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Patti Skirving and
Julie Hartvigsen

Partner Spotlight:

Travis Heberling
Visual Filmworks

WINTER EVENT:

Agent Panel
Hosted by A. Perry Homes
Friday, February 3rd, 10 AM
Details on page 54

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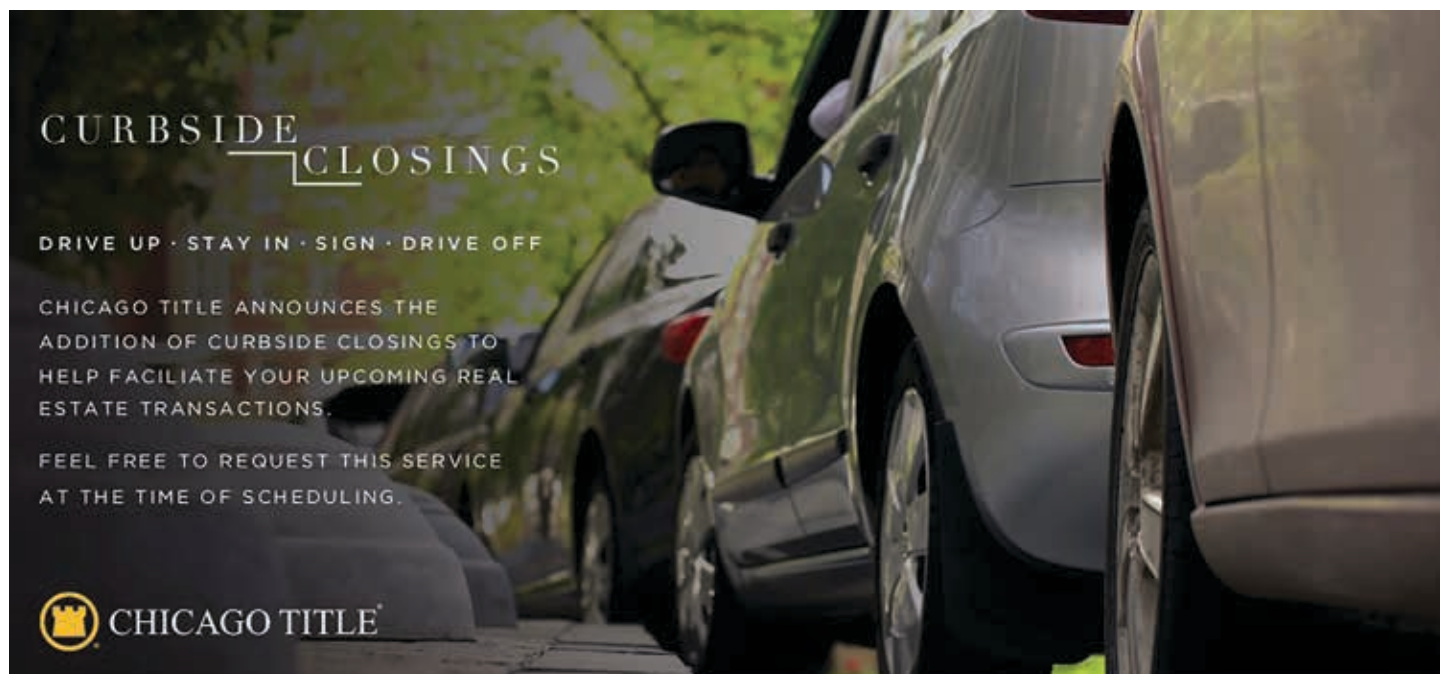


Travis Heberling
Videographer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@RealProducersMag.com

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▶ publisher's note

Most of you know that my wife and I officially took the reins of the *North Shore Real Producers* platform a year ago. It is such an honor getting to know many of you, and we look forward to connecting with even more North Shore REALTORS® in 2023! That being said, we are still in the process of queuing up content for this year, so if you have a REALTOR® you'd like to see featured in a future issue, please don't hesitate to nominate them. As a reminder, there is no charge as we run all of our REALTOR® features based on nominations, closed production, and community engagement.

It would be an understatement to say that we are excited to announce our winter 2023 event, which will take place on Friday, February 3rd, at A. Perry Homes in Wilmette. Details on page 54. This will be our first NSRP REALTOR® panel where panelists will share their knowledge about the upcoming spring market. The panel will be followed by a social with free food and drinks. Save the date, more details to come.



Andy Burton
Publisher
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cover story

By Chris Mennas
Photos by Blair Powell

A DYNAMIC DUO

From the very beginning of their partnership, Diane Marchetti and Maria DelBoccio were told that partnerships don't typically work out. That was over a decade ago. Today, the DelBoccio Marchetti Group (DMG) is a full-scale real estate company that consists of some of the top brokers in the area, and consistently ranks as the number one team in Arlington Heights.

"The duo's secret to survival? They are the complete opposite of each other. Their differences create the perfect balance for their clients, their business, and believe it or not, their relationship."

"Diane and I still act like we are on our honeymoon," Maria says, laughing. "She is the yin to my yang. She is good at things that I lag in and vice versa. I like to sit full speed, and she brings me back to reality at times. You need to find someone that balances you out—not only when it comes to the way you work, but also the person you are."

"They say that in life, we meet particular people for a reason. Maria and I are living proof of that!" Diane says. "Being the complete opposite of each other has created the perfect blend for a cohesive partnership. Of course, you must have the same vision and work in unison, supporting each other and keeping an open mind."

While their personalities and approach may differ, Diane and Maria align in all the right ways their work



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agent feature ◀◀

By Laura Zickert
Photos by Joseph Castello

David SCHWABE



David's team: Henry Lloyd, Rana Salom Hamwi, Mark Stehling, Amy Pappas, David Schwabe, Faith Gleeson, Tom Gilfillan, Sarah Faraci-Gomez, Billy Platt, and Krysti Scheib


NEVER QUIT

David Schwabe, team lead and principal at the Schwabe Group at Compass, is gearing up for a new coaching role. He's bringing his twenty-one years (and \$400 million career volume) of experience, problem-solving expertise, and a never-quit attitude to the greater benefit of his clients, team members, and future mentees. "I know I can help so many clients and team members meet their goals in [their real estate] life and strengthen the industry," he says.

David, a Wisconsin native and self-proclaimed Cheesehead, graduated from Marquette University with a degree in mechanical engineering. He

first worked at an engineering firm in downtown Chicago, where he was involved in project management and equipment acquisition. Later, he moved into a sales position at a manufacturing company in the suburbs. David obtained his license in 2002. Like many REALTORS®, selling real estate started out as a side hustle—something that could help him provide for his growing family. But it wasn't long before he realized that he not only enjoyed it but he was also good at it. He says, "It was a way I felt I could do good in the world—by helping buyers and sellers one client at a time." By 2006, David had founded the Schwabe Group.





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“An education in engineering shapes the way you think and problem-solve,” David explains. His engineering skill sets have assisted him through many challenging times in real estate. “And the 2007-2010 real estate market taught me to never give up and to not make any excuses,” he continues. “My never-quit attitude helped me prevail. I just told my clients that the market could not be the excuse as to why their home was not sold.”

It was David’s grandfather and father who instilled and inspired the work ethic and mantras he carries in his heart. David watched his grandfather start the contracting business that his father later built up and ran for sixty-plus years. “My father’s dedication to his employees and clients showed me how to be a good business owner,” says David. “At the same time, he was an inspiration, telling our family that anything is possible. I remember him always saying, ‘Can’t is not a word. If you put your mind to it, you can accomplish just about anything in life.’ Those words have stuck with me throughout my life and career.”



David with Faith Gleeson, team manager

Right now, David is excited about rebuilding and reshaping the way he runs his team. “For many years, I coached youth basketball. Once my daughters and son aged out of my coaching, I had to take on a new coaching challenge,” he explains. “I am passionate about taking new and experienced agents with unlimited potential and giving them the tools and confidence to succeed. It’s what I want my legacy to be in the real estate market,” he says.

“When I started out, seeing the look in the eyes of first-time buyers when they found “the one” inspired me. Later, it was the look of relief on the faces of an over-stressed family that simply had to

...

sell during the downturn. Today, it is seeing the excitement on the faces of my succeeding team members. I see how much good I can do with my knowledge and experience," he continues. "I want to mentor good agents who will go out and succeed and make the profession a solid and positive place to work."

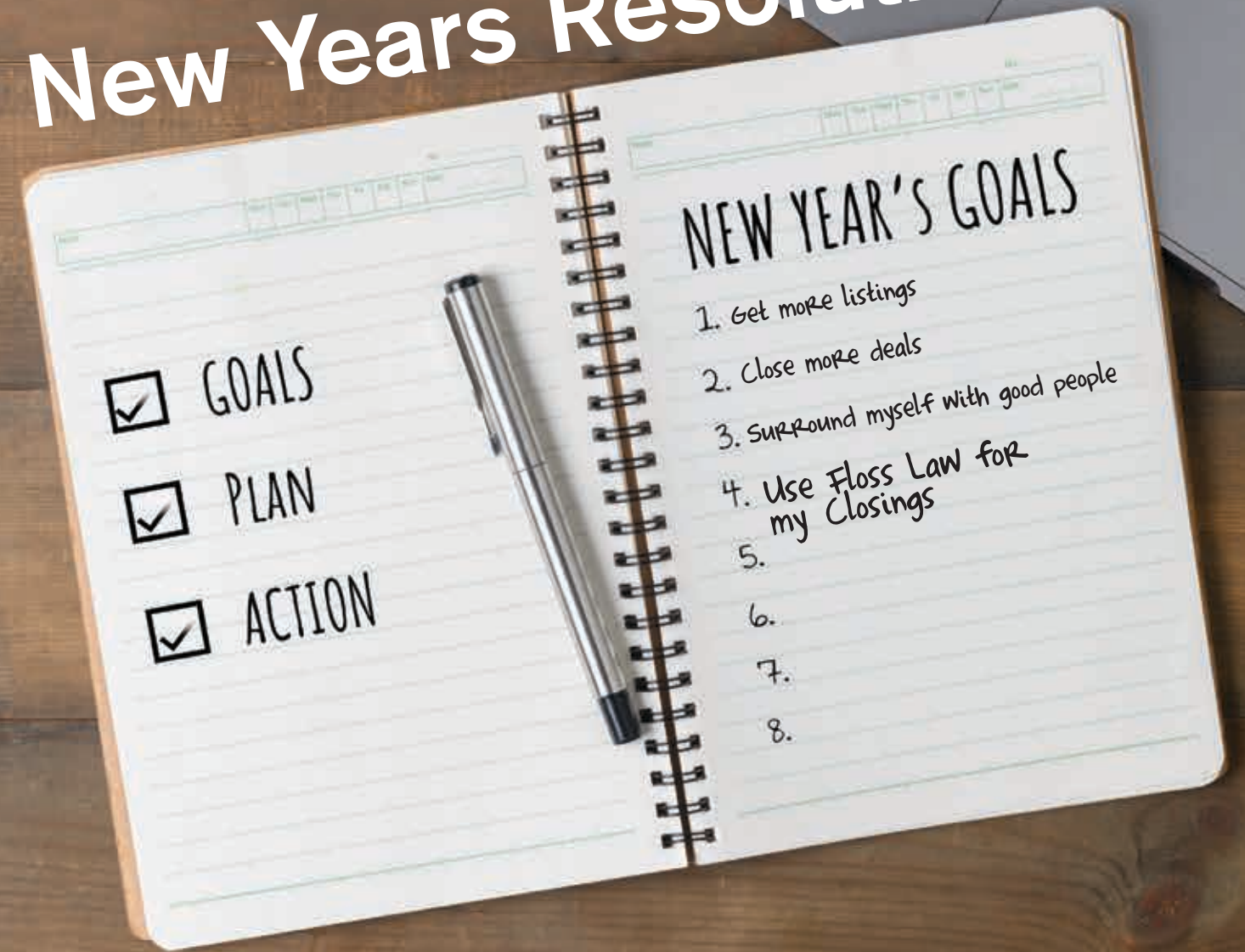
When asked how he defines success, David's reply is direct: "Two words: joy and contentment." David and his wife, Lisa, and their four children—Ally (21), Colton (17), Sarah (17), and Kenzie (15)—love to head to southeastern Wisconsin to get in their fill of waterskiing, wakeboarding, and kneeboarding in summer, and out to Colorado to play in the winter snow. The Breckenridge Ski Resort is a favorite location.

David and Lisa love to watch their kids play sports, which include soccer, high school cross-country running, track, and tennis. "Makes me wonder what I will do in three years' time when all the kids will be in college," David muses. He and his wife sent all four of their children to Catholic schools. "I always felt that by sending them to Catholic schools, my kids were getting 'just a little more' of the human side of education." Another way David kicks back? "I have October on the calendar as the start of 'the Hallmark movie season.' I absolutely love rom-coms," David states unapologetically. "Hallmark movies fall into that category for me."

But what he states emphatically to those who seek his advice is, "Always do right for the clients. Always. When you do, everything else will fall in line. Never follow the money. You can achieve as much as you would like to in this business because ultimately, choice, not chance, determines your destiny." David's mentees need look no further than his example to know how true that is.



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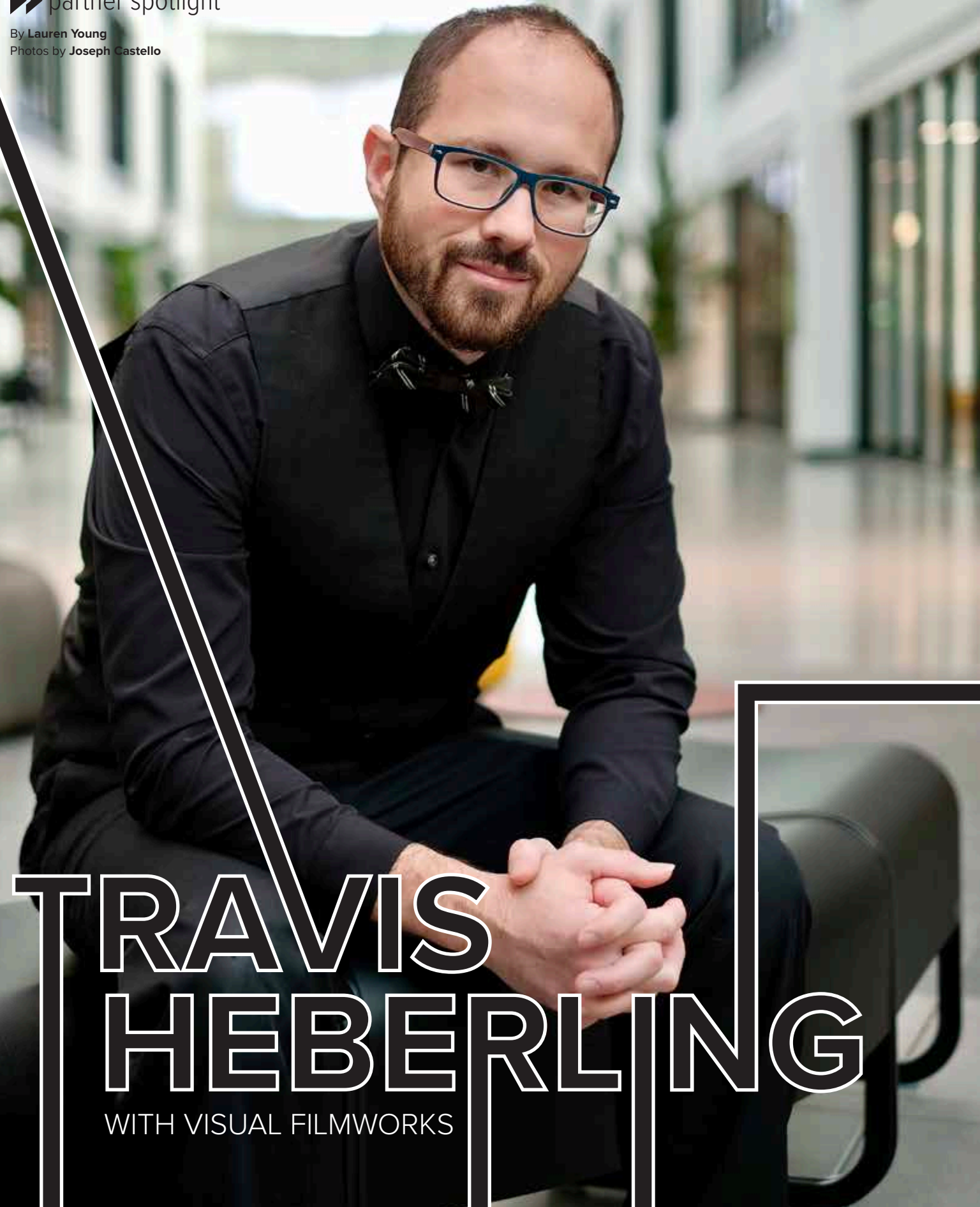
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▶▶ partner spotlight

By Lauren Young
Photos by Joseph Castello



TRAVIS HEBERLING

WITH VISUAL FILMWORKS

THE STORYTELLER

“If I wasn’t doing this as a career, I would probably be doing it for fun,” says Travis Heberling, videographer; founder, owner, and creative director of Visual Filmworks and Bella Tiamo Films; and one of the photographers and videographers for Real Producers magazines. “I have always loved the arts, and though I was never particularly great at traditional art, I was always doodling, painting, or crafting something.”

Travis tried his hand at many different art forms in school and college—from sculpting to design and animation. Finally, in photography and video, he found the sweet spot where his talent and passion blended together. After graduating college in 2011, he began freelancing to grow his skills, gradually picking up business knowledge. Together with wife Emily, Travis has grown his solo act into a small team of pros and multiple brands: Bella Tiamo Films is a wedding film firm.

“Pretty early on in our marriage, I started bringing Emily with me on shoots,” says Travis. “She caught on right away and quickly became my go-to second shooter. We’ve added a few others along the way who trained under me.”

Through Visual Filmworks, Travis offers REALTORS® traditional home photography, video walkthroughs, floor plan images, drone footage, and other promotional assets for listings. But they have become known for their fresh, out-of-the-box, viral videos:



videos that showcase the aspirational lifestyles of home listings—think luxury cars in the driveway and kids jumping in the pool, and videos that help REALTORS® build their personal brand.

“Our videos are used to help market a home, there is no doubt about that, but where our videos really excel is in marketing the REALTOR®,” Travis explains. For example, for one agent, they produced a creative and funny video set in a specific neighborhood. The agent landed six more clients from that same neighborhood because they loved the video.

“
WE FOCUS
ON QUALITY
OVER
QUANTITY...
WE MAKE
SURE EACH
ONE OF OUR
CLIENTS IS
TAKEN CARE
OF.”



Photo Credit: Christopher Rodriguez

“ I FIND THE MOST ENJOYMENT FROM WITNESSING THE JOY, EXCITEMENT, AND EVEN TEARS OF A BUSINESS OWNER SEEING THEIR HARD WORK SCRIPTED INTO A STORY. ”



Photo Credit: Chris Diaz with Visual Filmworks



Visual Filmworks also provides video content for businesses, brands, and nonprofits using creative storytelling. Travis sees video as a unique and dynamic avenue to educate, provide testimonials, create credibility, and amplify a message. Because they are a boutique studio, Visual Filmworks can ensure high standards that formulaic, “push-button” agencies often cannot.

“We focus on quality over quantity,” states Travis. “We make sure each one

of our clients is taken care of. When we first meet a client, we focus on establishing a true partnership and learning more about their business goals and their target market. And I personally review every film before completion.”

The definition of success has changed many times for Travis over the years. Today it’s about being able to share his talent with others and impact them in a positive way



Photo Credit: Christopher Rodriguez

through this work, but he’s found fulfillment in sharing his expertise, too.

“I’ve had the honor to speak at conferences [about my work], create YouTube videos that have generated thousands of views, but most importantly to me, train up-and-coming creatives through one-on-one sessions,” he says.



In addition to mentoring young artists, Travis is active in his faith community and has been a volunteer with his church’s youth group for many years.

Outside of business, he spends as much time as he can with Emily and their one-year-old daughter, Demelza, as well as researching the latest photography and video gear.

The success of his business and the ongoing growth of his team are sources of great happiness for Travis, but the deepest satisfaction, he says, always comes from seeing a client’s delighted reaction while watching their new video or seeing their new photos for the first time.

“I find the most enjoyment from witnessing the joy, excitement, and even tears of a business owner seeing their hard work scripted into a story,” says Travis. “There is nothing like it.”

“We are literally documenting a piece of history for our clients,” he adds. “Something they can go back to five, fifteen, even fifty years later. It’s beyond special what we get to do for other people.”

For Travis and Visual Filmworks to tell your story, visit visualfilmworks.com or call 872-356-8135. To see how his team can craft the wedding video that will remain a treasure, visit Bellatiamo.com.

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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!



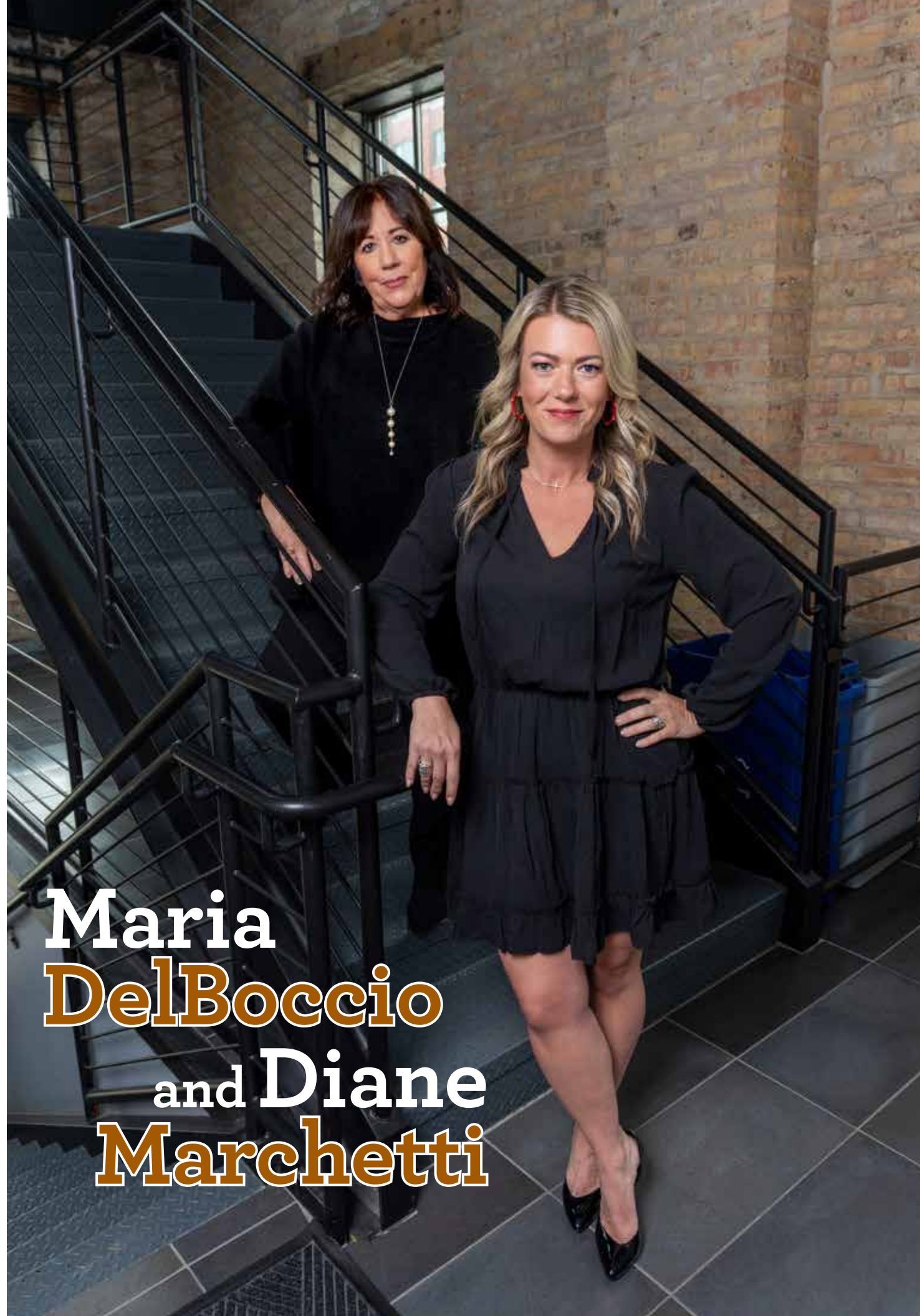
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Maria DelBoccio and Diane Marchetti

By Chris Menezes
Photos by Elliot Powell

A DYNAMIC DUO

From the very beginning of their partnership, Diane Marchetti and Maria DelBoccio were told that partnerships don't typically work out. That was over a decade ago. Today, the DelBoccio | Marchetti Group (DMRE) is a full-scale real estate company that consists of some of the top brokers in the area, and consistently ranks as one of the top teams in Arlington Heights.

The duo's secret to survival? They are the complete opposite of each other. Those differences create the perfect balance for their clients, their business, and believe it or not, their relationship.

"Diane and I still act like we are on our honeymoon," Maria says, laughing. "She is the yin to my yang. She is

good at things that I lag in and vice versa. I like to at fly full-speed, and she brings me back to reality at times. You need to find someone that balances you out—not only when it comes to the way you work, but also the person you are."

"They say that in life, we meet particular people for a reason. Maria and I are living proof [of that]," Diane says. "Being the complete opposite of each other has created the perfect blend for a cohesive partnership. Of course, you must have the same vision and work in unison, supporting each other and keeping an open mind."

While their personalities and approach may differ, Diane and Maria align in all the right ways: their work

...



Maria and Diane with their team.

“They say that in life,
we meet particular
people for a reason.
Maria and I are living
proof of that...”
Diane



Diane Marchetti

“You cannot teach
someone to find
their drive. But
once you find your
reason, your ‘why,’
you will be become
unstoppable.”
Maria



Maria DelBoccio



•••
ethic, client dedication, vision, and drive. They both come from families with strong values and were raised to work hard for their own success. Maria’s parents immigrated from Italy and Poland and arrived in the United States with nothing. They started their own restaurant, which they grew into a successful chain, with Maria working alongside—from elementary school years through college—watching the entire time.

Diane credits her mother for being her inspiration in life. “She taught us to reach for the stars and instilled [in us] the belief that anything was achievable with hard work and dedication,” Diane explains. Diane was the public relations director at the Chicago unit of Shriners Hospital for Crippled Children before getting into real estate. It was during the time she was engaged to be married that a friend called her and asked if she wanted to take a real estate course with her. Once she started the class, she immediately knew real estate was going to be her life path.

That was thirty-five years ago. While Diane is well-versed in the constant changes of life, she is the kind of person who gets stronger through adversity. She has learned to anticipate shifts in the market and can quickly adjust and adapt accordingly. Her favorite thing about her career? All the “wonderful people” she has created long-term relationships with. Diane has built her business on these relationships. In fact, it’s how she first came to work with Maria.

When Maria was in college, her parents decided to buy a condo for her and her sister to live in. They

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made a “sign call” and got Diane, who helped them find the perfect one. A couple of years later, when Maria and her husband, Mark, were looking for their very first home, she found herself sitting in the back of Diane’s car, house hunting.

“She sold me my very first home and made it look like a barrel of fun!” Maria explains. “Of course, there are days when I turn to her and say, ‘This is all your fault.’ I am obviously joking,” she says, laughing.

Truth is, Maria was miserable at her first corporate job—she left after only nine months. She thought about going to medical school, but her parents, knowing how much interest she had shown in real estate in the past, encouraged her to try that route instead. That was twenty years ago.

Diane and Maria worked together when Maria first entered real estate, but Maria ended up moving into a different market for a few years. When she returned around the time of the great housing crash, they decided to team up again. Having built one of the top and most sought after, dynamic teams, Maria and Diane are dedicated to the individual success of each person on their team, making sure they have the tools and knowledge they need to hit their own dream milestones, while taking their own business to the next level.

“Diane and I have always said we want to be the ones that create the mold. We are always looking forward to how we can continue to grow and retain that number-one spot! We would love to expand our team to other states. Florida and Tennessee have always been topics of conversation. This past year we opened a ‘city division’ and it has been a huge success. Our vision is to continue to grow and be on the forefront of everything that real estate brings our way,” Maria explains.

Maria’s four daughters—Gianna, Gemma, Gioia, and Gina—are her biggest motivation. She strives to show them every day that women can run businesses and be moms, and be successful at both, always instilling the message that “there is no one person or thing that can stop you from achieving your dreams, besides yourself.” Her family is the only thing she devotes time to outside of real estate and she says it’s the reason for her success.

“You cannot teach someone to find their drive. But once you find your reason, your ‘why,’ you will become unstoppable,” she affirms.

As Maria and Diane continue their dynamic partnership, it will be exciting to see all that they will accomplish together.



Maria with her family.
Photo Credit: Pickle Book Design



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▶▶ healthy living

NEW YEAR,

Why not to start that diet in January.

By Shauna Osborne

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 springtime, when the sun is shining, the days are longer, and fresh, healthy foods are right outside your door!

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OR ARE YOU UP FOR SOME
SHOPPING


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▶ agent feature

By Chris Menezes
Photos by Prestige Real Estate Images Inc

Patti Skirving and Julie Hartvigsen

A NEW TEAM IN TOWN

After very long and successful careers as top-producing real estate agents, Patti Skirving, her husband, Greg Skirving, and Julie Hartvigsen have teamed up to create a new real estate powerhouse: the Skirving/Hartvigsen Team.

“I’m so proud to be teaming up with Julie Hartvigsen!” says Patti. “She brings marketing skills, mutual collaboration, a ‘can-do’ attitude, commitment, and the desire to create one of the strongest teams in the real estate community.”

Julie met Patti and Greg when they were all working at Coldwell Banker together. Today, they work under

Compass, where the motto, “collaboration without ego” has become a daily inspiration to them.

“I immediately felt a connection with [Patti and Greg] and quickly came to see that we shared the same values and work ethic,” Julie explains. “They are consummate professionals and treat their clients and colleagues with the utmost respect. They possess a deep knowledge of the industry and keen, local market expertise. They have also always been generous in sharing ideas, opinions, and best practices. They are two of the

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“

I'm so proud to be teaming up with Julie...She brings marketing skills, mutual collaboration, a 'can-do' attitude, commitment, and the desire to create one of the strongest teams in the real estate community.”

- Patti



Patti Skirving.
Photo Credit: Alina Tsvor

“

The idea of 'home' has always been important to me.”

- Julie



Julie Hartvigsen
Photo Credit: Alina Tsvor



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kindest, most talented, and most hard-working people I have ever met.”

When Greg first joined Patti in residential real estate in 2004, he had been working for thirty years in industrial real estate, focusing on finance and transaction management—a career that included serving as CEO of Reynolds Properties. As evidenced by their forty-six-year marriage, the two complement each other: Greg sees the big picture while Patti's focus is on the details.

Patti's work ethic came from her parents who were both athletes. Her dad was a semi-pro volleyball player and was ranked the number two handball player in the Midwest. Her mother was a ranked tennis player. Although Patti excelled in basketball, golf, tennis, and swimming—she even qualified to train for the Olympic tryouts in the backstroke—sport was not her future. After graduating with a BS in science, Patti became a teacher and was heavily involved with volunteerism. During those years, as well as being involved in the committees at her children's schools, she would serve as chairman for Newborn Hope, and as Cooks' Tour and junior board chair for Rush Presbyterian.

Patti was recruited for a residential REALTOR® position. Now more than twenty-five years later, she knows she made the perfect career choice. Her dedication, as well as her knowledge and passion for the North Shore, is clear: she ranks among the top in luxury listings and total production and has earned the respect of her clients and REALTOR® colleagues alike.

Julie has an innate drive and passion for excellence, adventure, and helping others. She is as creative as she is analytical, and her ability to see the big picture is attributed to a successful twenty-year career in marketing and brand consulting to Fortune 500 clients like General Mills, Kraft Foods, and Pepsi-Cola North

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America, where she built strong client relationships through mutual collaboration and a keen ability to understand and respond to their needs.

While she spent her formative years growing up in Wilmette, Illinois, just down the street from where she lives today, Julie has traveled and lived in a multitude of places in between. After graduating magna cum laude from the University of Notre Dame in 1994, Julie embarked on an advertising career with a couple of the big agencies in downtown Chicago. After a few years, desiring a new adventure, she moved to Bozeman, Montana, to become a manager of a well-reputed art gallery where she learned the nuances and mechanics of running a business. She stood out like a sore thumb as a young city girl, but quickly formed lifetime friendships and developed an appreciation for a different way of life. Julie, who holds her Montana memories close to her heart, realized after a couple of years “on the range” that she was craving city life again.

“I literally put my finger on the map and headed for San Francisco where I landed a job with a promotional marketing agency,” she says.

For six years, Julie worked alongside a brilliant design team who helped bring her clients’ products to life, and she also met her husband, Jeff. The couple returned to Chicago when Julie was recruited for a great job in brand marketing. She eventually joined the national sales team at Google. She enjoyed her career, but in 2008, after her twin girls were born, Julie knew it was time for a change.

“The idea of ‘home’ has always been important to me. I’d contemplated a career in real estate years before I was licensed,” explains Julie. “I knew that it would be challenging to make the shift and start on a new career path, but I also knew that I had the drive and skill set to be successful and that it would afford me the flexibility to spend more time with my girls. I also knew that my experience in building client relationships and developing marketing strategies would be invaluable in real estate.”

The past ten successful years as a real estate agent have proven Julie right. And now that Julie, Patti, and Greg are joining forces to create the Skirving/Hartvigsen Team, they are well on their way to becoming one of the strongest real estate teams around.

It will be exciting to see where this power trio goes from here.



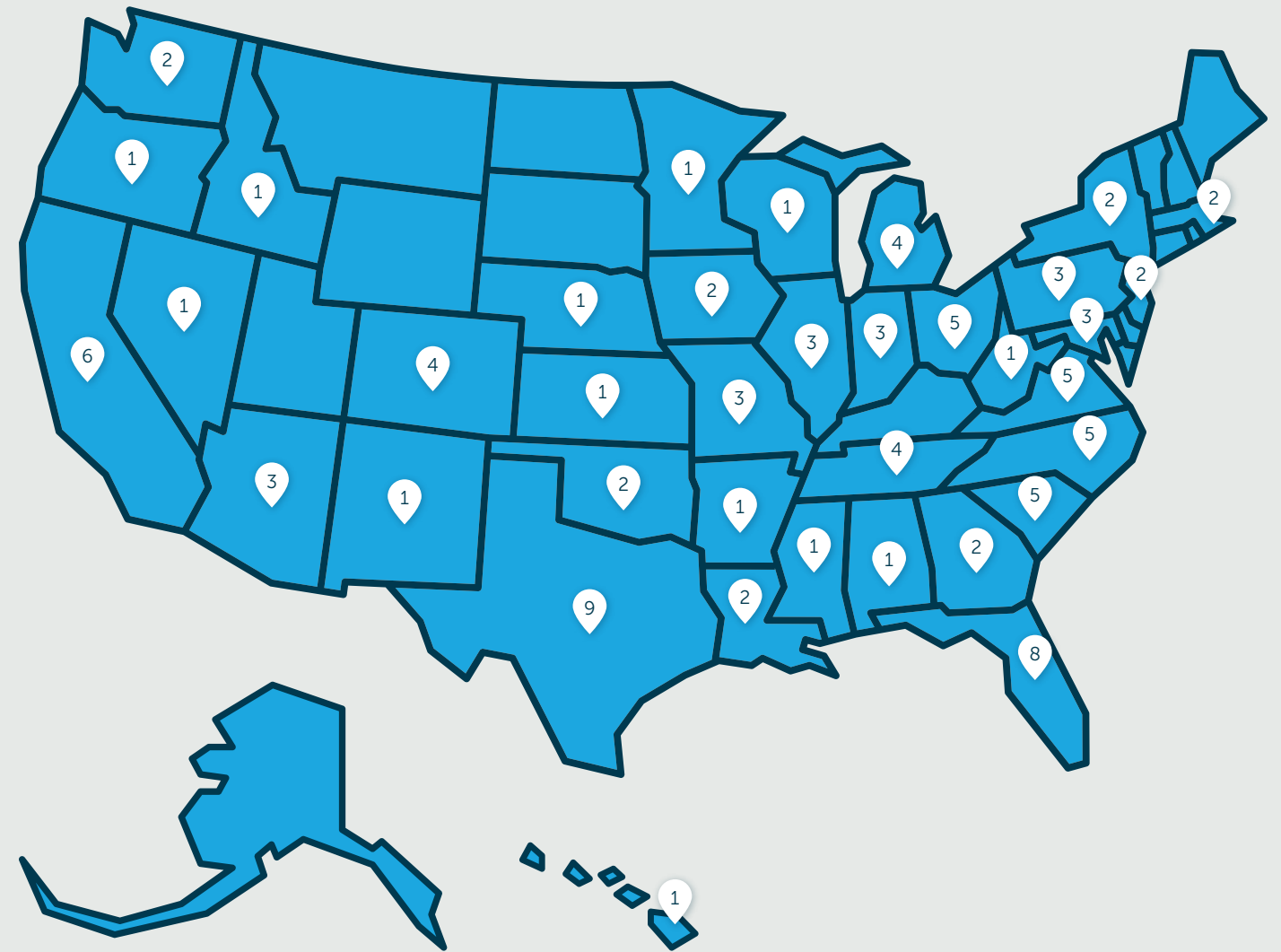
Patti with her husband, Greg Skirving. Photo Credit: Alina Tsvor



Julie with her family.

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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	151	\$86,837,305	106	\$58,930,529	257	\$145,767,834
2	John	Morrison	82.5	\$74,710,068	48.5	\$43,130,078	131	\$117,840,146
3	Jena	Radnay	23.5	\$54,711,100	21	\$61,936,000	44.5	\$116,647,100
4	Paige	Dooley	25	\$47,684,304	26.5	\$51,695,550	51.5	\$99,379,854
5	Ann	Lyon	19.5	\$65,031,387	13	\$11,712,500	32.5	\$76,743,887
6	Kim	Alden	40.5	\$17,160,901	158.5	\$56,141,352	199	\$73,302,253
7	Connie	Dornan	50.5	\$38,359,457	37.5	\$32,678,898	88	\$71,038,354
8	Sarah	Leonard	100	\$34,833,146	99.5	\$31,529,628	199.5	\$66,362,775
9	Holly	Connors	73	\$40,196,500	52.5	\$25,778,004	125.5	\$65,974,504
10	Maria	Delboccio	59.5	\$30,077,076	63	\$35,206,725	122.5	\$65,283,800
11	Leslie	Mcdonnell	77.5	\$35,711,371	50	\$24,714,937	127.5	\$60,426,308
12	Dean	Tubekis	40.5	\$35,797,050	25.5	\$17,398,000	66	\$53,195,050
13	Pam	MacPherson	20.5	\$24,534,500	29.5	\$26,255,965	50	\$50,790,465
14	Beth	Wexler	38	\$28,381,800	28	\$21,530,780	66	\$49,912,580
15	Craig	Fallico	51.5	\$25,445,500	39	\$22,366,180	90.5	\$47,811,680
16	Anne	Dubray	36	\$29,785,000	26	\$17,010,500	62	\$46,795,500
17	Daynae	Gaudio	125	\$46,691,930	0	\$0	125	\$46,691,930
18	Mona	Hellinga	9.5	\$15,196,115	9	\$30,668,500	18.5	\$45,864,615
19	Milena	Birov	6.5	\$24,633,000	3	\$20,830,000	9.5	\$45,463,000
20	Joanne	Hudson	22	\$36,551,525	6.5	\$7,122,500	28.5	\$43,674,025
21	Nicholas	Solano	67	\$43,465,463	0	\$0	67	\$43,465,463
22	Susan	Maman	12.5	\$22,089,421	12.5	\$19,110,500	25	\$41,199,921
23	Missy	Jerfita	28.5	\$30,523,810	15	\$10,336,400	43.5	\$40,860,210
24	Jacqueline	Lotzof	10.5	\$9,479,500	34	\$30,570,900	44.5	\$40,050,400
25	Marina	Carney	15.5	\$23,902,960	9.5	\$14,591,000	25	\$38,493,960
26	Michael	Thomas	37.5	\$18,379,000	32	\$19,206,400	69.5	\$37,585,400
27	Vaseekaran	Janarthanam	29	\$12,782,600	55	\$24,545,800	84	\$37,328,400
28	Kati	Spaniak	24.5	\$17,703,958	20.5	\$19,116,427	45	\$36,820,385
29	Alissa	McNicholas	8	\$16,579,500	12	\$20,020,250	20	\$36,599,750
30	Anita	Olsen	92	\$35,138,255	0	\$0	92	\$35,138,255
31	Lisa	Wolf	60	\$25,699,826	27	\$9,016,996	87	\$34,716,822
32	Margie	Brooks	13	\$15,117,400	19.5	\$19,297,200	32.5	\$34,414,600
33	Andrew	Mrowiec	15	\$22,152,960	8	\$11,760,791	23	\$33,913,750
34	Ted	Pickus	19	\$16,311,750	26.5	\$17,197,384	45.5	\$33,509,134

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Marlene	Rubenstein	8.5	\$8,273,450	25.5	\$24,902,224	34	\$33,175,674
36	Danny	McGovern	28	\$21,001,954	13	\$12,053,900	41	\$33,055,854
37	Nancy	Gibson	22	\$19,637,269	15	\$13,298,676	37	\$32,935,945
38	Jim	Starwalt	65	\$17,205,699	51.5	\$15,384,600	116.5	\$32,590,299
39	Mary	Grant	7	\$12,876,250	13	\$19,516,000	20	\$32,392,250
40	Jackie	Mack	34.5	\$20,899,368	14	\$10,186,395	48.5	\$31,085,763
41	Andra	O'Neill	19	\$21,169,000	10	\$9,865,000	29	\$31,034,000
42	Abhijit	Leekha	22	\$8,350,900	48	\$22,052,442	70	\$30,403,342
43	Annie	Royster Lenzke	7	\$11,851,475	10	\$17,855,250	17	\$29,706,725
44	Jody	Dickstein	10	\$23,146,500	4	\$6,227,000	14	\$29,373,500
45	Megan	Mawicke Bradley	8	\$13,780,936	10.5	\$15,527,500	18.5	\$29,308,436
46	Cheryl	Bonk	50	\$28,956,491	0	\$0	50	\$28,956,491
47	Linda	Little	50	\$28,956,491	0	\$0	50	\$28,956,491
48	Bill	Flemming	41	\$23,356,008	10	\$5,345,508	51	\$28,701,516
49	Robbie	Morrison	27	\$19,240,083	14	\$9,405,000	41	\$28,645,083
50	Matthew	Messel	47	\$17,174,875	25	\$10,902,533	72	\$28,077,408

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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Flor	Hasselbring	9.5	\$15,196,115	6	\$12,278,500	15.5	\$27,474,615
52	Lori	Rowe	25	\$17,914,200	15	\$8,839,250	40	\$26,753,450
53	Laura	Fitzpatrick	4	\$3,330,000	18	\$23,422,400	22	\$26,752,400
54	Cory	Green	8	\$9,595,000	15	\$16,939,000	23	\$26,534,000
55	Samantha	Kalamaras	29	\$13,804,420	23	\$12,726,149	52	\$26,530,569
56	Janet	Borden	21.5	\$17,001,117	11	\$9,435,750	32.5	\$26,436,867
57	Lori	Baker	8.5	\$17,002,000	5	\$9,330,750	13.5	\$26,332,750
58	Vittoria	Logli	19.5	\$15,998,160	11.5	\$9,795,750	31	\$25,793,910
59	Robert	Picciariello	60	\$25,397,051	0	\$0	60	\$25,397,051
60	Kathryn	Moor	1.5	\$3,749,000	10.5	\$21,277,000	12	\$25,026,000
61	Caroline	Starr	26	\$13,159,961	25.5	\$11,524,300	51.5	\$24,684,261
62	Jamie	Hering	35	\$12,451,550	38	\$12,207,000	73	\$24,658,550
63	Nancy	Adelman	11.5	\$13,447,500	10	\$11,128,000	21.5	\$24,575,500
64	Meredith	Schreiber	12	\$9,038,500	16	\$15,474,500	28	\$24,513,000
65	Pat	Kalamatas	42	\$21,066,981	11	\$3,341,500	53	\$24,408,481
66	Kathryn	Mangel	7.5	\$15,917,500	4	\$8,450,000	11.5	\$24,367,500
67	Jeannie	Kurtzhals	12	\$16,215,000	8	\$7,870,000	20	\$24,085,000
68	Dawn	McKenna	6.5	\$10,663,600	7.5	\$12,742,750	14	\$23,406,350
69	Susan	Teper	15	\$9,368,500	18	\$13,365,122	33	\$22,733,622
70	Alan	Berlow	23.5	\$13,981,438	15	\$8,520,623	38.5	\$22,502,061
71	Bonnie	Tripton	9	\$12,819,824	4	\$9,545,000	13	\$22,364,824
72	Jeff	Ohm	17	\$13,232,807	8	\$9,091,508	25	\$22,324,315
73	Linda	Levin	17	\$13,308,750	7	\$8,811,500	24	\$22,120,250
74	Annie	Flanagan	3	\$5,094,166	8	\$17,000,657	11	\$22,094,823
75	Maureen	O'Grady-Tuohy	19.5	\$18,764,550	5	\$3,304,900	24.5	\$22,069,450
76	Katharine	Hackett	5.5	\$8,657,500	9	\$12,983,000	14.5	\$21,640,500
77	Sara	Sogol	54.5	\$19,919,448	4	\$1,492,500	58.5	\$21,411,948
78	Brandy	Isaac	10.5	\$11,714,159	13.5	\$9,640,250	24	\$21,354,409
79	David	Schwabe	25	\$9,703,300	25	\$11,647,900	50	\$21,351,200
80	Lisa	Trace	9	\$10,704,000	8.5	\$10,523,288	17.5	\$21,227,288
81	Kimberly	Shortsle	7	\$7,541,500	14	\$13,407,275	21	\$20,948,775
82	Honore	Fru mentino	18	\$13,780,950	11.5	\$7,103,650	29.5	\$20,884,600
83	Tamara	O'Connor	37	\$13,480,900	24	\$7,365,300	61	\$20,846,200
84	Audra	Casey	20.5	\$14,752,388	10	\$5,916,527	30.5	\$20,668,915

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Amy	Kite	35	\$10,190,805	35	\$10,372,250	70	\$20,563,055
86	Deborah	Hepburn	15.5	\$10,626,200	12	\$9,772,750	27.5	\$20,398,950
87	Judy	Greenberg	19.5	\$12,652,000	13	\$7,698,900	32.5	\$20,350,900
88	Katherine	Hudson	8.5	\$10,731,875	8	\$9,325,000	16.5	\$20,056,875
89	Susan	Pickard	28	\$9,375,508	26.5	\$10,645,099	54.5	\$20,020,607
90	Connie	Antoniou	16.5	\$15,009,175	8	\$4,964,305	24.5	\$19,973,480
91	Karen	Arenson	6	\$13,599,500	4	\$6,325,954	10	\$19,925,454
92	Mark	Kloss	21	\$9,570,800	17	\$10,345,900	38	\$19,916,700
93	Cathy	Oberbroeckling	34	\$17,137,014	7	\$2,700,783	41	\$19,837,797
94	Annika	Valdiserri	9	\$13,646,500	5	\$6,087,000	14	\$19,733,500
95	Lindsey	Kaplan	14.5	\$6,268,050	21	\$13,439,100	35.5	\$19,707,150
96	Jen	Ortman	18.5	\$8,613,550	23.5	\$10,775,500	42	\$19,389,050
97	Stephanie	Andre	15.5	\$10,960,975	12	\$8,418,900	27.5	\$19,379,875
98	Geoff	Brown	14	\$9,148,313	15.5	\$10,076,000	29.5	\$19,224,313
99	Dinny	Dwyer	7	\$13,689,600	6	\$5,483,000	13	\$19,172,600
100	Katherine	Koca	36	\$18,933,385	1	\$230,000	37	\$19,163,385

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2023



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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Allison	Silver	12	\$11,075,768	11	\$7,889,500	23	\$18,965,268
102	Julia	Alexander	16	\$5,664,900	44	\$13,269,143	60	\$18,934,043
103	Jodi	Taub	7.5	\$7,472,000	15.5	\$11,427,900	23	\$18,899,900
104	Debra	Baker	14	\$7,430,100	21	\$11,466,518	35	\$18,896,618
105	Andee	Hausman	23.5	\$10,229,565	19	\$8,659,275	42.5	\$18,888,840
106	Jean	Anderson	8.5	\$11,525,500	8	\$7,309,000	16.5	\$18,834,500
107	Corey	Barker	34	\$13,854,650	17	\$4,937,390	51	\$18,792,040
108	Elizabeth	Goodchild	22.5	\$8,535,750	30.5	\$10,114,025	53	\$18,649,775
109	Elizabeth	Jakaitis	10	\$9,818,400	4	\$8,800,000	14	\$18,618,400
110	Esther	Zamudio	22	\$5,836,350	42.5	\$12,279,040	64.5	\$18,115,390
111	Roni	Nanini	12	\$9,717,000	6.5	\$8,397,500	18.5	\$18,114,500
112	Winfield	Cohen	26.5	\$11,966,100	14	\$6,077,300	40.5	\$18,043,400
113	Sally	Mabadi	14.5	\$16,145,727	1	\$1,800,000	15.5	\$17,945,727
114	Frank	Capitanini	3	\$4,676,006	4	\$13,189,500	7	\$17,865,506
115	Aaron	Share	11	\$7,571,100	15	\$10,099,100	26	\$17,670,200
116	Randall	Brush	37	\$11,924,251	17.5	\$5,611,900	54.5	\$17,536,151
117	Mary	Summerville	17.5	\$10,034,756	11	\$7,496,400	28.5	\$17,531,156
118	Sue	Hall	20.5	\$10,100,400	14	\$7,156,900	34.5	\$17,257,300
119	Amy	Diamond	19	\$8,214,250	20.5	\$8,977,190	39.5	\$17,191,440
120	Christopher	Paul	45	\$15,817,174	3	\$1,351,000	48	\$17,168,174
121	Kelly	Dunn Rynes	5.5	\$5,062,500	7	\$12,099,000	12.5	\$17,161,500
122	Beth	Alberts	14.5	\$11,862,832	5.5	\$5,258,000	20	\$17,120,832
123	Anna	Klarck	27	\$12,390,000	16	\$4,724,900	43	\$17,114,900
124	Benjamin	Hickman	24	\$6,840,200	30	\$10,258,041	54	\$17,098,241
125	Lauren	Mitrick Wood	2.5	\$3,586,050	7.5	\$13,500,000	10	\$17,086,050
126	Sheryl	Graff	13.5	\$12,506,500	6	\$4,469,000	19.5	\$16,975,500
127	Stefanie	Ridolfo	11	\$6,256,480	25	\$10,647,440	36	\$16,903,920
128	Jamie	Roth	11	\$12,488,800	6	\$4,402,973	17	\$16,891,773
129	Victoria	Stein	17	\$9,799,900	12	\$6,905,400	29	\$16,705,300
130	Elizabeth	Wieneke	10.5	\$13,621,528	3.5	\$2,990,000	14	\$16,611,528
131	Leslie	Maguire	6	\$10,859,000	5	\$5,504,000	11	\$16,363,000
132	C Bryce	Fuller	20.5	\$8,382,050	13	\$7,930,000	33.5	\$16,312,050
133	Elizabeth	Bryant	12	\$7,666,000	10	\$8,645,000	22	\$16,311,000
134	Catherine	King	4	\$9,909,000	5	\$6,399,000	9	\$16,308,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Nathan	Freeborn	7	\$3,180,125	19	\$12,926,801	26	\$16,106,926
136	Beth	Repta	26	\$9,374,862	16.5	\$6,683,500	42.5	\$16,058,362
137	Ryan	Pavey	25	\$8,511,175	16	\$7,534,861	41	\$16,046,036
138	Lyn	Wise	9	\$10,487,000	6	\$5,537,000	15	\$16,024,000
139	Izabela	Dianovsky	4.5	\$13,839,000	4	\$2,184,000	8.5	\$16,023,000
140	Joan	Couris	39	\$11,058,912	17.5	\$4,875,268	56.5	\$15,934,180
141	Tyler	Lewke	25	\$7,293,450	29.5	\$8,494,176	54.5	\$15,787,626
142	Rafay	Qamar	17	\$7,692,000	17	\$8,072,000	34	\$15,764,000
143	Heidi	Seagren	15	\$7,801,000	11.5	\$7,938,400	26.5	\$15,739,400
144	Venera	Cameron	3	\$794,900	38	\$14,905,260	41	\$15,700,160
145	Robert	Wisdom	35.5	\$10,825,070	15.5	\$4,858,800	51	\$15,683,870
146	Gina	Shad	13.5	\$11,692,500	6	\$3,928,500	19.5	\$15,621,000
147	Susan	Amory Weninger	8.5	\$9,325,000	5	\$6,120,000	13.5	\$15,445,000
148	Harris	Ali	8.5	\$3,179,950	28	\$12,162,600	36.5	\$15,342,550
149	Diana	Matichyn	26	\$9,643,600	18.5	\$5,673,900	44.5	\$15,317,500
150	Julie	Schultz	12.5	\$6,766,000	10	\$8,403,527	22.5	\$15,169,527

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TOP 200 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Vanessa	Carlson	30	\$15,075,999	0	\$0	30	\$15,075,999
152	Houda	Chedid	3	\$11,000,000	4	\$3,962,500	7	\$14,962,500
153	Caroline	Gau	17.5	\$10,110,955	8	\$4,848,795	25.5	\$14,959,750
154	Teresa	Stultz	23.5	\$6,825,038	28	\$7,982,700	51.5	\$14,807,738
155	Amy	Foote	27	\$8,923,186	18	\$5,858,592	45	\$14,781,778
156	Michael	Mitchell	10	\$10,103,000	3	\$4,675,000	13	\$14,778,000
157	Maria	Ruiz	34	\$12,597,080	8	\$1,935,300	42	\$14,532,380
158	Katrina	De Los Reyes	12	\$6,223,250	17	\$8,253,301	29	\$14,476,551
159	Carrie	McCormick	5	\$6,985,000	6	\$7,245,227	11	\$14,230,227
160	Tracy	Wurster	8.5	\$8,758,250	7.5	\$5,448,500	16	\$14,206,750
161	Thomas	Zander	24	\$9,249,450	15	\$4,910,200	39	\$14,159,650
162	Van Ann	Kim	12	\$12,982,500	1.5	\$1,151,500	13.5	\$14,134,000
163	Marla	Schneider	12	\$6,767,400	16.5	\$7,347,000	28.5	\$14,114,400
164	John	Mawicke	7	\$12,070,936	1.5	\$1,935,500	8.5	\$14,006,436
165	Altran	Payne	14	\$6,195,500	13.5	\$7,689,000	27.5	\$13,884,500
166	Tara	Kelleher	16.5	\$8,900,200	12.5	\$4,977,090	29	\$13,877,290
167	Alyson	Tesar	1.5	\$1,142,000	11	\$12,640,000	12.5	\$13,782,000
168	Scott	Shapiro	32	\$13,723,150	0	\$0	32	\$13,723,150
169	Suzanne	Myers	10	\$7,379,900	5	\$6,287,000	15	\$13,666,900
170	Jennifer	Stokes Habetler	28.5	\$10,274,500	6	\$3,386,990	34.5	\$13,661,490
171	George	Seaverns	33	\$11,846,100	5	\$1,805,500	38	\$13,651,600
172	Liz	Watson	6.5	\$12,168,750	1	\$1,475,000	7.5	\$13,643,750
173	Joey	Gault	14.5	\$12,735,500	1	\$878,350	15.5	\$13,613,850
174	Mark	Schrimmer	16	\$7,899,400	10	\$5,653,900	26	\$13,553,300
175	Kelly	Baysinger	11.5	\$4,406,725	20	\$9,142,525	31.5	\$13,549,250
176	Susan	Duchek	23	\$11,373,400	5.5	\$2,134,400	28.5	\$13,507,800
177	Michael	Herrick	33.5	\$12,226,450	3	\$1,195,000	36.5	\$13,421,450
178	Christopher	Davis	18.5	\$5,077,800	23	\$8,294,075	41.5	\$13,371,875
179	Pam	Jacobs	14	\$9,892,804	6	\$3,450,710	20	\$13,343,514
180	Marybeth	Durkin	9	\$4,320,438	15	\$8,964,000	24	\$13,284,438
181	Kelly	Malina	25	\$10,737,930	6	\$2,515,500	31	\$13,253,430
182	Gloria	Matlin	8	\$7,003,500	6	\$6,240,000	14	\$13,243,500
183	Lori	Mattice	55	\$9,343,055	18	\$3,832,800	73	\$13,175,855
184	Jeff	Matheson	16	\$9,426,550	7	\$3,598,000	23	\$13,024,550

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Sherri	Esenberg	22.5	\$8,054,250	12	\$4,952,000	34.5	\$13,006,250
186	Scott	Berg	22	\$12,317,299	1	\$650,000	23	\$12,967,299
187	Sarah	Lyons	2.5	\$9,470,000	3	\$3,493,500	5.5	\$12,963,500
188	Joseph	Giampa	5	\$7,999,087	3	\$4,946,928	8	\$12,946,015
189	Matthew	Lysien	28	\$7,261,400	17.5	\$5,576,790	45.5	\$12,838,190
190	Anne	Hardy	10	\$7,123,400	8.5	\$5,614,000	18.5	\$12,737,400
191	Marco	Amidei	16	\$5,458,550	23.5	\$7,244,894	39.5	\$12,703,444
192	Steve	Mcewen	8.5	\$5,464,100	10	\$7,174,071	18.5	\$12,638,171
193	Jaime	Silva	26	\$7,254,900	15	\$5,363,160	41	\$12,618,060
194	Cheryl	O'Rourke	11	\$8,474,000	5	\$4,132,500	16	\$12,606,500
195	Christopher	Gaggero	6.5	\$4,193,500	9	\$8,404,500	15.5	\$12,598,000
196	Shelley	Shelly	3	\$9,485,000	3	\$3,012,000	6	\$12,497,000
197	Karen	Mason	4	\$8,501,954	3	\$3,974,000	7	\$12,475,954
198	Jodi	Cinq-Mars	23	\$8,129,500	17.5	\$4,300,800	40.5	\$12,430,300
199	Kelly	Mangel	5.5	\$12,417,500	0	\$0	5.5	\$12,417,500
200	Benyamin	Lalez	2	\$1,158,000	20.5	\$11,212,400	22.5	\$12,370,400

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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1 - Guaranteed Rate's 2021 Internal Production Data | 2- *The Guaranteed Rate FastTrack is available from 5/1/22 through 11:59 PM, 12/31/22 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 AccountChk 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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DRAMA

- 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%
- Enlightened (HBO Max) 87%

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