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Rose Pest Solutions

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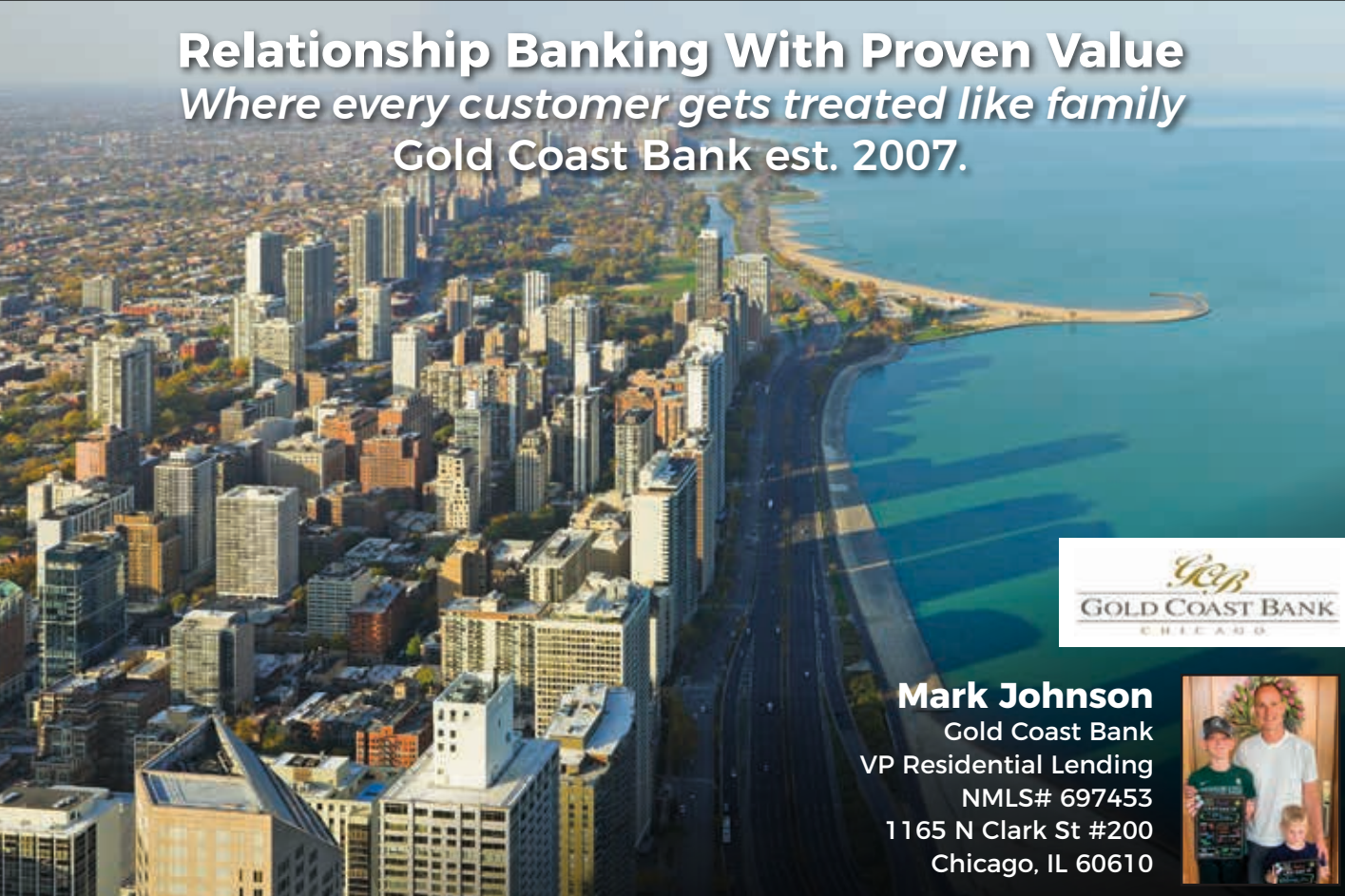
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PUBLISHER'S NOTE

This summer has already flown by. I realize that we only have a few weeks left, but there are so many things in my mind that I wanted to complete which haven't been accomplished yet. The emails I need to catch up on, spending quality one-on-one time with each of my kids, being intentional about dating my wife, hiring and training a new staff member, all swirl in my head simultaneously. I have the propensity to dwell on the things that didn't get checked off the list in my brain.

The truth is that there is no amount of time that will satisfy the infinite quantity and unwanted flow of ideas that "need" to be implemented. I have had to retrain my brain to be proud and give honor to the things we have done and to also remember the quote I once read, "rest is productive." It takes intentionality to believe and live out that statement. I hope these words are an encouragement to slow down and take time to rest even among the endless to-do list. I'm looking forward to reconnecting with everyone at our fall event in a couple of months!



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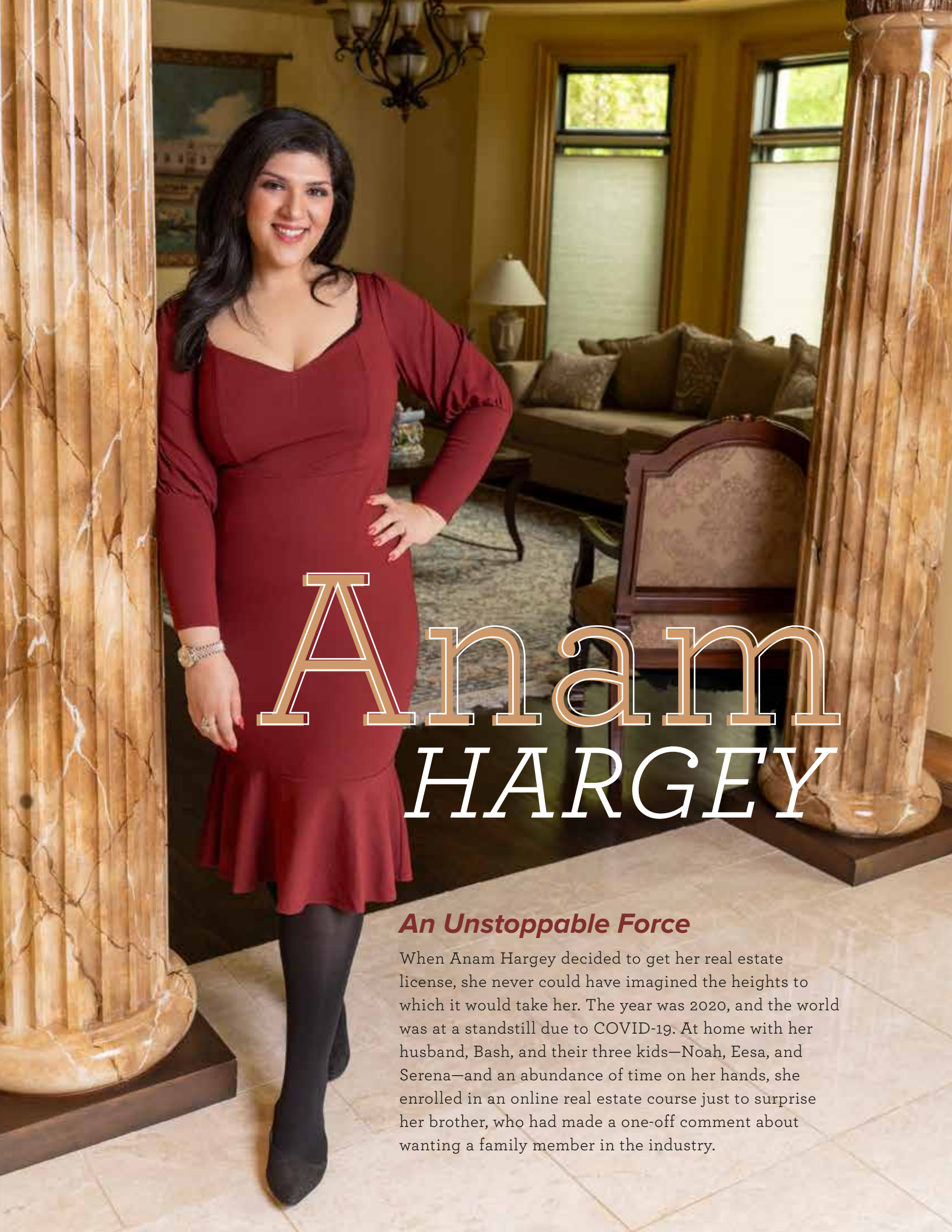


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Anam HARGEY

An Unstoppable Force

When Anam Hargey decided to get her real estate license, she never could have imagined the heights to which it would take her. The year was 2020, and the world was at a standstill due to COVID-19. At home with her husband, Bash, and their three kids—Noah, Eesa, and Serena—and an abundance of time on her hands, she enrolled in an online real estate course just to surprise her brother, who had made a one-off comment about wanting a family member in the industry.



➤ agent feature

By Chris Menezes
Photos by Elliot Powell

“My family has many rental properties and my brother was just getting into real estate development,” Anam explains. “He casually mentioned that he wished someone in the family was a REALTOR® who could handle all the rental properties. I thought, ‘Why not? I have time,’ and decided to surprise him.”

Anam’s propensity for learning, and her unstoppable drive, resilience, and strength makes her fearless in the face of such challenges. Within ten days of starting her online classes, she was driving out to Springfield to take her test.

Before embarking on her real estate journey, however, Anam had already built a successful career as a licensed clinical therapist/counselor. She had provided services in nursing homes, worked with troubled young adults, helped people tackle drug and alcohol addiction, and specialized in marriage and family counseling. Her work had

even taken her to Rwanda, where she offered her expertise to survivors of the genocide there.

Anam credits much of her inner strength to her parents, who came to the United States as refugees from Pakistan with nothing. Her father learned new skills, started his own company, and eventually built a highly successful business, earning enough to build his dream home. Anam’s father became her guiding light, inspiring her to dream big and always strive for success.

“Anytime I feel stressed or defeated in real estate, I sit with my dad and he shares priceless wisdom that always motivates me. Another [source of] inspiration is my younger brother. He took my dad’s ideas and elevated them even more, and has found great success,” she says.

Anam’s journey into real estate started as a part-time venture for her

family but rapidly grew into a passion. She loved learning about real estate, and the opportunity to help others in the process was too good to resist. This innate yen to assist others eventually led her to form her own team.

Anam faced her share of hurdles while getting to where she is today: Starting in a turbulent market, she initially landed with a company and team that didn’t share her vision. She faced the trials of being a new agent in an environment where some others were less than welcoming. But she remained undeterred, and the disappointments fueled her determination to build a different kind of team.

Anam created a nurturing, collaborative environment for her agents—one to drive them toward success. Her team currently boasts eight agents, and two more are set to join later in the year.



When she's not busy matching clients to their dream homes or mentoring the next generation of agents, you'll likely find her with her nose in a book. A veritable bibliophile, Anam reads around 100 books a year. Her love of stories extends to a fascination with pop culture and the drama of reality television shows. This avid fan of reality TV shows confesses to enjoying the thrill of keeping up with the latest celebrity gossip. "It's a guilty pleasure, but I love the escapism it offers. It's light, it's entertaining, and it's a lot of fun to discuss with friends," she admits with a chuckle.

But Anam doesn't just live for stories. Her love of travel has taken her to thirty-five different countries, and she has a goal of visiting forty before she turns forty, with her husband. Her kids have been to twenty already and she wants to continue to teach them about cultural acceptance and gratitude through travel. A fluent speaker of Urdu, Hindi, Punjabi, and Spanish, who can also read and write Arabic, Anam has always been fascinated by the power of language to connect people.



Anam at the colosseum in Rome, Italy.

She also has a heart for organizations and people who help refugees and the less fortunate. "I participated in an adopt-a-family program last year, and it was so humbling for myself and my children. I hope to do it every year. We also have a rule that we can't buy anything new without giving something similar away. I want to teach my children to always give back and be grateful for what they have," she says.

What started as an offhand suggestion from a family member has blossomed into a successful career, demonstrating Anam's adaptability, resilience, and ceaseless ambition, as well as her ceaseless efforts and desire to create and nurture communities, both within her family and beyond. It will be exciting to see all she will achieve and create.



Anam with her family.

“

Anytime I feel stressed or defeated in real estate, I sit with my dad and he shares priceless wisdom that always motivates me.”

"I do hope to grow my team and become a top-producing team one day, but I also hope to one day start my own property management company and still work selectively with the clients I love. And I hope to continue to mentor newer agents and help them find similar success," Anam says, looking to the future.

She is passionate about empowering first-time home buyers and new agents with knowledge. She enjoys building lasting relationships and working with the people she appreciates; the most rewarding part of her business has been the relationships she's developed with clients and other agents.

She sees success as health, happiness, and the joy of raising kind, well-rounded children. It's about maintaining close family ties, delighting in life without worrying about money, and being recognized in the community as a go-to resource.



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CORY GREEN

▶ cover story

By Chris Menezes
Photos by Elliot Powell



Cory Green hasn't slowed down a bit since the last time we caught up with him. Propelled by a lifetime of real estate experience—from managing and maintaining his family's investment properties and working in their boutique brokerage in southwest Michigan, to physically developing land and building custom homes as a carpenter and operator, to earning a degree in structural engineering and overseeing billions of dollars in the construction and development of high-rises throughout the globe—he broke into residential sales with a boom and hasn't stopped building.

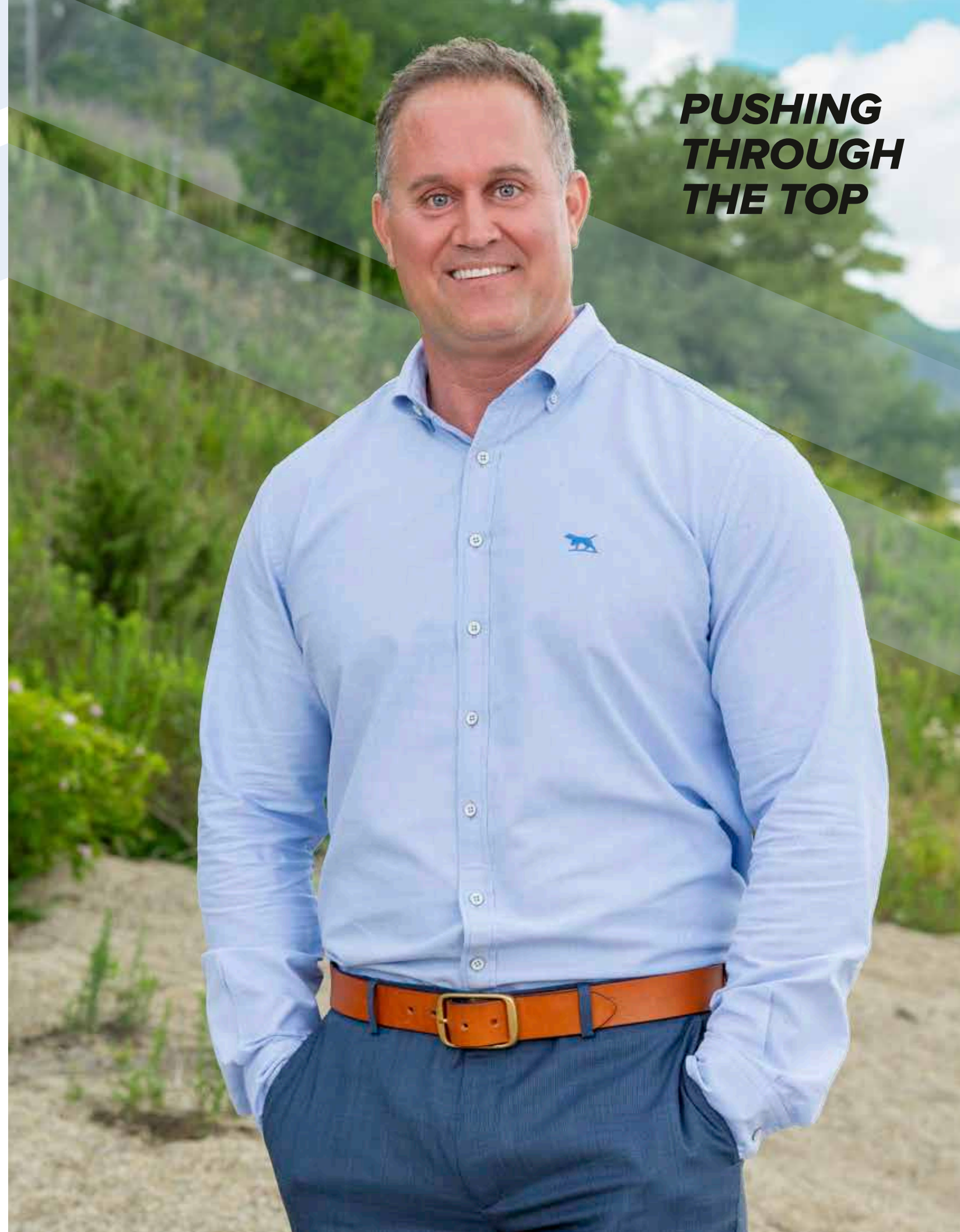
It's only been four years since he started in residential real estate sales, and his production has exploded. Last year, he produced over \$40 million and was named the #1 Individual Compass Agent in the state of Illinois for annual volume. How has he done it? Carefully.

"It's a delicate and complicated balance when you're dealing in higher volume and still trying to keep a focus on lead generation, deal management, showings for both buyers and sellers, marketing, etc. If I let my focus slip from any one of those things, it would be detrimental," he says.

The solution: systems. Cory has scaled his business, especially in the administrative department. Today, his team consists of a marketing manager, a listing manager, and a buyer's coordinator and designer who helps clients with visualizing and creating plans for renovations.

Although Cory is well acquainted with managing a business—having managed hundreds of people including architects, engineers, general contractors, and in-house staff over multiple commercial development projects

**PUSHING
THROUGH
THE TOP**





“

Success to me is always challenging yourself to do more and always rising to the occasion to meet that personal challenge...

”

across the nation—building his own business has been one of the greatest challenges of his life.

“It’s a whole different animal,” he says. “Some things are easier, but there are many things that are much more difficult, especially the fact that you are responsible for the ultimate success of your business. But that’s part of what drew me to make the change to residential sales.”

While Cory’s previous experience definitely prepared him to achieve the kind of success he enjoys today, it wasn’t easy. He went through all the same things that new agents do, and empathizes with others in the industry who are just starting to build their businesses.



“I don’t think most new agents grasp the amount of time and effort you have to put into this business to be successful, especially on the front end,” he says. “You have to get out there and talk to all of the top agents and establish those relationships, do as many open houses as you can—I got nearly 100 percent of my business my first year doing two to four open houses every single weekend, and call everyone you can. Try not to get frustrated,” he advises while noting, “this can be an extremely frustrating business at times. You can go months without a paycheck while still working your butt off. So just be prepared to put in an enormous amount of work on the front end, with results lagging behind six months to even a year. But if you keep at it and put in the work, it will all pay off.”

Creating balance has also been essential to Cory’s success. He tries to exercise six to seven days a week because it helps keep him focused and resets his mind to be able to manage his day-to-day. He also loves to travel with his wife, Jill, and twin girls, Stella and Olivia. He is mindful of how quickly time passes and prioritizes his family because of it. “I don’t like to miss a minute of time I can spend with them. Those memories and experiences are priceless,” he says.

One of his favorite things to do is take his girls out to their favorite restaurant, Lazy Dog in Vernon Hills, and then to a movie. They also love going to the beach and spending as much time outside as possible.

Looking into the future, Cory plans to continue scaling and building. As someone who is always in a growth mindset, he won’t ever stop trying to push through to the next level.

“Success to me is always challenging yourself to do more—whether it be in business, education, exercise, or family—and always rising to the occasion to meet that personal challenge,” he says. “I think the moment you stop challenging yourself is the moment you stop growing and life becomes boring. But ultimately, all this leads to just being happy with where you are in life and your family, which is all that matters.”



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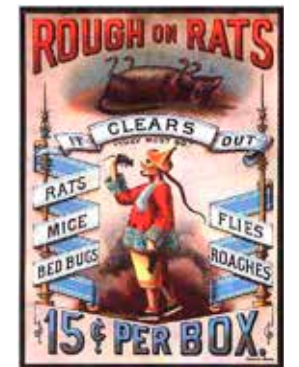


The Rose team in 1930.

In the mid-1800s, a chemist by the name of Solomon Rose concocted an early form of arsenic. During the Civil War, his expertise caught the attention of none other than President Abraham Lincoln, who, as commander in chief of the US Army, was seeking ways to protect his soldiers from rat bites and body lice. Solomon’s success eventually led to the expansion of Rose Pest Solutions across the nation by way of his son, Daniel Rose, in the early 1900s. Chicago was their steadfast headquarters. The torch was eventually passed to C. Norman Dold, then to Robert “the Chief” Dold, and today, the company is proudly led by Bob Dold II. Bob “Bobby” Dold III, who just



Solomon Rose, a chemist, who concocted an early form of arsenic in the mid-1800s.



A 1980s Rat Poison Trading Card.

graduated from high school, has joined the Rose Pest Solutions team for the summer.

Rose Pest Solutions’s approach extends beyond the mere elimination of pests: they focus on addressing the root cause, ensuring long-lasting, preventative solutions.

By pushing pest pressures back into nature, Rose Pest Solutions is able to restore balance and a healthier environment for all. Their intentional shift from traditional, product-reliant extermination to the conscientious Integrated Pest Management (IPM) reflects their ability to evolve and innovate—traits that lie at the core of their success.

Because the nature of their work is based on Mother Nature constantly shifting, staying nimble and adapting their methods and practices to her changes as they go is an art that Rose Pest Solutions has been practicing for over 160 years, transitioning from being called exterminators to pest control technicians to pest management professionals.

That’s because their methods and approach change to address the concerns people have about pest control and the environment. A good example of this is the current concern about the health of pollinators. “People think they cannot use pest products at all if they want to save the bees, but this is a myth,” notes Bob. “The way we apply materials these days is targeted and specific to the breeding zones and harborage areas of pests. It

“People think they cannot use pest products at all if they want to save the bees, but this is a myth...The way we apply materials these days is targeted and specific to the breeding zone and harborage areas of pests. It is all very scientific.”

- Bob Dold

is all very scientific. Having a mosquito prevention service does not mean you will not have butterflies in your garden anymore.” IPM is a far more scientific and targeted approach than the old-school method of spraying or fogging without proper identification of the specific pest. IPM solves a pest problem at the root.



C. Norman Dold and Daniel Rose with Bill and Helen Beutner.

One vital member of the team, Marketing Director Janelle Iaccino, known by many as “the Bug Lady,” is an integral part of the success story of Rose Pest Solutions. With a remarkable eighteen-year tenure working alongside the Dold family, she has become a force to be reckoned with in marketing. Her passion for insects, nature, and education is contagious as she effortlessly combines her knowledge with her enthusiasm for her work. You may have spotted her sharing her expertise on WGN radio or TV, captivating audiences with her wealth of insect information and love of all things creepy crawly.



Bob Dold, the pest control industry's ultimate “people person.”

She is also a familiar face at *Real Producers* events, food industry events, children’s museums, and Girl Scout functions, always eager to engage and educate. Her contributions have not gone unnoticed: she was honored with the prestigious Influential Women in Business Award by the *Daily Herald Business Ledger* in 2021, and was one of the 2023 recipients of the Impact Award given by the National Pest Management Association, solidifying her status as an industry leader.

Along with Janelle, Rose Pest Solutions has a robust and passionate team of professionals who exemplify excellence, are passionate about their work, and go above and beyond the call of duty, such as noticing and offering to change a burnt-out lightbulb during a routine inspection, to ensure the well-being of their customers. They’ve cared for client families for years, witnessing their children grow up and bringing treats for the befriended family dog at each quarterly visit.

This level of dedication, attention to detail, and genuine care sets the company’s team apart as true rockstars in their field.

Rose Pest Solutions also understands the unique needs of REALTORS®. Through the experience of Bob Dold I, a broker and investor, and Bob Dold II, also a commercial real estate investor, the team understands the urgency of last-minute pest inspections. They appreciate their REALTOR® partnerships, are happy to host educational seminars for REALTOR® teams, and are proud of the value and expertise they are able to provide their REALTOR® partners during a transaction.

The company invests in its people through education, and supports their personal and professional growth. They also invest in their industry. Like



A map of Rose Pest Solutions from coast to coast.



The Dold family.

many other industries, the pest management field is experiencing a shortage of talent as seasoned professionals retire. Recognizing this, Rose Pest Solutions is actively engaging with young students, showcasing the fascinating and essential nature of careers in public health and the environmental sciences. Through STEM career programs, school visits, and outreach initiatives, they are working to inspire the next generation to consider these vital professions.

The company envisions continued growth and expansion, too. To their current eleven locations and team of 160 employees, they plan to establish additional branches over the next five



A taxidermy rat currently in the Rose Pest Solutions Chicago office window.

years to better serve communities across the region. But to Rose Pest Solutions, success is not measured by numbers alone. True success, they say, lies in the collective efforts of their team, harmonizing their skills, streamlining procedures, and maintaining the personal touch, trust, and peace of mind that their customers have come to expect for 163 years.

“Creating long-lasting relationships with our employees, partners, and customers is what we aim to do,” says Janelle.

To let the experts at Rose Pest Solutions help make your life easier and to learn more about their services, visit their website, rosepestcontrol.com, or call 1-800-GOT-PESTS?

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▶ on the rise

By Chris Menezes
Photos by Elliot Powell

ETHAN KOGEN- NAGAR

**CONTINUING AND
SHAPING A LEGACY**



Ethan Kogen-Nagar is a force to be reckoned with. With five generations of industry impact, influence, and integrity running through his veins, his dedication to real estate and the betterment of his community runs deep. Ethan is not just a REALTOR®—he embodies the essence of hard work, resilience, and passion that has been passed down through his family line for generations.

On his mother’s side, Ethan’s path into real estate stretches back to Motele, Russia [also known as Motal and Motol, the town now lies within Belarus], where his great-great-grandfather, Shmuel Kogen, built prefabricated homes. His son and Ethan’s great-grandfather, Meyer Kogen, fleeing Jewish persecution and his conscription into the Red Army, initially moved to Buenos Aires, Argentina. He was granted entry into the US two years later, and eventually made his way to Chicago where he started his family. Meyer and his three sons, including Ethan’s grandfather, Howard Kogen, began developing apartment buildings and single-family homes in the 1950s and proceeded to build thousands of apartments and hundreds of homes in the Chicagoland area.

Ethan’s father, who moved to the US in the late 1970s, was one of the first of his siblings to be born in Israel after his family left Yemen due to Jewish persecution. After Ethan’s parents, Linda Kogen and Avner Nagar, met and married, they built many homes and commercial buildings in the Chicagoland area and North Shore community, together.

“I grew up all around the North Shore—my parents would build homes, move in, and then eventually sell them,” Ethan says. “Both sides of my family suffered persecution for being Jewish, but we found our American dream in the Chicagoland area. I look up to all my family; they are fantastic role models.”

Possessed with the entrepreneurial spirit even as a kid, in addition to working at his parents’ job sites, he ran lemonade stands, mowed lawns, and shoveled driveways. By age sixteen, he was involved with managing his family’s apartment complexes: the Americana Apartments in Highland Park, Parkside Estates and Shorewood Towers in Glendale Heights, and Lorraine Park and Parkview Apartments in Wheaton.

“I started out as the leasing manager, but soon got involved in general management,” Ethan explains. “Soon after, we started renovating our apartments, and I had a direct hand in the full-gut renovations of our units. This was the impetus for my getting involved in general contracting.”

Ethan spent much of his college years pursuing multiple paths: culinary arts, property management, and general contracting. During the year he lived abroad in Israel, he started his own food business out of the dorm he lived in.



Ethan working in the culinary arts at Kendall College.

“All the stores near where I lived closed by 10 pm; I saw a tremendous opportunity,” explains Ethan.

Upon returning to Chicago, Ethan completed a two-year French culinary degree with Kendall College while continuing his role in property management for his family. After that, he bounced between Chicago and Florida: he completed a Disney College Program internship at its Grand Floridian Resort and Spa. Then, while earning his bachelor’s degree in business management from National Louis University, Chicago, Ethan began working with his aunt, Julie Kogen, doing



6 TO ME, SUCCESS CAN BE MEASURED IN MANY WAYS. GIVING BACK TO THE COMMUNITY AND THOSE IN NEED IS IMPORTANT, AND TO ME, IT IS AN EXCELLENT MEASURE OF SUCCESS.”

Ethan has even employed his culinary skills to give back to the community: during the pandemic, he raised enough money to cook for thirty-five families using a local kitchen and delivered meals to families in need on the South and West Sides.

“To me, success can be measured in many ways. Giving back to the community and those in need is important, and to me, it is an excellent measure of success.”

When he is not working, in addition to traveling with his family, Ethan loves to play basketball, fish, ride his bike, and cook with the produce he grows in his garden.



Ethan with his mother, Linda, in South Africa.

From the prefabricated homes built in Motele, Russia, to the vibrant real estate markets of Chicagoland and Florida, Ethan Kogen-Nagar stands tall as a testament to his family’s perseverance and faith in the power of real estate for betterment. With five generations of industry experience running through his veins, Ethan’s story is part of a saga of resilience, dedication, and a community-oriented spirit. As he continues his trajectory, he will undoubtedly be an inspiration for the generations to come.

new construction and full-gut renovations in Boca Raton, Delray Beach, and West Palm Beach. He also became part of a dog treat start-up company called Wildernoms, which saw early success, selling products in all fifty states before disbanding for logistical reasons.

Upon graduating in 2019 with all this experience behind him, Ethan decided to get his real estate license in Illinois and Florida and continue his family’s legacy. With such big shoes to fill, he wasted no time working to make a positive impact.

A solo agent with Jameson Sotheby’s International Realty, Ethan is fully committed to helping his clients achieve the American dream of homeownership and building wealth. “I love helping people go from renting to starting their wealth-building journey as a homeowner. My very first client was an immigrant from Mexico, one of the hardest-working people I’ve ever met. He asked me to help him find a home for his family, and we were able to make it happen—it has already gone up in value as well. I think when I get to see my clients at the closing table beaming with happiness as I hand them the keys, that’s what makes me love my career so much.”

Ethan is a staunch advocate for homeowners and is actively involved with state and local real estate associations. He sits on the board of the North Shore-Barrington Association of REALTORS® (NSBAR) where he is the YPN vice chair, the inaugural events and promotions chair, the RPAC fundraising chair, and is slated to become their president-elect this September. On the state level, he is part of the 2023 State YPN and the Illinois REALTORS® Leadership Development Program.

Ethan utilizes these positions to give back to the community, which helps fuel his business too. This year, he spearheaded NSBAR’s first-ever blood drive and helped coordinate its first personal care item drive at the Fall Fest to benefit the Niles Township Respite Center.



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Saturdays	Chicago (Lincoln Park)	7am - 1pm	Apr - Nov
Saturdays	Chicago (Lakeview)	8am - 2pm	Apr 15 - Oct 28
Saturdays	Downers Grove	7am - 12:30pm	May - Sept
Saturdays	Huntley	8am - 1pm	May - Oct
Saturdays	Lisle	8am - 1pm	May 6 - Oct 14
Saturdays	Morton Grove	8am - 12pm	Jun - Oct
Saturdays	Naperville	7am - 12pm	Jun - Nov
Saturdays	Oak Lawn	8am - 12pm	May - Sep

Saturdays	Palatine	7am - 1pm	May - Oct
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Saturdays	Roselle	8am - 12pm	June - Sept
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Saturdays	Wilmette	8am - 1pm	Apr 15 - Oct 28
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Sundays	Geneva	9am - 2pm	Apr - Nov
Sundays	Glen Ellyn	9am - 1pm	May 7 - Oct 22
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TOP 200 STANDINGS

Teams and Individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	67.5	\$41,038,646	54	\$34,312,430	121.5	\$75,351,076
2	Jena	Radnay	9	\$23,975,400	9	\$22,014,900	18	\$45,990,300
3	John	Morrison	33	\$27,627,927	23	\$17,747,500	56	\$45,375,427
4	Anita	Olsen	111	\$45,034,265	0	\$0	111	\$45,034,265
5	Paige	Dooley	14.5	\$25,860,290	11	\$17,760,120	25.5	\$43,620,410
6	Connie	Dornan	24	\$21,721,652	20.5	\$16,006,800	44.5	\$37,728,452
7	Maria	DelBoccio	22	\$13,269,547	33.5	\$19,548,843	55.5	\$32,818,390
8	Sarah	Leonard	52	\$17,652,243	46	\$13,501,290	98	\$31,153,533
9	Pam	MacPherson	12	\$12,183,950	16.5	\$16,336,950	28.5	\$28,520,900
10	Leslie	McDonnell	28	\$13,925,300	21.5	\$13,096,016	49.5	\$27,021,316
11	Craig	Fallico	30	\$16,459,500	17	\$8,800,500	47	\$25,260,000
12	Holly	Connors	24	\$12,678,800	24.5	\$12,235,700	48.5	\$24,914,500
13	Kim	Alden	8	\$4,387,250	58	\$19,112,416	66	\$23,499,666
14	Anne	Dubray	15	\$11,793,500	12	\$11,589,440	27	\$23,382,940
15	Dean	Tubekis	25	\$17,585,050	12.5	\$5,448,550	37.5	\$23,033,600
16	Andra	O'Neill	11.5	\$13,004,900	7	\$9,290,000	18.5	\$22,294,900
17	Joanne	Hudson	10	\$18,483,499	4	\$3,644,000	14	\$22,127,499
18	Janet	Borden	11	\$10,779,000	14	\$10,569,000	25	\$21,348,000
19	Jeff	Ohm	12	\$12,925,751	9	\$8,264,840	21	\$21,190,591
20	Jim	Starwalt	31	\$8,364,900	38	\$10,473,857	69	\$18,838,757
21	Susan	Maman	5	\$7,250,500	7	\$10,787,000	12	\$18,037,500
22	Robbie	Morrison	14.5	\$11,409,550	8	\$6,312,900	22.5	\$17,722,450
23	Bonnie	Tripton	4	\$6,109,000	6	\$11,281,500	10	\$17,390,500
24	Michael	Thomas	12	\$6,030,000	17	\$11,085,746	29	\$17,115,746
25	Dinny	Dwyer	5	\$11,112,250	2	\$5,422,000	7	\$16,534,250
26	Nancy	Adelman	5	\$9,880,000	5	\$6,610,500	10	\$16,490,500
27	Kati	Spaniak	11.5	\$8,553,500	8.5	\$7,809,400	20	\$16,362,900
28	Elizabeth	Wieneke	7	\$11,575,000	3	\$4,335,000	10	\$15,910,000
29	Alan	Berlow	16	\$9,667,400	10.5	\$6,005,900	26.5	\$15,673,300
30	Shaun	Raugstad	9	\$10,316,000	6	\$5,295,500	15	\$15,611,500
31	Mary	Grant	4	\$6,878,500	5	\$8,629,000	9	\$15,507,500
32	Lisa	Wolf	28.5	\$12,518,800	8	\$2,742,400	36.5	\$15,261,200
33	Samantha	Kalamaras	13	\$10,331,000	5	\$4,902,740	18	\$15,233,740
34	Jacqueline	Lotzof	4.5	\$3,371,950	12.5	\$11,737,250	17	\$15,109,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Nicholas	Solano	26	\$15,047,706	0	\$0	26	\$15,047,706
36	Meredith	Schreiber	8	\$6,790,000	12	\$8,236,900	20	\$15,026,900
37	Jackie	Mack	14.5	\$8,388,650	9.5	\$6,358,125	24	\$14,746,775
38	Cory	Green	2	\$1,200,000	11	\$12,618,653	13	\$13,818,653
39	Jamie	Hering	18.5	\$6,557,050	20.5	\$7,232,393	39	\$13,789,443
40	Geoff	Brown	5.5	\$4,993,125	6.5	\$8,434,000	12	\$13,427,125
41	Vaseekaran	Janarthanam	9	\$3,576,900	22	\$9,412,625	31	\$12,989,525
42	Sally	Mabadi	8	\$11,867,687	1	\$960,000	9	\$12,827,687
43	Kelly	Malina	25	\$11,097,845	5	\$1,529,600	30	\$12,627,445
44	Ann	Lyon	6	\$8,086,784	1	\$4,495,000	7	\$12,581,784
45	Megan	Mawicke Bradley	4.5	\$7,327,279	2	\$5,211,000	6.5	\$12,538,279
46	Mary	Hoffman	33	\$12,414,838	0	\$0	33	\$12,414,838
47	Corey	Barker	19	\$7,923,990	8	\$4,440,000	27	\$12,363,990
48	Cheryl	Bonk	21.5	\$12,150,826	0	\$0	21.5	\$12,150,826
49	Linda	Little	21.5	\$12,150,826	0	\$0	21.5	\$12,150,826
50	James	Ziltz	24	\$12,071,960	0	\$0	24	\$12,071,960

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.



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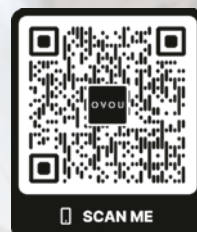
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TOP 200 STANDINGS

Teams and Individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Beth	Wexler	7.5	\$5,483,500	8.5	\$6,481,960	16	\$11,965,460
52	Alyson	Tesar	2	\$2,532,500	5	\$9,325,500	7	\$11,858,000
53	Connie	Antoniou	9	\$9,115,574	3	\$2,505,574	12	\$11,621,148
54	Cathy	Oberbroeckling	19	\$9,200,623	6	\$2,287,895	25	\$11,488,518
55	Jodi	Cinq-Mars	13	\$4,270,450	22	\$7,168,401	35	\$11,438,851
56	Matthew	Messel	10.5	\$4,524,998	16.5	\$6,865,400	27	\$11,390,398
57	Marlene	Rubenstein	3	\$3,668,420	7	\$7,687,000	10	\$11,355,420
58	Amy	Derango	11	\$5,069,200	12	\$6,282,202	23	\$11,351,402
59	Tyler	Lewke	12	\$4,693,400	14.5	\$6,577,275	26.5	\$11,270,675
60	Andee	Hausman	11.5	\$5,627,400	9.5	\$5,482,000	21	\$11,109,400
61	Nancy	Gibson	10	\$6,595,000	4	\$4,490,000	14	\$11,085,000
62	Caroline	Starr	9	\$6,374,450	10.5	\$4,522,719	19.5	\$10,897,169
63	Winfield	Cohen	10	\$3,182,500	8	\$7,542,250	18	\$10,724,750
64	Lori	Baker	4	\$3,921,750	5	\$6,721,875	9	\$10,643,625
65	Katharine	Hackett	1	\$1,261,000	9	\$9,373,000	10	\$10,634,000
66	Jeannie	Kurtzhalts	6	\$7,244,000	3	\$3,367,500	9	\$10,611,500
67	Judy	Greenberg	9	\$5,543,786	9	\$5,065,500	18	\$10,609,286
68	Ted	Pickus	7	\$4,701,710	8	\$5,722,500	15	\$10,424,210
69	Susan	Teper	7.5	\$6,101,000	7	\$4,268,140	14.5	\$10,369,140
70	Kate	Fanselow	4.5	\$3,725,000	7.5	\$6,318,000	12	\$10,043,000
71	Lori	Rowe	14	\$6,936,725	5.5	\$2,951,000	19.5	\$9,887,725
72	Diana	Matichyn	15.5	\$6,411,400	9.5	\$3,476,250	25	\$9,887,650
73	Laura	Cartwright	12	\$6,144,500	7	\$3,685,000	19	\$9,829,500
74	Stephanie	Andre	9.5	\$5,457,100	10	\$4,266,500	19.5	\$9,723,600
75	Marina	Carney	3	\$2,356,750	7	\$7,274,000	10	\$9,630,750
76	Laura	Fitzpatrick	5	\$3,388,900	5	\$6,221,250	10	\$9,610,150
77	Amy	Foote	11	\$3,948,957	18.5	\$5,584,500	29.5	\$9,533,457
78	Suzanne	Myers	5	\$6,787,500	3	\$2,693,000	8	\$9,480,500
79	Maureen	O'Grady-Tuohy	8	\$7,747,750	2	\$1,656,000	10	\$9,403,750
80	Katrina	De Los Reyes	4	\$1,825,375	10	\$7,550,000	14	\$9,375,375
81	Tamara	O'Connor	12	\$5,041,500	9	\$4,261,890	21	\$9,303,390
82	Brandy	Isaac	7	\$4,827,000	5	\$4,445,000	12	\$9,272,000
83	Beth	Alberts	3.5	\$4,061,500	8	\$5,203,500	11.5	\$9,265,000
84	Susan	Pickard	14	\$4,994,500	10	\$4,190,915	24	\$9,185,415

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Abhijit	Leekha	2	\$515,000	21	\$8,622,689	23	\$9,137,689
86	Kathryn	Mangel	1	\$2,783,500	4	\$6,299,000	5	\$9,082,500
87	Michael	Herrick	9	\$3,865,500	8	\$5,164,800	17	\$9,030,300
88	Karina	Kolb-Formento	4	\$2,518,000	2	\$6,510,000	6	\$9,028,000
89	Nathan	Freeborn	4	\$2,511,000	8	\$6,508,000	12	\$9,019,000
90	Katherine	Hudson	5	\$6,450,000	2	\$2,551,000	7	\$9,001,000
91	Carrie	McCormick	6	\$6,787,000	2	\$2,175,000	8	\$8,962,000
92	Sarah	Toso	16	\$8,824,640	0	\$0	16	\$8,824,640
93	Esther	Zamudio	12.5	\$3,438,000	21	\$5,321,001	33.5	\$8,759,001
94	Sheryl	Graff	5.5	\$6,865,000	2	\$1,883,000	7.5	\$8,748,000
95	Lisa	Trace	4	\$3,485,500	6	\$5,239,000	10	\$8,724,500
96	Gloria	Matlin	4.5	\$5,076,250	3	\$3,633,000	7.5	\$8,709,250
97	Harris	Ali	2	\$1,379,000	16	\$7,249,300	18	\$8,628,300
98	David	Chung	2.5	\$2,464,511	5	\$6,160,000	7.5	\$8,624,511
99	Katherine	Harris	2.5	\$7,725,000	1	\$875,000	3.5	\$8,600,000
100	Lindsey	Kaplan	5.5	\$2,508,954	9.5	\$6,044,000	15	\$8,552,954

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TOP 200 STANDINGS

Teams and Individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Matt	Steiger	6	\$5,372,900	5	\$3,162,000	11	\$8,534,900
102	Nevin	Nelson	7	\$2,957,500	6	\$5,546,001	13	\$8,503,501
103	Alissa	McNicholas	4	\$3,921,750	4	\$4,535,775	8	\$8,457,525
104	Catherine	Caravette	0	\$0	2	\$8,300,000	2	\$8,300,000
105	Dominick	Clarizio	5	\$5,765,750	2	\$2,469,800	7	\$8,235,550
106	Jodi	Taub	3	\$2,872,000	7	\$5,359,000	10	\$8,231,000
107	Anne	Gummersall	2	\$3,775,000	2	\$4,400,000	4	\$8,175,000
108	Elizabeth	Bryant	7	\$4,644,400	3	\$3,510,000	10	\$8,154,400
109	Danny	McGovern	4.5	\$4,376,000	6	\$3,643,000	10.5	\$8,019,000
110	William	Squires	1	\$697,500	2	\$7,300,000	3	\$7,997,500
111	Amy	Kite	10	\$3,924,026	10.5	\$4,058,735	20.5	\$7,982,760
112	Leigh	Marcus	6	\$2,441,000	7.5	\$5,540,500	13.5	\$7,981,500
113	Mary	Summerville	7	\$4,334,750	8	\$3,601,750	15	\$7,936,500
114	Robert	Wisdom	19	\$5,507,556	8	\$2,411,490	27	\$7,919,046
115	Amy	Diamond	6	\$2,863,500	10.5	\$5,030,000	16.5	\$7,893,500
116	Sherry	Molitor	1	\$3,312,500	1	\$4,560,000	2	\$7,872,500
117	Margie	Brooks	3.5	\$5,586,355	3.5	\$2,260,000	7	\$7,846,355
118	Elise	Rinaldi	2	\$4,486,000	4	\$3,355,000	6	\$7,841,000
119	Missy	Jerfita	5.5	\$4,097,000	4	\$3,705,000	9.5	\$7,802,000
120	April	Callahan	2.5	\$7,725,000	0	\$0	2.5	\$7,725,000
121	Ralph	Milito	7	\$3,564,900	8	\$4,092,500	15	\$7,657,400
122	Bill	Flemming	12	\$7,032,112	1	\$610,741	13	\$7,642,853
123	Patti	Furman	21	\$7,537,474	0	\$0	21	\$7,537,474
124	Allison	Silver	7	\$6,432,500	1	\$1,058,000	8	\$7,490,500
125	Benjamin	Hickman	6	\$1,980,500	13	\$5,483,840	19	\$7,464,340
126	Jesus	Perez	9	\$1,994,900	23	\$5,469,040	32	\$7,463,940
127	Mark	Kloss	9	\$4,374,000	5	\$3,061,500	14	\$7,435,500
128	Joseph	Giampa	3	\$5,465,000	1	\$1,900,000	4	\$7,365,000
129	Julia	Alexander	13	\$4,455,300	11	\$2,881,300	24	\$7,336,600
130	Elizabeth	Goodchild	5	\$1,432,000	17	\$5,898,800	22	\$7,330,800
131	John	Mawicke	4.5	\$7,327,279	0	\$0	4.5	\$7,327,279
132	Houda	Chedid	3	\$5,398,750	1	\$1,925,000	4	\$7,323,750
133	Aaron	Share	1	\$1,410,000	7	\$5,878,000	8	\$7,288,000
134	Gina	Shad	5	\$4,106,000	2	\$3,150,000	7	\$7,256,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Thomas	Zander	12	\$5,586,900	6	\$1,666,400	18	\$7,253,300
136	Emily	Smart Lemire	1.5	\$2,441,000	5	\$4,781,000	6.5	\$7,222,000
137	Christopher	Davis	8	\$2,576,120	12	\$4,633,700	20	\$7,209,820
138	Karen	Arenson	3.5	\$5,144,500	1	\$2,002,000	4.5	\$7,146,500
139	Shannon	Bernard	0.5	\$675,000	2.5	\$6,410,000	3	\$7,085,000
140	Leslie	Maguire	3	\$4,680,000	2	\$2,337,200	5	\$7,017,200
141	David	Schwabe	9.5	\$4,497,450	8	\$2,496,510	17.5	\$6,993,960
142	Scott	Shapiro	15	\$6,922,000	0	\$0	15	\$6,922,000
143	Jen	Ortman	9	\$4,004,250	6	\$2,905,499	15	\$6,909,749
144	Jean	Anderson	1.5	\$1,937,500	6	\$4,952,750	7.5	\$6,890,250
145	Izabela	Dianovsky	3	\$6,884,000	0	\$0	3	\$6,884,000
146	Julie	Pawl	6	\$4,054,000	3	\$2,785,000	9	\$6,839,000
147	Darragh	Landry	2	\$1,829,000	4	\$4,965,500	6	\$6,794,500
148	Marybeth	Dazzo	4	\$2,237,250	6	\$4,529,000	10	\$6,766,250
149	Shay	Hata	0.5	\$150,000	9.5	\$6,588,400	10	\$6,738,400
150	Flor	Hasselbring	3	\$4,765,500	1.5	\$1,957,500	4.5	\$6,723,000

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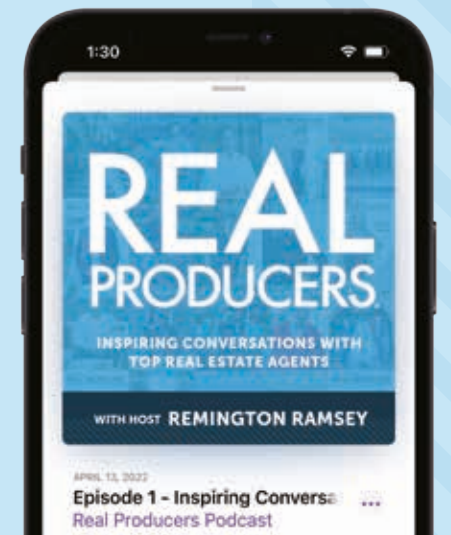
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TOP 200 STANDINGS

Teams and Individuals from January 1, 2023 to June 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Mona	Hellinga	3	\$4,765,500	1.5	\$1,957,500	4.5	\$6,723,000
152	Frank	Denovi	21	\$6,718,104	0	\$0	21	\$6,718,104
153	Stacy	Johnson	12	\$4,412,500	5	\$2,272,392	17	\$6,684,892
154	Tara	Kelleher	8	\$4,846,500	4	\$1,781,550	12	\$6,628,050
155	Nicholas	Blackshaw	1	\$660,948	10	\$5,925,500	11	\$6,586,448
156	Debbie	Glickman	2.5	\$1,660,000	6	\$4,873,500	8.5	\$6,533,500
157	Randall	Brush	15.5	\$5,425,849	2	\$1,029,000	17.5	\$6,454,849
158	Allyson	Campbell	5	\$2,673,000	7	\$3,762,500	12	\$6,435,500
159	Eugene	Abbott	5	\$2,297,500	5	\$4,132,100	10	\$6,429,600
160	Michael	Mitchell	4	\$3,602,000	3	\$2,820,000	7	\$6,422,000
161	Jenifer	McCartney	4	\$4,060,350	4	\$2,351,000	8	\$6,411,350
162	Kiki	Clark	5	\$3,100,500	3	\$3,310,000	8	\$6,410,500
163	Linda	Levin	4	\$3,482,500	3	\$2,879,000	7	\$6,361,500
164	Kelly	Janowiak	9.5	\$4,165,786	4	\$2,166,000	13.5	\$6,331,786
165	Ashley	Arzer	5.5	\$2,105,050	12	\$4,223,500	17.5	\$6,328,550
166	Honore	Fru mentino	7.5	\$4,824,618	3.5	\$1,494,500	11	\$6,319,118
167	Lori	Nieman	3	\$4,070,000	1	\$2,212,058	4	\$6,282,058
168	Sandra	Amidei	12	\$4,386,300	6	\$1,881,000	18	\$6,267,300
169	Janice	Hazlett	2.5	\$1,161,500	5	\$5,093,999	7.5	\$6,255,499
170	Anthony	Mehrabian	4	\$1,616,900	3	\$4,636,000	7	\$6,252,900
171	Basel	Tarabein	5	\$1,771,866	7.5	\$4,472,000	12.5	\$6,243,866
172	Teresa	Stultz	9	\$2,905,800	11	\$3,317,300	20	\$6,223,100
173	Kate	Huff	3	\$3,460,000	2	\$2,757,500	5	\$6,217,500
174	Olga	Kaminska	8	\$3,217,000	6	\$2,998,151	14	\$6,215,151
175	Roni	Nanini	1	\$2,250,000	4	\$3,933,522	5	\$6,183,522
176	Grace	Flatt	3	\$4,348,000	1	\$1,825,000	4	\$6,173,000
177	Jacquelynn	Gordon	1	\$3,050,000	2	\$3,100,000	3	\$6,150,000
178	Victoria	Stein	5	\$3,380,000	5	\$2,755,000	10	\$6,135,000
179	Julie	Fleetwood	3.5	\$1,961,500	5	\$4,158,000	8.5	\$6,119,500
180	Heidi	Michaels	9	\$4,800,000	3	\$1,310,000	12	\$6,110,000
181	Sara	Sogol	12	\$4,087,499	5	\$2,004,000	17	\$6,091,499
182	Rutul	Parekh	5	\$1,424,900	11	\$4,651,102	16	\$6,076,002
183	Ken	Snedegar	3	\$983,230	8	\$5,078,598	11	\$6,061,828
184	Marla	Schneider	4.5	\$2,540,950	8	\$3,489,000	12.5	\$6,029,950

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Amy	Philpott	3	\$1,515,900	9	\$4,442,000	12	\$5,957,900
186	Annie	Flanagan	1	\$2,265,000	3	\$3,689,000	4	\$5,954,000
187	Cherie	Smith Zurek	15	\$4,913,400	3	\$1,038,015	18	\$5,951,415
188	Matthew	Lysien	12	\$3,474,900	9	\$2,449,017	21	\$5,923,917
189	Mark	Nesci	3	\$1,510,000	6	\$4,403,000	9	\$5,913,000
190	Milena	Birov	1.5	\$4,560,000	1	\$1,349,917	2.5	\$5,909,917
191	Rita	Masini	7	\$4,054,000	3	\$1,810,000	10	\$5,864,000
192	Shaunna	Burhop	8	\$3,664,175	5	\$2,180,500	13	\$5,844,675
193	Miranda	Alt	7	\$2,736,000	9	\$3,029,800	16	\$5,765,800
194	Liz	Watson	3.5	\$5,742,500	0	\$0	3.5	\$5,742,500
195	Jeffrey	Taylor	8.5	\$3,202,000	5	\$2,511,500	13.5	\$5,713,500
196	Michael	Lohens	6.5	\$3,408,000	4	\$2,302,900	10.5	\$5,710,900
197	Debra	Baker	2	\$1,450,000	8	\$4,232,100	10	\$5,682,100
198	Sang	Han	5	\$2,511,228	8	\$3,162,228	13	\$5,673,456
199	Rafay	Qamar	7	\$2,737,900	8	\$2,919,000	15	\$5,656,900
200	Paul	Gorney	0	\$0	4	\$5,637,500	4	\$5,637,500

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