

NORTH SHORE

REAL PRODUCERS.®

CONNECTING. INSPIRING.

Kim
Alden

HARD WORK PAYS OFF

Agent Features:

Sondra Douglass

Anna Klarck

On the Rise:

Kim Ferrer

Partner Spotlight:

Dunsing Inspections

**TOP 100
STANDINGS**

SEPTEMBER 2022



CHICAGO LUXURY LIVING
DONE RIGHT



REALTOR REFERRAL PROGRAM

Earn 2% commission for referred clients
who build with Middlefork Luxury

middleforkluxury.com . info@middleforkluxury.com . 312.214.0400



DESIGN

CHICAGO LUXURY HOME STAGING



www.mdesign.house/ · mj.murnane@mdesign.house · 847.922.6775

NORTH VILLAGE

COMPANIES

EXCEEDING QUALITY AND BUDGET EXPECTATIONS

MYNORTHVILLAGE.COM | 866-667-8414



MULTI-FAMILY/HOA
EMERGENCY MAINTENANCE SERVICES
BUILDING REPAIRS
CAPITAL IMPROVEMENT PROJECTS



FIRE/WATER RESTORATION
CLAIMS
PROPERTY SECURITY
INVENTORY
REMEDIATION
FULL RESTORATION



RESIDENTIAL
ADDITIONS
INTERIOR RENOVATION



BASEMENT/FOUNDATION
BASEMENT WATERPROOFING
EXCAVATION
UNDERPINNING



COMMERCIAL
TENANT BUILD OUTS
NEW FACILITY BUILDS
INDUSTRIAL MAINTENANCE AND RESTORATION
EMERGENCY MAINTENANCE SERVICES



NORTH VILLAGE

COMPANIES

TABLE OF CONTENTS



22
Agent Feature:
Sondra Douglass



28
Agent Feature:
Anna Klarck



36
Cover Story:
Kim Alden



44
On the Rise:
Kim Ferrer



50
Partner Spotlight:
Dunsing Inspections



54
Top 100 Standings



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@RealProducersMag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *North Shore Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

MEET THE NORTH SHORE REAL PRODUCERS TEAM



Andy Burton
Publisher



Emily Burton
Director of Partner Success and Editorial Content



Melissa Lopez
Operations and Content Specialist



Blair Piell
Events Coordinator



Katie Cremean
Ad Strategist



Christine Thom
Managing Editor



Laura Zickert
Writer



Annette Patko
Photographer



Joseph Castello
Photographer



Elliot Powell
Photographer



Travis Heberling
Videographer



WE'VE GOT YOU COVERED.

- FREE Seller's Coverage
- VIP Concierge service for agents
- Re-key service
- No cap on refrigerant
- No waiting period to file claims

HWAHomeWarranty.com Exclusions apply. See contract document for details. ©2019 Home Warranty of America, Inc. **1-888-492-7359**

Karen M. Patterson is your Concierge Closer:

Curator of residential and commercial real estate transactions from contracting to closing and everything in between.

Karen, immediate past president of the Glenview Chamber of Commerce, has represented buyers and sellers of residential and commercial real estate in Chicago and its suburbs for over 27 years.

You will work directly with Karen on all aspects of the transaction. She keeps both real estate brokers fully informed throughout the entire transaction so you will never wonder "what's going on?" after the contract is signed.

Please call anytime with questions or concerns!

Karen M. Patterson, P.C., Attorney at Law

2400 Ravine Way, Suite 200 | Glenview, Illinois 60025
C: (847) 226-7818 | O: (847) 724-5150 | Karen@Glenviewlaw.net



Don't pay for wasted space.



Storage • Moving • Rental

Ready to create some space?
Call us today at 833-366-7243 • doorage.com

Doorage
storage at your door

Doorage is your new Chicago storage solution offering door-to-door storage rental and pickup services throughout the metropolitan area. Our service areas include all of Chicago's major neighborhoods from Addison and Andersonville to Wrigleyville and Woodridge.

"Doorage is the best concept ever! Not only are the staff and employees super nice, they are extremely accommodating and friendly. I love the service and I would choose this company for my storage any day. Not only is this extremely convenient, they offer more than just a storage unit. The service is incredible, the storage facilities are beautiful, clean, and safe for personal belongings. And at any time if you need something from your storage unit, Doorage will deliver it to you! This is by far the best way to store your stuff without having to do all the heavy lifting yourself."

- KELLEY P., ★★★★★ GOOGLE REVIEW



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ACCOUNTING - CPA

The Hechtman Group Ltd
(847) 853-2599
TheHechtmanGroup.com

ATTORNEY

Chang Legal, LLC
David Chang
(847) 907-4971
ChangLegal.com

Floss Law, LLC
Bob Floss
(224) 326-2903
FlossLaw.com

Karen M. Patterson, P.C.
(847) 724-5150
KarenPattersonPC.com

Law Office Of
Judy K. Maldonado
(847) 379-7300
jkmlaw.com

Lincoln Street Law P.C.
Kathy O'Malley
(847) 912-7250
LincolnStreetLaw.com

The David Frank Law Group
(773) 255-6499
TheDavidFrankLawGroup.com

BUILDER

A Perry Homes
Tony Perry
(847) 549-0668
APerryHomes.com

Middlefork, LLC
Andrew Bowyer
(312) 560-3969
MiddleForkLuxury.com

CHIROPRACTIC CARE

Atlas Upper
Cervical Chiropractic
Alex Halstead
(847) 920-4506
AtlasUCC.com

CLOSING GIFTS

Cutco Closing Gifts / Cut
Above Gifts
(312) 899-6085
CutAboveGifts.com

DESIGN

Blair Crown Design Inc
(847) 903-2128
BlairCrownDesign.com

EVENT PLANNING

Paper to Party
(847) 903-2148
PaperToParty.com

FLOORING

Iskalis Flooring Group
John Iskalis
(847) 456-2426

HOME IMPROVEMENT

The ABL Group
George Markoustras
(847) 579-1600
theABLgroup.com

HOME INSPECTION

Dunsing Inspections
Jamie Dunsing
(847) 367-0782
Dunsing.com

Extra Mile Inspection
(847) 561-8232
ExtraMileInspection.com

HOME WARRANTY

Home Warranty of America
Cristal Avitia
(516) 279-0915
HWAHomeWarranty.com

INSURANCE

Goosehead Insurance
Boggs Agency
Kevin Boggs
(630) 365-7248
Goosehead.com

INSURANCE

State Farm
(847) 395-1321
ChadArnoldInsurance.com

INSURANCE

State Farm
The Matt Mitchell Agency
(847) 967-0300
InsureWithMatt.com

JUNK REMOVAL

Junk Remedy
Nick DeGiulio
(877) 722-5865
JunkRemedy.com

MOLD REMEDIATION

Green Home Solutions
Erik Sager
(860) 919-5538
GreenHomeSolutions.com

MORTGAGE

Wintrust Mortgage
George Kaiser
(847) 784-1390
GKaiserTeam.com

MORTGAGE / LENDER

Citizens One
Mark Johnson
(312) 777-3649
lo.citizensone.com/il/
chicago/mark-johnson

CrossCountry Mortgage
Tammy Maranto
(630) 291-1476
CrossCountryMortgage.com

CrossCountry Mortgage
John Noyes
(773) 213-1339
CrossCountryMortgage.com/
John-Noyes

CrossCountry Mortgage
Kirk Taylor
(312) 919-0373
LuckyTaylorLoans.com

Draper & Kramer
Mortgage Corp.
Cathy Schneider
(847) 239-7830
DKMortgage.com/Schneider

Forum Mortgage Bancorp
Katherine Bukowski
(847) 456-4416

Forum Mortgage Bancorp
Bill Vasilopoulos
(773) 774-9040 x102
ForumMtg.com

Guaranteed Rate
Brian Jessen
(847) 712-0830
Rate.com/BrianJessen

Guaranteed Rate
RJ Dolan
(847) 922-5884
Rate.com/RJDolan

Guaranteed Rate
The Alex Filin Team
(847) 732-8913
Rate.com/afilin
afilin@rate.com

Mutual of Omaha Mortgage
(773) 410-0696
MutualMortgage.com

MOVING SERVICES

Doorage
Sean Sandona
(833) 366-7243
Doorage.com

In and Out Moving & Storage
Diana Azirkam
(773) 463-0874 x200
InAndOutMoving.com

PEST SOLUTIONS

Rose Pest Solutions
1-800-GOT-PESTS?
RosePestControl.com

PHOTOGRAPHY

Bordeaux Studio
(847) 563-8273
BordeauxStudio.com

Elliot Powell Photography
(414) 375-9559
PhotoEP.com

Joe Castello Photography
(773) 842-3145
JoeCastelloPhotography.com

PRINTING, DIRECT MAIL SERVICES

InfoCard Marketing
(630) 548-2650
InfoCardMarketing.com

REMODEL & DESIGN

Refresh
Michelle Morris
(847) 549-0668
Refresh2Sell.com

REMODELING (HOME)

North Village Companies
Sean Sandona
(866) 667-8414
MyNorthVillage.com

ROOFING

Etruscan Gutters & Roofing
Shaun Payne
(847) 926-0085
EtruscanRoofing.com

L.R. Gregory and Son
Jim Gregory
(847) 999-7297
LRGregory.com

SALON & SPA

Salon Oak & Spa @BarberTown
Georgia Zorba
(847) 998-0899
Salon-Oak-Spa.Business.Site

STAGING

M Design, LLC
Andrew Bowyer
(312) 560-3969
MDesign.house

TITLE COMPANY

Chicago Title
Dan Halperin
(847) 833-1430
CTCastleConnect.com

Euclid Title Services, LLC
Dean Argiris
(847) 996-9965
EuclidTitleServices.com

VIDEOGRAPHER

Visual FilmWorks
Travis Heberling
(872) 356-8135
VisualFilmWorks.com

CHANG LEGAL LLC
ATTORNEYS AT LAW

LET'S GET IT CLOSED!

Refer your clients to us for a smooth real estate transaction from contract to close.

David Chang, ATTORNEY AT LAW
15+ Years of Experience with Real Estate Matters in Chicagoland.

847.907.4971 | changlegal.com | david@changlegal.com



FORUM MORTGAGE BANCORP
An Illinois Residential Mortgage Licensee

**Your clients long for
the ideal home...
we'll provide the
foundation.**

*Our mortgage
financing provides
a strong financial
foundation for the
home your clients
dream of.*



www.forummtg.com | (773) 774-9040
7221 W Touhy Ave. Chicago, IL 60631

Forum Mortgage Bancorp is regulated by: State of Illinois Department of Financial and Professional Regulations, Division of Banking
100 W. Randolph St., 9th Floor, Chicago, IL 60601 | (312) 793-3000 | www.idfpr.com NMLS # 143978 License # MB.0004433



LR GREGORY & SONS
HEATING • COOLING • ROOFING
lrgregory.com

"LR Gregory and Son is my go to company for everything HVAC! Jim Gregory does great work and his service team is thorough and efficient. I've done my homework and their pricing is by far the best I've found. Great work!!"
- Russell A.

Our team of specialists are ready to assist you.

- For nearly 70 years, graciously serving Chicago's North Shore communities.
- Fully Licensed and Insured 24/7 Emergency Service
- Your Local HVAC, Roofing, and Plumbing Experts

Call Today for a FREE Estimate! • 847-999-7297



Bordeaux Studio

1703 Darrow Avenue, Unit 2 Evanston, IL 60201

annette@bordeauxstudio.com

**Make A Lasting
Impression With
Compelling Images**

CALL US (847) 563-8273 | WWW.BORDEAUXSTUDIO.COM



SCOUT & CELLAR
CLEAN-CRAFTED COMMITMENT
WINE CONSULTANT

Scout & Cellar
Give The Gift
of
Clean Crafted Wine

•Wines with no
added sugar,
chemicals, or
synthetic pesticides



CALL US (224) 456-7275 | WWW.SCOUTANDCELLAR.COM/BORDEAUXSTUDIO

guaranteedRate®

Positively Different™

Creative mortgage solutions where experience counts!

- Your go-to for North Shore Mortgages.
- In house jumbo and conforming underwriting.
- Available 7 days a week.



RJ Dolan

VP of Mortgage Lending

O: (773) 516-6364 C: (847) 922-5884

Rate.com/RJDolan

RJ.Dolan@rate.com

3940 N.Ravenswood, Chicago, IL 60613

Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information.

EQUAL HOUSING LENDER RJ Dolan NMLS ID # 205840; IL - 031.0058373, VA - MLO-42895VA
NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • IL - Residential Mortgage Licensee - IDFPR, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 • VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769

PUBLISHER'S NOTE

After visiting my own family and my in-laws last month, I realized what a blessing it is that my wife and I get along with each other's families. I have taken this for granted for so long because I know this is not the dynamic for most married couples. It's something that I have known but never truly appreciated or contemplated.

Seeing my wife interact with her siblings is both a joy and quality entertainment all rolled into one. The way they joke, turn on the sarcasm, recount stories from their youth, and how attentive they are when one of them is going through a rough patch all portray how they can shift gears to strengthen their relationships with each other depending on the situation.

This is a snapshot of the vision I have with our REALTOR® community. We are family. This means we disagree occasionally, friction exists, and words are exchanged, but at the end of the day, we love each other and desire for one another to thrive and lead productive lives. In a way, it draws us closer because of the experiences we've grown up with, and those memories will remain with us until we take our final breath.



Andy Burton
Publisher

andy.burton@RealProducersMag.com

[facebook.com/NorthShoreRealProducers](https://www.facebook.com/NorthShoreRealProducers)

[@NSRealProducers](https://www.instagram.com/NSRealProducers)

realproducersmag.com



I love this town.



Thanks, North Shore.

I love being here to help in a community where people are making a difference every day. Thank you for all you do.

Mitchell Insurance Agency Inc
Matt Mitchell, President
www.insurewithmatt.com
matt@mattmitchellagency.com
Bus: 847-967-0300



2007005

State Farm, Bloomington, IL

PRINT ME MORE!

Were you, your broker, or the team featured in an issue of Real Producers?

You can order REPRINTS!

WHAT ARE REPRINTS?

A reprint is a four-page, magazine-quality grade paper copy that includes a custom cover, your two-story pages, and a custom back cover with your logo and contact information.

This is available in both physical copies as well as digital-only options.

HOW CAN I USE REPRINTS?

- Professional marketing tool that can help brand you, your team, and/or your business
- Use on listing appointments
- More polished digital version to share on social media and websites
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED ON MY ARTICLE?

No worries! We can make any changes needed. Our team will send you a proof to approve before they are sent to you via FedEx.

HOW DO I GET STARTED?

Email Chicagoland@realproducersmag.com for additional information and to get started on your proof.



CURBSIDE CLOSINGS

DRIVE UP • STAY IN • SIGN • DRIVE OFF

CHICAGO TITLE ANNOUNCES THE ADDITION OF CURBSIDE CLOSINGS TO HELP FACILITATE YOUR UPCOMING REAL ESTATE TRANSACTIONS.

FEEL FREE TO REQUEST THIS SERVICE AT THE TIME OF SCHEDULING.

JKM | LAW OFFICE OF JUDY K. MALDONADO

WE HAVE REALTORS TALKING, AND HOMEOWNERS SPEECHLESS

"We had a wonderful experience with JKM from the beginning of the process all the way through our closing for our first purchase. Judy and her amazing team are extremely efficient and responsive. I would highly recommend her to anyone looking for a real estate lawyer." -Minu U

1800 NATIONS DRIVE STE 218, GURNEE, IL 60031
847-379-7300 • JKMLAW.COM

Judy K. Maldonado
Attorney

EXPERTS IN REAL ESTATE TAXES & ACCOUNTING

With over 20 years specializing in real estate accounting and tax strategies, our team of experts can guide you in achieving maximum return and growth for your business. From commercial and residential developers, to agents and investors, we understand the complexities of your business.

Exceptional CPA services for small businesses with big plans

847.256.3100
info@thehechtmangroup.com www.thehechtmangroup.com

2022 Chicago Bears Football Schedule

Home Games in **ORANGE**



AFC - NFC PRO BOWL	
DATE	Feb 5th, 2023
MATCH-UP	TBD
TV	ESPN

SUPERBOWL LVI	
DATE	Feb 12th, 2023 - 5:30
MATCH-UP	TBD
TV	

PRE-SEASON				
DATE	OPPONENT	TIME (CT)	TV	
Sat Aug 13	vs Kansas City	12:00 PM	LOCAL	
Sat Aug 18	@Seattle	7:00 PM	LOCAL	
Sat Aug 27	@Cleveland	6:00 PM	LOCAL	

REGULAR SEASON				
DATE	OPPONENT	TIME (CT)	TV	
Sun Sep 11	vs San Francisco	12:00 PM	FOX	
Sun Sep 18	@Green Bay	7:20 PM	NBC	
Sun Sep 25	vs Houston	12:00 PM	CBS	
Sun Oct 2	@New York	12:00 PM	FOX	
Sun Oct 9	@Minnesota	12:00 PM	FOX	
Thu Oct 13	vs Washington	7:15 PM	PRIME VIDEO	
Mon Oct 24	@New England	7:15 PM	ESPN	
Sun Oct 30	@Dallas	12:00 PM	FOX	
Sun Nov 6	vs Miami	12:00 PM	CBS	
Sun Nov 13	vs Detroit	12:00 PM	FOX	
Sun Nov 20	@Atlanta	12:00 PM	FOX	
Sun Nov 27	@New York	12:00 PM	FOX	
Sun Dec 4	vs Green Bay	12:00 PM	FOX	
Sun Dec 18	vs Philadelphia	12:00 PM	FOX	
Sat Dec 24	vs Buffalo	12:00 PM	CBS	
Sat Jan 1	@Detroit	12:00 PM	FOX	
Sat Jan 8	vs Minnesota	TBD		

Home Games in **ORANGE**. All Games are Central Time (CT) and *Games Time Subject to Flexible Scheduling. InfoCard™ | infocardmarketing.com | 630-548-2650

Compliments of:



Pattie Murray
Real Estate Broker & Attorney

630-842-6063
pmurray@bhhschicago.com
pattiemurray.com

The Pattie Murray Team
On The Move For You!



A member of the franchise system of BHHS Affiliates, LLC. is not intended to solicit currently listed properties.

Stand Out. Stay Top of Mind. Sell More.



630.548.2650
hello@infocardmarketing.com
www.infocardmarketing.com

InfoCard Marketing is a 'set and forget' monthly direct mail marketing program that features your headshot, contact info, and branding.

TAYLOR & TAYLOR

MORTGAGES ARE PERSONAL
LET US TREAT YOU LIKE A PART OF OUR FAMILY!

KIRK TAYLOR,
BRANCH MANAGER
NMLS 312131
CROSS COUNTRY MORTGAGE, LLC
NMLS 1770104
9130 GALLERIA COURT
#101 NAPLES, FL 34109



312.919.0373

TAYLOR@MYCCMORTGAGE.COM
WWW.LUCKYTAYLORLOANS.COM



The outside of a house says a lot about a home



ETRUSCAN GUTTERS & ROOFING

By referring us to your client, we can help improve their home appearance and functionality for a **faster sale.**

Roofing and Gutter Services in the North Shore from Evanston to Lake Bluff, IL

Call us today at 847-926-0085 • etruscanroofing.com

Sondra Douglass



ON THE PRECIPICE OF A NEW CHAPTER

When Sondra Douglass obtained her real estate license in 2007, she found it difficult to start a career in a community that was new to her. Born and raised in Green Bay, WI, she attended the University of Wisconsin–Madison, where she earned a degree in behavioral science and law and then worked as a real estate paralegal prior to having children. Children changed everything for Sondra, and now that they will be all out of the house soon, she finds herself on the precipice of a new chapter yet again.

Sondra and her husband, Bill, settled in Lake Forest to raise their family. They had their four

children—Jackson, Olivia, Halle, and Ava—within five years of each other, from oldest to youngest. So by the time Ava was 3 years old, Sondra was ready to get back into the workforce. Having worked as a real estate paralegal, she had always been interested in starting a career as an agent and thought it would be perfect while raising her children.

Although she was relatively new to Lake Forest, she found that having four kids naturally got her involved in the community, whether at school, church, or community events. As she developed relationships with people in the community, those

...



▶ agent feature

By Chris Menezes
Photos by Joe Castello



...

people saw how focused she was on being a full-time professional and began trusting her with not only their real estate needs but with their friends' and families' needs, as well.

People loved Sondra's energy and could see how much of a hard worker she was. Sondra attributes her work ethic to her parents. "My parents both have an impressive work ethic and instilled in me the belief that I could do and be whatever I set my mind to," she says. "They always believed in me, and therefore I always worked hard."

Over the past 15 years, Sondra has worked hard to create the life she wanted for herself and her family and built a successful top-producing real estate business that, today, runs primarily on referrals and relationships.

While some days are challenging, attacking the day with optimism always proves positive results...

Sondra absolutely loves meeting new people and forming new relationships. "I love learning about my clients' families and their goals, and then guiding and educating them toward achieving those goals together," she says. "It's also exciting to introduce them to our Lake Forest/Lake Bluff community and be their resource for all things, as I love all that this community has to offer."

Sondra has been extremely active in the community for years now. Her volunteerism includes the Infant Welfare Society and the Guild of St. Mary, and she is a team mom for Lake Forest High School's varsity dance team. She is also a big supporter of the Chosen and Dearly Loved Foundation and IMILLIONHOME, of which her brother and sister-in-law are the founders.

Sondra's latest community endeavor involves finding ways to raise awareness and connections for teens with congenital heart defects, as in December of 2021, their youngest, Ava, was diagnosed with a very rare, serious congenital heart defect that, if left untreated, would lead to heart failure. Just this past April, Ava underwent two open-heart surgeries within 10 days.

"Ava has been a warrior and so courageous," Sondra says. "Support groups are not easy to find for an 18-year-old, but we talked about her condition, and our community rallied and supported us immensely. Now, I want to give back, and I am searching for ways to do so."

Ava is now graduating from Lake Forest High School, where she has been on the dance team for the past four years. She will join Halle at the University of Wisconsin-Madison, Sondra's alma mater, where Halle plays basketball; Sondra is a proud UW Badger mom. Both Jackson and Olivia have already graduated college and started their professional lives.



Sondra and her family at Olivia's graduation.



Three of Sondra's children (Jackson, Olivia, and Halle) at a Badgers game.

Family is everything to Sondra. She doesn't miss a chance to attend one of her kids' competitions and root their teams on. She also considers herself a Bears fan, except for when they play the Packers. She will always root for the Packers, no matter what.

In addition to watching sporting events with her family, going to concerts, or simply having dinner together, Sondra loves running, yoga, golfing and socializing with friends. She also loves to read and is conscious about doing more of it.

Sondra says she is at her best when she does her routine: morning workout, moments of gratitude, and then



Sondra and Bill with Ava at her graduation.

conquering the to-do list. "While some days are challenging, attacking the day with optimism always proves positive results," she says. "I try to learn from negative experiences and always look for the good in each day. Each day is a new day, and we have the ability to make each day great. Mindset and finding balance are key."

Sondra started her business when her youngest was in preschool and built it all through their childhood. Now that her kids are all out of the house, Sondra will have even more time and energy to devote to building her business and giving back to her community. It will be exciting to see all she will accomplish in this next chapter.



Photography

Editorial • Events • Portraiture

photoep.com

414-375-9559

elliott@photoep.com



IN&OUT
moving and storage

**DO YOU HAVE CLIENTS
MOVING TO OR FROM
CHICAGO THIS SEASON?**

PARTNER WITH US FOR A
TOP-KNOTCH MOVING EXPERIENCE!

Fully Licensed & Insured
Years of Proven Reputation
Free Local On-Site Estimates



1830 N Kostner Ave, Chicago, IL 60639

(773) 463-0874

inandoutmovingusa.com • Reservations@inandoutmoving.com

Create your Sanctuary



A. PERRY HOMES

ARCHITECTS • BUILDERS

847-549-0668

APERRYHOMES.COM

ANNA KLARCK

STAYING TRUE TO YOUR DREAMS

With over 26 years in Lake County real estate and her own boutique brokerage, AK Homes, situated in the heart of Vernon Hills, Anna Klarck has positioned herself as one of the top agents in the area and a go-to veteran in the industry. Even more impressive and inspiring is her commitment to not only build something all her own but to maintain it on her own, without the help of a team.

Anna grew up watching her parents run their own business in Warsaw, Poland. “I was raised around sales,” she says. “I saw my parents’ business increase through excellent customer service and building lifetime relationships.”

In 1996 Anna began searching for a career that would fulfill the drive inside her while also giving her the freedom to be a mother. She found real estate to be the perfect choice.

Over the next two decades, Anna went to work building her business while enjoying some of the best times in her life as a mother, spouse, and professional.

Anna is committed to becoming an expert in the field through continued education. She proudly carries 14 designations (and counting) today. She built her business on relationships, referrals, and past clients.

By March of 2016, Anna felt the time was right to step out entirely on her own and start her own brokerage, AK Homes. While the move was nerve-racking and not without its risks, 2016 and 2017 turned out to be Anna’s best years in business up to that point. With the support of Anna’s



► agent feature

By Chris Menezes
Photos by Joe Castello



...

newest member, Tristan Klarck, Anna's youngest son, AK Homes continues to thrive today.

Tristan recently graduated from the University of Illinois Urbana-Champaign and is excited to be starting his career with Anna as his mentor. Anna is looking to grow her brokerage more in the future by finding more brokers with the same vision of success.

As a broker and mentor, Anna remains passionate about continued education. If there is anything she could change about the industry, it would be to make certain designations mandatory to make up for the lack of knowledge in the business. Knowledge and service

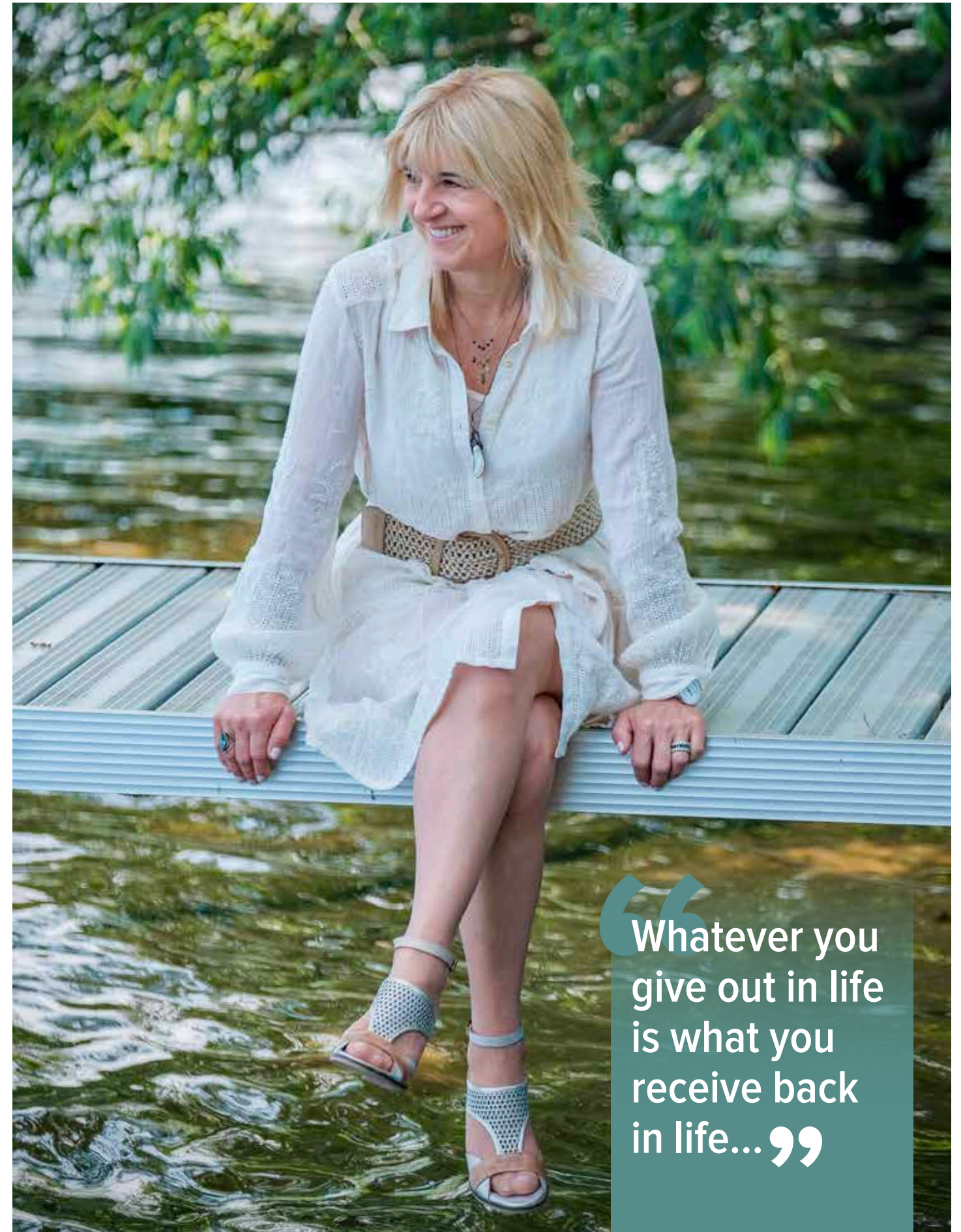
are inseparable for Anna: the more knowledge you have, the better you can serve your clients and the more your business will grow as a result.

While Anna has earned many recognitions for her success in real estate, she says the most fulfilling parts of her career are the lifetime relationships she's developed with her clients, the support she's received from her clients, and how she has been able to "get by giving."

When Anna is not working, she enjoys yoga, walking, reading, and paddle boarding and has a second passion for interior design and decorating. A devoted spouse to her husband of 30 years, Richard, and mother to her children, Anna says she is "totally



...



“Whatever you give out in life is what you receive back in life...”



...

crazy” about her children, always providing direction to help them reach their dreams.

Anna is a firm believer in the law of reciprocity and in the never-ending pursuit of chasing your dreams. “Whatever you give out in life is what you receive back in life,” she says. “I believe that we all operate on our thoughts and feelings. Whatever we think and we feel, we attract to us. We have the power to accomplish more than we can imagine. There is so much to be accomplished by each one of us, as long as we take our dreams seriously and give our best, not just sometimes, but every time.”



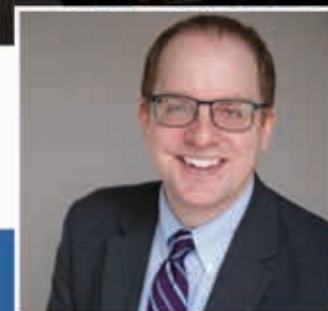
Anna with her children.

@realproducers



FALL IS NATURE'S WAY OF TELLING US THINGS **ALWAYS CHANGE.**

Embrace change and opportunity will follow.



Bob Floss II
Real Estate Attorney


F FLOSS | LAW, LLC

Driven by **RESULTS** for you and your client.
1200 Shermer Road, Suite 206 | Northbrook, IL 60062
flosslaw.com | Bob@flosslaw.com | 224-326-2903

NEED A PAINTER?
 HOW ABOUT WINDOW TREATMENTS
 A NEW KITCHEN PERHAPS
DESIGNER
 LOOKING TO RENOVATE
 OR ARE YOU UP FOR SOME
SHOPPING


HEY! WE'VE GOT STUFF...

CAPRI BLUE ANAYA HOME HUNTER DOUGLAS
 ANNIE SLOAN PAINTS COMPANY C RUGS WOODMODE
 CANADEL FURNITURE VIETRI DECOR CAMBRIA




...AND SERVICES TOO

DESIGN + BUILD HANDYMAN + REPAIRS
 PAINTING + WALLPAPER WINDOW TREATMENTS + SHADES
 CABINETRY + INSTALLATION CUSTOM FINISHES + MORE



...AND A SWANKY STORE IN DOWNTOWN HIGHWOOD

EST.  1974

847.579.1600 | theABLgroup.com

Are You Walking on an *Iskalis* Floor?
 Consider us for your next flooring project.

Visit one of our showrooms today!
 Gurnee 847.662.7900 | Evanston 847.475.1190



Iskalis




Goosehead agents work directly with lenders and realtors to help transactions close smoothly.

KEVIN BOGGS
 Agency Owner
 License #:3000134505

630-365-7248 | kevin.boggs@goosehead.com
 181 S Bloomingdale Rd Suite 104 | Bloomingdale, IL 60108  

agents.gooseheadinsurance.com/il/bloomingdale/125-e-lake-st

Work with experience
 The difference is clear

I have more than **20 years** of

- Smooth, on-time closings
- Expertise and knowledge
- Proven financial strategies
- Happy clients

**Let me close your loan successfully!
 Contact me today.**



John Noyes
 SVP of Mortgage Lending
 NMLS# 214555
 O: 872-250-3623 | C: 773-213-1339
 John.Noyes@myccmortgage.com
 CrossCountryMortgage.com/John-Noyes



CROSSCOUNTRY MORTGAGE™

CrossCountry Mortgage | 909 Davis Street, Suite 500, Office 110, Evanston, IL 60201
 Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. Illinois Residential Mortgage Licensee.
 CrossCountry Mortgage, LLC. NMLS# 3029 NMLS# 1949573 (www.nmlsconsumeraccess.org).

Paper to Party
 — EVENT PLANNING —

Be a guest at your own event.

- Personal Touch
- Coordination
 - Full
 - Partial
- Wording
- Calligraphy
- Theme Party Book
- Printing
 - Thermography
 - Flat
 - Letterpress
- Quick Turnaround

CALL LINDA TODAY TO GET STARTED!
847-903-2148 papertoparty@comcast.net
 papertoparty.com





▶▶ cover story

By Laura Zickert
Photos by Joe Castello

Alden Kim

HARD WORK PAYS OFF

Kim Alden, one of the top luxury and residential real estate agents in the north-west suburbs of Chicago, joined Compass in 2021 and is the founding member of their Barrington office. She's been a REALTOR® since 2005 and has lived in Barrington for over 35 years, giving her impressive years of experience and expertise in the area. Kim brings that expertise and a passion for helping her clients find the right homes to her work; her team, the Kim Alden Team; and her office every day.

She was born and raised in the Chicagoland area and always looked up to her father. "He was a great man who taught me to work hard — that hard work pays off — and if you believe in yourself, anything is possible. I think he was right," she says.

When Kim joined the workforce, she immediately began working in sales. "I've worked in sales my whole working life. My dad used to say I could sell ice to Eskimos. Honestly, it [success in sales] is about having systems in place and using them," says Kim. Some years later, while she was going through a divorce and realized she'd need a more flexible job schedule, a friend recommended real estate because they thought the career would be a great fit for her.

They were right, but Kim's determination to succeed has defined her path. "I took the 40-hour class in a week, took the test a few days later and passed. I joined a local brokerage firm, found a mentor, and started my real estate journey," states Kim. She went to the office every day and intentionally observed and listened to co-workers conduct





“
I love helping and watching people succeed. I love training and providing new ways to stand out from the crowd.
”

business to continue learning. She hosted four open houses a weekend to build her sphere and took every class she could to learn more. “I went with the basics: over-deliver, provide excellent customer service, but most of all, care about your clients,” says Kim.

When it comes to overcoming challenging times in life, Kim shared her experience of becoming a single mom. She explains, “I showed my children how hard work pays off. Now, both of my children have incredible work ethics.” Kim and her children, Ashley (34) and Johnny (32), are close and spend many working hours together. “Johnny has joined my team and worked on special projects and systems to help make things run smoothly,” says Kim.

Kim’s time with Ashley is often spent bonding over their shared love for horses. Kim is the owner of a horse farm called Alden

Farms. She has stabled championship horses and dedicated much effort to equestrian competition training. Many of her horses competed at the now closed Arlington Park Racecourse. Ashley is involved in equestrian competitions, and Kim loves being able to travel to the shows with her. She says, “My daughter and I share the love of horses. We love to travel to the shows and work in between.” Kim and Ashley take turns driving to the competitions so they can each work while on the road.

“I love being outdoors,” adds Kim. “As a family, we love to ski. Hopefully, we’ll get to the mountains this next winter to teach my granddaughter how to ski.” Kim cherishes spending time with her granddaughter and making memories with her family.

While Kim also enjoys shopping in antique stores in her area,





“
I’m just a soft-
hearted, hard-working
workaholic who would
do anything for the
team or our clients, not
to mention my family.”



she’s a self-proclaimed workaholic and is completely dedicated to her business and her clients. “An agent of mine sent me a meme: ‘If anyone can move a mountain, it’s you.’ Tell me I cannot do not something, and I’m going to prove you wrong by my determination to be the best I can be.”

Kim is passionate about the growth possibilities within real estate. She says, “My new staff is incredible! I’m excited about where the team will be in a year. I love helping and watching people succeed. I love training and providing new ways to stand out from the crowd.” Investing in her team is rewarding and furthering their success. “I’ve worked hard to create systems to guide them through the process. Those processes are about to get better with the addition of my new team manager, Steve Klein. They are helping me make my long-term vision a reality,” says Kim. “Looking into the future of the team, I’d love to be 100 agents strong.”

Kim defines success as getting to go to a job she loves every day, as well as changing people’s lives for the better. “I’m just a

soft-hearted, hard-working workaholic who would do anything for the team or our clients, not to mention my family,” says Kim. “I have a charm that someone gave me that says, ‘Believe in miracles.’ I worked hard, and the miracle of being a top producer followed. I still have that charm on my windowsill. Anything is possible if you believe in yourself.”

Thinking about renovating or relocating?



**We are a national mortgage Lender,
who works in all 50 states!**
Work with a Lender that you can Trust.



SCAN ME



Brian Jessen
Senior Vice President of Mortgage Lending
O: (847) 943-2169 C: (847) 712-0830
rate.com/BrianJessen brian@rate.com
111 S Pflugsten Rd, Ste 124 Deerfield, IL 60015

Call me today!
Let’s have a
conversation.

Equal Housing Lender NMLS ID: 205801, LDR: AZ - 1007985, CA - CA-DBO205801, FL - 1070742, GA - 68136, IA - 35076, IL - 031.0027569, IN - 42975, KY - MC207267, ME - Licensed, MI - 205801, MN - MN-MLO-205801, MO - MO-205801, NC - 1487343, SC - MLO - 205801, TN - 199043, VA - MLO 42020VA, WI - 205801 Guaranteed Rate Inc.; NMLS #2611; For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply AZ - 14811 N. Kierland Blvd., Ste. 300, Scottsdale, AZ, 85254, Mortgage Banker License #090707 CA - Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act FL - Lic# MLD1102 GA - Residential Mortgage Licensee #20973 IA - Lic #2005-0132 IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60609, 312-793-9000, 3940 N. Ravenswood Ave., Chicago, IL 60643 #MB.0009932 IN - Lic #21060 & #10332 KY - Mortgage Company Lic #MC20335 MI - Lic #FR0018846 & SR0018847 MN - Not an offer for a rate lock agreement MO - Guaranteed Rate Lic # 14-1744-A NC - Lic # IL-109803 SC - Lic # MLS - 2611 TN - Lic #109179 VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769 WI - Lic #27394BA & 2611BR



ATLAS

UPPER CERVICAL CHIROPRACTIC

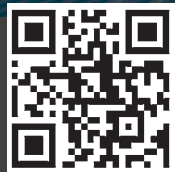
For a limited time, we are offering new patient exams for \$97

Patient exams normally \$240



ALEX HALSTEAD, D.C.

402 Linden Ave, Wilmette, IL • info@atlasucc.com • www.atlasucc.com
Call us today to schedule your visit! 847-920-4506
Follow us on @atlasucchiro for updates



BELLA TIAMO

FILMS

TELL YOUR *Story* WITH VIDEO

Your wedding goes by SO FAST, Thanks to the video, I was able to go back and re-watch the speeches and pick up on so many things that I missed. I can't even imagine not having a video at this point, I am so thrilled that we ended up with one. If you are on the fence about getting a videographer, DO IT!! And do it with Bella Tiamo!! You absolutely will not regret your decision :) - Catherine



SCAN ME

We are ready to tell your story

Contact us today

@bellaphotovideo • info@bellatiamo.com • (773) 466-2320

WINTRUST
MORTGAGE

FLEXIBLE SOLUTIONS
TO GIVE YOUR CLIENTS THE
Confidence To Close

BLAIR ROBINSON
Loan Officer
NMLS #755971
DIRECT: 847.784.1394
Cell: 847.525.0923



GEORGE KAISER
Loan Officer
NMLS #755857
DIRECT: 847.784.1390
Cell: 847.804.5725

B.Robinson@wintrustmortgage.com
G.Kaiser@wintrustmortgage.com

245 Waukegan Rd., Northfield, IL 60093
231 S. LaSalle St., Chicago, IL 60604

© 2022 Wintrust Mortgage is a division of BancFirst Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #49902. © 2021 Wintrust Mortgage

Green Home SOLUTIONS.

We Make Air Better!

Indoor Air Quality Experts
Mold, Odor & Disinfection Services

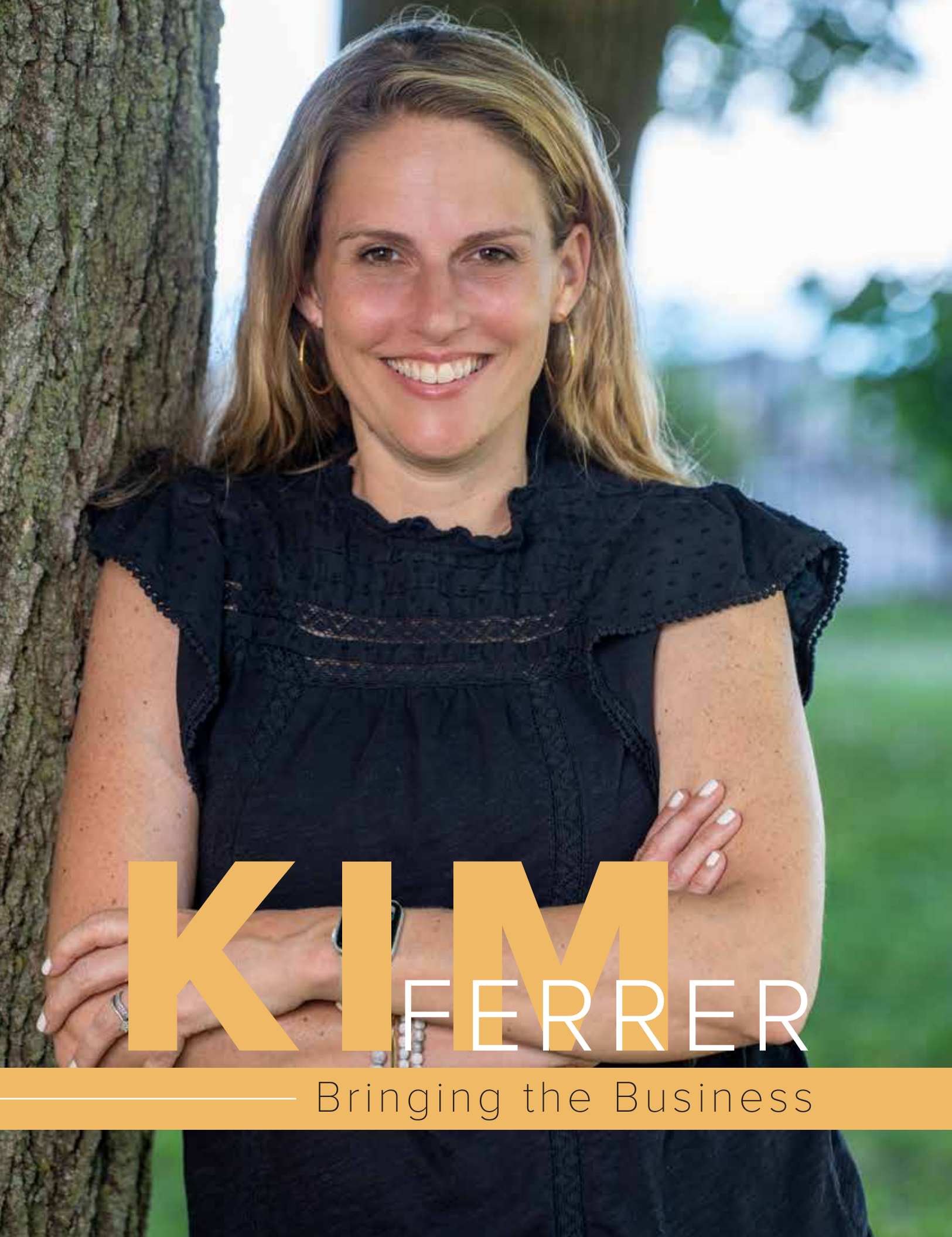
Attention Realtors!
Have you had your Indoor Air Quality Assessment completed?

Nothing can break down a real estate deal faster than the discovery of mold or odors within the property. Save the deal by having Green Home Solutions provide an indoor air quality assessment. We will clear up any mold problem quickly and effectively so that you can show the property knowing that your clients are safe-guarded against harmful molds and other airborne impurities.

Green Home Solutions offers whole house disinfection, mold and odor services that use EPA-Registered products which make sure the buyer's new home is virus free from the day that they move in.

800-SOLUTIONS / GreenHomeSolutions.com

AFFORDABLE • FAST • EFFECTIVE • EPA-REGISTERED PRODUCTS



KIM FERRER

Bringing the Business

» on the rise

By **Chris Menezes**
Photos by **Elliot Powell**

Kim Ferrer is not your average first-year agent. She comes to the business with over 25 years' experience in Corporate America: 13 as a consultant working with senior leadership teams on items like change management, leadership development, diversity, equity and inclusion initiatives, and strategy work. She's acted as a coach, project manager, corporate strategist, and facilitator and held roles in advertising, marketing, and human resources. In short, Kim means business.

Coming from an intense business background, Kim was able to jump into real estate headfirst, quickly learn, and consult and make things happen for her clients right away. Even more, than relying on her experience, Kim credits the Brandy Isaac Team at Compass Real Estate for the quick success she has had — producing approximately \$4.5 million in 14 months.

"I feel very lucky and fortunate to be on such a successful team. They truly are a powerhouse. Brandy Isaac is the ultimate mentor and coach. Team members Jen Corcoran and Erin Sommer are superstars and super supportive. Our team takes a lot of pride in helping our clients make important decisions while having a lot of fun along the way!"

Kim and Brandy actually go way back, all the way back to their first career in advertising. At the time, Kim was looking for a new job and interviewing with two agencies: a large powerhouse that held opportunities for growth and a smaller agency that had "a great manager" (Brandy Isaac),



whom Kim had just met. While Kim ultimately chose the larger agency, she was sad that she would not be able to work with Brandy.

However, as fate would have it, on Kim's first day at the new job, as she was informed that they had just hired a new manager who was also having her first day, Brandy came around the corner. "We both cracked up!" Kim recalls, laughing. "Brandy was an amazing leader. Her desire to collaborate with others and have fun along

the way made work enjoyable, and I learned a ton."

Kim and Brandy worked together for a year before they were transferred to different accounts. They remained close, however, and after several years at the agency, Kim moved on to work in-house with the Motorola North American marketing team. Kim and Brandy became lifelong friends, attending each other's weddings and experiencing motherhood together. Brandy eventually entered real estate,



and it was she who helped Kim and her husband, Fernando, sell their home and buy a new home about five years ago.

Over the last couple of years, Brandy had been joking with Kim, asking her when they were going to work together again. During the pandemic, Kim's job turned into a series of Zoom calls that lasted from morning to night. That, compounded with 25+ years of working inside an office or conference room, had Kim starting to take Brandy's jokes more seriously.

Excited to reunite with Brandy in a new business, Kim obtained her license within nine weeks. Not only did she find a new job that offered new experiences every day, but she also found a very organic and natural fit for her skillset.



Kim with her husband, Fernando, and their two daughters, Isabel and Lilly.

Being finally out of the corporate conference room, Kim feels fortunate to be able to use all her experience to build relationships and help people "find their place in the world,"

especially in the Chicagoland area, along the North Shore, and in Evanston Township, where she grew up and where her very large family still calls home.

Kim's immediate family includes 26 people with her parents, siblings, partners, and nephews and nieces; Kim's husband, Fernando, comes from a family of 14. Twenty-eight of the couple's immediate family members live in Evanston Township. Fernando is a language arts teacher for Evanston's District 65 and is also a soccer coach at Evanston Township High School (ETHS). Kim and Fernando are ETHS sweethearts. They dated during their high school and college years, reunited in their late 20s, and have been married now for 18 years. They have two daughters, Isabel and Lilly, and a cocker spaniel named Lucia.

As an ETHS grad with many nephews and nieces involved in ETHS sports and Fernando coaching soccer, Kim spends a lot of time attending ETHS sporting events and loves getting together with their extended families for dinners and parties. Kim and Fernando take family vacations to Michigan every summer to sit by the beach and pool, read books, play games, and make amazing dinners. They also love heading to Florida to see Kim's parents and are looking forward to visiting Chile to introduce the girls to their extended family on Fernando's side.


Around town, Kim loves paddle boarding at Dempster Street Beach and hanging out on the beaches along the North Shore. "Summer is why we live in the Chicagoland area. People here appreciate summer more than most, and they really know how to live it up! The North Shore in the fall is beautiful as well. You can still sneak in some beach time, but with the cooler air and the changing leaves comes [the chance to enjoy] outdoor, backyard firepits with friends," she says.

As Kim focuses now on building her own real estate business in her very own hometown, she is looking forward to connecting with even more people in the area, continuing to explore the beautiful houses she's enjoyed since childhood, and helping people find a home in the communities that remain near and dear to her heart.



I FEEL VERY LUCKY AND FORTUNATE TO BE ON SUCH A SUCCESSFUL TEAM...

 20 years of residential law expertise

 Seamlessly taking the baton from contract to closing

 Fast, efficient, 7 days a week responsiveness



THE LAW FIRM THAT ALWAYS KEEPS YOU IN THE LOOP



The David Frank Law Group



David Frank

1211 Landwehr Rd, Northbrook, IL 60062
Phone: 773-255-6499 | Fax: 425-928-4061
thedavidfranklawgroup.com | david@frankesq.com

LET US HELP YOU MAKE YOUR REAL ESTATE TRANSACTION A DONE DEAL!



Euclid Title Services, LLC is a full-service title and real estate settlement provider.

At Euclid Title Services, LLC, the client is always our first priority and our goal is to make the closing process a smooth one. Our experienced staff has handled thousands of closings so whether you're buying, selling, or refinancing, We can help!



Euclid Title Services, LLC

1590 S. Milwaukee Ave., Suite 215 | Libertyville, IL 60048
Office: 847-996-9965 | Cell: 847-902-9339
Verra Rudolfi | verri@euclidtitleservices.com



Get great service & great rates.

Chad Arnold, Agent
432 Lake Street
Antioch, IL 60002
Bus: 847-395-1321
chad.arnold.uyi7@statefarm.com

You know I'm always here with Good Neighbor service. But I'm also here with surprisingly great rates for everyone. Call me for a quote to see how much you can save. You might be surprised.

Like a good neighbor, State Farm is there.®

Individual premiums will vary by customer. All applicants subject to State Farm® underwriting requirements.

State Farm
Bloomington, IL
2001877



**The Options And Advice Your Buyers Need.
The Service You Both Deserve.**

Work with a lender you can count on and partner with me today!



Tammy Maranto | SVP of Mortgage Lending
NMLS #224415 | 2936 West Belmont Ave Chicago, IL 60618
(630) 291-1476 | tammy.maranto@myccmortgage.com
crosscountymortgage.com



PROFESSIONAL PHOTOGRAPHY FOR REAL ESTATE PROFESSIONALS

773-842-3145

JOECASTELLOPHOTOGRAPHY.COM
JOECASTELLOPHOTOGRAPHY@GMAIL.COM



partner spotlight

By Chris Menezes
Photos By Joe Castello

TIME TESTED, CLIENT APPROVED

JAMIE & JULI DUNSING

with Dunsing Inspections



Jamie and Julie with Jenna Dunsing (Customer Care Advocate and Licensed Radon Technician) and Kristin Marsden (Director of Communications).

Time is often the great determiner when it comes to a business's success. Time allows space for the word to spread and reputations to grow, and a business's good reputation is what will see it stand the test of time. For Jamie and Juli Dunsing and Dunsing Inspections, a family-owned business for three generations now, time has been a valued asset.

"We've been in this business almost as long as the industry has existed," Jamie emphasizes. "We have given much thought to the growth of this company and where we want it to go. Our growth plan is aggressive but deliberate. It is summed up in our core values: 'Ethical dealings with customers, employees, and other affiliated professionals is our standard. We value people who put family ahead of work, but also understand that hard work results in better opportunities for everyone.'"

Dunsing Inspections was started by Jamie's parents, Jean and Jim Dunsing, in 1980; it was launched specifically by Jean, Jamie's mother. Jaime grew up with the business and always had a keen interest in how things work. He started working in the business shortly after graduating from Purdue University with a degree in construction technology. When his parents wanted to sell the business in the mid-1990s, it was a natural move for Jamie and his wife, Juli, to



Jean Dunsing — Dunsing Inspections' founder.

purchase the company. Today, two of their children — Jenna and Mark — are actively working in the business as well, continuing the legacy into the third generation.

While Jamie has had a "master inspector" designation for over 30 years now, he is no longer actively performing inspections. Rather, he focuses on hiring and training the next generation of inspectors. Juli's degree is in graphic design, so bringing those skills to the business along with her office management experience has been a good fit and of great benefit.

"ONE OF OUR GOALS IS THAT OUR BUSINESS BE A MEANS TO BENEFIT OTHERS."
- JULI

Jamie and Juli have built the business to be a one-stop shop for home inspections, providing a full range of inspection services. What started as a small family business has turned into a well-oiled machine, operating at the highest efficiency for the benefit of its clients and agent partners.

"Our mission is to help clients and agents make educated decisions," Jamie explains. "Our phones are answered seven days a week and our inspectors, who have each passed a thorough background check, are



licensed, well trained, and fully insured. In fact, our insurance extends beyond our employees to the referring agent. If something goes right or something goes wrong, we have their back.”

Jamie went on to explain how, historically, the relationship between agents and inspectors has been adversarial. Part of its success as a company has come through their reversing that stigma and setting a new standard in the industry.



can we provide clients with the exemplary service they deserve. By being professional, ethical educators, we pride ourselves on the calm we bring to the buying and selling process. Additionally, our motto is ‘Rising tides raise all ships.’ We believe that by setting the highest ethical standard without compromise, we raise the creditability of the entire industry.”

Jamie and Juli are as committed to their employees as they are to their clients. In fact, one of the ways they define their own success is by having a profitable business that supports several families and leaves the world a better place than how they found it.

“Whenever I’m feeling demotivated, I think about the ‘why’ of the reason we’re in business and the goals we’ve set for ourselves, plus the goals of others we’re trying to support,” Juli

explains. “One of our goals is that our business is a means to benefit others. Our communications director, Kristin Marsden, is most often our guidepost on that. She has a real heart for philanthropy and a knack for connecting people. We often say she’s the conscience of our team.”

Juli and Jamie live in Libertyville, close to town, and are passionate about their community. One of their favorite things to do is to walk uptown to take advantage of all the local restaurants and shops. “We have a great group of friends we like to hang out with in our free time,” Juli says. “We enjoy walks, bike rides, playing euchre and trivia, going to concerts, and traveling. Oh, we also really like breweries, which pairs well with all of the aforementioned!”



Jamie and Juli with their friends kayaking in Kauai, Hawaii.

“We’ve been in this business almost as long as the industry has existed, and we’re not going anywhere,” Jamie emphasizes. “In fact, we always tell clients that we are here to answer questions, even after they move in. Can’t remember where the shut-off valve is? Just give us a call!”

To utilize a lifetime of experience and expertise for your next inspection or learn more about Dunsing Inspections, visit www.dunsing.com or call 847-367-0782.

THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

I'LL HELP YOU CLOSE YOUR DEAL FAST BY PROVIDING A VISION TO YOUR CLIENTS OF THEIR *future home.*

BLAIR CROWN DESIGN
224-707-0138
BLAIR@BLAIRCROWNDDESIGN.COM

- 90% Financing to \$3 Million Under Fixed, Adjustable, and Interest Only
- Exceptions for custom loan structures and income scenarios
- Specialize in self-employed borrowers
- Construction & Rehab Financing

Citizens Bank

Mark Johnson
Loan Officer at Citizens
VP Residential & Construction Lending
NMLS# 697453
Office: 312.777.3649
Mobile: 708.710.8530
Mark.Johnson@citizensbank.com

71 S Wacker Drive, 29th Floor
Chicago, IL 60606

Handling the Complicated Transactions

TOP 100 STANDINGS

Teams and Individuals from January 1, 2022 to July 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	84	\$53,428,905	73	\$39,401,812	157	\$92,830,717
2	John	Morrison	62	\$59,413,818	33	\$31,451,578	95	\$90,865,396
3	Jena	Radnay	20.5	\$49,062,100	16	\$39,343,000	36.5	\$88,405,100
4	Paige	Dooley	17	\$31,861,804	23.5	\$44,260,525	40.5	\$76,122,329
5	Connie	Dornan	37	\$28,551,247	24.5	\$23,102,438	61.5	\$51,653,684
6	Kim	Alden	27.5	\$11,601,501	97	\$35,415,703	124.5	\$47,017,204
7	Holly	Connors	53	\$28,947,500	36.5	\$17,914,064	89.5	\$46,861,564
8	Maria	Delboccio	42.5	\$22,163,750	36	\$23,389,825	78.5	\$45,553,575
9	Daynae	Gaudio	121	\$44,919,420	0	\$0	121	\$44,919,420
10	Sarah	Leonard	62.5	\$21,696,308	59.5	\$17,671,058	122	\$39,367,366
11	Leslie	McDonnell	46.5	\$22,035,749	32	\$16,279,037	78.5	\$38,314,786
12	Craig	Fallico	39.5	\$19,477,000	31	\$16,955,400	70.5	\$36,432,400
13	Dean	Tubekis	28.5	\$24,822,675	16	\$10,882,000	44.5	\$35,704,675
14	Anne	Dubray	26	\$21,189,000	20	\$13,087,500	46	\$34,276,500
15	Pam	MacPherson	15.5	\$20,364,500	15	\$11,856,215	30.5	\$32,220,715
16	Joanne	Hudson	12.5	\$24,712,525	4	\$4,238,500	16.5	\$28,951,025
17	Vaseekaran	Janarthanam	22	\$9,692,800	41	\$17,176,900	63	\$26,869,700
18	Jacqueline	Lotzof	7	\$5,459,000	26	\$20,543,000	33	\$26,002,000
19	Ann	Lyon	7	\$21,650,000	4	\$3,912,500	11	\$25,562,500
20	Susan	Maman	8	\$12,686,921	7.5	\$12,632,500	15.5	\$25,319,421
21	Missy	Jerfita	19.5	\$20,593,810	6	\$4,639,000	25.5	\$25,232,810
22	Ted	Pickus	12.5	\$11,984,250	17.5	\$12,501,134	30	\$24,485,384
23	Lisa	Wolf	37	\$16,380,526	18.5	\$6,561,096	55.5	\$22,941,622
24	Abhijit	Leekha	17	\$6,306,900	31	\$15,566,942	48	\$21,873,842
25	Bill	Flemming	31	\$17,033,576	8	\$4,464,513	39	\$21,498,089
26	Andra	O'Neill	14	\$13,850,000	6	\$7,610,000	20	\$21,460,000
27	Andrew	Mrowiec	7	\$11,642,210	6	\$9,761,291	13	\$21,403,500
28	Kathryn	Mangel	6	\$14,117,500	3	\$7,200,000	9	\$21,317,500
29	Nancy	Gibson	16	\$11,905,900	12	\$9,278,676	28	\$21,184,576
30	Linda	Little	37	\$20,821,215	0	\$0	37	\$20,821,215
31	Cheryl	Bonk	37	\$20,821,215	0	\$0	37	\$20,821,215
32	Beth	Wexler	15	\$9,355,550	16	\$11,273,850	31	\$20,629,400
33	Megan	Mawicke Bradley	7	\$12,605,936	5	\$7,900,000	12	\$20,505,936
34	Jim	Starwalt	38	\$10,560,699	32.5	\$9,937,800	70.5	\$20,498,499

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Alissa	McNicholas	4.5	\$7,223,000	9.5	\$13,068,750	14	\$20,291,750
36	Robbie	Morrison	18	\$13,045,083	11	\$6,873,000	29	\$19,918,083
37	Danny	McGovern	19.5	\$13,284,000	9	\$6,603,900	28.5	\$19,887,900
38	Karen	Arenson	5.5	\$13,362,000	4	\$6,325,954	9.5	\$19,687,954
39	Annie	Flanagan	2	\$3,644,166	7	\$15,970,657	9	\$19,614,823
40	Milena	Birov	4.5	\$14,740,000	1	\$4,825,000	5.5	\$19,565,000
41	Marlene	Rubenstein	5.5	\$4,287,450	19.5	\$15,257,642	25	\$19,545,092
42	Mary	Grant	4.5	\$8,842,750	7.5	\$10,486,000	12	\$19,328,750
43	Robert	Picciariello	45	\$19,146,273	0	\$0	45	\$19,146,273
44	Samantha	Kalamaras	20	\$10,608,920	15	\$8,493,749	35	\$19,102,669
45	Kathryn	Moor	1.5	\$3,749,000	8	\$15,097,000	9.5	\$18,846,000
46	Caroline	Starr	19	\$10,051,711	19.5	\$8,481,300	38.5	\$18,533,011
47	Laura	Fitzpatrick	3	\$2,230,000	12	\$16,228,400	15	\$18,458,400
48	Matthew	Messel	32	\$10,895,375	17	\$7,553,533	49	\$18,448,908
49	Honore	Fruentino	13	\$11,557,450	11	\$6,763,650	24	\$18,321,100
50	Nicholas	Solano	27	\$18,221,757	0	\$0	27	\$18,221,757

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



WE INSPECT HOMES LIKE WE'RE BUYING THEM OURSELVES

HOME INSPECTION • RADON TESTING • THERMAL IMAGING



"Extra Mile Inspection was great. Jay was very professional and timely. We got a very thorough report a few hours after the inspection. I would recommend Extra Mile Inspection to anyone."

- Jonathan G





803 JENKISSON AVE.
LAKE BLUFF IL
847-561-8232
EXTRAMILEINSPECTION.COM






SALON OAK & SPA @ Barberville

FULL SERVICE SALON AND SPA | MAKEUP | NAILS | SKIN CARE
FOR BRIDAL PARTY HAIR | BEST HAIR CUTTING AND COLOR | MEN AND KID CUTS

1055-59 Waukegan Rd. | Glenview, IL 60025 | salonoakandspa.com

Call to schedule an appointment **847-998-0899**

Follow Us On



**One Call.
One Solution.**

ROSE[®]
PEST SOLUTIONS

Your preferred partner in
public health since 1860!

800-GOT-PESTS?  rosepestcontrol.com

You **Work Hard**
For Your Clients...

*So Should Your
Closing Gifts!*



American made since 1949

CONTACT US FOR OUR BACK-TO-SCHOOL SPECIALS!



CutAboveGifts@gmail.com

CutAboveGifts.com



YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

TOP 100 STANDINGS

Teams and Individuals from January 1, 2022 to July 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Margie	Brooks	7	\$7,311,000	12.5	\$10,781,500	19.5	\$18,092,500
52	Kati	Spaniak	14	\$8,819,000	11.5	\$9,009,927	25.5	\$17,828,927
53	Alan	Berlow	17	\$11,510,538	10	\$6,194,623	27	\$17,705,161
54	Marina	Carney	7.5	\$13,392,210	2.5	\$4,170,000	10	\$17,562,210
55	Pat	Kalamatas	31	\$15,598,316	5	\$1,706,000	36	\$17,304,316
56	Linda	Levin	12	\$8,864,750	6	\$8,439,000	18	\$17,303,750
57	Elizabeth	Jakaitis	6	\$8,383,500	4	\$8,800,000	10	\$17,183,500
58	Dinny	Dwyer	7	\$13,689,600	4	\$3,446,000	11	\$17,135,600
59	Katherine	Hudson	7.5	\$10,258,875	6	\$6,770,000	13.5	\$17,028,875
60	Lori	Rowe	16.5	\$10,442,700	11	\$6,413,250	27.5	\$16,855,950
61	Jamie	Hering	22	\$7,794,150	27	\$9,029,850	49	\$16,824,000
62	Vittoria	Logli	13	\$11,238,660	7.5	\$5,557,750	20.5	\$16,796,410
63	Janet	Borden	12.5	\$10,117,840	7	\$6,370,250	19.5	\$16,488,090
64	Katharine	Hackett	5.5	\$8,657,500	5	\$7,722,000	10.5	\$16,379,500
65	Bonnie	Tripton	7	\$9,618,824	3	\$6,520,000	10	\$16,138,824
66	Connie	Antoniou	12.5	\$11,344,175	7	\$4,314,305	19.5	\$15,658,480
67	Susan	Teper	11	\$6,182,500	14	\$9,403,400	25	\$15,585,900
68	Susan	Pickard	23	\$7,963,508	19.5	\$7,268,210	42.5	\$15,231,718
69	Winfield	Cohen	22.5	\$9,751,100	10	\$5,041,000	32.5	\$14,792,100
70	Carrie	McCormick	5	\$6,985,000	6	\$7,245,227	11	\$14,230,227
71	Jeannie	Kurtzhalts	6	\$8,409,000	6	\$5,770,000	12	\$14,179,000
72	Lindsey	Kaplan	11	\$5,077,300	15	\$9,049,300	26	\$14,126,600
73	Lisa	Trace	5	\$7,018,750	5.5	\$6,970,288	10.5	\$13,989,038
74	Audra	Casey	11	\$9,435,000	8	\$4,532,527	19	\$13,967,527
75	Roni	Nanini	10	\$7,485,500	5	\$6,312,500	15	\$13,798,000
76	Corey	Barker	24	\$9,682,800	11	\$3,800,890	35	\$13,483,690
77	Leslie	Maguire	5	\$10,503,000	3	\$2,905,000	8	\$13,408,000
78	Flor	Hasselbring	6	\$8,308,500	2	\$5,076,500	8	\$13,385,000
79	Jodi	Taub	5	\$3,395,000	14	\$9,977,900	19	\$13,372,900
80	Catherine	King	3	\$7,690,000	4	\$5,649,000	7	\$13,339,000
81	Julia	Alexander	10	\$3,582,900	33	\$9,750,620	43	\$13,333,520
82	Sue	Hall	16.5	\$8,497,500	10	\$4,700,900	26.5	\$13,198,400
83	David	Schwabe	13.5	\$5,385,400	16	\$7,633,500	29.5	\$13,018,900
84	Kimberly	Shortsle	3.5	\$3,680,000	9	\$9,145,275	12.5	\$12,825,275

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Jen	Ortman	11.5	\$4,970,600	15.5	\$7,768,500	27	\$12,739,100
86	Tamara	O'Connor	23	\$8,179,000	15	\$4,519,300	38	\$12,698,300
87	Maureen	O'Grady-Tuohy	13	\$11,122,600	3	\$1,556,000	16	\$12,678,600
88	Joseph	Giampa	4.5	\$7,716,587	3	\$4,946,928	7.5	\$12,663,515
89	Debra	Baker	11	\$5,947,100	14	\$6,687,000	25	\$12,634,100
90	Allison	Silver	6	\$5,375,500	9	\$7,233,500	15	\$12,609,000
91	Cory	Green	3	\$1,170,000	9	\$11,387,000	12	\$12,557,000
92	Beth	Alberts	7	\$8,705,000	2.5	\$3,734,500	9.5	\$12,439,500
93	Kelly	Mangel	5.5	\$12,417,500	0	\$0	5.5	\$12,417,500
94	Jody	Dickstein	7	\$12,336,500	0	\$0	7	\$12,336,500
95	Christopher	Paul	33	\$10,939,174	3	\$1,351,000	36	\$12,290,174
96	Tara	Kelleher	14.5	\$7,968,200	10.5	\$4,321,090	25	\$12,289,290
97	Randall	Brush	23	\$7,403,751	14.5	\$4,691,900	37.5	\$12,095,651
98	Jamie	Roth	7	\$9,877,000	3	\$2,112,000	10	\$11,989,000
99	Katherine	Koca	23	\$11,978,974	0	\$0	23	\$11,978,974
100	Deborah	Hepburn	9.5	\$6,135,200	7	\$5,737,000	16.5	\$11,872,200

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

**HELPING REALTORS...
HELP VETERANS**

VETERANS
useyourVAloans.com

Brent Kenyon
Vice President of Mortgage Lending
(773) 410-0696 Office: (847) 327-1716
NMLS # 789861

Mutual of Omaha
MORTGAGE

200 N. Fairway Drive Suite 212 Vernon Hills, IL 60061 NMLS # 789865

ALEX FILIN

SVP OF MORTGAGE LENDING



Competition is still fierce in this real estate market, and I know that time is money. Your buyers need every advantage when it comes to multiple bids, competing with cash offers, and winning the home of their dreams.

Guaranteed Rate's FastTrack can help your clients close within 10 days.

The average industry clear-to-close is 30-45 days with other lenders, but we're giving buyers the power they need to compete with cash by offering CTC **in as fast as 24 hours.**

Want to get on the FastTrack? Scan my QR code now and reach out!

C: (847) 732-8913 | O: (773) 897-3896
 aflin@rate.com | rate.com/aflin



1- Guaranteed Rate's 2021 Internal Production Data | 2- *The Guaranteed Rate FastTrack is available from 5/1/22 through 11:59 PM, 8/31/22 provides that eligible borrowers will receive a "Clear to Close Loan Commitment" ("CTC") within twenty-four business hours from Guaranteed Rate's receipt of all necessary borrower documentation. Guaranteed Rate, Inc. reserves the right to revoke this "CTC" at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation and the offer could change at any time without notice. CTC is subject to certain underwriting conditions, including clear title and no loss of appraisal waiver, amongst others. Read and understand your Loan Commitment before waiving any mortgage contingencies. Borrower documentation and Intent to Proceed must be signed within twenty-four business hours of receipt. Not eligible for all loan types or residence types. Down payment restrictions may apply. Eligible for primary and second homes. Property must be eligible for an Appraisal Waiver and borrower must opt in to AccountChek for automated income and asset verification. Self-employed borrowers and Co-borrowers are not eligible. Not all borrowers will be approved. Guaranteed Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties' level of participation at any stage of the loan process. Contact Guaranteed Rate for more information. | 3- #1 non-bank jumbo lender in the country with in house delegation for 10+ jumbo investors. Based on 2020 HMDA data as reported by Inside Nonconforming Markets.

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. NMLS ID: 1433047, LO#: CA - CA-DFP1433047, CO - 100521177, FL - LO81724, IL - 0310041816, IN - 32861, KY - MC749969, MI - 1433047, MN - MN-MLO-1433047, WI - 1433047. Guaranteed Rate Inc., NMLS #2671. For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply. CA - Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. CO - Regulated by the Division of Real Estate. (866)-934-7283 FL - Lic# MLD1102 IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB.0005932 IN - Lic #11060 & #10332 KY - Mortgage Company Lic #MC20335 MI - Lic #FR0018846 & SRO018847 MN - Not an offer for a rate lock agreement WI - Lic #27394BA & 2611BR



\$95M CLOSED IN 2021¹
 NEW HOME PURCHASES =
 67% OF OUR TRANSACTIONS



FAST CLEAR-TO-CLOSE
 CTC IN AS LITTLE AS 24 HOURS²



#1 JUMBO NON-BANK LENDER
 GUARANTEED RATE³

CONTACT ME!



guaranteedRate

PRESIDENT'S CLUB

THIS MONTH DUNSING INSPECTIONS CELEBRATES A FAVORITE CHARITY OF...

NICOLE FLORES of dreamtown



Danny Did
 FOUNDATION

Advancing Awareness of Epilepsy & Sudden Unexpected Death in Epilepsy (SUDEP)

www.Dannydid.com

800-278-6101



CALL 847.367.0782
 SCHEDULE 24/7 Online
 www.Dunsing.com

Commercial & Residential

Rental & Estate Clean-Outs

JUNK REMEDY SICK OF JUNK?
 WE'VE GOT THE REMEDY!

JUNKREMEDY.COM • 877-722-JUNK
 Free Estimates • Up-Front Pricing • Licensed, Bonded & Insured (5865)

SAVE \$25 WITH THIS AD

"Wow! What a crew!
 Professional, efficient, neat,
 organized... unbelievably awesome!
 You don't find guys like this any more!
 My family and I appreciate everything!"
 - Customer Review



MORTGAGE



**OUR EXPERIENCE
+ YOUR CLIENT'S PEACE OF MIND
= YOUR SUCCESS!**

*Begin your relationship with
us **TODAY!***



FORUM
Mortgage Bancorp

Equal Housing Lender | Illinois Residential Mortgage Licensee.

Baghir Hamidov

Cell: 847-322-6778

bhamidov@fmbchicago.com

NMLS# 225559

Katherine D Bukowski

Cell: 847-456-4416

kbukowski@fmbchicago.com

NMLS# 224103

2412 W North Ave Ste 2F, Chicago, IL 60647
P: 847-859-0020 F: 866-495-1032 NMLS# 1797943

