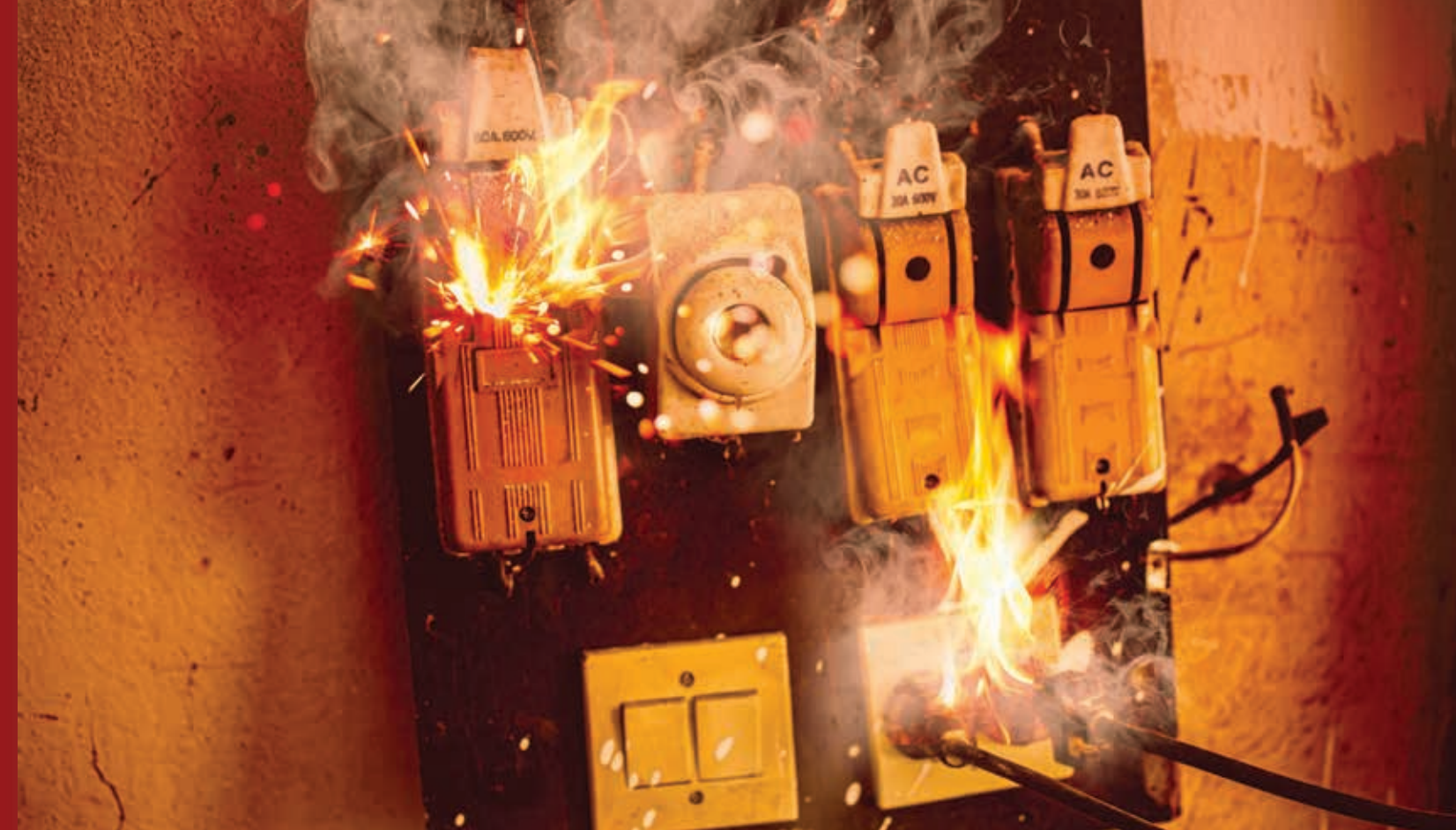
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Andy Burton
Publisher



Emily Burton
Director of Partner Success and Editorial Content



Melissa Lopez
Operations and Content Specialist



Christine Thom
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Katie Cremean
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Justin Barr
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Jennifer Mitchell
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5 publisher's note YEAR ANNIVERSARY!

Wow! We've been in print for half of a decade (five years sounds much longer when you say it like that). If I could go back and talk to myself in 2017, knowing what I know now, I would have taken less time to launch *Chicago Real Producers* and bring the Real Producers platform to Illinois.

Some of you may not know my journey, but I came from the vendor/service provider world and catered to REALTORS® (see page 62 for our brand, just a little plug if you're ever in need of closing gifts). I was always intrigued at the lengths that businesses would go to reach successful REALTORS®. Then I realized that one single real estate transaction is like a micro-economy. There are so many industries that benefit from connecting with REALTORS®. Well, actually, scratch that—there are so many industries that benefit from building relationships with the RIGHT types of REALTORS®.

It takes an average Real Producers publisher four and a half months to start a publication and go to print. Meaning if someone ends their training in January, they will generally launch their publication in the middle of May. So any guesses on how long it took me to launch CRP from the time I ended training? Anyone? Bueller? Thirteen months. I completed training in September 2016, and our first issue was in October 2017.

I'm sharing this simply because it's my story and that there is value in perseverance. Yes, there are things I would have changed and done differently (like hiring Melissa Lopez from day one). However, I think it's cool sometimes to take a moment and be proud of our accomplishments. Not in an arrogant or self-serving way, but to look back and admire the traction we have made. I pray that the

follow-up stories from some of the agents we featured in our very first issue in 2017 connect, elevate, and inspire you! I look forward to celebrating five years with you at our fall event at AceBounce on Tuesday, October 18th. See page 82 for more details.

Andy Burton
Publisher
andy.burton@RealProducersMag.com



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▶ agent feature

By Lauren Young
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LYN HARVIE

SCOTTISH LASS SAILS TO DECADE OF SUCCESS

Back in 2017, our very first “On the Rise” feature put the spotlight on REALTOR® Lyn Harvie. Since then, Lyn has grown into a thriving veteran at Baird & Warner and checked off many more accomplishments, even in the midst of challenging seasons.

Born and raised in Scotland, Lyn and her family came to the US and settled in Michigan in 1998. Like many who start a new life in a new place, Lyn’s parents were great examples of hard work and determination.

“My dad would always say, ‘Don’t worry about what others are doing. Just keep your head down and work,’” Lyn remembers. “When I was struggling with school, my parents would encourage me just to give it my all, regardless of the outcome. They instilled in me the importance of being reliable, responsible, and kind.” ...

•••

While she struggled in her early years with school, she would, after receiving an undergraduate degree in sports medicine and athletic training from Central Michigan University, go on to attend Nova Southeastern University where she would earn a doctorate in physical therapy.

After a successful career as a physical therapist, Lyn chose to obtain her real estate license to invest in properties. She shadowed another agent and tapped into an unknown passion for the business side. Her managing broker encouraged her to consider it as a profession, and she quickly caught on, finding instant triumphs.



“
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FULLY
PRESENT
AND LIVING
LIFE IS
MOST
IMPORTANT
TO ME.
”

“A lot of people will look at me now and say I’ve reached much success in life and education,” says Lyn. “But it wasn’t always like that.”

“I wish I could go back to my twenty-five-year-old self and tell myself that there will be lots of ups and downs,” she says. “But everything happens for a reason, and I wouldn’t change any of it.”

Over her ten years as a REALTOR®, Lyn has found the correct mix of daily routines and tactics to keep her business going and growing: her sales have surpassed \$87 million. She’s found that prioritizing personal time helps her to stay energized.

“If I’m not feeling motivated, I get through my routine and then take the rest of the day to

do something for myself,” she says. “That typically helps me to recharge without losing momentum or falling behind.”

Lyn’s appreciation for her career goes beyond her professional success. “It’s wonderful to have

great success in volume and sales,” she says. “But what I value most is that my success allows me to spend time with my family and friends, be able to travel, really experience life, and be present. Being fully present and living life is most important to me.”

Her “me time” includes sailing—because it requires full concentration and attention, it’s one of the few times when she can’t be on her phone checking emails or texts. Lyn enjoys spending time with family, too: her parents, Ian and Wini; her sister and brother-in-law, Gillian and Scott; her niece, Emma; and her nephew, Grant. She also devotes time to walking through the city, along the lake or through parks, and traveling. •••

•••

Outside of her personal and business time, Lyn supports homeless charities in her community, especially Housing Opportunities for Women and Your Children's Bookshelf.

"I remember, as a child, being in Glasgow with my grandmother," says Lyn. "There was a homeless man sitting outside the Argyll Arcade Mall, and I asked her why the man was homeless. It's a memory that always stuck in my mind. So while I help buy and sell homes, I'm always reminding clients in stressful situations that it's a privilege to own a home," she says.

Lyn has long blown past "on the rise" to "arrived." Looking back, her early school report cards may have indicated some of the whys behind her future success.

"If you asked my parents, they would tell you that all my report cards said that I was very chatty and had a lot

of friends," she laughs. "I've always had a very diverse group of friends."

I find it easy to identify that one common thread that helps me form relationships with all kinds of people. This has fared me well in real estate."

"At its core," she explains, "this business is about relationships and customer service. There are lots of apps and technologies out there, but at the end of the day, forming strong relationships with your clients and providing them with the highest level of service is what's important."

We don't doubt that we'll see Lyn ride the waves to even greater success.



Lyn with her family at her cousin's wedding in Michigan (from left to right: Scott Eastwood (brother-in-law), Gillian Eastwood (sister), Wini Harvie (mom), Ian Harvie (dad), and Lyn Harvie.

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The importance of Finding Your

Why



When it comes to working in real estate it can be so easy to get caught up in the fun and excitement of it all. However, in my experience, it is nothing like the TV shows. Many say they want to get into this business because “It looks fun,” or “I love seeing the inside of homes,” or “I love interior design,” yet if you don’t have a defining reason for why you want to work in real estate, you may be setting yourself up for failure before you even get started. Finding your reason to get up and hustle and grind each and every day is crucial for long-term success. This means taking a good, hard look at yourself and digging deep. Anyone at the top of their real estate game will tell you they didn’t get there the easy way. Like any entrepreneurship, being a REALTOR® takes massive hustle, determination, and drive.

I wanted a career where I would have the freedom to choose the path I wanted. In my prior field, it was not as easy to climb the corporate ladder as it were. I was frustrated and wanted a change. At that time, too, my parents encouraged me to buy vs. rent a condo. I went for it, hit the house hunting hard, and became obsessed with the process; I realized that this was what I wanted to do.

What I didn’t know then was that I needed to know my “why” for being a REALTOR®. I only knew I enjoyed the house hunting journey and wanted a career where if I worked really hard I would be rewarded, and it would be solely up to me to define my success. I wasn’t married. I didn’t have kids. I just knew I wanted to work hard and love what I was doing. But that will only get you so far. If you dig deep and find your why, you can have longevity in this business.

Many people believe this job is easy and don’t know that, on average, 87 percent of real estate agents will fail in the first five years. It is very easy to get burned out. Today, when everything real estate is easily accessible online to potential clients, how do you set yourself apart in a competitive

market and make yourself a vital resource? There are many ways to do that, but without a clearly defined why, you may often find yourself lost in the trenches, which can lead to burn out. Your why will keep you focused, on track, and motivate you to continue to grow while navigating the wins and losses we all face in this business. Your why may start off as one reason, then transform into another with time and experience. This was true for me: my why has developed and changed over the years.

I believe that as long as you have your clear, core reason for why you get up and go to work every day, you will succeed.

Many of you know that Benjamin and I are a husband-and-wife team, and have been working together for over fourteen years. We started a very small family business together in 2008 called the Yeager Team. After ten years of the Yeager Team being just the two of us, we’re now a team of eight: Benjamin and I are the team leads, and we have four full-time licensed agents, a marketing director, and a director of operations! We are so proud of how we have grown, but we know that it’s our why that helps us stay true to our internal compass—to stay on the path, despite the ups and downs and shifts that occur—to longevity. Our why is also what led us to grow our team and our business. Having a like-minded mentor or accountability partner in real estate can help you stay motivated and on track. Being on a team is like having several accountability partners who can help you stay on your path to success.

Your why should be something that defines who you are. When you exude your why you are revealing a vulnerable side of yourself, but when people know your passion—why you do this, not just how you do it—it will inspire those who are like you: like attracts like. Have you seen the agents who are just so likable that people follow them on social media, even wish to emulate them? Usually, those agents are super successful. I follow many of them! At the core of it, there is an authenticity about them that is magnetic. (What they are really doing is selling themselves.) We all have a special something that makes us unique and different and likable.

What might your why be? It should be a passion that is beyond real estate: real estate and what? Do you have a passion for travel? Your dog? Remodeling? Do you love educating people, helping people achieve homeownership? Or maybe you want to become licensed in another state in order to retire to a warmer climate. Whatever your “and” is, that’s the key to finding your why.

Believe in yourself and your why, and put yourself out there. I know it’s hard, and there may be people who don’t like you, but remember that they are not your people. You will find your true people: friends, colleagues, even acquaintances, who will rally around you and love you for your authenticity because they can see themselves in you. Like attracts like. This will hold true for clients too.

Today, my why has to do with my family. I want to have a business that one or maybe all three of our kids can take over one day. I hope to eventually phase into retirement while watching our kids flourish in a business I love. I want to create a path for my kids while being someone they can look up to: someone who works hard, is professional and passionate, has drive, is willing to take risks and go for anything she sets her mind to. I want to show them how to be an entrepreneur, and I want them to see how much we help people, how we can be educators, give back to our community, mentor our team, and inspire others. Whether they join us or not, this is my why. I can’t wait to hear what yours is.

About the Author:

Juliana Yeager is the co-team leader of the Yeager Team with @properties, Christie’s International Real Estate. To learn more about the team, you can visit their social channels by searching for @yeager.team.realtors.



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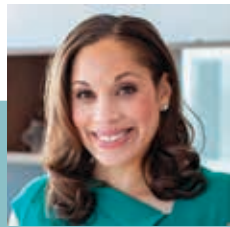
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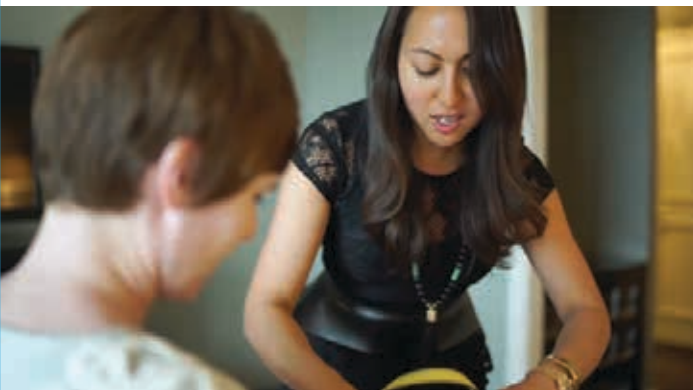
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DAVID DAVIS

» on the rise
By Chris Menezes
Photos by Sonya Martin

NEVER
BACKING
DOWN



Don't let David Davis's young demeanor fool you. With just two years into the business, he is already a force to be reckoned with. While he saw little success his first year, he put in the work and has already sold more in the last six months than the first year and a half of his career. He has the discipline, determination, and dedication to last in this business, and he plans to.

Much of David's will and work ethic comes from his parents, specifically his mother, who was born and raised in Panama and came to the United States after meeting David's father while on deployment.

"I look up to my mom for coming to a new country, not speaking the language, and not leaving when she and my dad split, even though I was her only blood [relative] in the country. Despite being a single mother in a place far away from all of her other relatives, she overcame every obstacle placed in her path and ended up going back to school, starting her own business as a licensed esthetician, and successfully investing by trading stocks and renting out condo apartments as a landlord. She taught me not to let circumstances get in the way of my goals, and to overcome and push forward even when things got hard," explains David.

David's father taught him that the only one who could truly stop him from reaching his goals was his own self. Those childhood lessons got David through that first year of real estate, when he didn't make a single sale for the first six months and ate through his savings as he built his business and reputation.

Despite the challenges he faced as a young new agent, David remained undeterred from his goal. He handed out business cards everywhere he went, giving them to strangers at bars, people walking their dogs who he had conversations with, people he met on the beach, etc. He opened as many doors as possible, helped renters, sat open houses, and followed up with everyone he met, inviting them to coffee, and happy hours, sending the occasional text, and making the calls. ...

...

While his efforts seemed fruitless at the time, David remained patient and persistent. He may not have had the experience or knowledge yet, but he didn't let that stop him. "That first year was sort of a 'fake it till you make it' situation, but after that first year, suddenly I realized I didn't have to fake it anymore because I actually knew what I was talking about, and that feeling of realization—that I actually was an expert—was incredible. After two full years in the business now, I'm nothing but confident in my ability to help people buy, sell, and invest here in Chicago's market."

All of David's hard work eventually paid off too. He's closed close to \$1 million worth of business from open houses he hosted over a year ago. David has always exhibited this kind of work ethic and has seen the rewards of it in the past. In high school he played football and was a cheerleader all four years, and he earned college scholarships for both.

"I had to decide between playing football at a D3 school and hoping my knees would last through to senior year, or going to a Big Ten school and continuing with cheerleading. I chose the latter," he says.

David attended Indiana University, where he cheered his first two years and became a member of the Phi Delta Theta fraternity. Always a hard worker, he had worked various jobs since high school: he scooped ice-cream at Cold Stone, worked retail at the local mall, was a camp counselor for summer camps in multiple states, became a line cook at a pizza shop, and a bouncer at a local bar in college.

Two weeks after graduating with a degree in media management in 2018, David moved to Chicago to work as a recruiter for a staffing firm in the Loop. He rented a tiny studio apartment in Lincoln Park and commuted downtown every day. David found quick success in the recruitment game and was soon recruited by another staffing agency that targeted the manufacturing industry.

The only problem was that it was the beginning of 2020 when he took the job. So when manufacturing completely shut down in March, he was let go. David used the down time to reflect on what he truly wanted to do in life. While he had interviews and offers from other staffing companies at the time, he decided a life behind a desk, cold-calling people to try and convince them to leave their job wasn't something he loved. ...

**I'M NOTHING
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David was talking with his family about his next steps when his aunt mentioned he should look into real estate. "I already enjoyed looking for my own new places to live, having lived in Lincoln Park, Lakeview, and Uptown by that point. I thought maybe real estate would be a good side hustle—try getting paid to help others do the same while I figured out my next move," he explains.

Using his recruiter skills, David began reaching out to real estate agents on LinkedIn and having conversations about the industry. While he was told the first years would be very difficult and that it was a "Eat what you kill" kind of a job, he was also told the key to success was to outlast the competition. He then talked to a broker who said he'd give him a job if he passed his exam on the first try, which, of course, he did.

While David wasn't certain if he'd stay in real estate before starting his career, he now plans to never leave. "I've got the mindset and discipline to last, and plan to by being an invaluable asset in helping my clients secure the homes of their dreams," he says.

When David isn't working, he enjoys meeting up with his buddies at a local bar or music venue, playing the guitar, and going to the dog beach with his girlfriend, Elizabeth, and her golden retriever, Ivy. He also plays on a co-ed volleyball team and a men's softball team.

As David continues building his business, one thing is certain: nothing will stop him from achieving his goals.



David and his men's softball team.



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GREG

CIRONE

▶ agent feature

By Chris Menezes

Photos by Caleb Pickman

DOING LIFE THE RIGHT WAY

As a near twenty-year veteran in Chicago real estate, Greg Cirone has seen it all. His extensive experience and knowledge of the industry, however, is only part of the reason for his success. As the managing broker of Interdome Realty, and a Top 1% Chicago Association of REALTORS® Producer for almost ten consecutive years now, Greg exudes the warmth and passion for life that is inherent in nearly everyone who has spent an extended amount of time in Italy.

“You can take the man out of Italy, but you can’t take Italy out of the man,” he says. “I love the culture, the way everyone treats you like family, the weather, and the food. All the food: seafood, pasta, fruits, and veggies. Plus, wine all day!”

Yes, Greg knows how to live and his love for life is contagious. He grew up in Italy, where he played soccer and looked up to his father for his strong work ethic and commitment to providing for his family.



Greg and his family.



Greg went on to study finance and accounting at Università degli Studi di Palermo in Palermo, Italy. Having spent the first ten years of his life in the United States, he decided to move back to the States after college.

“Coming to the US was what I knew would make me successful,” he explains.

Greg was actually on an airplane, flying to the United States to start his new life, when the Twin Towers were attacked on September 11th, 2001. As the US closed its borders, his plane was diverted to Nova Scotia, where he spent five days before completing his trip. “If the plane had been sent back to Italy, I’m not sure I would have returned,” says Greg.

Fortunately, Greg was able to go through with his plans and arrived in Chicago, where he obtained a job in banking as a financial consultant. He always had an interest in real estate, however, as his family had a history of involvement in the industry, and after having his first child, he knew he needed something more to provide for his family. ●●●

...

Greg obtained his real estate in 2003 and began building his business while working full-time at the bank. He was in his early twenties and determined to do whatever it took to provide for his family, just like his father. It took him five years to get to the point where he felt comfortable enough to go full-time in the business. Time, however, was not on his side. Not long after he quit his banking job, the housing market collapsed.



“ COMING TO THE US WAS WHAT I KNEW WOULD MAKE ME SUCCESSFUL. ”

Like every agent who was determined to make it through that storm, Greg adapted and began specializing in foreclosures and short sales. He had to work hard for less money, but as more and more agents fled the business, he was able to acquire more clients. By the time the economy turned in 2012, he had already established himself as a trusted real estate advisor with a healthy base of repeat clients and referrals.

Greg soon gave new life to the already established Interdome Realty, and began forming a team of agents. Today, he remains passionate about growing his business and growing as an individual. His ultimate goal is to establish generational wealth for his wife and three daughters.

When Greg isn't working, he loves to be with his family and friends, whether playing or watching soccer, swimming, dining out in the city, or traveling back to Italy to reconnect with his family there and his roots.

As Greg continues building his real estate business and chasing after his dreams, he will never lose touch with the things that keep him going—the things that remind him of how blessed he is just to be alive.




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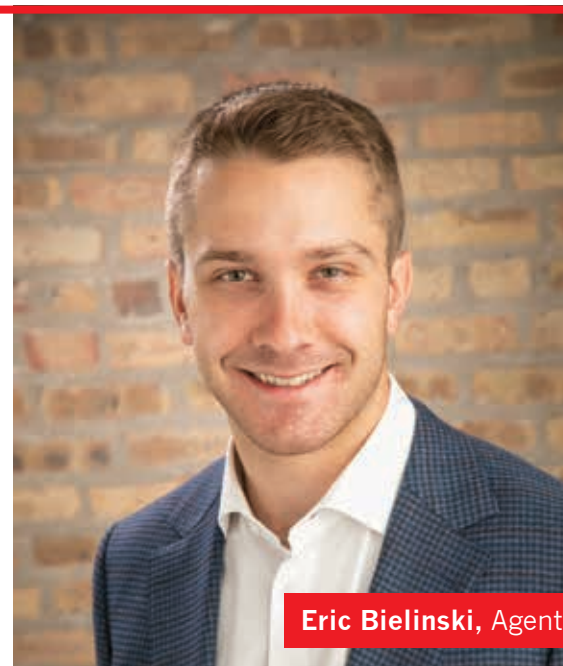
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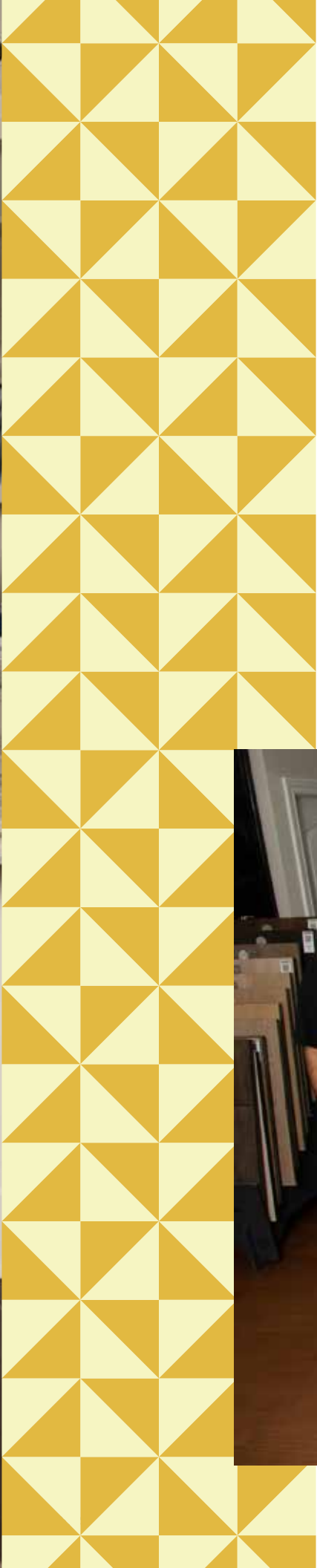
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WITH ARETÉ RENOVATORS

An Up-Front Snapshot of Market Prices

With the challenges that many face in the market today—from all-time high prices to supply and labor shortages—it's important to remain educated and to be able to adapt and provide clients with accurate information. Out of the many industries that have been affected by our current state of affairs, the building industry has seen perhaps the most changes that directly affect real estate agents and their clients, as Davor and Igor Jokanovic, owners of Areté Renovators, one of Chicago's premier design-build firms, can tell you.

"It's not uncommon for buyers to want to know how much they can expect to invest in a remodel before they put an offer in on a property," Igor and Davor explain. "We want to be a tool for our REALTOR® partners. We want to give a realistic snapshot of what our current market state is, not just throw numbers at the wall to close a deal, while the buyer is left with sticker shock when they start collecting bids to do the project." ...



...

As a full design-build company with architectural partners and an in-house design team, Areté Renovators has been bringing “The Art of Remodeling” to the Chicago area for the past twenty years. While they work on an array of projects — as small as whole home repaint or hardwood floor refinishing to new construction and light commercial build-outs — their niche is interior residential remodeling: kitchen, bath, gut condo rehabs and home additions. They also cover exterior projects like decking, siding, windows, and commercial storefronts.

So, when it comes to the current market, few know better than Areté Renovators about what a potential buyer can expect on a remodel. According to Davor, there are a lot of market conditions to overcome today, like manufacturing delays, price escalations, and labor. Industry experts are predicting an average price increase in construction costs of around 17 percent by 2023, and building material costs up 23 percent year over year.¹

“WE REALLY CATER TO THE CLIENT WHO WANTS TO BE HANDS-OFF AND RELY ON OUR PROJECT MANAGEMENT AND DESIGN TEAMS.”
— DAVOR

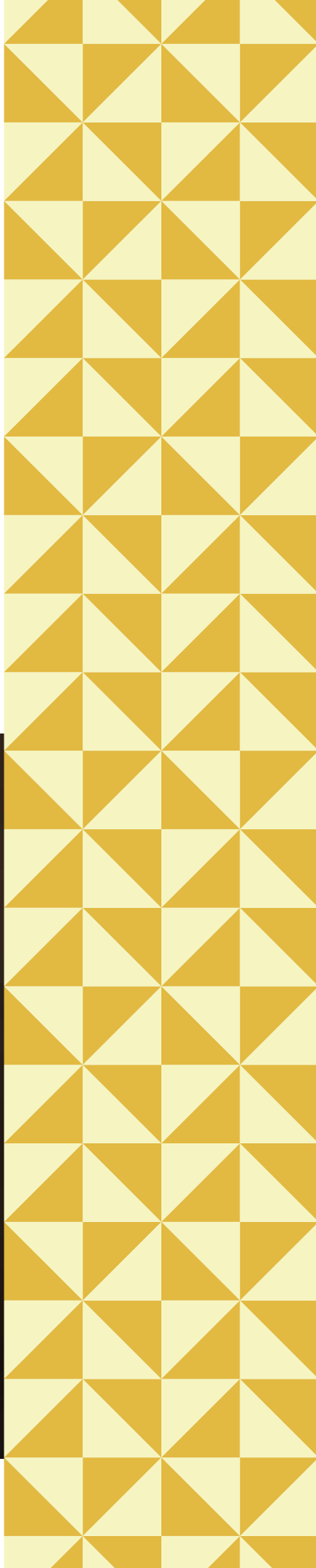
How does all that translate to actual numbers that you can relay to your client now? Davor wants to lay it out for you — because he cares about his company’s agent partners and wants to equip them with the most accurate information to date:

“To give a realistic picture of what current pricing looks like,” he says, “smaller updates on a full bathroom typically start around \$10K. For a full-gut of a standard 5-by-8 foot full bath with a tub/shower combo, pricing would start around \$25K. If the client wants to convert the tub to a walk-in shower starting price would be closer to \$30K. A master bath with all separate components (double sink vanity, soaking tub, walk-in shower, and toilet) typically starts between \$35–40K for a full remodel. A full kitchen remodel with appliances usually starts between



\$40–60K with smaller updates in the \$30K range. Adding or moving in-unit laundry can run up to \$10K. We are also seeing a lot of downtown high-rises requiring stamped architectural drawings for any layout changes, which adds to the client’s renovation costs, and is important to keep in mind when determining your remodel investment range.”

That kind of straightforward, up-front honesty is what many have come to expect from Areté Renovators. Love has been at the center of the company from the very beginning. Davor and Igor first decided to open Areté Renovators for their dad, Jovo. After the family immigrated to the United States in 1995 as war refugees from Bosnia and Herzegovina, Jovo had to work long hours to support his family and put his sons through school.



“QUALITY, TRUST, AND FAMILY ARE THE TOP PILLARS OF HOW WE RUN THE BUSINESS.”
— IGOR

“He [Jovo] always had a passion and love for carpentry and building things,” Davor explains. “Our hope was that through Areté he could sell his skills and make a living doing what he loved. Areté is Greek for quality and excellence. Quality, trust, and family are the top pillars of how we run the business. To this day, our father is still very involved in our projects,” Igor adds.

What started as a small, family endeavor, purchasing, renovating, and flipping properties evolved into the full-scale design and build firm it is today. “We really cater to the client who wants to be hands-off and rely on our project management and design teams to handle all the ins and outs from building approvals, to permits and design, through to the final punch list,” Davor explains. “Over the last five years, we have tripled the size of our team. We have reached a point where we are turning business away and we are grateful, as that’s an extremely fortunate position to be in.”

¹ As reported in Qualified Remodeler Magazine’s 2022 mid-year forecast.

To further utilize the knowledge, expertise, and care of Areté Renovators for the benefit of your clients, or to learn more about the company, visit www.areterenovators.com or email them at info@areterenovators.com.

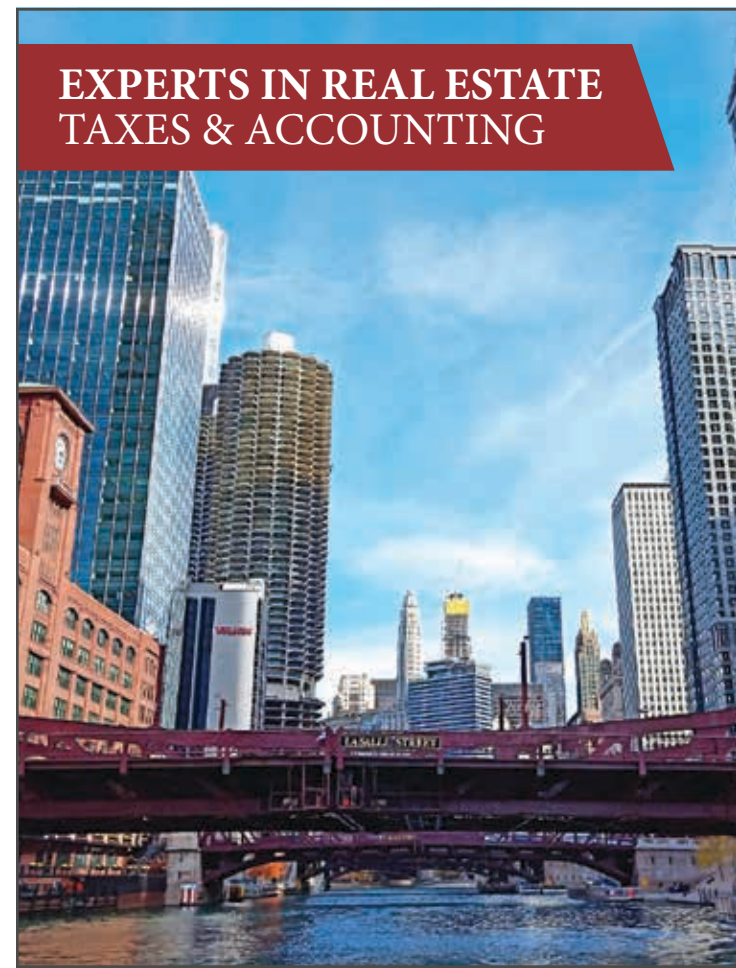


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► cover story
By Lauren Young
Photos by Sonya Martin



THIRD-GENERATION REALTOR® PROVES DOUBTERS WRONG

“Anyone who overcomes something has to work for it [that accomplishment],” says Matt Laricy, managing broker and partner at Americorp Real Estate, and leader of Laricy, his own team at Americorp. “That’s it. There is no secret. There is no code. It’s just having the right mindset.”

That lifelong approach has powered Matt through many obstacles to carry on his family tradition as a third-generation REALTOR®. His father opened his own office on the South Side of Chicago in 1978, and Matt knew from a young age that he would follow in his footsteps.

“I have always looked up to my father and wanted to be like him since I was two years old,” says Matt. “My earliest memories are of joining him at his office to watch him work.”

Growing up in Palos Park, Matt faced the interesting challenge of being overshadowed by an older brother with an infamous reputation. That fame gave Matt a false label that was hard to shake.

“I was frequently told I would always be in trouble,” he says. “Plus, I didn’t get the best grades. Being told I was not good or smart enough was something I got at every turn, but I never believed it.”

Despite his academic difficulties, Matt’s grit and determination to succeed saw him receive his degree in corporate communication with a minor in business administration from Eastern Illinois University. He approached every course and activity with the goal of gleaning a skill or nugget of knowledge for his future career. “I always knew that I only wanted to be in real estate,” states Matt. “My entire life, I knew where I was going. Everything I did, I did to prepare myself for a life in real estate.” In 2006, at the age of twenty-one, Matt launched his life as an agent.

“Many people said I was too young and wouldn’t make it,” he says. “When I moved my business downtown in 2008, after the bubble burst, they all said, ‘You don’t have an office, any knowledge of the city, or any money. You will never make it.’”

ICY

“But I put my head down, and I worked,” he states. “And I made it.” He embraced the many lessons he gained through his on-the-job experiences and ignored the noise of doubters. “Anything is possible, you just need to work for it,” he affirms. The know-how he gained in the mid-2000s recession allows him to handle the current difficulties of the downtown Chicago market with confidence. “The best real estate agents learn the business and the

market,” he adds. “What I’ve learned is that when there are bad markets, it doesn’t matter. Because people go to experts when the times are tough.”

Matt has made it his mission to surround himself with a team as eager as he is. He shared how the team has been set up with three arms (sales, administration, and marketing) that work as a well-oiled machine where each part is supporting the team. “I run my business as a business,” shares Matt, which helps everyone know



From left to right: JC Fleming (broker), Joseph Novak (broker), and Nicholas Velicka (broker)

•••

what tasks need to be tackled each day. This structure and organization have allowed the business to scale and continuously grow.

“We are good at troubleshooting,” continues Matt, “when unplanned situations come up, we quickly identify what needs to be done and who is best positioned to address it. It comes down to having confidence in your team and knowing how to delegate tasks.”

When asked what sets the Laricy team apart from others, Matt immediately spoke of how hard the team works every day by consistently showing up and looking the part. “We are raising the bar in the industry and that is something I am proud of,” shares Matt.

Now, almost two decades later, with a career volume of over \$1.5 billion and over 3,250 transactions in his back pocket, Matt has long left all the doubters in the dust.

When not striving to be a go-to expert for his clients, Matt finds time to give back to his local community. He has been involved in the Make-A-Wish Foundation for many years, even



“**EVERY SINGLE DAY I WAKE UP LIKE A MAN ON A MISSION LOOKING TO SEIZE THE DAY.**”

From left to right: Catherine Holbrook (Broker), and Rachel Ehrenberg (Broker).



From left to right: Jaime Luevano (broker), Matthew Piegza (broker), and John Paul Comes (broker)

...

serving as a member of the board. Recently, Matt has also become involved with the Chicago Police Foundation.

“The city has a lot of crime problems right now,” he says. “It would be easy to just leave. But I love this city, and I want to do what I can to try and help turn it around.”

Matt spends as much time with his family—his wife, Nicole; and children Rhone (3) and Remi Bleu (1)—as he can, and he and Nicole are eagerly awaiting the arrival of their third child. Matt enjoys working out in the morning and opening a bottle of wine at night. Wine is such a passion that he says he would like to own a vineyard in Napa one day.

Over the especially tough last few years, Matt has gotten satisfaction from the extra work it has taken to earn success. He credits the early instruction he received from his REALTOR® dad for his winning mentality.

“I remember when I was a kid, my dad would say, ‘You get out of it what you put into it,’” he explains. “I think if I didn’t see any growth in my business and the market, it would be extremely discouraging. That said, I never feel unmotivated,” he states. “Every single day I wake up like a man on a mission looking to seize the day.”

“No matter what, you can accomplish whatever you want to in life,” Matt adds. “Everyone has struggles. You can complain about them, or you can learn from them. Fight to win. That’s how winning gets done.”



Matt and his wife with their two children (Rhone and Remi Bleu)



Matt and his wife, Nicole, in Napa.

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Madeline Ackerlund

▶ behind-the-scenes all-star feature

NOMINATED BY: DANIELLE DOWELL

Name: Madeline Ackerlund

Position/Title: Transaction Coordinator

Office/Company: The Dowell Group | Berkshire Hathaway HomeServices

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

Five months

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

Five months

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

I'm a jack of all trades and have been in a few different industries but most recently came from an executive assistant position with a venture capital firm. The level of multitasking and attention to detail required for that field prepared me very well for a pivot into being a transaction coordinator.

What does your typical workday look like?

I think anyone in real estate can attest that

there's no such thing as a typical workday! However, I usually begin each day by checking on the status of all the transactions I'm managing and handling any follow-ups, and making sure all deadlines and milestones are on track for smooth closings. Throughout the day, I can be found creating social media posts, writing up contracts, scheduling showings, and open houses, creating marketing materials, calling leads, and acting as the team IT guru when the shoe fits.

How would you describe your job in one word?

Smorgasbord

Why do you think you excel at your job?

My biggest strength is efficiency and system improvement. I love to find better ways to accomplish tasks and streamline them to give my team time back in their days to spend on bigger picture issues. This ranges from implementing email templates to building out our CRM from the ground up. I also think having a



Photo credit: Jennifer Bowen Photography



Photo credit: Kayce Elizabeth Photography

“Madeline is willing to do whatever it takes to get the job done while always being so considerate of others’ feelings.

- Danielle



positive mindset and openness to critique has been vital to my growth in the position in such a short time.

What is the most rewarding aspect of your job?

Buying or selling a home can be incredibly daunting, so when I make it easy and pain-free for our clients I feel like I've really made a difference. When clients trust us and know that we have their backs and leave no stone unturned, that relationship is the best part of the job.

What is the most challenging aspect of your job?

Juggling multiple high-level transactions while

also marketing to increase our client flow during a volatile economic period. I want to ensure that every transaction stays compliant and on track which requires a different part of my brain than when I'm creating marketing and social media, so it's important to take a breath and slow down when competing tasks clash.

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

I just won second place in a karaoke contest on my honeymoon! The medal is hanging proudly in my cubicle.

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

I'm a professional actor and get a lot of joy from singing and performing; I'm looking forward to more theaters re-opening and bringing that back into my life. My husband and I are also avid fantasy football fans and make intricate and ridiculous recap videos each season.

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

Overwhelmed and grateful!

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

In the short time that I've been a member of The Dowell Group and working with Danielle, I've felt a sense of mentorship and support that has given me passion and direction. I truly love helping people succeed and grow and I've gotten that back tenfold from working on this team.

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DAVINA ARCENEAUX & KELLY JACKSON

WITH MOTTO MORTGAGE HOME SERVICES

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When wife and husband duo, Davina Arceneaux and Kelly Jackson decided to start Motto Mortgage Home Services, they planned to provide homebuyers with individualized, yet streamlined, options for lending, offering personalized mortgage guidance and competitive mortgage options from carefully chosen wholesale lenders. They wanted to give homebuyers choices, not one-size-fits-all kind of loans. Their goal was to not just put families in homes, but to build lasting relationships with their clients.

“We came in at the peak of the re-fi boom,” Davina explains. “But we decided to focus heavily on purchase business in addition to re-fi business. We knew that to build referral business, we needed a way to focus on our long-term growth. What separated us from our competition was our unique ability to connect with our clients on a deeper level. We wanted the process to be fun and stress-free. We wanted them to feel that they had access to us and that we were available for any questions and education needed throughout the process.”

Davina and Kelly gained a reputation for delivering high-level service, quick response times, and their ability to close in record time. Their clients became their biggest advocates and many of them referred their family members and friends. They also developed strong relationships with their REALTOR® partners and focused on helping them grow their business.

“Working with our agent partners as a team to help buyers get to the closing table has been invaluable to building a strong reputation based upon transparency and trust,” says Davina. “We thrive on honesty and integrity. As advisers to our clients, we want to help them build generational wealth and invest in their future.”

In addition to giving their all to serve their clients and referral partners, Davina and Kelly committed to giving back to the community at the same time. “Giving back has always been important to us,” Davina says. “During our early years, we both had an opportunity to partner with several nonprofit organizations that provided financial assistance, community service, and education to ethnic minorities. Through the years, we have continued our pledge to offer education, support, and resources to end disparities within underserved communities.”



...

Proud supporters of Motto Mortgage's Mission Against Hunger, they have made it a point to not only service their existing community, but to assist minority buyers in underserved communities, as well as partner with organizations dedicated to the economic growth and sustainability of distressed neighborhoods in the Chicagoland area.

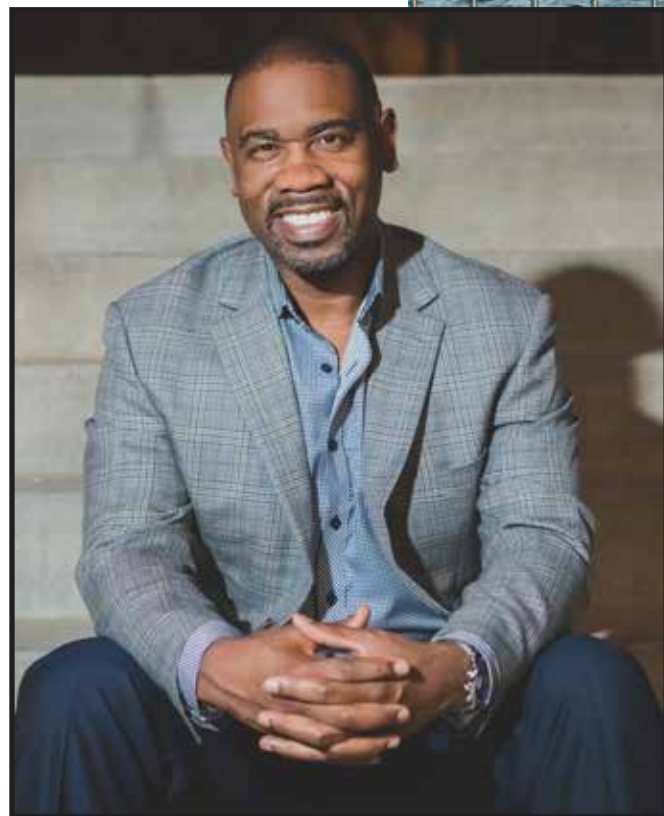
Davina and Kelly's strong commitment to their clients, referral partners, and community has produced a thriving business that operates primarily on referrals. Motto Mortgage Home Services has grown so much that they recently expanded into commercial lending and have plans to open a second office.

"We are committed to making every day impactful by focusing on exceptional customer service, transparency, and serving our community," Kelly says. "We both come from families that built their businesses upon these principles. We were taught the value of business ownership at a young age along with a balance of helping others and giving back to our community."

Kelly is originally from Milwaukee, WI. With over thirty years' experience as a program manager in the corporate world, where he oversaw over twenty employees, Kelly had the structural and

organizational skills, and work ethic to hit the ground running. He has a knack for numbers and problem-solving and truly keeps his clients' needs and financial goals in mind when working with them. He leads with patience and expertise. He is a believer in the law of attraction, positivity, and healthy living. He loves to run, work out, eat healthy, and cook. You can often find him in the kitchen cooking up a pot of his jambalaya or his famous slow-cooked short ribs, a family recipe passed down from his father.

Davina was born and raised in Chicago and is known as a passionate, relationship-driven, and client-focused individual. She spent over twenty years in luxury sales, marketing, and business development. Her clients value her fresh perspective and meticulous attention to detail. A positive and upbeat person, Davina enjoys helping people from all walks of life. Her hard work and dedication to excellence have helped her make a strong impact within today's mortgage industry. Davina loves to bake, run, and is an avid Peloton junkie. You can find her curled up in her favorite pajamas watching Law and Order when she has a free moment to watch TV, or baking her most requested dessert: lemon pound cake.



Success, for us, will always be about making a difference in other people's lives.
— Davina

Davina and Kelly have been married for over ten years and truly work as a team. Kelly's entrepreneurial spirit coupled with Davina's ability to build relationships and connect with clients on a personal level makes the mortgage process fun and seamless for their clients. As a husband-and-wife team, they have found success in not overlapping responsibilities, but instead dividing the tasks to each person's strengths, and putting that person in charge of the decision-making in that area to prevent stepping on each other's toes.

"Success, for us, will always be about making a difference in other people's lives," Davina says. "We know that at the end of the day, if our work has helped someone, then we will sleep well at night and wake up excited to start work all over again the next day."

"It is about being part of something bigger and bringing some value to the world," Kelly adds. "Whether that is helping our clients meet their financial goals, helping our team members to excel in their goals, or supporting organizations and causes that are near and dear to us, we want to know that we have truly made a difference."

To get Davina and Kelly on your team or to learn more about the services Motto Mortgage Home Services provides its clients, visit their website www.mottomortgagehomeservices.com or call (630) 635-0812.

home matters

By Shauna Osborne



Home Organization Tasks for Fall

Fall is upon us, and with it, this season brings *change*: changes in leaves, changes in temps, and changes in our routines and activities. We're trading our sun-soaked summer days for sweater weather and hot cocoa. As we transition to this coziest of seasons, let's take a look at **three fall organization tasks** that will prep your home for the chilly days!

1. Swap Out the Closet

Time to trade those strappy sandals and tank tops for cozy sweaters and boots! Use this time to put your hands on each piece and ask yourself whether you've worn it in the last year and whether it still brings you pleasure. Donate items you're finished with to your favorite charity or consignment shop.

2. Organize the Garage

Start by pulling everything out into the driveway and cleaning the floor well. Next, get rid of anything you haven't used in two years, that you no longer want, or that is broken. Then, organize what's left by use, such as tools and sporting equipment, using hooks and wall shelves to lay everything out suitably for your family's needs.

3. Prime the Kitchen for the Holidays

For many of us, the kitchen is the heart of the home, and many of our fondest holiday memories revolve around time spent cooking and eating with family and friends. Now is a great time to organize and swap out seasonal appliances and linens and move the dishes you'll use most, such as mugs and roasting pans, to convenient locations.

While these tasks may seem overwhelming, the sooner you get them done, the more time there will be to sit back with a hot toddy and enjoy the season with those you love!

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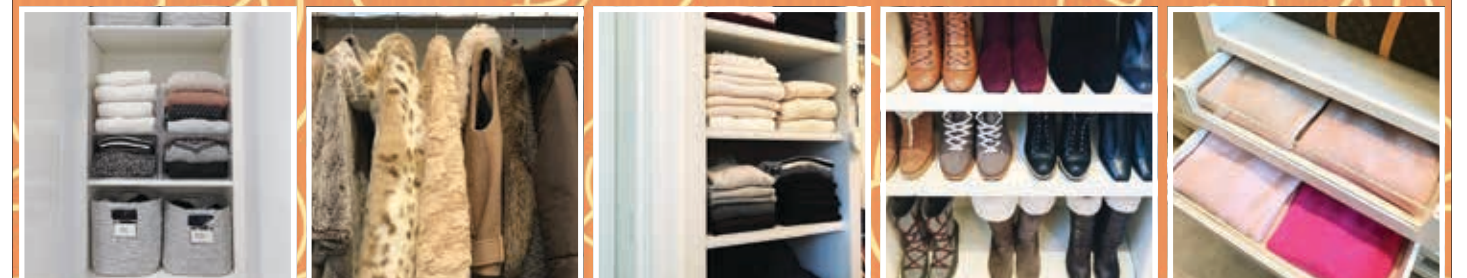
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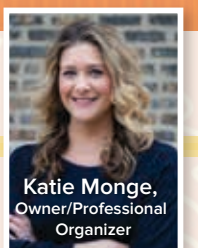
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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to August 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jeffrey	Lowe	98	\$152,837,201	54	\$72,270,138	152	\$225,107,339
2	Matt	Laricy	198	\$113,857,245	195.5	\$95,273,144	393.5	\$209,130,389
3	Leila	Zammatta	35	\$120,462,742	7	\$34,851,382	42	\$155,314,124
4	Emily	Sachs Wong	57	\$90,478,000	29	\$49,328,000	86	\$139,806,000
5	Leigh	Marcus	133	\$94,620,571	58	\$44,592,900	191	\$139,213,471
6	Chezi	Rafaelli	29	\$55,906,500	26	\$55,760,389	55	\$111,666,889
7	Carrie	McCormick	59.5	\$62,037,888	27	\$36,014,900	86.5	\$98,052,788
8	Benyamin	Lalez	28	\$14,957,625	134.5	\$67,599,288	162.5	\$82,556,914
9	Nancy	Tassone	23	\$68,604,716	2	\$5,367,500	25	\$73,972,216
10	Grigory	Pekarsky	23.5	\$12,117,911	141.5	\$61,140,300	165	\$73,258,211
11	Alexandre	Stoykov	22	\$16,053,750	103	\$51,484,250	125	\$67,538,000
12	Brad	Lippitz	33.5	\$33,736,125	35.5	\$31,127,900	69	\$64,864,025
13	Mario	Greco	67	\$43,930,116	33.5	\$20,724,375	100.5	\$64,654,491
14	Melanie	Giglio	36.5	\$28,219,350	46	\$29,815,700	82.5	\$58,035,050
15	Timothy	Salm	15	\$38,717,250	5	\$13,620,000	20	\$52,337,250
16	Julie	Busby	28.5	\$19,638,558	42.5	\$32,229,310	71	\$51,867,868
17	Melissa	Siegal	48.5	\$29,918,000	42	\$21,772,381	90.5	\$51,690,381
18	Katharine	Waddell	41.5	\$25,312,500	33.5	\$22,097,350	75	\$47,409,850
19	Tommy	Choi	26.5	\$16,406,925	46	\$29,799,250	72.5	\$46,206,175
20	Rafay	Qamar	32	\$12,433,775	70.5	\$30,629,594	102.5	\$43,063,369
21	Karen	Biazar	46	\$27,099,228	30	\$14,903,100	76	\$42,002,328
22	Sophia	Klopa	22.5	\$13,608,500	37	\$24,920,886	59.5	\$38,529,386
23	Philip	Skowron	13	\$17,178,500	10	\$19,896,500	23	\$37,075,000
24	Kathleen	Malone	21	\$21,576,950	17.5	\$15,045,000	38.5	\$36,621,950
25	Jill	Silverstein	18.5	\$14,504,688	21.5	\$22,058,750	40	\$36,563,438
26	Timothy	Sheahan	29.5	\$19,292,942	23	\$16,821,400	52.5	\$36,114,342
27	Jason	O'Beirne	36	\$32,374,500	9	\$2,951,000	45	\$35,325,500
28	Joanne	Nemerovski	17	\$17,894,000	14	\$17,219,000	31	\$35,113,000
29	Colin	Hebson	19.5	\$18,457,622	26	\$16,597,020	45.5	\$35,054,642
30	Lance	Kirshner	28	\$13,311,981	34	\$21,512,300	62	\$34,824,281
31	Amanda	McMillan	33	\$17,233,250	23	\$17,542,000	56	\$34,775,250
32	Melanie	Everett	14.5	\$6,567,000	52.5	\$28,108,850	67	\$34,675,850
33	Lauren	Mitrick Wood	18	\$13,113,170	37	\$21,390,750	55	\$34,503,920
34	William	Goldberg	19	\$16,759,650	26.5	\$17,206,414	45.5	\$33,966,064

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Daniel	Glick	20	\$18,280,400	25.5	\$15,260,300	45.5	\$33,540,700
36	Darrell	Scott	13.5	\$8,926,650	42	\$24,396,700	55.5	\$33,323,350
37	Keith	Brand	27	\$12,032,600	31	\$20,839,500	58	\$32,872,100
38	Suzanne	Gignilliat	11.5	\$15,540,500	5.5	\$17,087,500	17	\$32,628,000
39	Jennifer	Ames	19	\$20,761,250	9	\$11,507,900	28	\$32,269,150
40	Jeanne	Martini	15	\$32,243,800	0	\$0	15	\$32,243,800
41	Layching	Quek	12	\$6,564,500	31	\$25,672,650	43	\$32,237,150
42	Hayley	Westhoff	16	\$9,597,066	27.5	\$22,243,700	43.5	\$31,840,766
43	Millie	Rosenbloom	18	\$12,884,500	23	\$18,314,450	41	\$31,198,950
44	Daniel	Close	25	\$12,759,000	27	\$17,807,900	52	\$30,566,900
45	James	D'Astice	16	\$7,829,751	42	\$22,514,183	58	\$30,343,934
46	Rachel	Krueger	8	\$14,667,750	10	\$15,560,500	18	\$30,228,250
47	Margaret	Baczowski	16.5	\$17,034,750	11.5	\$13,049,500	28	\$30,084,250
48	Edward	Jelinek	31.5	\$17,563,539	20	\$11,727,125	51.5	\$29,290,664
49	Sam	Shaffer	13.5	\$7,678,450	37.5	\$21,255,500	51	\$28,933,950
50	Nick	Nastos	14	\$6,027,850	44	\$22,585,950	58	\$28,613,800

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to August 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Vincent	Anzalone	14.5	\$18,063,622	14	\$10,398,500	28.5	\$28,462,122
52	Ivona	Kutermankiewicz	23.5	\$21,168,100	10.5	\$6,766,800	34	\$27,934,900
53	Ryan	Preuett	8	\$9,835,000	12	\$17,689,999	20	\$27,524,999
54	Michael	Rosenblum	19	\$18,405,494	7	\$8,461,700	26	\$26,867,194
55	Mark	Zipperer	37.5	\$14,843,500	25	\$11,995,510	62.5	\$26,839,010
56	Nadine	Ferrata	25.5	\$20,107,778	10.5	\$6,671,778	36	\$26,779,556
57	Alishja	Ballard	16.5	\$9,694,000	23	\$16,939,900	39.5	\$26,633,900
58	Shay	Hata	17	\$9,383,582	24	\$16,876,300	41	\$26,259,882
59	Jennifer	Mills	20	\$18,391,285	10	\$7,170,850	30	\$25,562,135
60	Nicholas	Colagiovanni	18.5	\$13,937,500	11	\$11,101,000	29.5	\$25,038,500
61	Scott	Curcio	35	\$15,851,100	26	\$9,179,400	61	\$25,030,500
62	Joel	Holland	20	\$8,769,300	22	\$15,944,950	42	\$24,714,250
63	Elias	Masud	11	\$5,914,500	35.5	\$18,749,700	46.5	\$24,664,200
64	Eugene	Fu	5.5	\$3,319,325	37.5	\$21,335,295	43	\$24,654,620
65	Paul	Mancini	26	\$15,541,000	12	\$9,062,500	38	\$24,603,500
66	Steve	Genyk	19	\$17,125,000	6	\$7,450,000	25	\$24,575,000
67	Sara	McCarthy	16.5	\$7,216,900	26	\$17,148,800	42.5	\$24,365,700
68	Leslie	Glazier	16	\$13,298,250	16	\$11,019,950	32	\$24,318,200
69	Santiago	Valdez	19.5	\$7,671,375	38	\$16,284,500	57.5	\$23,955,875
70	Nicholaos	Voutsinas	16	\$8,250,700	30	\$15,672,600	46	\$23,923,300
71	Staci	Slattery	39	\$23,852,078	0	\$0	39	\$23,852,078
72	Debra	Dobbs	22.5	\$15,253,000	21	\$8,533,400	43.5	\$23,786,400
73	Dawn	McKenna	15.5	\$20,078,000	6.5	\$3,648,500	22	\$23,726,500
74	Natasha	Motev	10.5	\$23,726,000	0	\$0	10.5	\$23,726,000
75	Bari	Levine	21	\$13,097,950	11.5	\$10,514,000	32.5	\$23,611,950
76	Patrick	Shino	6	\$1,820,727	44	\$21,303,655	50	\$23,124,382
77	Susan	O'Connor	8	\$7,990,500	9	\$14,986,080	17	\$22,976,580
78	Michael	Hall	26.5	\$19,775,000	4	\$3,113,900	30.5	\$22,888,900
79	Christine	Lutz	23	\$22,161,292	0.5	\$700,000	23.5	\$22,861,292
80	Danielle	Dowell	23	\$13,935,950	18	\$8,807,750	41	\$22,743,700
81	Cynthia	Sodolski	18.5	\$13,606,500	15.5	\$8,760,000	34	\$22,366,500
82	Gail	Spreen	41	\$17,863,800	7	\$4,492,000	48	\$22,355,800
83	Juliana	Yeager	11.5	\$6,572,450	18	\$15,639,500	29.5	\$22,211,950
84	Robert	Sullivan	13	\$14,797,580	9	\$7,249,500	22	\$22,047,080

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Elizabeth	Ballis	11.5	\$7,420,188	13.5	\$14,347,188	25	\$21,767,375
86	Megan	Tirpak	14	\$11,360,500	5	\$10,268,000	19	\$21,628,500
87	Molly	Sundby	20	\$21,607,166	0	\$0	20	\$21,607,166
88	Cory	Tanzer	33.5	\$12,879,499	23.5	\$8,640,500	57	\$21,519,999
89	Ryan	McKane	49	\$20,653,450	1	\$495,000	50	\$21,148,450
90	R. Matt	Leutheuser	7.5	\$15,533,500	5	\$5,372,500	12.5	\$20,906,000
91	Kelly	Parker	8.5	\$4,236,375	26	\$16,560,150	34.5	\$20,796,525
92	Stephanie	LoVerde	18.5	\$9,678,700	19	\$11,065,000	37.5	\$20,743,700
93	Kimber	Galvin	5	\$3,523,250	24.5	\$17,020,362	29.5	\$20,543,612
94	Brian	Moon	9.5	\$6,250,450	21.5	\$14,234,750	31	\$20,485,200
95	Steven	Powers	16	\$17,142,500	5	\$3,250,000	21	\$20,392,500
96	Barbara	O'Connor	19	\$11,646,112	20	\$8,593,300	39	\$20,239,412
97	Lisa	Blume	13	\$7,171,300	29.5	\$13,061,000	42.5	\$20,232,300
98	Connie	Engel	22.5	\$13,808,350	7	\$6,417,750	29.5	\$20,226,100
99	Eudice	Fogel	8	\$5,838,000	11	\$13,777,500	19	\$19,615,500
100	Meg	Daday	13	\$8,318,000	16	\$11,246,900	29	\$19,564,900

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Fall Festivals

Beer & Wine Festivals

- Sept 10 - 11
Festival of the Vine
Geneva - Downtown
- Sept 10
TW Craft Beer Fest
Westmont - Ty Warner Park
- Sept 15
Cosley Zoo Uncorked
Wheaton - Cosley Zoo
- Sept 17 - 18
Brew Fest
Orland Park - Orland Park Public Works
- Sept 17
Craft Beer Fest
Evanston - History Museum Grounds
- Sept 17
Brew at the Bridge
Oswego - Hudson Crossing Park
- Sept 24
Tunes & Brews
Joliet - 102 N. Chicago St.
- Oct 1
Brewer Fest
Villa Park - Cortesi Park

Oktoberfests

- Sept 9 - 11
German-American Oktoberfest
Chicago - Lincoln Square
- Sept 9 - 11
Platzkonzert Germanfest
Hoffman Estates - Villago Green
- Sept 15 - 25
Oktoberfest
Glendale Hts. - Cantera Park
- Sept 16 - 17
Oktoberfest
Elk Grove Village - Lions Dr. next to Lions Park
- Sept 16 - 18
Oktoberfest
Palatine - Downtown
- Sept 23 - 25
St. Alphonsus Oktoberfest
Chicago - St. Alphonsus Church
- Sept 30 - Oct 1
Oktoberfest
Naperville - Naper Settlement

Family Festivals

- Sept 1 - 4
Hometown Days Festival
Yorkville - Beecher Community Park
- Sept 3 - 5
Septemberfest
Schaumburg - Robert O. Atcher Municipal Center Grounds
- Sept 4
Bike the Drive
Chicago - Butler Field Grant Park
- Sept 9 - 10
Rock the Block Party
Evanston - Downtown Orchard St.
- Sept 9 - 11
Good Old Days Festival
Wilfield - Oakwood Park
- Sept 10
Backyard BBQ
Glen Ellyn - Downtown
- Sept 10
Rock the Block
Lake Zurich - Downtown Main St.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to August 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Kevin	Hinton	17	\$7,827,600	32	\$11,706,300	49	\$19,533,900
102	Karen	Schwartz	15.5	\$7,548,350	19	\$11,926,142	34.5	\$19,474,492
103	Stacey	Dombar	34.5	\$16,004,387	5	\$3,129,650	39.5	\$19,134,037
104	Cadey	O'Leary	9.5	\$17,347,500	1	\$1,716,492	10.5	\$19,063,992
105	Robert	Picciariello	52	\$19,005,150	0	\$0	52	\$19,005,150
106	Michael	Saladino	27	\$11,552,500	19	\$7,404,200	46	\$18,956,700
107	Ryan	Huyler	12.5	\$9,049,900	9	\$9,879,500	21.5	\$18,929,400
108	Stephanie	Cutter	20.5	\$10,737,200	12	\$8,178,000	32.5	\$18,915,200
109	Michael	Shenfeld	17.5	\$8,698,200	14.5	\$10,077,400	32	\$18,775,600
110	Joseph	Kotoch	7	\$5,343,500	17.5	\$13,371,500	24.5	\$18,715,000
111	Alex	Wolking	22	\$8,873,200	16	\$9,797,402	38	\$18,670,602
112	Lisa	Sanders	34	\$15,031,250	6.5	\$3,535,000	40.5	\$18,566,250
113	Brian	Loomis	8	\$9,708,000	5	\$8,815,000	13	\$18,523,000
114	Janelle	Dennis	19	\$9,471,800	12	\$8,792,150	31	\$18,263,950
115	Sarah	Ziehr	30	\$15,749,000	4	\$2,391,500	34	\$18,140,500
116	Matthew	Liss	13	\$5,797,000	15	\$12,160,500	28	\$17,957,500
117	Emily	Smart Lemire	7	\$4,620,700	9	\$13,310,296	16	\$17,930,996
118	Steven	Kehoe	13	\$9,444,276	13	\$8,377,850	26	\$17,822,126
119	Dennis	Huyck	22	\$13,724,500	5	\$4,043,000	27	\$17,767,500
120	Joelle	Cachey Hayes	9	\$8,323,500	4.5	\$9,322,500	13.5	\$17,646,000
121	Erin	Mandel	11.5	\$7,756,886	9	\$9,854,711	20.5	\$17,611,596
122	Natalie	Renna	13	\$5,887,399	23	\$11,719,900	36	\$17,607,299
123	Naja	Morris	22	\$9,871,350	16	\$7,691,600	38	\$17,562,950
124	Christopher	Engelmann	13	\$5,267,000	27	\$12,261,300	40	\$17,528,300
125	Brad	Zibung	18.5	\$9,312,900	14	\$8,161,500	32.5	\$17,474,400
126	Laura	England	10.5	\$5,761,000	5	\$11,592,058	15.5	\$17,353,058
127	Brady	Miller	23	\$6,455,200	26	\$10,813,500	49	\$17,268,700
128	Zachary	Redden	7	\$5,010,000	24.5	\$12,209,050	31.5	\$17,219,050
129	Sari	Levy	7	\$4,364,000	12	\$12,757,300	19	\$17,121,300
130	Carol	Collins	8.5	\$5,701,500	10	\$11,214,800	18.5	\$16,916,300
131	Scott	Berg	36	\$15,176,800	4	\$1,700,500	40	\$16,877,300
132	Joy	Larkin	8	\$13,043,900	2.5	\$3,809,000	10.5	\$16,852,900
133	D	Waveland Kendt	16.5	\$9,981,400	8	\$6,852,500	24.5	\$16,833,900
134	Katherine	Malkin	7	\$13,377,501	3	\$3,350,000	10	\$16,727,501


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Jingen	Xu	5	\$2,190,500	15	\$14,451,263	20	\$16,641,763
136	Michael	Scanlon	5.5	\$1,916,700	24.5	\$14,569,850	30	\$16,486,550
137	Amie	Klujian	18.5	\$7,482,800	24.5	\$8,897,850	43	\$16,380,650
138	Stefanie	Lavelle	18.5	\$10,567,100	8	\$5,604,000	26.5	\$16,171,100
139	Melissa	Govedarica	7.5	\$9,108,300	2	\$7,055,000	9.5	\$16,163,300
140	Michael	Maier	28	\$14,762,965	4	\$1,248,500	32	\$16,011,465
141	Sam	Jenkins	7.5	\$6,201,170	9	\$9,764,000	16.5	\$15,965,170
142	Nicholas	Apostal	19.5	\$9,977,248	8.5	\$5,864,950	28	\$15,842,198
143	Benjamin	Lissner	4.5	\$1,841,750	33	\$13,974,150	37.5	\$15,815,900
144	Helaine	Cohen	2.5	\$2,944,950	17.5	\$12,868,500	20	\$15,813,450
145	Lawrence	Dunning	12	\$7,907,500	12	\$7,877,000	24	\$15,784,500
146	Prashanth	Mahakali	11	\$11,671,500	8	\$4,005,000	19	\$15,676,500
147	Thomas	Campone	24	\$10,006,500	13	\$5,657,000	37	\$15,663,500
148	Lucas	Blahnik	6.5	\$5,008,500	15.5	\$10,642,055	22	\$15,650,555
149	Danny	Lewis	10	\$4,900,500	15	\$10,667,000	25	\$15,567,500
150	Steve	Dombar	3.5	\$1,667,950	27.5	\$13,896,350	31	\$15,564,300

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to August 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	James	Buczynski	14	\$8,627,500	12	\$6,907,400	26	\$15,534,900
152	Melanie	Carlson	8	\$5,158,000	20	\$10,330,500	28	\$15,488,500
153	Qiankun	Chen	20	\$8,187,888	18	\$7,222,900	38	\$15,410,788
154	Laura	Meier	7.5	\$3,466,000	17	\$11,941,421	24.5	\$15,407,421
155	Susan	Morrow	8	\$4,625,000	7	\$10,747,000	15	\$15,372,000
156	Hadley	Rue	17	\$9,798,450	10	\$5,552,500	27	\$15,350,950
157	Ryan	Gossett	11	\$6,532,500	13	\$8,806,925	24	\$15,339,425
158	Camille	Canales	10.5	\$5,535,000	26.5	\$9,804,075	37	\$15,339,075
159	Owen	Duffy	20.5	\$10,699,750	11.5	\$4,531,500	32	\$15,231,250
160	Mariah	Dell	15.5	\$8,351,500	8	\$6,873,500	23.5	\$15,225,000
161	Patrick	Teets	14.5	\$10,176,750	6	\$5,012,000	20.5	\$15,188,750
162	Brant	Booker	11	\$7,011,105	5	\$8,170,000	16	\$15,181,105
163	Samuel	Kahn	8	\$6,690,500	10	\$8,480,000	18	\$15,170,500
164	Dominic	Irpino	22	\$8,751,300	12	\$6,337,000	34	\$15,088,300
165	Barbara	Proctor	9.5	\$13,569,000	2	\$1,505,000	11.5	\$15,074,000
166	Anne	Rossley	8	\$4,840,145	13	\$10,212,500	21	\$15,052,645
167	Bruce	Glazer	11.5	\$5,475,000	15	\$9,563,400	26.5	\$15,038,400
168	Elizabeth	Lothamer	12.5	\$6,907,406	15	\$8,091,817	27.5	\$14,999,222
169	Melissa	Vasic	9.5	\$6,160,500	15	\$8,740,400	24.5	\$14,900,900
170	Amy	Duong	8.5	\$5,895,750	15.5	\$8,865,500	24	\$14,761,250
171	Ken	Jungwirth	15.5	\$9,168,000	12	\$5,495,000	27.5	\$14,663,000
172	Jeffrey	Herbert	9	\$4,164,000	15	\$10,484,733	24	\$14,648,733
173	Sherri	Hoke	8	\$10,844,000	5	\$3,684,000	13	\$14,528,000
174	Christopher	Pertile	13	\$11,449,150	4	\$3,066,000	17	\$14,515,150
175	Niles	Patel	7	\$11,987,500	1	\$2,520,000	8	\$14,507,500
176	Marzena	Frausto	2	\$865,000	31	\$13,642,299	33	\$14,507,299
177	John	O'Neill	6	\$6,250,000	2	\$8,249,000	8	\$14,499,000
178	Stephen	Hnatow	9.5	\$6,102,500	12	\$8,372,500	21.5	\$14,475,000
179	Armando	Chacon	18.5	\$11,960,299	4	\$2,469,000	22.5	\$14,429,299
180	Frank	Montro	47	\$10,290,976	19	\$4,133,990	66	\$14,424,966
181	Patricia	Young	10.5	\$7,566,250	7.5	\$6,792,000	18	\$14,358,250
182	Nicole	Hajdu	13	\$4,976,400	22	\$9,340,900	35	\$14,317,300
183	Mary	Mac Diarmid	6	\$5,645,000	12	\$8,654,161	18	\$14,299,161
184	Richard	Kasper	15.5	\$9,720,825	12	\$4,569,900	27.5	\$14,290,725

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Susan	Kanter	12	\$7,589,000	12	\$6,588,200	24	\$14,177,200
186	Kaylin	Goldstein	9.5	\$5,179,800	13	\$8,881,900	22.5	\$14,061,700
187	Robin	Phelps	11.5	\$5,823,180	11	\$8,149,800	22.5	\$13,972,980
188	Nick	Libert	9	\$6,480,350	12	\$7,453,000	21	\$13,933,350
189	Stephanie	Maloney	9	\$7,659,000	6	\$6,250,000	15	\$13,909,000
190	Greg	Nagel	10.5	\$7,633,000	9	\$6,254,500	19.5	\$13,887,500
191	Nicole	Flores	17	\$10,053,300	6.5	\$3,807,000	23.5	\$13,860,300
192	Elena	Theodoros	12.5	\$7,195,000	9.5	\$6,615,250	22	\$13,810,250
193	Kate	Gaffey	3	\$848,000	28	\$12,806,400	31	\$13,654,400
194	Mark	Icuss	7	\$4,501,500	12	\$9,122,500	19	\$13,624,000
195	Nathan	Binkley	9	\$5,690,000	7	\$7,871,400	16	\$13,561,400
196	Jennifer	Romolo	4	\$1,778,750	25	\$11,754,899	29	\$13,533,649
197	Deborah	Hess	7.5	\$5,140,350	19	\$8,386,500	26.5	\$13,526,850
198	Scott	Newman	15.5	\$6,167,750	14	\$7,346,900	29.5	\$13,514,650
199	Heather	Hillebrand	5.5	\$2,914,500	8	\$10,577,500	13.5	\$13,492,000
200	Kim	Kerbis	11	\$6,374,500	6	\$7,019,000	17	\$13,393,500

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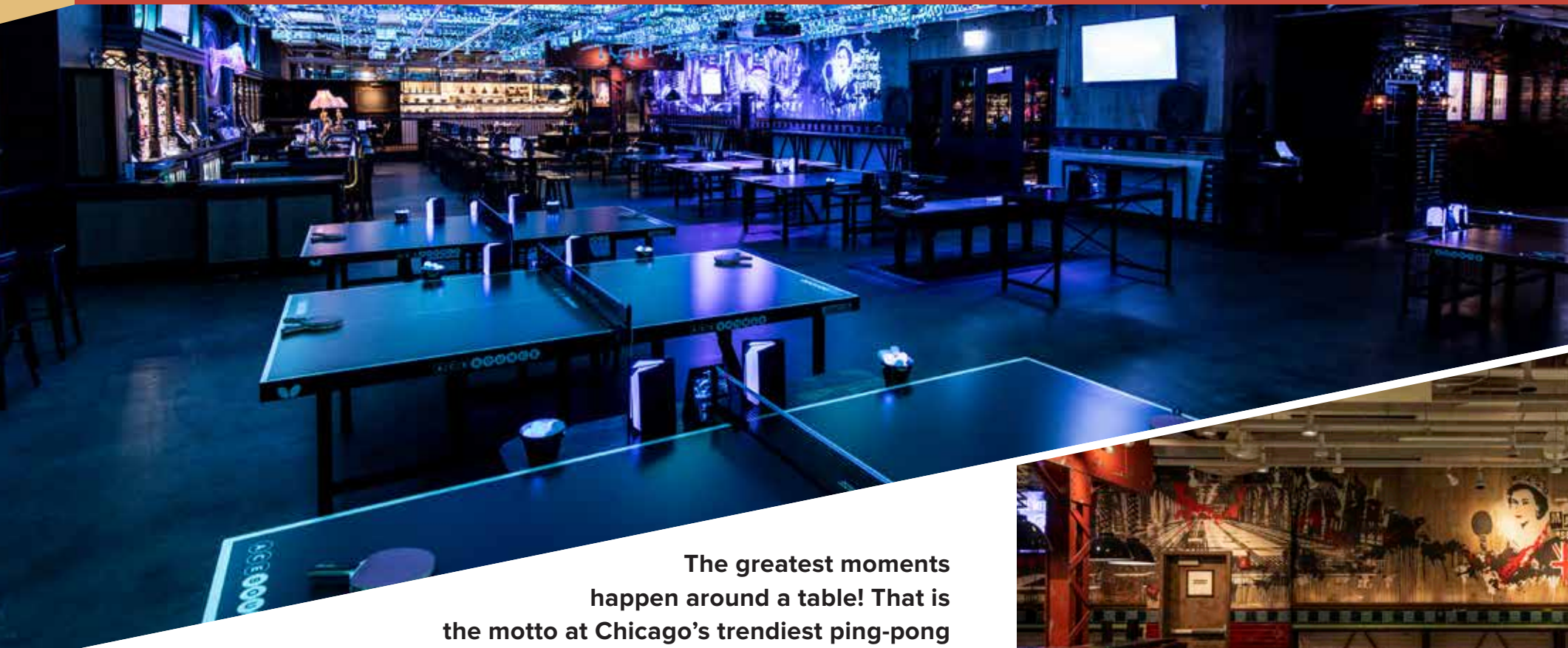


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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to August 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Matthew	Engle	11.5	\$4,377,800	18	\$8,992,200	29.5	\$13,370,000
202	Tiffany	Meyers	5	\$2,407,500	24	\$10,933,550	29	\$13,341,050
203	Sarah	Maxwell	7	\$4,982,000	9	\$8,279,100	16	\$13,261,100
204	John	Lyons	13.5	\$4,816,500	18.5	\$8,436,500	32	\$13,253,000
205	Joshua	Weinberg	17.5	\$13,159,450	0	\$0	17.5	\$13,159,450
206	Steve	Otwell	25	\$8,918,500	6	\$4,222,900	31	\$13,141,400
207	Kathryn	Schrage	27	\$12,010,600	1	\$1,115,000	28	\$13,125,600
208	Jodi	Slutzky	15	\$5,572,700	13	\$7,504,000	28	\$13,076,700
209	Cindy	Weinreb	7	\$2,614,900	20	\$10,422,900	27	\$13,037,800
210	Pasquale	Recchia	13	\$5,441,500	12	\$7,496,000	25	\$12,937,500
211	Cara	Buffa	13	\$8,717,000	6	\$4,112,500	19	\$12,829,500
212	Greg	Whelan	4	\$2,060,000	19	\$10,757,250	23	\$12,817,250
213	Julie	Chesne	15.5	\$5,950,000	16	\$6,862,900	31.5	\$12,812,900
214	Gabrielle	Cavalier	4.5	\$12,812,500	0	\$0	4.5	\$12,812,500
215	Ted	Kuhlmann	20	\$8,929,800	8	\$3,869,000	28	\$12,798,800
216	Kevin	Wood	2	\$5,937,417	2	\$6,850,000	4	\$12,787,417
217	Charles	Gullett	14.5	\$5,819,250	13.5	\$6,916,500	28	\$12,735,750
218	Giovanni	Leopaldi	6	\$4,622,400	15.5	\$8,107,300	21.5	\$12,729,700
219	Beata	Gaska	9.5	\$6,950,300	9	\$5,720,000	18.5	\$12,670,300
220	Susan	Nice	13	\$8,706,900	3	\$3,960,000	16	\$12,666,900
221	Luminita	Ispas	8	\$3,508,400	19	\$9,105,800	27	\$12,614,200
222	Brian	Pistorius	9.5	\$7,079,150	7	\$5,520,965	16.5	\$12,600,115
223	Nancy	Hotchkiss	12.5	\$7,370,500	6	\$5,223,000	18.5	\$12,593,500
224	Tyler	Stallings	10	\$4,778,500	11	\$7,717,900	21	\$12,496,400
225	Jacob	Reiner	0	\$0	20	\$12,427,937	20	\$12,427,937
226	Julie	Harron	5.5	\$7,107,500	5	\$5,305,500	10.5	\$12,413,000
227	Elizabeth	August	9	\$4,936,500	5	\$7,471,500	14	\$12,408,000
228	Radim	Mandel	15.5	\$8,313,150	8.5	\$4,066,125	24	\$12,379,275
229	Ian	Schwartz	16.5	\$9,946,850	4	\$2,417,000	20.5	\$12,363,850
230	Janice	Smith	2	\$6,485,000	2	\$5,875,000	4	\$12,360,000
231	Diana	Bzdyk	13	\$6,347,708	6	\$5,972,000	19	\$12,319,708
232	Robert	Yoshimura	10	\$5,138,000	15	\$7,160,000	25	\$12,298,000
233	Caroline	Druker	4.5	\$2,998,250	7.5	\$9,250,167	12	\$12,248,417
234	Ronda	Fish	7	\$5,874,850	7	\$6,365,500	14	\$12,240,350

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Jennifer	Furlong Perrin	8.5	\$3,696,100	10	\$8,532,686	18.5	\$12,228,786
236	Daniel	Csuk	15.5	\$6,100,999	10	\$6,117,000	25.5	\$12,217,999
237	Jennifer	Rivera	24	\$10,311,400	4	\$1,897,500	28	\$12,208,900
238	Jennifer	Laskov	6	\$3,938,750	8	\$8,242,450	14	\$12,181,200
239	Chris	Gomes	4.5	\$3,120,500	12	\$9,024,138	16.5	\$12,144,638
240	Steven	Jurgens	5	\$5,181,000	4	\$6,953,722	9	\$12,134,722
241	Morgan	Sage	9	\$3,824,250	15	\$8,246,375	24	\$12,070,625
242	Mark	Kowalik	10	\$4,448,400	10	\$7,609,500	20	\$12,057,900
243	Elizabeth	Lassner	9.5	\$4,995,000	10	\$7,060,000	19.5	\$12,055,000
244	Jennifer	Gordon	9	\$7,710,011	5	\$4,218,000	14	\$11,928,011
245	Laura	Topp	8	\$4,807,144	8.5	\$7,117,000	16.5	\$11,924,144
246	Mia	Wilkinson	7	\$4,020,000	2	\$7,887,000	9	\$11,907,000
247	Juana	Honeycutt	6	\$3,550,750	10.5	\$8,347,700	16.5	\$11,898,450
248	Lyn	Harvie	10	\$3,856,000	12	\$8,020,400	22	\$11,876,400
249	Joseph	Chiappetta	12	\$6,698,100	10	\$5,158,000	22	\$11,856,100
250	Matt	Mercer	5	\$1,710,000	11	\$10,133,000	16	\$11,843,000

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michael@mhwasserman.com

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