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SEAN RIGAU WITH CHICAGO TITLE

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PUBLISHER'S NOTE

Marriage is the most difficult relationship but by far the most rewarding relationship I've ever endured. The word endured is intentional. Countless people have bounced in and out of my life during my forty-three years on this planet. My wife, Emily, and I met on my twenty-first birthday (that's a separate story all by itself). I recently came to the realization that I have now lived longer with her in my life than without.

Last month, my parents graciously flew in from California for a week to watch our kids while Emily and I had the opportunity to go on vacation to Mexico. We had a relaxing time together knowing our kids were taken care of and we didn't have to manage the household and keep up with the day-to-day demands of raising four children. It was nice to unplug and stare at a beach.

Even while on vacation, I still found myself discontent at some moments. I would catch myself and think "What's wrong with me? Most people on earth do not have the chance to experience anything like this!" However, as imperfect as I am, it made me appreciate the fact that my wife has chosen to walk through her own life with me. Sharing life with other people is a gift. As business activity is at its peak in the spring, cherish the concept that people in your life have chosen to be in relationship with you just as much as you choose to continually connect with them!



Andy Burton
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JENNIFER

V
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▶ agent feature

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

THE BEST
OF BOTH
WORLDS

Even as a young woman, how to best care and provide for her future children was always a concern for REALTOR® Jennifer Vice. Later, after receiving her degree in elementary education and working as a full-time nanny, the nagging thought in the back of her head was “What are you going to do when you have your own children?”

The dilemma for Jen was having to choose between financially providing for them with a professional career, or being physically present with them as an active mom. Interestingly enough, the closer Jen got to motherhood, the closer she got to the solution she was looking for.

“The woman who took our engagement photos was also a real estate agent,” explains Jen. “After getting to know me, she said she thought I would be good at real estate. After a lot of prayer, I realized that it was all part of God’s plan to help me create the vision that I always wanted for my future family dynamic.”

Jen obtained her real estate license in 2016, exactly two weeks before her wedding day. Today, with three kids of her own and a thriving real estate business, she is grateful that real estate allows her to have the best of both worlds.

“You don’t have to sacrifice motherhood for a career,” she says. “This career allows me to do both: to provide and be present. It allows me to attend all of their events at school and extracurricular activities, as well as show my children what it means to be a working mom and provide for our family.”

Jen found that her background in education lent itself to success in real estate. She was able to connect with her clients easily and break down the buying and

selling process in a way that was simple and easy for them to understand. The personal attention and care that she has given to her clients these past seven years has garnered her many referrals and repeat clients. In fact, much of her focus right now is on her past clients, keeping in touch with them and cultivating those relationships, though she still really loves to work with first-time homebuyers.

“[The work of] Buying or selling a home is not a transaction to me, it is [the start of] a lifelong relationship,” she says. “I believe success is not about how much money you have in the bank, it’s about the difference you make in other people’s lives. I truly get to know each of my clients, and I treat them with the same kindness and respect I do my own family. At the end of the day, how I treat my clients and colleagues is what counts.”

Jen’s clients also get her strong work ethic, much of which she learned in her experience as a competitive ice skater growing up. She learned how to skate almost as soon as she could walk, and skated competitively for most of her youth. She credits the rigorous training schedule with teaching her discipline and hard work. She also always looked up to and was inspired by her father, who came to the United States from Greece as a young boy and worked hard his whole life to make something of himself.

“

I TRULY BELIEVE THE MOST VALUABLE THING YOU HAVE TO GIVE PEOPLE IS YOUR FULL, AUTHENTIC SELF.”



Jen with her family.

“My father taught me that you can be smart intellectually but that you also have to be ‘street smart.’ He is the reason behind my strength. He is the reason why I fight so hard for my clients. He taught me that it isn’t about what you get. It’s about what you give. I definitely get my work ethic from him,” she says.

Jen’s motivation is her family: Greg, her husband of six years; and their three kids, Jackson, Ryan, and Madelynn. She sees herself as the CEO of her family. “My focus and motivation are directly lined up with our way of life,” she says. “I want to experience vacations and send my kids to the best schools and activities, and all of that depends on how hard I work. If I don’t stay motivated and stay focused, we can’t live the life we always dreamed about living.”





Jen and her husband, Greg.

Although Jen is someone who can talk to anyone about anything and enjoys being very social, her favorite thing is to be at home, relaxing and spending time with her family. So when she's not working, she loves to walk through the neighborhood and play in the backyard with her kids, talk with her neighbors, and read books. Escaping into a good book is something she has loved to do ever since she was a little girl. But she also loves a nice binge session of her favorite TV shows, such as Ted Lasso and Yellowstone.



When it comes to giving back to the community, Jen gravitates toward organizations that offer postpartum care for mothers. She believes maternal mental health has some very large stigmas attached to it, and is not talked about or focused on enough.

Real estate is Jen's vehicle to fulfilling all of her passions, and she doesn't plan to stop anytime soon.

"I see myself doing real estate until I'm old and gray!" she declares. "I love what I do, and I love that you always keep learning with this job no matter how long you've been doing it. Plus, I truly believe the most valuable thing you have to give people is your full, authentic self."

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Sean RIGAU

with CHICAGO TITLE

The process of purchasing a dream home or parting ways with a property that has been a home for years does not have to be an overwhelming experience. Chicago Title aims to transform this process into a delightful one. Sean Rigau, an account executive at Chicago Title, specializes in providing closing and escrow services for commercial and residential real estate transactions. “We realize that

buying or selling a property can be a nerve-racking experience, but with our assistance, we guarantee a seamless and pleasurable experience,” he says.

Sean grew up in Scranton, Pennsylvania, where he learned the ins and outs of home renovation and construction, apprenticing a general contractor throughout high school and college. He later



“

“I truly believe that everyone should have the opportunity to buy a home and the inventory issues in Chicago have definitely hindered that.”

graduated from Saint Joseph's University in Philadelphia and worked as a sales executive with E&J Gallo Winery in Chicago. Although he enjoyed his role in wine sales, he missed the feeling of seeing a satisfied customer after completing a home renovation project. That's when he decided to join Chicago Title and the title industry. He wanted to use his sales experience and techniques to help customers with their real estate transactions.

What sets Chicago Title apart is its commitment to providing the highest quality service. "We believe that quantity of business should not sacrifice the quality of service," says Sean. "We strive to put the interests of our clients first and ensure that their experience with Chicago Title is a top priority."

Sean understands that REALTORS® want to make sure that their clients are in good hands, and he is dedicated to making sure that the interests of his partners and clients are at the forefront of every transaction. He knows that the real estate market is ever-changing and that every transaction is unique. He is committed to working with REALTORS® every step of the way to ensure a successful closing.

Sean loves that working at Chicago Title gives him the opportunity to help first-time homebuyers and investors achieve their dream of homeownership. As a first-generation Cuban American, Sean deeply understands that homeownership is a significant milestone for many immigrant families. It brings him joy to see the joy on his clients' faces when they realize that they are officially homeowners.

"At Chicago Title, we are always investing in technology to help our clients gain more listings and find more efficiencies in their business," states Sean. "We are the largest title company, and our resources are unmatched. We have the experience and expertise to handle any transaction, no matter how complex."

For Sean, success isn't solely based on revenue. It's also about meeting and exceeding the quality of the experience his clients and customers receive, and one aspect that he considers most is their level of comfort in approaching him with any concerns they may have.

When Sean is not working, he loves spending time with his friends and family. He says, "I may be biased but I come from the best family. I love our huge family dinners made by the best cook there—my mother!" A sports enthusiast, Sean enjoys playing soccer, practicing Brazilian jujitsu, and lifting.

He also enjoys traveling and was fortunate enough to attend the FIFA World Cup final in 2014 in Rio de Janeiro, Brazil; the World Fencing Championships in Cairo, Egypt, in 2022; and the 2023 Super Bowl in Phoenix, Arizona. During the summer, Sean's favorite thing to do in Chicago is to spend time by the lake with his girlfriend and friends and explore the city's new restaurants. Sean stays motivated on the days when he doesn't feel like it because of the great support system he has in his team and his manager, Peter Shimp.

When asked what he would change about the industry if he could, he shared that he would change the inventory level. "I truly believe that everyone should have the opportunity to buy a home and the inventory issues in Chicago have definitely hindered that."

Sean and the team at Chicago Title are committed to providing the highest quality of service, ensuring that their clients' interests are always a top priority, and that the real estate transaction experience is not just a smooth experience but a truly enjoyable one.

To learn more about the services Chicago Title provides its clients, you can email Sean directly at Sean.Rigau@ctt.com, or visit Chicago Title's website <https://ctt.com>, or call 224-935-2830.





▶▶ business article

By Jim Schiefelbein

New Law Creates **RELIABILITY & STABILITY** for Landlords & **EXPANDS HOUSING OPPORTUNITIES** to More Renters

Renting a new home is within reach for more Illinois individuals and families this year as a result of an amendment passed on April 7, 2022, by the Illinois General Assembly to the Illinois Human Rights Act. The amendment bans discrimination in housing based on Source of Income (SOI), which includes Social Security, veteran housing benefits, Housing Choice Vouchers, and other sources of non-wage income.

In an effort to educate landlords about this new law and its benefits, five local REALTOR® associations, North Shore-Barrington Association of REALTORS® (NSBAR), Mainstreet Organization of REALTORS®, REALTOR® Association of the Fox Valley, Inc., Heartland REALTOR® Organization, and NorthWest Illinois

Alliance of REALTORS® have launched www.KnowtheNewLaw.com.

“We wanted to provide an easily accessible clearinghouse of the most reliable information on this topic to help guide landlords and rental tenants, as well as homebuyers,” explains Jeff Lasky, NSBAR CEO. “Our efforts are geared toward eliminating confusion surrounding the changes in the law and helping to improve the overall process.”

Effective as of January 1, 2023, Source of Income (SOI) is now a protected class under the Illinois Human Rights Act.

“This is a win for housing providers, as it opens up a new market of potential tenants, and it is a step toward a more

just and equitable housing market for individuals and families in Illinois who are looking to rent a home,” says John Gormley, CEO of Mainstreet Organization of REALTORS®.

While some regions in the state, such as Cook County, already declared SOI a protected class, for the vast majority of Illinois this is a new requirement for landlords.

“Making Source of Income a protected class is an opportunity for the more than half of Illinois households that use non-wage income to assist with living expenses, and [the benefit] for landlords [is that] voucher holders are stable tenants who tend to remain in place for several years,” says Jim Haisler, CEO of Heartland REALTORS® Organization.

Like any market-rate tenant, SOI tenants are required to apply and qualify for the property. Voucher holders are required to pay the landlord, on average, 30 percent of their monthly income while the remainder comes directly from the Public Housing Authority (PHA). Additionally, should the voucher tenant lose their job, they can request for an adjustment from the PHA to help pay more, which could be up to 100 percent of their rent.

“Accepting Housing Choice Vouchers can bring stability and predictability to landlords because it means that a majority of a tenant’s monthly rent is guaranteed, even if they experience financial troubles,” explains Conor Brown, CEO of NorthWest Illinois Alliance of REALTORS®.

“The new law is also a pathway to homeownership. Eligible Housing Choice Voucher holders can use those vouchers to assist [them] in covering a portion of their monthly mortgage payments,” adds Lasky. “This particular assistance is available to eligible first-time homebuyers through their local PHA.”

“Illinois REALTORS® worked closely with legislators in Springfield to ensure this bill was beneficial to both renters and landlords, and we’re looking forward to seeing those benefits come to fruition with this new law,” states Chris Studebaker, CEO of the REALTOR® Association of the Fox Valley. “This law will make more housing options available to the people who are in the most need.”

“The Eligible Housing Choice Voucher program will help citizens across the State of Illinois achieve the American Dream of homeownership,” says REALTOR® Ethan W. Nagar. “Many of my past clients [who were] looking to utilize a housing voucher were turned down, which caused them stress and complicated their searches. I feel the new Eligible Housing Choice Voucher program with SOI as a protected class will remove this undue burden.”

“We have many success stories from both the owners’ and tenants’ perspectives regarding the Housing Choice Voucher program,” adds REALTOR® Paul Kempa of Realty One Group Excel in Aurora. “We work with five county and four local housing authorities, as well as the Illinois Rental Housing Support Program. The program has allowed tenants to remain within an area—to not have to move great distances to find good housing. In the past five years, we have had seven tenants improve their lives through higher education and better paying jobs, allowing them to better themselves and their families. Of these seven

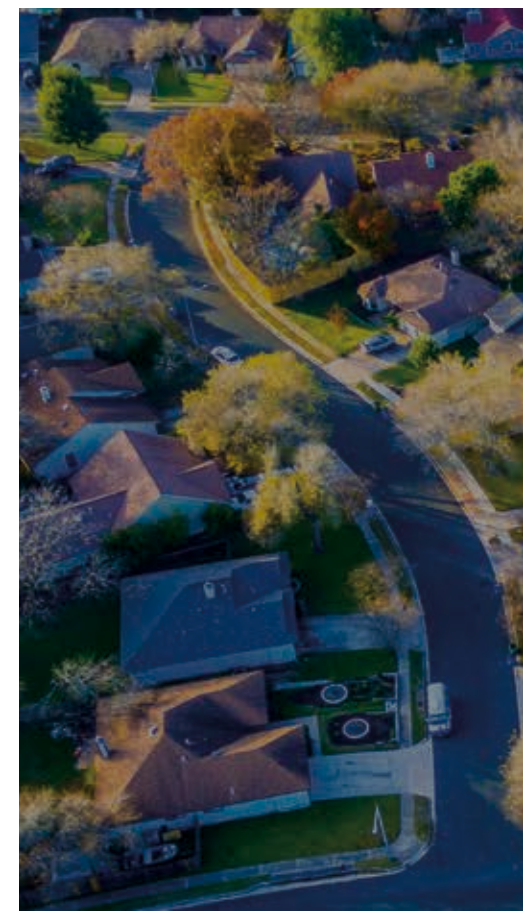
tenants, five have purchased a home. We also have tenants who were previously homeless. The voucher program has allowed their families to live under one roof.”

For more information about this amendment to the Illinois Human Rights Act and how it will impact landlords, visit www.KnowtheNewLaw.com.

“It’s vital that as REALTORS® we all become familiar with this new amendment,” notes Lasky, “So we can be of service in holding informed and supportive conversations with SOI clients and landlords alike.”

About the Author:

Jim Schiefelbein is the Director of Marketing & Communications for the North Shore-Barrington Association of Realtors (NSBAR). He is responsible for the development and implementation of NSBAR’s Omnichannel Marketing Strategy. This strategy aims to increase awareness of NSBAR’s value proposition and enhance member engagement.



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Mona
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TWO FOR ONE



cover story

By Chris Menezes
Photos by Elliot Powell

Two heads are better than one. And for top-producing agents Mona Hellinga and Flor Hasselbring, this adage has never been truer. Since officially partnering as Hellinga & Hasselbring in 2021, they have not only obtained more balance in their lives, both personally and professionally, but they have also been able to offer their clients a greater level of expertise, experience, and service.

Together, this dynamic duo brings a combined forty-six years of experience, complementary skill sets, and a vast network of industry professionals to the table—all of which go into their ability to create seamless and successful outcomes for their clients.

As a relentless problem-solver, it took me what feels like a lifetime to realize that when you can't change something, you can change how you view it."

- Flor

"Mona is one of the most effective negotiators I have ever met," Flor explains. "She understands that you are simply the client's conduit. I have never witnessed such high-powered client counseling that leads to strong collaborations with clients and better negotiation outcomes. She is a fantastic listener, and that promotes trust in the client/broker relationship, which has tangible results."

Mona's propensity for sales and negotiations extends past her twenty-eight years in real estate. She worked in medical sales, selling wound closure products to surgeons, before entering the industry. When she was told that she didn't qualify for a cost-of-living salary increase, even though she was 300 percent over the sales quota set by her company, she decided to venture into real estate. "I wanted to have an entrepreneurial stake in my career," she explains.



Flor Hasselbring.

Mona's drive and work ethic were cultivated by her parents. Her mother was a payroll accountant who never missed a chance to instill confidence in her daughter. Her father, who worked for Caterpillar his entire career, pushed Mona to

set high standards for herself. She followed his mantra: "Always set the bar higher."

She first put that effort into studying music education and flute performance at Northern Illinois University



Mona Hellinga.

and DePaul University, and later studied flute performance in London. After coming to the realization that there wasn't a sound market for classical flute performance in the United States, she turned to business studies and delved into outside sales.

Mona's real estate business had always been active with referrals and repeat clients, but the COVID-19 pandemic brought a new level of activity to the North Shore and her business. At about this same time, Flor joined her office, BHHS

My favorite part of our partnership is having two perspectives when analyzing one assignment."

- Mona

Chicago's Lake Forest office, and the stars began to align.

"I had known Flor for years as a top-level competitor," Mona explains. "Her cordiality and follow-up skills are second to none. Once the pandemic-induced travel restrictions were lifted, I asked her to watch over my business while I visited my son in Los Angeles for a weekend. It was the first weekend in years that I'd had a complete break from work. It just made sense to partner after that."

"Flor loves to tackle projects and ensures we leave no projects undone, which keeps us on course," Mona continues. "She also enjoys social media and takes a more active role in designing and maintaining our business sites."

Flor's ability to take on large tasks and remain focused comes from years



Mona's daughter, Jessica, and grandson.

Flor was a stay-at-home mom before she entered real estate. A friend in commercial real estate and development encouraged her to get into the industry. Because real estate investments were always a big part of her family's life while she was growing up, she felt it would be a natural fit.

Always a creative person, Flor earned her degree in print journalism and magazine production. When she entered real estate, she took an office job that she could work on the weekends while raising her children. She got her license online while sitting in her admin role and began developing her career from there.

Today, Flor and Mona are passionate about giving their clients the best they have to offer. "My favorite part of our partnership," Mona explains, "is having two perspectives when analyzing one assignment. We often debate pricing strategies for new listings and enjoy providing options to clients when negotiating their deals. And if we don't agree, we tell our clients. We feel that they always benefit from our experience. They get two seasoned brokers for the price of one."

When Mona and Flor are not working together to grow their business, they enjoy spending time with their families. Mona and her husband, Joe McCullough, travel to visit their adult children and grandchildren. They also enjoy fine dining, hiking, and supporting the Chicago theatre and sports scenes.

Flor and her husband, Tracy, also enjoy traveling to visit their older daughter and son who live in New York and Santa Barbara, respectively. Their youngest son is a junior in high school. Flor loves to read, swim, golf, and play tennis, and though her kids are older now, she still loves being a mother above everything else.

As Flor and Mona continue to move forward in their business and bring their clients the benefit of their combined expertise and true partnership, no doubt they will continue to prove that two heads are indeed better than one.



Flor and her husband, Tracy.

of mental training. She has developed a meditation practice that has not only allowed her to make important shifts in her decision-making, but has also brought a sense of peace, confidence, and clarity to her professional life.

"As a relentless problem-solver, it took me what feels like a lifetime to realize that when you can't change something, you can change how you view it," says Flor. "If there isn't a solution, it is okay to set the problem down, relax, and let solutions surface. This has given me increased trust in myself and has made my life much more enjoyable. Meditation is about rest, but it's also about developing sharper concentration and an understanding of your intentions and motivations."



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MIA KRAMER

NOT AN ACT

Building a real estate business during a pandemic isn't easy, as Mia Kramer can attest. It takes someone like Mia, however—someone with immense positivity, a never-give-up attitude, and passion for helping people—to accomplish what she has in the past few years.

Mia has always been an extrovert who could talk her way into and out of pretty much anything. She grew up in West Frankfort, a very small town in southern Illinois with a population of about ten thousand people. Her

high school graduating class was only sixty-three students.

With a love for acting, Mia attended Eastern Illinois University, where she met her husband, Cliff; earned her degree in theatre arts; and even participated in the Disney College Program for a semester. After graduation, she performed professionally for a few years and toured with a children's theatre company.

After touring, she moved to Orlando, Florida, where she worked both at

Walt Disney World and as a princess in an Arabian Nights dinner show. But after the September 11 attacks, she decided to move to the Naperville area to be with Cliff. Once there, she took some sales jobs. Always a people person by nature, Mia found sales, as she would teaching, a good fit.

Mia was working a corporate job when, in 2010, her position was eliminated and she was laid off. Both her kids were little at the time, and she and Cliff decided they wanted to give more time to family. So Mia chose to



Mia with Michelle Gassensmith.

“ ”

I HAVE FOUND SUCH A GOOD FIT WHERE I AM, HELPING PEOPLE AND MY COMMUNITY AT THE SAME TIME. MAKING NEW FRIENDS DURING THE PROCESS IS SUCH A BONUS TOO!

stay home with the kids until they were both in school. She then became a substitute teacher so she could have flexibility as well as the same hours as her kids, and that balance worked well for many years.

Mia always had an interest in homes, however, and she had quite a few friends that were real estate agents. So once her kids became more self-sufficient, she decided to get her real estate license and try it out. Although she obtained her license in 2018, she only worked part-time the first two years. In 2020, she decided to get more serious.

“I worked hard to get my name out there,” she says. “I joined a team and was able to help more people buy and sell properties than ever before.” That team was the Gassensmith Group with Compass, which Mia is still part of today.

“Michelle Gassensmith, who leads our team, has been instrumental in helping me ramp up my business, and she supports me both professionally and personally,” says Mia.

Mia remains passionate about helping as many people as she can and loves sharing in their experiences—whether they are buying their first home; or looking to downsize, flip, or rent; or move because a parent passed away. She loves real estate so much, in fact, that she wishes she would have started sooner and doesn’t ever see herself stopping.

“I think real estate will always be a part of my future,” she says. “I have found such a good fit where I am, helping people and my community at the same time. Making new friends during the process is such a bonus too!”

When Mia is not working, she loves spending time with Cliff, and their two kids, Alyson and Kendall. She enjoys going to the beach in Crystal Lake to either swim or listen to live bands during the summer. She also loves to read, sing, cook, do Pilates, play games with her family at home, and savor good food.

Mia is also an avid volunteer with CASA of McHenry County, a program that trains and appoints volunteers to





advocate in court on behalf of abused and neglected children. Each child has an advocate who works on their behalf from the beginning to the end of a case. Mia serves on several committees, helps with events, and has even gotten her real estate team involved with her efforts.

As Mia continues to build her business, she looks forward to many more years of meeting new people, developing new friendships, and doing all she can to make a difference where she is.



Mia with her family.

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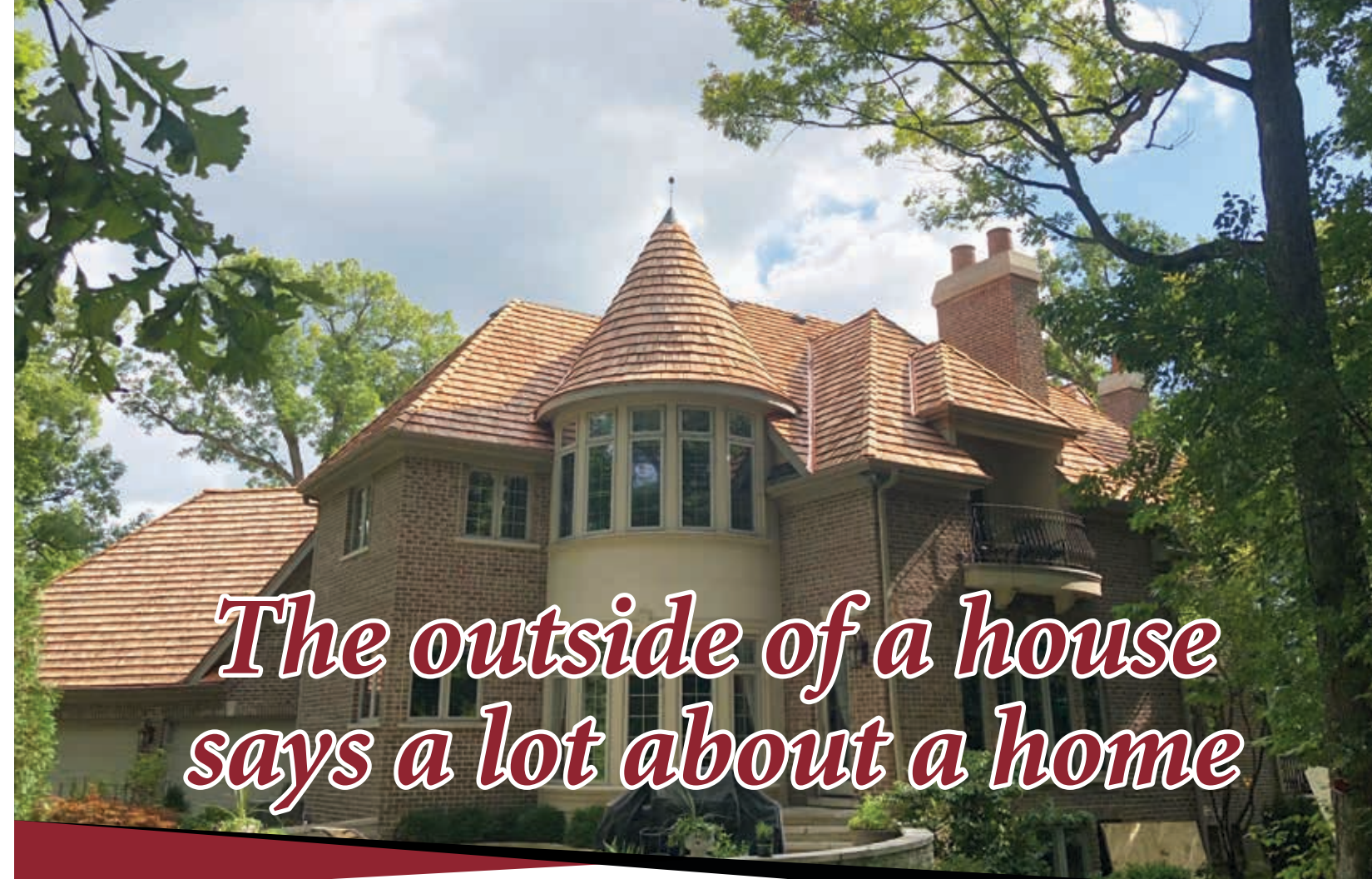
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The David Frank Law Group

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Estate Planning

TOP 200 STANDINGS

Teams and Individuals from January 1, 2023 to February 28, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jena	Radnay	4	\$10,650,000	2	\$2,310,000	6	\$12,960,000
2	Jane	Lee	13	\$7,573,000	6.5	\$4,235,480	19.5	\$11,808,480
3	Connie	Dornan	4.5	\$2,482,000	5.5	\$6,298,900	10	\$8,780,900
4	Catherine	Caravette	0	\$0	2	\$8,300,000	2	\$8,300,000
5	Anita	Olsen	21	\$8,278,880	0	\$0	21	\$8,278,880
6	Sarah	Leonard	12	\$4,157,895	13	\$3,591,690	25	\$7,749,585
7	Paige	Dooley	1	\$3,687,000	2.5	\$3,650,000	3.5	\$7,337,000
8	Mary	Grant	1.5	\$2,712,500	2	\$4,550,000	3.5	\$7,262,500
9	Elizabeth	Wieneke	2	\$7,087,500	0	\$0	2	\$7,087,500
10	Maria	DelBoccio	4	\$3,848,022	4	\$2,814,918	8	\$6,662,940
11	Kim	Alden	1.5	\$606,000	18	\$5,718,800	19.5	\$6,324,800
12	William	Squires	0	\$0	1	\$6,000,000	1	\$6,000,000
13	Karina	Kolb-Formento	0	\$0	1	\$5,750,000	1	\$5,750,000
14	Suzanne	Myers	2	\$3,774,000	1	\$1,700,000	3	\$5,474,000
15	Jeff	Ohm	3	\$2,566,729	3	\$2,566,729	6	\$5,133,458
16	Nancy	Adelman	1	\$4,495,000	1	\$624,500	2	\$5,119,500
17	Susan	Maman	2	\$5,099,000	0	\$0	2	\$5,099,000
18	Corey	Barker	7	\$3,006,000	4	\$2,020,000	11	\$5,026,000
19	Michael	Thomas	6	\$1,248,000	6	\$3,611,746	12	\$4,859,746
20	Dean	Tubekis	6.5	\$4,746,500	0.5	\$102,500	7	\$4,849,000
21	Nevin	Nelson	2	\$845,000	2	\$3,950,000	4	\$4,795,000
22	Janet	Borden	2.5	\$3,376,500	2	\$1,364,000	4.5	\$4,740,500
23	Katherine	Harris	1.5	\$4,725,000	0	\$0	1.5	\$4,725,000
24	April	Callahan	1.5	\$4,725,000	0	\$0	1.5	\$4,725,000
25	Bill	Flemming	7	\$4,052,575	1	\$610,741	8	\$4,663,316
26	Jacquelynn	Gordon	1	\$3,050,000	1	\$1,575,000	2	\$4,625,000
27	James	Ziltz	9	\$4,529,510	0	\$0	9	\$4,529,510
28	Dominick	Clarizio	1.5	\$3,662,500	1	\$860,000	2.5	\$4,522,500
29	Ann	Lyon	0	\$0	1	\$4,495,000	1	\$4,495,000
30	Ann	Challenger	0	\$0	2	\$4,440,000	2	\$4,440,000
31	Gina	Shad	2	\$1,674,000	1	\$2,700,000	3	\$4,374,000
32	Jacqueline	Lotzof	0.5	\$580,000	3	\$3,793,000	3.5	\$4,373,000
33	Cathy	Oberbroeckling	6	\$3,277,333	3	\$1,007,400	9	\$4,284,733
34	Samantha	Kalamaras	4	\$3,652,000	1	\$627,000	5	\$4,279,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Anne	Dubray	4	\$3,184,000	1	\$1,057,000	5	\$4,241,000
36	Katrina	De Los Reyes	1	\$197,500	4	\$3,995,000	5	\$4,192,500
37	Sally	Mabadi	1	\$3,200,000	1	\$960,000	2	\$4,160,000
38	Linda	Levin	4	\$3,482,500	1	\$610,000	5	\$4,092,500
39	Bonnie	Tripton	1	\$1,057,000	1	\$3,000,000	2	\$4,057,000
40	Holly	Connors	4	\$2,664,000	4	\$1,383,000	8	\$4,047,000
41	Kathleen	Menighan	1	\$3,950,000	0	\$0	1	\$3,950,000
42	Kati	Spaniak	2	\$745,000	3.5	\$3,174,900	5.5	\$3,919,900
43	Pam	Macpherson	1	\$2,100,000	1	\$1,650,000	2	\$3,750,000
44	Jim	Starwalt	7	\$1,551,000	9	\$2,149,250	16	\$3,700,250
45	Alan	Berlow	3.5	\$2,499,000	1	\$1,193,500	4.5	\$3,692,500
46	Julie	Hockenberg	0	\$0	1	\$3,687,000	1	\$3,687,000
47	Judie	Fiandaca	1.5	\$3,662,500	0	\$0	1.5	\$3,662,500
48	Hadley	Rue	1	\$1,800,000	1	\$1,800,000	2	\$3,600,000
49	Geoff	Brown	0.5	\$235,000	1	\$3,200,000	1.5	\$3,435,000
50	Laura	Cartwright	3	\$1,717,000	3	\$1,717,000	6	\$3,434,000

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Teams and Individuals from January 1, 2023 to February 28, 2023.

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51	Lori	Nieman	1	\$1,200,000	1	\$2,212,058	2	\$3,412,058
52	Alissa	McNicholas	1.5	\$1,464,750	2	\$1,864,000	3.5	\$3,328,750
53	Sheryl	Graff	2	\$3,085,000	1	\$233,000	3	\$3,318,000
54	Esther	Zamudio	4.5	\$1,280,900	7.5	\$2,021,101	12	\$3,302,001
55	Beth	Alberts	2	\$2,694,000	1	\$580,000	3	\$3,274,000
56	Nathan	Wynsma	2	\$2,192,787	1	\$1,052,611	3	\$3,245,398
57	Heather	Fowler	2.5	\$3,219,500	0	\$0	2.5	\$3,219,500
58	Andra	O'Neill	2	\$2,580,000	1	\$585,000	3	\$3,165,000
59	Ken	Snedegar	0	\$0	4	\$3,141,798	4	\$3,141,798
60	Cory	Green	0	\$0	5	\$3,137,700	5	\$3,137,700
61	Carly	Jones	1	\$375,000	2	\$2,750,000	3	\$3,125,000
62	Shannon	Bernard	0	\$0	1	\$3,050,000	1	\$3,050,000
63	Mark	Nesci	0	\$0	2	\$3,035,000	2	\$3,035,000
64	Mary	Hoffman	8	\$2,955,204	0	\$0	8	\$2,955,204
65	Michael	Herrick	1	\$465,000	3	\$2,489,900	4	\$2,954,900
66	Julie	Pawl	1	\$1,300,000	1	\$1,650,000	2	\$2,950,000
67	Frank	Denovi	7	\$2,937,000	0	\$0	7	\$2,937,000
68	Iris	Garmisa	2	\$1,617,500	1	\$1,300,000	3	\$2,917,500
69	Justina	Draper	1	\$324,000	2	\$2,576,445	3	\$2,900,445
70	Leslie	Maguire	2	\$2,855,000	0	\$0	2	\$2,855,000
71	Ted	Pickus	1.5	\$1,004,460	2	\$1,845,000	3.5	\$2,849,460
72	Cheryl	Bonk	4.5	\$2,847,050	0	\$0	4.5	\$2,847,050
73	Linda	Little	4.5	\$2,847,050	0	\$0	4.5	\$2,847,050
74	Tara	Kelleher	4	\$1,952,500	2	\$843,800	6	\$2,796,300
75	Liz	Watson	1.5	\$2,712,500	0	\$0	1.5	\$2,712,500
76	Shaunna	Burhop	3	\$1,453,000	2	\$1,259,000	5	\$2,712,000
77	Feliberto	Salgado	6	\$2,276,900	1	\$365,000	7	\$2,641,900
78	Polly	Richardson	1.5	\$1,051,250	1	\$1,575,000	2.5	\$2,626,250
79	Allison	Silver	1.5	\$1,339,000	1	\$1,250,000	2.5	\$2,589,000
80	Anna	Klarck	2	\$626,750	6	\$1,952,568	8	\$2,579,318
81	Margie	Brooks	1	\$1,822,000	1	\$735,000	2	\$2,557,000
82	Jackie	Mack	3.5	\$2,551,000	0	\$0	3.5	\$2,551,000
83	Kelly	Malina	5	\$1,999,700	2	\$537,000	7	\$2,536,700
84	Craig	Fallico	4	\$2,525,000	0	\$0	4	\$2,525,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Deborah	Fischer	3	\$2,492,000	0	\$0	3	\$2,492,000
86	Robbie	Morrison	3	\$1,239,000	3	\$1,224,900	6	\$2,463,900
87	Cheryl	Chambers	2	\$2,460,000	0	\$0	2	\$2,460,000
88	John	Morrison	2	\$1,506,250	2	\$920,000	4	\$2,426,250
89	John	Blue	1	\$2,411,000	0	\$0	1	\$2,411,000
90	Sylwester	Gondek	0	\$0	1	\$2,411,000	1	\$2,411,000
91	Linda	Kost	0	\$0	1	\$2,400,000	1	\$2,400,000
92	Beth	Wexler	1.5	\$708,750	2	\$1,686,960	3.5	\$2,395,710
93	Dorota	Lason	1	\$165,000	2	\$2,190,000	3	\$2,355,000
94	Leslie	McDonnell	2	\$728,900	2	\$1,612,500	4	\$2,341,400
95	Jodi	Cinq-Mars	2.5	\$632,000	5	\$1,665,000	7.5	\$2,297,000
96	Oleg	Komarntskyy	0	\$0	4	\$2,292,000	4	\$2,292,000
97	Mariusz	Bilotas	1	\$535,000	2	\$1,735,000	3	\$2,270,000
98	Shay	Hata	0.5	\$150,000	2.5	\$2,104,000	3	\$2,254,000
99	Sara	Cohen	1	\$2,250,000	0	\$0	1	\$2,250,000
100	Lori	Baker	1.5	\$1,464,750	1	\$775,000	2.5	\$2,239,750

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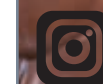
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TOP 200 STANDINGS

Teams and Individuals from January 1, 2023 to February 28, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Abhijit	Leekha	1	\$175,000	5	\$2,059,990	6	\$2,234,990
102	Amy	Derango	4	\$1,711,250	1	\$510,000	5	\$2,221,250
103	Connie	Antoniou	1	\$2,200,000	0	\$0	1	\$2,200,000
104	Matt	Steiger	2	\$1,585,000	1	\$615,000	3	\$2,200,000
105	Anne	Camarano	1	\$710,000	1	\$1,475,000	2	\$2,185,000
106	Randall	Brush	6.5	\$2,130,500	0	\$0	6.5	\$2,130,500
107	Carol	August	3	\$1,595,000	1	\$525,000	4	\$2,120,000
108	Sara	Sogol	4	\$1,551,499	1	\$559,000	5	\$2,110,499
109	Lisa	Wolf	3	\$1,588,000	2	\$490,000	5	\$2,078,000
110	Matan	Aharoni	1	\$2,050,000	0	\$0	1	\$2,050,000
111	Bridget	Cantafio	1	\$2,050,000	0	\$0	1	\$2,050,000
112	Matthew	Engle	0	\$0	1	\$2,050,000	1	\$2,050,000
113	Marsha	Schwartz	2	\$917,500	2	\$1,117,500	4	\$2,035,000
114	Elizabeth	Philip	0	\$0	1	\$2,000,000	1	\$2,000,000
115	Madolores	Tagle	1	\$2,000,000	0	\$0	1	\$2,000,000
116	Ryan	Hardy	0	\$0	1	\$2,000,000	1	\$2,000,000
117	Kim	Kelley	1	\$1,250,000	2	\$720,000	3	\$1,970,000
118	Sarah	Dwyer	0	\$0	2	\$1,950,000	2	\$1,950,000
119	Christopher	Davis	3	\$1,027,000	2	\$892,400	5	\$1,919,400
120	Grace	Flatt	2	\$1,898,000	0	\$0	2	\$1,898,000
121	Amy	Kite	2	\$538,500	3.5	\$1,357,500	5.5	\$1,896,000
122	Jamie	Hering	2	\$588,400	6	\$1,303,899	8	\$1,892,299
123	Fasahat	Khan	1	\$325,000	1	\$1,565,000	2	\$1,890,000
124	Jetta	Grano	2	\$1,878,500	0	\$0	2	\$1,878,500
125	Anne	Gummersall	1	\$1,875,000	0	\$0	1	\$1,875,000
126	Glenn	Pankau	0	\$0	1	\$1,875,000	1	\$1,875,000
127	Derick	Creasy	0	\$0	5	\$1,863,000	5	\$1,863,000
128	Meredith	Schreiber	0.5	\$599,500	1	\$1,260,000	1.5	\$1,859,500
129	Yevhen	Hurtovyi	1	\$216,500	6	\$1,632,500	7	\$1,849,000
130	Ralph	Milito	3	\$1,840,000	0	\$0	3	\$1,840,000
131	Nanette	Jenkins	0	\$0	1	\$1,835,000	1	\$1,835,000
132	Lance	Kirshner	1	\$1,375,000	0.5	\$457,500	1.5	\$1,832,500
133	Hady	Gendusa	1	\$955,000	1	\$875,000	2	\$1,830,000
134	Dinny	Dwyer	0	\$0	1	\$1,822,000	1	\$1,822,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Shannon	Bremner	4	\$1,311,500	1	\$500,000	5	\$1,811,500
136	Theodora	Jordan	0	\$0	1	\$1,805,000	1	\$1,805,000
137	Danny	McGovern	1	\$1,799,000	0	\$0	1	\$1,799,000
138	Marybeth	Dazzo	0	\$0	1	\$1,799,000	1	\$1,799,000
139	Sue	Hall	2.5	\$1,269,000	1	\$525,000	3.5	\$1,794,000
140	Julia	Alexander	3	\$836,000	3	\$950,900	6	\$1,786,900
141	Katherine	Koca	3	\$1,770,230	0	\$0	3	\$1,770,230
142	Mandy	Montford	4	\$1,325,900	1	\$432,450	5	\$1,758,350
143	Matthew	Lysien	5	\$1,059,900	3	\$685,000	8	\$1,744,900
144	Megan	Livatino	0.5	\$537,500	1	\$1,199,000	1.5	\$1,736,500
145	Glenn	Rickel	2	\$762,500	2	\$966,000	4	\$1,728,500
146	Marla	Schneider	2	\$851,000	1	\$875,000	3	\$1,726,000
147	Nancy	Gibson	1	\$1,025,000	1	\$700,000	2	\$1,725,000
148	Honore	Fru mentino	2	\$1,555,500	0.5	\$169,500	2.5	\$1,725,000
149	David	Schwabe	1.5	\$675,000	2.5	\$1,050,000	4	\$1,725,000
150	Susan	Pickard	1	\$465,000	3	\$1,251,915	4	\$1,716,915

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2023 to February 28, 2023.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Stefanie	Ridolfo	3	\$570,000	3	\$1,137,540	6	\$1,707,540
152	Sondra	Douglass	1	\$1,700,000	0	\$0	1	\$1,700,000
153	Lori	Mattice	9	\$1,692,200	0	\$0	9	\$1,692,200
154	Marlene	Rubenstein	0	\$0	3	\$1,691,000	3	\$1,691,000
155	Frank	Nash	1	\$465,000	1	\$1,225,000	2	\$1,690,000
156	Christina	Carmody	2	\$1,677,500	0	\$0	2	\$1,677,500
157	Megan	Mawicke Bradley	1	\$1,676,029	0	\$0	1	\$1,676,029
158	John	Mawicke	1	\$1,676,029	0	\$0	1	\$1,676,029
159	Azra	Kadric	1	\$499,000	1	\$1,175,000	2	\$1,674,000
160	Lawrence	Hines	4	\$870,000	3	\$785,000	7	\$1,655,000
161	Leslie	Dhamer	1	\$1,650,000	0	\$0	1	\$1,650,000
162	Missy	Jerfita	2.5	\$1,647,000	0	\$0	2.5	\$1,647,000
163	Brad	Andersen	0.5	\$190,000	1	\$1,450,000	1.5	\$1,640,000
164	Teresa	Stultz	2	\$518,000	3	\$1,116,000	5	\$1,634,000
165	Amy	Philpott	0	\$0	2	\$1,630,000	2	\$1,630,000
166	Nathan	Freeborn	1	\$707,000	2	\$919,000	3	\$1,626,000
167	Heidi	Seagren	2	\$1,625,000	0	\$0	2	\$1,625,000
168	Carin	Frucci	1	\$1,625,000	0	\$0	1	\$1,625,000
169	Mario	Greco	0	\$0	1	\$1,625,000	1	\$1,625,000
170	Joanna	Krzepkowska	1	\$257,000	3	\$1,363,000	4	\$1,620,000
171	Robert	Picciariello	5	\$1,614,500	0	\$0	5	\$1,614,500
172	Patti	Furman	6	\$1,612,104	0	\$0	6	\$1,612,104
173	Laura	Jones	1.5	\$1,069,000	1	\$530,000	2.5	\$1,599,000
174	Tetiana	Konenko	0.5	\$123,000	3	\$1,458,000	3.5	\$1,581,000
175	Matthew	Messel	2	\$637,000	3	\$941,000	5	\$1,578,000
176	Jane	Goldman	2	\$1,050,000	1	\$520,000	3	\$1,570,000
177	Cherie	Smith Zurek	4	\$1,316,000	1	\$250,000	5	\$1,566,000
178	David	Korkoian	2	\$1,564,000	0	\$0	2	\$1,564,000
179	Elizabeth	Latour	0	\$0	2	\$1,562,500	2	\$1,562,500
180	Kelly	Fru mentino	2	\$1,555,500	0	\$0	2	\$1,555,500
181	Lynn	Fairfield	2	\$580,000	3	\$967,500	5	\$1,547,500
182	Michael	Mitchell	2	\$652,000	1	\$895,000	3	\$1,547,000
183	Rafay	Qamar	2.5	\$984,900	1	\$560,000	3.5	\$1,544,900
184	Nicholas	Solano	3	\$1,533,623	0	\$0	3	\$1,533,623

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Jennifer	Carlino	0	\$0	1	\$1,530,000	1	\$1,530,000
186	Anne Marie	Murdoch	1	\$1,530,000	0	\$0	1	\$1,530,000
187	C Bryce	Fuller	4	\$1,528,000	0	\$0	4	\$1,528,000
188	Andee	Hausman	1.5	\$869,400	1	\$635,000	2.5	\$1,504,400
189	Pamela	Burke	1	\$570,000	2	\$916,850	3	\$1,486,850
190	Elise	Rinaldi	0	\$0	2	\$1,485,000	2	\$1,485,000
191	Judy	Greenberg	2	\$817,000	1.5	\$667,500	3.5	\$1,484,500
192	Sarah	Anderson	2	\$940,000	1	\$535,000	3	\$1,475,000
193	Todd	Klein	1	\$435,000	1	\$1,040,000	2	\$1,475,000
194	Anne	Jacobs	1	\$268,000	2	\$1,200,763	3	\$1,468,763
195	Olga	Kaminska	1	\$275,000	3	\$1,188,151	4	\$1,463,151
196	Diana	Matichyn	1	\$360,000	3	\$1,101,250	4	\$1,461,250
197	Shanley	Henry	0	\$0	1	\$1,460,000	1	\$1,460,000
198	David	Chung	1	\$672,500	1	\$785,000	2	\$1,457,500
199	Sarah	Toso	3	\$1,455,000	0	\$0	3	\$1,455,000
200	Joseph	Woodbury	1	\$330,000	2	\$1,125,000	3	\$1,455,000

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Baghir Hamidov

Cell: 847-322-6778

bhamidov@fmbchicago.com

NMLS# 225559

Katherine D Bukowski

Cell: 847-456-4416

kbukowski@fmbchicago.com

NMLS# 224103