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Michael Leitner
Marvin's Mailers

Michelle Bobart
Guaranteed Rate

SPRING EVENT:
Photos on page 54

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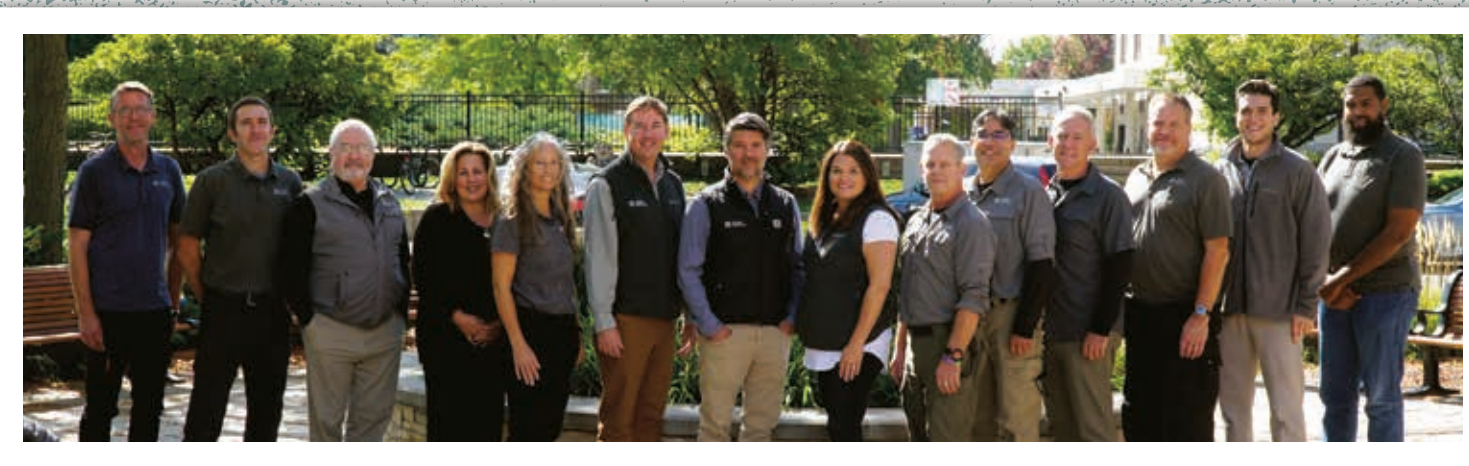
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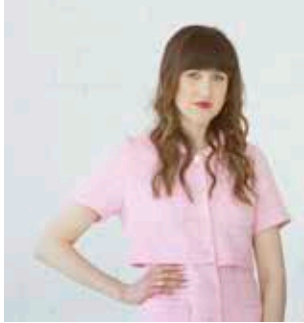


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Melissa Lopez
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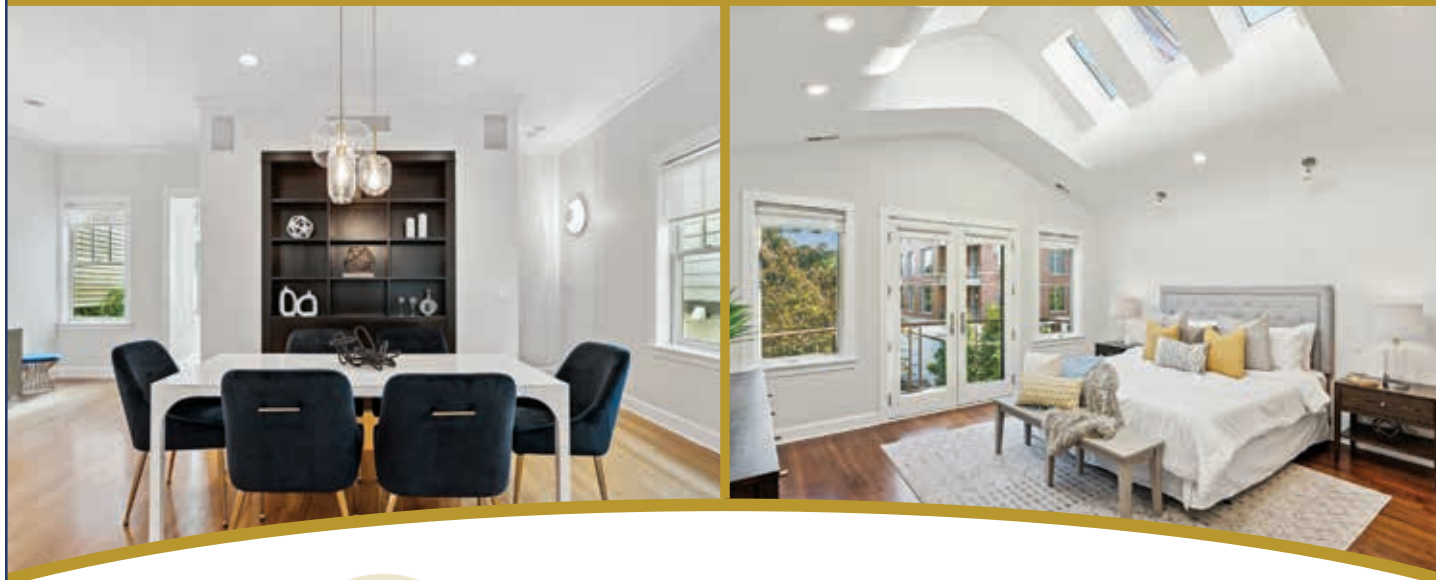


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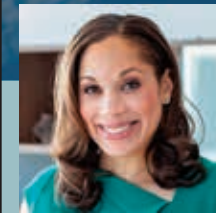
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PUBLISHER'S NOTE

Last month my oldest daughter graduated from 8th grade. It has taken a month for me to come to terms with the fact that we now have a high schooler in our house. She has been at the same school since preschool so needless to say, it was difficult for my wife and I to watch her say goodbye and part ways with her friends. She has known many of her classmates since she was four years old so it was an emotional goodbye. The reality is that the majority of them will attend separate high schools as they embark on this new journey of life.

On the same day, my son "graduated" from kindergarten and our elementary school held a ceremony for the students to honor them. The teachers asked the students beforehand what profession they wanted to be when they grew up. The principal announced it to the audience as each individual student walked across the stage to receive their certificate. It made the event quite memorable when half of the students wanted to be Spider-Man for a future occupation.

Everyone had a good laugh, but this is truly the mindset of five and six-year-olds. Their young brains have no limits or boundaries and it made me appreciate that we live in a country where we have the freedom and opportunity to become superheroes in our field. I'm grateful to have reconnected with most of you at our spring event last month. Please enjoy the photos on page 54!



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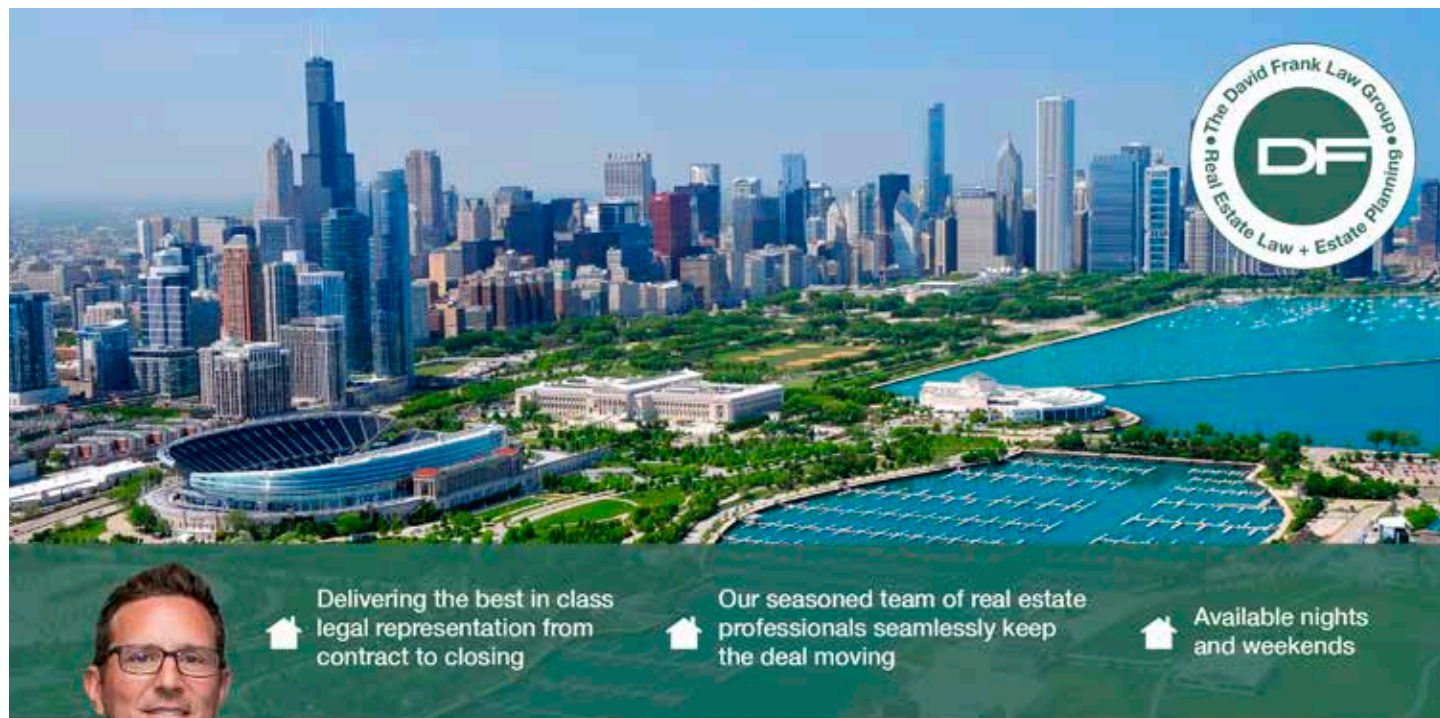
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An advertisement for Cut Above Gifts. It features three images of kitchen knife sets on wooden cutting boards. The top image shows a large chef's knife, a smaller knife, and a paring knife, along with some vegetables. The middle image shows a paring knife and a smaller knife. The bottom image shows a large chef's knife, a paring knife, and a butter knife. The background is dark with a large, stylized 'Sparkle!' text in white with a red outline. Below it, the text 'CONTACT US TODAY FOR GIFTS THAT WILL MAKE YOU Shine ABOVE THE REST!' is displayed. The 'Shine' is in a large, white, cursive font.

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By Lauren Young
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AGENT IN DEVELOPMENT

“I will never forget one time when I was a child, we were walking on the strip in Las

Vegas and saw they were building a new hotel and casino,” says REALTOR® Kelsey Mayher. “In the middle of all these glitzy buildings, my dad just stopped and watched the construction site.”

“After fifteen minutes I realized we were not leaving, and I began to take it in,” she continues. “We ended up standing there for forty-five minutes. That’s when I realized that life is about loving what you do—being obsessed with it.”

Kelsey’s father is a real estate developer and, like the homes he constructs, he built his business from the ground up. While growing up in the southwest suburbs,

Kelsey watched his tireless work ethic and willpower grow his firm from a small business to a major player.

“He began as a concrete finisher by trade and grew into a land developer that built large subdivisions,” she says. “I admire his hard work and determination to make it on his own in the 1990s and then do it all over again after the crash in 2008.”

After graduating from the University of Iowa, Kelsey began teaching at a charter school in Chicago. Three years into her teaching career, she realized education wasn’t for her. Kelsey’s sister, Karli, had recently begun working in development alongside their father. Observing her opened Kelsey’s eyes to the possibilities within real estate.



“

It took me believing in myself and taking a risk for my hard work to be rewarded.”

At the beginning of her time as a new agent, Kelsey faced the usual challenges of growing her business while also navigating how to work best within a team. Though her weekends were packed with open houses and she spent long days in the office, she wasn't seeing the results she expected.

Several years of grinding led her to take a leap of faith to become an independent broker with Jameson Sotheby's International Realty. Almost immediately, her leap paid off.

“Once I ventured on my own at Jameson Sotheby's, my business took off,” she says.

“It took me believing in myself and taking a risk for my hard work to be rewarded.”

Over the last three years at Jameson Sotheby's, Kelsey's business has nearly doubled each year. With her success, Kelsey faced a fresh struggle: balancing work and life. Through her newfound busyness, she realized balance required proper time prioritization and organization.

“I worked myself like crazy for almost six years; I was always on... 24/7,” she says. “And I thought that in order to be working, I needed to be at the office or on a computer.”

Then Kelsey attended Ninja Selling, a real estate sales training program that has transformed the way she works and her attitude when she's off the clock. She's found techniques that allow her to work more efficiently and spend more time on valuable tasks like networking.

“I saw my sister's successes and happiness as she worked in development and knew real estate was something I needed to look into,” she says.

Kelsey worked with Karli for two years, earning her license while showing model homes for a new development in Plainfield. Eventually, she felt the need to pursue her next steps outside of her family's business.

“I didn't want to join them because I wanted to try it on my own, and I really loved the idea of brokerage,” she says. “Real estate fits into my dreams and goals as it allows me flexibility. If I want to have a family one day, I can structure my day-to-day life to fit the needs of my family.”





Kelsey with her mother, Nancy, sister, Karli, and father, Jack, at Lido del Faro in Capri, Italy.

“To see their faces at the final walk-through, in love with their home, was pure joy.”

“It’s been so cool to see us [sisters] transform from kids to best friends and now to business partners,” says Kelsey. “Karli and I are currently building in Logan Square and Bucktown, and we are building a large multi-family development in Tinley Park with our father.”

No matter the project—whether it be a straightforward sale or complex development—Kelsey’s ultimate reward is seeing people achieve their dreams.

“I recently had clients who had been looking for almost a year before we found a new construction project that fit exactly what they wanted,” she says. “We went under contract and finally closed over one-and-a-half years later. To see their faces at the final walk-through, in love with their home, was pure joy.”

Kelsey Playing golf.

“Ninja Selling has reinforced that a positive mindset and gratitude is everything in business and your personal life,” she says. “I am able to provide so much more value to my clients through the practices, as well as provide an international referral network of other trusted ‘ninjas’ and Jameson Sotheby brokers.”

Now that she has found her sweet spot within the industry, Kelsey has begun to work with her sister again. This time, the two find opportunities to partner on single-family homes, condos, and multi-unit development projects. They’ve even pulled their dad into the action.

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LEITNER
with Marvin's Mailers



WINNING BIG WITH **SMALL THINGS**

“We grow our business by helping our clients grow theirs,” states Michael Leitner, owner and COO of Marvin’s Mailers, a dynamic, localized direct-mail firm. “As our clients’ businesses grow, they mail to more addresses and refer us to more businesses, and the more our mailers are seen in their clients’ homes, the more referrals they receive. We are truly in this together.”

Marvin’s Mailers is not your typical postcard distributor. Their fresh approach sees to it that their cards, which are sent out monthly, have a dedicated topic—such as useful household tips, local restaurant guides, sports team schedules, seasonal festivals, farmers market calendars, and binge-worthy TV lists—and feature their client’s branding and contact information. Many REALTORS® throughout Chicagoland use this Marvin’s Mailers service to stay top of mind with current and potential clients.

“What differentiates our mailers is the useful, local content that recipients will want to keep in reach for months,” says Michael. “We also manage contact lists, offer address exclusivity, and other services. Clients also have the option to share the cost of mailers by splitting [it] with a partner, like another REALTOR®, or a law firm, or a mortgage lender.”

The evolution of Marvin’s Mailers began in 2021, when Michael, a successful portfolio manager for a NYC-based hedge fund, and his business partner, a twelve-year Google professional, purchased Prospect Marketing, Inc. The pair wished to leave their demanding corporate jobs and blaze their own path. They were eager to offer digital marketing services to the company’s existing clients.

But once the company was completely in their hands, “We realized it provided a unique service that its clients loved,” says Michael. “At the time, the company only operated in DuPage County. We quickly realized there was a need for our product across Chicagoland and throughout the country.”

Looking forward, Michael is franchising the business across the US and recently made this opportunity available to select franchise candidates. The company’s growth is a testament to the effectiveness of its promotional materials for their partners, as well as one of its biggest service features: their “set it and forget it” process.

“We understand that REALTORS® are busy running their businesses,” affirms Michael. “Our goal is to provide them with a monthly customer touchpoint that doesn’t require any work on their part.”

Michael can easily relate to REALTORS® who left more rigid careers for the flexibility of real estate. He too enjoys a similar freedom since leaving the pressures of corporate life.

“I would be at the office from 7 am to 5 pm, then log on after dinner and work late into the night,” Michael remembers. “Now I can

shut things down for a few hours and spend evenings with my kids at their various activities, help out at school functions, take more trips, and enjoy long weekends.”



Michael with Nick Donato (a client) in the Keller Williams Naperville office.

Michael’s trick for the days when he’s not feeling the wind in his sails is to “try to find the easiest task on my list and finish that. More often than not, I find myself able to build momentum from there and have a productive day overall. I find that approach is common among real estate professionals too.”

At the beginning of a new partnership with a REATLOR®, Michael actually encourages



Some examples of beautiful mailers created specifically for REALTORS® by Marvin’s Mailers.

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them not to start with a large mailing plan. Instead, he advises them to start with or within their existing sphere and build from there. He attests that many of his agent clients receive regular feedback that their mailers are interesting, relevant, and stand out from other mailings and materials. Being remembered is often a little win that can lead to big future success.

“In my experience, [attaining] consistent, small successes is the path people often take to reach their end goal,” he says. “Success doesn’t have to be large to matter: what matters is if it moves you closer to your goals.”

If you are interested in contacting Michael and Marvin’s Mailers to help build your brand across your SOI and farming areas, call Michael at 630-546-2850 or visit www.marvinmailers.com.

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Keith Brand

Rounding the Bases

cover story

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

The last time we caught up with Keith Brand, we were featuring him as a rising star in the industry. We strongly suspected then that it would be only a matter of time before he was gracing our cover. This former top-performing collegiate baseball player and high-level restaurant manager's internal drive to be the best combined with his commitment to quality service was a winning recipe for success.

"My passion hasn't really changed from when I started in this business back in 2017," explains Keith. "It has always been to provide an unparalleled real estate experience for my clients from start to finish, and to be a resource for my clients beyond the transaction."

And that is exactly how Keith has built his business; he's been 100 percent focused on client experience and developing strong relationships. He has never been big on social media or self-marketing. Yet, over the past four years, his business has continuously grown through repeat and referral business.

"I have been very fortunate to have made tons of connections in this industry and to have gained a lot of experience," Keith says. "Every transaction teaches you something new and provides an opportunity to better develop new systems or methods. I have a wealth of knowledge now and I look forward to the opportunity to pass along my knowledge to others while continuing to grow my business."

With all the growth Keith has experienced in the past four years, he is preparing to take his business to the next level. Having joined Berkshire Hathaway HomeServices this past January, he has been streamlining tool utilization and refining his processes so he can bring on more support and grow a team without losing that intimate, one-on-one client experience that he's built his business on.

In fact, he's been invited by some colleagues to do just that in a new space. "I recently executed a lease on a new, and really cool, office space in Lincoln Park with a couple of other top teams





I have achieved success through developing personal relationships and striving to be the best version of myself personally and professionally, **and I won't ever lose sight of that.."**

from Berkshire Hathaway. It is an extremely exciting time and I look forward to a collaborative working environment with some of the best and like-minded agents in the business. It's a unique opportunity to be in an office setting of separate individual teams, yet have a collaborative environment," he says. The new space will be ready by the end of summer.

In addition to building a team, Keith is working toward building his individualized brand—to clearly display who he is and what he delivers in the home-buying and selling process.

"Up to this point in my career, I have had great success in doing lots of transactions, creating a reputation amongst my clients, and more. My next chapter is [about] converting that same reputation into an individualized brand image," he says. "Berkshire Hathaway has been amazingly supportive of my business, and it is really open to different ideas and takes suggestions seriously."

With everything Keith is working toward today, he keeps his eye on his objective, maintaining his belief that true success is "creating impactful, genuine, and lasting relationships." Whether those relationships are with clients, friends, family, or industry professionals, he tries to leave a positive lasting impact on others.

"I have achieved success through developing personal relationships and striving to be the best version of myself personally and professionally, and I won't ever lose sight of that," he states.

For Keith, one of the main outlets and escapes from the stress and pressures of real estate is cooking. Having grown up in his father's kitchen and coming from a restaurant background, cooking for family, friends, or just his girlfriend allows him to relax and settle his mind.

Along with cooking, he loves staying up-to-date on the hot new restaurants and bars in Chicago, and tracking what some of the restaurant groups are doing. One of his favorite things to do with an out-of-town home buyer is try to align the type of experience they're looking for with what restaurants they should dine. When it comes to his personal favorites, Keith says Bavette's is his go-to steakhouse.

"I think the balance of quality, ambiance, and service there is tough to beat," he adds. "Piccolo Sogno is an oldie but goodie, and I have been high on their roasted duck lately. Also, Taxim in Wicker Park is one of the more underrated restaurants that I have been to recently."

Given Keith's experience, rising to the top echelons of the real estate industry, he offers this following advice to other up-and-coming agents: "Be a sponge—there is always something to learn in this business. Surround yourself with agents and do whatever you can to get in the field and learn the landscape. Attend open houses, invite top producers to coffee, and offer a helping hand to agents within the office."



Keith with his father, Chris.

As a final note, Keith highlighted the importance of collaboration within the real estate community. He credits the diverse mix of personalities and backgrounds within the industry as a source of inspiration—one that pushes him to continuously improve and evolve.

"The residential real estate industry in Chicago is such a great community to be a part of," he affirms. "There are so many high-quality agents, and although it is extremely competitive, it's also a very collaborative industry. It's important that we continue to collaborate through platforms like *Real Producers* to better our business and ultimately push ourselves to be the best version of ourselves."

As Keith moves forward with an unwavering dedication to his clients, craft, and community, we look forward to witnessing his continued evolution and all he will accomplish.



Keith with his girlfriend, Cassie, at a concert.



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INSPIRING A TEAM:

How to Keep a Small Team Engaged

As the leader of a team that has continued to grow, I've been on a mission to figure out how to inspire them. It's easy enough for me to stay motivated—my firm, after all, is called **Melanie Everett & Company**, and my name is on every single deal—but I want the women who work for me to feel a sense of ownership as well.



▶▶ business

By **Melanie Everett**

I don't have leadership totally figured out. I probably never will! But since opening the doors to my firm in January 2019, I've learned a few ways to keep everyone excited, working hard, and chasing success as steadfastly as I do. Here is what I have learned:

1. Give Them Credit

We take photos of our buyers at every single final walk-through. Once they close, I write an Instagram Story with a few sentences about their new home, and at the bottom, I always include "Representation by @Candace" or whichever team member it was who worked with that particular buyer. I always, *always* give each woman online credit for any closing that she worked on. At the end of the day, all I did was secure the lead; my agents are responsible for the search, offer preparation and negotiation, and everything that comes post-contract. They deserve *all* the credit in the world.

2. Mention Them in Conversation

Every single time I'm asked to speak or share on a panel, I am sure to mention my team. This is genuinely because I would be lost without them, and I cannot sit there and make it sound like our success is all because of me. It's because of them!

Whenever one of your agents accomplishes something, brag about them. Post a review from a client and tag them. Or mention each person on your team by name in your next newsletter. This small gesture will mean the world to your team, and will boost morale and the willingness to work hard.

3. Hold Each Other Accountable

At the end of 2020, I asked my team members to connect with all of their past clients—whether it was via a text, email, IG message, or a phone call. I created a spreadsheet in our shared Google Drive, and through December, we updated it. Each of us had to write our name next to the client who we talked to. This is our form of accountability; the whole team has access to the document, and no one wants to be the slacker. So, we all stepped up our game,

working to connect with as many people as possible.

This method of accountability could be applied in so many different ways. Have a lead generation contest. Or require each person to obtain three referrals a quarter. The sky's the limit!

4. Share Leadership Positions

During my first year as an independent brokerage, I was totally overwhelmed with the various responsibilities. By the end of the year, I couldn't fathom planning a Thanksgiving and Christmas event. Out of exhaustion, I turned to my team. I asked Candace to host a Thanksgiving "giving back" event and Courtney to host our team Christmas party. Both women totally stepped up, hosting us at their respective homes and making each holiday special in their own way.

I did the same thing this year—not because I was stressed, but because I knew it would allow my team the chance to take responsibility. It worked!

I hope these tips are helpful to you, fellow team leaders! And for what it's worth, there are plenty of days where I don't even feel like opening my laptop. Everyone deserves a healthy amount of time off, so I'd also recommend letting your agents relax as needed too.

About the Author:

Melanie Everett is an award-winning Chicago broker and founder of her boutique real estate firm, Melanie Everett & Company (M&Co.). She is a writer, negotiator, thinker, marketer, teacher, reader, and leader in her industry. Melanie's small-but-mighty team is the secret to her success.

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Innovation and Core Values: The Secret to Thriving in Any Market

Michelle BOBART

with Guaranteed Rate

wanted to realize her vision. Moreover, she was determined to partner with a company that shared her passion for delivering unparalleled client experience.

Michelle found everything she was looking for with Guaranteed Rate, which serves all fifty states. “I saw that the company possessed the positive mindset, grit, and endurance needed to weather industry storms,” says Michelle. “And I was excited to join a team that was emerging as one of the most innovative retail mortgage lenders in the United States.”

Throughout her career, Michelle has relished the unique challenges that each day brings, and she appreciates that no two client scenarios are ever alike. Whether she’s handling simple streamlined refinances or complex investor purchases, Michelle takes pride in crafting custom mortgage solutions that help her clients and referral partners build generational wealth through real estate.

Michelle acknowledges that the current market poses challenges, but this industry veteran confidently states that with an innovator’s positive attitude, these obstacles shall pass. “I have had the advantage of watching market trends ebb and flow, and I understand the value in leveraging cutting-edge technology to continually improve processes,” shares Michelle. “However, certain strategies remain constants in growing my business and helping my referral partners grow theirs.”



Michelle with her dog, Willow.
Photo credit: Linda B Photography

▶ partner spotlight

Photos by Caleb Pickman

“Innovation and core values play a crucial role in achieving success in any real estate market,” shares Michelle Bobart with Guaranteed Rate. This is a belief that clients and colleagues know she stands behind.

Michelle’s journey to providing home financing in all 50 states began when a co-worker recommended a career in mortgage banking—a suggestion that turned out to be a natural fit for her adventurous spirit. After establishing herself in Maryland, she leapt at the opportunity to build a branch from the ground up in Chicago. But it quickly became clear Michelle was destined to play a bigger role in Chicagoland’s mortgage market.

In 2005 Michelle ventured into entrepreneurship; she owned her own mortgage company until 2009. She says it was the 2008 housing crisis that taught her the importance of structuring her business plan based on growth goals rather than current market conditions. At that point, understanding the need to leverage the cost advantages provided by an economies of scale model, Michelle sought out a larger company that could provide the efficiency and product offerings she both needed and

Her collaborative approach resonates not only with her clients, but with her REALTOR® partners as well. They appreciate her team-oriented mindset and recognize the value she brings to every transaction. With her partners, Michelle understands and welcomes the weight of responsibility they place in her hands when introducing her to their clients. By going above and beyond to save her partners time

and make them look good, Michelle ensures that the trust and confidence they have in her is well-placed.

Michelle's customer-centric approach sets her apart from the competition. She genuinely cares about her clients' well-being and strives to provide the best possible solutions for their unique needs. Her team members reflect her beliefs, energy, and work ethic.

"I could not do what I do every day without the support of the fantastic team that has been behind me for many years," shares Michelle. "Jen, Derrick, Kaide, and Tina are there every step of the way," she says. Michelle views her team as a family. As an extension of her, she says, together, they live out the business and client care philosophy she has become known for.

As someone who has always been committed to continuous learning, Michelle enjoys inspiring others in her community to do the same. She encourages her team, partners, and clients to stay up-to-date and embrace new knowledge. She believes that staying ahead of market trends and understanding the latest advancements in technology are vital for success. By fostering a learning mindset and sharing her expertise with clients, partners, and colleagues alike, Michelle is able to empower them to adapt and thrive in the ever-changing and evolving real estate landscape.

Michelle looks for ways to lift others up by serving and giving back to the communities in which she lives and works. She supports the By the Hand Club for Kids, Stepping Stones Network, and serves in prison ministry programs in Chicago and Colorado Springs.

In her downtime, Michelle finds solace in the serenity of nature and the mountains. Whether she's hiking with her dog, Willow, or exploring her newfound passion for fly fishing, Michelle embraces the opportunity to recharge and find inspiration in the beauty of the natural world.

You will also find Michelle enjoying time with her husband, Garry. In a funny twist of fate, they actually met years before, but reconnected at a mutual friend's book release party. They were married in 2020.

Michelle remains steadfast and focused on the future. She firmly believes there are endless possibilities for growth and success for everyone: "The sky is *not* falling,



Michelle with her husband, Garry. Photo credit: Elevate Photography

despite what the media would have us believe. We need to remember what [author and evangelist] Robert H. Schuller said: "Tough times never last, but tough people do!"¹ she says.

Michelle is passionate about mentoring those new to the business and warmly invites her fellow colleagues in the real estate industry to connect with her. She is eager to support REALTORS® on their own journeys—to help them navigate the complexities of the market and reach new heights of achievement.

¹ Schuller, Robert H. *Tough Times Never Last, But Tough People Do!* New York: Bantam Books, 1984.

To reach Michelle Bobart and to learn more about the services she and her team at Guaranteed Rate provide their clients, contact Michelle at (312) 953-7365. You can also visit her website: rate.com/MichelleBobart.

“ I have had the advantage of watching market trends ebb and flow, and I understand the value in leveraging cutting-edge technology to continually improve processes. ”





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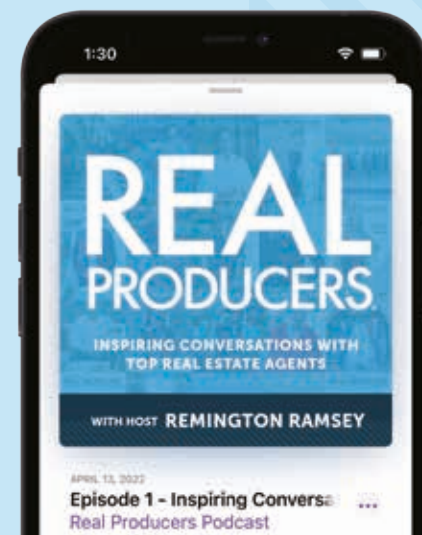


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Bucky CROSS



▶ agent feature

By Lauren Young
Photos by Prestige Real Estate Images Inc

REALTOR®'s Starring Role

"I feel like my time as an actor and performer has really helped me as a REALTOR®," says Bucky Cross, broker at Baird & Warner. "I have no issues walking into a situation that some may find awkward and acclimating pretty quickly."

After growing up in a small farm town in southern Illinois, Bucky moved to Lake Forest to attend the now closed Barat College, a small private school. He majored in theatre and dreamed of becoming a professional actor. Upon graduation, Bucky married his college sweetheart, moved to the city, and got a job at Chicago Title & Trust Company to pay the bills. Eventually, he lost that job and faced uncertainty about what to do next.

"I had no idea what I was going to do, but knew I still wanted the flexibility [in my schedule] to continue to audition and perform," Bucky says. "A friend suggested I get

my real estate license since I already had some familiarity with the industry."

The year was 2007 and Bucky was entering a hot real estate market. He expected to be able to succeed instantly and without much challenge. But he was in for the rude awakening of the typical, obstacle-filled early days of a new agent.

"I tried to make a go of it full-time for the first year with the sole financial burden falling on my wife," he says. "Needless to say, it didn't go as planned."

Needing supplemental income, Bucky got a job at Orbitz, the online travel company, through a temp agency. And he continued to sell real estate to family and friends and audition for commercials and television. Then came the blow of the housing market collapse in 2008.



“I’ve never been afraid of hard work, but my early years as a REALTOR® were not easy,” states Bucky. “Through the support of my wife, key friend referrals, plus a lot of humility and perseverance, I was eventually able to find success.”

During that down-market period, Bucky began to teach home-buying seminars that focused on helping buyers secure tax incentives. By putting his skills as an actor to greater use in his real estate career, he started to build a network of

future clients. He slowly gained traction and then, finally, his business took off. In 2013, Bucky joined Baird & Warner, where he is today, and decided to retire from acting. The following summer, he was able to quit Orbitz and become a full-time REALTOR®.

“Real estate is the catalyst for achieving all my dreams and goals,” says Bucky. “It has allowed my family to go on amazing adventures and build incredible memories. I have the opportunity to serve others every day,

and I’m incredibly fortunate to be able to do the thing I love.”

Outside of work, Bucky and Melody, Bucky’s wife of twenty-three years, spend their downtime traveling, exploring area restaurants, and staying active in the life of their ten-year-old daughter, Calista. Supporters of Chicago’s theatre scene, they attend live theatre and other art events in the city whenever they can.



Bucky skating downtown with his wife, Melody, and their ten-year-old daughter, Calista.

Looking forward, Bucky hopes to continue building his business, turning friends into clients and clients into friends. Thanks to the many lessons he learned from his background and years of diverse experiences, Bucky has found an attitude of gratitude which gives him extra motivation.

“I’ve found that it’s important to schedule your day and wake up with a purpose, and to approach this job with a servant’s heart,” he notes. “If you do your best to help others, success will come.”

“Whenever I feel unmotivated or down, I think about how fortunate I am to get to do what I do and to have what I’ve been able to build,” he adds. “The privilege that comes with this career is not lost on me. [I feel] Gratitude, gratitude, gratitude.”



If you do your best to help others, success will come.



Bucky and his family.

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<p>LITE</p> <ul style="list-style-type: none"> ✓ 25-30 images ✓ HD & 4K ready downloads ✓ Next day turnaround ✓ Customizable property floor ✓ Custom branded listing site <p style="background-color: #e91e63; color: white; padding: 5px; border-radius: 10px; display: inline-block;">\$89</p> <p style="font-size: small; color: #e91e63;">Budget Friendly</p>	<p>PROFESSIONAL</p> <ul style="list-style-type: none"> ✓ 25-30 images ✓ 360 degree virtual tour ✓ HD & 4K ready downloads ✓ Next day turnaround ✓ Customizable property floor ✓ Custom branded listing site <p style="background-color: #e91e63; color: white; padding: 5px; border-radius: 10px; display: inline-block;">\$149</p> <p style="font-size: small; color: #e91e63;">Best Value</p>	<p>TOP PRODUCER</p> <ul style="list-style-type: none"> ✓ 25-30 images ✓ 360 degree virtual tour ✓ Video highlights ✓ HD & 4K ready downloads ✓ Next day turnaround ✓ Customizable property floor ✓ Custom branded listing site <p style="background-color: #e91e63; color: white; padding: 5px; border-radius: 10px; display: inline-block;">\$219</p> <p style="font-size: small; color: #e91e63;">Most Popular</p>
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» agent feature

By Chris Menezes
Photos by Caleb Pickman

Jeannette PAWULA

A Shooting Star

When Jeannette Pawula entered the real estate scene in 2017, she did so with the force and brilliance of a shooting star. Everything in her life seemed to add up to that moment, and her path leading up to it was just as vibrant and impactful as the business she developed. She now runs two thriving teams—one in Chicago and another in Palm Beach, Florida—and is the real estate and lifestyle expert cast member on *The American Dream*, as seen on CBS, Fox, Roku, Netflix, the CW, and Apple TV.

One to conquer and shine, Jeannette grew up in the north-west suburbs of Chicago. Her Eastern European immigrant father instilled in her the values of a strong work ethic and commitment to education. These values would eventually become the driving force behind her success in real estate, as well as her other pre-real estate endeavors.

After graduating from the University of Iowa with a degree in history and education and a minor in political science, Jeannette became a high school teacher and even participated in a TV show in her early 20s. Her life took an unexpected turn when she later entered commercial real estate development and began traveling internationally.

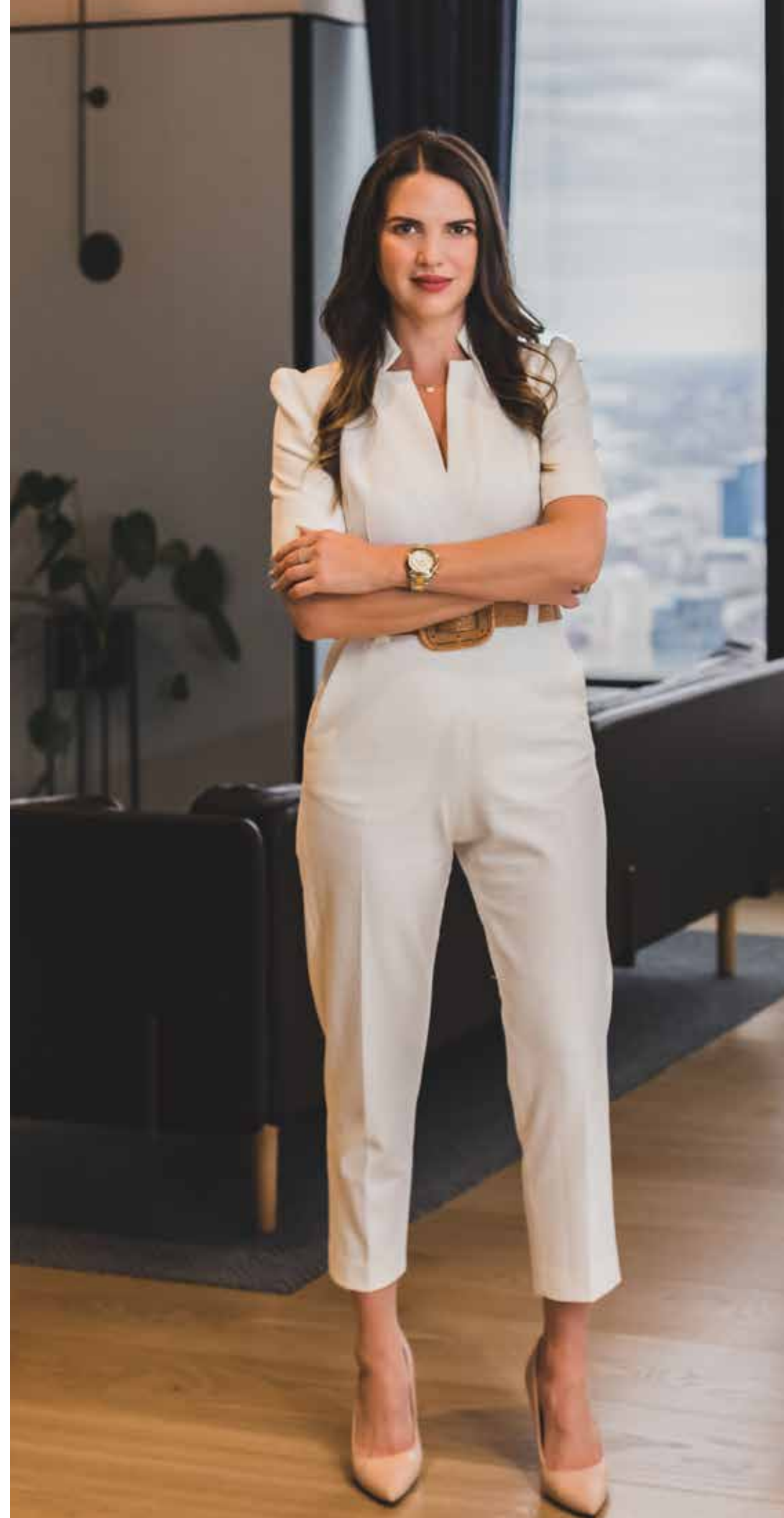
Driven by her passion for traveling and helping others, Jeannette founded an international nonprofit where she opened an orphanage in Haiti and a residential center in Colombia, supporting and helping to advance the lives of children who were living on the street. Jeannette worked in commercial development with Leopardo Companies for eight years. Her humanitarian work spanned thirteen years.



Jeannette with her team (Erin Harper - Broker, Ed Wolf - Broker, Jeannette Pawula - Team Lead, Michele Parisotto - Broker).

“The experiences I had during those thirteen years taught me that every person has a unique story, and it’s important to approach each situation with empathy and understanding,” she says.

As the children Jeannette had adopted and raised in the orphanage began to enter transitional programs, she started focusing more on her own future and pursuing a better life for herself. She first considered a career in PR, given her experience in television, but then spoke to a friend who was a real estate agent in Chicago. Her friend told her, “Girl, you were meant to be a REALTOR®. With your personality, work ethic, and network, you would crush it.”



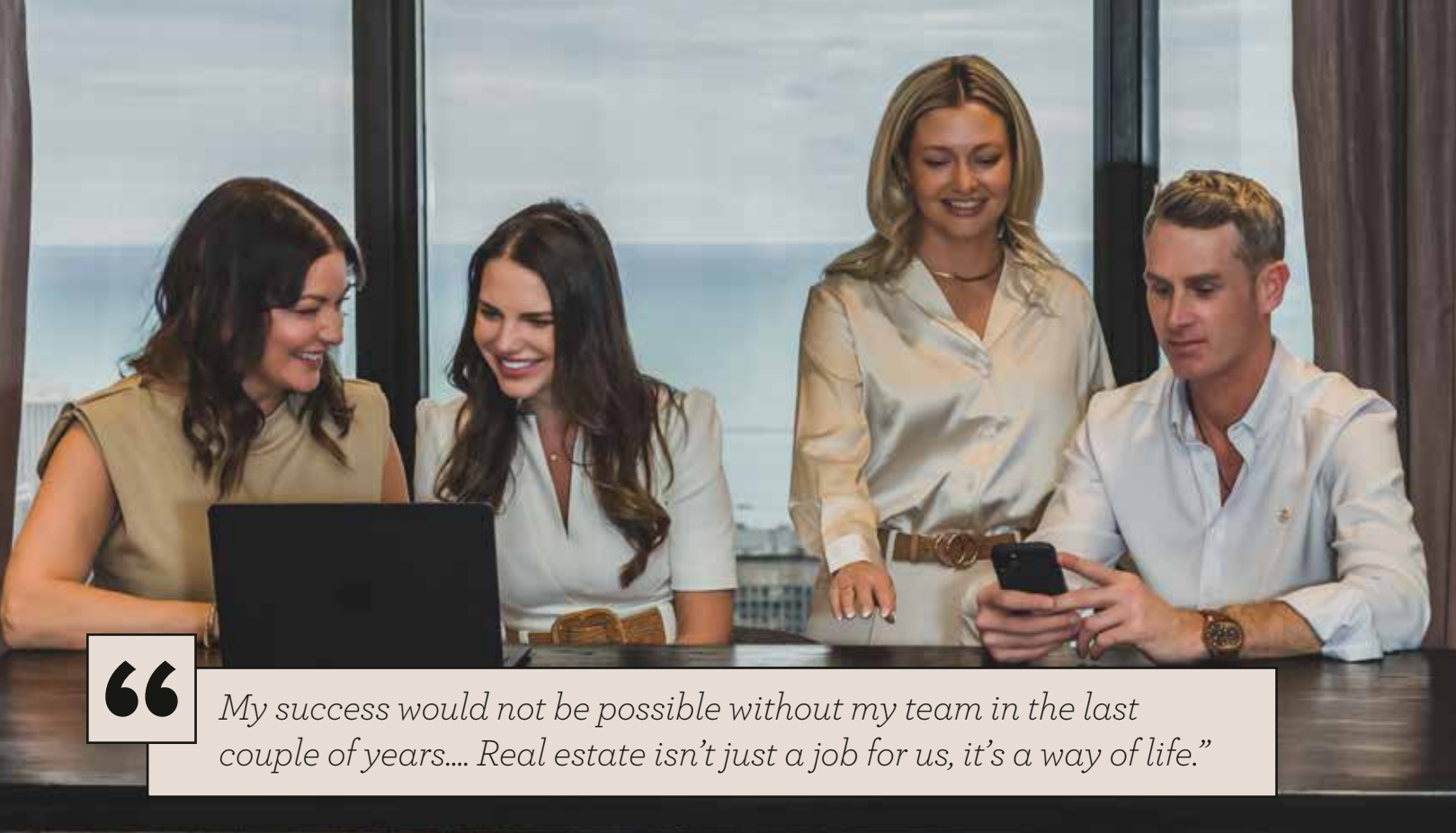
Jeannette took her friend’s advice, passed the real estate licensing exam, sent out an “I’m a REALTOR®” e-blast, and within a week, won her first listing: a \$1.3 million dollar property. “That was an exciting and empowering phase of my life—to feel success in a different way. As an NGO founder, success was always about ‘the better you do, the more you can give to others.’ Now [in real estate], it became about giving back to yourself! Real estate was fun, edgy, and always changing. It was a switch I needed in my life, and I was so ready to hit the ground running, thirsty for success. It felt like everything in my life had led me to this point and I knew I had found my calling.”

Jeannette loves working one-on-one with clients and finds it extremely fulfilling to help them through major transitions in their lives. This passion, combined with the strong collaborative work environment she’s developed and the support from her team members, makes the Jeannette Pawula Group a force to be reckoned with in the industry.

Her team includes dedicated professionals Dani Seitz, Erin Harper, Ed Wolf, Michele Parisotto, and Alexa Alvarez. They operate as a close-knit work family, dividing and conquering to achieve success. They pride themselves on their vibrant, enthusiastic approach, and their genuine desire to connect with clients and understand their needs.

The team’s commitment to providing exceptional service has led to the majority of their business coming from referrals, earning them the status of a CAR® Top-Producing Team since 2020.

“My success would not be possible without my team in the last couple of years,” Jeannette emphasizes. “My work family and I communicate every day. Real estate isn’t just a job for us, it’s a way of life.”



“My success would not be possible without my team in the last couple of years.... Real estate isn't just a job for us, it's a way of life.”

Jeannette is not interested in growing a large team. Instead, she cherishes the personal touch of a small group. “For us, it's not about crunching numbers as much as it is about elevating our brand and services,” she explains. “I've been expanding aggressively into Palm Beach and Jupiter, Florida, and I'm thrilled to see the business soar.”

Jeannette sees to it that her personal life is as vibrant as her professional one. She splits her time between Chicago and Florida, enjoying sunrise beach walks, meditation, Pilates, and hot yoga. Jeannette is passionate about the concept of flow and the law of attraction, and loves reading books on spirituality and the universe. A self-proclaimed foodie and wine enthusiast, she often interviews Michelin Star chefs on her real estate and lifestyle TV show in Chicago. Her love for travel frequently takes her to wine-country destinations like Italy and the south of France.

As an ardent dog lover, Jeannette supports organizations such as Great

Lakes Mastiff Rescue in Chicago and Big Dog Ranch Rescue in Palm Beach. She is a devoted dog mom to Brutus, her 130-pound English mastiff rescue, and cherishes spending as much time with him as possible.

Jeannette's advice to up-and-coming top producers is to cultivate morning success habits, stay humble, and always prioritize the customer. By building relationships with other agents and fostering a supportive network, she



Jeannette with Brutus, her 130-pound English mastiff rescue.

believes that real estate professionals can achieve great success.

Focused on a bright future ahead, Jeannette is eager to continue elevating her brand and expanding her business in Chicago and Florida. For her, success encompasses achieving personal goals, balance, happiness, rhythm, and harmony. With her determination and passion, there's no doubt she'll continue to achieve it.



Jeannette wine tasting on the Aeolian Islands in Italy.

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Photos by Elliot Powell and Caleb Pickman

SPRING EVENT

Hosted by Kennedy Rooftop

Kennedy Rooftop was an excellent place to reconnect with the *Chicago Real Producers* community and enjoy the fantastic sites of the city while enjoying all spring has to offer.

Thank you to everyone who attended, provided raffle prizes, and helped make the event a success. We look forward to seeing you again this fall at the next event. Enjoy the photos!



RAFFLE WINNERS

Our Preferred Partners never fail to deliver great raffle prizes! Check out the winners.



Ryan McKane won Cubs tickets and a gift card to the Hotel Zachary Chicago from Lisa McNamara and Janelle Iaccino with Rose Pest Solutions.



Theo Jordan won a spa package to Aire Ancient Baths from Eileen Romito with Zenlist.



Dennis Huyck won a Ravinia Night Out that included a bottle of wine, a picnic blanket and gift card to Ravinia from Stuart Keeshin with Keeshin Inspection.









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Saturdays	Wheaton	8am - 2pm	Apr 8 - Oct 28
Saturdays	Wilmette	8am - 1pm	Apr 15 - Oct 28
Sundays	Cary	9am - 1pm	Jun - Sep
Sundays	Chicago (Roscoe Village)	8am - 12pm	Jun 11 - Oct 8
Sundays	Chicago (Wicker Park)	8am-2pm	May 15 - Oct 30
Sundays	Chicago (Maxwell Street)	9am - 3pm	Apr - Dec
Sundays	Geneva	9am - 2pm	Apr - Nov
Sundays	Glen Ellyn	9am - 1pm	May 7 - Oct 22
Sundays	Highland Park	10am - 3pm	Jul 2 - Sep 24
Sundays	Mount Prospect	8am - 1pm	Jun 4 - Oct 29
Sundays	Oswego	9am - 1pm	Jun 4 - Sep 24
Sundays	Plainfield	12pm - 4pm	Jun 2 - Sep 15
Sundays	Western Springs	4pm - 7pm	May 5 - Sep 29

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	60	\$30,753,044	63	\$33,759,211	123	\$64,512,255
2	Jeffrey	Lowe	25.5	\$39,080,000	11.5	\$17,766,900	37	\$56,846,900
3	Benyamin	Lalez	16.5	\$11,639,000	70	\$31,607,069	86.5	\$43,246,069
4	Leigh	Marcus	38	\$24,983,540	28	\$15,372,500	66	\$40,356,040
5	Emily	Sachs Wong	11.5	\$22,263,750	10	\$15,258,000	21.5	\$37,521,750
6	Grigory	Pekarsky	12.5	\$4,547,500	63.5	\$29,274,450	76	\$33,821,950
7	Chezi	Rafaelli	17	\$19,436,000	8	\$10,996,000	25	\$30,432,000
8	Carrie	McCormick	12.5	\$14,653,000	7.5	\$10,508,500	20	\$25,161,500
9	Elizabeth	Brooks	20	\$24,196,773	0	\$0	20	\$24,196,773
10	Jennifer	Ames	14	\$16,764,000	2	\$6,555,000	16	\$23,319,000
11	Sam	Jenkins	9	\$12,690,000	7	\$10,582,850	16	\$23,272,850
12	Katherine	Malkin	3	\$11,115,000	2	\$12,065,000	5	\$23,180,000
13	Katharine	Waddell	13.5	\$9,036,500	14.5	\$9,307,165	28	\$18,343,665
14	Alexandre	Stoykov	4	\$2,181,500	32	\$15,296,950	36	\$17,478,450
15	Joanne	Nemerovski	4	\$7,429,000	8	\$9,827,500	12	\$17,256,500
16	Sam	Shaffer	3	\$3,422,500	22.5	\$13,191,335	25.5	\$16,613,835
17	Susan	Miner	3.5	\$15,725,000	1	\$785,000	4.5	\$16,510,000
18	Lauren	Mitrick Wood	5.5	\$3,202,250	14.5	\$12,919,750	20	\$16,122,000
19	Hayley	Westhoff	10	\$7,064,755	10	\$8,627,680	20	\$15,692,435
20	Timothy	Sheahan	12	\$8,889,626	4	\$5,971,000	16	\$14,860,626
21	Eugene	Fu	9.5	\$8,354,500	7	\$6,281,500	16.5	\$14,636,000
22	Daniel	Glick	10	\$8,533,500	6	\$5,640,500	16	\$14,174,000
23	Leila	Zammatta	6	\$12,985,328	1	\$520,000	7	\$13,505,328
24	Jason	O'Beirne	11	\$9,255,300	9	\$4,214,000	20	\$13,469,300
25	Melissa	Siegal	12	\$8,847,000	9.5	\$4,295,950	21.5	\$13,142,950
26	Kelly	Parker	2	\$985,000	14	\$12,081,500	16	\$13,066,500
27	Joshua	Lipton	5	\$5,411,178	6.5	\$7,431,500	11.5	\$12,842,678
28	Konrad	Dabrowski	9.5	\$9,015,750	6.5	\$3,324,742	16	\$12,340,492
29	Camille	Canales	4	\$1,924,750	14.5	\$10,090,488	18.5	\$12,015,238
30	Karen	Biazar	9.5	\$6,041,000	13	\$5,937,500	22.5	\$11,978,500
31	Scott	Newman	14	\$4,411,350	11	\$7,403,250	25	\$11,814,600
32	Rafay	Qamar	19	\$6,350,850	16	\$5,218,400	35	\$11,569,250
33	Melanie	Giglio	4	\$2,211,000	14	\$9,202,400	18	\$11,413,400
34	Melanie	Everett	3	\$1,446,000	19	\$9,887,100	22	\$11,333,100

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Owen	Duffy	11.5	\$9,388,100	5	\$1,845,000	16.5	\$11,233,100
36	Susan	Nice	3	\$1,287,500	4	\$9,905,000	7	\$11,192,500
37	Karen	Schwartz	7.5	\$5,837,500	9	\$5,324,900	16.5	\$11,162,400
38	Margaret	Baczkowski	6.5	\$4,663,302	4	\$6,320,000	10.5	\$10,983,302
39	Darrell	Scott	5	\$2,961,300	17	\$7,998,400	22	\$10,959,700
40	Millie	Rosenbloom	7	\$4,758,250	4	\$5,788,000	11	\$10,546,250
41	Patrick	Teets	5	\$6,260,000	3	\$4,275,000	8	\$10,535,000
42	Sophia	Klopas	6.5	\$4,502,500	9	\$6,005,000	15.5	\$10,507,500
43	Kai	Schirmacher	1.5	\$2,508,750	4	\$7,975,000	5.5	\$10,483,750
44	Nicholaos	Voutsinas	6	\$3,800,000	10	\$6,578,900	16	\$10,378,900
45	Kimber	Galvin	0.5	\$150,500	12	\$10,211,000	12.5	\$10,361,500
46	Jill	Silverstein	7	\$6,773,000	5.5	\$3,427,000	12.5	\$10,200,000
47	Lindsey	Rivollier	8	\$9,961,636	0	\$0	8	\$9,961,636
48	Julie	Busby	4.5	\$2,012,750	13.5	\$7,884,860	18	\$9,897,610
49	Mario	Greco	14	\$6,817,490	7	\$2,848,750	21	\$9,666,240
50	Peter	Angelo	8.5	\$9,534,056	0	\$0	8.5	\$9,534,056

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. 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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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Jennifer	Mills	7.5	\$7,960,000	1	\$1,400,000	8.5	\$9,360,000
52	James	D'Astice	1	\$480,000	19	\$8,848,399	20	\$9,328,399
53	James	Sheehan	7.5	\$8,815,300	1	\$429,000	8.5	\$9,244,300
54	Suzanne	Gignilliat	5	\$7,689,000	1	\$1,530,000	6	\$9,219,000
55	Timothy	Salm	3	\$6,337,500	3	\$2,770,000	6	\$9,107,500
56	Richard	Kasper	4	\$3,384,066	10	\$5,683,000	14	\$9,067,066
57	Lance	Kirshner	6.5	\$3,529,000	4	\$5,316,500	10.5	\$8,845,500
58	Amanda	McMillan	4	\$2,005,000	9.5	\$6,811,213	13.5	\$8,816,213
59	Fadya	Kashkeesh	5	\$4,337,000	5	\$4,337,000	10	\$8,674,000
60	Cynthia	Sodolski	3.5	\$2,638,000	7.5	\$6,001,400	11	\$8,639,400
61	Michael	Hampton	8	\$8,618,189	0	\$0	8	\$8,618,189
62	Colin	Hebson	4.5	\$2,673,500	11.5	\$5,583,000	16	\$8,256,500
63	Tommy	Choi	10.5	\$4,307,200	9	\$3,888,000	19.5	\$8,195,200
64	Karen	Ranquist	8.5	\$5,027,500	3	\$2,899,500	11.5	\$7,927,000
65	Brian	Loomis	1	\$675,000	2	\$7,170,000	3	\$7,845,000
66	Edward	Grochowiak	3.5	\$2,463,700	9	\$5,375,600	12.5	\$7,839,300
67	Michael	Maier	8.5	\$6,395,000	4	\$1,443,000	12.5	\$7,838,000
68	Linda	Levin	5	\$4,882,900	2	\$2,744,000	7	\$7,626,900
69	Stefanie	Lavelle	5	\$3,575,500	6	\$4,035,100	11	\$7,610,600
70	Linda	Shaughnessy	1	\$2,860,000	3	\$4,685,000	4	\$7,545,000
71	Ioannis	Floros	2.5	\$1,312,250	12	\$6,181,800	14.5	\$7,494,050
72	Thomas	Moran	1.5	\$2,217,000	5	\$5,253,000	6.5	\$7,470,000
73	Megan	Tirpak	5	\$3,042,500	3	\$4,413,856	8	\$7,456,356
74	Michael	Greco	6	\$2,966,000	7	\$4,455,000	13	\$7,421,000
75	Danielle	Dowell	7.5	\$4,502,000	6	\$2,797,500	13.5	\$7,299,500
76	Elizabeth	Amidon	8	\$3,991,000	7	\$3,289,000	15	\$7,280,000
77	Heather	Seidelman	7.5	\$4,197,000	4	\$2,967,000	11.5	\$7,164,000
78	Diana	Grinnell	5	\$3,064,900	5	\$4,052,000	10	\$7,116,900
79	Joelle	Cachey Hayes	4.5	\$7,109,000	0	\$0	4.5	\$7,109,000
80	Barbara	O'Connor	4.5	\$1,788,750	8.5	\$5,220,700	13	\$7,009,450
81	Jacob	Tasharski	3	\$1,815,000	3	\$5,140,000	6	\$6,955,000
82	Juliana	Yeager	4.5	\$2,259,250	8	\$4,692,500	12.5	\$6,951,750
83	Michael	Rosenblum	7	\$6,860,000	1	\$20,000	8	\$6,880,000
84	Kathleen	Malone	5.5	\$4,730,500	1.5	\$2,111,500	7	\$6,842,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Elizabeth	Ballis	7	\$5,400,000	2	\$1,430,000	9	\$6,830,000
86	Julie	Harron	4	\$4,720,000	1	\$2,100,000	5	\$6,820,000
87	Kevin	Hinton	3.5	\$1,348,000	9	\$5,450,852	12.5	\$6,798,852
88	Stephanie	Loveverde	4.5	\$2,279,400	7.5	\$4,498,573	12	\$6,777,973
89	Cadey	O'Leary	3	\$3,298,000	2	\$3,476,000	5	\$6,774,000
90	Peter	Green	3.5	\$1,953,099	6	\$4,790,000	9.5	\$6,743,099
91	Patricia	Young	5	\$3,731,500	3	\$2,839,000	8	\$6,570,500
92	Elizabeth	Lassner	2	\$1,020,000	6	\$5,544,900	8	\$6,564,900
93	Gail	Spreen	7	\$3,039,500	3	\$3,525,000	10	\$6,564,500
94	Benjamin	Lissner	2.5	\$986,000	15	\$5,567,000	17.5	\$6,553,000
95	Steven	Powers	4	\$2,544,000	4	\$3,979,500	8	\$6,523,500
96	Zachary	Redden	1.5	\$761,000	8	\$5,758,120	9.5	\$6,519,120
97	Lucas	Blahnik	3	\$3,633,000	5	\$2,848,900	8	\$6,481,900
98	Ilsa	Conover	5.5	\$4,668,956	4	\$1,783,400	9.5	\$6,452,356
99	Harry	Maisel	7	\$4,126,400	3	\$2,311,000	10	\$6,437,400
100	R. Matt	Leutheuser	1.5	\$5,042,500	1	\$1,350,000	2.5	\$6,392,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Jeffrey	Herbert	3.5	\$2,075,000	6	\$4,274,400	9.5	\$6,349,400
102	Susan	O'Connor	2	\$2,471,000	3	\$3,875,000	5	\$6,346,000
103	Leopoldo	Gutierrez	1	\$540,000	11	\$5,785,500	12	\$6,325,500
104	Debra	Dobbs	6	\$3,420,000	4	\$2,880,000	10	\$6,300,000
105	Ivona	Kutermankiewicz	4.5	\$5,085,500	1	\$1,199,000	5.5	\$6,284,500
106	Brandon	Arnold	1	\$547,000	3	\$5,720,000	4	\$6,267,000
107	Rubina	Bokhari	3	\$2,153,200	2	\$4,085,000	5	\$6,238,200
108	Lisa	Blume	3	\$2,478,000	9	\$3,750,000	12	\$6,228,000
109	Kenneth	Dooley	4	\$3,448,320	3	\$2,757,520	7	\$6,205,840
110	Susan	Kanter	5	\$3,170,000	4.5	\$3,004,000	9.5	\$6,174,000
111	Lisa	Kalous	1	\$620,000	10	\$5,531,000	11	\$6,151,000
112	Elias	Masud	3.5	\$1,840,500	11	\$4,304,800	14.5	\$6,145,300
113	Caroline	Moellering	8	\$3,606,000	5	\$2,496,000	13	\$6,102,000
114	Heather	Ditlevsen	5	\$5,411,178	0.5	\$624,500	5.5	\$6,035,678
115	Brad	Lippitz	5	\$3,603,750	5	\$2,411,500	10	\$6,015,250
116	Tiffany	Meyers	4	\$1,682,500	10	\$4,319,900	14	\$6,002,400
117	Brad	Zibung	6	\$3,305,000	5.5	\$2,680,950	11.5	\$5,985,950
118	Richard	Aronson	4.5	\$4,630,000	2	\$1,347,500	6.5	\$5,977,500
119	Lauren	Shimmon	4	\$1,420,500	6	\$4,547,500	10	\$5,968,000
120	Alexa	Hara	2.5	\$728,750	6	\$5,214,000	8.5	\$5,942,750
121	Christie	Ascione	0.5	\$265,000	2	\$5,565,000	2.5	\$5,830,000
122	Stephanie	Cutter	7.5	\$3,718,750	4	\$2,111,000	11.5	\$5,829,750
123	Michael	Yeagle	2	\$3,450,000	1	\$2,300,000	3	\$5,750,000
124	Kelsey	Mayher	1	\$521,000	3	\$5,213,672	4	\$5,734,672
125	Rohit	Malik	1	\$925,000	3	\$4,780,000	4	\$5,705,000
126	Randy	Nasatir	2.5	\$1,006,000	6	\$4,689,000	8.5	\$5,695,000
127	Misael	Chacon	14	\$5,231,799	1	\$425,000	15	\$5,656,799
128	Jeanne	Martini	1.5	\$5,628,000	0	\$0	1.5	\$5,628,000
129	Matthew	Liss	3.5	\$2,030,750	2	\$3,558,840	5.5	\$5,589,590
130	Ryan	Hardy	2.5	\$1,606,000	4	\$3,970,000	6.5	\$5,576,000
131	Brittany	Strale	1	\$425,000	12	\$5,136,257	13	\$5,561,257
132	Cara	Buffa	4	\$3,842,600	2	\$1,712,500	6	\$5,555,100
133	Nicole	Hajdu	4	\$2,379,500	4	\$3,170,100	8	\$5,549,600
134	Maria	Kernahan	1	\$735,000	5	\$4,800,000	6	\$5,535,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Alexander	Cohen	3	\$1,742,500	4	\$3,777,000	7	\$5,519,500
136	Nicholas	Colagiovanni	5.5	\$3,269,500	1	\$2,250,000	6.5	\$5,519,500
137	Roman	Patzner	1	\$160,000	9	\$5,310,000	10	\$5,470,000
138	Dawn	McKenna	4.5	\$4,647,250	1	\$795,462	5.5	\$5,442,712
139	Qiankun	Chen	7	\$2,598,300	6	\$2,839,000	13	\$5,437,300
140	Michelle	Browne	5.5	\$3,171,300	2	\$2,220,800	7.5	\$5,392,100
141	Stephanie	Klein Trout	1.5	\$2,865,000	2	\$2,500,000	3.5	\$5,365,000
142	Sarah	Basken	2	\$5,328,846	0	\$0	2	\$5,328,846
143	Shay	Hata	5	\$2,403,500	4	\$2,871,400	9	\$5,274,900
144	Layching	Quek	4	\$1,895,000	8	\$3,377,900	12	\$5,272,900
145	Jesus	Rojas	0	\$0	11	\$5,250,000	11	\$5,250,000
146	Whitney	Wang	2.5	\$1,182,500	8	\$4,054,000	10.5	\$5,236,500
147	Daniel	Close	2	\$918,500	7.5	\$4,317,000	9.5	\$5,235,500
148	Antonio	Giamberduca	1	\$3,315,000	2	\$1,919,000	3	\$5,234,000
149	Maureen	Moran	0	\$0	1	\$5,200,000	1	\$5,200,000
150	Scott	Berg	13	\$4,839,500	1	\$350,000	14	\$5,189,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Jennifer	Rivera	7.5	\$4,127,300	2	\$1,029,900	9.5	\$5,157,200
152	Deborah	Hess	3	\$2,466,750	4.5	\$2,635,000	7.5	\$5,101,750
153	Matthew	Engle	2.5	\$1,289,900	8.5	\$3,790,000	11	\$5,079,900
154	Robert	Picciariello	18	\$5,041,700	0	\$0	18	\$5,041,700
155	Kathryn	Barry	2	\$617,000	8.5	\$4,424,500	10.5	\$5,041,500
156	Kevin	Bigoness	5	\$4,544,000	1	\$465,000	6	\$5,009,000
157	Craig	Fallico	11	\$3,831,000	2	\$1,171,000	13	\$5,002,000
158	Guido	Piunti	2.5	\$728,750	11	\$4,270,531	13.5	\$4,999,281
159	Meg	Daday	6	\$2,708,000	4	\$2,287,500	10	\$4,995,500
160	Julie	Latsko	0	\$0	2	\$4,995,000	2	\$4,995,000
161	Brent	Hall	7	\$4,990,721	0	\$0	7	\$4,990,721
162	Elizabeth	Caya	3	\$930,000	9	\$4,053,000	12	\$4,983,000
163	Brett	Boudart	4	\$1,760,000	7	\$3,182,500	11	\$4,942,500
164	Ashley	Cox	7	\$3,330,000	3	\$1,605,300	10	\$4,935,300
165	Tyler	Stallings	3	\$1,560,000	6	\$3,373,500	9	\$4,933,500
166	Dawn	Venit	9	\$3,140,500	4	\$1,764,000	13	\$4,904,500
167	Kimberly	Gleeson	3	\$4,900,000	0	\$0	3	\$4,900,000
168	Staci	Slattery	7	\$4,876,000	0	\$0	7	\$4,876,000
169	Marzena	Frausto	2	\$1,155,000	10	\$3,717,500	12	\$4,872,500
170	Brady	Miller	4	\$1,860,000	9	\$2,993,500	13	\$4,853,500
171	Michael	Shenfeld	3.5	\$1,122,930	6	\$3,725,500	9.5	\$4,848,430
172	Victoria	Rezin	1.5	\$998,500	2	\$3,822,000	3.5	\$4,820,500
173	Vincent	Anzalone	4	\$2,965,000	2	\$1,845,000	6	\$4,810,000
174	Christine	Hancock	10.5	\$3,975,500	2	\$780,000	12.5	\$4,755,500
175	Monique	Pieron	2	\$2,811,000	2	\$1,939,800	4	\$4,750,800
176	Carol	Collins	4	\$2,095,000	5	\$2,625,000	9	\$4,720,000
177	D	Waveland Kendt	8.5	\$4,019,900	1	\$690,000	9.5	\$4,709,900
178	Dennis	Huyck	4.5	\$2,522,500	2.5	\$2,175,000	7	\$4,697,500
179	Ryan	Smith	25	\$4,697,075	0	\$0	25	\$4,697,075
180	William	Goldberg	3.5	\$4,318,500	0.5	\$377,500	4	\$4,696,000
181	Scott	Curcio	6.5	\$2,544,500	6.5	\$2,135,500	13	\$4,680,000
182	Todd	Szwajkowski	6	\$2,952,650	5	\$1,726,500	11	\$4,679,150
183	Stacey	Dombar	9	\$4,458,900	1	\$217,500	10	\$4,676,400
184	Bridget	Sheahan	5.5	\$4,674,776	0	\$0	5.5	\$4,674,776

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Jeffrey	Proctor	2	\$1,448,000	3	\$3,215,000	5	\$4,663,000
186	Sherri	Hoke	1	\$780,000	3	\$3,825,000	4	\$4,605,000
187	Cornelis	Hoogstraten	2	\$485,000	6	\$4,106,500	8	\$4,591,500
188	Tedi	Smola	5	\$1,548,500	8	\$3,041,250	13	\$4,589,750
189	Hadley	Rue	4	\$3,325,000	2	\$1,242,000	6	\$4,567,000
190	Mark	Dollard	6.5	\$3,722,000	1	\$845,000	7.5	\$4,567,000
191	Diana	Radosta	2	\$1,728,000	3	\$2,837,500	5	\$4,565,500
192	Nicholas	Apostal	6	\$3,462,600	1	\$1,102,000	7	\$4,564,600
193	Gia	Devenyi	3.5	\$1,504,750	8	\$3,034,200	11.5	\$4,538,950
194	Mario	Barrios	1	\$935,000	5	\$3,600,000	6	\$4,535,000
195	Elena	Theodoros	1	\$732,500	4	\$3,777,500	5	\$4,510,000
196	Christopher	Engelmann	1	\$624,000	8	\$3,830,850	9	\$4,454,850
197	Brenda	Mauldin	3	\$3,365,100	1	\$1,050,000	4	\$4,415,100
198	Gwen	Stark	6	\$3,520,000	2	\$888,500	8	\$4,408,500
199	Philip	Skowron	3	\$4,400,000	0	\$0	3	\$4,400,000
200	Kathleen	Ullo	3	\$4,111,375	0.5	\$262,500	3.5	\$4,373,875

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Lisa	Trace	0	\$0	1	\$4,350,000	1	\$4,350,000
202	Monica	McCarthy	0	\$0	9.5	\$4,349,300	9.5	\$4,349,300
203	Marc	Kaufman	3.5	\$1,575,000	4	\$2,760,000	7.5	\$4,335,000
204	Ian	Halpin	2	\$2,255,000	4	\$2,075,500	6	\$4,330,500
205	Theresa	Hahn	4	\$1,594,000	4	\$2,733,000	8	\$4,327,000
206	Mark	Zipperer	5	\$1,452,000	6	\$2,872,000	11	\$4,324,000
207	Santiago	Valdez	5	\$1,703,500	4.5	\$2,619,750	9.5	\$4,323,250
208	Amy	Duong	4.5	\$2,066,250	5	\$2,216,900	9.5	\$4,283,150
209	Michael	Kaufman	1	\$850,000	3	\$3,420,000	4	\$4,270,000
210	Mark	Ahmad	4	\$1,570,000	4	\$2,697,500	8	\$4,267,500
211	Michael	Olszewski	22	\$3,887,800	3	\$370,250	25	\$4,258,050
212	Kimberly	Kappelman	2.5	\$2,802,500	3	\$1,455,000	5.5	\$4,257,500
213	Jennifer	Johnson	2	\$767,500	4	\$3,466,500	6	\$4,234,000
214	Eric	Hublar	2	\$1,030,000	5	\$3,192,000	7	\$4,222,000
215	Keith	Goad	6	\$3,527,500	1	\$675,000	7	\$4,202,500
216	Chris	Gomes	0	\$0	9	\$4,181,900	9	\$4,181,900
217	Ryan	Gossett	1.5	\$785,000	4.5	\$3,395,550	6	\$4,180,550
218	Marlene	Rubenstein	4	\$2,271,250	3	\$1,880,675	7	\$4,151,925
219	Ali	Bakir	1	\$325,000	6	\$3,816,000	7	\$4,141,000
220	Connie	Engel	8	\$3,836,000	1	\$300,000	9	\$4,136,000
221	Sara	McCarthy	3	\$1,527,000	7	\$2,608,500	10	\$4,135,500
222	Anna	Theofanous	3.5	\$2,812,500	2	\$1,318,820	5.5	\$4,131,320
223	Reve'	Kendall	6	\$3,317,500	3	\$807,000	9	\$4,124,500
224	Mircea	Campean	1	\$210,000	1	\$3,902,000	2	\$4,112,000
225	Anne	Rossley	4	\$2,256,250	3	\$1,830,000	7	\$4,086,250
226	Cory	Tanzer	5.5	\$1,757,000	5	\$2,323,000	10.5	\$4,080,000
227	Bari	Levine	4	\$1,978,300	3	\$2,100,000	7	\$4,078,300
228	Stefanie	D'Agostino	14	\$4,074,400	0	\$0	14	\$4,074,400
229	Nick	Kluding	3	\$1,900,000	2	\$2,172,000	5	\$4,072,000
230	Nick	Rendleman	0	\$0	12	\$4,048,600	12	\$4,048,600
231	Shannon	Giampa	1	\$4,038,000	0	\$0	1	\$4,038,000
232	Maria	DelBoccio	4	\$1,322,100	3	\$2,697,000	7	\$4,019,100
233	Melissa	Edidin	2	\$974,000	4	\$3,043,500	6	\$4,017,500
234	Robert	Sullivan	4.5	\$3,540,000	1	\$458,000	5.5	\$3,998,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Keith	Brand	4	\$1,664,900	4	\$2,312,499	8	\$3,977,399
236	Robert	Yoshimura	6	\$2,016,000	4	\$1,950,000	10	\$3,966,000
237	Anna	Robertson	0	\$0	1	\$3,940,000	1	\$3,940,000
238	Jeanine	Wheeler	2	\$1,770,000	2	\$2,145,000	4	\$3,915,000
239	Arianna	Esper	5.5	\$3,447,000	1.5	\$440,000	7	\$3,887,000
240	Ken	Jungwirth	3	\$1,360,000	2	\$2,525,000	5	\$3,885,000
241	John	Charmelo	6	\$3,882,999	0	\$0	6	\$3,882,999
242	Dan	Nelson	2	\$1,249,750	7	\$2,623,900	9	\$3,873,650
243	Danny	Lewis	2.5	\$1,015,000	7	\$2,856,500	9.5	\$3,871,500
244	Jacqueline	Alter	9.5	\$2,767,500	3	\$1,084,900	12.5	\$3,852,400
245	Eamonn	Stafford	7	\$2,333,200	5	\$1,506,500	12	\$3,839,700
246	Joseph	Kotoch	1.5	\$1,509,750	5	\$2,328,000	6.5	\$3,837,750
247	Christopher	Pertile	2.5	\$2,417,000	4.5	\$1,416,000	7	\$3,833,000
248	Rachel	Martell	2	\$938,500	3	\$2,889,900	5	\$3,828,400
249	Douglas	Smith	3.5	\$3,806,100	1	\$20,000	4.5	\$3,826,100
250	Jennifer	Romolo	2	\$777,250	5	\$3,047,100	7	\$3,824,350

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. 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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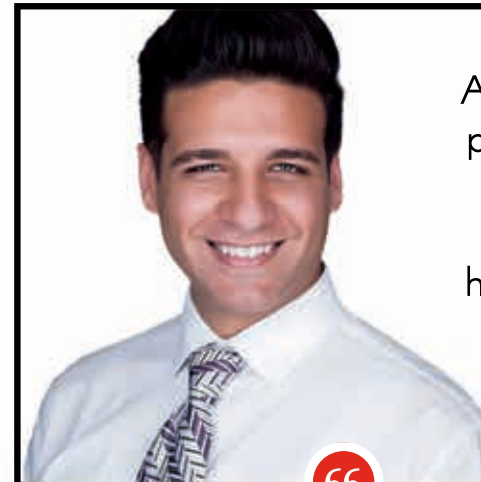
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