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► publisher's note

HAPPY NEW YEAR!

I'm thankful for everything we accomplished last year as a team. Twelve months ago, I didn't know what to expect heading into 2022 especially after committing to the workload of running our North Shore platform. I genuinely enjoy my role in the Chicagoland real estate community. Loving one's work is a gift from above. However, I always feel behind on things I need to respond to, queue up, set in motion, or people I need to connect with. It consumes my thoughts and is difficult to turn off.

Talking to my wife is a tool that has helped me cope and shut my work brain down. Mentally I can put all of the thoughts swimming in my head on a shelf temporarily. It's a way to relax and catch my breath. If you're reading this, I hope these words are an encouragement to have more conversations with individuals that help you check out in a healthy way. 2023 will bring victories and challenges, but it's the people who you do life with that matter the most!



Andy Burton
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ITAI

» agent feature

By **Chris Menezes**
Photos by **Sonya Martin**

HASAK

An All New View

Whenever Itai Hasak is in his car and the light catches the windshield in such a way that he can make out the residual outline of the Uber sticker he peeled off when he was thirty-three, he is filled with enough motivation to take over the entire real estate industry.

Itai first slapped that Uber sticker onto his windshield in 2018, about a year prior to entering real estate. He was married with a son and had just closed his family's cold-storage business where he had worked for the past five years with his father. Suddenly, Itai found himself without a job and no idea what to do next. He also had a family to support. With his back against the wall, he began to strategize.

"I realized that nobody in the world was waiting for me and if something was going to happen for me and my family, I needed to create my own opportunities. I began driving Uber, which allowed me to maintain flexibility as well as provide some income since I wasn't eligible for unemployment. It was a humbling experience to say the least. My wife was a constant grounding presence. She helped me remain positive and motivated during this time," he says.

Trying to figure out his next step, Itai began talking to everyone he knew about their jobs. Among those people was his own personal REALTOR®, Chris Gaggero. Itai liked the idea of helping and guiding people through the home-buying process. Even more, he liked the idea that his success in real estate would be completely dependent on himself.

So, in February 2019, Itai obtained his real estate license and started his new career. To help cut down on expenses, he and his wife rented out their condo and temporarily moved into Itai's parents' home. He began actively reaching out to people in his social network, to strengthen old relationships, establish new ones, and grow his business as quickly as possible.

The hardest part about all of this was that Itai considered himself an introvert. He had come a long way with this since childhood, having been born in Tel Aviv, Israel, and moving back and forth between the States and Israel until his family settled in Highland Park when he was eleven. The first time he was really pushed out of his shell was when he took two months to travel by himself through Europe before returning to the States to join his family's business.

You see, Itai originally planned to go to medical school. But by the time he graduated from Illinois University with a BS in biology and a BA in psychology, he was so burned out that he decided to take a job in the emerging fashion industry in Tel Aviv. After two years of working in Tel Aviv, however, he decided to return home and take a shot at the family business. Itai eventually became vice president of the company, and he went all-in on the business. So when it came to an end, there was no place for him to go.



While Itai had been creeping out of his introvert shell for some time, he says that hitting it hard in real estate stripped away any remaining remnants. After selling over \$29 million in three years, Itai says he is quite the opposite now.

"The most rewarding part of my business so far has been the lasting relationships I've established with many of my clients. I've become good friends with many of them, which is not something I expected coming into this business. I get to meet new people all the time, and I get a kick out of these new social interactions. I'm always curious about new people (Who are they? What do they do? What do they need help with? etc.). We come in all shapes and forms, and I find our differences (careers and social interactions) fascinating," he says.

...





When Itai comes home from a long day of social interaction, he loves cuddling up with his wife, Lital, on the couch to watch culinary shows like Chef's Table and MasterChef. They also love discovering new restaurants in the city and being with their two kids, Raz and Niv. If he needs to blow off some steam, you can usually find Itai on the basketball court playing a pick-up game.

“The most rewarding part of my business so far has been the lasting relationships I’ve established with many of my clients.”

He is a die-hard Chicago Bulls fan, and a voracious reader of sci-fi and fantasy stories, the Harry Potter series being his favorite.

As Itai looks into the future, he plans to continue to build his business with his business partner, Jeremy Fisher, gleaned from his positivity and client-first mentality along the way. He’s also setting his sights on the long game: “I want to focus on building relationships and see how I can add value to people who are in my sphere but work outside of real estate, to stay top of mind.”

No matter where he goes in the future, Itai will continue to cherish those moments when the sunlight hits his windshield in such a way that he is reminded of just how far he has come and how far he aims to go.



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HEATHER DITLEVSEN

▶ REALTOR® to watch

Title: Real Estate Broker

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How long have you been working in the real estate industry? 3 years

What helped you decide to get into real estate?

My love and obsession for beautiful homes and how important they are in telling people's stories. So often people's fondest memories are having to do with their childhood home, or maybe the home they brought their first child into, or where they got engaged, etc. If I can help create those memories for someone, I've succeeded.

What are you currently most passionate about in your business?

Learning more about the world of new construction and all that goes into it. I am lucky enough to be a part of a team that specializes in new builds, and it is such a different world than a standard resale. I just love all the details, time, and energy that goes into it all. To see the final product come to fruition is truly magical.

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

Making your clients feel secure in the decision they are making. Let's be honest, buying a home is the biggest purchase of people's lives, and to be along for that journey with them is so special. I do not take it for granted. During this period where the market has seen a lot of shifts, it is so important for me to make sure my clients are always comfortable and educated in the decisions they make.

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

What a question! Well, I would love to be invested in some of the new builds I help sell, and having a little stake in the game would be super cool and truly full circle for me.



Submitted photo.

Do you have a personal motto?

I'm not quite sure if it's a motto but after this crazy year, I have learned to never take anything for granted in this business because it can all be taken away just as quickly as it came in. In an industry that is always changing, we have to evolve and adjust ourselves. I don't ever want to stop learning and growing.

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

Is shopping an answer? I am a fashion-forward girlie and I love growing my style as my lifestyle grows. I think the way we look and present ourselves plays a huge role in who we are. It's what sets us apart! For me, there is so much more to fashion and shopping than what meets the eye. I also love quality time with my friends and family and enjoying a nice cold glass of white wine.

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

To relax more! So many things we stress about don't even end up happening. We waste so much energy on the negative. I would tell myself to be more positive and see things from a glass-half-full standpoint. Also, wear sunscreen!

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

It's hard I'm not going to lie. There are days it feels so much easier to give up and move on to something "easier" and more "stable" rather than put the work in. I know where my passion lies, and I know I'm good at what I do so I push myself to a place I don't always want to be. Listening to podcasts or upbeat music is what physically will get me out of bed in the morning. Oh, and Starbucks!

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

Humbled, grateful, and excited!

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

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Sarah L. WARE

Never Compare: The Joy and Power of Running Your Own Race

Born and raised in Pullman on the South Side of Chicago, Sarah L. Ware was known to observe her surroundings with a keen eye and a sense of curiosity. But that didn't mean she was taking the world around her for granted. Her parents encouraged her to go after what she wanted, no matter what it was. As early as age 10, she had a goal in mind: to be a professional. She worked hard to achieve that goal and eventually landed her dream job.

"My parents instilled in me the understanding to not compare myself to others and to run my own race, at my own pace," says Sarah. "I did not have a background of entrepreneurship or major college graduation, so I got started with a small business. Additionally, as a Black woman, I understood the importance of entrepreneurship."

In addition to promoting entrepreneurship in the city, Sarah has prioritized developing her leadership skills over her career. She has been named a real estate leader in the Chicago Association of REALTORS' Top 100 list. She is also a graduate of the Chicago Leadership Institute, where she has learned the importance of networking and how to build a strong professional network. She has also been named a Chicago Entrepreneurial leader. When she started her own business, she often receives her parents' advice.

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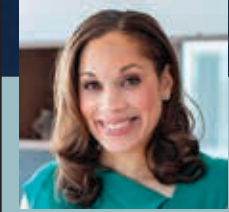


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“We turn items [around] quickly,” explains David Frank. “We don’t want attorney or inspection reviews languishing. Time kills deals. We keep the deal moving. With every transaction, we go the extra yard and will bring expertise to the transaction. 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.”

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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 not



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.



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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NEW YEAR,

Why not to start that diet in January.

NEW YOU?



Happy New Year! As the notes of “Auld Lang Syne” fade into the background, visions of the person we hope to be in 2023 begin dancing through our heads. Will she make more time for self-care this year? Will he spend more time with the kids? Whatever our hopes and dreams for a “new you,” we often choose the new year as a time to kick-start that transformation. However, research shows that the year’s beginning is often *not* the best time to take on diet-related or weight-loss resolutions.

Here’s why. At their core, our wintertime eating habits have to do with biology. Long ago, humans ate as much as possible when food was available during the winter, as resources were harder to come by; essentially, we are still programmed to “store up” food in insulating fat layers until warm weather arrives.

In addition, weather can have a significant impact on mood. In many areas of our country, winter means ice and snow, freezing temps and early darkness ... not necessarily the most cheerful atmosphere. Add to that the idea of limiting food consumption (usually, the foods that make us happiest) and braving the elements outdoors — not a recipe for success.

Also related to weather is cost. Let’s face it: It costs more, especially during colder months, to eat healthily. Fresh produce is harder to come by, and it’s not as tasty or nutritious, frequently sitting on a truck for days, imported from whatever warm-climate area in which it was grown. Doesn’t sound quite as appealing as tomato or zucchini picked from your neighbor’s garden, huh?

Yes, all those holiday goodies may have wreaked havoc on your eating habits, but now that the celebrations are over, allow your eating and workout habits to settle and stabilize. Save strict resolutions for spring-time, when the sun is shining, the days are longer, and fresh, healthy foods are right outside your door!

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Sarah L. WARE

Never Compare: The Joy and Power of Running Your Own Race

Born and raised in Pullman on the South Side of Chicago, Sarah L. Ware was known to observe her environment quietly and ask a lot of questions. But that doesn't mean she was letting the world around her go by.

Her parents encouraged her to go after what she wanted, no matter what it was. An early riser even at a young age, Sarah met each day and pushed herself in athletics and the pursuit of her dreams.

"My parents instilled in me [the understanding] to not compare myself to others and to run my own race, at my own pace," says Sarah. "I did not come from a background of entrepreneurs or many college graduates, so I am primarily self-taught as a business owner. Additionally, as a Black woman, I understand the statistics for homeownership is low."

Immediately after graduating high school, Sarah launched her career at a Chicago commercial real estate firm. While there, she noticed most of the firm's projects often missed out on opportunities with underserved markets. She

approached her firm about considering projects which would spark smart retail growth in areas that were usually neglected by many developers.

"I'm a Chicagoan, and I've always enjoyed the uniqueness of all seventy-seven neighborhoods," says Sarah. "I want to help craft a positive housing story in all areas of the city. There are great people and stories in every neighborhood, and housing is a leading factor, no matter where you live."

In addition to promoting underappreciated areas of the city, Sarah has prioritized developing her leadership skills over her twenty-plus-year career in real estate. She is the current president of the board at the Chicago Association of REALTORS®. Being a role model is important to Sarah, and she hopes her leadership, achievements, and service will inspire others who are working to reach their dreams. When asked for guidance by up-and-coming agents, she often repeats her parents' advice.



“Many new REALTORS® are intimidated by the term ‘top producer’ or find themselves preoccupied with the success of other REALTORS®,” she says. “I always say, ‘If you had a great year, yet you see someone with three times the sales as you, don’t compare yourself to them.’”

“Instead, ask yourself, ‘Did I work my butt off to get this number? Did I learn something for next time? Did I have fun and make great connections?’ Then hold your head up high and celebrate being your own definition of ‘top producer,’” she advises. “Being a top producer is what you make it. We all have the same real estate license. Run your own race.”

Active in her community, Sarah is a founding member of the South Side Giving Circle, a group within the Chicago Foundation for Women. The organization funds various charities that are focused on supporting women. In just three years, the group has raised over \$100,000 for important causes.

To help her maintain a work-life balance, Sarah sticks to a proven routine of healthy habits. Still an early riser, she starts each day with 45 to 60 minutes of exercise and some meditation, even if she doesn’t have appointments. She also keeps regular downtime hours, with her favorite Netflix

shows and Wheel of Fortune on heavy rotation. Sarah also joins her family every Sunday for football at her parents’ house in Indiana.

“As entrepreneurs, especially women, we often neglect our own needs in the interest of others,” she notes. “And as REALTORS®, our clients and the stresses of a transaction can take a toll on us. It’s important to not only to be physically fit, but to keep your mind fit, too.”

“I love to ride my bike along the lakefront and stop along the way to sit and listen to the waves hit the rocks early in the morning. If I am lucky enough to catch the sunrise, I am in heaven,” says Sarah. “Chicago summers are the absolute best,” she adds.

Looking forward, Sarah aims to continue to celebrate and promote the great neighborhoods of Chicago in any way she can, while also mentoring and encouraging young real estate professionals to do the same. For the city she loves and the business she’s passionate about, she knows there’s no limit to what both can achieve.

“One of the most rewarding parts of my business is knowing there is no ceiling on my potential,” Sarah says. “I am always looking at different ways to use my business to help other young professionals excel as REALTORS®, no matter what avenue they take.”



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SARAH C. JAFFE

REAL ESTATE TICKS **▶** on the rise
ALL THE RIGHT BOXES
By Lauren Young
Photos by Sonya Martin

Originally from Cleveland, Ohio, Sarah C. Jaffe, a broker at Baird & Warner Lincoln Park, has always lived by two guiding principles: work toward the greater good, and when possible, turn life's lemons into lemonade.

The importance of philanthropy was instilled in Sarah at a young age—her parents set the example by bringing her with them to volunteer at local homeless shelters and food drives—but philanthropy, advocacy, and activism would soon become a big part of her family's life.

When Sarah was in eighth grade, her mom was diagnosed with young-onset Parkinson's disease, which completely changed the family's trajectory. At the time, her mother was a practicing OB/GYN. Her sudden diagnosis put their family's entire future in jeopardy.

"After three years of keeping her diagnosis a secret within the walls of our house, my mom decided to open up to the community about her disease."

Sarah's mother practiced medicine for a few years before deciding it was time to pursue a new career path: she became an avid fundraiser for Parkinson's disease research and a fervent champion of increasing awareness about the disease. Her parents founded Shaking with Laughter, an annual fundraiser filled with comedians and jazz musicians, which raised over \$1 million for Parkinson's research.

Inspired by her mother's activism, Sarah studied nonprofit management at Indiana

University, then earned her master's in public affairs with a focus on nonprofit management and international development. She went on to work as an events and travel coordinator for a foreign policy think tank in downtown Chicago. The pandemic changed all of her career plans. ...



...

“When the pandemic hit, my job became obsolete overnight,” Sarah says. “There were no in-person events to plan and no travel to coordinate.”

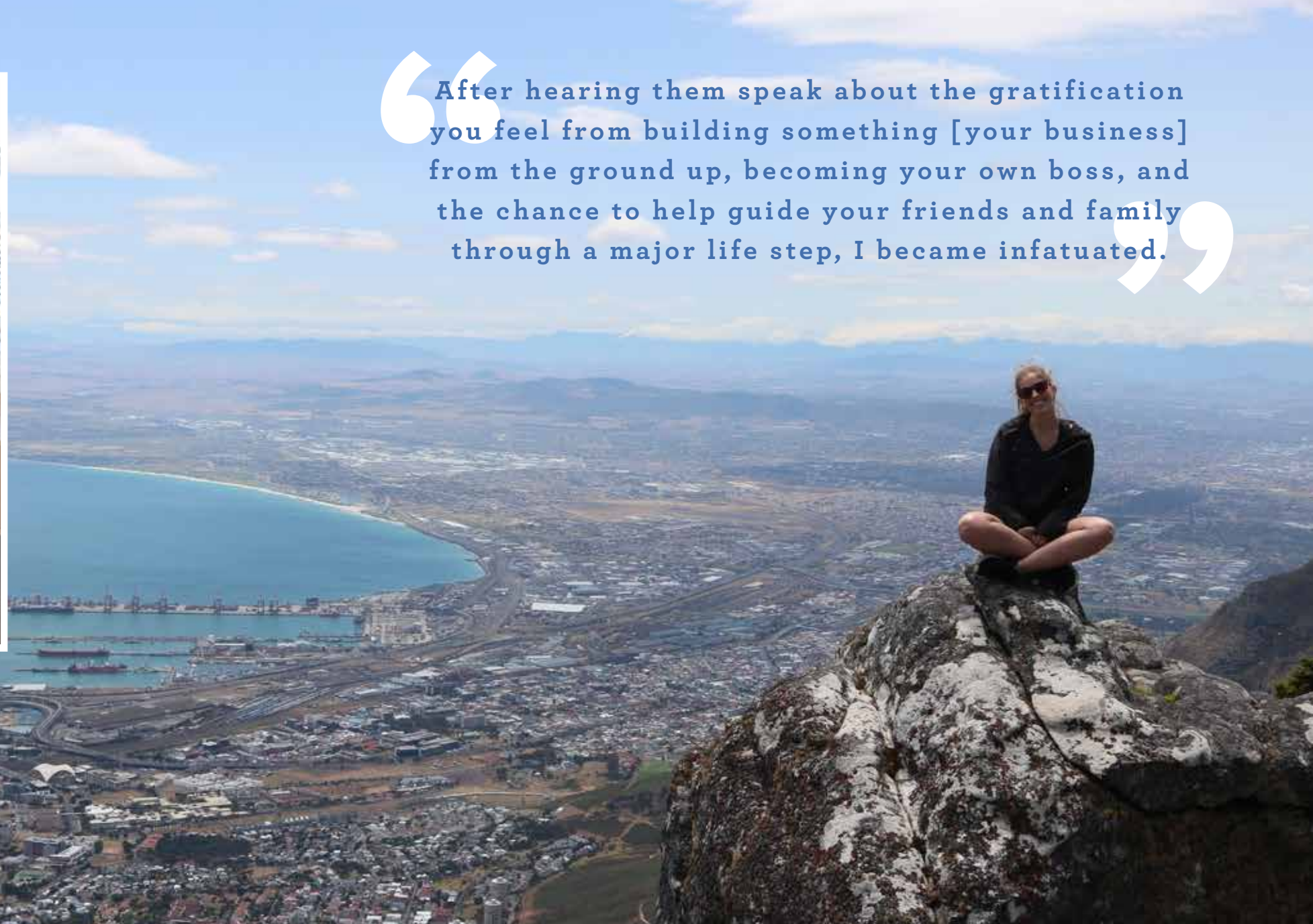
“I was fortunate to not be furloughed or laid off immediately, but I knew that it was only a matter of time before I would be and that I needed a contingency plan,” she explains.

After some introspective, in-depth conversations with her friends and family, many felt that residential real estate might be a good fit for her as she seemed to have the ideal REATLOR® skill set: she excels in organization and communication and is a self-starter. So, like her mom, Sarah took a leap of faith and enrolled in an online real estate course.

“While I studied for my license exam, I connected with other real estate brokers and industry leaders,” she says. “After hearing them speak about the gratification you feel from building something [your business] from the ground up, becoming your own boss, and the chance to help guide your friends and family through a major life step, I became infatuated.”



“After hearing them speak about the gratification you feel from building something [your business] from the ground up, becoming your own boss, and the chance to help guide your friends and family through a major life step, I became infatuated.”



Sarah in Cape Town, South Africa.

Today, when she’s not learning how to grow her business, Sarah stays active in charitable causes. Upon moving to Chicago, Sarah became involved with Cara Collective, an organization that provides employment resources, access, and opportunities to those in relational and financial poverty; and she has served on the board of the People’s Music School, which provides tuition-free music education to kids in underserved communities. She also supports the nonprofit InMotion. She explains, “Shaking with Laughter wasn’t enough for my mom. She

decided to co-found InMotion, a brick-and-mortar exercise and wellness facility for those living with Parkinson’s disease and their families. What my parents have been able to accomplish, all while facing a neurodegenerative disease, is truly amazing. It’s what drives me to be passionate about my own causes and interests.”

“My nonprofit background and philanthropic values make it essential for me to stay active,” she continues. “It’s important that we see the value in every person in our communities, and to foster environments in which they can thrive.”

In her free time, you will find Sarah going for long walks around West Town, exploring new restaurants, and traveling internationally. She’s been to thirty-six countries and counting. She is also a certified scuba diver.

In today’s unpredictable real estate market, Sarah is most passionate about learning from other experienced brokers. She tries to surround herself with people whose shoes she wishes to be in, especially those who have established their own teams or expanded into income properties.

“I’d love to grow a small team someday,” she says. “I also dream of buying a multi-unit building in my West Town neighborhood and learning the ins and outs of renovation. There are so many incredible homes in Chicago. It would be fun to buy one and put a little TLC into it.” ...



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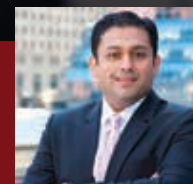
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MARIS

▶▶ partner spotlight
By Chris Menezes
Photos by Sonya Martin

CALLAHAN

WITH SOCIAL BROKER

Taking the Work out of Social Media

It's no secret that social media is one of the best ways to stay in front of past clients and even reach new ones. But finding the time required to constantly post, manage, and navigate just one platform, let alone multiple platforms, while trying to run a top-producing real estate business can be nearly impossible, if not incredibly overwhelming. This is where Maris Callahan and her company, Social Broker, can help.

"I have helped hundreds of real estate agents and business owners leverage social media over the years," Maris explains. "Those who are successful have one thing in common: consistency. It can take months, or even years for social media to actually generate real ROI, and in a fast-paced industry like real estate, it isn't easy to keep up with the demands. So we provide multiple levels of support for agents at all stages of their career."

Social Broker offers everything from full-service social media management to a subscription-based platform that provides agents with all the content, templates, captions, stock photography, and training they need to do their own social media in a fraction of the time, without any complicated strategies or "cookie-cutter content." ...



•••

It could be said that Maris wrote the book on social media marketing. She started her career in corporate public relations right around the time social media was becoming mainstream. Right out of college, she worked for several large public agencies in New York and was part of the team that helped Starbucks adopt social media and incorporate it into their marketing strategy.

At the same time, she took a personal interest in social media outside of work. She began writing a food blog and used Twitter, Facebook, and later Instagram to build an audience and a following, which opened countless doors for her.

“Because of social media, I moved to Chicago in 2009, I have met some of my closest friends, I’ve landed jobs, I met my husband on a dating app, and I even found my dog on social media through a friend of a friend’s Facebook post,” she says.

In 2017, Maris left agency life behind and took a role at one of the top local real estate companies. As the director of corporate communications, she oversaw the public relations, digital marketing, and social media departments for the company. After working in the real estate industry for two years, she saw how many agents struggled to find the time to learn how to do social media.

“Agents were trying all kinds of approaches, but they simply did not have the time to be copywriters, graphic designers, photographers, social media managers, and video editors,” she explains. “I knew there had to be a way to help agents look at social media not as a place they could advertise, but as a place they could go to build a loyal, connected audience and actually make an impact on their businesses.”

Maris founded Social Broker in 2019, and the business has been growing



Maris making reels in her office with Henry.
Photo Credit: Alissa Eisemann



Maris on her wedding day.
Photo Credit: Danielle Heinson Photography



Maris with her team.
Photo Credit: Jessie Wyman Photography



“ Social media is your clients’ window into who you are and what it’s like to work with you. ”

ever since. She hired her first team members in 2021 to accommodate the company’s fast growth.

Her career interest and entrepreneurial spirit emerged early: her fascination with the internet began when her dad showed her the Disney website when she was ten years old, and when she was in fifth grade, she and a friend made their own newspaper and sold subscriptions to their parents for one dollar.

Her passion and drive have never wavered. Ever on the leading edge of her industry, Maris recognizes that there is still a lot of doubt and negativity surrounding social media, but also how crucial social media became during the pandemic.

“Social media and video were the only way that people could connect with their colleagues, their friends, and their loved ones. Weddings took place over Zoom, people celebrated holidays and birthdays, held funerals, etc., and all of that was very real.”

“When we stop thinking of social media as an advertising platform and think of it as a community—a place to go and cultivate and nurture relationships—it makes a whole lot more sense to be present there.”

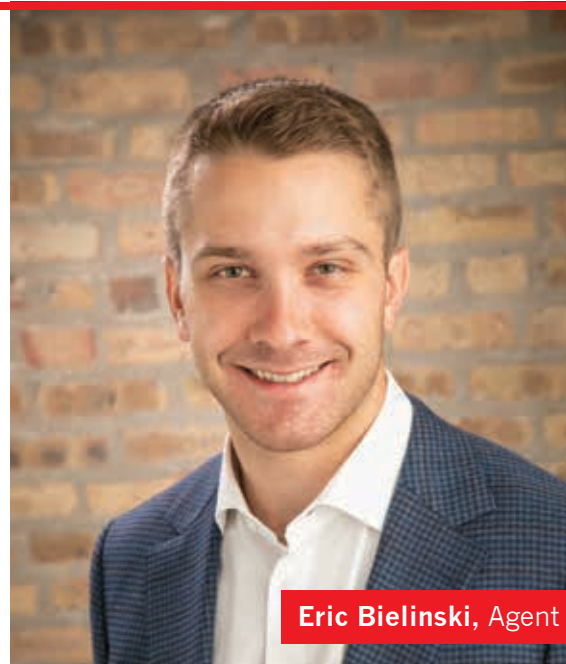
During the few moments when Maris is not on social media or working her business, she loves spending time with her husband, Brad, and their Chihuahua, Henry; as well as traveling and trying great new restaurants around the city.

To learn more about how Maris and her team can help take your business to the next level, visit thesocialbroker.com or message her at [@the.social.broker](https://www.instagram.com/the.social.broker) on Instagram.



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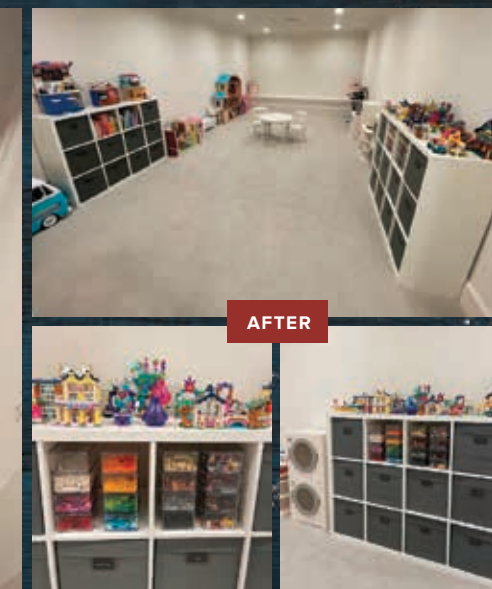
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A woman with long brown hair, wearing a black blazer over a patterned top and black pants, stands in a boxing ring. She has her hand on her hip and is smiling. The background shows the ropes of the ring and some posters on the wall.

TANYA agent feature

DIANZ

By Lauren Young
Photos by Prestige Real Estate Images Inc

Knockout REALTOR® Rolls with the Punches

“I knew that if I wanted to be in a happy place and grow as a person and in my business, I was going to have to take a leap of faith and bet on myself,” says Tanya Diaz, broker and owner of Main Event Real Estate Group in the Montclare neighborhood. “I had to break out of my comfort zone when I finally decided to open my own brokerage.”

It was a long journey from growing up in Logan Square, where Tanya and her three sisters had to overcome a gang-infested neighborhood. Her parents worked hard to set a good example for their daughters and give them an exceptional education. Tanya was exposed to real estate throughout her childhood as her father purchased and rehabbed investment properties, frequently bringing her to his “office.” ...



Tanya with her husband, David Diaz, during a boxing match.

Photo credit: Abel Arciniega @tequilagraphics

I HAD TO BREAK OUT OF MY COMFORT ZONE WHEN I FINALLY DECIDED TO OPEN MY OWN BROKERAGE.

“He would pick up my sister and me from school, and we would sit in his rehabs, finishing our homework while he was hard at work,” says Tanya. “On the weekends, as a family, my dad would take us to different neighborhoods across the city to admire the architecture. This is where my passion for real estate came from.”

Tanya attended Northeastern Illinois University for a time before following her entrepreneurial calling. She worked in accounts payable at a managed care group, holding her real estate license part-time, until marrying David Diaz, a professional boxer. Eventually, she decided to give up her license to support her husband’s career.

“David was a member of the 1996 US Olympic Team and is a former WBC Lightweight Champion,” says Tanya. “It was important for me to be ‘in his corner,’ which is why I gave up my license. We also wanted to start growing our family.”

When David retired from his rewarding boxing career in 2011, Tanya saw it as the perfect time to focus on herself and restart her own career with renewed energy. She signed up for courses and obtained her license once again.

“I really had missed being in real estate,” says Tanya. “With three little ones at home, I knew I wanted a career that was going to allow me the flexibility to still be there for my boys and their school events.”

Tanya put her hat in the ring by opening her own brokerage and hasn’t looked back. Being her own boss and building up her own business has been immensely rewarding. Since jumping back into real estate she’s surpassed \$60 million in volume and is one of the contributing authors of the Amazon online best-selling book *Latinas in Real Estate* by Maggie Antillon-Mathews. In the last few years, her focus has shifted to sharing her knowledge with other agents.

“I’ve spent the last six years focusing on educating and training other REALTORS® as a designated managing broker,” she says. “Although I still sell, my main focus is on developing the REALTORS® in my brokerage.”

When not managing her business or training others, Tanya makes it a goal to give back to important causes that connect to her personally. After losing a cousin to cancer, Tanya began to support St. Jude Children’s Research Hospital for all the good they do. Her family has also been active within the Muscular Dystrophy Association. Her husband and some friends partnered to open a youth organization called The Clubhouse, which she also supports. At The Clubhouse training center, youth can practice baseball and softball skills while learning ways to establish mental strength.

Her free time is most often spent with her husband and teenage sons, David,



Elias, and Silas, and enjoying Sunday dinners at her parents’ house. Together they also frequent local restaurants, play family games, and watch or play sports.

Looking forward, Tanya hopes to someday open a brokerage in Florida and retire there. She also wants to add a few more properties to her growing investment portfolio. Her oldest son, David, heads off to college next year and will be studying business, so Tanya is excited at the possibility of him getting into real estate and continuing her company. Overall, Tanya is thankful for the opportunities for success that real estate has provided.

“Because of real estate, I’ve been able to see success while cherishing the time I have and using it wisely,” says Tanya. “For me, that means creating memories and spending time with my family. I definitely have no regrets.”

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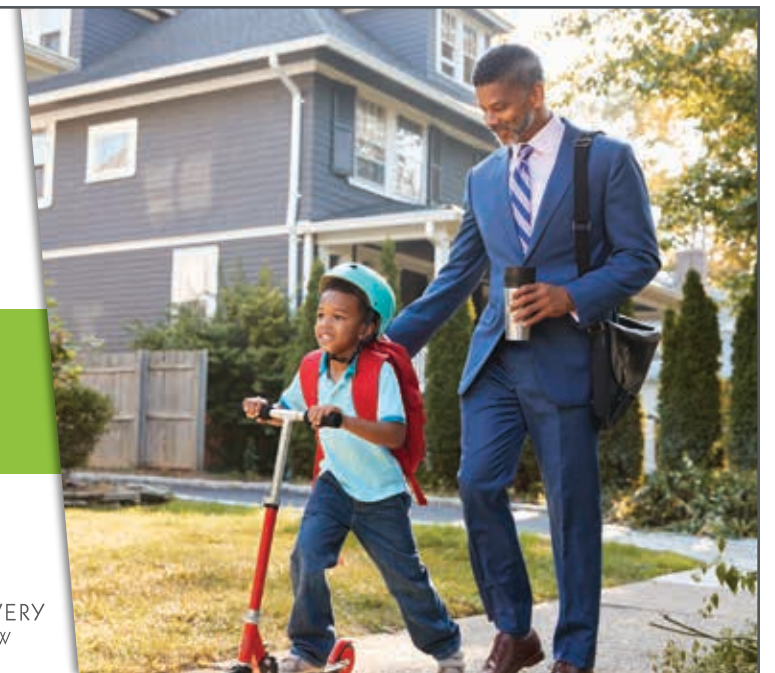
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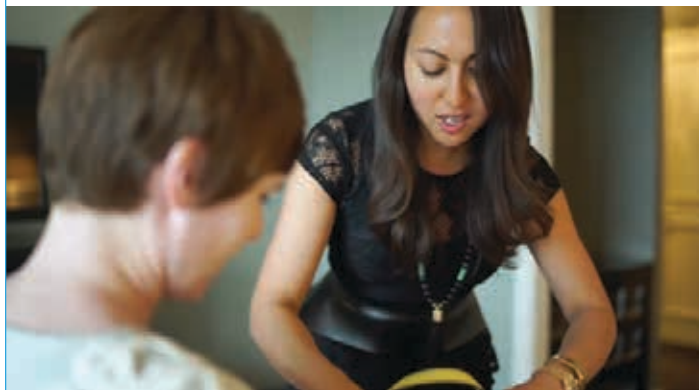
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Q: How does tristin styling obtain the latest exclusive luxury items first every time?

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 tristin styling 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 tristin styling 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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Observing Oosouji: Out with the Old

It's a new year, a transitional time to embrace the sentiment of "out with the old, in with the new." There's something about turning over the calendar page (hello, 2023!) that feels fresh and invigorating, like anything is possible.

In Japanese culture, the concept of *oosouji*, which literally translates as "ooo" (big) and "souji" (cleaning), presents a similar notion, with an emphasis on clearing out the old. In fact, it is considered inauspicious to welcome a new year with any "old business" (including dirt and clutter!) outstanding. How can we adopt this ritual of release as we march forward into a brand-new year?

Start with the right mindset. We often view cleaning as a dreaded task to be procrastinated as long as possible. Try to reframe this problematic mentality as one of forward-looking productivity. Much like a ritual, clearing out the physical dust of the old year means also clearing out the emotional and mental dust, wiping the slate clean for what is to come.

With that liberating viewpoint in mind, it's time to get your hands dirty:

- *Oosouji* is, traditionally, a top-to-bottom cleaning, so start at the top by dusting ceilings and fans, wiping down walls and dusting furniture and then vacuuming, sweeping or mopping floors.
- Designate several boxes in each room for items that are no longer meaningful, beautiful or loved, and when you've finished with your task, pass them along however is appropriate. Eliminating what you no longer use creates space for new ideas and frees you from unnecessary burdens. Also, include a bag or box for waste, removing it (symbolically taking out the mental "trash") from the house as soon as you finish that room. You will be surprised at how much lighter you feel!
- Last, remove stains from your home, whether on the furniture, carpet or grout. Old stains remind us of the past and have no place in a newly purged space.

If possible, every family member should be involved in your cleansing practice, making careful decisions about their individual possessions and benefitting from this fresh start. Happy New Year!



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BECKY SEXSON

re-producers

By Chris Menezes
Photos by Lindsay Fairall

Doubling Up with Twins

There might be something in the water. At least that's what Becky Sexson thought when she found out she was having twins. Her husband always joked about having twins and one of her best friends—who she lived with when she first arrived in Chicago, and who also had her first daughter at the same time as Becky—had just had twins as well. Very strange indeed.

Or maybe it was one of those instances of first discovering something and then seeing it everywhere, which also happened to Becky.

“During the time I was pregnant, I helped two separate clients, both of whom were twins, purchase homes; closed deals with three agents who had multiples (one had triplets!); and worked with a number of vendors who had twins,” she says.

But Becky was still completely shocked when she discovered she was having twins: “I went to the first doctor's appointment alone as my husband had to travel out of state for work,” she recalls. “During the ultrasound, the tech turned to me and said, ‘I'm not sure if you're aware, but there are two in there.’ I replied, ‘Two of what? Two hands? Two feet?’ ‘No,’ she said, ‘Two heartbeats.’ I was in utter shock.”

Yet Becky had the best year she's ever had in real estate last year. Because she had to focus on working smarter instead of harder, she found ways to semi-automate her business and implement or refine systems without losing her personal touch. She relied



“Our motto has always been to live our lives, even with kids. They will adapt.”

on her preferred lenders and attorneys to see her closings through, and was also able to collaborate with several agents whom she'd developed great relationships with to cover for her when she was out.

With all the growth Becky experienced in her business, it seemed appropriate to name her twin daughters, born on Saint Patrick's Day, with the luck of the Irish: Chloe, which means “blooming,” and Josefina, which means “the Lord increases.”

“Not only did we love the names, but we thought the meanings were appropriate, given the girls were born in the spring and our family increased from one child to three overnight,” explains Becky. “We also were able to use both our mothers' first names as their middle names.”

Because she is a mother, Becky says she is able to connect with her clients on a deeper level—something she discovered after having her first child, Eliana, in 2019—and better serve her clients with families as well. ...

...

“There are certain things you don’t think about when searching for a home if you don’t have kids yet. For example, do you really want to walk up three flights of stairs to your condo if you are carrying a stroller, car seat, and groceries? I can truly speak to what it takes to raise a child in the city, and how to search for a home that can accommodate a family,” she says.

For her own family, Becky and her husband, Abe, recently purchased a bungalow in Portage Park that they gut-renovated and just moved into this past August. You can often find them at the park with their three girls, or taking walks together through the neighborhood when they are not working. They also love to travel and have no qualms about taking all their kids with them, whether to the Greek island of Serifos, where they were married, or to Texas or Arizona to see family.

“Our motto has always been to live our lives, even with kids. They will adapt,” she says.



As Becky continues living her life as a top-producing real estate agent and mother of three young children, she is grateful that her career lends itself to her lifestyle.

“Real estate is a great career for a working mom—it’s something [a career/industry] I have found moms really thrive in,” she says. “Moms are experts at multitasking, juggling multiple schedules, fixing boo-boos, anticipating what their little ones need before they ask, problem-solving, and being empathetic—all of which are skills needed to excel in real estate.”

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- The Leftovers (HBO Max / Hulu) 96%
- The Queen's Gambit (Netflix) 96%
- The Wire (HBO Max) 94%
- Band of Brothers (HBO Max) 94%
- Peaky Blinders (Netflix) 92%
- Broadchurch - Season 1 (Amazon) 92%
- The Crown (Netflix) 90%
- Narcos (Netflix) 89%
- Downton Abbey (Amazon) 86%
- Yellowstone Amazon (Buy) 80%

DRAMA / HORROR

- The Haunting of Hill House (Netflix) 93%
- Castle Rock (Hulu) 88%

COMEDY

- Barry (HBO Max) 99%
- Ted Lasso (Apple TV) 94%
- Veep (HBO Max) 93%

COMEDY-DRAMA

- Fleabag (Amazon Prime) 100%
- Russian Doll (Netflix) 97%
- Insecure (HBO Max) 96%
- Dear White People (Netflix) 95%
- GLOW (Netflix) 92%
- Succession (HBO Max) 90%
- Orange is the New Black (Netflix) 90%
- The Boys (Amazon Prime) 90%
- Upload (Amazon Prime) 88%
- The Marvelous Mrs. Maisel (Amazon Prime) 88%
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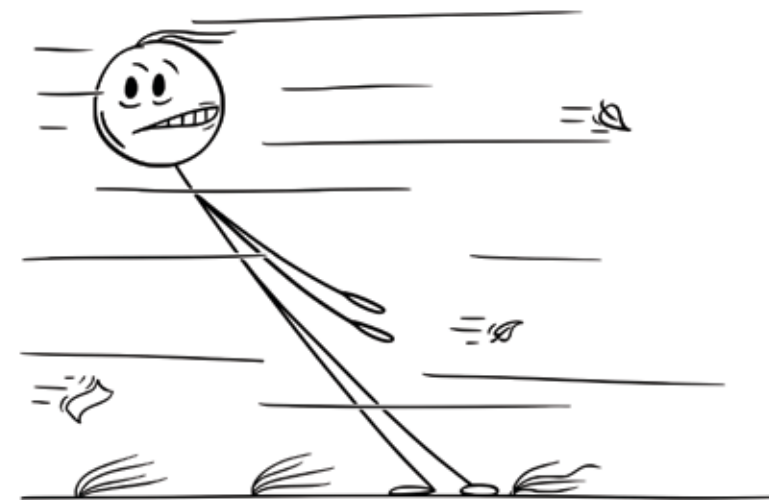
Teams and individuals from January 1, 2022 to November 30, 2022.

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|--------------|--------|---------------|--------|---------------|---------|---------------|
| 1 | Matt | Laricy | 238.5 | \$133,166,245 | 254.5 | \$131,045,444 | 493 | \$264,211,689 |
| 2 | Jeffrey | Lowe | 118.5 | \$182,312,648 | 62 | \$80,435,138 | 180.5 | \$262,747,786 |
| 3 | Leila | Zammatta | 42 | \$152,980,892 | 8 | \$36,731,382 | 50 | \$189,712,274 |
| 4 | Emily | Sachs Wong | 87 | \$127,245,000 | 44 | \$60,566,900 | 131 | \$187,811,900 |
| 5 | Leigh | Marcus | 172 | \$122,935,771 | 78.5 | \$58,152,550 | 250.5 | \$181,088,321 |
| 6 | Chezi | Rafaelli | 34 | \$60,491,500 | 31 | \$60,085,389 | 65 | \$120,576,889 |
| 7 | Carrie | Mccormick | 71 | \$72,713,888 | 31 | \$40,689,900 | 102 | \$113,403,788 |
| 8 | Benyamin | Lalez | 42.5 | \$22,232,775 | 173 | \$85,129,638 | 215.5 | \$107,362,414 |
| 9 | Nancy | Tassone | 27 | \$87,550,139 | 4 | \$6,737,500 | 31 | \$94,287,639 |
| 10 | Grigory | Pekarsky | 25 | \$12,789,161 | 176.5 | \$76,740,500 | 201.5 | \$89,529,661 |
| 11 | Alexandre | Stoykov | 22.5 | \$16,131,250 | 132 | \$65,586,000 | 154.5 | \$81,717,250 |
| 12 | Mario | Greco | 82 | \$54,284,218 | 39.5 | \$24,846,825 | 121.5 | \$79,131,043 |
| 13 | Brad | Lippitz | 43.5 | \$42,931,375 | 40.5 | \$34,932,899 | 84 | \$77,864,274 |
| 14 | Katharine | Waddell | 49.5 | \$42,943,500 | 43.5 | \$29,837,350 | 93 | \$72,780,850 |
| 15 | Timothy | Salm | 17.5 | \$47,529,750 | 6.5 | \$20,157,500 | 24 | \$67,687,250 |
| 16 | Melanie | Giglio | 42.5 | \$31,821,150 | 56 | \$34,804,700 | 98.5 | \$66,625,850 |
| 17 | Julie | Busby | 32.5 | \$22,685,558 | 50.5 | \$37,988,110 | 83 | \$60,673,668 |
| 18 | Melissa | Siegal | 56 | \$33,946,200 | 46 | \$24,557,381 | 102 | \$58,503,581 |
| 19 | Karen | Biazar | 58.5 | \$34,250,342 | 45.5 | \$24,147,500 | 104 | \$58,397,842 |
| 20 | Cadey | O'Leary | 23 | \$48,266,000 | 6 | \$7,980,492 | 29 | \$56,246,492 |
| 21 | Tommy | Choi | 32 | \$18,562,575 | 52 | \$33,103,750 | 84 | \$51,666,325 |
| 22 | Rafay | Qamar | 36.5 | \$14,683,775 | 84 | \$36,946,744 | 120.5 | \$51,630,519 |
| 23 | Jason | O'Beirne | 48 | \$43,875,400 | 12 | \$4,066,000 | 60 | \$47,941,400 |
| 24 | Colin | Hebson | 27 | \$23,080,772 | 37 | \$23,860,320 | 64 | \$46,941,092 |
| 25 | Timothy | Sheahan | 37 | \$24,953,442 | 30 | \$21,938,900 | 67 | \$46,892,342 |
| 26 | Amanda | Mcmillan | 39 | \$19,655,448 | 38.5 | \$27,103,250 | 77.5 | \$46,758,698 |
| 27 | Jill | Silverstein | 22.5 | \$17,829,688 | 26.5 | \$28,278,250 | 49 | \$46,107,938 |
| 28 | Hayley | Westhoff | 25 | \$14,938,316 | 35 | \$30,479,341 | 60 | \$45,417,658 |
| 29 | Julie | Harron | 9.5 | \$14,537,500 | 9 | \$30,662,500 | 18.5 | \$45,200,000 |
| 30 | Lauren | Mitrick Wood | 25 | \$17,680,170 | 47 | \$27,077,500 | 72 | \$44,757,670 |
| 31 | Suzanne | Gignilliat | 13 | \$18,903,000 | 8 | \$25,272,500 | 21 | \$44,175,500 |
| 32 | Sophia | Klopa | 27.5 | \$15,636,500 | 45 | \$28,457,636 | 72.5 | \$44,094,136 |
| 33 | Joanne | Nemerovski | 20 | \$21,204,000 | 17 | \$22,019,000 | 37 | \$43,223,000 |
| 34 | James | D'Astice | 24.5 | \$12,019,701 | 58 | \$30,724,583 | 82.5 | \$42,744,284 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|------------|--------|--------------|--------|--------------|---------|--------------|
| 35 | Millie | Rosenbloom | 23 | \$20,179,500 | 27 | \$22,037,579 | 50 | \$42,217,079 |
| 36 | Jeanne | Martini | 18 | \$42,094,550 | 0 | \$0 | 18 | \$42,094,550 |
| 37 | Philip | Skowron | 15.5 | \$19,513,000 | 12.5 | \$22,468,500 | 28 | \$41,981,500 |
| 38 | Jennifer | Ames | 25 | \$29,231,250 | 12 | \$12,702,900 | 37 | \$41,934,150 |
| 39 | William | Goldberg | 23 | \$20,399,150 | 28.5 | \$20,796,414 | 51.5 | \$41,195,564 |
| 40 | Lance | Kirshner | 31 | \$14,983,231 | 41 | \$25,641,300 | 72 | \$40,624,531 |
| 41 | Darrell | Scott | 17.5 | \$11,741,400 | 49 | \$28,668,700 | 66.5 | \$40,410,100 |
| 42 | Daniel | Glick | 23 | \$21,935,900 | 28 | \$18,135,250 | 51 | \$40,071,150 |
| 43 | Kathleen | Malone | 22.5 | \$22,354,450 | 20 | \$17,140,000 | 42.5 | \$39,494,450 |
| 44 | Layching | Quek | 15 | \$8,139,500 | 40 | \$31,009,150 | 55 | \$39,148,650 |
| 45 | Keith | Brand | 29.5 | \$13,109,600 | 40 | \$25,649,038 | 69.5 | \$38,758,638 |
| 46 | Sam | Shaffer | 15.5 | \$9,187,950 | 50 | \$28,711,820 | 65.5 | \$37,899,770 |
| 47 | Melanie | Everett | 15 | \$6,744,500 | 59.5 | \$30,490,850 | 74.5 | \$37,235,350 |
| 48 | Daniel | Close | 31 | \$16,204,000 | 32 | \$20,992,900 | 63 | \$37,196,900 |
| 49 | Lawrence | Dunning | 23 | \$17,062,500 | 25 | \$17,659,000 | 48 | \$34,721,500 |
| 50 | Vincent | Anzalone | 18.5 | \$21,250,706 | 17 | \$12,906,666 | 35.5 | \$34,157,372 |

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to November 30, 2022.

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|----|------------|-----------------|--------|--------------|--------|--------------|---------|--------------|
| 51 | Nick | Nastos | 14.5 | \$6,230,350 | 53.5 | \$27,428,450 | 68 | \$33,658,800 |
| 52 | Rachel | Krueger | 8 | \$14,667,750 | 13 | \$18,963,000 | 21 | \$33,630,750 |
| 53 | Ryan | Preuett | 10.5 | \$12,312,500 | 15 | \$21,293,499 | 25.5 | \$33,605,999 |
| 54 | Nicholas | Colagiovanni | 22.5 | \$17,706,500 | 17 | \$15,813,500 | 39.5 | \$33,520,000 |
| 55 | Margaret | Baczkowski | 18.5 | \$18,837,250 | 13.5 | \$13,599,000 | 32 | \$32,436,250 |
| 56 | Edward | Jelinek | 35.5 | \$19,190,750 | 23 | \$13,108,125 | 58.5 | \$32,298,875 |
| 57 | Michael | Rosenblum | 22 | \$20,460,494 | 12 | \$11,751,700 | 34 | \$32,212,194 |
| 58 | Mark | Zipperer | 43.5 | \$16,727,750 | 32 | \$15,366,510 | 75.5 | \$32,094,260 |
| 59 | Michael | Hall | 35.5 | \$26,723,500 | 6 | \$5,251,300 | 41.5 | \$31,974,800 |
| 60 | Scott | Curcio | 43.5 | \$19,741,450 | 31 | \$12,036,400 | 74.5 | \$31,777,850 |
| 61 | Eugene | Fu | 10 | \$5,657,825 | 46 | \$25,912,745 | 56 | \$31,570,570 |
| 62 | Nadine | Ferrata | 31.5 | \$23,605,778 | 11.5 | \$7,636,778 | 43 | \$31,242,556 |
| 63 | Joel | Holland | 22 | \$11,829,300 | 28.5 | \$19,021,630 | 50.5 | \$30,850,930 |
| 64 | Christine | Lutz | 31 | \$29,011,827 | 1.5 | \$1,714,750 | 32.5 | \$30,726,577 |
| 65 | Jennifer | Mills | 26 | \$23,198,735 | 10 | \$7,170,850 | 36 | \$30,369,585 |
| 66 | Staci | Slattery | 49 | \$30,357,012 | 0 | \$0 | 49 | \$30,357,012 |
| 67 | Elias | Masud | 12.5 | \$6,575,750 | 45.5 | \$23,649,100 | 58 | \$30,224,850 |
| 68 | Shay | Hata | 21 | \$11,049,832 | 29 | \$19,045,300 | 50 | \$30,095,132 |
| 69 | Ivona | Kutermankiewicz | 26 | \$22,683,100 | 11.5 | \$7,111,800 | 37.5 | \$29,794,900 |
| 70 | Debra | Dobbs | 27.5 | \$19,879,000 | 25 | \$9,710,400 | 52.5 | \$29,589,400 |
| 71 | Nicholaos | Voutsinas | 19 | \$10,504,700 | 33 | \$18,905,100 | 52 | \$29,409,800 |
| 72 | Leslie | Glazier | 20 | \$17,333,250 | 17 | \$11,510,950 | 37 | \$28,844,200 |
| 73 | Karen | Schwartz | 22 | \$12,708,350 | 22.5 | \$16,100,142 | 44.5 | \$28,808,492 |
| 74 | Alishja | Ballard | 20 | \$11,430,500 | 24 | \$17,347,400 | 44 | \$28,777,900 |
| 75 | Robert | Picciariello | 71 | \$28,199,300 | 0 | \$0 | 71 | \$28,199,300 |
| 76 | Kelly | Parker | 10.5 | \$5,415,875 | 37 | \$22,764,150 | 47.5 | \$28,180,025 |
| 77 | Paul | Mancini | 32 | \$17,418,000 | 16 | \$10,329,000 | 48 | \$27,747,000 |
| 78 | Dawn | Mckenna | 18.5 | \$24,078,500 | 6.5 | \$3,648,500 | 25 | \$27,727,000 |
| 79 | Cameel | Halim | 4 | \$27,498,999 | 0 | \$0 | 4 | \$27,498,999 |
| 80 | Danielle | Dowell | 30 | \$16,907,700 | 21 | \$10,559,250 | 51 | \$27,466,950 |
| 81 | Bari | Levine | 24 | \$14,750,450 | 14.5 | \$12,713,000 | 38.5 | \$27,463,450 |
| 82 | Rachel | Vecchio | 2 | \$1,341,500 | 9 | \$25,836,740 | 11 | \$27,178,240 |
| 83 | Santiago | Valdez | 23 | \$9,064,625 | 42.5 | \$17,891,500 | 65.5 | \$26,956,125 |
| 84 | Elizabeth | Brooks | 26 | \$26,812,468 | 0 | \$0 | 26 | \$26,812,468 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|------------|--------|--------------|--------|--------------|---------|--------------|
| 85 | Kevin | Hinton | 22.5 | \$10,233,050 | 40.5 | \$16,329,950 | 63 | \$26,563,000 |
| 86 | Susan | O'Connor | 9.5 | \$10,300,500 | 11 | \$16,101,080 | 20.5 | \$26,401,580 |
| 87 | R. Matt | Leutheuser | 10 | \$18,790,500 | 5.5 | \$7,585,000 | 15.5 | \$26,375,500 |
| 88 | Lucas | Blahnik | 9.5 | \$7,796,750 | 26.5 | \$18,499,555 | 36 | \$26,296,305 |
| 89 | Sara | Mccarthy | 19.5 | \$8,422,900 | 27 | \$17,768,800 | 46.5 | \$26,191,700 |
| 90 | Cory | Tanzer | 37.5 | \$14,962,999 | 30.5 | \$11,182,500 | 68 | \$26,145,499 |
| 91 | Steve | Genyk | 21 | \$18,208,000 | 7 | \$7,855,000 | 28 | \$26,063,000 |
| 92 | Natasha | Motev | 10.5 | \$23,726,000 | 2 | \$2,280,000 | 12.5 | \$26,006,000 |
| 93 | Steven | Kehoe | 19 | \$15,916,776 | 16 | \$10,087,850 | 35 | \$26,004,626 |
| 94 | Patrick | Shino | 6 | \$1,820,727 | 51 | \$24,112,655 | 57 | \$25,933,382 |
| 95 | Molly | Sundby | 21 | \$25,050,016 | 1 | \$549,900 | 22 | \$25,599,916 |
| 96 | Barbara | O'Connor | 25.5 | \$15,466,612 | 23.5 | \$9,854,050 | 49 | \$25,320,662 |
| 97 | Gail | Spreen | 48 | \$20,529,300 | 7 | \$4,492,000 | 55 | \$25,021,300 |
| 98 | Connie | Engel | 27.5 | \$16,299,850 | 11 | \$8,467,650 | 38.5 | \$24,767,500 |
| 99 | Amy | Duong | 16.5 | \$10,158,250 | 19.5 | \$14,465,500 | 36 | \$24,623,750 |
| 100 | Megan | Tirpak | 16 | \$12,792,250 | 6 | \$11,828,000 | 22 | \$24,620,250 |

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to November 30, 2022.

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|----------------|--------|--------------|--------|--------------|---------|--------------|
| 101 | Robert | Sullivan | 14.5 | \$15,349,580 | 12.5 | \$9,151,000 | 27 | \$24,500,580 |
| 102 | Zachary | Redden | 9.5 | \$6,322,250 | 35.5 | \$18,087,050 | 45 | \$24,409,300 |
| 103 | Juliana | Yeager | 12.5 | \$7,012,450 | 20.5 | \$17,392,000 | 33 | \$24,404,450 |
| 104 | Cynthia | Sodolski | 19.5 | \$14,335,500 | 17.5 | \$10,055,000 | 37 | \$24,390,500 |
| 105 | Michael | Shenfeld | 21.5 | \$11,260,311 | 17.5 | \$13,125,345 | 39 | \$24,385,656 |
| 106 | Camille | Canales | 11.5 | \$5,758,750 | 37 | \$18,435,075 | 48.5 | \$24,193,825 |
| 107 | Ryan | Mckane | 54 | \$22,833,450 | 2 | \$1,315,000 | 56 | \$24,148,450 |
| 108 | Brady | Miller | 27 | \$8,001,200 | 33 | \$16,072,722 | 60 | \$24,073,922 |
| 109 | Stephanie | Loverde | 20.5 | \$11,263,700 | 22 | \$12,752,000 | 42.5 | \$24,015,700 |
| 110 | Elizabeth | Ballis | 13.5 | \$8,657,688 | 14.5 | \$15,230,688 | 28 | \$23,888,375 |
| 111 | Lisa | Blume | 16 | \$8,638,300 | 35.5 | \$15,218,000 | 51.5 | \$23,856,300 |
| 112 | Brian | Moon | 11 | \$6,787,950 | 25.5 | \$16,460,750 | 36.5 | \$23,248,700 |
| 113 | Anne | Rossley | 14 | \$9,855,145 | 16 | \$13,170,000 | 30 | \$23,025,145 |
| 114 | Stefanie | Lavelle | 22 | \$15,663,100 | 11 | \$7,361,500 | 33 | \$23,024,600 |
| 115 | Susan | Miner | 5 | \$16,187,500 | 3 | \$6,821,323 | 8 | \$23,008,823 |
| 116 | Stephanie | Cutter | 25.5 | \$13,100,200 | 15 | \$9,324,000 | 40.5 | \$22,424,200 |
| 117 | Kimber | Galvin | 7 | \$4,511,522 | 26.5 | \$17,838,862 | 33.5 | \$22,350,384 |
| 118 | Lisa | Sanders | 40 | \$17,178,750 | 9 | \$5,122,500 | 49 | \$22,301,250 |
| 119 | Scott | Berg | 51 | \$20,246,301 | 5 | \$1,795,500 | 56 | \$22,041,801 |
| 120 | Patrick | Teets | 19.5 | \$15,242,273 | 8 | \$6,773,000 | 27.5 | \$22,015,273 |
| 121 | Meg | Daday | 15 | \$9,582,000 | 18 | \$12,161,900 | 33 | \$21,743,900 |
| 122 | Sherri | Hoke | 10 | \$12,834,000 | 7 | \$8,874,000 | 17 | \$21,708,000 |
| 123 | Steven | Powers | 17 | \$18,282,500 | 5 | \$3,250,000 | 22 | \$21,532,500 |
| 124 | D | Waveland Kendt | 20.5 | \$13,396,400 | 10 | \$8,107,500 | 30.5 | \$21,503,900 |
| 125 | Alex | Wolking | 25 | \$10,133,100 | 20 | \$11,322,902 | 45 | \$21,456,002 |
| 126 | Nicole | Hajdu | 18 | \$6,129,400 | 27 | \$15,240,900 | 45 | \$21,370,300 |
| 127 | Natalie | Renna | 16 | \$7,484,899 | 26 | \$13,832,900 | 42 | \$21,317,799 |
| 128 | Amie | Klujian | 24 | \$9,410,050 | 34.5 | \$11,864,850 | 58.5 | \$21,274,900 |
| 129 | Sam | Jenkins | 10 | \$7,351,070 | 13 | \$13,744,000 | 23 | \$21,095,070 |
| 130 | Bruce | Glazer | 18 | \$9,580,000 | 17 | \$11,505,900 | 35 | \$21,085,900 |
| 131 | Michael | Saladino | 31 | \$12,516,400 | 22.5 | \$8,509,150 | 53.5 | \$21,025,550 |
| 132 | Jingen | Xu | 7 | \$5,540,500 | 17 | \$15,471,263 | 24 | \$21,011,763 |
| 133 | Benjamin | Lissner | 5 | \$2,139,250 | 43 | \$18,815,150 | 48 | \$20,954,400 |
| 134 | Ryan | Huyler | 15.5 | \$10,911,900 | 9 | \$9,879,500 | 24.5 | \$20,791,400 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|--------------|--------|--------------|--------|--------------|---------|--------------|
| 135 | Qiankun | Chen | 27 | \$10,653,888 | 25 | \$10,114,900 | 52 | \$20,768,788 |
| 136 | Naja | Morris | 27.5 | \$11,967,150 | 20 | \$8,783,600 | 47.5 | \$20,750,750 |
| 137 | Eudice | Fogel | 8 | \$5,838,000 | 13 | \$14,765,000 | 21 | \$20,603,000 |
| 138 | Christopher | Engelmann | 14 | \$5,730,000 | 35 | \$14,801,100 | 49 | \$20,531,100 |
| 139 | Joelle | Cachey Hayes | 10 | \$8,884,500 | 6 | \$11,615,000 | 16 | \$20,499,500 |
| 140 | Michael | Scanlon | 8 | \$2,593,950 | 27.5 | \$17,893,850 | 35.5 | \$20,487,800 |
| 141 | Laura | Meier | 11.5 | \$6,398,250 | 20 | \$14,071,421 | 31.5 | \$20,469,671 |
| 142 | Joseph | Kotoch | 9 | \$6,859,000 | 18.5 | \$13,596,500 | 27.5 | \$20,455,500 |
| 143 | Mark | Icuss | 11.5 | \$8,557,000 | 13.5 | \$11,890,000 | 25 | \$20,447,000 |
| 144 | Stacey | Dombar | 38 | \$16,969,137 | 6 | \$3,357,650 | 44 | \$20,326,787 |
| 145 | Helaine | Cohen | 2.5 | \$2,944,950 | 20.5 | \$17,356,350 | 23 | \$20,301,300 |
| 146 | Michael | Maier | 35.5 | \$18,141,965 | 6 | \$1,873,500 | 41.5 | \$20,015,465 |
| 147 | Brian | Loomis | 10 | \$11,093,000 | 5 | \$8,815,000 | 15 | \$19,908,000 |
| 148 | Prashanth | Mahakali | 13 | \$14,821,500 | 10 | \$5,014,900 | 23 | \$19,836,400 |
| 149 | Sari | Levy | 11 | \$6,834,500 | 12.5 | \$12,881,800 | 23.5 | \$19,716,300 |
| 150 | Sarah | Ziehr | 34 | \$17,321,000 | 4 | \$2,391,500 | 38 | \$19,712,500 |

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to November 30, 2022.

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|------------|--------|--------------|--------|--------------|---------|--------------|
| 151 | Janelle | Dennis | 22 | \$10,881,800 | 12 | \$8,792,150 | 34 | \$19,673,950 |
| 152 | Stephen | Hnatow | 13.5 | \$8,566,500 | 14 | \$11,036,500 | 27.5 | \$19,603,000 |
| 153 | James | Sheehan | 14.5 | \$12,771,000 | 8 | \$6,635,000 | 22.5 | \$19,406,000 |
| 154 | Dennis | Huyck | 23 | \$14,344,500 | 7 | \$4,899,250 | 30 | \$19,243,750 |
| 155 | Armando | Chacon | 23.5 | \$15,512,799 | 6 | \$3,686,500 | 29.5 | \$19,199,299 |
| 156 | Deborah | Hess | 10.5 | \$6,561,550 | 29 | \$12,432,677 | 39.5 | \$18,994,227 |
| 157 | Matthew | Liss | 14 | \$6,249,500 | 16 | \$12,701,500 | 30 | \$18,951,000 |
| 158 | Michael | Mcguinness | 4 | \$1,790,500 | 32 | \$17,084,570 | 36 | \$18,875,070 |
| 159 | Carol | Collins | 11.5 | \$7,586,500 | 10 | \$11,214,800 | 21.5 | \$18,801,300 |
| 160 | Melanie | Carlson | 9.5 | \$5,889,629 | 24 | \$12,887,500 | 33.5 | \$18,777,129 |
| 161 | Nicholas | Apostal | 22.5 | \$12,003,748 | 10 | \$6,721,950 | 32.5 | \$18,725,698 |
| 162 | Ken | Jungwirth | 19.5 | \$11,568,000 | 15 | \$7,150,500 | 34.5 | \$18,718,500 |
| 163 | Erin | Mandel | 12.5 | \$8,215,636 | 10 | \$10,453,711 | 22.5 | \$18,669,346 |
| 164 | Kaylin | Goldstein | 12 | \$6,851,550 | 14 | \$11,781,900 | 26 | \$18,633,450 |
| 165 | Laura | England | 10.5 | \$5,761,000 | 6.5 | \$12,652,058 | 17 | \$18,413,058 |
| 166 | Brant | Booker | 15 | \$10,003,105 | 6 | \$8,395,000 | 21 | \$18,398,105 |
| 167 | Elena | Theodoros | 15 | \$8,915,000 | 13.5 | \$9,395,250 | 28.5 | \$18,310,250 |
| 168 | Tiffany | Meyers | 6 | \$2,698,500 | 34 | \$15,592,450 | 40 | \$18,290,950 |
| 169 | Lyn | Harvie | 17 | \$7,866,000 | 16 | \$10,402,900 | 33 | \$18,268,900 |
| 170 | Greg | Nagel | 13.5 | \$10,048,000 | 11 | \$8,119,500 | 24.5 | \$18,167,500 |
| 171 | Owen | Duffy | 23.5 | \$12,104,750 | 14 | \$6,048,500 | 37.5 | \$18,153,250 |
| 172 | Elizabeth | Lothamer | 16.5 | \$8,405,906 | 20 | \$9,721,317 | 36.5 | \$18,127,222 |
| 173 | Philip | Barone | 5 | \$2,752,000 | 3 | \$15,259,500 | 8 | \$18,011,500 |
| 174 | Steve | Dombar | 5 | \$2,249,200 | 31.5 | \$15,757,850 | 36.5 | \$18,007,050 |
| 175 | Robert | Yoshimura | 14 | \$6,691,000 | 23 | \$11,217,400 | 37 | \$17,908,400 |
| 176 | Danny | Lewis | 11.5 | \$5,585,500 | 19 | \$12,209,500 | 30.5 | \$17,795,000 |
| 177 | Brad | Zibung | 19.5 | \$9,501,400 | 14 | \$8,161,500 | 33.5 | \$17,662,900 |
| 178 | Nicole | Flores | 23.5 | \$13,336,800 | 7.5 | \$4,322,000 | 31 | \$17,658,800 |
| 179 | Kristin | Gonnella | 7.5 | \$3,559,250 | 20 | \$14,022,900 | 27.5 | \$17,582,150 |
| 180 | Ian | Schwartz | 20.5 | \$13,151,850 | 5 | \$4,420,000 | 25.5 | \$17,571,850 |
| 181 | Nathan | Binkley | 12 | \$7,334,000 | 9 | \$10,227,900 | 21 | \$17,561,900 |
| 182 | Hadley | Rue | 18 | \$10,080,450 | 13 | \$7,396,500 | 31 | \$17,476,950 |
| 183 | Steve | Otwell | 31 | \$11,124,482 | 10 | \$6,339,900 | 41 | \$17,464,382 |
| 184 | Pamela | Rueve | 16.5 | \$13,350,500 | 7 | \$4,022,500 | 23.5 | \$17,373,000 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|------------|--------|--------------|--------|--------------|---------|--------------|
| 185 | Peter | Moore | 11.5 | \$5,612,750 | 14 | \$11,671,500 | 25.5 | \$17,284,250 |
| 186 | Thomas | Campone | 26 | \$10,721,500 | 15 | \$6,494,000 | 41 | \$17,215,500 |
| 187 | Kevin | Wood | 3 | \$10,343,740 | 2 | \$6,850,000 | 5 | \$17,193,740 |
| 188 | Scott | Newman | 23.5 | \$9,704,750 | 15 | \$7,468,900 | 38.5 | \$17,173,650 |
| 189 | Robin | Phelps | 12.5 | \$6,370,680 | 15 | \$10,704,800 | 27.5 | \$17,075,480 |
| 190 | Cara | Buffa | 17 | \$11,397,000 | 8 | \$5,652,500 | 25 | \$17,049,500 |
| 191 | Frank | Montro | 58 | \$12,648,851 | 20.5 | \$4,385,990 | 78.5 | \$17,034,841 |
| 192 | Melissa | Vasic | 12 | \$7,472,000 | 16 | \$9,555,400 | 28 | \$17,027,400 |
| 193 | Marzena | Frausto | 2 | \$865,000 | 36 | \$16,154,799 | 38 | \$17,019,799 |
| 194 | Sarah | Maxwell | 8 | \$5,427,000 | 13 | \$11,544,100 | 21 | \$16,971,100 |
| 195 | Chris | Gomes | 4.5 | \$3,120,500 | 17 | \$13,806,138 | 21.5 | \$16,926,638 |
| 196 | John | O'Neill | 6.5 | \$6,880,000 | 4 | \$10,026,500 | 10.5 | \$16,906,500 |
| 197 | Richard | Kasper | 20.5 | \$11,803,175 | 14 | \$5,095,900 | 34.5 | \$16,899,075 |
| 198 | Kathryn | Barry | 8.5 | \$3,881,600 | 24 | \$13,016,314 | 32.5 | \$16,897,914 |
| 199 | Cindy | Weinreb | 10 | \$3,504,900 | 26 | \$13,375,400 | 36 | \$16,880,300 |
| 200 | Melissa | Govedarica | 9 | \$9,806,200 | 2 | \$7,055,000 | 11 | \$16,861,200 |

Disclaimer: Information is pulled directly from the MLS. New construction 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. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

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TOP 250 STANDINGS

Teams and individuals from January 1, 2022 to November 30, 2022.

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|-------------|--------------|--------|--------------|--------|--------------|---------|--------------|
| 201 | Joy | Larkin | 8 | \$13,043,900 | 2.5 | \$3,809,000 | 10.5 | \$16,852,900 |
| 202 | Dominic | Irpino | 26 | \$9,779,300 | 14 | \$7,062,000 | 40 | \$16,841,300 |
| 203 | Patricia | Young | 14 | \$9,350,750 | 8.5 | \$7,452,000 | 22.5 | \$16,802,750 |
| 204 | Christie | Ascione | 8.5 | \$6,326,000 | 8 | \$10,427,330 | 16.5 | \$16,753,330 |
| 205 | Samuel | Kahn | 9 | \$7,195,500 | 12 | \$9,557,500 | 21 | \$16,753,000 |
| 206 | Nancy | Hotchkiss | 20 | \$10,271,500 | 10 | \$6,476,000 | 30 | \$16,747,500 |
| 207 | Katherine | Malkin | 7 | \$13,377,501 | 3 | \$3,350,000 | 10 | \$16,727,501 |
| 208 | Jennifer | Romolo | 5 | \$2,482,250 | 30 | \$14,240,799 | 35 | \$16,723,049 |
| 209 | Emily | Smart Lemire | 7.5 | \$4,860,700 | 8.5 | \$11,846,901 | 16 | \$16,707,601 |
| 210 | Kathryn | Schrage | 33 | \$15,556,600 | 1 | \$1,115,000 | 34 | \$16,671,600 |
| 211 | Greg | Whelan | 5 | \$2,403,000 | 25 | \$14,240,250 | 30 | \$16,643,250 |
| 212 | James | Buczynski | 14.5 | \$8,702,500 | 14 | \$7,885,900 | 28.5 | \$16,588,400 |
| 213 | Stephanie | Maloney | 10 | \$9,319,000 | 8 | \$7,228,900 | 18 | \$16,547,900 |
| 214 | Craig | Fallico | 35.5 | \$11,060,400 | 13 | \$5,460,900 | 48.5 | \$16,521,300 |
| 215 | Jodi | Slutzky | 20 | \$7,432,700 | 16 | \$8,856,000 | 36 | \$16,288,700 |
| 216 | Jeffrey | Proctor | 12 | \$7,438,400 | 6 | \$8,801,500 | 18 | \$16,239,900 |
| 217 | Susan | Kanter | 15 | \$8,878,000 | 13 | \$7,358,200 | 28 | \$16,236,200 |
| 218 | Niles | Patel | 8.5 | \$13,675,000 | 1 | \$2,520,000 | 9.5 | \$16,195,000 |
| 219 | Kate | Gaffey | 3 | \$848,000 | 34 | \$15,297,900 | 37 | \$16,145,900 |
| 220 | Jeffrey | Herbert | 10 | \$4,765,250 | 17 | \$11,184,733 | 27 | \$15,949,983 |
| 221 | Adele | Lang | 6.5 | \$2,477,500 | 34 | \$13,422,200 | 40.5 | \$15,899,700 |
| 222 | Kevin | Bigoness | 14 | \$10,099,500 | 8 | \$5,799,000 | 22 | \$15,898,500 |
| 223 | Ryan | Gossett | 11.5 | \$6,712,500 | 13.5 | \$9,104,425 | 25 | \$15,816,925 |
| 224 | Brett | Boudart | 2.5 | \$735,000 | 26 | \$15,062,050 | 28.5 | \$15,797,050 |
| 225 | Steven | Jurgens | 8 | \$6,126,000 | 6 | \$9,598,722 | 14 | \$15,724,722 |
| 226 | John | Grafft | 16 | \$10,687,000 | 8 | \$5,007,025 | 24 | \$15,694,025 |
| 227 | Susan | Morrow | 9 | \$4,935,000 | 7 | \$10,747,000 | 16 | \$15,682,000 |
| 228 | John | Lyons | 17.5 | \$5,699,500 | 22.5 | \$9,964,500 | 40 | \$15,664,000 |
| 229 | Susan | Nice | 14 | \$9,059,400 | 7 | \$6,597,000 | 21 | \$15,656,400 |
| 230 | Brittany | Strale | 8 | \$3,079,000 | 29 | \$12,451,700 | 37 | \$15,530,700 |
| 231 | Ted | Kuhlmann | 22.5 | \$10,219,800 | 10 | \$5,144,355 | 32.5 | \$15,364,155 |
| 232 | Mary | Mac Diarmid | 9 | \$6,667,640 | 12 | \$8,654,161 | 21 | \$15,321,801 |
| 233 | Christopher | Pertile | 13 | \$11,449,150 | 6 | \$3,855,900 | 19 | \$15,305,050 |
| 234 | Tyler | Stallings | 13 | \$6,898,500 | 12 | \$8,382,900 | 25 | \$15,281,400 |

| # | First Name | Last Name | List # | List \$ | Sell # | Sell \$ | Total # | Total \$ |
|-----|------------|----------------|--------|--------------|--------|--------------|---------|--------------|
| 235 | Laura | Topp | 10.5 | \$6,482,144 | 10.5 | \$8,782,000 | 21 | \$15,264,144 |
| 236 | An-An | Ku | 15 | \$7,369,000 | 12 | \$7,872,483 | 27 | \$15,241,483 |
| 237 | Mariah | Dell | 15.5 | \$8,351,500 | 8 | \$6,873,500 | 23.5 | \$15,225,000 |
| 238 | Kim | Kerbis | 14 | \$8,204,200 | 6 | \$7,019,000 | 20 | \$15,223,200 |
| 239 | Heather | Hillebrand | 6.5 | \$3,869,500 | 10 | \$11,351,500 | 16.5 | \$15,221,000 |
| 240 | Jennifer | Furlong Perrin | 9.5 | \$4,171,100 | 13 | \$11,017,686 | 22.5 | \$15,188,786 |
| 241 | Mark | Buckner | 6.5 | \$2,821,500 | 21 | \$12,266,900 | 27.5 | \$15,088,400 |
| 242 | Tere | Proctor | 9.5 | \$13,569,000 | 2 | \$1,505,000 | 11.5 | \$15,074,000 |
| 243 | Megan | Wood | 8.5 | \$5,544,500 | 13.5 | \$9,472,250 | 22 | \$15,016,750 |
| 244 | Martha | Lozano | 17 | \$8,519,900 | 17 | \$6,491,400 | 34 | \$15,011,300 |
| 245 | Matthew | Engle | 13.5 | \$5,203,550 | 20 | \$9,669,200 | 33.5 | \$14,872,750 |
| 246 | Sharon | Gillman | 6.5 | \$8,315,500 | 7.5 | \$6,447,000 | 14 | \$14,762,500 |
| 247 | Adam | Schneiderman | 2 | \$7,375,000 | 2 | \$7,375,000 | 4 | \$14,750,000 |
| 248 | Karen | Randich Stone | 7.5 | \$13,838,500 | 1 | \$880,000 | 8.5 | \$14,718,500 |
| 249 | Matthew | Shrake | 14 | \$12,846,716 | 3 | \$1,787,500 | 17 | \$14,634,216 |
| 250 | Jeremiah | Fisher | 15 | \$7,627,500 | 13 | \$6,960,500 | 28 | \$14,588,000 |

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