

NORTH SHORE

REAL PRODUCERS[®]

CONNECTING. EMPOWERING. INSPIRING.

Kim Shortsle
& Carleigh
Goldsberry

THE POWER OF
FRIENDSHIP

AGENT FEATURE:
Valerie Campbell

ON THE RISE:
Viola Waszkiewicz

PARTNER SPOTLIGHT:
Michael Leitner
Marvin's Mailers

SPRING EVENT:
Photos on Page 38

**TOP 200
STANDINGS**

JULY 2023



CHICAGO LUXURY LIVING
DONE RIGHT



REALTOR REFERRAL PROGRAM

Earn 2% commission for referred clients
who build with Middlefork Luxury

middleforkluxury.com . info@middleforkluxury.com . 312.214.0400



DESIGN

CHICAGO LUXURY HOME STAGING



www.mdesign.house/ · mj.murnane@mdesign.house · 847.922.6775

TABLE OF CONTENTS



11
Publisher's Note



14
Agent Feature: Valerie Campbell



20
Partner Spotlight: Michael Leitner with Marvin's Mailers



26
Cover Story: Kim Shortle and Carleigh Goldsberry



32
On the Rise: Viola Waszkiewicz



38
North Shore Real Producers Spring Event

MEET THE NORTH SHORE REAL PRODUCERS TEAM



Andy Burton
Publisher



Emily Burton
Director of Partner Success and Editorial Content



Melissa Lopez
Operations and Content Specialist



Blair Piell
Events Coordinator



Katie Cremean
Ad Strategist



Christine Thom
Managing Editor



Laura Zickert
Writer



Chris Menezes
Writer



Richard Camacho
Photographer



Joseph Castello
Photographer



Elliot Powell
Photographer



Travis Heberling
Videographer



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *North Shore Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

TAYLOR & TAYLOR

MORTGAGES ARE PERSONAL
LET US TREAT YOU LIKE A PART OF OUR FAMILY!

KIRK TAYLOR,
BRANCH MANAGER
NMLS 312131
CROSS COUNTRY MORTGAGE, LLC
NMLS 1770104
9130 GALLERIA COURT
#101 NAPLES, FL 34109



312.919.0373

TAYLOR@MYCCMORTGAGE.COM
WWW.LUCKYTAYLORLOANS.COM



THE LAW OFFICE OF



Real Estate Law

www.mpplawyer.com | mayra@mpplawyer.com

Hablo Español

505 N. Riverside Dr. | Suite 202 | Gurnee | 847-707-3236 |



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ACCOUNTING - CPA

The Hechtman Group Ltd
(847) 853-2599
TheHechtmanGroup.com

ARCHITECT

YR Studio
(312) 823-0569
yr-studio.com

ATTORNEY

Chang Legal, LLC
David Chang
(847) 907-4971
ChangLegal.com

FLOSS LAW, LLC

Bob Floss
(224) 326-2903
FlossLaw.com

LAW OFFICE OF JUDY K. MALDONADO

(847) 379-7300
jkmlaw.com

LAW OFFICE OF MAYRA PRADO-PAGAN

(847) 707-3236
MPPLawyer.com

LINCOLN STREET LAW P.C.

Kathy O'Malley
(847) 912-7250
LincolnStreetLaw.com

THE DAVID FRANK LAW GROUP

(773) 255-6499
TheDavidFrankLawGroup.com

BUILDER

A Perry Homes
(847) 549-0668
APerryHomes.com

MIDDLEFORK, LLC

Andrew Bowyer
(312) 560-3969
MiddleForkLuxury.com

CLOSING GIFTS

Cutco Closing Gifts
Cut Above Gifts
(312) 899-6085
CutAboveGifts.com

DESIGN

Blair Crown Design Inc
(847) 903-2128
BlairCrownDesign.com

EVENT PLANNING

Paper to Party
(847) 903-2148
PaperToParty.com

FLOORING

Iskalis Flooring Group
John Iskalis
(847) 456-2426

HOME IMPROVEMENT

The ABL Group
George Markoustas
(847) 579-1600
theABLgroup.com

HOME INSPECTION

Dunsing Inspections
Jamie Dunsing
(847) 367-0782
Dunsing.com

EXTRA MILE INSPECTION

(847) 561-8232
ExtraMileInspection.com

INSURANCE

Goosehead Insurance
Boggs Agency
Kevin Boggs
(630) 365-7246
Goosehead.com

STATE FARM

The Matt Mitchell Agency
(847) 967-0300
InsureWithMatt.com

MOLD REMEDIATION

Green Home Solutions
Erik Sager
(860) 919-5538
GreenHomeSolutions.com

MORTGAGE / LENDER

CrossCountry Mortgage
John Noyes
(773) 213-1339
CrossCountryMortgage.com/
John-Noyes

CROSSCOUNTRY MORTGAGE

Kirk Taylor
(312) 919-0373
LuckyTaylorLoans.com

CROSSCOUNTRY MORTGAGE

Tammy Maranto
(630) 291-1476
CrossCountryMortgage.com

FORUM MORTGAGE BANCORP

Katherine Bukowski
(847) 456-4416

GOLD COAST BANK

Mark Johnson
(708) 710-8530

GUARANTEED RATE

The Alex Filin Team
(847) 732-8913
Rate.com/afilin
afilin@rate.com

MOTTO MORTGAGE

Desmond Lawe
(708) 522-7713
www.mottomortgage.com/
offices/affiliated-libertyville/
desmondlawe

MUTUAL OF OMAHA

Mortgage Brent Kenyon
(773) 410-0696
MutualMortgage.com

NEIGHBORHOOD LOANS

Michael Bencks
(773) 960-2278
MortgageBencks.com

NEIGHBORHOOD LOANS

Ryan Skaggs
(773) 569-8692
SkaggsMortgage.com

REVOLUTION MORTGAGE

(224) 595-8600
LendwithLarry.com

WINTRUST MORTGAGE

Brian Jessen
(847) 712-0830
wintrustmortgage.com/
Brian-Jessen

WINTRUST MORTGAGE

George Kaiser
(847) 784-1390
GKaiserTeam.com

PEST SOLUTIONS

Rose Pest Solutions
1-800-GOT-PESTS?
RosePestControl.com

PHOTOGRAPHY

Elliot Powell Photography
(414) 375-9559
PhotoEP.com

JOE CASTELLO PHOTOGRAPHY

(773) 842-3145
JoeCastelloPhotography.com

PRINTING, DIRECT

MAIL SERVICES

Marvin's Mailers
(847) 710-2346
MarvinsMailers.com

REAL ESTATE

PHOTOGRAPHY/

VIDEO/MATTERPORT

Prestige Real Estate
Images Inc.
(773) 209-3714
PrestigeListingPhotos.com

ROOFING

Etruscan Gutters & Roofing
Shaun Payne
(847) 926-0085
EtruscanRoofing.com

L.R. GREGORY AND SON

Jim Gregory
(847) 999-7297
LRGregory.com

STAGING

M Design, LLC
Andrew Bowyer
(312) 560-3969
MDesign.house

PHOENIX RISING HOME STAGING

(773) 433-3888
ChicagoStaging.com

TITLE COMPANY

Chicago Title
(224) 935-2830
CTCastleConnect.com

TREE SERVICES

Bartlett Tree Experts
(847) 559-9424
Bartlett.com

VIDEOGRAPHER

Visual FilmWorks
Travis Heberling
(872) 356-8135
VisualFilmWorks.com

FEATURED IN

LISTING PHOTOS, MATTERPORT 3D, LISTING VIDEO, FLOOR PLANS | TEXT /CALL 773-540-9556

Where Law and Business Meet
We Are A Firm You Can Trust

Your client's search for legal expertise by a professional real estate lawyer is over. Give us a call today!

LINCOLN STREET LAW, P.C.
Katherine S. O'Malley
Attorney at Law

CONTACT US: Office: 847-864-7770 | Mobile: 847-912-7250
LincolnStreetLaw.com | komalley@lincolnstreetlaw.com



LR GREGORY & SON
lrgregory.com

"LR Gregory and Son is my go to company for everything HVAC! Jim Gregory does great work and his service team is thorough and efficient. I've done my homework and their pricing is by far the best I've found. Great work!!"

- Russell A.

Our team of specialists are ready to assist you.

- For nearly 70 years, graciously serving Chicago's North Shore communities.
- Fully Licensed and Insured
24/7 Emergency Service
- Your Local HVAC, Roofing, and Plumbing Experts

Call Today for a FREE Estimate! • 847-999-7297

CURBSIDE CLOSINGS

DRIVE UP • STAY IN • SIGN • DRIVE OFF

CHICAGO TITLE ANNOUNCES THE ADDITION OF CURBSIDE CLOSINGS TO HELP FACILITATE YOUR UPCOMING REAL ESTATE TRANSACTIONS.

FEEL FREE TO REQUEST THIS SERVICE AT THE TIME OF SCHEDULING.



JKM | LAW OFFICE OF JUDY K. MALDONADO

WE HAVE REALTORS TALKING, AND HOMEOWNERS SPEECHLESS

"We had a wonderful experience with JKM from the beginning of the process all the way through our closing for our first purchase. Judy and her amazing team are extremely efficient and responsive. I would highly recommend her to anyone looking for a real estate lawyer." -Minu U



Judy K. Maldonado
Attorney

1800 NATIONS DRIVE STE 218, GURNEE, IL 60031
847-379-7300 • JKMLAW.COM



CLOSING GIFTS THAT ARE SURE TO

Sparkle!

CONTACT US TODAY FOR GIFTS THAT WILL MAKE YOU

Shine

ABOVE THE REST!



American made since 1949

cutabovegifts@gmail.com | cutabovegifts.com

YOUR CHICAGOLAND CLIENT RETENTION SYSTEM

Keeping Your Trees Healthy & Beautiful!



PRUNING



CABLING & BRACING



STORM DAMAGE



FERTILIZATION & SOIL CARE



PLANT ANALYSIS & DIAGNOSTICS



INSECT & DISEASE MANAGEMENT



1960 Old Willow Rd | Northbrook, IL 60062
847-559-9424 | www.bartlett.com



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 38!



Andy Burton
Publisher
andy.burton@RealProducersMag.com



@NSRealProducers



facebook.com/NorthShoreRealProducers

Are you walking on an Iskalis Floor?
Consider us for your next flooring project.
Showrooms: Gurnee (847) 662-7900 | Evanston (847) 475-1190



The Options And Advice Your Buyers Need.
The Service You Both Deserve.

Work with a lender you can count on and partner with me today!



Tammy Maranto | SVP of Mortgage Lending
NMLS #224415 | 2936 West Belmont Ave Chicago, IL 60618
(630) 291-1476 | tammy.maranto@myccmortgage.com
crosscountymortgage.com



Thanks, North Shore.
I love being here to help in a community where people are making a difference every day. Thank you for all you do.

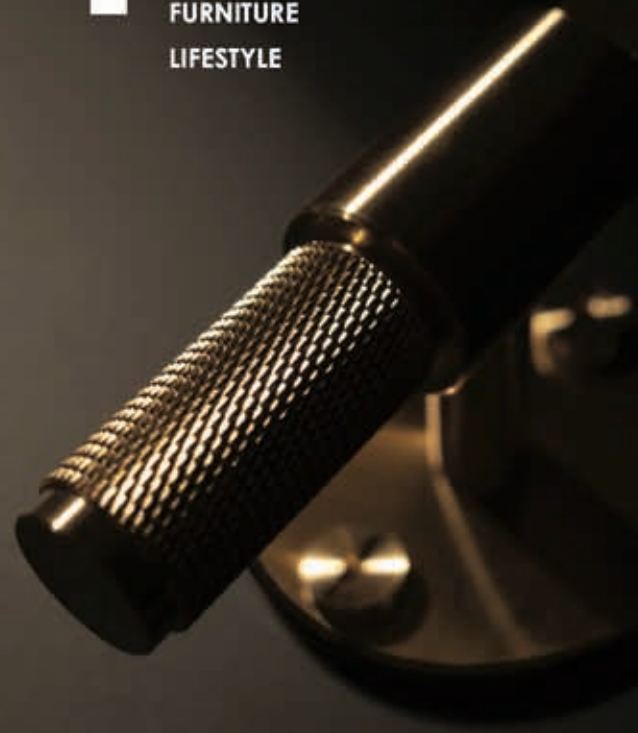
Mitchell Insurance Agency Inc
Matt Mitchell, President
www.insurewithmatt.com
matt@mattmitchellagency.com
Bus: 847-967-0300



NOW AVAILABLE IN STORE

BUSTER+PUNCH LONDON

- ELECTRICITY
- HARDWARE
- LIGHTING
- KITCHEN & BATH
- FURNITURE
- LIFESTYLE



ABLAZE DESIGN GROUP

DESIGN | BUILD | DECORATE | MAINTAIN + SHOP

259 WAUKEGAN AVE | HIGHWOOD IL
847.579.1600 | ABLAZEDESIGNGROUP.COM

Own Your Dream Home



Buy Now | Refi Later
Skip Our Future Fees*



LARRY STEINWAY

BRANCH MANAGER | SVP OF MORTGAGE LENDING

224.595.8600

larry@rev.loans

Lendwithlarry.com



Don't Lose Your Sale Because Of A MOLD Problem



Have Your Indoor Air Quality Assessment Completed TODAY!



Indoor Air Quality Experts
Mold & Disinfection Services



800-SOLUTIONS/GREENHOMESOLUTIONS.COM

AFFORDABLE FAST EFFECTIVE EPA-REGISTERED PRODUCTS



FREE TRAINING

from Visual Filmworks

You need to create video. This is nothing new, but did you know that only 9% of realtors are actually doing video? Visual Filmworks is an expert in video marketing.

We want to give you this FREE TRAINING to help you elevate your next video project. This is only for a limited time so don't miss out on getting this education



SCAN ME

872-356-8135

info@visualfilmworks.com

visualfilmworks.com



▶ agent feature

By Chris Menezes
Photos by Elliot Powell

Valerie Campbell

Fulfilling the Dream of Home

Many real estate agents measure their success by the number of homes they close on or how much volume they sell. For Valerie

Campbell, success in life was initially measured by just having a warm home and workable plumbing. It's ironic that, years later, she would be closing deals on homes far more luxurious than the one she dreamed of as a child.

Valerie grew up during the 1980s, but her descriptions of her childhood seem to better match one from the 1880s; she came from little means. Her family resided in the small town of Tioga (population at the time: about ninety people) in downstate Illinois, and lived in a house that was built in the nineteenth century and had limited modern amenities, but it did have an outhouse.

“Our home was insulated with newspaper and heated by the potbelly stove in the kitchen,” Valerie recalls. “I could see my breath at night when I went to bed. We didn't have hot water most of the time. I'd have to pump water into a canner [a large pot] from our well in the side yard, and then heat it up to take a bath. Our summers were spent tending the garden that provided a large share of our food, and cutting firewood so we could keep warm in the wintertime. I knew that success for me meant having a warm home with a shower, and that I would have to work extremely hard to attain that.”

Determined to create a better life for herself, Valerie took a keen interest in business at a young age. In high school, she was not only the chapter president of the Future Business Leaders of America student organization, but placed second

in the state competition. That win took her to Anaheim, California, where she competed in the national competition. Her success became a launching pad and led Valerie to pursue a business management degree.

Valerie left home in 1987 to attend Quincy University in Illinois. She lived with her beloved Aunt Grace, whom Valerie would later name her daughter after. Valerie juggled her studies with three part-time jobs, all while helping her aging aunt at home. She also met her future husband, Roy, during college. After graduating and starting their careers, the couple began to save diligently to start their family.

Valerie decided to try her hand at real estate after her father-in-law told her he thought she would be good at being a REALTOR®. Although it was a field she knew little about, she realized she'd be able to utilize her business management degree and interest in hospitality. She was only twenty-two, had just moved to the area, and had zero connections but Valerie was undeterred. She worked numerous temp jobs during the day, and then worked through the night at the office, growing her client base alongside handling her responsibilities.

“I combed through newspaper ads looking for FSBOs to call and write notes to, sat open houses every weekend, and did as much floor time as possible. I worked with every lead that came my way. It was difficult, but I kept at it to grow my business and reach my goals,” she says.

Her hard work and dedication decidedly paid off, and she found that she thrived in real estate's challenging environment as she worked hard representing buyers,



“It was difficult, but I kept at it to grow my business and reach my goals.”

sellers, and even some builders. Since then, unquestionably, Valerie has expertly honed her skills to meet the needs of her clients efficiently and effectively: over the past thirty years, she has produced \$250 million in volume. She finds great satisfaction and joy in helping her clients find a warm home they can call their own, and one in which they can raise their families and reach for their dreams. She also enjoys sharing her accumulated knowledge of the industry with other agents at her Baird & Warner office and helping them achieve their goals.

mathematics at the University of Notre Dame; her younger son, Grant, is set to study astronomy and astrophysics at Butler University; and her daughter, Grace, a sophomore at Carmel Catholic High School, aspires to continue to play softball in college.

Valerie defines success as continuing to excel in her business while helping others, and balancing her professional success with what she considers her most important role in life: parenting and raising caring, respectful, and empathetic children.

“I have worked hard to find the balance between the needs of my children and my clients, and I am grateful that real estate has given me the wonderful gift of flexibility to be there for my children—to be truly present in their lives on a daily basis,” she says.

Valerie is a proud mother of three. Her eldest son, Mitchell, is majoring in finance and applied

Valerie with her family.



Valerie says that her favorite way to relax is “to sit on my deck and look at the lake and all the wildlife. It’s an ever-changing view and I find it cathartic. Connecting with nature and enjoying the beauty that God provides is nourishing.”

As someone who could only dream of living in a warm home as a child to becoming a successful real estate professional and loving mother, Valerie has a unique perspective on the importance of housing, and it motivates her every single day. “No matter what price range or type of housing someone is searching for, it’s special—because that home is the place where they can find warmth and where they can lay their head at night comfortably and feel secure,” states Valerie.

Valerie is thankful for her humble beginnings, which helped shape her into the dedicated and empathetic professional she is today. She is already looking forward to the next thirty years.

Paper to Party

— EVENT PLANNING —

Be a guest at your own event.

- Personal Touch
- Coordination
 - Full
 - Partial
- Wording
- Calligraphy
- Theme Party Book
- Printing
 - Thermography
 - Flat
 - Letterpress
- Quick Turnaround

CALL LINDA TODAY TO GET STARTED!

847-903-2148

papertoparty@comcast.net
papertoparty.com



Where Options Meet Expertise

“It was a great experience working with Desmond! He made the process so easy.”
- Leslie C.



DESMOND LAWE

Mortgage Loan Originator

NMLS# 915359

Licensed States: IL

(708) 522-7713

501 Peterson Road, Suite 200B
Libertyville, IL 60048



Inspiring conversations with the nation's top real estate agents.

Same Brand, New Reach –
Tune in for free today



podcast.realproducersmag.com



A. PERRY HOMES
ARCHITECTS ■ BUILDERS

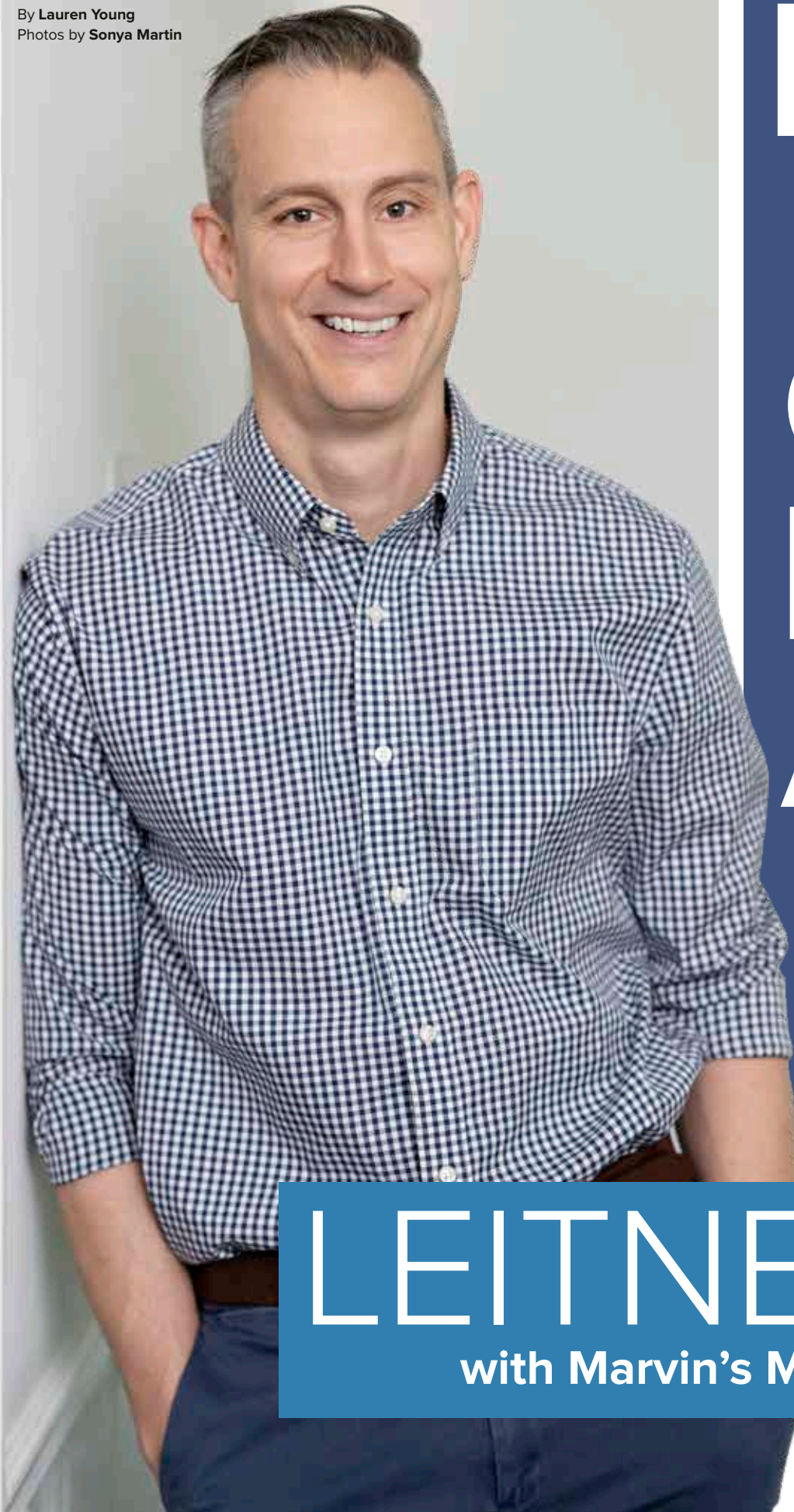


A. PERRY HOMES

are the architects and builders of choice for families who believe making their dream home should be a fun and engaging process that focuses on their traditions and lifestyle needs. The consistent result for the families that choose our award-winning firm is an exciting experience that begins with a dream and ends with a dream home.

APERRYHOMES.COM | 847.549.0668 | @HOME_BUILDER

By Lauren Young
Photos by Sonya Martin



M
I
C
H
A
E
L

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.

WHAT DIFFERENTIATES OUR MAILERS IS THE USEFUL, LOCAL CONTENT THAT RECIPIENTS **WILL WANT TO KEEP IN REACH FOR MONTHS...**

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.

THOUGHTFUL SOLUTIONS IN INTERIOR DESIGN

I'LL HELP YOU CLOSE YOUR DEAL FAST BY PROVIDING A VISION TO YOUR CLIENTS OF THEIR *future home.*

BLAIR CROWN DESIGN
224-707-0138
BLAIR@BLAIRCROWNDDESIGN.COM

Relationship Banking With Proven Value
Where every customer gets treated like family
Gold Coast Bank est. 2007.

Gold Coast Bank
CHICAGO

Mark Johnson
Gold Coast Bank
VP Residential Lending
NMLS# 697453
1165 N Clark St #200
Chicago, IL 60610

THIS MONTH DUNSING INSPECTIONS CELEBRATES A FAVORITE CHARITY OF THE NUNEZ HOME TEAM with

Fill a heart 4 kidsTM

Building Brighter Futures 4 Foster & Homeless Children!

www.fillaheart4kids.org

DUNSING INSPECTIONS CALL 847.367.0782
SCHEDULE 24/7 Online www.Dunsing.com

Making The Closing Process As Easy As Riding A Bike!

Refer your clients to us for a smooth real estate transaction from contract to close.

CHANG LEGAL LLC
ATTORNEYS AT LAW

David Chang, Attorney at Law | 15+ Years of Experience with Real Estate Matters in Chicagoland.

847.907.4971 | changlegal.com | david@changlegal.com

KIM SHORTSLE and CARLEIGH GOLDSBERRY



►► cover story

The Power of Friendship

By Chris Menezes

Photos by Prestige Real Estate Images Inc.

For Kim Lonergan Shortsle and Carleigh Mia Goldsberry, real estate is more than a business and they are more than business partners: they're best friends who are living their best lives together, every day. Having started in the business nearly ten years ago at the same time, meeting as trainees at Coldwell Banker, they built their businesses as solo agents at first. Since partnering at Berkshire Hathaway, however, they have learned that the path of real estate is best traveled together.

"A big part of our business is being out and about a lot," explains Kim. "You will always see us at the local restaurants, bars, and coffee shops. We walk and ride bikes in town. We love seeing everyone and supporting all the businesses. It's just part of how we live each day," she says. "Drop the kids off, do some showings, get them dinner, write an offer—for me, it's the perfect way to live."

"The flexible schedule in real estate is a huge plus for a mom of three," adds Carleigh. "And at the same time, I definitely couldn't do it without Kim! We work a lot on the run, so you'll see us looking like the worst friends ever, constantly on our phones."

Carleigh is the current president of the Lake Bluff Middle School PTO, and Kim volunteers at her kids' school all the time. Kim has also served as the president of their parent association and has organized large charitable auctions. The passion they have for their community and being involved

in their kids' schools and lives creates a perfect synergy with their business: their personal lives fuel their business lives and vice versa.

Both Kim and Carleigh grew up in Lake Forest. Kim attended the University of Michigan, and went on to work in marketing for Leo Burnett, serving prestigious clients like Philip Morris and Disney. She then attended a design school in Chicago for interior design before becoming a stay-at-home mom. Fueled by a love for work and the feeling of accomplishment, she decided to take her background in marketing and design into real estate and show her three boys what a "hard working mommy looks like."

Carleigh studied early childhood education at Northern Arizona University, then spent fifteen years working as a local preschool teacher and freelance graphic designer before entering real estate. After so many years of being around children, she began to crave more "adult

interactions.” She met a managing broker who thought she would make a great addition to his office and decided to jump in.

While Kim and Carleigh started their careers at the same time, they didn’t officially partner together until they both joined Berkshire Hathaway, roughly four years later. “My business was at the point where I needed a partner,” Kim explains, “and Carleigh was the perfect choice. She is so inspirational with how she lives life every day, finding humor and happiness—she is the most optimistic person I know. She is also hysterically funny and uses her humor a lot in our listings and presentations. She adds so much to our business.”

“My friendship with Kim has been by far the biggest reward in my real estate career,” says Carleigh. “I love her energy, positivity, and enthusiasm. We are truly together non-stop, and the connections we make together are precious. I love it when our clients and friends overlap.”

Kim and Carleigh center their business on the connections they make. For them, real estate is about taking care of their people. “It’s not about the actual transaction, it’s about going on the journey with each family and individual client to find their special place. It’s about making each soul happy,” Kim says. “That is what inspires us.”

According to Kim and Carleigh, the secret to a great partnership is similar to that of a successful marriage: always treat your partner as a friend, respect them, and laugh a lot. They add that it’s important to hang out as friends and not have it be about work all the time, too. And for as hard as these two work, they are in full agreement that downtime is very important, not only for their partnership, but for their personal lives as well.



Kim with her family in England.



Carleigh with her family on the ferry to Washington Island, WI.

“

It’s not about the actual transaction... It’s about making each soul happy. That is what inspires us.”

- KIM



To relax, Kim makes it a point to sit in the sunshine for a few minutes each day and to always have music on. She also loves to garden with her husband, Luke Mutter, and sit down with a good puzzle with one of her kids.

Carleigh enjoys taking after-dinner walks and sitting around a bonfire with her husband, Matt, and their kids—Gretta, Peter, and Anders—who are teenagers now. She also loves going to her family's house on Washington Island, WI, to swim, walk, bike, and relax for a few weeks at a time. Out of all her interests, however, Carleigh is most obsessed with real estate data. "I'm a bit of a geek that way. Kim makes fun of me," she says, laughing.

Looking into the future, Kim and Carleigh both say that the sky is the limit for the two of them, expressing how beyond blessed they feel to have found each other. As they continue embracing their professional journey with humor, hard work, and a collective spirit and love for community, they will continue to exemplify the power of friendship and how the path to success is best traveled together.



WINTRUST
MORTGAGE



MAKE YOUR JUMBO PURCHASE A REALITY.

Purchase more without putting more down



BRIAN R. JESSEN
SVP of Mortgage Lending
NMLS# 205801
CELL 847.712.0830
BJessen@WintrustMortgage.com
WintrustMortgage.com/Brian-Jessen
727 N Bank Ln, Lake Forest, IL 60045

CALL ME TODAY!
Let's have a
conversation



Restrictions apply depending on program selected. Programs, rates, terms, and conditions are subject to change at any time and without notice. All approvals are subject to underwriting guidelines. Wintrust Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #449042. © 2022 Wintrust Mortgage

VIOLA



▶▶ on the rise

By Chris Menezes
Photos by Joseph Castello

WASZKIEWICZ

WHEN YOU BELIEVE THE SKY IS THE LIMIT

When Viola Waszkiewicz left her career as a licensed massage therapist and entered real estate in 2018, her day-to-day work life changed dramatically. Moving from the peaceful calm of a massage therapy room to the fast-paced environment of being on the phone and computer, and dealing with the ups and downs of real estate was quite a shock for Viola. However, it wasn't the first time she had needed to adjust to a new environment.

Born and raised in Poland, Viola arrived in the United States soon after graduating from high school in 2001; she was a teenager and new to the language and culture. However, like she did with real estate, she embraced the challenge with excitement and optimism. "I enjoyed the diversity and getting to know so many different cultures and foods, and just being around so many other people. I was so fascinated by it," she says.

Viola, who would later obtain an AA degree in early childhood education, didn't yet know enough English to attend college at the time, but she believed she was in "the land of opportunity" and felt the sky was the limit. It took her a while to sort through the many choices in front of her.

"For the first few years, I was all over the place with what I was doing," she says. "I had that mindset that I could truly be whoever I wanted to be professionally and personally. So once I [knew I] wanted to do something, I would just find a school for it and go for it."

Viola finished massage school in 2006 and officially started her career as a massage therapist. A self-described workaholic, she not only loved working but also didn't know how to say no, which often led to her exhausting herself. Although she wasn't looking to change careers, after a decade of dedicated bodywork, the effort began to take a toll on her body.

Then, a friend of Viola's who had been a real estate agent in Illinois at one point, suggested she would make a good agent. Viola laughed it off at the time, thinking she would never be a salesperson. But a few months later, in 2018, she reconsidered and decided to get her license. Still skeptical in the beginning of her career, it took some time for her to know whether or not real estate was her "thing."

You see, while she loved working with people in real estate, she was afraid that she may have only traded backaches for headaches. But there was something about helping a person find a home and getting them through an important decision that was incredibly fulfilling to her.

"It took me about a year and a half to decide and go full-time, but then I never looked back. I still don't consider myself a salesperson. I see myself in a similar role to what I did before: I provide people a service with care and passion," Viola says.



“““
I PROVIDE PEOPLE
A SERVICE WITH
CARE AND PASSION.

“I find being a REALTOR® very rewarding,” she emphasizes. “Seeing my clients happy at the end is quite an amazing feeling. Sometimes transactions aren’t easy, I would even say stressful, and you have to wear many hats to make things happen. But at the end of the day, it’s all so worth it, and I can totally see myself doing this for the rest of my life.”

Like for many REALTORS®, finding a balance between work and personal time is always a challenge. But in recent years Viola has become quite proficient at traveling and working at the same time: Just last year, she obtained her California real estate license, and in March of this year, started working with Exit Alliance Realty in the San Diego area. San Diego has become a second home to her over the past seven years, and she hopes to start “selling sunsets” by the end of this year. “Ideally, I would love to eventually run two great teams, but I am taking things one step at a time. For now, I will be traveling between the two states and seeing what life has in store for me,” she says.

In her personal time, in addition to traveling to warmer climates and hitting the beach whenever she can, Viola enjoys seeing live concerts, and dancing and singing. She used to sing in a wedding band and hopes to learn to play the drums one day. Viola is a strong believer in seizing the day—she knows how quickly life can pass by. So she makes it a point to travel and spend time with friends and family as much as possible.



Viola with her mother, Dorothy, sister, Isabela, and niece, Gabriella.

From the serene confines of a massage therapy room to the face-paced world of real estate, Viola has successfully switched gears, proving that it’s never too late to knead out a new path in life. As she continues building her American dream in Chicago while setting her sights on California sunsets, truly for Viola, the sky remains the limit.



Don't let summer slip away stressing about your closing.

Work with an attorney you can trust.



Bob Floss II
Real Estate Attorney



Residential/Commercial Closings, Evictions, Partnerships

1200 Shermer Road, Suite 206 | Northbrook, IL 60062
flosslaw.com | Bob@flosslaw.com | 224-326-2903



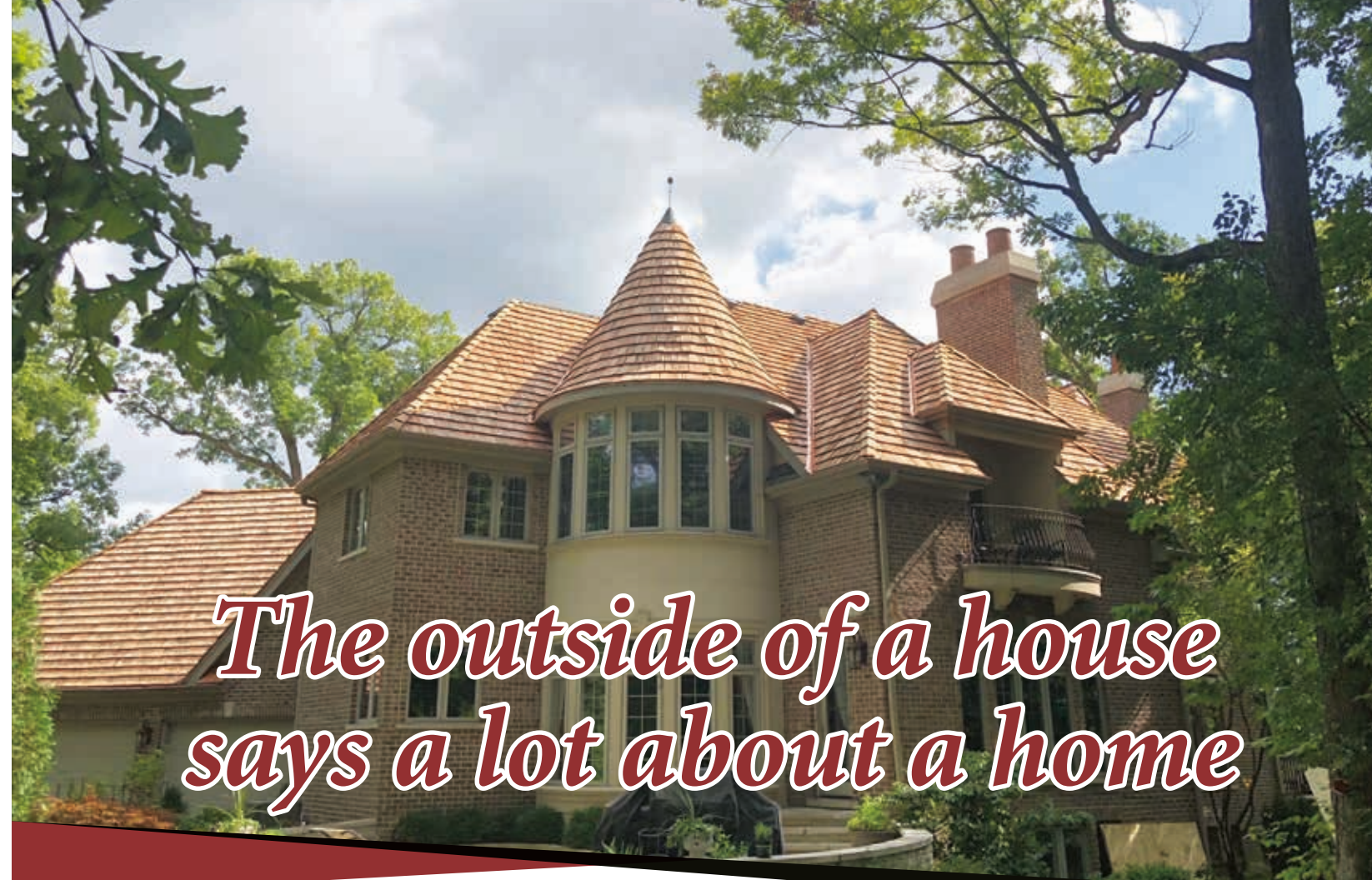
Photography

Editorial • Events • Portraiture

photoep.com

414-375-9559

elliott@photoep.com



The outside of a house says a lot about a home



goosehead
INSURANCE
Boggs Agency

Goosehead agents work directly with lenders and realtors to help transactions close smoothly.



KEVIN BOGGS

Agency Owner
License #:3000134505

630-365-7248 | kevin.boggs@goosehead.com

181 S Bloomingdale Rd Suite 104 | Bloomingdale, IL 60108

agents.gooseheadinsurance.com/il/bloomingdale/125-e-lake-st

WINTRUST MORTGAGE

FLEXIBLE SOLUTIONS
TO GIVE YOUR CLIENTS THE
Confidence To Close

BLAIR ROBINSON
Loan Officer
NMLS #755971
DIRECT: 847.784.1394
Cell: 847.525.0923
BRobinson@wintrustmortgage.com
GKaiserTeam.com

GEORGE KAISER
Loan Officer
NMLS #755857
DIRECT: 847.784.1390
Cell: 847.804.5725
GKaiser@wintrustmortgage.com
GKaiserTeam.com

245 Waukegan Rd., Northfield, IL 60093
231 S. LaSalle St., Chicago, IL 60604

WINTRUST Mortgage is a division of Barrington Bank & Trust Company, N.A., a Wintrust Community Bank NMLS #8904. © 2018 Wintrust Mortgage.



ETRUSCAN

GUTTERS & ROOFING

By referring us to your client, we can help improve their home appearance and functionality for a **faster sale.**

*Roofing and Gutter Services in the North Shore from
Evanston to Lake Bluff, IL*

Call us today at 847-926-0085 • etruscanroofing.com

SPRING EVENT

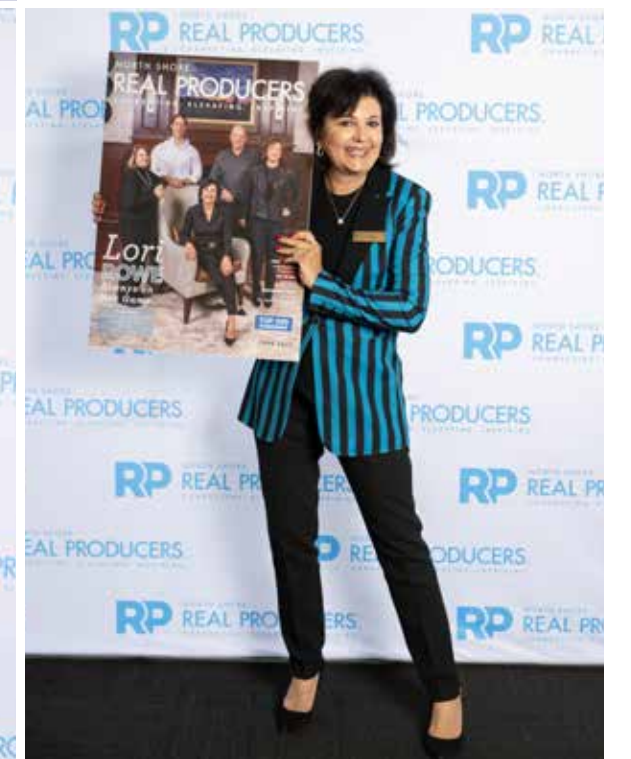
North Shore Real Producers Spring Event

Hosted by Greenwood American Kitchen & Bar



Greenwood American Kitchen & Bar was an excellent place to reconnect with the *North Shore Real Producers* community and enjoy hand-crafted cocktails on a fantastic patio fit for spring.

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!



SPRING EVENT RAFFLE WINNERS

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



Kelly Ipjian won a Ravinia night out that included a bottle of wine, a picnic blanket, and a gift card to Ravinia from Howard Sipe and Janelle Iaccino with Rose Pest Solutions.

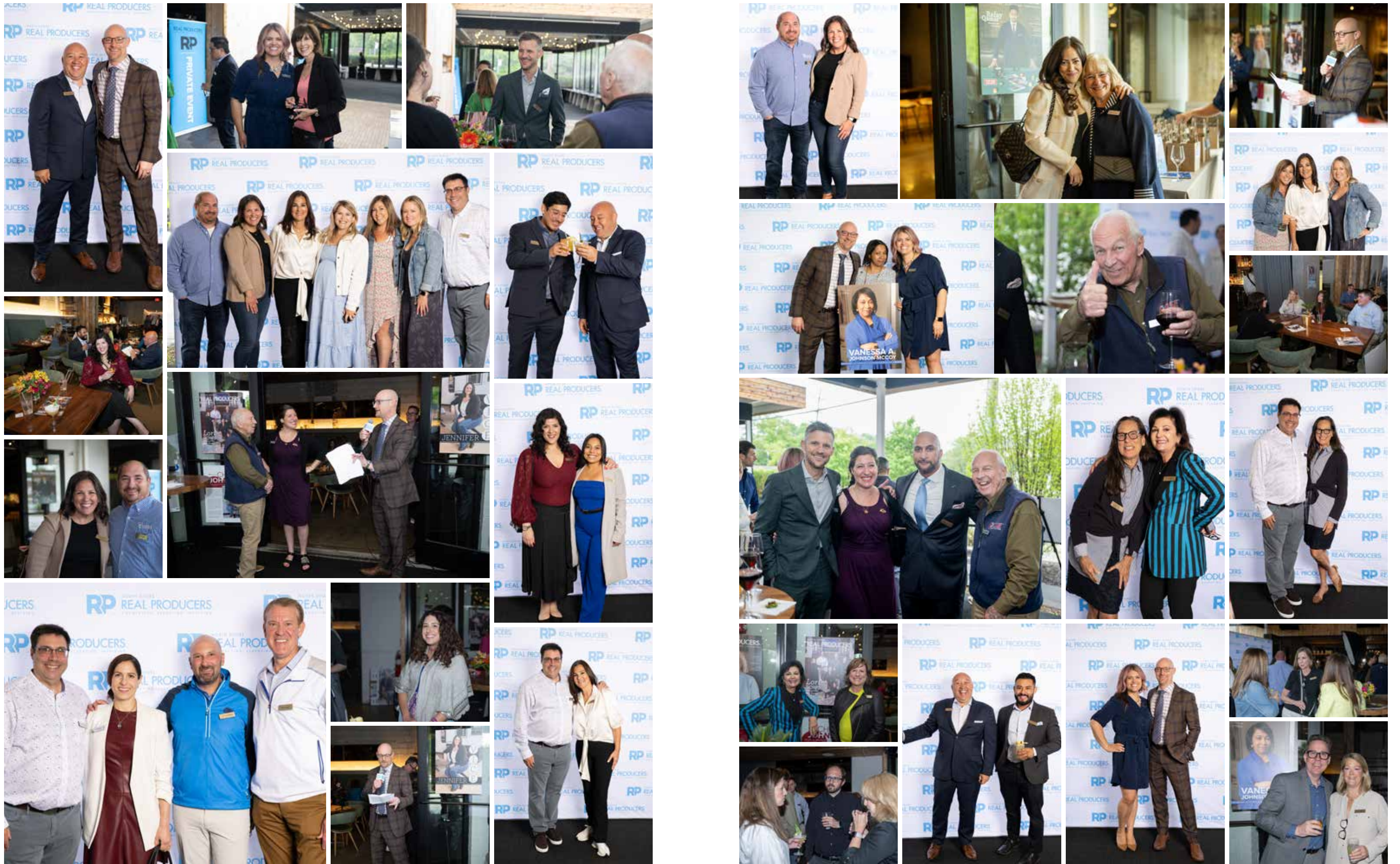


Anam Hargey won a beach bundle that included a Tommy Bahama chair and a JBL portable bluetooth speaker from Jay Miles with Extra Mile Inspection.



Daniel Morales won Cubs tickets and a gift card to the Hotel Zachary Chicago from MJ Murnane and Amanda Swolk with MDesign.





THE GOLD STANDARD

IN MAGAZINE & AD DESIGN



But don't just take our word for it.



Take theirs.



n2co.com



PROFESSIONAL PHOTOGRAPHY FOR REAL ESTATE PROFESSIONALS

773-842-3145
JOECASTELLOPHOTOGRAPHY.COM
JOECASTELLOPHOTOGRAPHY@GMAIL.COM

Work with experience

The difference is clear

I have more than **20 years** of

- Smooth, on-time closings
- Expertise and knowledge
- Proven financial strategies
- Happy clients

**Let me close your loan successfully!
Contact me today.**



John Noyes

SVP of Mortgage Lending
NMLS# 214555
O: 872-250-3623 | C: 773-213-1339
John.Noyes@myccmortgage.com
CrossCountryMortgage.com/John-Noyes



CrossCountry Mortgage | 909 Davis Street, Suite 500, Office 110, Evanston, IL 60201

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. Illinois Residential Mortgage Licensee. CrossCountry Mortgage, LLC. NMLS# 3029 NMLS# 1949573 (www.nmlsconsumeraccess.org).

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	49	\$28,734,146	31.5	\$18,404,980	80.5	\$47,139,126
2	John	Morrison	23	\$20,271,927	16	\$13,307,500	39	\$33,579,427
3	Anita	Olsen	83	\$33,370,760	0	\$0	83	\$33,370,760
4	Jena	Radnay	8	\$20,475,500	5	\$9,620,000	13	\$30,095,500
5	Connie	Dornan	16	\$11,491,302	17.5	\$13,796,300	33.5	\$25,287,602
6	Sarah	Leonard	39.5	\$13,310,645	38.5	\$11,068,790	78	\$24,379,435
7	Maria	DelBoccio	18	\$11,107,022	23	\$12,691,418	41	\$23,798,440
8	Paige	Dooley	6.5	\$10,957,100	8	\$11,804,000	14.5	\$22,761,100
9	Pam	MacPherson	9	\$9,040,000	11.5	\$12,492,950	20.5	\$21,532,950
10	Kim	Alden	7.5	\$4,254,750	51.5	\$17,187,810	59	\$21,442,560
11	Leslie	McDonnell	23	\$10,557,300	16	\$10,694,016	39	\$21,251,316
12	Holly	Connors	20	\$9,903,000	17.5	\$8,697,900	37.5	\$18,600,900
13	Janet	Borden	8	\$8,491,000	12	\$8,892,000	20	\$17,383,000
14	Dean	Tubekis	19.5	\$12,751,050	11.5	\$4,413,550	31	\$17,164,600
15	Craig	Fallico	19	\$10,902,000	11	\$5,320,500	30	\$16,222,500
16	Elizabeth	Wieneke	6.5	\$11,302,500	3	\$4,335,000	9.5	\$15,637,500
17	Jim	Starwalt	25	\$6,410,000	33.5	\$8,998,957	58.5	\$15,408,957
18	Dinny	Dwyer	4	\$9,842,250	2	\$5,422,000	6	\$15,264,250
19	Nancy	Adelman	4	\$8,520,000	5	\$6,610,500	9	\$15,130,500
20	Susan	Maman	4.5	\$6,623,000	4	\$6,994,000	8.5	\$13,617,000
21	Jacqueline	Lotzof	3.5	\$2,524,950	11.5	\$10,997,750	15	\$13,522,700
22	Michael	Thomas	11	\$5,055,000	12	\$8,306,746	23	\$13,361,746
23	Samantha	Kalamaras	12	\$8,975,000	4	\$4,347,740	16	\$13,322,740
24	Lisa	Wolf	23.5	\$10,618,300	5.5	\$2,099,900	29	\$12,718,200
25	Mary	Grant	3.5	\$6,178,500	3	\$6,375,000	6.5	\$12,553,500
26	Anne	Dubray	10	\$6,728,500	7	\$5,711,000	17	\$12,439,500
27	Alan	Berlow	10.5	\$6,853,000	8.5	\$5,056,000	19	\$11,909,000
28	Andra	O'Neill	8.5	\$7,430,400	4	\$4,385,000	12.5	\$11,815,400
29	James	Ziltz	23	\$11,602,960	0	\$0	23	\$11,602,960
30	Nicholas	Solano	20	\$11,505,996	0	\$0	20	\$11,505,996
31	Jackie	Mack	8.5	\$6,321,150	8	\$5,149,625	16.5	\$11,470,775
32	Kati	Spaniak	10	\$6,803,500	6.5	\$4,580,400	16.5	\$11,383,900
33	Shaun	Raugstad	6	\$7,006,000	4	\$4,045,500	10	\$11,051,500
34	Jamie	Hering	13.5	\$4,890,050	17.5	\$6,155,899	31	\$11,045,949

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Cory	Green	2	\$1,200,000	9	\$9,762,653	11	\$10,962,653
36	Jeff	Ohm	7	\$7,611,611	4	\$3,345,729	11	\$10,957,340
37	Geoff	Brown	4	\$3,653,625	4	\$6,910,000	8	\$10,563,625
38	Kelly	Malina	21	\$9,031,740	5	\$1,529,600	26	\$10,561,340
39	Cathy	Oberbroeckling	17	\$8,174,343	6	\$2,287,895	23	\$10,462,238
40	Robbie	Morrison	11	\$7,396,500	5	\$2,989,900	16	\$10,386,400
41	Linda	Little	17.5	\$10,335,612	0	\$0	17.5	\$10,335,612
42	Cheryl	Bonk	17.5	\$10,335,612	0	\$0	17.5	\$10,335,612
43	Joanne	Hudson	6	\$8,918,500	1	\$1,365,000	7	\$10,283,500
44	Alyson	Tesar	2	\$2,532,500	3.5	\$7,451,500	5.5	\$9,984,000
45	Meredith	Schreiber	5	\$4,035,500	9	\$5,934,500	14	\$9,970,000
46	Ted	Pickus	6	\$4,193,710	8	\$5,722,500	14	\$9,916,210
47	Lori	Baker	3.5	\$2,946,750	5	\$6,721,875	8.5	\$9,668,625
48	Corey	Barker	13	\$5,423,500	7	\$4,071,000	20	\$9,494,500
49	Suzanne	Myers	5	\$6,787,500	3	\$2,693,000	8	\$9,480,500
50	Mary	Hoffman	25	\$9,443,856	0	\$0	25	\$9,443,856

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.



WE INSPECT HOMES LIKE WE'RE BUYING THEM OURSELVES

HOME INSPECTION • RADON TESTING • THERMAL IMAGING



"Extra Mile Inspection was great. Jay was very professional and timely. We got a very thorough report a few hours after the inspection. I would recommend Extra Mile Inspection to anyone."

- Jonathan G





803 JENKISSON AVE.
LAKE BLUFF IL
847-561-8232
EXTRAMILEINSPECTION.COM




WE ARE IN *YOUR* NEIGHBORHOOD!

Come see our **NORTH SHORE** office

OUR CORE VALUES

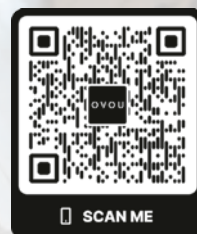
Growth Mindset • Transparent • Above and Beyond • Process Driven
Compassionate • Humble • Integrity • Loyal • Nimble

neighborhood **loans**

Your Neighborhood Lender



MICHAEL BENCKS
VP of Mortgage Lending
773-960-2278®
michael@neighborhoodloans.com
NMLS# 1202417



RYAN SKAGGS
VP of Mortgage Lending
P. 773.569.8692
ryan@Neighborhoodloans.com
NMLS# 425763

101 Green Bay Rd. Wilmette, IL 60091
Company NMLS# 222982



Neighborhood Loans, 1333 Butterfield Rd. Suite 600 Downers Grove, IL 60515. 1.800.207.8595. Neighborhood Loans is an Illinois, Wisconsin, and California Residential Mortgage Licensee. Neighborhood Loans is an approved FHA Lender. Not an agency of the federal government. All loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions apply. Licensed by the California Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. License #41DBO-118971

Stand Out. Stay Top of Mind. Sell More.

630.548.2650 • marvinsmailers.com • hello@marvinsmailers.com

Saturdays	Arlington Heights	8am - 12pm	May 13 - Oct 14
Saturdays	Aurora	8am - 12pm	Jun 10 - Oct 14
Saturdays	Batavia	8am - 12pm	May 20 - Oct 28
Saturdays	Chicago (Northcenter)	8am - 1pm	Jun 10 - Oct 28
Saturdays	Chicago (Lincoln Park)	7am - 1pm	Apr - Nov
Saturdays	Chicago (Lakeview)	8am - 2pm	Apr 15 - Oct 28
Saturdays	Downers Grove	7am - 12:30pm	May - Sept
Saturdays	Huntley	8am - 1pm	May - Oct
Saturdays	Lisle	8am - 1pm	May 6 - Oct 14
Saturdays	Morton Grove	8am - 12pm	Jun - Oct
Saturdays	Naperville	7am - 12pm	Jun - Nov
Saturdays	Oak Lawn	8am - 12pm	May - Sep
Saturdays	Palatine	7am - 1pm	May - Oct
Saturdays	Rolling Meadows	10am - 2pm	May - Sep
Saturdays	Roselle	8am - 12pm	June - Sept
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

Compliments of:

Home to a Better Mortgage Experience™

630-687-6030
toddgosteam@compmort.com
www.toddgosteam.com

Compass Mortgage
THE TODD GOSDEN TEAM

Enter monthly for a chance to win!
#weTHANKYOUwin

Illinois Residential Mortgage Licensee NMLS #21808, NMLS #21217

One Call.
One Solution.

Your preferred partner in public health since 1860!

800-GOT-PESTS? rosepestcontrol.com

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Sally	Mabadi	5	\$8,363,687	1	\$960,000	6	\$9,323,687
52	Tyler	Lewke	8	\$3,297,550	12.5	\$5,923,275	20.5	\$9,220,825
53	Vaseekaran	Janarthanam	5	\$2,149,900	17	\$7,025,625	22	\$9,175,525
54	Bonnie	Tripton	2	\$2,457,000	4	\$6,716,500	6	\$9,173,500
55	Amy	Derango	8	\$3,694,750	9	\$5,170,702	17	\$8,865,452
56	Sheryl	Graff	5.5	\$6,865,000	2	\$1,883,000	7.5	\$8,748,000
57	Marlene	Rubenstein	1.5	\$2,267,458	5	\$6,461,000	6.5	\$8,728,458
58	Beth	Wexler	6	\$3,861,000	6.5	\$4,709,460	12.5	\$8,570,460
59	Caroline	Starr	6.5	\$5,082,950	7.5	\$3,472,819	14	\$8,555,769
60	Susan	Teper	7	\$5,831,000	4	\$2,635,140	11	\$8,466,140
61	Jodi	Cinq-Mars	9	\$2,967,700	16.5	\$5,409,401	25.5	\$8,377,101
62	Catherine	Caravette	0	\$0	2	\$8,300,000	2	\$8,300,000
63	Matthew	Messel	7.5	\$3,167,498	12.5	\$5,000,900	20	\$8,168,398
64	Katrina	De Los Reyes	3.5	\$1,680,875	8	\$6,400,000	11.5	\$8,080,875
65	Judy	Greenberg	7	\$4,273,786	6.5	\$3,706,000	13.5	\$7,979,786
66	Abhijit	Leekha	2	\$515,000	18	\$7,360,589	20	\$7,875,589
67	Sherry	Molitor	1	\$3,312,500	1	\$4,560,000	2	\$7,872,500
68	Katharine	Hackett	1	\$1,261,000	6	\$6,525,000	7	\$7,786,000
69	Tamara	O'Connor	11	\$4,401,500	7	\$3,352,900	18	\$7,754,400
70	Karina	Kolb-Formento	3	\$1,953,000	1	\$5,750,000	4	\$7,703,000
71	Jodi	Taub	3	\$2,872,000	6	\$4,819,000	9	\$7,691,000
72	Nevin	Nelson	7	\$2,957,500	4	\$4,690,000	11	\$7,647,500
73	Lori	Rowe	10	\$5,276,025	4.5	\$2,226,000	14.5	\$7,502,025
74	Alissa	McNicholas	3.5	\$2,946,750	4	\$4,535,775	7.5	\$7,482,525
75	Nancy	Gibson	6	\$4,060,000	3	\$3,325,000	9	\$7,385,000
76	Missy	Jerfita	5	\$3,674,500	4	\$3,705,000	9	\$7,379,500
77	Joseph	Giampa	3	\$5,465,000	1	\$1,900,000	4	\$7,365,000
78	Beth	Alberts	2.5	\$3,076,500	5	\$4,262,500	7.5	\$7,339,000
79	Houda	Chedid	3	\$5,398,750	1	\$1,925,000	4	\$7,323,750
80	Stephanie	Andre	6.5	\$4,052,000	8	\$3,243,000	14.5	\$7,295,000
81	Gina	Shad	5	\$4,106,000	2	\$3,150,000	7	\$7,256,000
82	Dominick	Clarizio	3.5	\$4,772,500	2	\$2,469,800	5.5	\$7,242,300
83	Kate	Fanselow	3	\$2,685,000	4.5	\$4,455,000	7.5	\$7,140,000
84	Esther	Zamudio	10	\$2,798,300	16.5	\$4,291,101	26.5	\$7,089,401

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Bill	Flemming	11	\$6,434,977	1	\$610,741	12	\$7,045,718
86	Winfield	Cohen	8	\$2,473,500	6	\$4,560,250	14	\$7,033,750
87	Harris	Ali	1.5	\$1,066,500	14	\$5,962,300	15.5	\$7,028,800
88	Michael	Herrick	7	\$2,912,500	6	\$4,104,800	13	\$7,017,300
89	Leslie	Maguire	3	\$4,680,000	2	\$2,337,200	5	\$7,017,200
90	Katherine	Hudson	3	\$4,260,000	2	\$2,551,000	5	\$6,811,000
91	Laura	Cartwright	7	\$3,559,500	6	\$3,235,000	13	\$6,794,500
92	Diana	Matichyn	12	\$4,919,900	5.5	\$1,768,250	17.5	\$6,688,150
93	Carrie	McCormick	5	\$5,487,000	1	\$1,200,000	6	\$6,687,000
94	Lindsey	Kaplan	4.5	\$2,034,454	7.5	\$4,647,000	12	\$6,681,454
95	Kathryn	Mangel	0.5	\$1,136,000	3	\$5,500,000	3.5	\$6,636,000
96	Julia	Alexander	11	\$3,704,300	11	\$2,881,300	22	\$6,585,600
97	Ralph	Milito	5	\$2,850,000	7	\$3,732,500	12	\$6,582,500
98	Robert	Wisdom	15	\$4,478,500	7	\$2,012,490	22	\$6,490,990
99	Eugene	Abbott	5	\$2,297,500	5	\$4,132,100	10	\$6,429,600
100	Sarah	Toso	12	\$6,415,660	0	\$0	12	\$6,415,660

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.

**HELPING REALTORS...
HELP VETERANS**

VETERANS
useyourVAloans.com

Brent Kenyon
Vice President of Mortgage Lending
(773) 410-0696 Office: (847) 327-1716
NMLS # 789861

Mutual of Omaha MORTGAGE

200 N. Fairway Drive Suite 212 Vernon Hills, IL 60061 NMLS # 789865

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Linda	Levin	4	\$3,482,500	3	\$2,879,000	7	\$6,361,500
102	Marina	Carney	2.5	\$1,956,750	5	\$4,294,000	7.5	\$6,250,750
103	Ann	Lyon	2	\$1,754,500	1	\$4,495,000	3	\$6,249,500
104	Karen	Arenson	2.5	\$4,239,500	1	\$2,002,000	3.5	\$6,241,500
105	Jacquelynn	Gordon	1	\$3,050,000	2	\$3,100,000	3	\$6,150,000
106	Christopher	Davis	8	\$2,576,120	10	\$3,543,700	18	\$6,119,820
107	Scott	Shapiro	13	\$6,112,000	0	\$0	13	\$6,112,000
108	Elizabeth	Bryant	6	\$4,194,000	1	\$1,900,000	7	\$6,094,000
109	Maureen	O'Grady-Tuohy	6.5	\$5,012,750	1	\$1,056,000	7.5	\$6,068,750
110	Amy	Foote	7.5	\$2,735,707	12	\$3,255,000	19.5	\$5,990,707
111	Kelly	Janowiak	8.5	\$3,735,000	4	\$2,166,000	12.5	\$5,901,000
112	Danny	McGovern	4	\$4,209,000	3	\$1,674,000	7	\$5,883,000
113	Nathan	Freeborn	3	\$2,076,000	6	\$3,770,000	9	\$5,846,000
114	Elise	Rinaldi	1	\$2,450,000	4	\$3,355,000	5	\$5,805,000
115	Thomas	Zander	10	\$4,591,900	5	\$1,206,400	15	\$5,798,300
116	Mary	Summerville	5	\$3,012,000	7	\$2,779,750	12	\$5,791,750
117	Amy	Kite	6.5	\$2,792,276	7	\$2,929,995	13.5	\$5,722,270
118	Allison	Silver	5	\$4,594,500	1	\$1,058,000	6	\$5,652,500
119	Katherine	Harris	1.5	\$4,725,000	1	\$875,000	2.5	\$5,600,000
120	David	Schwabe	8	\$3,707,450	6	\$1,876,000	14	\$5,583,450
121	Susan	Pickard	8	\$2,653,000	8	\$2,905,915	16	\$5,558,915
122	Shannon	Bernard	0	\$0	2	\$5,535,000	2	\$5,535,000
123	Patti	Furman	16	\$5,520,974	0	\$0	16	\$5,520,974
124	Abbie	Joseph	1	\$4,560,000	1	\$910,000	2	\$5,470,000
125	Andee	Hausman	6	\$2,777,900	5	\$2,663,000	11	\$5,440,900
126	Basel	Tarabein	3.5	\$961,366	7.5	\$4,472,000	11	\$5,433,366
127	Michael	Lohens	6.5	\$3,408,000	3	\$1,982,900	9.5	\$5,390,900
128	Brandy	Isaac	5	\$2,633,000	3	\$2,700,000	8	\$5,333,000
129	Jen	Ortman	6	\$3,034,250	4	\$2,292,999	10	\$5,327,249
130	Ashley	Arzer	3.5	\$1,415,050	11	\$3,876,500	14.5	\$5,291,550
131	Elizabeth	Goodchild	4	\$1,124,500	13	\$4,140,300	17	\$5,264,800
132	Flor	Hasselbring	2.5	\$4,028,000	1	\$1,220,000	3.5	\$5,248,000
133	Mona	Hellinga	2.5	\$4,028,000	1	\$1,220,000	3.5	\$5,248,000
134	Mark	Nesci	2	\$830,000	6	\$4,403,000	8	\$5,233,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Frank	Denovi	16	\$5,205,750	0	\$0	16	\$5,205,750
136	Feliberto	Salgado	12	\$4,499,900	2	\$680,500	14	\$5,180,400
137	Benjamin	Hickman	4	\$1,418,000	10	\$3,738,340	14	\$5,156,340
138	Jesus	Perez	5	\$1,132,000	17	\$4,024,140	22	\$5,156,140
139	Jill	Okun	3	\$3,490,000	1	\$1,640,000	4	\$5,130,000
140	Mark	Kloss	7	\$3,184,000	3	\$1,938,500	10	\$5,122,500
141	Jody	Dickstein	3.5	\$4,324,000	1	\$775,000	4.5	\$5,099,000
142	Marla	Schneider	3.5	\$2,143,950	7	\$2,944,000	10.5	\$5,087,950
143	Tracy	Wurster	3.5	\$4,334,500	1	\$715,000	4.5	\$5,049,500
144	Liz	Watson	3	\$5,042,500	0	\$0	3	\$5,042,500
145	Jeffrey	Taylor	6.5	\$2,517,000	5	\$2,511,500	11.5	\$5,028,500
146	Robert	Picciariello	14	\$5,005,400	0	\$0	14	\$5,005,400
147	Anthony	Mehrabian	2	\$852,000	2	\$4,150,000	4	\$5,002,000
148	Julie	Hockenber	1	\$1,300,000	1	\$3,687,000	2	\$4,987,000
149	Randall	Brush	14.5	\$4,978,349	0	\$0	14.5	\$4,978,349
150	Julie	Pawl	4	\$2,990,000	2	\$1,950,000	6	\$4,940,000

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.

phoenix rising
You only sell your listing once... Be your client's hero, don't leave money on the closing table. Staging is more important than ever.

Phoenix Rising Home Staging
 • Largest staging company in Illinois
 • Over 8,000 homes installed

Complimentary flyer design and social media campaigns to highlight staging service with your brand
Call Now: 312-450-8365

Experienced Stagers | Special Pricing | Flexible Scheduling | Large Furniture Inventory

105 E Oakton St, Des Plaines, IL 60018 | staging@chicagostaging.com | 312-450-8365 | www.chicagostaging.com

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Izabela	Dianovsky	2	\$4,885,000	0	\$0	2	\$4,885,000
152	Debbie	Glickman	2.5	\$1,660,000	5	\$3,223,500	7.5	\$4,883,500
153	Jeannie	Kurtzhalts	4	\$4,844,000	0	\$0	4	\$4,844,000
154	Kelly	Fru mentino	6.5	\$4,832,118	0	\$0	6.5	\$4,832,118
155	Megan	Mawicke Bradley	2.5	\$3,463,529	1	\$1,360,000	3.5	\$4,823,529
156	John	Oertel	1.5	\$1,154,500	4	\$3,624,000	5.5	\$4,778,500
157	Connie	Barhorst	8	\$3,507,300	4	\$1,255,000	12	\$4,762,300
158	Sheryl	Fisher	2	\$1,735,000	2	\$3,000,000	4	\$4,735,000
159	Nicholas	Blackshaw	1	\$660,948	8	\$4,028,000	9	\$4,688,948
160	Lyn	Wise	4	\$2,479,500	2	\$2,205,000	6	\$4,684,500
161	Stefanie	Ridolfo	3.5	\$1,213,750	9	\$3,427,040	12.5	\$4,640,790
162	Laura	Fitzpatrick	3	\$1,729,900	3	\$2,876,250	6	\$4,606,150
163	Lisa	Trace	2	\$1,590,000	4	\$3,009,000	6	\$4,599,000
164	Hebert	Garcia	6	\$1,536,000	12	\$3,059,000	18	\$4,595,000
165	Judie	Fiandaca	3	\$4,578,000	0	\$0	3	\$4,578,000
166	Craig	Stein	8.5	\$2,691,500	6	\$1,872,000	14.5	\$4,563,500
167	Carly	Jones	2	\$1,805,000	2	\$2,750,000	4	\$4,555,000
168	Shaunna	Burhop	6	\$2,715,675	4	\$1,835,500	10	\$4,551,175
169	Tara	Kelleher	6	\$3,467,500	3	\$1,082,550	9	\$4,550,050
170	Darragh	Landry	2	\$1,829,000	3	\$2,715,500	5	\$4,544,500
171	Mandy	Montford	8	\$3,076,975	3	\$1,413,450	11	\$4,490,425
172	Samuel	Lubeck	2	\$1,345,000	7	\$3,135,950	9	\$4,480,950
173	Lisa	Wisdom	15	\$4,478,500	0	\$0	15	\$4,478,500
174	Rutul	Parekh	2	\$605,000	10	\$3,861,102	12	\$4,466,102
175	Linda	Martin	0.5	\$1,237,500	3	\$3,210,000	3.5	\$4,447,500
176	Ann	Challenger	0	\$0	2	\$4,440,000	2	\$4,440,000
177	Marybeth	Dazzo	2.5	\$1,170,750	4	\$3,254,000	6.5	\$4,424,750
178	Kate	Huff	2	\$1,660,000	2	\$2,757,500	4	\$4,417,500
179	Kathleen	Menighan	1	\$3,950,000	1	\$465,000	2	\$4,415,000
180	Luigui	Corral	5	\$1,776,499	6	\$2,617,900	11	\$4,394,399
181	Jenifer	Mccartney	3	\$2,043,000	4	\$2,351,000	7	\$4,394,000
182	Sang	Han	2	\$1,796,228	5	\$2,567,228	7	\$4,363,456
183	Leslie	Dhamer	2	\$3,907,740	1	\$419,000	3	\$4,326,740
184	Venera	Cameron	2	\$930,000	10	\$3,394,400	12	\$4,324,400

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Sheila	Doyle	4	\$1,784,000	4	\$2,522,990	8	\$4,306,990
186	Tetiana	Konenko	1	\$330,950	12	\$3,967,000	13	\$4,297,950
187	Cherie	Smith Zurek	12	\$3,646,900	2	\$640,000	14	\$4,286,900
188	Honore	Fru mentino	5	\$3,584,618	1.5	\$649,500	6.5	\$4,234,118
189	Mohammed	Iftikhar	7	\$2,948,000	4	\$1,278,286	11	\$4,226,286
190	Rafay	Qamar	4	\$1,959,900	7	\$2,256,000	11	\$4,215,900
191	Allyson	Campbell	5	\$2,673,000	4	\$1,522,500	9	\$4,195,500
192	Mariusz	Bilotas	4	\$2,131,000	3	\$2,062,500	7	\$4,193,500
193	Ken	Snedegar	2	\$488,230	6	\$3,686,698	8	\$4,174,928
194	Victoria	Waliczek	2.5	\$3,212,500	2	\$952,500	4.5	\$4,165,000
195	Dawn	Bremer	6	\$3,069,400	3.5	\$1,089,250	9.5	\$4,158,650
196	Sara	Brahm	0	\$0	3	\$4,145,000	3	\$4,145,000
197	Tim	Ratty	4	\$3,093,000	2	\$1,042,500	6	\$4,135,500
198	Rita	Masini	4	\$2,697,000	2	\$1,435,000	6	\$4,132,000
199	Holly	Cooper-Belconis	5	\$2,916,000	2	\$1,207,500	7	\$4,123,500
200	Connie	Antoniou	3	\$4,105,000	0	\$0	3	\$4,105,000

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.



YOU SELL HOUSES,

We Transform Them Into Dream Homes

HIGH-END DESIGN. TOP-NOTCH CONSTRUCTION

YR Studio is a full-service high-end design firm accomplished in new construction, full renovations, and custom homes. YR Studio caters to clients in the Greater Chicago area, with heaviest focus on the North Shore and Lake Geneva. YR Studio works with some of the most reputable and highest-quality builders, architects, and cabinet makers in the region. At YR Studio, projects are customized to best fit the unique vision and needs of each individual client.







ALEX FILIN

SVP OF MORTGAGE LENDING



\$52M CLOSED IN 2022



FAST CLEAR-TO-CLOSE
CTC IN AS LITTLE AS 24 HOURS



#1 JUMBO NON-BANK LENDER
GUARANTEED RATE

The summer market is here and it's just as competitive as past years. We can help!

You need a lender you can trust who can help your clients navigate changing market conditions, close fast, and make the process as smooth and easy as possible.

My team and I are ready to get your clients in the homebuying game!

I would be honored to connect and learn more about how to help you enhance your business.

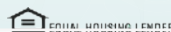
Scan my QR code to get started!

CONTACT ME!



guaranteedRate

PRESIDENT'S CLUB



C: (847) 732-8913 | O: (773) 897-3896
afilin@rate.com | rate.com/afilin

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

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information.

NMLS ID: 1433047, LO#: CA - CA-DFP1433047, CO - 100521177, FL - LO81724, IL - 0310041816, IN - 32861, KY - MC749969, MI - 1433047, MN - MN-MLO-1433047, WI - 1433047 Guaranteed Rate Inc., NMLS #2611. For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply CA - Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act CO - Regulated by the Division of Real Estate, (866)-934-7283 FL - Lic# MLD1102 IL - Residential Mortgage Licensee - IDFP, 122 South Michigan Avenue, Suite 1900, Chicago, Illinois, 60603, 312-793-3000, 3940 N. Ravenswood Ave., Chicago, IL 60613 #MB,0005932 IN - Lic #11060 & #10332 KY - Mortgage Company Lic #MC20335 MI - Lic #FR0018846 & SR0018847 MN - Not an offer for a rate lock agreement WI - Lic #27394BA & 2611BR

EXPERTS IN REAL ESTATE TAXES & ACCOUNTING



With over 20 years specializing in real estate accounting and tax strategies, our team of experts can guide you in achieving maximum return and growth for your business. From commercial and residential developers to agents and investors, we understand the complexities of your business.

Hechtman Group

Exceptional CPA services for small businesses with big plans

847.256.3100

info@thehechtmangroup.com www.thehechtmangroup.com



- Delivering the best in class legal representation from contract to closing
- Our seasoned team of real estate professionals seamlessly keep the deal moving
- Available nights and weekends



SCAN ME

The Law Firm that Always Keeps You in the Loop

773.255.6499

425.928.4061

david@frankesq.com

3400 Dundee Rd. Suite 320
Northbrook, IL 60062

thedavidfranklawgroup.com



MORTGAGE

OUR EXPERIENCE + YOUR CLIENT'S PEACE OF MIND = YOUR SUCCESS!

*Begin your relationship with
us **TODAY!***



Equal Housing Lender | Illinois Residential Mortgage Licensee.

2412 W North Ave Ste 2F, Chicago, IL 60647
P: 847-859-0020 F: 866-495-1032 **NMLS# 1797943**



Baghir Hamidov

Cell: 847-322-6778

bhamidov@fmbchicago.com

NMLS# 225559

Katherine D Bukowski

Cell: 847-456-4416

kbukowski@fmbchicago.com

NMLS# 224103