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AGENT FEATURE:  
**Greg & Kelly Anderson**

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ON THE RISE:  
**Kelly Ipjian**

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PARTNER SPOTLIGHT:  
**The David Frank Law Group**

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WINTER EVENT:  
**Agent Panel**  
Hosted by **A. Perry Homes**  
Friday, February 3rd, 10 AM  
Details on page 44

Anne  
**DuBray**

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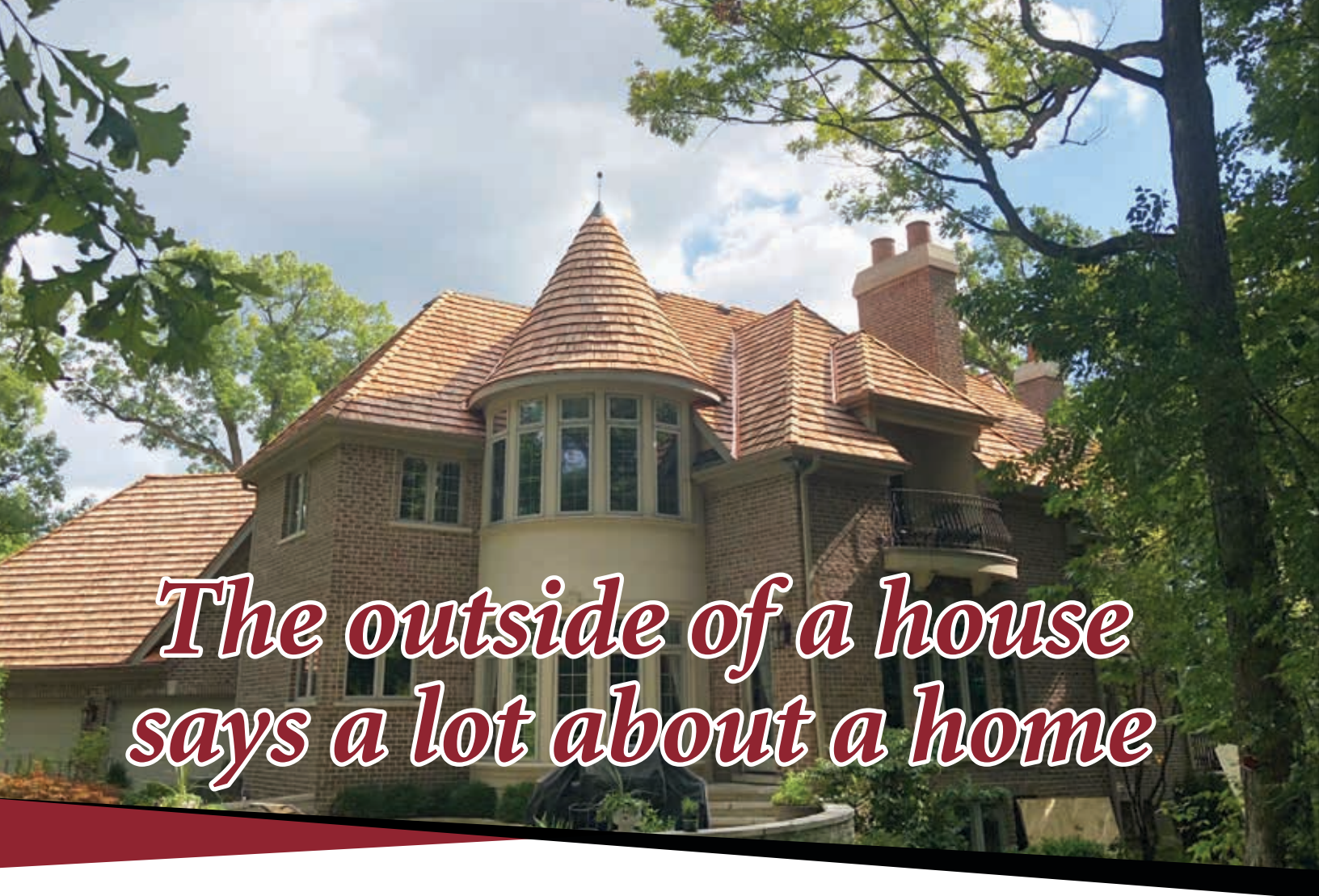
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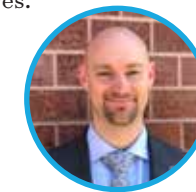
Settling into a new year is always an adjustment. The action steps we need to choose to support our new habits, goals, and updated daily routines, can take some time to cement themselves into our lives. One annual practice I've come to enjoy with my wife is our "Gratitude Day/Planning Day." This has 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 A. Perry Homes in Wilmette on Friday, February 3rd at 10 AM (details can be found on page 44)! Our

panelists are ready to discuss anything pertinent to North Shore real estate as 2023 unfolds. It's a conversation you won't want to miss.



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







# KELLY IPJIAN

DIVING HEADFIRST

While there are many new agents leaving the industry right now because of market uncertainty, Kelly Ipjian is diving in headfirst and pulling ahead. She joined the industry and eXp Realty in April of 2022 and became one of ninety agents out of 75,000 in the US to win the eXp Realty September Sprint contest, and she has closed seven transactions since the writing of this article too.

But what does “diving headfirst” into real estate mean? For Kelly, it means collaboration: networking, connecting and aligning with both successful agents and new agents. Before choosing a brokerage or team to join, she did her research, interviewed several industry leaders, and decided to join Kati Spaniak at eXp.

“Kati had so much to offer me as a new agent in terms of training, resources, and knowledge. I knew it would be a great fit for me, but my experience so far has been better than I expected,” Kelly explains. “I feel that it’s important to have a qualified coach who has proven experience in the business. I’m fortunate to have aligned myself with people who are willing to share their ‘secrets’ to help me and others be successful.”

Kelly also joined the Young Professionals Network (YPN) at the North Shore Barrington Association of REALTORS® (NSBAR). She became YPN’s chairperson this past October and organized one of the most successful networking events to date, raising \$5,400 for NSBAR Cares while collecting personal care items for the local food pantry. She was recently named the state leader for the Illinois chapter of eXp Realty’s Young Professionals.

Kelly has definitely made the most of her opportunities. Upon winning the September Sprint contest, she received the opportunity to travel to Denver to network with eXp elite influencers, collaborate with top-producing agents, and connect with eXp Realty executives. Because she was the newest agent in the group, she knew she had to stand out. So she decided to bring some equipment with her to record video



interviews. She captured thirty interviews of other attendees that she is now repurposing into social media content.

Kelly has always had a very strong work ethic and an entrepreneurial spirit. At age twelve, she started working for her family’s dry-cleaning business where she worked throughout her teenage years. At Evanston Township High School, she was part of DECA (Distributive Education Clubs of America), an organization for high school and college students interested in business. Kelly sold candy at school to pay her way when they traveled to competitions, which mattered, especially after she and her team won the state championship three years in a row for their projects and traveled to compete nationally.





“I love the collaborative environment that I’m part of.”

Being very close to her family, Kelly decided to commute while attending the University of Illinois Chicago where she earned her degree in business management. Landing a job with Stericycle after graduation, Kelly spent the next twenty years in a variety of roles—from executive assistant to the CEO, to project manager for acquisitions and divestitures. Then about a year ago, she came to a crossroads in her career and personal life.

“My life felt robotic and methodical; I wasn’t enjoying my life. I went through a separation in my marriage, felt no motivation, and was really down for about six months,” she says.

Then one day, Kelly woke up and had an epiphany. “I realized how lucky I



am to just be alive and healthy,” she says. “I started listening to motivational speakers on YouTube, took some personal development classes, and got my confidence back. I decided to completely redesign my life the way I wanted [it to be], and start living for me and do things I wanted to do instead of doing what others wanted or expected of me. Part of that was pursuing a new career in real estate.”

Kelly was always interested in real estate and even got her license in 2006, but never pursued it. With her newfound lease on life, she renewed her license and went in full pursuit of her dreams. She couldn’t be happier now.

“I love the collaborative environment that I’m part of and helping to expand—our job is so much easier when we collaborate with each other. I love helping new agents who feel lost and aren’t sure what to do upon getting their license. I can relate to them,” she says.

While Kelly is certainly grateful for the success she has achieved thus far in real estate, she says real success for her is having the freedom to live her life engaging in activities she loves; spending quality time with her three kids, Remy, Elissa, and Nayri; and working in a career she loves.

When she isn’t working, Kelly enjoys Pilates and yoga, and she can talk about food, recipes, cooking, and gardening all day long. She’s also very involved with the Armenian Relief Society.



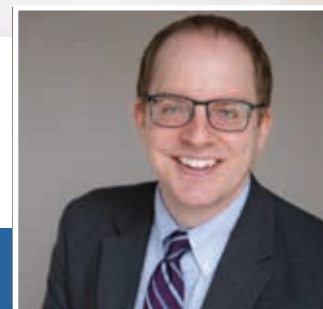
Kelly with her family. Photo credit: Tina Tcholakian Photography

“I am the great-granddaughter of Armenian genocide survivors, and helping my people is important to me. My family and I believe it is important to know and preserve your culture and heritage. I learned how to read, write, and sing in the language of my ancestors, and now my children are too.”

With the full confidence of knowing exactly who she is and what she wants in life, Kelly is well on her way to becoming one of the top agents in the area. It will be exciting to see all she will accomplish.



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## The David Frank Law Group

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“We turn items [around] quickly,” explains David Frank. “We don’t want attorney or inspection reviews languishing. Time kills deals. We keep the deal moving. With every transaction, we go the extra yard and will bring expertise to the transaction. We want to provide service you won’t find elsewhere by looking in every nook and under every rock to save our clients’ money and provide extra due diligence. We want to bring something to our clients’ attention that they had no idea about but for our involvement.”

...





...

David knows what it takes to get a deal done. He has been working in real estate law for nearly twenty-five years now. It's been his focus ever since he graduated from law school. While he has always done both commercial and residential real estate, for twenty years he worked for a company that focused primarily on commercial lending. When he decided it was time to carve his own path and founded The David Frank Law Group in 2016, he aimed to meet the needs of the booming residential market.

From day one, David was determined to outwork the competition. He knows this business is a 24/7 machine that doesn't stop and he's built his firm to operate the same way. "Hard work ain't easy," he quips. "These deals require seven-days-a-week attention. We provide that. Our strength is instant communication as well as understanding the details of a transaction. We are accessible and available, and I believe our work ethic is unmatched."

David has hustled his entire life. From working in a hot dog stand to double-bag caddying to vending at Wrigley and Sox Parks, to running his own college moving company, he has always strived to be the hardest worker in the room. In fact, out of all the movie characters out there, he identifies most closely with Rocky Balboa. "Perseverance is what sets him apart. He won't give up. I am the same," he explains.

Having a devoted team of like-minded people has been the real difference-maker for The David Frank Law Group. Because when it comes down to it, they don't work hard for the sake of working hard, they do it for their clients.

"These are stressful times for our clients and referral partners," notes David. "It is stressful and mentally challenging to buy and sell homes. Expertly navigating our clients through this process is so satisfying. At the end of the transaction, we want them just pouring with excitement over their new purchase or sale, and looking forward to the next chapter of their lives."

The David Frank Law Group expanded their offerings in 2021 to include estate planning. "Our clients were making the biggest purchases of their lives, but then



David with his wife, Stacey, and two of their children, Logan (15) and Charlie (12).

**“OUR STRENGTH IS INSTANT COMMUNICATION AS WELL AS UNDERSTANDING THE DETAILS OF A TRANSACTION. WE ARE ACCESSIBLE AND AVAILABLE, AND I BELIEVE OUR WORK ETHIC IS UNMATCHED.”**



not protecting it. It seemed like the logical next step to ensure our clients were protected as homeowners,” David explains. The firm hired an experienced estate planning attorney and paralegal to meet this need.

While David makes sure he is always available to his clients and referral partners, in between work he enjoys watching and playing sports with his family. He loves to watch his daughters play tennis for Glenbrook North High School, and he's always up for a competitive match himself.

Golf is his sport of choice when it comes to playing, but he is also a football, basketball, and baseball fantasy sports junky. If he could, David would talk about University of Illinois football and basketball all day. And when it comes to music, it doesn't get any better than Pearl Jam for David.

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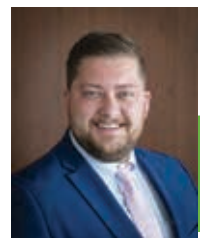
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# Anne DuBray

## *The Power of Community*

As a thirty-seven-year North Shore top producer and lifelong resident, Anne DuBray credits much of her success in life and business to her community—the many friends, family members, and colleagues who have supported her, inspired her, and continue to bring her joy every day.

Anne's community has always started with her family. The fifth of seven children, Anne grew up in the Skokie/Evanston area, across the street from St. Joan of Arc Academy. Her home was always filled with friends and family, and that instilled in her a real sense of community from a young age.

“Growing up with so many brothers and sisters, we all learned at an early age to work hard and rely on each other for support,” explains Anne. “I have spent much of my life learning from their successes and challenges, and we have continued to help each other along the way. I also feel that I learned my negotiating skills and how to get along with people early on in my life by being a part of my amazing and big family.”

Competitive by nature, Anne loved sports growing up and always practiced hard to be good at whatever she was playing. She started working at a young age too, and no matter what job she held, whether grocery store clerk or banker, she always worked hard to be the best she could be. While she did well in school and studied at St. Mary's University of Minnesota, she felt she truly excelled outside of the classroom. “I always felt I was able to express myself and be the best version of myself whenever I was working,” she says.



▶▶ cover story

By **Chris Menezes**  
Photos by **Travis Heberling**





For as long as she can remember, Anne wanted to be a REALTOR®. Her godmother and an aunt were real estate agents who loved their jobs, and Anne felt that with her love for people and houses, she would enjoy it too. In 1985, finding herself feeling unfulfilled by her job at the bank, she decided to obtain her real estate license and give it a try. She instantly fell in love.



Anne with her new grandson, Jack.

Anne started her real estate career in River Forest and sold several homes within her first few months, at which point she told her husband, Sam, “I think we should move to where I know the people.” So they moved to Glenview in 1986. Anne worked on her own for sixteen years before she brought on additional support to help her respond to all the calls she was receiving. She decided to bring on her longtime walking partner, Eileen Cullum, as her buyer’s agent.



Anne with her family. Photo credit: Nicole Defilippis Photography



Anne with her team.

Throughout her career, Anne’s tagline has always been “The Anne Advantage,” but Eileen added “If they [our clients] can define it, we can find it.” With the amount of volume the two friends began to produce, ten years ago now, Anne brought on her son, Michael, as their listing manager. Just a few years later, she hired Gary Gavula, a commercial real estate broker from the city, to be the team’s business manager. Most recently, Anne’s niece, Courtney Marrone, has joined Michael as one of the team’s liaison brokers, working between the city and suburbs.

“There is no way I could do the volume I do without

these fabulous people. They allow me to both dedicate individual time to clients and continue to provide the same level of service as I did when I started,” Anne explains.

Anne built her business by always going above and beyond for her clients. When a friend told her they were looking for “the Anne DuBray of Wisconsin,” she decided to get her license there and list their home for them. It ended up being the largest sale of her career thus far: \$12 million.

In addition to helping her clients, Anne has always been passionate about recruiting new agents to her office and mentoring them in their careers. And she plans to only continue to provide her clients “the Anne Advantage,” and be there to “throw the football” to her teammates, so they can all live balanced lives.



“To me, success is being happy and having a balanced life. Sam and I have been married for forty-two years, and when we look at our three children and what they have become, it reminds us that we have already achieved our greatest success. At the end of the day, the only thing I ever really wanted was an A+ in parenting.”

Outside of real estate, Anne loves spending time with her family. With her three children and one grandchild, and her six siblings and twenty-seven nieces and nephews, there is always something

happening. Her best times are at their lake house in Indiana, where she and Sam host as many people as possible, swimming, cooking, and hanging out together. Anne also enjoys cooking, reading, playing tennis, and starting each day with a good power walk.

Every October, Anne does a big fundraising campaign at her open houses to raise money for breast cancer research. About thirteen years ago, she was diagnosed with the disease. It proved to be the most challenging time in her life. But with the wonderful support she received from her family, her real estate family, and the people from the Village of Glenview, she overcame her illness.







"I wake up every day thankful for my health and my people, and I say, 'Oh, happy day!'" she affirms.

No matter what the future brings for Anne, she knows she will always have her community to fall back on for support. And she will continue to do everything she can to cultivate the North Shore community and help bring others into her real estate family fold.

“There is no way I could do the volume I do without these fabulous people. They allow me to both dedicate individual time to clients and continue to provide the same level of service as I did when I started...” - Anne



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# GREG and KELLY ANDERSON

## A LEGACY OF HOSPITALITY

▶▶ agent feature

By **Chris Menezes**  
Photos By **Joe Castello**



Brother and sister, Greg and Kelly Anderson, are continuing a family legacy of concierge client service within the real estate industry. Originally set by their father, who worked as a full-time REALTOR® and college professor, the principles of hard work, integrity, and high-level customer service were embraced by Greg and Kelly from a young age and further developed by each of them separately, both within their pre-real estate careers and after. With the sudden passing of their father in 2019, Greg and Kelly are proudly carrying the Anderson Team torch forward for all their clients—past, current, and future.

Greg was the first to join the family business in 1993. Having earned his degree in culinary arts and hospitality management, he worked in the restaurant industry for years as both an aspiring chef at a reputable French restaurant and as the food and beverage director at a major conference center. He'd been in hospitality since the age of fourteen and in the workforce since the age of twelve. Inspired by his hard-working father, by age sixteen, Greg was working three jobs over the summers. He met his wife, Donna, while working at a local restaurant in high school.

By 1993, Greg was working incredibly long hours, and planning to get married and start a family. Realizing that a career in the hospitality industry wasn't conducive to the kind of family life he imagined, he sought his father's good counsel.

"He encouraged me to look into a career in real

“  
My favorite  
part of  
working  
with my  
sister is  
sharing the  
same set of  
core values...  
-Greg



•••

estate,” explains Greg. “He said both career paths required a person who is able to multitask and work well with people, and has high integrity, strong service skills, etc. He explained that I would be busy, but not nearly as busy as I was in the hospitality industry.”

Like Greg, Kelly started working at a young age. She started babysitting at age eight, then working for a local florist at thirteen. She too entered real estate after a long career in the hospitality industry. Only, much of her experience was in the advertising and marketing arena.

After earning a degree in photojournalism, Kelly first worked as an account executive for a small ad agency in downtown Chicago. Wanting to move to a large market in a warmer climate, she decided to pack up her car and drive to Los Angeles. She landed a job in the advertising department for the luxury cruise line Crystal Cruises, where she did marketing, public relations, and advertising. Catching the “travel bug,” Kelly transferred from the office to onboard ship. She traveled the world,

editing all the onboard printed material and learning the service industry where everything—food, staff, amenities, clientele, etc.—was five-star level.

Kelly even met her husband, Nick Nilsson, on board. At the nine-year mark, though, the couple decided to move back to Illinois where Kelly continued her graphic design and writing career producing magazines for LTD Commodities. When company changes impacted Kelly’s career goals, she, too, confided in her father, who suggested she join him and Greg in real estate.

“I kind of scoffed at him at the time, as I did not like ‘the sales industry’ from personal experience,” she says. “But my father explained that if you do the job ‘the right way,’ it’s a service industry where you take care of your clients’ needs and [look out for their] best interests. He was right. When I do real estate with service, not sales, it is amazing! My father had a saying I will never forget: ‘People don’t care what you know until they know that you care.’ I hold that close in everything that I do in my career and life. My tagline is ‘I work hard to earn your trust . . . then your business.’”

•••



“ I work hard to earn your trust . . . then your business. - Kelly ”





•••

Kelly obtained her license in 2002 and decided to make it her full-time career in 2003. Mentored over the years by their father and others in the industry, Greg and Kelly were ramping up their own referral-based business just as their father was intentionally slowing his down. He planned to retire in 2019 and was all set with the transition when he unexpectedly suffered a heart attack and passed away that same year.

As the Anderson Team today, Greg and Kelly are honored to continue to provide the same high-quality service and care to their, their father's, and another retired agent's clientele. "My favorite part of working with my sister is sharing the same set of core values," Greg says. "We think and do business similarly. Kelly is an excellent listener, communicator, and stager. She truly enjoys hearing and relating to people's stories, and she makes every client feel as if they are the only client we're providing service to."

"My brother is skilled in so many ways," Kelly says. "He's a great listener. He's technologically savvy. He puts his heart into every client. I'm always in awe of his work ethic and dedication. And he completely feels the same way I do about how we [should] treat clients, and how important they and their needs are to us."

When Greg isn't working, he enjoys taking cross-country road trips or relaxing on the beach in the Gulf of Mexico with Donna

and their two kids, Lydia and Luke. Greg is an avid NFL fan and a die-hard Bears fan.

Kelly and Nick still love to travel. A huge animal lover, Kelly enjoys volunteering with Adopt a Husky. She is also a rock and geology enthusiast. She loves walking through nature preserves and by the lake with her dog, Moki, where she can look for rocks and minerals, particularly agates, geodes, and Lake Michigan "lightning stones."

As Greg and Kelly continue to work together and carry their family legacy into the next generation, they remain committed, using everything they have learned, to help their clients and other agents achieve their dreams.

"I've gained so much from this business and have had many helpful mentors along the way. I love sharing my insight [with colleagues], as well as teaching some of the strategies toward success that have worked for us," says Greg.

"Any life I can touch or help is so important to me," says Kelly. "Our [client] relationships are for life, and I want us to always be bringing value to those we value."





# 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

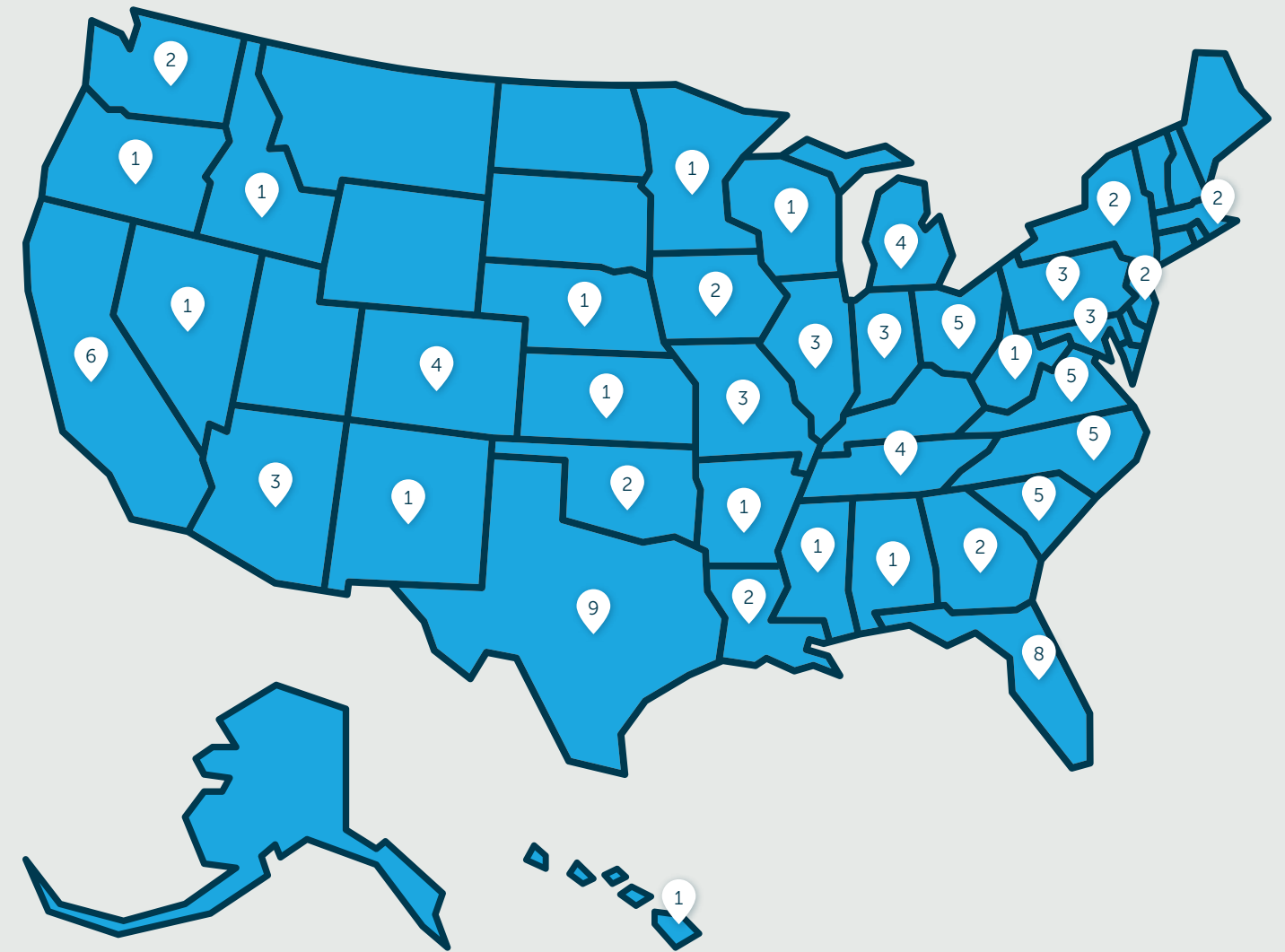
Most of us change our sheets frequently, but we shouldn't neglect our trusty mattress, which can make all the difference in sleep quality. Start by vacuuming the box springs and the top and bottom of the mattress. Then, rotate or flip, depending on whether it's a one- (rotate) or two-sided mattress (flip 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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# TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to December 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	167.5	\$96,415,205	114	\$64,669,029	281.5	\$161,084,234
2	John	Morrison	90.5	\$82,118,068	55.5	\$47,670,578	146	\$129,788,646
3	Jena	Radnay	24.5	\$60,710,100	21	\$61,936,000	45.5	\$122,646,100
4	Paige	Dooley	25	\$47,684,304	27.5	\$53,070,550	52.5	\$100,754,854
5	Connie	Dornan	61	\$45,616,957	44.5	\$36,308,285	105.5	\$81,925,242
6	Kim	Alden	44.5	\$18,148,676	164.5	\$60,076,901	209	\$78,225,576
7	Ann	Lyon	19.5	\$65,031,387	13	\$11,712,500	32.5	\$76,743,887
8	Sarah	Leonard	111.5	\$38,405,902	107.5	\$33,431,628	219	\$71,837,530
9	Holly	Connors	77.5	\$41,936,500	53.5	\$25,923,004	131	\$67,859,504
10	Maria	Delboccio	60.5	\$30,464,526	68	\$37,276,925	128.5	\$67,741,450
11	Leslie	McDonnell	83.5	\$37,810,371	53	\$25,719,937	136.5	\$63,530,308
12	Dean	Tubekis	44.5	\$39,223,050	28.5	\$19,190,000	73	\$58,413,050
13	Beth	Wexler	39.5	\$30,076,800	31	\$24,520,780	70.5	\$54,597,580
14	Pam	MacPherson	23	\$26,634,500	30.5	\$27,675,965	53.5	\$54,310,465
15	Craig	Fallico	56.5	\$27,311,500	42	\$23,632,180	98.5	\$50,943,680
16	Anne	Dubray	41	\$32,551,500	26	\$17,010,500	67	\$49,562,000
17	Nicholas	Solano	77	\$48,954,790	0	\$0	77	\$48,954,790
18	Mona	Hellinga	11	\$16,634,115	10	\$31,243,500	21	\$47,877,615
19	Daynae	Gaudio	125	\$46,691,930	0	\$0	125	\$46,691,930
20	Milena	Birov	6.5	\$24,633,000	3	\$20,830,000	9.5	\$45,463,000
21	Joanne	Hudson	22	\$36,551,525	6.5	\$7,122,500	28.5	\$43,674,025
22	Missy	Jerfita	29	\$30,843,810	17	\$11,596,400	46	\$42,440,210
23	Anita	Olsen	110	\$42,318,029	0	\$0	110	\$42,318,029
24	Susan	Maman	13.5	\$22,819,421	12.5	\$19,110,500	26	\$41,929,921
25	Marina	Carney	16.5	\$24,940,460	11	\$16,926,000	27.5	\$41,866,460
26	Kati	Spaniak	26.5	\$20,222,958	21.5	\$21,166,427	48	\$41,389,385
27	Jacqueline	Lotzof	11	\$9,724,500	35	\$31,560,900	46	\$41,285,400
28	Vaseekaran	Janarthanam	29	\$12,782,600	59	\$26,232,800	88	\$39,015,400
29	Michael	Thomas	38.5	\$18,547,000	34	\$19,924,400	72.5	\$38,471,400
30	Danny	McGovern	29	\$22,900,954	15	\$14,902,900	44	\$37,803,854
31	Lisa	Wolf	65.5	\$28,023,326	29.5	\$9,641,246	95	\$37,664,572
32	Alissa	McNicholas	8	\$16,579,500	13	\$20,420,250	21	\$36,999,750
33	Andra	O'Neill	23	\$26,304,000	10	\$9,865,000	33	\$36,169,000
34	Andrew	Mrowiec	16	\$23,190,460	9.5	\$12,535,791	25.5	\$35,726,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Margie	Brooks	14	\$15,764,900	19.5	\$19,297,200	33.5	\$35,062,100
36	Ted	Pickus	19	\$16,311,750	28.5	\$18,541,884	47.5	\$34,853,634
37	Jim	Starwalt	69	\$18,223,799	56.5	\$16,458,775	125.5	\$34,682,574
38	Nancy	Gibson	22.5	\$20,432,269	15	\$13,298,676	37.5	\$33,730,945
39	Marlene	Rubenstein	9.5	\$8,795,700	25.5	\$24,902,224	35	\$33,697,924
40	Cory	Green	8	\$9,595,000	21	\$23,034,000	29	\$32,629,000
41	Robbie	Morrison	32	\$21,848,583	17	\$10,674,000	49	\$32,522,583
42	Jackie	Mack	36.5	\$21,372,121	15	\$11,111,395	51.5	\$32,483,516
43	Mary	Grant	7	\$12,876,250	13	\$19,516,000	20	\$32,392,250
44	Abhijit	Leekha	22	\$8,350,900	51	\$23,639,554	73	\$31,990,454
45	Jody	Dickstein	11	\$25,736,500	4	\$6,227,000	15	\$31,963,500
46	Linda	Little	54	\$31,475,106	0	\$0	54	\$31,475,106
47	Cheryl	Bonk	54	\$31,475,106	0	\$0	54	\$31,475,106
48	Annie	Royster Lenzke	7.5	\$12,376,475	12	\$18,049,000	19.5	\$30,425,475
49	Dawn	McKenna	8.5	\$13,598,975	8.5	\$16,284,000	17	\$29,882,975
50	Matthew	Messel	47.5	\$17,374,875	28	\$11,964,033	75.5	\$29,338,908

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



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# TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to December 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Megan	Mawicke Bradley	8	\$13,780,936	10.5	\$15,527,500	18.5	\$29,308,436
52	Flor	Hasselbring	11	\$16,634,115	6	\$12,278,500	17	\$28,912,615
53	Bill	Flemming	41	\$23,356,008	10	\$5,345,508	51	\$28,701,516
54	Janet	Borden	22	\$18,176,117	12	\$9,690,750	34	\$27,866,867
55	Lori	Rowe	26	\$18,578,700	15.5	\$9,049,250	41.5	\$27,627,950
56	Samantha	Kalamaras	29.5	\$14,079,420	24	\$13,276,149	53.5	\$27,355,569
57	Nancy	Adelman	12.5	\$15,777,500	10	\$11,128,000	22.5	\$26,905,500
58	Laura	Fitzpatrick	4	\$3,330,000	18	\$23,422,400	22	\$26,752,400
59	Kathryn	Moor	2.5	\$5,124,000	10.5	\$21,277,000	13	\$26,401,000
60	Lori	Baker	8.5	\$17,002,000	5	\$9,330,750	13.5	\$26,332,750
61	Vittoria	Logli	19.5	\$15,998,160	12.5	\$10,152,750	32	\$26,150,910
62	Caroline	Starr	29	\$14,217,961	26.5	\$11,739,300	55.5	\$25,957,261
63	Jamie	Hering	36	\$12,801,550	41.5	\$13,101,000	77.5	\$25,902,550
64	Robert	Picciariello	61	\$25,847,551	0	\$0	61	\$25,847,551
65	Jeff	Ohm	18	\$14,852,369	9	\$10,711,070	27	\$25,563,439
66	Maureen	O'Grady-Tuohy	20.5	\$19,244,550	8	\$5,939,900	28.5	\$25,184,450
67	Bonnie	Tripton	9	\$12,819,824	6	\$12,363,000	15	\$25,182,824
68	Pat	Kalamatas	43	\$21,663,632	11	\$3,341,500	54	\$25,005,132
69	Meredith	Schreiber	12	\$9,038,500	16	\$15,474,500	28	\$24,513,000
70	Katharine	Hackett	5.5	\$8,657,500	11	\$15,762,000	16.5	\$24,419,500
71	Kathryn	Mangel	7.5	\$15,917,500	4	\$8,450,000	11.5	\$24,367,500
72	Jeannie	Kurtzhalts	12	\$16,215,000	8	\$7,870,000	20	\$24,085,000
73	Lisa	Trace	11	\$13,317,750	8.5	\$10,523,288	19.5	\$23,841,038
74	Kimberly	Shortsle	8	\$9,411,000	15	\$13,882,275	23	\$23,293,275
75	Alan	Berlow	23.5	\$13,981,438	16	\$9,070,123	39.5	\$23,051,561
76	Linda	Levin	17	\$13,308,750	8	\$9,661,500	25	\$22,970,250
77	Susan	Teper	15	\$9,368,500	18	\$13,365,122	33	\$22,733,622
78	Sara	Sogol	55.5	\$20,569,448	5	\$2,071,500	60.5	\$22,640,948
79	Connie	Antoniou	17.5	\$16,156,675	9	\$6,089,305	26.5	\$22,245,980
80	Annie	Flanagan	3	\$5,094,166	8	\$17,000,657	11	\$22,094,823
81	Cathy	Oberbroeckling	40	\$19,336,014	7	\$2,700,783	47	\$22,036,797
82	Brandy	Isaac	11	\$12,189,159	14	\$9,795,250	25	\$21,984,409
83	Tamara	O'Connor	38	\$13,862,900	26	\$8,033,533	64	\$21,896,433
84	David	Schwabe	27.5	\$10,618,800	24.5	\$11,069,400	52	\$21,688,200

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Annika	Valdiserri	9	\$13,646,500	6	\$7,862,000	15	\$21,508,500
86	Audra	Casey	20.5	\$14,752,388	11	\$6,646,527	31.5	\$21,398,915
87	Mark	Kloss	23	\$10,665,800	18	\$10,730,900	41	\$21,396,700
88	Amy	Kite	36.5	\$10,727,555	36	\$10,657,250	72.5	\$21,384,805
89	Jen	Ortman	20	\$9,413,550	26.5	\$11,916,000	46.5	\$21,329,550
90	Judy	Greenberg	21	\$13,395,500	13.5	\$7,898,900	34.5	\$21,294,400
91	Honore	Frumentino	18.5	\$14,025,950	12.5	\$7,233,650	31	\$21,259,600
92	Susan	Pickard	31	\$10,451,508	26.5	\$10,645,099	57.5	\$21,096,607
93	Lindsey	Kaplan	15	\$6,540,050	22	\$14,334,100	37	\$20,874,150
94	Michael	Mitchell	10	\$10,103,000	4	\$10,674,000	14	\$20,777,000
95	Allison	Silver	12.5	\$12,250,768	12	\$8,489,400	24.5	\$20,740,168
96	Debra	Baker	15	\$8,075,100	23	\$12,536,518	38	\$20,611,618
97	Deborah	Hepburn	15.5	\$10,626,200	12	\$9,772,750	27.5	\$20,398,950
98	Sheryl	Graff	15.5	\$15,744,000	6	\$4,469,000	21.5	\$20,213,000
99	Katherine	Hudson	8.5	\$10,731,875	8	\$9,325,000	16.5	\$20,056,875
100	Karen	Arenson	6	\$13,599,500	4	\$6,325,954	10	\$19,925,454

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# TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to December 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Anna	Klarck	29	\$13,825,000	18	\$6,029,900	47	\$19,854,900
102	Katherine	Koca	37	\$19,511,975	1	\$230,000	38	\$19,741,975
103	Jean	Anderson	9.5	\$12,425,000	8	\$7,309,000	17.5	\$19,734,000
104	Esther	Zamudio	25	\$6,756,850	44.5	\$12,954,040	69.5	\$19,710,890
105	Roni	Nanini	13	\$10,379,500	7.5	\$9,307,500	20.5	\$19,687,000
106	Elizabeth	Goodchild	24.5	\$9,074,950	32.5	\$10,531,025	57	\$19,605,975
107	Geoff	Brown	14	\$9,148,313	16.5	\$10,346,000	30.5	\$19,494,313
108	Julia	Alexander	17	\$5,939,900	45	\$13,465,143	62	\$19,405,043
109	Stephanie	Andre	15.5	\$10,960,975	12	\$8,418,900	27.5	\$19,379,875
110	Winfield	Cohen	27.5	\$12,451,100	15	\$6,802,300	42.5	\$19,253,400
111	Elizabeth	Jakaitis	10	\$9,818,400	5	\$9,405,000	15	\$19,223,400
112	Dinny	Dwyer	7	\$13,689,600	6	\$5,483,000	13	\$19,172,600
113	Corey	Barker	34	\$13,854,650	18	\$5,291,390	52	\$19,146,040
114	Amy	Diamond	23	\$10,024,250	20.5	\$8,977,190	43.5	\$19,001,440
115	Houda	Chedid	4	\$12,625,000	5	\$6,312,500	9	\$18,937,500
116	Jodi	Taub	7.5	\$7,472,000	15.5	\$11,427,900	23	\$18,899,900
117	Sally	Mabadi	15.5	\$16,995,727	1	\$1,800,000	16.5	\$18,795,727
118	Andee	Hausman	24	\$10,639,565	18.5	\$8,069,275	42.5	\$18,708,840
119	Christopher	Paul	51	\$17,253,074	3	\$1,351,000	54	\$18,604,074
120	Heidi	Seagren	18	\$8,896,000	13.5	\$9,657,400	31.5	\$18,553,400
121	Sue	Hall	23.5	\$11,113,300	15	\$7,416,900	38.5	\$18,530,200
122	Leslie	Maguire	7	\$12,854,000	5	\$5,504,000	12	\$18,358,000
123	Beth	Alberts	14.5	\$11,862,832	6.5	\$6,308,000	21	\$18,170,832
124	Benjamin	Hickman	25	\$7,220,200	32	\$10,923,041	57	\$18,143,241
125	Lauren	Mitrick Wood	2.5	\$3,586,050	8.5	\$14,385,000	11	\$17,971,050
126	Mary	Summerville	17.5	\$10,034,756	12	\$7,846,400	29.5	\$17,881,156
127	Frank	Capitanini	3	\$4,676,006	4	\$13,189,500	7	\$17,865,506
128	Randall	Brush	37	\$11,924,251	18.5	\$5,916,900	55.5	\$17,841,151
129	Jamie	Roth	12	\$13,338,800	6	\$4,402,973	18	\$17,741,773
130	Elizabeth	Bryant	15	\$9,081,000	10	\$8,645,000	25	\$17,726,000
131	Elizabeth	Wieneke	11.5	\$14,026,528	4.5	\$3,652,500	16	\$17,679,028
132	Aaron	Share	11	\$7,571,100	15	\$10,099,100	26	\$17,670,200
133	Kelly	Dunn Rynes	5.5	\$5,062,500	8	\$12,499,000	13.5	\$17,561,500
134	Diana	Matichyn	27	\$10,018,600	23.5	\$7,480,900	50.5	\$17,499,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Julie	Schultz	13	\$7,266,000	13	\$10,218,697	26	\$17,484,697
136	Stefanie	Ridolfo	11	\$6,256,480	27	\$11,142,440	38	\$17,398,920
137	Beth	Repta	27	\$10,004,862	18.5	\$7,291,000	45.5	\$17,295,862
138	Rafay	Qamar	17	\$7,692,000	20	\$9,309,000	37	\$17,001,000
139	Samantha	Trace	10.5	\$13,063,250	4.5	\$3,889,000	15	\$16,952,250
140	Tara	Kelleher	18.5	\$10,220,200	13.5	\$6,702,090	32	\$16,922,290
141	Nathan	Freeborn	9	\$3,851,125	19	\$12,926,801	28	\$16,777,926
142	Tyler	Lewke	27	\$7,755,450	31	\$8,965,226	58	\$16,720,676
143	Teresa	Stultz	26.5	\$7,565,038	32	\$9,154,700	58.5	\$16,719,738
144	Victoria	Stein	17	\$9,799,900	12	\$6,905,400	29	\$16,705,300
145	Joan	Couris	41	\$11,623,812	18.5	\$5,063,768	59.5	\$16,687,580
146	Gina	Shad	14.5	\$12,307,500	7	\$4,286,500	21.5	\$16,594,000
147	Joseph	Giampa	6	\$9,743,992	4	\$6,691,833	10	\$16,435,825
148	C Bryce	Fuller	20.5	\$8,382,050	13	\$7,930,000	33.5	\$16,312,050
149	Catherine	King	4	\$9,909,000	5	\$6,399,000	9	\$16,308,000
150	Venera	Cameron	3	\$794,900	39	\$15,475,260	42	\$16,270,160

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# TOP 200 STANDINGS

Teams and Individuals from January 1, 2022 to December 31st, 2022.

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Robert	Wisdom	37	\$11,404,570	15.5	\$4,858,800	52.5	\$16,263,370
152	Harris	Ali	9	\$3,412,450	30	\$12,666,600	39	\$16,079,050
153	Ryan	Pavey	25	\$8,511,175	16	\$7,534,861	41	\$16,046,036
154	Lyn	Wise	9	\$10,487,000	6	\$5,537,000	15	\$16,024,000
155	Izabela	Dianovsky	4.5	\$13,839,000	4	\$2,184,000	8.5	\$16,023,000
156	Kelly	Malina	31	\$13,363,080	6	\$2,515,500	37	\$15,878,580
157	Amy	Foote	30	\$9,951,186	18	\$5,858,592	48	\$15,809,778
158	Vanessa	Carlson	32	\$15,790,999	0	\$0	32	\$15,790,999
159	Katrina	De Los Reyes	12	\$6,223,250	18	\$9,553,301	30	\$15,776,551
160	Susan	Amory Weninger	8.5	\$9,325,000	5	\$6,120,000	13.5	\$15,445,000
161	Joey	Gault	16	\$14,430,500	1	\$878,350	17	\$15,308,850
162	Suzanne	Myers	12	\$8,988,900	5	\$6,287,000	17	\$15,275,900
163	Kelly	Baysinger	13	\$5,458,225	21	\$9,772,525	34	\$15,230,750
164	Caroline	Gau	18.5	\$10,310,955	8	\$4,848,795	26.5	\$15,159,750
165	Karen	Mason	6	\$10,246,954	4	\$4,799,000	10	\$15,045,954
166	Maria	Ruiz	35	\$13,087,080	8	\$1,935,300	43	\$15,022,380
167	Altran	Payne	14.5	\$6,405,500	14.5	\$8,319,000	29	\$14,724,500
168	Gloria	Matlin	8.5	\$7,362,500	8	\$7,185,000	16.5	\$14,547,500
169	Marla	Schneider	12.5	\$6,916,900	17.5	\$7,587,000	30	\$14,503,900
170	Scott	Shapiro	33	\$14,371,375	0	\$0	33	\$14,371,375
171	Thomas	Zander	24	\$9,249,450	16	\$5,110,100	40	\$14,359,550
172	Alyson	Tesar	1.5	\$1,142,000	12	\$13,212,500	13.5	\$14,354,500
173	Van Ann	Kim	12	\$12,982,500	2	\$1,351,500	14	\$14,334,000
174	Carrie	McCormick	5	\$6,985,000	6	\$7,245,227	11	\$14,230,227
175	Tracy	Wurster	8.5	\$8,758,250	7.5	\$5,448,500	16	\$14,206,750
176	George	Seaverns	34	\$12,333,100	5	\$1,805,500	39	\$14,138,600
177	John	Mawicke	7	\$12,070,936	1.5	\$1,935,500	8.5	\$14,006,436
178	Scott	Berg	24	\$13,317,299	1	\$650,000	25	\$13,967,299
179	Mark	Schrimmer	17	\$8,294,400	10	\$5,653,900	27	\$13,948,300
180	Sherry	Esenberg	24.5	\$8,779,251	13	\$5,167,000	37.5	\$13,946,251
181	Marco	Amidei	19	\$6,203,550	25.5	\$7,739,794	44.5	\$13,943,344
182	Renee	Clark	18	\$11,467,450	7	\$2,446,500	25	\$13,913,950
183	Marybeth	Durkin	10	\$4,720,438	16	\$9,173,900	26	\$13,894,338
184	Pam	Jacobs	14	\$9,892,804	7	\$3,850,710	21	\$13,743,514

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Susan	Duchek	24	\$11,573,400	5.5	\$2,134,400	29.5	\$13,707,800
186	Jennifer	Stokes Habetler	28.5	\$10,274,500	6	\$3,386,990	34.5	\$13,661,490
187	Liz	Watson	6.5	\$12,168,750	1	\$1,475,000	7.5	\$13,643,750
188	Heidi	Michaels	22	\$10,003,472	6	\$3,617,038	28	\$13,620,510
189	Christopher	Gaggero	6.5	\$4,193,500	10	\$9,379,500	16.5	\$13,573,000
190	Michael	Herrick	33.5	\$12,226,450	3	\$1,195,000	36.5	\$13,421,450
191	Christopher	Davis	18.5	\$5,077,800	23	\$8,294,075	41.5	\$13,371,875
192	Jaime	Silva	27	\$7,517,900	16	\$5,853,150	43	\$13,371,050
193	Shelley	Shelly	3	\$9,485,000	4	\$3,880,000	7	\$13,365,000
194	Lori	Mattice	56	\$9,501,355	18	\$3,832,800	74	\$13,334,155
195	Lori	Christensen	29	\$8,790,200	15	\$4,462,400	44	\$13,252,600
196	Daria	Andrews	9.5	\$7,964,000	6	\$5,256,000	15.5	\$13,220,000
197	Robin	Chessick	21	\$10,106,600	7	\$3,060,900	28	\$13,167,500
198	Steve	McEwen	8.5	\$5,464,100	11	\$7,664,071	19.5	\$13,128,171
199	Anne	Hardy	11	\$7,513,650	8.5	\$5,614,000	19.5	\$13,127,650
200	Beth	Armstrong	23	\$8,627,000	11	\$4,442,650	34	\$13,069,650

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1- Guaranteed Rate's 2022 Internal Production Data | 2- \*The Guaranteed Rate FastTrack is available from 1/1/23 through 11:59 PM, 5/31/23 provides that eligible borrowers will receive a "Clear to Close Loan Commitment" ("CTC") within twenty-four business hours from Guaranteed Rate's receipt of all necessary borrower documentation. Guaranteed Rate, Inc. reserves the right to revoke this "CTC" at any time if there is a change in your financial condition or credit history which would impair your ability to repay this obligation and the offer could change at any time without notice. CTC is subject to certain underwriting conditions, including clear title and no loss of appraisal waiver, amongst others. Read and understand your Loan Commitment before waiving any mortgage contingencies. Borrower documentation and Intent to Proceed must be signed within twenty-four business hours of receipt. Not eligible for all loan types or residence types. Down payment restrictions may apply. Eligible for primary and second homes. Property must be eligible for an Appraisal Waiver and borrower must opt in to AccountChek for automated income and asset verification. Self-employed borrowers and Co-borrowers are not eligible. Not all borrowers will be approved. Guaranteed Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties' level of participation at any stage of the loan process. Contact Guaranteed Rate for more information. | 3- #1 non-bank jumbo lender in the country with in house delegation for 10+ jumbo investors. Based on 2020 HMDA data as reported by Inside Nonconforming Markets.

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## 3 TYPES OF VIDEOS YOU SHOULD BE CREATING

### 1 EDUCATIONAL VIDEOS

When you're trying to sell a service, it's important that you explain what it is and how it will help your clients. These videos build trust with your current clients, shows your credible to prospects, and can drastically increase your online footprint.

### 2 TESTIMONIAL VIDEOS

Do you ever read reviews and wonder if they are genuine? Video helps break that barrier by showing real people share how your service made them feel. Even if its a quick video of a happy client on your phone. Start recording testimonials today!

### 3 BRANDING VIDEOS

The saying goes... "People buy from People." The best way to show off your personality is through video. Regardless if you are funny, skilled, smart, or all of the above. There is no better way to showcase your brand than via video.



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