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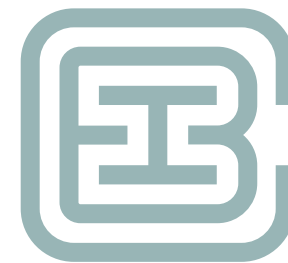
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PUBLISHER'S NOTE

What a ride we had in 2023! Amid the hustle and bustle that comes as we close out the year, I wanted to be intentional about pausing to share my sincere appreciation for all the Preferred Partners and REALTORS® of *Chicago Real Producers* who continue to engage with the RP community. It brings me so much pleasure to sit back and reflect on all the times we were able to connect, elevate, and inspire you throughout the year. I am so glad that you continue to welcome a growing RP team into your businesses, community, and families.

It is my goal that we continue this mission through every interaction as we dive into 2024. Keep an eye out for upcoming issues outlining future event dates. We have also been sprinkling in smaller Real Producers meetups between our larger events. Feel free to contact me directly for more information and details about getting involved.

We're in the process of gathering content for next year. Which REALTORS® should be spotlighted in a 2024 issue? Don't hesitate to connect them with our team.

In the spirit of the season, we wish you a relaxing holiday filled with love, joy, and success in the new year!



Andy Burton
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JUSTIN STRANE

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Beyond the Front Door

The founder of Front Door Legal, Justin Strane, is determined to bring a fresh perspective to the world of real estate and law. The firm's original goal was to design a law firm that would use every piece of technology available so as to allow attorneys to spend more time with clients and work on their real estate issues together. They have stayed the course, even as the industry has continued to change.

"We believe in forging genuine relationships with our clients, ensuring they feel welcome and understood from the first time they interact with our firm," states Justin. "And we approach all client matters as a team to ensure client needs are being met promptly and with the care they deserve."

Serving by Justin's side, you'll find Operations Manager Mari Mikolajczak. Mari plays a pivotal role in ensuring smooth transactions, minimizing client stress, and handling much of the day-to-day operations. "She keeps the train on the tracks while also juggling

the production of condominium documents, title coordination, lender contact, and scheduling," notes Justin.

Recently, Justin and Mari have worked to expand Front Door Legal's services. "We are developing a high-quality estate planning practice, allowing us to continue serving our clients 'beyond the front door'—after a transaction ends," Justin excitedly shares. This new development seamlessly fits into the firm's bigger vision.

"Every piece of property is unique. There are no cookie-cutter solutions to real estate transactions or issues," notes Justin. "Front Door Legal solves problems across the broad spectrum of real estate matters: the purchase, sale, and closing of residential and commercial real estate, drafting and negotiating commercial leases, representing condominium associations and owners, and many other types of real estate-related matters."

For newcomers and even for seasoned professionals, real estate transactions can hold potential pitfalls. That's where Front Door Legal especially loves to be of service to their clients.

"Particularly for the less experienced, dealing with real estate can be a blur of rules, regulations, clauses, conflicting clauses, misinterpreted provisions, and outright disagreements based on misunderstandings," shares Justin. "We love nothing more than to cut through all of that noise for our clients."

Justin's approach to the law can be summed up with the words precision, creativity, and flexibility. He thinks outside the box when needed, negotiates when negotiation is called for, and is ready to fight for his clients in court when all else fails.

The firm actively supports REALTORS® and their clients in various ways. As well as providing net sheets for potential listings, they also offer advice on legal issues unrelated to specific transactions. In addition to informing REALTOR® partners about business development opportunities, Front Door Legal supports REALTOR® events.

But the firm is not done growing its services. Justin has big things planned for the next three to five years. He shares, “We will be a premier option for clients in the residential transaction and estate planning space. We’re also going to grow our team and add several attorneys and the staff needed to properly support both our real estate and estate planning practices.”

This intentional growth is aimed at better serving Front Door Legal’s REALTOR® partners, too, because knowing the stakes of transactions, Justin and Mari understand the stress their REALTOR® partners are under as they

also navigate a constantly changing and difficult real estate market. The additional focus on estate planning services “beyond the front door” provides their REALTOR® partners with an additional value-add they can offer clients.

When he isn’t working, you’ll find Justin spending his time with his wife, Anne, an architect, and their daughter, Cora. They live in Lakeview East, where they love walking down to the Lincoln Park Green City Market and exploring the Lincoln Park Zoo during the summer. During the winter, they love to ice skate. Justin is a big ice hockey fan, but also enjoys playing the guitar and piano, having had to forgo his original instrument: playing the trumpet in condo buildings does not tend to go over well.

Over the years, Justin’s definition of success has evolved. While financial success remains important, he now places greater emphasis on maintaining a well-rounded life. “It’s not just about excelling as an attorney, but also being a present and strong referral partner, business owner, husband, and father,” he says.

With its personalized, team-oriented approach, Front Door Legal continues to differentiate itself in a city filled with law firms. It’s their unique blend of personal attention and top-tier legal expertise that distinguishes them from the pack.

Front Door Legal is eager to collaborate with REALTORS® on real estate transactions and provide estate planning services to their clients. They strive to make the legal process as straightforward, efficient, and stress-free as possible. They consider it a privilege when they are entrusted to represent a client through such an important and challenging time in their lives.

To reach Justin and to learn more about the services Front Door Legal provides its clients, visit their website, www.frontdoorlegal.com; email Justin at justin@frontdoorlegal.com; or call (312) 262-5522.



““““

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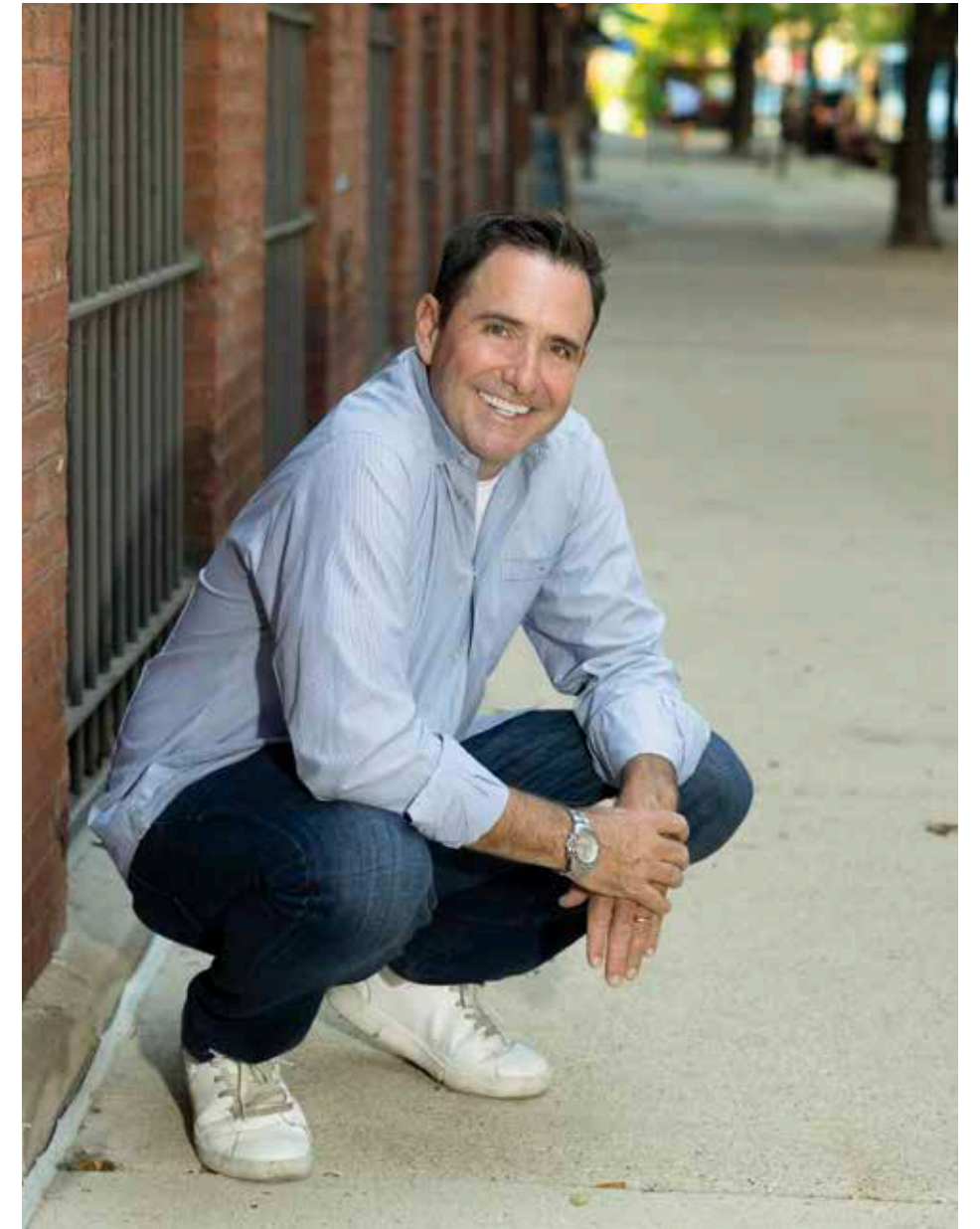
DENNIS HUYCK

cover story
By Lauren Young
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FAMILY MATTERS

“The best way to define me is as a husband and father,” says Dennis Huyck, leader of the Huyck Team with Keller Williams in Lincoln Park. “My work’s passion is helping people through the stressful process of buying and selling their homes, but my motivation to get up and work harder than most every day is my family.”





WHAT I CALL SUCCESS IS TIED TO THE ABILITY TO PROVIDE FOR MY FAMILY AND BUILD A SUSTAINABLE BUSINESS THAT ALLOWS FOR ME TO BE THERE FOR THEM.



Dennis and his wife, Kathleen, spend many of their hours at the baseball, basketball, and softball games of their children: their daughter, Dylan; and their son, Kieran. They've also built a tight-knit group of close friends—a network of support in both good and difficult times.

“We spend a lot of time with our friends and seem to have six to eight other kids stay over most weekends,” says Dennis. “Over the years, I have coached my kids’ teams, and I do believe the skill that resonated most was my ability to relate to them. I take a lot of pride in the fact that when I am volunteering at my kids’ school, St. Mary of the Angels in Bucktown, most of the children know me.”

His appreciation for sports began when Dennis was growing up in St. Louis. It’s where he learned how to be a team player and accountable to others. He started working at age sixteen—working as a busboy and at a coffee shop, mowing lawns, and union factory work were early jobs—and learned the same lessons within the workspace. After

moving to Chicago to attend Loyola University, Dennis met Kathleen and decided to stay.

“I also stayed due to the business opportunities here as well as the strong networking connections from Loyola,” Dennis explains. “I started out in sales for a sporting goods apparel manufacturer and in technology.”

Before long though, Dennis was encouraged into real estate by a family member. It wasn’t a hard sell.

“My brother-in-law is a developer and wanted someone in the family to sell his properties,” Dennis explains. “I became a REALTOR® because I did not have passion for my prior jobs, and I gravitated toward the idea of making a living by helping people.”

Now over twenty years into his career, Dennis still gets a thrill from being a guide and advocate to his clients, protecting their assets and interests throughout each sale. Most of all, he enjoys building relationships. He sees the transaction as just the beginning.



Dennis with his wife at a game.

“Witnessing clients take part in new chapters in their lives and being there to celebrate [with them] is simply amazing,” says Dennis. “I have seen countless couples get married, get their parents sorted with proper housing as they age, and have children of their own. I give baby blocks to all my clients’ newborns; I have sent over 300 of them over the years.”

Lending a helping hand to other families reminds Dennis of his ultimate purpose for his business: safeguarding his own family. It’s his ultimate definition of career success.

“Real estate is my path for building security, but not simply financial security,” says Dennis. “What I call success is tied to the ability to provide for my family and build a sustainable business that allows for me to be there for them.”

Dennis also gives back to important causes in his community. While most of his fundraising efforts are centered around his kids’ school, he also supports the West Bucktown Neighborhood Association. In previous years, they’ve provided Thanksgiving dinners for Chicago Food Pantry. This year, they hope to contribute 100 meals. He was also active in Big Brothers Big Sisters of America for over a decade.

“I just had lunch with my Little Brother who is now twenty-five years old and a father,” says Dennis. “It is really cool to see!”

Dennis’s charitable activity is just an extension of his grateful and giving attitude. Aside from his local organizations, Dennis also prioritizes mentorship and accountability among his fellow agents. He believes it crucial to pass on knowledge and expertise to newer REALTORS®.

“It is up to us [REALTORS®] to get better and make our industry and the world we live in a better place,” says Dennis. “We do that by looking out for each other and teaching each other the right ways to do things.”

“My advice to anyone is to write down one thing you are grateful for every day,” he says. “Despite all the ups and downs of business and family, we are some of the luckiest people on the planet. Don’t sweat the small stuff.”



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JEFF SCHNELLER

WITH CORBY MORTGAGE



▶ partner spotlight

Photos by Jaclyn Simpson

INTEGRITY, TRUST, DILIGENCE: ONE MORTGAGE AT A TIME

“Success isn’t merely about numbers,” shares Jeff Schneller, COO of Corby Mortgage. For Jeff and the team at Corby Mortgage, success is much more about earning the respect and trust of REALTORS® and their clients.

Jeff, who has more than two decades of experience under his belt, is a driving force behind Corby Mortgage’s mission: to help people prepare to buy homes, not just pre-approve borrowers. He accomplishes his mission by providing a comprehensive set of mortgage products that include conventional, government, and portfolio loans.

This unwavering commitment to helping clients succeed has set him apart in the industry.

Armed with a degree in marketing, as there is no “mortgage” major in college, from St. Mary’s University of Minnesota, he initially embarked on a career in home improvement and telecommunication sales. However, it was a brief stint in accounting prior to his work in sales that ignited his passion for numbers and finance. Despite his success, he found he was always left yearning for something more focused on providing genuine assistance.

Then in 1999, the opportunity Jeff was seeking came knocking after a college friend introduced him to Bob Corby, who had just started a mortgage company. This serendipitous meeting marked the beginning of Jeff’s remarkable twenty-three-year career with Corby Mortgage.

Of the work they do, Jeff always smiles in agreement whenever Bob says, “Yes, we are mortgage brokers, not rocket scientists, but what we do matters to so many people. Our job is to set realistic expectations for buyers and agents and then deliver. Period!”

The two always recognized that the stakes are high for everyone involved in a real estate transaction and that everyone puts their trust in their lender.

In an industry where ego and greed can take center stage, Jeff and his team remain refreshingly ego-free. Their guiding principles—integrity, trust, diligence—aren’t mere words: “They are the principles on what we built our business,” says Jeff.

Jeff and his team know that they are the first line of defense in protecting real estate agents from showing properties to unqualified buyers and shielding sellers from unnecessary disruptions. When Corby Mortgage issues a pre-approval to a buyer, others involved can rest assured that the buyer is prepared and qualified. He says, “We look at every sales agreement as the start of a new job and not just another deal.”

“We close our loans on time and set the right expectations from day one,” shares Jeff. “Our team can close as fast as everyone [involved] can work together to provide us with everything we need to close.”

Jeff understands that timing is often everything in real estate. While he can underwrite a loan within days, he knows the importance of collaboration among all parties involved—sellers, appraisers, title companies, insurance providers, and others. It’s their collective efforts, working in sync, that ensure deadlines are met.

The Corby team’s combined experience and ability to adapt to industry changes, a core strength, is one of the reasons why Jeff and his team are successful and considered a reliable resource for any borrower.

Throughout Jeff’s twenty-three-year career, the mortgage industry has witnessed seismic transformations. Submitting a loan to a bank for approval years ago often meant multiple visits to a client’s home or office and communicating via fax. Rush deals required driving to the bank and personally delivering conditions, as email was not an option.

“I remember when we all sat around the fax machine waiting for rate sheets and every meeting was in-person,” reminisces Jeff. Coming home from a “sign-up” at 11:00 p.m. was just part of the job. We met our clients at their homes, after work.”

It is undeniable how the digital age has ushered in a new era of convenience, with everything from applications to communication taking place online. The evolution now extends to every aspect of real estate transactions. Jeff still misses the time when everyone involved gathered at closings, but the pandemic dramatically altered that practice.

However, one thing never changes: one of the most rewarding aspects of Jeff’s work is successfully closing challenging deals. The sense of accomplishment that comes from hard work and dedication is something he treasures. For him, when real estate agents and clients express their gratitude or seek guidance, it reaffirms the significance of his mission.

But “teamwork makes the dream work,” as they say, and Jeff couldn’t agree more. Together with VP Ryan Sweeney; Operations Manager Susan Castronovo, who brings her credit-trained underwriting expertise; Claudia Rodriguez, processor, who boasts nearly two decades of experience with Corby Mortgage; and Chris Mlyniec, who handles marketing and support; Jeff and his team ensure seamless transactions, industry-leading rates, and exceptional communication.

Beyond the world of mortgages, Jeff’s heart lies with his family. He and his wife, Molly, who are both originally from the South Side of Chicago, have been happily married for twelve years and have two active sons, Jack (10) and Marty (8). Their cherished moments are often spent at their cottage in Indiana, where boating, swimming, and hosting family gatherings are the order of the day.

When he’s not working or spending time with his family, Jeff seeks solace on the golf course. Golf isn’t just a sport



Jeff with his family.



“WE CLOSE OUR LOANS ON TIME AND SET THE RIGHT EXPECTATIONS FROM DAY ONE...”



for him, rather, it’s a sanctuary where he can momentarily disconnect from the demands of everyday life.

When looking back on his career, Jeff is proud to be Bob Corby’s partner and of his twenty-three-year tenure with Corby Mortgage. Not many loan officers can call their job a home for that long. With Jeff’s expertise, he can hang his hat with any mortgage company he chooses, but knows the mortgage industry is not about the bank, but about the loan officer and his team. “I have the best,” states Jeff. It is Corby Mortgage’s dedication to serving clients, setting realistic expectations, and meeting deadlines with precision that makes them a trusted partner for real estate professionals in Chicago and beyond.

Jeff is happy that he can continue to have a genuine and positive impact in the lives of his clients and REALTOR® partners, one mortgage at a time.

To reach Jeff and to learn more about the services Corby Mortgage provides its clients, visit their website, corbymortgage.com, or call 708-268-5346.



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Gia Devenyi

agent feature
By Lauren Young
Photos by Sonya Martin

GAME, SET, SOLD



"I truly believe my dedication and commitment to my tennis career has gotten me where I am today in real estate," says Gia Devenyi, broker and team lead of Gia Chicago with @properties. "It's built my work ethic, routines, and mentoring of other agents. I loved being coached, and I love coaching."

Gia grew up in Glen Ellyn, Naperville, and Lisle, with her parents, both immigrants from Europe, and for much of her childhood, she was

consumed with tennis. She started playing at age three, began playing competitively for USTA Junior Team Tennis at age nine, and was even ranked in the top 200 nationally. By age fourteen, however, she was burned out and turned down several full-ride scholarships to play for colleges.

"Tennis was my entire world," Gia explains. "Eventually, I felt the need for more independence and decided to move out at the

age of eighteen, which was a bit of a rebellion against my parents' wishes."

While she tried to figure out her next steps in life, Gia worked as a PTR and PTA tennis pro and taught at Midtown Tennis Club and many others. She also worked as a loan processor and title searcher, dipping her toes into real estate. Around this time, Gia's dad began to invest and flip properties, and he pushed her to get her license so she could manage his listings.

“Becoming a REALTOR® wasn’t something I had initially considered,” Gia admits. “Back then, I had a different perception of the industry, and I was in a phase where I had other interests.” But with few options, she earned her license and dove in at age twenty-two. Ironically, this was when the US was on the verge of the economic and housing market crash of 2007–2008.

“My dad gave me around eighteen listings in my first six months of being a REALTOR®, and I had absolutely no clue what I was doing,” Gia says. “This was just months before the market crash in 2007, and I didn’t see it coming the way it did. It was so hard and I hated it, but I do not like to give up.”

At Gia’s first agency (previously known as Ryan Hill Realty) in Naperville, she had a very supportive and nurturing team around her. After several months of struggling, Gia began to become more intrigued with sales and the industry. Eventually, she attended some Brian Buffini mastermind sessions that fed her growing obsession for learning about the market. At that point, she was hooked.

“When I reflect on my time there [at that agency], I can’t help but think, ‘Wow, that was truly special,’” Gia reflects. “I strongly believe that without the exceptional leadership, mentorship, and experiences I had, I wouldn’t have had the strength to overcome even half of the challenges we faced.”

But also, now more than fifteen years into her career, Gia credits much of her routine, competitiveness, love of mentoring, and success to her early days as a tennis player.

“I think [the experience of] losing tennis matches and understanding

“I’m continuously on a learning journey, and one of my ongoing lessons is mastering effective team management... But I’m thrilled to see everything falling into place, and I believe this year has been a turning point.”



Gia with her team, Gia Chicago.



Gia and Sam, husband, at a concert.



rejection has helped me cope with the ups and downs of real estate,” Gia says. “It’s always a rollercoaster of emotions in this industry, but I didn’t give up on it when many others might have. I think I learned how to handle these feelings early.”

At the same time, she says she experiences that same sense of fulfillment she felt during her tennis days when she now mentors her agents and guides her clients through successful deals. “It’s like we’re achieving something extraordinary together,” she says.

When she’s off the clock, Gia spends quality time with her husband, Sam. On any given day, you might find them walking their seven-year-old chocolate Havanese, Milo, around their favorite Chicago neighborhoods. Gia is a frequent music gig attendee: she has seen hundreds of shows in Chicago over the years. She’s also an active member of Zen Garage, “a wonderful and tight-knit yoga community” located in the heart of Bucktown, and she still maintains her backhand as a member of the Lincoln Park Tennis Association.

Looking forward, Gia aims to continue to serve her clients well while growing her team and expanding her investment portfolio. She currently owns three properties and intends to grow that number to at least ten. Gia sees it as her future retirement security, but she’s in no hurry to hang it up anytime soon.

“I’m continuously on a learning journey, and one of my ongoing lessons is mastering effective team management,” Gia reflects. “But I’m thrilled to see everything falling into place, and I believe this year has been a turning point.”

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THE ART OF PRICING

A GUIDE TO SUCCESSFULLY PRICING PROPERTIES FOR THE CURRENT MARKET

As a real estate professional, one of the most critical tasks is determining the right price for a property going on the market. Accurate pricing is the key to attracting potential buyers, maximizing the property's value, and ensuring a successful sale. Here we explore five strategies to help real estate professionals successfully price properties and navigate the ever-changing market dynamics.

1. Conduct a Comprehensive Market Analysis

Begin the pricing process by conducting a comprehensive market analysis. Analyze recent sales data for comparable properties in the area, considering factors such as location, size, features, and condition. Pay attention to both current listings and recently sold properties to gauge real-time market trends and the level of competition.

2. Understand the Local Market

Every real estate market is unique so understanding the local market dynamics is crucial. Factors such as



supply and demand, seasonal fluctuations, and economic trends can influence property prices. Keep a close eye on changes in the market and adjust your pricing strategies accordingly to stay competitive.

3. Evaluate Property Condition and Unique Features

Assess the property's condition and identify any unique features or upgrades that can enhance its value. Properties in excellent condition and have sought-after features often command higher prices.

Conversely, properties that require significant repairs may need to be priced accordingly.

4. Price for the Target Audience

Consider the target audience for the property and price it accordingly. For example, a property located in a family-friendly neighborhood may appeal to buyers with children and command a different price than a property located in a trendy urban area that's popular among young

professionals. Tailor your pricing strategy to meet the expectations and needs of the potential buyers.

5. Be Mindful of Overpricing

While it may be tempting to price a property on the higher end to leave room for negotiation, overpricing can backfire. An overpriced property may deter potential buyers, resulting in extended days on the market and, ultimately, lower the final sale price. Price the property competitively to attract serious buyers and generate interest.

Successfully pricing a property going on the market is both an art and a science. Accurate pricing not only attracts potential buyers but also ensures a smooth and successful sale, positioning the property for the best possible outcome in the ever-changing real estate landscape.

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"...Once you hit a certain level in business, you find you simply *can't* do it all," says McMillan. "The common trend is to grow your business by simply adding more and more people and losing the personal connection clients desire. I knew that I didn't want to grow my business in that manner." Instead, Amanda created a boutique group of like-minded individuals and formed her group Chicago Home Partner. "The governing principles of Chicago Home Partner encompass both analytics and empathy, advice and understanding. Our goal is to take a sophisticated, human approach to buying and selling homes, and we don't take that responsibility lightly," says Amanda.

By focusing on being the best, not the biggest, Amanda has been able to construct one of the most efficient teams in Chicago...

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▶ agent feature

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W Cindy Wilson

When “Someday” Became Today

“I have good ‘parking karma.’ I’ve had it for many years, longer than I’ve been in real estate, but it’s even more valuable to me now,” says Cindy Wilson of Berkshire Hathaway HomeServices Chicago. “I can pull up in front of a listing and there will magically be an open parking spot in front. My buyer clients marvel at my parking karma, as well as my expertise in getting into tight parking spaces. I get a kick out of impressing clients with my parking prowess,” she says, smiling.

Beyond her amazing parking karma, Cindy brings nearly two decades of experience and a passion for customer service into her role as REALTOR®. But her journey into real estate wasn’t straightforward.

“I’ve always loved houses, even when I was a little girl,” she reflects. “I would explore my friends’ homes and enjoyed going to open houses with my mother. I always thought I’d go into real estate ‘someday.’”

Cindy hails from the East Coast and never thought she’d wind up moving to the Midwest. She was born in Connecticut, her family moved to Maryland when she was thirteen, and she attended a small college located in the mountains of Virginia. She lived in Washington, D.C., for a time

before moving to Chicago to work in public relations and corporate communications.

“I worked for big PR agencies, a nonprofit, industry associations, and big corporations,” says Cindy. “I loved some of the work I did in the past, but I would have had a very different real estate career if I’d started in my twenties or early thirties.”

In 2004, her job at the time, working at McDonald’s corporate headquarters, was eliminated after only one year. It was her fourth layoff in her career. This latest downsizing was the push she needed to finally take the plunge into real estate and embrace the love of homes she’d had since childhood.

“My last two corporate jobs were eliminated after just a year, so I knew that something had to change,” she says. “Fortunately, I had a great outplacement counselor who suggested that I go into real estate.”

“He asked me if there was something I thought I’d do ‘someday,’” she adds. “When I told him about my real estate dream he said, ‘Now is that “someday”,’ and I began the licensing process fairly quickly.”

During her first few months as a REALTOR®, she continued to take on marketing projects on a freelance basis, but by the next year, she was ready to shift full-time into her new career and a complete reinvention of her professional self and life.

“I had no sales background, so going into real estate was a true leap of faith,” says Cindy. “Transitioning into a 100 percent commission job with no benefits was terrifying. My dad was my biggest supporter and cheerleader. He was a huge help and a trusted advisor in those early years.”

Now, more than nineteen years later, Cindy leverages the learnings of her past careers to the benefit of her clients. They include her strong communication skills, ability to connect with people, and understanding of impactful marketing. Her magical parking karma is a bonus.

“I had a long career before I went into real estate, so I bring a lot more to the table when I work with clients, particularly successful and experienced businesspeople,” Cindy says.

When not advocating for her clients, Cindy prioritizes giving back to her community. Now that she’s lived more than half of her life in Chicago, she feels a deep connection to all its unique neighborhoods and local organizations. “When I was in my early thirties, I worked on a volunteer project with the Junior League of Chicago that involved reading to kids in the city’s public libraries,” Cindy says. “I learned the city’s neighborhoods by going to those libraries—from Stony Island to Beverly to Auburn Gresham to Oriole Park and more. I covered a lot of territory during the nine years I worked on that project. It was great preparation for a real estate career in the city.”

“I’ve always loved houses, even when I was a little girl...I would explore my friends’ homes and enjoyed going to open houses with my mother. I always thought I’d go into real estate ‘someday.’”

Over the years, Cindy has also supported the University of Chicago’s Kovler Diabetes Center, local hunger relief organizations, World Central Kitchen, and many other charities. She has participated in three home construction projects with Habitat for Humanity and supports them financially through the BHHS Chicago Kindness Foundation. She also loves to read, go for long walks, and has this trick for when she really needs to unwind: “One of my favorite things to do is to sit up on the roof deck of my building with a good book and a cocktail. I admire the downtown skyline and stay out there until it’s too dark to read.”



Cindy with some of her oldest friends in Chicago!

Looking to the future, she hopes to grow her business so she can make a bigger impact in her community and the lives of her clients. She makes it a point to

prioritize the needs of others over her own. She credits this mindset to much of her success.

“I celebrate my clients’ successes much more than my own,” she says. “I feel like my own needs are pretty basic at this stage in my life. I feel like I’m successful when I’ve done my job: making my clients happy makes me happy.”

HAPPY holidays

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LUKE Jorwic

Right at Home in Real Estate

► on the rise

By Lauren Young
Photos by Sonya Martin

“I was constantly drafting house floor plans as a kid; I had a whole box [full] of different designs,” says Luke Jorwic, broker associate for the Home Discovery Team at Jameson Sotheby’s International Realty. “I would make up a family and create a house or a lake house for them. I would also draw houses for friends or my extended family, and ‘fix’ them as I saw fit.”

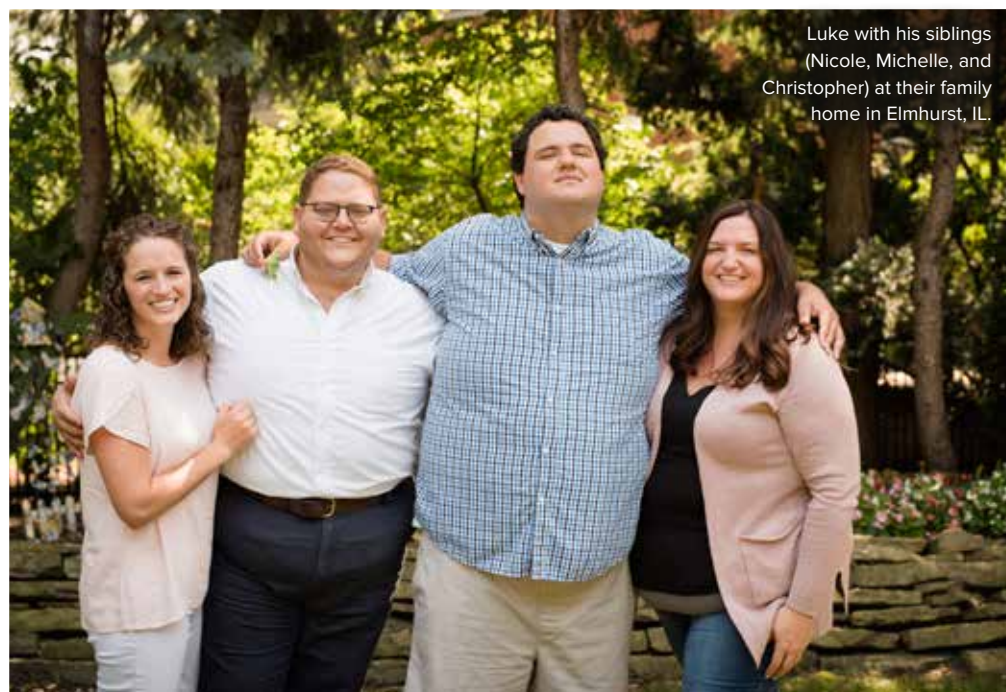
Luke, who grew up in Elmhurst, was continually guided toward a career in real estate. A few years after crafting his collection of self-made floor plans, Luke was given elaborate aptitude tests from the Johnson O’Connor Research Foundation by his grandfather. One of his matched career paths was real estate sales.

“One of the reasons it gave [for that result], which holds true all these years later, is that I want to be someone who gives advice or is an expert that people seek out,” says Luke. “Being that person for my clients fulfills me constantly and consistently.”

After graduating from York Community High School, Luke attended Loyola University Chicago. While there, he fell in love with the city and found appreciation for its character in a fresh way. Between his

junior and senior years, he worked as an intern for a real estate brokerage and earned his license. He began working full-time during his senior year and hasn’t looked back.

“When I was in my late teens, my uncle married Jennifer Mills, a top-producing broker,” Luke says. “After meeting her, I dreamed of working with her. I ended up working for her for many years and now we work together on the same team.”



Luke with his siblings (Nicole, Michelle, and Christopher) at their family home in Elmhurst, IL.

From the beginning of his career, Luke decided to grow his business slowly and purposefully. This meant sometimes leaving opportunities on the table to allow himself more time to care for others, both personally and professionally.

“So many brokers and teams are focused on volume, deals, and hustle,” he says. “I wanted to pay more attention to how people live and how I can help them enjoy their home. I am passionate about helping more and more people find their place.”

Luke’s empathy and care for others can most likely be credited to his large family, which includes his two older sisters, Nicole and Michelle, and his older brother, Christopher. In the early ’90s, as they were all growing up, Christopher was diagnosed with autism. Luke watched as his parents rallied around their son and family to help Christopher face his everyday challenges.

“There were far fewer resources back then than there are today,” says Luke. “I have always looked up to my parents for the steadfast way they

approached those obstacles. Christopher really is the person who taught my family what ‘home’ is and what it can mean for a family and a community.”

The Jorwic home was, and still is, a frequent host for many family and community gatherings since it is the place where Christopher feels most comfortable. This allowed the siblings to develop the skill of hosting. “My siblings and I became homebodies in a great way.



We always would rather throw a party at our house or host an impromptu dinner for twenty than go out,” he explains. Over the years, Luke has earned the nickname “Logistic Luke” for his attention to detail and love of planning these get-togethers.

“You’ll find me making lists, shopping, cleaning, and ensuring every party has that little extra touch,” he explains. “It’s how I show up for people: to be sure boxes are checked and things move seamlessly.”

It’s not difficult to see why he’s a natural fit for life as a REALTOR®. In almost every way, real estate is where all of Luke’s passions and interests converge.

“LIKE MANY BROKERS, TO ME, THE BUSINESS IS MORE THAN A BUSINESS, IT IS A WAY OF LIFE...”

“Like many brokers, to me, the business is more than a business, it is a way of life,” states Luke. “I love architecture and travel, so you can find me peeking in the window of any local real estate office to see the local listings—whether I am in a tiny Italian village or a town I happen upon during a road trip.”

When not busy taking care of clients or managing family fetes, Luke is active in several community and national organizations. His brother has received services from the Ray Graham Association and his parents were founding members of the then, Cure Autism Now Walk (now the Autism Speaks Walk) community, so he supports both organizations spiritedly.



Luke with many friends and family enjoying Green Lake, WI.



Recently, Luke moved back to Elmhurst where he is renovating a house that’s located between his parents’ house and the home of one of his sisters. Close proximity to his family makes it easier for him to join in on social events with his siblings and the larger holiday parties where sometimes up to fifty family members assemble.

Though real estate is the only job Luke has ever had, he doesn’t plan on making a change anytime soon.

“As a career, real estate fits like the perfect puzzle piece into my future life,” he says. “The fact that I can make a career out of my love of ‘home’ is my biggest dream come true.”



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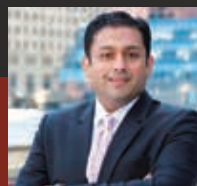
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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to October 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	170	\$86,526,591	184.5	\$100,165,023	354.5	\$186,691,614
2	Jeffrey	Lowe	74.5	\$107,817,270	30	\$43,286,200	104.5	\$151,103,470
3	Emily	Sachs Wong	49	\$91,334,079	34	\$40,213,250	83	\$131,547,329
4	Benyamin	Lalez	54	\$38,768,097	154	\$76,329,219	208	\$115,097,316
5	Leigh	Marcus	106.5	\$69,762,840	65	\$42,960,500	171.5	\$112,723,340
6	Carrie	McCormick	57.5	\$71,977,750	25.5	\$33,778,300	83	\$105,756,050
7	Grigory	Pekarsky	34	\$15,107,875	157.5	\$70,691,400	191.5	\$85,799,275
8	Chezi	Rafaelli	30	\$36,917,502	18	\$22,751,002	48	\$59,668,504
9	Alexandre	Stoykov	17	\$9,138,500	98.5	\$47,883,234	115.5	\$57,021,734
10	Joanne	Nemerovski	16	\$25,300,500	20	\$29,637,500	36	\$54,938,000
11	Brad	Lippitz	33	\$34,554,150	23	\$19,515,800	56	\$54,069,950
12	Melissa	Siegal	34.5	\$22,667,000	43.5	\$29,720,467	78	\$52,387,467
13	Katharine	Waddell	32	\$23,033,000	44	\$26,910,815	76	\$49,943,815
14	Konrad	Dabrowski	29	\$28,218,498	21.5	\$15,560,780	50.5	\$43,779,278
15	Jennifer	Ames	23	\$33,464,000	9	\$9,656,500	32	\$43,120,500
16	Hayley	Westhoff	25.5	\$16,606,255	31.5	\$24,860,180	57	\$41,466,435
17	Leila	Zammatta	16	\$39,799,528	1	\$520,000	17	\$40,319,528
18	Mario	Greco	46	\$26,100,540	23.5	\$13,940,535	69.5	\$40,041,075
19	Julie	Busby	19	\$14,441,400	33	\$24,853,658	52	\$39,295,058
20	Daniel	Glick	23	\$19,557,500	25.5	\$19,113,500	48.5	\$38,671,000
21	Timothy	Sheahan	28	\$19,559,376	18	\$18,707,500	46	\$38,266,876
22	Bari	Levine	22	\$13,710,958	24	\$24,390,997	46	\$38,101,956
23	Sam	Jenkins	21.5	\$26,536,837	8	\$11,497,850	29.5	\$38,034,687
24	Layching	Quek	17	\$8,723,000	40	\$29,287,399	57	\$38,010,399
25	Amanda	McMillan	31	\$22,814,000	19.5	\$13,799,363	50.5	\$36,613,363
26	Sam	Shaffer	8	\$6,859,600	48	\$28,572,635	56	\$35,432,235
27	Karen	Biazar	33	\$20,579,926	27	\$14,036,400	60	\$34,616,326
28	Sophia	Klopa	22.5	\$15,488,000	31	\$18,927,000	53.5	\$34,415,000
29	Susan	Miner	7.5	\$21,674,000	7	\$12,426,400	14.5	\$34,100,400
30	Rafay	Qamar	46	\$17,415,650	44	\$15,643,616	90	\$33,059,266
31	Darrell	Scott	11.5	\$8,106,200	47.5	\$24,449,800	59	\$32,556,000
32	Suzanne	Gignilliat	11	\$28,233,500	4	\$3,963,000	15	\$32,196,500
33	Melanie	Everett	16.5	\$8,078,528	46	\$23,782,600	62.5	\$31,861,128
34	Lauren	Mitrick Wood	10	\$5,663,950	36.5	\$26,136,250	46.5	\$31,800,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Eugene	Fu	19.5	\$15,280,350	24	\$16,202,450	43.5	\$31,482,800
36	Patrick	Teets	19	\$25,557,500	5	\$5,570,000	24	\$31,127,500
37	Kelly	Parker	6	\$3,236,000	36.5	\$26,991,000	42.5	\$30,227,000
38	Timothy	Salm	11	\$17,695,564	7	\$12,257,400	18	\$29,952,964
39	Elizabeth	Brooks	25.5	\$29,132,473	1	\$775,000	26.5	\$29,907,473
40	Lance	Kirshner	28	\$15,434,800	14	\$14,249,500	42	\$29,684,300
41	Tommy	Choi	19.5	\$10,524,712	33	\$18,891,625	52.5	\$29,416,338
42	Melanie	Giglio	16	\$11,855,000	31	\$17,408,100	47	\$29,263,100
43	Debra	Dobbs	23	\$16,175,450	19	\$13,006,799	42	\$29,182,249
44	James	D'Astice	11	\$5,506,300	43.5	\$23,669,549	54.5	\$29,175,849
45	Colin	Hebson	15.5	\$8,719,750	36.5	\$20,065,000	52	\$28,784,750
46	Jason	O'Beirne	26	\$22,542,500	14	\$5,872,000	40	\$28,414,500
47	Millie	Rosenbloom	17	\$15,818,250	9	\$12,408,500	26	\$28,226,750
48	Nicholaos	Voutsinas	19	\$9,826,300	27	\$18,272,300	46	\$28,098,600
49	Elias	Masud	18	\$8,841,000	43.5	\$18,868,702	61.5	\$27,709,702
50	Owen	Duffy	28.5	\$20,601,618	16	\$6,837,700	44.5	\$27,439,318

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	James	Sheehan	16	\$19,813,050	5	\$6,530,000	21	\$26,343,050
52	Jennifer	Mills	15.5	\$19,708,400	8	\$6,626,500	23.5	\$26,334,900
53	Camille	Canales	8	\$4,397,527	31.5	\$21,302,988	39.5	\$25,700,515
54	Michael	Maier	27	\$19,892,751	11	\$5,008,000	38	\$24,900,751
55	Katherine	Malkin	3	\$11,115,000	3	\$13,258,000	6	\$24,373,000
56	Cadey	O'Leary	10	\$14,619,500	9	\$9,737,900	19	\$24,357,400
57	Danielle	Dowell	14	\$11,235,750	20.5	\$13,094,500	34.5	\$24,330,250
58	Vincent	Anzalone	10.5	\$9,660,000	17	\$13,502,200	27.5	\$23,162,200
59	Benjamin	Lissner	6.5	\$2,496,000	37	\$20,326,000	43.5	\$22,822,000
60	Jill	Silverstein	17	\$12,334,438	15	\$10,417,375	32	\$22,751,812
61	Ryan	Preuett	14	\$16,878,399	4	\$5,859,900	18	\$22,738,299
62	Karen	Schwartz	20	\$14,011,800	16	\$8,216,900	36	\$22,228,700
63	Daniel	Close	8	\$4,896,500	26.5	\$17,141,800	34.5	\$22,038,300
64	Stephanie	LoVerde	15.5	\$9,543,301	16.5	\$12,489,073	32	\$22,032,374
65	Michael	Rosenblum	19.5	\$19,355,000	4	\$2,297,500	23.5	\$21,652,500
66	Ioannis	Floros	5.5	\$2,340,000	41	\$19,121,050	46.5	\$21,461,050
67	Todd	Szwajkowski	16	\$7,566,650	33.5	\$13,863,300	49.5	\$21,429,950
68	Ivona	Kutermankiewicz	13.5	\$15,195,900	8	\$6,216,900	21.5	\$21,412,800
69	Nancy	Tassone	8	\$14,500,500	4	\$6,577,500	12	\$21,078,000
70	Margaret	Baczkowski	14	\$10,785,052	11	\$10,258,750	25	\$21,043,802
71	Juliana	Yeager	10.5	\$6,088,074	24	\$14,767,121	34.5	\$20,855,196
72	Elizabeth	Ballis	12	\$9,484,017	7	\$11,343,000	19	\$20,827,017
73	Rubina	Bokhari	6.5	\$5,463,150	13	\$15,332,199	19.5	\$20,795,349
74	Julie	Harron	9	\$11,006,000	7	\$9,420,000	16	\$20,426,000
75	Stacey	Dombar	34	\$15,434,580	9	\$4,887,500	43	\$20,322,080
76	Stefanie	Lavelle	17	\$12,295,000	11	\$7,768,100	28	\$20,063,100
77	Gail	Spreen	28	\$11,666,750	13	\$8,256,500	41	\$19,923,250
78	Cory	Tanzer	31	\$12,242,749	20	\$7,646,950	51	\$19,889,699
79	Scott	Berg	44	\$18,283,872	2	\$1,275,000	46	\$19,558,872
80	Kevin	Hinton	15	\$7,218,950	25	\$12,336,264	40	\$19,555,214
81	Sara	McCarthy	12	\$5,646,250	22	\$13,701,800	34	\$19,348,050
82	Scott	Curcio	28.5	\$11,639,050	19.5	\$7,538,801	48	\$19,177,851
83	Barbara	O'Connor	15.5	\$8,542,250	19.5	\$10,597,950	35	\$19,140,200
84	Jeffrey	Herbert	8.5	\$5,246,500	19	\$13,857,675	27.5	\$19,104,175

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Kimber	Galvin	3	\$2,259,200	21	\$16,821,500	24	\$19,080,700
86	Kathleen	Ullo	15.5	\$18,437,588	0.5	\$262,500	16	\$18,700,088
87	Santiago	Valdez	20	\$7,315,450	20.5	\$11,248,100	40.5	\$18,563,550
88	Cynthia	Sodolski	14.5	\$9,785,650	13	\$8,753,900	27.5	\$18,539,550
89	Nicholas	Colagiovanni	20	\$10,879,500	10	\$7,532,500	30	\$18,412,000
90	Mark	Icuss	4.5	\$4,863,000	9	\$13,545,250	13.5	\$18,408,250
91	Jennifer	Liu	24	\$18,238,050	0	\$0	24	\$18,238,050
92	Pasquale	Recchia	15	\$11,841,750	6	\$6,091,500	21	\$17,933,250
93	P Corwin	Robertson	7.5	\$17,895,834	0	\$0	7.5	\$17,895,834
94	Eudice	Fogel	7	\$5,917,250	11	\$11,892,000	18	\$17,809,250
95	Brian	Moon	10	\$5,073,500	18	\$12,704,000	28	\$17,777,500
96	Richard	Kasper	9	\$5,487,016	18	\$12,289,250	27	\$17,776,266
97	Steve	Dombar	6	\$2,665,000	29	\$15,070,700	35	\$17,735,700
98	Michael	Greco	11.5	\$6,686,000	17	\$11,003,000	28.5	\$17,689,000
99	Kathryn	Schrage	21	\$9,378,000	11	\$8,293,000	32	\$17,671,000
100	Melanie	Carlson	11	\$6,133,500	16	\$11,397,581	27	\$17,531,081

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to October 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Scott	Newman	33	\$8,541,819	18	\$8,874,401	51	\$17,416,220
102	Shay	Hata	14.5	\$7,129,435	15.5	\$10,281,800	30	\$17,411,235
103	Keith	Brand	15	\$6,391,980	19	\$10,946,498	34	\$17,338,478
104	Leopoldo	Gutierrez	7	\$2,955,500	31	\$14,350,900	38	\$17,306,400
105	Joshua	Lipton	8	\$7,753,178	8.5	\$9,361,500	16.5	\$17,114,678
106	Staci	Slattery	25.5	\$17,096,526	0	\$0	25.5	\$17,096,526
107	Alice	Berger	8	\$10,670,300	6	\$6,315,000	14	\$16,985,300
108	Nadine	Ferrata	18	\$11,632,500	9	\$5,290,000	27	\$16,922,500
109	Matthew	Liss	10.5	\$8,807,500	7	\$7,983,840	17.5	\$16,791,340
110	Lucas	Blahnik	7	\$6,605,182	16	\$10,159,800	23	\$16,764,982
111	Alishja	Ballard	15.5	\$7,933,150	16	\$8,761,387	31.5	\$16,694,537
112	Susan	Nice	7	\$3,762,500	9	\$12,790,900	16	\$16,553,400
113	Nicholas	Apostal	18.5	\$9,835,600	7	\$6,703,500	25.5	\$16,539,100
114	Ian	Schwartz	9	\$5,168,000	12	\$11,271,500	21	\$16,439,500
115	Zachary	Redden	10.5	\$4,772,250	17	\$11,624,120	27.5	\$16,396,370
116	Susan	Kanter	12.5	\$9,168,500	11.5	\$7,213,000	24	\$16,381,500
117	Annie	Schweitzer	16	\$8,931,399	8	\$7,425,557	24	\$16,356,956
118	Brad	Zibung	18	\$8,753,000	16	\$7,580,300	34	\$16,333,300
119	Marzena	Frausto	5	\$2,378,500	26	\$13,913,000	31	\$16,291,500
120	Patrick	Shino	7	\$2,560,450	30.5	\$13,705,950	37.5	\$16,266,400
121	Qiankun	Chen	19	\$7,055,650	22	\$9,166,900	41	\$16,222,550
122	Dominic	Irpino	19	\$8,485,500	15	\$7,664,800	34	\$16,150,300
123	Dawn	McKenna	13.5	\$13,010,500	4.5	\$3,134,462	18	\$16,144,962
124	Brady	Miller	13	\$5,136,000	34	\$10,922,650	47	\$16,058,650
125	Linda	Levin	11	\$9,400,900	9	\$6,624,400	20	\$16,025,300
126	Dennis	Huyck	12.5	\$7,287,500	12	\$8,650,250	24.5	\$15,937,750
127	Nicole	Hajdu	17.5	\$8,058,500	15	\$7,794,600	32.5	\$15,853,100
128	Tere	Proctor	7	\$14,432,500	1	\$1,310,000	8	\$15,742,500
129	Victoria	Rezin	5.5	\$4,033,000	7	\$11,687,000	12.5	\$15,720,000
130	R. Matt	Leutheuser	4	\$10,307,500	2	\$5,300,000	6	\$15,607,500
131	Amy	Duong	13	\$5,825,400	21.5	\$9,687,150	34.5	\$15,512,550
132	Bradley	Brondyke	5	\$11,585,000	3	\$3,904,000	8	\$15,489,000
133	Philip	Skowron	9.5	\$11,392,501	3	\$3,960,000	12.5	\$15,352,501
134	Meg	Daday	10	\$4,917,000	14	\$10,325,500	24	\$15,242,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	William	Goldberg	11.5	\$14,862,498	0.5	\$377,500	12	\$15,239,998
136	Megan	Tirpak	14.5	\$10,222,750	4	\$4,848,856	18.5	\$15,071,606
137	Hadley	Rue	16	\$10,861,000	6	\$4,066,900	22	\$14,927,900
138	Alex	Wolking	15	\$8,516,875	11.5	\$6,384,751	26.5	\$14,901,626
139	Caroline	Moellering	14	\$9,551,000	9	\$5,343,000	23	\$14,894,000
140	Victoria	Singleton	16.5	\$14,810,610	0	\$0	16.5	\$14,810,610
141	Michael	Shenfeld	13	\$8,596,805	10.5	\$6,132,500	23.5	\$14,729,305
142	Lisa	Kalous	4.5	\$3,363,250	20.5	\$11,358,100	25	\$14,721,350
143	D	Waveland Kendt	21.5	\$12,173,900	4	\$2,290,000	25.5	\$14,463,900
144	Edward	Grochowiak	6.5	\$3,888,700	19	\$10,560,500	25.5	\$14,449,200
145	Lisa	Blume	11	\$6,232,500	20.5	\$8,180,400	31.5	\$14,412,900
146	Ken	Jungwirth	15	\$7,278,500	8	\$7,040,000	23	\$14,318,500
147	Paul	Mancini	14.5	\$7,317,900	8	\$6,975,000	22.5	\$14,292,900
148	Robert	Sullivan	18.5	\$11,794,500	5	\$2,484,000	23.5	\$14,278,500
149	Steven	Powers	9	\$5,908,020	9	\$8,344,500	18	\$14,252,520
150	Michael	Gaffney	16.5	\$9,279,886	7	\$4,968,400	23.5	\$14,248,286

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TOP 250 STANDINGS


Teams and individuals from January 1, 2023 to October 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Ryan	Huyler	14	\$10,468,600	5	\$3,765,500	19	\$14,234,100
152	Stephanie	Cutter	19.5	\$10,900,775	6	\$3,326,000	25.5	\$14,226,775
153	Charles	Gullett	10	\$3,990,000	14	\$10,212,000	24	\$14,202,000
154	Eric	Hublar	10	\$4,496,400	17	\$9,507,520	27	\$14,003,920
155	Nancy	Huetteman	25	\$10,406,300	6	\$3,533,000	31	\$13,939,300
156	Danny	Lewis	6	\$2,374,000	23	\$11,551,000	29	\$13,925,000
157	Robert	Picciariello	39	\$13,924,367	0	\$0	39	\$13,924,367
158	Peter	Angelo	11.5	\$12,786,556	0.5	\$1,100,000	12	\$13,886,556
159	Laura	Meier	7.5	\$3,344,750	16	\$10,490,800	23.5	\$13,835,550
160	Sherri	Hoke	6	\$6,737,000	6	\$7,042,500	12	\$13,779,500
161	Annika	Valdiserri	5	\$2,664,000	9	\$11,090,000	14	\$13,754,000
162	Thomas	Moran	3.5	\$4,497,000	7	\$9,233,000	10.5	\$13,730,000
163	Elizabeth	Caya	8	\$3,343,000	19	\$10,339,500	27	\$13,682,500
164	Kathleen	Malone	11.5	\$8,078,700	6	\$5,594,000	17.5	\$13,672,700
165	Caitlin	Skogsbergh	5	\$4,851,500	10	\$8,766,500	15	\$13,618,000
166	Matthew	Engle	9	\$3,872,399	22.5	\$9,676,900	31.5	\$13,549,299
167	Mark	Zipperer	18	\$6,922,500	16.5	\$6,609,500	34.5	\$13,532,000
168	Armando	Chacon	14	\$9,873,900	5	\$3,658,000	19	\$13,531,900
169	Michael	Hall	16	\$7,895,000	9	\$5,534,000	25	\$13,429,000
170	Patricia	Young	10	\$7,259,000	6	\$6,119,000	16	\$13,378,000
171	Douglas	Smith	6	\$7,514,850	6	\$5,835,000	12	\$13,349,850
172	Ashley	Cox	15	\$8,362,623	10	\$4,978,050	25	\$13,340,673
173	Michelle	Browne	15	\$7,371,550	8	\$5,935,600	23	\$13,307,150
174	Lauren	Goldberg	8	\$10,597,750	2	\$2,677,500	10	\$13,275,250
175	Diana	Radosta	3	\$2,353,000	8.5	\$10,871,500	11.5	\$13,224,500
176	Joel	Holland	10.5	\$5,935,500	12	\$7,170,750	22.5	\$13,106,250
177	Lawrence	Dunning	18.5	\$7,497,450	9	\$5,566,350	27.5	\$13,063,800
178	Diana	Grinnell	10	\$5,334,900	9	\$7,727,000	19	\$13,061,900
179	Mariah	Dell	16	\$8,943,119	7	\$4,114,000	23	\$13,057,119
180	Pamela	Rueve	9.5	\$8,019,000	6	\$5,027,000	15.5	\$13,046,000
181	Greg	Whelan	3	\$3,309,500	15	\$9,727,750	18	\$13,037,250
182	Ali	Bakir	4	\$1,455,000	22	\$11,543,000	26	\$12,998,000
183	Jeremiah	Fisher	12	\$6,733,000	13.5	\$6,165,500	25.5	\$12,898,500
184	Liz	Jones	6.5	\$3,309,500	15	\$9,575,500	21.5	\$12,885,000


#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Brian	Loomis	6	\$4,500,000	4	\$8,345,000	10	\$12,845,000
186	Christie	Ascione	4.5	\$3,938,000	5	\$8,892,500	9.5	\$12,830,500
187	Mario	Barrios	5.5	\$3,465,000	13	\$9,282,500	18.5	\$12,747,500
188	Prashanth	Mahakali	9	\$11,987,300	1	\$650,000	10	\$12,637,300
189	Kai	Schirmacher	4	\$3,866,650	6	\$8,740,000	10	\$12,606,650
190	Christopher	Mundy	12.5	\$7,424,000	8	\$5,028,500	20.5	\$12,452,500
191	Michael	Yeagle	5	\$7,835,000	3	\$4,600,000	8	\$12,435,000
192	Jason	Davis	5	\$3,336,000	6	\$9,043,900	11	\$12,379,900
193	Craig	Fallico	19	\$6,433,500	18	\$5,945,300	37	\$12,378,800
194	James	Kinney	8.5	\$4,585,000	7	\$7,750,000	15.5	\$12,335,000
195	Joelle	Cachey Hayes	11	\$11,153,500	3	\$1,170,000	14	\$12,323,500
196	Jacqueline	Alter	27.5	\$10,619,750	4	\$1,679,900	31.5	\$12,299,650
197	Nick	Kluding	5	\$3,554,000	7	\$8,647,000	12	\$12,201,000
198	Elizabeth	Amidon	13	\$5,472,000	16	\$6,712,000	29	\$12,184,000
199	Samantha	Porter	8	\$10,597,750	2	\$1,550,000	10	\$12,147,750
200	Elena	Theodoros	17.5	\$11,908,158	1	\$215,000	18.5	\$12,123,158

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to October 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Mark	Keppy	14.5	\$6,481,200	9	\$5,631,395	23.5	\$12,112,595
202	Steve	Otwell	18	\$6,198,100	9	\$5,908,500	27	\$12,106,600
203	Tim	Mullet	8	\$3,677,000	14	\$8,352,900	22	\$12,029,900
204	Ryan	Hardy	4.5	\$4,298,500	8	\$7,720,000	12.5	\$12,018,500
205	Janelle	Dennis	12.5	\$8,235,500	5	\$3,746,511	17.5	\$11,982,011
206	Iris	Kohl	5	\$2,192,000	15	\$9,731,000	20	\$11,923,000
207	Tiffany	Meyers	5	\$2,077,500	22	\$9,844,400	27	\$11,921,900
208	Elizabeth	Lassner	11	\$5,023,775	8	\$6,789,900	19	\$11,813,675
209	Julie	Latsko	4	\$5,065,000	6	\$6,742,000	10	\$11,807,000
210	Sheila	Dantzler	12.5	\$5,784,050	6	\$6,020,500	18.5	\$11,804,550
211	Bogdan	Popovych	17	\$11,793,300	0	\$0	17	\$11,793,300
212	Naomi	Wilkinson	7	\$4,596,000	6	\$7,180,000	13	\$11,776,000
213	Stefanie	D'Agostino	29	\$9,682,400	5	\$2,057,500	34	\$11,739,900
214	Karen	Ranquist	12.5	\$8,102,500	5	\$3,572,000	17.5	\$11,674,500
215	Chris	Gomes	1	\$605,000	19	\$11,059,100	20	\$11,664,100
216	Whitney	Wang	7	\$3,065,000	17	\$8,598,500	24	\$11,663,500
217	Thomas	Campone	14	\$4,459,000	13	\$7,199,000	27	\$11,658,000
218	Nicole	Flores	16	\$8,276,250	9	\$3,380,500	25	\$11,656,750
219	Peter	Green	5.5	\$2,845,099	13	\$8,810,500	18.5	\$11,655,599
220	Robert	Yoshimura	13	\$5,244,668	13	\$6,386,500	26	\$11,631,168
221	Reve'	Kendall	22	\$10,814,750	3	\$807,000	25	\$11,621,750
222	Bruce	Glazer	9	\$5,440,000	9	\$6,145,000	18	\$11,585,000
223	Nancy	Mcadam	15	\$9,571,000	5	\$1,994,250	20	\$11,565,250
224	Naja	Morris	21	\$7,928,900	9	\$3,627,936	30	\$11,556,836
225	Misael	Chacon	29	\$10,890,299	2	\$662,000	31	\$11,552,299
226	Frank	Montro	35.5	\$8,280,624	17.5	\$3,252,700	53	\$11,533,324
227	Ryan	Smith	68	\$11,165,300	2	\$357,000	70	\$11,522,300
228	Deborah	Hess	6.5	\$4,772,950	13	\$6,673,000	19.5	\$11,445,950
229	Michael	Saladino	14.5	\$4,245,500	20	\$7,171,325	34.5	\$11,416,825
230	Anne	Rossley	8	\$4,439,000	8	\$6,955,000	16	\$11,394,000
231	Elizabeth	Lothamer	13.5	\$6,383,950	10.5	\$4,962,400	24	\$11,346,350
232	Daniel	Csuk	7	\$3,950,000	15	\$7,389,496	22	\$11,339,496
233	Kevin	Snow	6	\$6,423,750	5	\$4,852,500	11	\$11,276,250
234	Jason	Stratton	14.5	\$10,561,750	1	\$700,000	15.5	\$11,261,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Carol	Collins	11	\$7,272,500	7	\$3,980,000	18	\$11,252,500
236	Helaine	Cohen	5	\$3,563,500	6.5	\$7,653,500	11.5	\$11,217,000
237	Marlene	Rubenstein	9.5	\$5,841,000	7	\$5,344,730	16.5	\$11,185,730
238	Rizwan	Gilani	8	\$2,999,000	15	\$8,163,500	23	\$11,162,500
239	Kellye	Jackson	26	\$9,728,100	5	\$1,429,500	31	\$11,157,600
240	Harry	Maisel	11	\$7,499,400	6	\$3,657,500	17	\$11,156,900
241	Jacob	Tasharski	6	\$3,293,500	9	\$7,861,000	15	\$11,154,500
242	Lauren	Dayton	6.5	\$4,757,000	10	\$6,391,668	16.5	\$11,148,668
243	Ryan	Gossett	6	\$3,506,750	11.5	\$7,606,050	17.5	\$11,112,800
244	Vikas	Wadhwa	6.5	\$5,670,000	4	\$5,401,000	10.5	\$11,071,000
245	Mark	Buckner	12.5	\$5,181,500	8	\$5,882,500	20.5	\$11,064,000
246	Lauren	Shimmon	9	\$3,203,000	13	\$7,844,000	22	\$11,047,000
247	Randy	Nasatir	6	\$2,541,750	13	\$8,482,500	19	\$11,024,250
248	Kelsey	Mayher	4.5	\$3,516,000	7	\$7,462,672	11.5	\$10,978,672
249	Tiffany	Bishop	4.5	\$10,895,527	0	\$0	4.5	\$10,895,527
250	Cornelis	Hoogstraten	2.5	\$805,000	15	\$10,078,500	17.5	\$10,883,500

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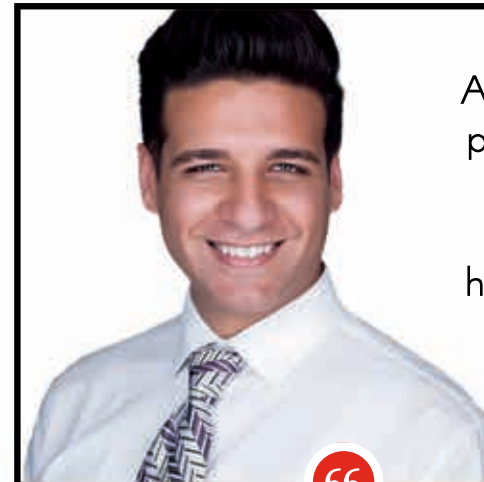
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