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LIMA ONE CAPITAL**

ON THE RISE:

TAMEKA LEWIS-MADKINS

WINTER EVENT:

Agent Panel

Hosted by Victory Tap

Tuesday, February 7th, 10 AM

Details on page 64

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Settling into a new year is always an adjustment. The action steps we need to choose to support our new habits, goals, and updated daily routines, can take some time to cement themselves into our lives. One annual practice I've come to enjoy with my wife is our "Gratitude Day/Planning Day." This has been an exercise that really helps us take a look back on all that happened the year before and set our intention for the coming year.

We take an entire workday to just sit, pray, express gratitude, identify the ups and downs of the previous year, and listen to one another's vision of what we want this year to bring. We discuss our personal schedules, finances, future RP events, family vacations, charitable giving, parenting, and chunks of the day when our phones need to be off (or out of reach) so we can be mentally present with our kids.

When my wife and I were debriefing after our reflection and gratitude time this year, it surfaced that we both felt that this practice was a challenge. We joke that "productivity is our love language" and reflecting doesn't always feel productive. We thought about all that we could have accomplished during those couple of hours it took to look back on the year. As hard as it may be to take the time to consider all the many blessings of the previous year, we have come to really enjoy this exercise. It gives us reminders of God's provision in our lives, clarity for the coming year, and excitement about the growth and reach our platform will have in the future. Sometimes intentionally not being productive is the most productive action one can engage in.

We cannot wait to see you all at our winter event at Victory Tap on Tuesday, February 7th at 10 AM (details can be found on page 64)! Our panelists are ready to discuss anything pertinent to Chicago real estate as 2023 unfolds. It's a conversation you won't want to miss.



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▶ agent feature

By Lauren Young

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Pam Rueve

REALTOR® by Design

“I’m a very career-oriented, driven gal who wants to be successful in all of her roles,” says REALTOR® Pam Rueve (ree-vee) of Jameson Sotheby’s International Realty. “I originally wanted a career in design: I am a natural creative. But sometimes you have to deviate from your original [career] vision. I get to apply my strengths and many of my creative talents to real estate.”

...



••• Pam was born and raised in Cincinnati, Ohio, where her father owned his own real estate firm. As a kid, Pam didn't play "school" or "house." She played "real estate agent." She toured homes with her dad and, though still a kid, once attended the Million Dollar Banquet when he was the board president.

After high school, she attended a five-year co-op program through the University of Cincinnati's College of Design, Architecture, Art, and Planning to pursue her passion for design. The co-op program partnered full-time course loads with full-time work, so she was able to fully experience what a future in the design industry would be like.

"I attended school year-round, and every year there was a three-month rotation where you moved to a different city for a job," explains Pam. "The co-op jobs were in the buying, merchandising, and design industries, which gave me a full résumé of experience."

When looking at her post-graduation options, however, Pam was disappointed by the salary prospects within design. That was when



her husband, Joe, encouraged Pam to explore real estate—it was a natural choice based on her family background and personal interests. Pam says Joe has been a constant source of support and encouragement for her in her career. He saw how her eye for design and people-pleasing nature would benefit her as a REALTOR®, and once she became an agent, he helped her with her clientele.

"All of my college electives were in real estate and I worked at real estate firms as a student. But in 1990, the real estate industry did not have many twenty-three-year-olds. It was very different from today's real estate agent demographics," notes Pam.

Since her early years as a REALTOR®, Pam has been serving clients of all backgrounds and budgets who are buying and selling everything from condominiums to high-end luxury homes. Last year she celebrated her best year in sales in her thirty-two years—over \$40 million—and she still enjoys helping a new generation of clients buy their first homes. •••



Pam with her family.





“ I BELIEVE THAT IF I KEEP WORKING AND LEARNING, IT WILL KEEP ME YOUNG BECAUSE REAL ESTATE IS ALWAYS EVOLVING. ”



“I love working with past clients and their children,” Pam says. “I assist many of my children’s friends who are purchasing their first homes too. It’s rewarding, being able to hold their hands and support those first-time buyers.”

Pam’s sons, Phillip and Jack, were athletes growing up. “Our family bonded over a love for sports,” she says. Life was scheduled around their sporting events, especially football and lacrosse. Her family loves to attend extended family members’ games and matches too—everything from grade-school, to college, to NFL games. “We love to cheer them on and support them in their sport!” says Pam. “I feel lucky to have married into a great big family. Sporting events are the perfect excuse to bring everyone together!”

“I loved my boys’ high school years,”

she continues. “I was very involved with fundraisers and was key in bringing lacrosse to Whitney Young Magnet High School. I relate to Sandra Bullock’s character in the movie *The Blind Side*. She plays a mom, Leigh Anne Tuohy, who is very involved with her kids’ sports, and like her, I’m extremely organized, hard-working, ambitious, and dedicated to accomplishing whatever I put my mind to.”

Pam starts each day with a run on the lakefront. “It helps calm me for the day and it is such a beautiful view of the city,” she says.

Looking back, Pam credits much of her success to her ability to apply her creative talents to preparing a home to sell, understand her clients’ needs and help them stay organized, and negotiate to help deals come together—skills she learned during that early career path shift from design. She also believes her “always-growing” attitude is what keeps her passion alive and her mind sharp.

“I believe that if I keep working and learning, it will keep me young because real estate is always evolving,” she says. “It forces me to evolve with the times and the market. I have been doing this for a very long time, but I know my energy and love for both the work and the people will always keep me active and involved in the industry. Experience is extremely valuable, and I truly just love working!”

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A Head Start on Spring Cleaning

Spring cleaning doesn't have to wait until spring!

By Shauna Osborne

In February, the weather outside is still frightful — possibly the harshest of the season — but the glittering hope of spring is just around the corner. If you're feeling a little stir-crazy, why not tackle these often-neglected chores now and start sprucing up your home for sunny times ahead?

Touch up paint

Tired of looking at those marks and smudges on the walls, cabinets, doors and trim? Tackle them with a cleaning eraser first to assess what truly needs a touch-up, then address the remaining problem areas with leftover paint and a small, thin paintbrush for greater precision.

Clean out dryer vent

A clogged dryer vent can, at best, cause your dryer to run inefficiently and increase your energy bill and, at worst, cause a fire. To clear any lingering lint and/or nesting pests from your cozy vent, remove the vent and clean the duct that connects the back of the dryer to the outside using a wet/dry vac or brush tool.

Refresh mattresses

Most of us change our sheets frequently, but we shouldn't neglect our trusty mattress, which can make all the difference in sleep quality. Start by vacuuming the box springs and the top and bottom of the mattress. Then, rotate or flip, depending on whether it's a one- (rotate) or two-sided mattress (flip to prevent sagging).

Revive fridge

Refrigerator condenser coils are located on the back or bottom of your appliance. Save energy and extend the life of your fridge by using a vacuum to clean the coils as well as underneath and behind the fridge itself.



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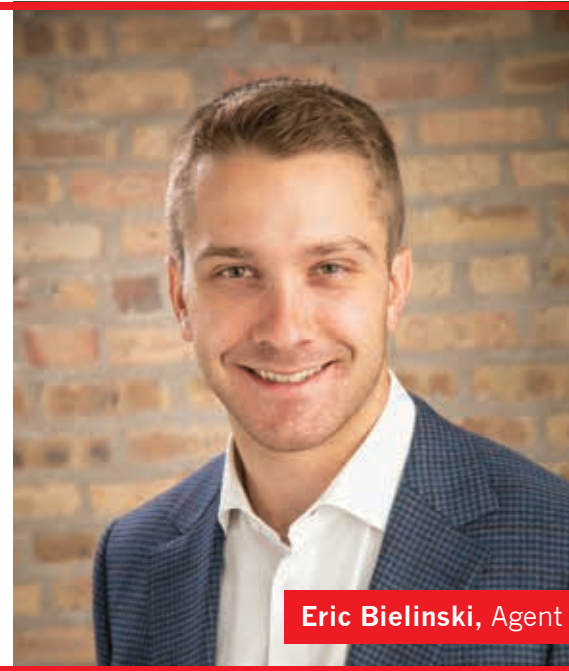


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LAW OFFICES OF KATRINA M. BARNETT, P.C.

▶ partner spotlight
By **Chris Menezes**
Photos by **Sonya Martin**

LAW AT AN ELITE LEVEL

Dedicated, organized, and thorough, Katrina Barnett runs her law office like a coach of an elite sports team. She's been cultivating these qualities since she was in first grade and began training as a gymnast. Practicing five hours a day, six days a week, while keeping up with school, family, and friends required immense focus and discipline. That drive and motivation is now used to help her clients secure the most important purchase of their lives.

“We [our team members] pride ourselves on our communication, organization, and making sure clients are aware of the important dates and information throughout their transaction,” says Katrina. “We’re available by phone, text, and email and aim to respond to clients ASAP. It is exceedingly rare that we do not respond within hours or at least within the same day. We also have an online portal for clients, lenders, and agents so everyone has access to the documents from the transaction throughout the process—even after closing and when tax season comes.” ●●●



Katrina with another attorney from her office, Julian.

••• Katrina and her team are so thorough when it comes to communication, they even speak multiple languages. Julian is fluent in Spanish, and Emily, their paralegal, is fluent in French. “Our work ethic, organization, and communication is top notch; we ensure the transaction moves smoothly for everyone,” she says. “I really enjoy being able to explain in simple terms all the complex issues that affect transactions. But seeing happy clients is by far the best part of what we do.”

Katrina moved from practicing divorce/family law to practicing real estate law specifically for the clients. She loved being able to create a happy, successful ending for people—an ending not often come by in family law.



“WE PRIDE OURSELVES ON OUR COMMUNICATION, ORGANIZATION, AND MAKING SURE CLIENTS ARE AWARE OF THE IMPORTANT DATES AND INFORMATION THROUGHOUT THEIR TRANSACTION.”

Helping people is what it’s all about for Katrina. She loves that her work allows her to work toward one common goal with others, whether it be with a referral partner, buyer, or seller. She has built her business on the relationships she’s cultivated over the years, working with several of the same agents over and over again, many of whom have become close friends.

Before deciding on law, Katrina was interested in going to medical school. She was a biochemistry major for the

first few years of college. She switched to law thinking she would become a sports agent. Eventually, she decided to keep sports as a hobby. She can talk sports all day. Sports and travel. She’s been to sixty-four countries but always loves catching a Cubs game and finding a great hole-in-the-wall restaurant in the city too.

Katrina defines success as “being able to live the happy life you dream of,” and for her, that means being able to feel like she is really assisting clients with one of the most important purchases of their lives, while also valuing a work-life balance.

“What is important at the end of the day is being happy and surrounding yourself with friends and family who are as well,” she says.

To learn more about the Law Offices of Katrina M. Barnett, P.C. or to contact them for your next transaction, visit www.kmbarnettlaw.com, call 312-725-0085, or email Katrina at katrina@kmbarnettlaw.com.



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WEINBERG CHOI RESIDENTIAL

A Team Based in Balance

When Tommy Choi and Josh Weinberg decided to build a team together, it had nothing to do with ego. They didn't want to be the center of it or claim ownership over everything. Rather, they wanted it to be based on an idea, a culture, a vision. They wanted to lead from the back and teach their agents how to be masters of their own businesses, and more importantly, their lives.

This idea wasn't just a creative way for Tommy and Josh to expand their business and make more money, it was literally a matter of life and death.

Tommy and Josh have been working in real estate together ever since they created Weinberg Choi Residential in 2007. They were roommates at the time, having met in college. Josh had been working in sales with a developer, Pulte Homes, in the suburbs for three years, selling spec homes in large developments. Tommy had been working as an inside sales representative at CDW on the government side of health care, making 130 cold calls a day to state and local government-run hospital IT departments.

They were at a corporate crossroads, not feeling fulfilled or happy at their jobs when they decided to become REALTORS® and start their own team. Josh was already in the industry and





Some of Weinberg Choi Residential's buyers specialist team (Joanne Dickinson, Jessica Kelly, Willem Nong-Lambert) and their leasing specialist (Katya Lorman).



Weinberg Choi Residential's annual Valentine's Day client appreciation event called Operation Love where they get all of their past clients at home pizza kits.

“What’s most important for us is seeing our teammates achieve what they personally set out, and seek out, to accomplish.”
– Tommy

•••

loved the idea of supporting people in achieving homeownership—the American Dream. Tommy was instilled with a reverence for the concept of homeownership from his grandfather, who immigrated to the United States and held great pride for having worked hard enough to be able to put his stake in the ground and claim his own piece of Chicago and America.

The decision to grow and scale Weinberg Choi Residential had more to do with staying alive long enough to enjoy the fruits of their labor than it did with just finding happiness and greater success. Both Tommy and Josh had just become fathers at the time and were burning the candle at both ends. Tommy had been averaging four hours of sleep a night and hustling and grinding the other twenty, when one day, he woke up behind the wheel, driving with half his car underneath a semi-truck trailer.

“I was grateful that the truck driver saw me and kept at the same speed I was driving. I woke up because all the cars around me were honking to get my attention. I pulled over to the side of the road and was emotional. I called Josh and told him

Weinberg Choi Residential's annual charity golf outing to raise money for The Nora Project. In 2022 they raised \$55,000!



Josh Weinberg and Tommy Choi.

what happened and said that we needed to find leverage and hire someone,” explains Tommy.

The second stage of growth for Weinberg Choi Residential occurred when Tommy and Josh began to think of themselves as business owners. Wanting to grow and scale their business, they added more pieces of leverage and embraced a business model that was based on mastery.

The most recent stage of growth focused on creating a sustainable business that celebrated their entire team. Having initially hired people as leverage for just themselves, Tommy and Josh became focused on providing leverage to their teammates, to continue to provide value to them and help them achieve their personal and professional goals.

“Our vision is to be the company of choice to work with to build a career as well as to buy and sell real estate. This stems from our mission to build legacies for our clients, our team, and our friends and family through delivering and supporting our clients’ perfect real estate experience,” explains Josh.

As Josh and Tommy emphasized their vision, they also admitted that teams often spend too much time focusing on their “vision,” which often occurs when they elevate sales volume, units sold, and GCI, but don’t spend enough time in the present moment, thinking about their agents and the day-to-day activities that will help them achieve the results they want.

•••

...

“What’s most important for us is seeing our teammates achieve what they personally set out, and seek out, to accomplish,” explains Tommy. “One of the pillars of our company culture is family. We have each other’s backs like family. We also respect our differences and take time to hear and see different perspectives like family. What keeps us [Josh and me] up at night is our team members’ successes, not rising interest rates, or low inventory of homes, or inflation and the economic temperature. Our dreams and goals are created and fueled by each teammate’s dreams and goals.”

As Tommy and Josh continue to cultivate the success of their team, they remain focused on the true definition of what success really means, and that’s balance.

“Personally, I know Josh and I can make more money if we want to, but that would take away from our personal time,” Tommy says. “I cherish being the best dad I can be to my three daughters, the best partner I can be to my wife, and the best friend I can be to the people in my locker room. For us, success is understanding what our ideal balance looks like and achieving it.”



Weinberg Choi Residential’s client experience specialists (Michael Kiggins, Citlali López-Ortiz, and Paul Smith).



Weinberg Choi Residential’s operations team (Enida Krdzalic, Allie Tassi, and Kennedy Clement).



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Tameka Lewis-Madkins

The Power of Real Estate and Self-Belief

▶ on the rise

By **Chris Menezes**
Photos by **Prestige Real Estate Images Inc.**

If there's one thing Tameka Lewis-Madkins has learned these past seven years in real estate, it's the importance of believing in yourself. From the moment she decided to get her license, she has had to conjure profound self-belief, not just for herself but for her children.

While Tameka had been in love with real estate for most of her life, her decision to enter the industry was a vote of confidence in herself and her ability to take care of her family—even though she was going through a divorce—and that she could provide for them doing what she loved.

Of course, she didn't have much of a choice. She had been working part-time as a real estate agent and chiropractic physician for some time. But with the divorce, she realized she didn't have the proper support system in place to work long hours and take care of her kids at the same time.

"I remember journaling through this process—that I only had twenty-two dollars in my account and did not know how I was going to pay my bills," Tameka explains. "My kids motivated me to jump full-time into real estate because I never wanted them to know what it felt like to be hungry."



Tameka was met with almost immediate resistance. In 2016, about a year after obtaining her license, she had a miscarriage that started a cascade of health issues, including a blood clot in her sigmoid sinus that caused severe headaches, side effects from prescription drugs that caused layers of her skin to peel off of her feet, and a cough that was so bad it caused her to vomit multiple times a day.

After several inconclusive tests and remedies, Tameka decided to take matters into her own hands. "I started working out and I lost about fifty pounds. I stopped taking the medication and gained more control over my life. I went back to a naturopathic doctor who helped me with the cough. After regaining my health, real estate allowed me the flexibility to take care of my kids and make a living doing what I love."

As Tameka was trying to gain traction in her career, she was told by someone that she should get a "regular job." Because she had so many obstacles and so little support at the time, she followed that person's advice and began applying for other jobs. However, she couldn't get one.

"I was so frustrated that I sent that person all the denial letters I was receiving," Tameka said. "I had more degrees than a thermometer [bachelor's in psychology with a minor in gerontology, and a doctorate in chiropractic], but I could not find a job. Once I gave up listening to other people regarding my career options, doors of opportunity opened for me. You have to believe in yourself even when the people around you won't. You can't fit in a box when you are meant to stand out."

Tameka's work ethic has always stood out, even as a kid, growing up in St. Augustine, Florida, with her mother. "We sold candy out of our home," she explains. "I used to have to walk down the street selling red candy apples for a dollar, and I couldn't come home until they were all sold."

After moving to Wisconsin at age sixteen to live with her father, Tameka picked up selling candy again, but this time it was for a school field trip to Washington D.C., NYC, and Philadelphia with her government class. She not only sold enough candy to pay for her own trip, but she raised enough to help pay for some of her other classmates too. ...



Tameka with her two sons, Xavier (9) and DeMario (7).

...

Tameka drew much of her inspiration in life from her father, who, before retiring from the Navy, started his own entrepreneurial journey in the food industry. "I watched him grow his business, and then close his business to move across the country to restart it. The one thing I learned from his journey is that giving up is not an option and excuses do not apply. He showed me by his actions that anything worth having is worth working for," she says.

Entering real estate was Tameka's return to sales in many ways. She recalls the first time she became interested in real estate.

“ The most rewarding part of my business, however, is seeing the smile on the face of someone who did not know it was possible to own a home, let alone build wealth. ”



“Once, an older couple on a cruise advised me that real estate was the way to financial freedom. I am absolutely addicted to real estate now—from flipping, to dealing with contractors, to property management, to sales. The most rewarding part of my business, however, is seeing the smile on the face of someone who did not know it was possible to own a home, let alone build wealth.”

Tameka recently started rehabbing homes in her spare time and loves bringing old homes to life. She also loves to travel, dance, and spend as much time with her kids, Xavier and DeMario, as possible.

“My kids are my driving force,” she says. “When I do not feel like myself, I look at them and smile, knowing that everything will be okay. They motivate me to do whatever it takes to make sure they can have a fresh start. They give me the power to believe in myself and to help others change their lives through real estate as well, one home at a time.”



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Mark Buford

with Lima One Capital

Mark Buford is not your typical mortgage lender. He specializes in working specifically with investors—whether individuals, organizations, or businesses—through Lima One Capital, a one stop shop for real estate investors to help fund their ventures and grow their businesses.

“We provide leverage in the form of debt financing to real estate investors who fix and flip, fix and hold, or build new construction,” Mark explains. “We’re the lending option that requires less documentation and speed to the market. I like to say that ‘We make “hard money,” soft’ by leveraging our

...



Mark with the MOT-DD team.

The Funder



•••

products and relationship skills to add value to investors' business goals."

Mark's lauded expertise in the investor space over the years has bolstered his reputation in the industry. Today, this vice president at Lima Capital One is known as "Mark, the Funder," because he will do whatever it takes to not only secure the loan for a project, but to also make sure more projects happen in the future and that his clients' businesses continue to grow.

"I believe real estate is a contact sport. You must stay connected to players in the market to be successful. I believe healthy competition is good, as well as building solid relationships of mutual value, and having fun, while executing win-win scenarios," he said. "I love working with high-capacity developers and flippers

who approach the business as a profession. Whether they do custom or spec homes, build-to-rent communities, rental portfolios, or is someone who cranks out fifteen to fifty rehabs per year, my work requires being the continuously engaged, trusted lending consultant."

Mark doesn't only help produce other people's projects, however. Like the old adage goes, "It takes one to know one." Mark is a long-time investor. He dove into the space back in 1994 with the purchase of sixteen rental units in St. Louis, and has been acquiring and flipping more properties in the years since. But he is also a developer now with Model of Transformation Design & Development (MOT-DD) with partners Johnny Mullins, Jemal King, Damon Stewart, and Gerald Williams.

MOT-DD is a full-service real estate firm that specializes in urban markets. Their collective experiences allow them to innovate, develop, build, and manage an array of property types including residential, mixed-use, office and corporate, multifamily,



Rendering of The XChange development project in the South Shore neighborhood

that he try his hand at becoming a mortgage broker. Since there were no barriers to entry, he jumped in while simultaneously working as a district sales manager for *USA Today*. Six years ago, when he started with Lima One Capital, he was quickly dubbed "Mark, the Funder."

In addition to working closely with his clients and partners on their projects, Mark often co-hosts and facilitates seminars to help educate real estate agents and investors on lending and how to leverage private capital. He invests himself in the success of others and truly cares about helping people create better lives for themselves.



Among those he cares about the most, however, are his kids and grandkids. Because of them, he is driven by a sense of duty to create opportunities for the next generation.

Mark has two daughters and is known as "Pops" to his grandson. When he is not working, he enjoys traveling, relaxing, writing poetry, and having meaningful conversations about human transformation. While he loves to attend festivals in Chicago and dance to house music, his favorite musician is Bob Marley.

As "the Funder" with Lima One Capital and now part of a development team with MOT-DD, Mark is focused on making the biggest impact he can in the world of real estate for his clients, his community, and for future generations to come.

To be part of the legacy Mark is creating or to learn more, visit <https://grow.limaone.com/reps/mark-buford> or www.mot-dd.com.

institutional, and industrial. In fact, MOT-DD is hoping to break ground in August or September of 2023 on The XChange development project in the South Shore neighborhood.

"I just love the entire business process—from investing to developing, and working with people across all spectrums. I absolutely love people, helping them grow, and seeing that growth impact others. I also love providing financing solutions to real estate problems. My efforts help to stabilize communities—taking a vacant and abandoned eye sore, or a vacant lot, and creating a place that people can call home. It's quite fulfilling, knowing that my efforts help provide jobs and revenue for cities."

It was Mark's experience as an investor that got him into lending in 1997, when he first moved to Chicago. He grew up in Rockford, Illinois; enlisted in the Navy after high school; then attended Southern Illinois University Edwardsville where he studied business management. After moving to Chicago in 1997, knowing how much he loved the people part of real estate but unsure what direction he wanted to take, he reconnected with a loan officer he did business with when he lived in St. Louis. She recommended

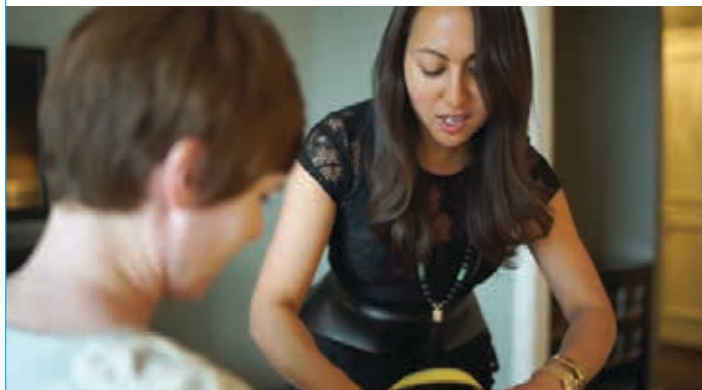
“...Real estate is a contact sport. You must stay connected to players in the market to be successful.”





WITH
**CHRISTINE
MATSUNAGA**
FASHION STYLIST OF

tristinstyling



Q: How does tristinstyling obtain the latest exclusive luxury items first every time?

A: We have access to the hottest items before they become available to the general public through the relationships I've cultivated within the world's leading luxury retailers throughout my 20+ years in the styling industry. We are able to generate and maintain these connections partly through the combined spending power of all our clientele.

Q: How can hiring tristinstyling save people money?

A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

Q: Why do people need tristinstyling when so many retailers offer styling services for free?

A: While styling services in retail stores are nice to have access to, customers are limited to shopping only in that one store. Clients who want to create a cohesive wardrobe that is unique to their personal style choose to hire us for personal shopping audits because they benefit from learning how to expand their own wardrobe by shopping all the current trends available from all retailers.

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This crucial carbohydrate helps keep our digestive microbiome healthy and happy.

According to the National Institute of Diabetes and Digestive and Kidney Diseases, over 62 million Americans are diagnosed with a digestive disorder each year, making these diseases among the nation's most serious health problems in terms of discomfort, out-of-pocket treatment costs and mortality. Although digestive health encompasses various complex factors — genetics, stress levels and medications, to name a few — dietary fiber is an often-overlooked and vital component of gastrointestinal health.

Dietary fiber is a plant-derived nutrient our body's gastric system cannot digest or absorb. We commonly consume it through healthy nutritional choices such as legumes/beans, nuts/seeds, whole grains, and fresh fruits and vegetables. If you're among the estimated 90% of Americans who don't get enough fiber through diet, luckily, the supplement options have expanded over the years to encompass more than gloopy, powdered drink mixes. All these tasty options make it easy to get the recommended 28 to 34 grams our bodies require each day.



How do our bodies benefit from all that fiber, you ask? For one thing, fiber helps the body lower "bad" cholesterol levels by absorbing the excess and moving it out of the body. It also maintains healthy blood sugar levels by slowing the body's absorption of sugar, thereby reducing the risks of developing serious conditions like heart disease, diabetes and certain cancers. As a cherry on top, high-fiber foods are more filling and less "energy-dense," meaning we stay fuller longer while consuming fewer calories, making it easier to maintain and even lose weight. Adding more fiber to your diet is a win-win-win!

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What's this?

LESLIE GLAZIER

» agent feature

By Lauren Young
Photos By Caleb Pickman



Leslie with her children.

Agent of Change

From Hollywood actors to empty nesters, REALTOR® Leslie Glazier has found a niche in helping people find housing during transitional periods in their lives. In fact, her business tagline, “Moving You Forward,” has become somewhat of a mission statement.

“Because I have been through so many moves myself, I have always enjoyed working with people who are in a time of transition,” she says. “I’ve assisted corporate relocation clients and first-time buyers, but

I specialize in divorce real estate—it’s not something you can become an expert in in a year or two.”

Leslie’s parents had a passion for architecture and interior design. As she was growing up, they frequently renovated their homes, which tended to follow the mid-century modern, minimalist style.

“We would move every few years too, but always lived near the lake in Evanston,” says Leslie. “I would frequently hear names like Eames, Knoll, and Saarinen, as well as Daniel Burnham, Booth and Nagel, and William F. DeKnatel, a student of Frank Lloyd Wright, mentioned around the house.”

...



...

In college, Leslie majored in real estate and psychology with a minor in dance. She earned her real estate license and worked in property management until she became the exclusive rental agent with Draper & Kramer in her twenties. In this role, she worked closely with the Chicago Film Office, sourcing temporary housing for movie stars who were in town to film.

“Robert De Niro insisted on seeing a property on East Lake Shore Drive three times,” she remembers. “He needed to see the unit at sunrise, mid-day, and sunset even though he would only be in town for six weeks.” She also assisted notables like Debra Winger, Meg Ryan, and Alisan Porter, who played Curly Sue in the film of the same name, among others.

“I am a skillful problem-solver, ‘issue spotter,’ and listener,” states Leslie. “I can read between the lines and may hear things that my clients didn’t even tell me. I like to think outside the box and open up new opportunities for my clients.”



I RELISH FINDING THE NEEDLE IN THE HAYSTACK—THAT GEM THAT WASN'T OBVIOUS FOR MY CLIENTS TO FIND.

I GET A LOT OF SATISFACTION FROM THE CHALLENGE OF THE HARD-TO-FIND PROPERTY.



Leslie once took a brief break from real estate when she started an e-gift business, but she returned to it in 2009.

“Real estate is the perfect fit for me,” she affirms. “I’m an entrepreneur at heart and prefer to work 24/7 for myself rather than nine-to-five for someone else.”

When Leslie takes some free time for herself, you will find her dancing or doing Pilates. “I have been ballroom dancing for five years now. I competed in Dancing with the Giordano Stars charity event and fell in love with ballroom dancing,” says Leslie. “Since then, I have been in a few Arthur Murray competitions. I am very competitive with myself.”

Leslie prioritizes giving back to those in need in other ways too. She supports the Starlight Children’s Foundation and, together with her daughter, Daisy, has raised over \$30 thousand for Chicago’s Lurie Children’s Hospital.

When it comes to her work, Leslie feels like she is making a difference when she can remove some of the anxiety that comes with a major life change for her clients. She also takes pride in watching her clients evolve from being single to married to having children, and supporting them through each new life stage.

“I relish finding the needle in the haystack—that gem that wasn’t obvious for my clients to find,” says Leslie. “I get a lot of satisfaction from the challenge of the hard-to-find property.”

“I’m always wanting to grow, develop, and improve,” she adds. “Each time I meet a new client and help them move forward in their journey through life, I feel successful. My day is made brighter each time I pick up the phone and talk with clients.”

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2023 Observances & Holidays

Jan	New Year's Day	Jan 1
Jan	Martin Luther King Day	Jan 16
Jan	Chinese New Year	Jan 22
Jan	Holocaust Remembrance Day	Jan 27
Feb	Super Bowl	Feb 12
Feb	Valentine's Day	Feb 14
Feb	Presidents Day	Feb 20
Feb	Mardi Gras Carnival	Feb 21
Feb	Ash Wednesday	Feb 22
March	Purim	Mar 6
March	Daylight Saving (Start)	Mar 12
March	St. Patrick's Day	Mar 17
March	Spring Begins	Mar 20
March	Ramadan Begins	Mar 22
April	April Fool's Day	Apr 1
April	Palm Sunday	Apr 2
April	Pessover Begins	Apr 5
April	Good Friday	Apr 7
April	Easter	Apr 9
April	Tax Day	Apr 18
April	Eid al-Fitr (End of Ramadan)	Apr 21
April	Earth Day	Apr 22
April	Administrative Professionals Day	Apr 26
May	National Day of Prayer	May 4
May	Cinco de Mayo	May 5
May	National Nurses Day	May 6
May	Mother's Day	May 14
May	Armed Forces Day	May 20
May	Pentecost	May 28
May	Memorial Day	May 29
June	Flag Day	Jun 14
June	Father's Day	Jun 18
June	Juneteenth	Jun 19
June	Summer Begins	Jun 21
June	Eid al-Adha Begins	Jun 28

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IRIS KOHL

►► REALTOR® to watch

Company: RH GROUP - COMPASS, Lincoln Park

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

What helped you decide to get into real estate?

I've always had an entrepreneurial spirit and since I can remember, I have been drawn to everything real estate including interior design.

What are you currently most passionate about in your business?

I am most passionate about helping our clients find their dream homes in an uncertain market and facilitating smooth transactions.

What is the most rewarding aspect of being an agent in today's market?

Our ability to save our clients time and money. Especially time, it's one of our clients' most precious assets.

Where do you see yourself growing in the industry over the next several years?

To me, growth is a byproduct of doing the right thing and doing it well. The real estate market will always have its fair share of ups and downs. But as agents, we are more than simply the statistics that drive the market. My team and I are high-spirited, high-performing individuals who work together, build friendships, and care about each other, our colleagues, and our clients' successes. And at the end of the day, I think that's the most important part.

Do you have a personal motto?

"The happiness of your life depends upon the quality of your thoughts" -Marcus Aurelius. I love his philosophy, and especially this particular quote. While we cannot control what happens to us, we can control our reactions to the events of our lives and this gives me immense strength and freedom.

Aside from real estate, what do you like to do?

I love to play tennis every chance I get (even though I'm not very good) and try new restaurants.

If you could go back to your younger self with everything you know now, what would you tell yourself?

Practice trusting myself more. It takes courage but that investment will pay off.

How do you stay motivated on the days you don't feel like it?

Working with a team that is full of laughter, fun, and positivity makes it very easy to stay motivated. I have an amazing partnership with those around me; together we lift each other up every day.

How do you feel about being nominated as a REALTOR® to Watch?

Extremely honored!

In the spirit of "Real" Producers, what is something that not many people know about you that others may find surprising or interesting?

I trained in Latin ballroom dancing in college.

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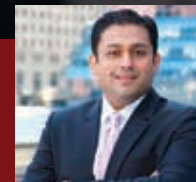
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TOP 250 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	247.5	\$138,062,145	271.5	\$138,157,444	519	\$276,219,589
2	Jeffrey	Lowe	122.5	\$188,729,148	64.5	\$81,933,638	187	\$270,662,786
3	Emily	Sachs Wong	91	\$129,404,000	50.5	\$65,414,400	141.5	\$194,818,400
4	Leila	Zammatta	42.5	\$154,195,892	8	\$36,731,382	50.5	\$190,927,274
5	Leigh	Marcus	175	\$124,851,771	80.5	\$60,077,550	255.5	\$184,929,321
6	Carrie	McCormick	76	\$82,772,843	33	\$42,149,900	109	\$124,922,743
7	Chezi	Rafaelli	36	\$62,906,500	32	\$61,935,389	68	\$124,841,889
8	Benyamin	Lalez	44.5	\$23,461,275	176.5	\$86,272,138	221	\$109,733,414
9	Alexandre	Stoykov	27	\$20,042,750	150	\$74,569,700	177	\$94,612,450
10	Nancy	Tassone	27	\$87,550,139	4	\$6,737,500	31	\$94,287,639
11	Grigory	Pekarsky	26	\$13,224,161	187.5	\$80,465,000	213.5	\$93,689,161
12	Mario	Greco	86	\$57,531,218	40.5	\$25,404,325	126.5	\$82,935,543
13	Brad	Lippitz	45	\$44,111,375	41.5	\$38,732,899	86.5	\$82,844,274
14	Katharine	Waddell	51	\$44,006,000	45.5	\$31,417,350	96.5	\$75,423,350
15	Timothy	Salm	18	\$48,509,750	7.5	\$21,517,500	25.5	\$70,027,250
16	Melanie	Giglio	44.5	\$33,641,150	57	\$35,126,700	101.5	\$68,767,850
17	Julie	Busby	32.5	\$22,597,175	54	\$41,978,860	86.5	\$64,576,034
18	Melissa	Siegal	58	\$35,662,200	48	\$25,722,381	106	\$61,384,581
19	Karen	Biazar	62	\$35,992,342	46.5	\$24,784,500	108.5	\$60,776,842
20	Tommy	Choi	33	\$19,215,175	57	\$38,178,750	90	\$57,393,925
21	Timothy	Sheahan	39	\$26,815,442	35	\$29,473,900	74	\$56,289,342
22	Cadey	O'Leary	23	\$48,266,000	6	\$7,980,492	29	\$56,246,492
23	Lance	Kirshner	63	\$29,898,962	42	\$25,960,500	105	\$55,859,462
24	Rafay	Qamar	40	\$15,973,674	88	\$38,080,994	128	\$54,054,668
25	Jill	Silverstein	27	\$21,092,696	34.5	\$32,585,650	61.5	\$53,678,346
26	Jason	O'Beirne	49	\$44,925,400	13	\$5,116,000	62	\$50,041,400
27	Amanda	McMillan	40	\$19,840,448	44	\$29,022,765	84	\$48,863,213
28	Hayley	Westhoff	26	\$15,518,536	37.5	\$32,355,641	63.5	\$47,874,178
29	Colin	Hebson	27	\$23,080,772	37.5	\$24,545,320	64.5	\$47,626,092
30	Lauren	Mitrick Wood	25	\$17,680,170	49	\$28,580,000	74	\$46,260,170
31	Jennifer	Ames	28	\$32,820,250	12	\$12,702,900	40	\$45,523,150
32	Julie	Harron	9.5	\$14,537,500	9	\$30,662,500	18.5	\$45,200,000
33	Sophia	Klopas	27.5	\$15,636,500	46	\$29,240,636	73.5	\$44,877,136
34	Joanne	Nemerovski	20	\$21,204,000	19	\$23,596,500	39	\$44,800,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Millie	Rosenbloom	24.5	\$22,424,500	27	\$22,037,579	51.5	\$44,462,079
36	Jeanne	Martini	18.5	\$44,344,550	0	\$0	18.5	\$44,344,550
37	James	D'Astice	25.5	\$12,404,701	61	\$31,926,583	86.5	\$44,331,284
38	Suzanne	Gignilliat	13	\$18,903,000	8	\$25,272,500	21	\$44,175,500
39	Sam	Shaffer	16.5	\$9,766,585	56	\$34,294,320	72.5	\$44,060,904
40	Elena	Theodoros	36.5	\$21,933,200	27.5	\$21,063,550	64	\$42,996,750
41	Philip	Skowron	16.5	\$20,198,000	12.5	\$22,468,500	29	\$42,666,500
42	Darrell	Scott	18.5	\$11,963,950	53.5	\$30,561,700	72	\$42,525,650
43	Daniel	Glick	24	\$22,680,900	29	\$19,385,250	53	\$42,066,150
44	William	Goldberg	23.5	\$21,033,900	29	\$20,971,176	52.5	\$42,005,076
45	Keith	Brand	31.5	\$13,864,600	41	\$26,386,538	72.5	\$40,251,138
46	Layching	Quek	15	\$8,139,500	42	\$31,429,150	57	\$39,568,650
47	Kathleen	Malone	22.5	\$22,354,450	20	\$17,140,000	42.5	\$39,494,450
48	Daniel	Close	32	\$16,341,500	34	\$22,860,400	66	\$39,201,900
49	Melanie	Everett	15	\$6,744,500	60.5	\$30,920,850	75.5	\$37,665,350
50	Lawrence	Dunning	27	\$18,900,000	27	\$18,681,500	54	\$37,581,500

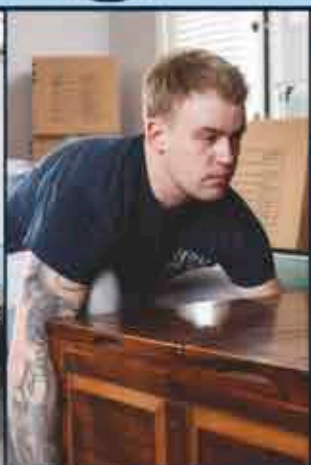
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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to December 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Vincent	Anzalone	20	\$22,277,956	19	\$14,424,166	39	\$36,702,122
52	Ryan	Preuett	11.5	\$15,262,500	15	\$21,293,499	26.5	\$36,555,999
53	Michael	Rosenblum	25	\$24,288,994	12	\$11,751,700	37	\$36,040,694
54	Nick	Nastos	14.5	\$6,230,350	55.5	\$29,593,450	70	\$35,823,800
55	Scott	Curcio	49.5	\$21,492,850	35	\$14,056,900	84.5	\$35,549,750
56	Ivona	Kutermankiewicz	28	\$26,533,100	13.5	\$8,341,800	41.5	\$34,874,900
57	Elias	Masud	13.5	\$7,208,250	52.5	\$27,268,600	66	\$34,476,850
58	Margaret	Baczkowski	20.5	\$19,572,251	14.5	\$14,498,000	35	\$34,070,251
59	Rachel	Krueger	8	\$14,667,750	13	\$18,963,000	21	\$33,630,750
60	Christine	Lutz	33	\$31,871,827	1.5	\$1,714,750	34.5	\$33,586,577
61	Nicholas	Colagiovanni	22.5	\$17,706,500	17	\$15,813,500	39.5	\$33,520,000
62	Eugene	Fu	11	\$6,365,325	48	\$26,792,745	59	\$33,158,070
63	Mark	Zipperer	45.5	\$17,315,750	33	\$15,608,510	78.5	\$32,924,260
64	Jennifer	Mills	29.5	\$25,672,035	10	\$7,170,850	39.5	\$32,842,885
65	Edward	Jelinek	36.5	\$19,583,250	23	\$13,108,125	59.5	\$32,691,375
66	Michael	Hall	35.5	\$26,723,500	6	\$5,251,300	41.5	\$31,974,800
67	Joel	Holland	22	\$11,829,300	30.5	\$19,976,630	52.5	\$31,805,930
68	Nadine	Ferrata	32.5	\$24,002,778	11.5	\$7,636,778	44	\$31,639,556
69	Staci	Slattery	51	\$31,324,262	0	\$0	51	\$31,324,262
70	Nicholaos	Voutsinas	19	\$10,504,700	37	\$20,458,100	56	\$30,962,800
71	James	Sheehan	15.5	\$24,171,000	8	\$6,635,000	23.5	\$30,806,000
72	Shay	Hata	21	\$11,049,832	30	\$19,725,300	51	\$30,775,132
73	Karen	Schwartz	23	\$13,018,350	23.5	\$17,200,142	46.5	\$30,218,492
74	Kelly	Parker	11.5	\$5,933,375	38.5	\$23,924,150	50	\$29,857,525
75	Debra	Dobbs	27.5	\$19,879,000	26	\$9,953,400	53.5	\$29,832,400
76	Steve	Genyk	21.5	\$18,990,500	11	\$10,746,000	32.5	\$29,736,500
77	Alishja	Ballard	20	\$11,430,500	26	\$18,104,900	46	\$29,535,400
78	Leslie	Glazier	20	\$17,330,750	18	\$12,048,450	38	\$29,379,200
79	Elizabeth	Brooks	28	\$29,271,046	0	\$0	28	\$29,271,046
80	Danielle	Dowell	31	\$17,362,200	23.5	\$11,754,264	54.5	\$29,116,464
81	Santiago	Valdez	25	\$10,325,875	44.5	\$18,489,500	69.5	\$28,815,375
82	Kevin	Hinton	24	\$11,161,050	44.5	\$17,617,300	68.5	\$28,778,350
83	Robert	Picciariello	74	\$28,588,500	0	\$0	74	\$28,588,500
84	Megan	Tirpak	17	\$14,642,250	7	\$13,678,000	24	\$28,320,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Cory	Tanzer	39.5	\$15,761,999	32.5	\$12,265,500	72	\$28,027,499
86	Susan	O'Connor	9.5	\$10,300,500	12	\$17,596,080	21.5	\$27,896,580
87	Dawn	McKenna	19	\$24,238,500	6.5	\$3,648,500	25.5	\$27,887,000
88	Paul	Mancini	32	\$17,418,000	16	\$10,329,000	48	\$27,747,000
89	Cameel	Halim	4	\$27,498,999	0	\$0	4	\$27,498,999
90	Sara	McCarthy	21	\$9,043,150	28	\$18,386,300	49	\$27,429,450
91	R. Matt	Leutheuser	10.5	\$19,770,500	5.5	\$7,585,000	16	\$27,355,500
92	Natasha	Motev	10.5	\$23,726,000	3	\$3,580,000	13.5	\$27,306,000
93	Patrick	Shino	6	\$1,820,727	55	\$25,439,655	61	\$27,260,382
94	Rachel	Vecchio	2	\$1,341,500	9	\$25,836,740	11	\$27,178,240
95	Barbara	O'Connor	27	\$16,829,112	24.5	\$10,014,050	51.5	\$26,843,162
96	Lucas	Blahnik	9.5	\$7,796,750	27.5	\$19,029,555	37	\$26,826,305
97	Susan	Miner	6	\$17,750,000	4	\$9,071,323	10	\$26,821,323
98	Ryan	McKane	58	\$24,942,350	3	\$1,672,000	61	\$26,614,350
99	Camille	Canales	12	\$5,906,250	41.5	\$20,622,575	53.5	\$26,528,825
100	Gail	Spreen	51	\$21,186,800	9	\$4,874,500	60	\$26,061,300

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to December 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Cynthia	Sodolski	21	\$15,975,500	17.5	\$10,055,000	38.5	\$26,030,500
102	Steven	Kehoe	19	\$15,916,776	16	\$10,087,850	35	\$26,004,626
103	Robert	Sullivan	15.5	\$16,844,580	12.5	\$9,151,000	28	\$25,995,580
104	Zachary	Redden	10.5	\$6,672,250	36.5	\$19,227,050	47	\$25,899,300
105	Juliana	Yeager	12.5	\$7,012,450	22.5	\$18,594,000	35	\$25,606,450
106	Molly	Sundby	21	\$25,050,016	1	\$549,900	22	\$25,599,916
107	Amy	Duong	17	\$10,449,750	20	\$14,715,500	37	\$25,165,250
108	Connie	Engel	28.5	\$17,249,850	10	\$7,914,650	38.5	\$25,164,500
109	Brady	Miller	28	\$8,170,200	35	\$16,610,722	63	\$24,780,922
110	Stefanie	Lavelle	22.5	\$15,850,600	13	\$8,916,500	35.5	\$24,767,100
111	Lisa	Blume	17	\$8,988,300	37.5	\$15,703,000	54.5	\$24,691,300
112	Patrick	Teets	21.5	\$17,857,273	8	\$6,773,000	29.5	\$24,630,273
113	Michael	Shenfeld	21.5	\$11,149,261	18.5	\$13,453,345	40	\$24,602,606
114	Brian	Moon	12.5	\$8,057,950	25.5	\$16,460,750	38	\$24,518,700
115	Elizabeth	Ballis	13.5	\$8,657,688	15.5	\$15,780,688	29	\$24,438,375
116	Alex	Wolking	26	\$10,256,100	22	\$13,797,902	48	\$24,054,002
117	Stephanie	LoVerde	20.5	\$11,263,700	22	\$12,752,000	42.5	\$24,015,700
118	Greg	Nagel	15.5	\$12,279,500	15	\$11,580,000	30.5	\$23,859,500
119	Kimber	Galvin	7	\$4,511,522	29.5	\$19,173,862	36.5	\$23,685,384
120	Stacey	Dombar	42	\$20,129,387	6	\$3,357,650	48	\$23,487,037
121	Michael	Maier	38.5	\$20,776,965	9	\$2,521,000	47.5	\$23,297,965
122	Stephanie	Cutter	26.5	\$13,357,700	16	\$9,816,000	42.5	\$23,173,700
123	Anne	Rossley	14	\$9,855,145	16	\$13,170,000	30	\$23,025,145
124	Lisa	Sanders	42	\$17,858,750	9	\$5,122,500	51	\$22,981,250
125	Benjamin	Lissner	5	\$2,139,250	47.5	\$20,744,400	52.5	\$22,883,650
126	Qiankun	Chen	28	\$11,101,888	28	\$11,671,878	56	\$22,773,766
127	Meg	Daday	16	\$10,062,000	19	\$12,476,900	35	\$22,538,900
128	Christopher	Engelmann	15	\$6,355,000	37	\$16,136,100	52	\$22,491,100
129	Susan	Kanter	16	\$11,378,000	18	\$11,018,200	34	\$22,396,200
130	Nicole	Hajdu	20	\$6,473,400	28	\$15,665,900	48	\$22,139,300
131	Scott	Berg	52	\$20,548,301	4	\$1,451,500	56	\$21,999,801
132	Stephen	Hnatow	15.5	\$9,616,500	15	\$12,336,500	30.5	\$21,953,000
133	Joseph	Kotoch	10	\$7,163,250	18.5	\$14,754,500	28.5	\$21,917,750
134	Amie	Klujian	24.5	\$9,476,050	36.5	\$12,279,850	61	\$21,755,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Sherri	Hoke	10	\$12,834,000	7	\$8,874,000	17	\$21,708,000
136	Carol	Collins	12.5	\$8,811,500	12	\$12,839,800	24.5	\$21,651,300
137	Steven	Powers	17	\$18,282,500	5	\$3,250,000	22	\$21,532,500
138	D	Waveland Kendt	20.5	\$13,396,400	10	\$8,107,500	30.5	\$21,503,900
139	Michael	Saladino	31	\$12,516,400	23.5	\$8,868,150	54.5	\$21,384,550
140	Natalie	Renna	16	\$7,484,899	26	\$13,832,900	42	\$21,317,799
141	Bruce	Glazer	19	\$9,780,000	17	\$11,505,900	36	\$21,285,900
142	Eudice	Fogel	8.5	\$6,298,000	14	\$14,980,000	22.5	\$21,278,000
143	Dennis	Huyck	26	\$15,888,500	7.5	\$5,229,250	33.5	\$21,117,750
144	Sam	Jenkins	10	\$7,351,070	13	\$13,744,000	23	\$21,095,070
145	Ryan	Huyler	15.5	\$10,911,900	10	\$10,119,500	25.5	\$21,031,400
146	Jingen	Xu	7	\$5,540,500	17	\$15,471,263	24	\$21,011,763
147	Kevin	Wood	4	\$14,143,740	2	\$6,850,000	6	\$20,993,740
148	Joseph	Gasbarra	3	\$899,000	5	\$19,885,000	8	\$20,784,000
149	Armando	Chacon	25.5	\$17,092,799	6	\$3,686,500	31.5	\$20,779,299
150	Mark	Icuss	12	\$8,879,500	13.5	\$11,890,000	25.5	\$20,769,500

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to December 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Naja	Morris	27.5	\$11,967,150	20	\$8,783,600	47.5	\$20,750,750
152	Michael	Scanlon	8.5	\$2,670,450	28.5	\$18,046,850	37	\$20,717,300
153	Sarah	Ziehr	34	\$17,321,000	5	\$3,372,000	39	\$20,693,000
154	Helaine	Cohen	2.5	\$2,944,950	21.5	\$17,631,350	24	\$20,576,300
155	Brian	Loomis	11	\$11,745,500	5	\$8,815,000	16	\$20,560,500
156	Joelle	Cachey Hayes	10	\$8,884,500	6	\$11,615,000	16	\$20,499,500
157	Laura	Meier	11.5	\$6,398,250	20	\$14,071,421	31.5	\$20,469,671
158	Prashanth	Mahakali	14	\$15,446,500	10	\$5,014,900	24	\$20,461,400
159	Laura	England	10.5	\$5,761,000	7.5	\$14,612,058	18	\$20,373,058
160	Janelle	Dennis	23	\$11,241,700	13	\$9,076,150	36	\$20,317,850
161	Nicole	Flores	26.5	\$15,883,800	7.5	\$4,322,000	34	\$20,205,800
162	Matthew	Liss	14.5	\$6,367,000	17	\$13,688,125	31.5	\$20,055,125
163	Michael	McGuinness	5	\$2,055,500	34	\$17,943,470	39	\$19,998,970
164	Melanie	Carlson	10.5	\$6,379,629	25	\$13,587,500	35.5	\$19,967,129
165	Nicholas	Apostal	23.5	\$12,943,748	10.5	\$6,969,450	34	\$19,913,198
166	Sari	Levy	11	\$6,834,500	12.5	\$12,881,800	23.5	\$19,716,300
167	Richard	Kasper	22.5	\$12,310,675	17	\$7,235,900	39.5	\$19,546,575
168	Ken	Jungwirth	20.5	\$12,330,500	15	\$7,150,500	35.5	\$19,481,000
169	Deborah	Hess	10.5	\$6,561,550	31	\$12,892,677	41.5	\$19,454,227
170	Tiffany	Meyers	6	\$2,698,500	36	\$16,517,450	42	\$19,215,950
171	Landon	Harper	22	\$12,034,316	14	\$6,898,816	36	\$18,933,132
172	Erin	Mandel	12.5	\$8,215,636	11	\$10,645,711	23.5	\$18,861,346
173	Scott	Newman	30	\$10,791,550	16	\$8,023,900	46	\$18,815,450
174	Robert	Yoshimura	15	\$7,001,000	24	\$11,732,400	39	\$18,733,400
175	Kathryn	Barry	9.5	\$4,456,600	25	\$14,276,314	34.5	\$18,732,914
176	Kaylin	Goldstein	12	\$6,851,550	14	\$11,781,900	26	\$18,633,450
177	Brad	Zibung	19.5	\$9,501,400	15	\$9,111,500	34.5	\$18,612,900
178	Samuel	Kahn	11	\$8,465,500	13	\$10,128,400	24	\$18,593,900
179	Philip	Barone	5.5	\$3,251,500	3	\$15,259,500	8.5	\$18,511,000
180	Marzena	Frausto	2	\$865,000	39	\$17,636,799	41	\$18,501,799
181	Elizabeth	Lothamer	17	\$8,703,406	20	\$9,721,317	37	\$18,424,722
182	Brant	Booker	15	\$10,003,105	6	\$8,395,000	21	\$18,398,105
183	Adele	Lang	7.5	\$2,842,500	38.5	\$15,478,200	46	\$18,320,700
184	Lyn	Harvie	17	\$7,866,000	16	\$10,402,900	33	\$18,268,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Nathan	Binkley	13	\$8,001,000	9	\$10,227,900	22	\$18,228,900
186	Cindy	Weinreb	12	\$4,464,900	27	\$13,722,400	39	\$18,187,300
187	Owen	Duffy	23.5	\$12,104,750	14	\$6,048,500	37.5	\$18,153,250
188	Dominic	Irpino	28	\$11,054,300	14	\$7,062,000	42	\$18,116,300
189	Joy	Larkin	8.5	\$14,293,900	2.5	\$3,809,000	11	\$18,102,900
190	Frank	Montro	61.5	\$13,415,601	21.5	\$4,638,490	83	\$18,054,091
191	Pamela	Rueve	16.5	\$13,350,500	9	\$4,702,500	25.5	\$18,053,000
192	Steve	Dombar	5	\$2,249,200	31.5	\$15,757,850	36.5	\$18,007,050
193	Cara	Buffa	17	\$11,397,000	9	\$6,602,500	26	\$17,999,500
194	Melissa	Govedarica	10.5	\$10,906,050	2	\$7,055,000	12.5	\$17,961,050
195	Danny	Lewis	11.5	\$5,585,500	19	\$12,209,500	30.5	\$17,795,000
196	Kristin	Gonnella	7.5	\$3,559,250	20	\$14,022,900	27.5	\$17,582,150
197	Sarah	Maxwell	9	\$6,033,000	13	\$11,544,100	22	\$17,577,100
198	Ian	Schwartz	20.5	\$13,151,850	5	\$4,420,000	25.5	\$17,571,850
199	Thomas	Campone	27	\$11,011,500	15	\$6,494,000	42	\$17,505,500
200	Nancy	Hotchkiss	22	\$11,025,500	10	\$6,476,000	32	\$17,501,500

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to December 31, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	James	Buczynski	17	\$9,600,000	14	\$7,885,900	31	\$17,485,900
202	Hadley	Rue	18	\$10,080,450	13	\$7,396,500	31	\$17,476,950
203	Steve	Otwell	31	\$11,124,482	10	\$6,339,900	41	\$17,464,382
204	Jennifer	Romolo	5	\$2,482,250	31	\$14,870,699	36	\$17,352,949
205	Melissa	Vasic	12.5	\$7,617,500	16.5	\$9,700,900	29	\$17,318,400
206	Peter	Moore	11.5	\$5,612,750	14	\$11,671,500	25.5	\$17,284,250
207	Robin	Phelps	13	\$6,573,180	15	\$10,704,800	28	\$17,277,980
208	Jeffrey	Herbert	10	\$4,765,250	19	\$12,508,533	29	\$17,273,783
209	Kathryn	Schrage	35	\$16,035,500	1	\$1,115,000	36	\$17,150,500
210	Steven	Jurgens	10	\$7,458,000	6	\$9,598,722	16	\$17,056,722
211	John	Grafft	17	\$11,987,000	8	\$5,007,025	25	\$16,994,025
212	Emily	Smart Lemire	8	\$5,130,700	8.5	\$11,846,901	16.5	\$16,977,601
213	Chris	Gomes	4.5	\$3,120,500	17	\$13,806,138	21.5	\$16,926,638
214	Greg	Whelan	5	\$2,403,000	26	\$14,520,250	31	\$16,923,250
215	John	O'Neill	6.5	\$6,880,000	4	\$10,026,500	10.5	\$16,906,500
216	An-An	Ku	15	\$7,369,000	13	\$9,434,983	28	\$16,803,983
217	Patricia	Young	14	\$9,350,750	8.5	\$7,452,000	22.5	\$16,802,750
218	Christie	Ascione	8.5	\$6,326,000	8	\$10,427,330	16.5	\$16,753,330
219	Katherine	Malkin	7	\$13,377,501	3	\$3,350,000	10	\$16,727,501
220	Stephanie	Maloney	10	\$9,319,000	8	\$7,228,900	18	\$16,547,900
221	Brittany	Strale	10	\$3,684,000	30	\$12,851,700	40	\$16,535,700
222	Matt	Mercer	6	\$1,935,000	16	\$14,511,000	22	\$16,446,000
223	Jodi	Slutzky	20	\$7,432,700	16	\$8,856,000	36	\$16,288,700
224	Craig	Fallico	33.5	\$10,374,400	14	\$5,865,900	47.5	\$16,240,300
225	Jeffrey	Proctor	12	\$7,438,400	6	\$8,801,500	18	\$16,239,900
226	Niles	Patel	8.5	\$13,675,000	1	\$2,520,000	9.5	\$16,195,000
227	Brett	Boudart	2.5	\$735,000	27	\$15,411,050	29.5	\$16,146,050
228	Kate	Gaffey	3	\$848,000	34	\$15,297,900	37	\$16,145,900
229	Susan	Morrow	10	\$5,305,000	7	\$10,747,000	17	\$16,052,000
230	Mary	Mac Diarmid	9	\$6,667,640	13	\$9,359,161	22	\$16,026,801
231	Kim	Kerbis	14	\$8,204,200	7	\$7,804,000	21	\$16,008,200
232	Ted	Kuhlmann	22.5	\$10,219,800	11	\$5,765,355	33.5	\$15,985,155
233	Christopher	Pertile	15	\$12,116,650	6	\$3,855,900	21	\$15,972,550
234	Kevin	Bigoness	14	\$10,099,500	8	\$5,799,000	22	\$15,898,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Ryan	Gossett	11.5	\$6,712,500	13.5	\$9,104,425	25	\$15,816,925
236	Laura	Topp	10.5	\$6,482,144	11.5	\$9,260,750	22	\$15,742,894
237	Jeremiah	Fisher	16	\$8,277,500	14	\$7,446,500	30	\$15,724,000
238	John	Lyons	17.5	\$5,699,500	22.5	\$9,964,500	40	\$15,664,000
239	Susan	Nice	14	\$9,059,400	7	\$6,597,000	21	\$15,656,400
240	Mariah	Dell	15.5	\$8,351,500	9	\$7,213,500	24.5	\$15,565,000
241	Jennifer	Furlong Perrin	10	\$4,516,100	13	\$11,017,686	23	\$15,533,786
242	Pablo	Galarza	26	\$6,437,250	36	\$8,913,400	62	\$15,350,650
243	Joseph	Chiappetta	15	\$7,980,000	14	\$7,320,000	29	\$15,300,000
244	Tyler	Stallings	13	\$6,898,500	12	\$8,382,900	25	\$15,281,400
245	Heather	Hillebrand	6.5	\$3,869,500	10	\$11,351,500	16.5	\$15,221,000
246	Luminita	Ispas	8.5	\$3,606,900	25	\$11,610,910	33.5	\$15,217,810
247	Scott	Stavish	14.5	\$7,711,758	11	\$7,454,318	25.5	\$15,166,076
248	Edward	Grochowiak	9	\$3,842,800	22	\$11,307,350	31	\$15,150,150
249	Daniel	Csuk	19.5	\$8,561,999	11	\$6,582,000	30.5	\$15,143,999
250	Mitir	Patel	8	\$4,388,511	15	\$10,717,500	23	\$15,106,011

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 Jeff recently assisted me with
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