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SPRING EVENT:
Kennedy Rooftop
Wednesday, June 14th
1PM - 4PM
Details on page 60

AGENT FEATURES:

MICHAELA GORDON
ANNE ROSSLEY
JIM BUCZYNSKI

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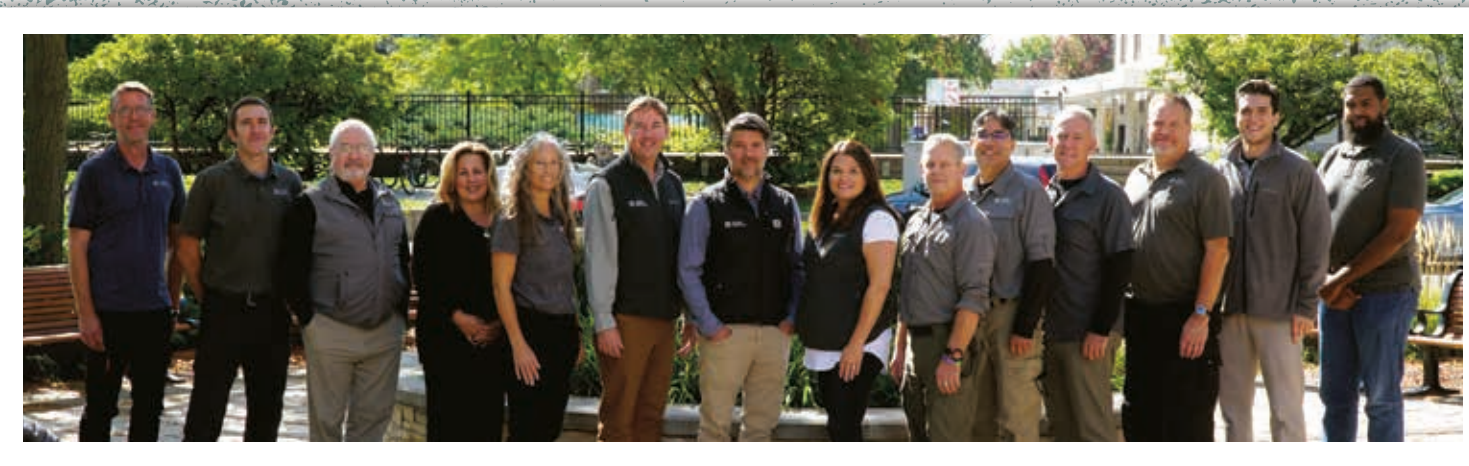
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at andy.burton@realproducersmag.com

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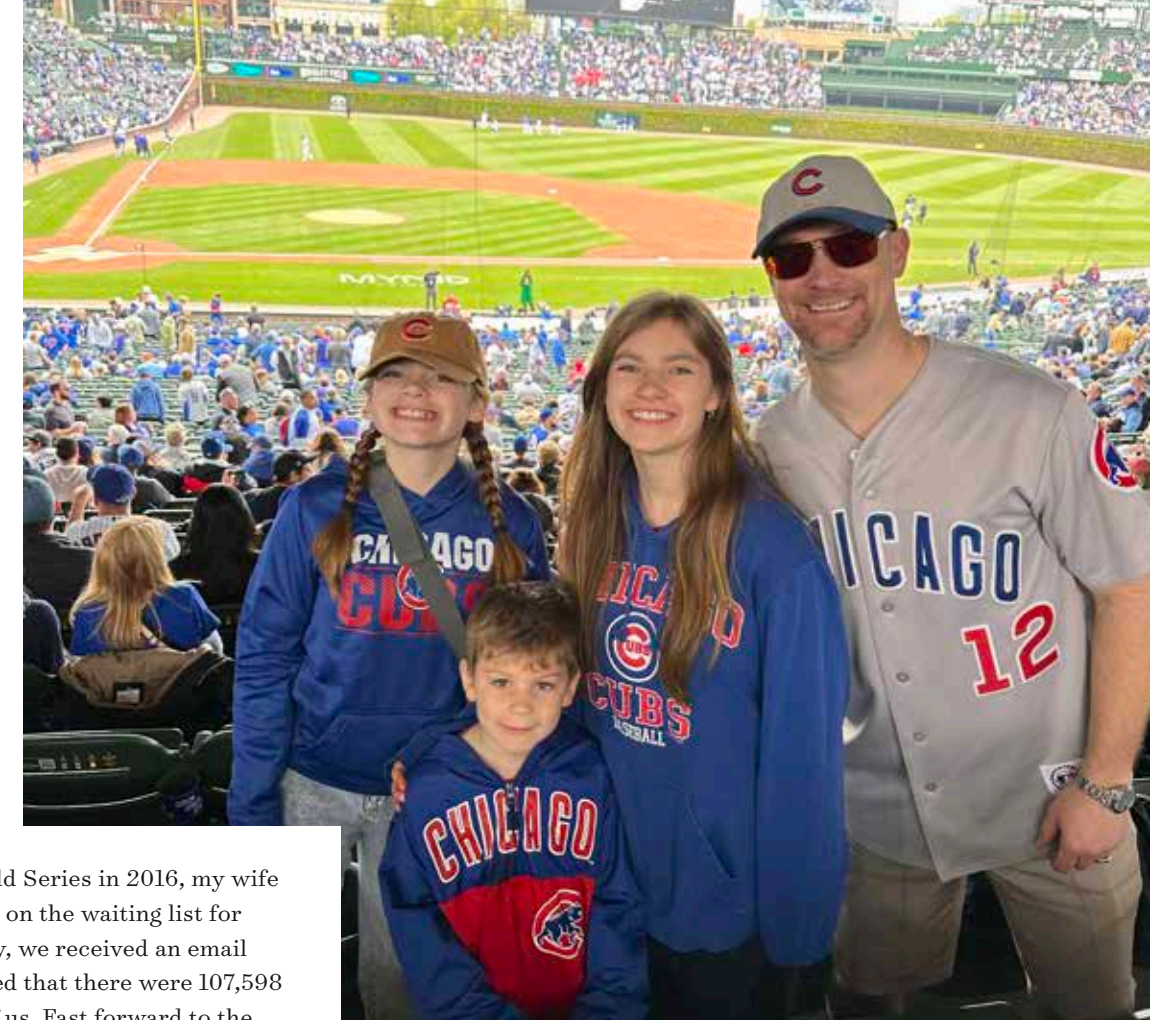
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PUBLISHER'S NOTE



After the Cubs won the World Series in 2016, my wife and I jokingly put our names on the waiting list for season tickets. To my dismay, we received an email that graciously communicated that there were 107,598 other people in line ahead of us. Fast forward to the fall of 2022, we were informed that it was our turn to purchase tickets if we still wanted them! I couldn't believe the day would ever come and it felt almost unattainable. Anything valuable is worth waiting for.

We've all seen ebbs and flows in our businesses this year. Some would say this economy is rough, but I see it as an opportunity to double down on growth. Successful entrepreneurs know that growth isn't always measured by numbers, but by the relationships which are cultivated in the process. It is the relationships that fuel the growth. People who are willing to put in the time to water a relationship, almost always experience a steady increase in production.

We are looking forward to reconnecting with everyone at our spring event on Wednesday, June 14th from 1pm-4pm at Kennedy Rooftop located in Wicker Park (1551 W North Ave. Chicago, IL 60622).



Details are on page 60 and be sure to register if you plan on attending!

Andy Burton
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MICHAELA GORDON

AGENT'S JOURNEY INSPIRES SEARCH FOR SAFE SHELTERS



» agent feature

By Lauren Young
Photos by Caleb Pickman

“I had a complicated childhood and an even harder road through my early twenties, but it showed me the importance of home,” says Michaela Gordon, lead broker and designer of MG Home Chicago with @properties in Bucktown. “It’s from this clarity and unwavering determination that I help clients find and create their homes, too.”



know exactly what to do next, she knew it should include her dream of helping others find safe spaces where they could live, grow, and thrive. It was a dream that developed amidst losing her mother at the young age of fourteen, and the years of uncertainty that followed.

“Growing up, my bedroom was the most important place to me,” she says. “Before my mom died, she helped me redecorate it and I chose a cheetah print for everything. After she died, I would redecorate often, using it as a way to re-inspire myself to go back into the world, day after day. I chased this experience in my pursuit of a real estate career.”

A few months after graduating from IIT, Michaela passed her real estate license exam. To get her foot into the door, she offered to redesign a rehabbed, 176-unit building in the South Loop for nearly no pay. She also convinced the lead REALTOR® to let her help sell the units. Michaela ended up closing 70 percent of the units herself.

Betting on herself paid off.

Michaela is originally from Lincolnshire. Her parents and grandparents emigrated from the USSR as refugees. As a child of immigrants, she felt pressure to follow one of only a few family-approved career paths. The one that most closely connected to her interests was architecture, so she pursued a degree in architecture with a minor in architectural history at the Illinois Institute of Technology’s College of Architecture. It wasn’t a perfect fit.

“I’m not a good student in the traditional way because I’m uber-creative and can’t sit still,” explains Michaela. “I really struggled academically and financially, working at various bars and restaurants, and at Starbucks, starting at 5 am, before going to class.”

After five years of struggling and a few months before graduation, Michaela sat on the steps of Crown Hall, which was designed by Mies van der Rohe, on campus and announced to her group of friends that she wasn’t going to be an architect—not a traditional one, at least. While she didn’t

“As a kid, I was a competitive ballroom dancer with the goal of going professional,” Michaela says. “The thing about being an athlete from a young age is that you learn not to quit. I’m someone who gets back up again, time and time again. That theme is all over my life story, and is something that has helped me in my career as well.”

Early in her real estate career, along with the usual new-agent obstacles, Michaela faced some unique challenges. Just two and a half years after she started, her estranged father died. His death uprooted the consistency of her business as he left behind an array of real estate endeavors to deal with, including an unfinished condo project on an island in Belize. Michaela’s never-give-up mindset saw her through the unfortunate years of lawsuits that followed. She finished the condo, made it a vacation rental, and turned it into a profitable investment property.

This summer, she will be putting the condo up for sale. “This project is one I am very proud of because it was one of the hardest things I have ever accomplished. It has also made me an expert in investment properties: I lived every step of this process and can now be a knowledgeable consultant to investor clients.”

Today, nearly ten years into her career as a REALTOR®, Michaela has firmly established herself as a go-to agent in Chicago. Her team has expanded to include architectural and interior design work, and



Michaela with her dog, Jax, at the beach in Los Angeles, CA.



Michaela and her niece at the Color Factory Chicago museum.



“**TYPICALLY, PEOPLE UNDERSTAND ‘HOME’ AS THE ROOF OVER THEIR HEAD...IT’S IMPORTANT TO FIND AND CREATE A HOME NOT ONLY FOR MY CLIENTS’ PHYSICAL SELVES BUT ALSO THEIR PEACE OF MIND.**”

multiple resources and partners. “We are a one-stop shop for clients,” she says. Michaela has also earned her license in California and is constantly looking for new ways to help her clients in their life transitions.

“People are constantly transitioning from one stage of life to another, and these transitions need to be nurtured,” Michaela explains. “Typically, people understand ‘home’ as the roof over their head. I think it’s equally important to look at it as a spiritual and emotional shelter, too. It’s important to find and create a home not only for my clients’ physical selves but also their peace of mind.”

In addition to supporting these shifts in the lives of her clients, Michaela also pours her energy into local organizations. Inspired by her own journey, for six years she ran her own nonprofit, which focused on creating safe

spaces for grieving children. She has also served in various leadership positions with the Chicago Association of REALTORS® and other organizations.

Every personal and professional experience, even the really hard ones, helps Michaela to see and appreciate how far she’s come.

“Clients unload their fears, worries, anxieties, concerns, and excitements onto their REALTORS®,” she says. “You have to be their therapist, their cheerleader, and their counselor all at once, while always putting their interests first. Real estate is always going to challenge your belief in yourself.”

“I’ve done a ton of personal growth work and healed a lot of my trauma,” Michaela adds. “Doing this in my own life has given me a map for the business I want to run and, more importantly, has given me my ‘why’ for doing all I do. My healing and success only further ignites my motivation to win for my business and my clients.”

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▶ making a difference
By Jessica Ayala

Since its founding in 1989, the Daniel Murphy Scholarship Fund (DMSF) has changed the lives of thousands of young people in the Chicagoland area by helping them access a quality high school education that leads to college and a successful career.

The organization serves students from seventy-three of Chicago's seventy-seven designated community areas who have big dreams and high potential, but whose neighborhood high school does not have the rigor or programming to help them reach college. DMSF provides Murphy Scholars with four years

of financial assistance—an average of over \$4,000 annually—to attend college preparatory high schools.

In addition, DMSF provides Murphy Scholars with academic and programmatic support throughout all four years of high school. These programs, which are free of charge, include mentoring, tutoring, peer-to-peer counseling, college selection and affordability counseling, as well as a wide variety of summer opportunities like the Summer Caddie Program. Scholars are referred to these services by DMSF's team of education coordinators who provide scholars with continuous academic

and advisory support over all four years; education coordinators work to identify each scholar's strengths, weaknesses, and unique needs, and help them realize their potential.

Over the years, DMSF has not only successfully increased the number of scholarships it offers and the number of high schools it partners with, but it has also improved its programming. Today, DMSF annually serves 500 Murphy Scholars at over sixty partner schools, and boasts 2,200 Murphy Scholar alumni. DMSF's alumni programming provides alumni enrolled in college with personal and professional development opportunities, as well as positive support and community within the Murphy Alumni Network.

Every year, DMSF names 130 to 160 new students to the Murphy Scholar program. To qualify for the DMSF scholarship, candidates must possess high academic performance, strong character, and financial need. Any 8th grader in the city of Chicago and nearby suburbs may apply to become a Murphy Scholar.

DMSF was founded by two Chicago brothers, Jim and Bob Murphy. Their father, Daniel, made the decision to send them to Loyola Academy, a tuition-based high school. For Daniel, a hard-working, blue-collar laborer in a profession with little upward mobility, paying this tuition took sacrifice and commitment. Jim and Bob went on to college and had successful careers. Appreciating that their father's decision was largely responsible for their success, they embarked on a bold plan to give students who face financial and other obstacles to quality education the same opportunity they had.

In today's economy, having a college degree has become essential to securing employment, breaking the cycle of poverty, and building generational wealth. In fact, 50 percent of children born into poverty who only receive a high school diploma will remain poor as adults, but with a college degree, that figure drops to 17 percent. However, studies show that because of persistent educational inequities, bright, motivated youth from lower-income communities are substantially less likely to attend college than students from more privileged backgrounds.

This is where DMSF comes in. Their long-term goal is to create a more equitable system where young people from all backgrounds have equal access to the education that is best suited for them. For the students it serves, the journey begins with gaining access to a high school that will prepare them for the rigors of college so that once they get there, they are able to pursue the careers they envision for themselves.

DMSF provides each Murphy Scholar access to a high-quality education and several opportunities to challenge themselves—experiences that will broaden their worldview, and help them increase their social capital and reach their potential. There are countless inspiring stories about Murphy Scholars who achieved great things after DMSF gave them the chance they deserved. Here are two:

Claudio Martinez, Murphy Scholar Class of 2009: He received his undergraduate degree (2013) and master's degree (2014) from the University of Chicago. After serving as a teacher at the University of Chicago Charter School, he moved to Boston to serve as a principal intern and pursue his master's in educational leadership at Harvard. He recently returned to the Chicago area to take up his role as assistant principal for the Evergreen Park Elementary School District.



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Santiago Valdez, Murphy Scholar Class of 1994: Originally from Arequipa, Peru, Santiago graduated from Loyola Academy in 1994. After serving as an MIAI tanker in the US Army, Santiago became an expert in residential and investment real estate. His team at Compass is ranked nationally in the top 1.5 percent.

Every year, 500 to 1,000 young people apply to become Murphy Scholars. However, DMSF's current budget only allows them to award a maximum of 160 scholarships each year. Because of that, DMSF seeks new supporters and funders to support their goal of increasing the number of scholarships they can grant each successive year.

To support their programming and other efforts, DMSF also relies on the assistance of volunteers for a variety of initiatives. Here are a few ways you can get involved:

Help select the next Murphy Scholar Class: DMSF seeks individuals to support their Murphy Scholar selection process, which includes reading and scoring applications and participating in the students' interviews. To volunteer for this October/November activity, email us at info@dmsf.org.

Become a Mentor: DMSF's mentorship programs pair Murphy Scholars with volunteers who act as advisors and support scholars throughout high school. The relationships that are built are meaningful and often last well beyond the scholar's high school experience. If you are interested, please contact Director of Programs Armando Barron at armando@dmsf.org.



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About the Author:
 Jessica Ayala is DMSF's first Manager of Marketing & Communications and a Murphy Scholar Alumna (Loyola Academy, c/o 2013). She enjoys telling DMSF's story to help the organization reach new heights, new supporters and new families to serve. Prior to DMSF, Jessica worked in a Milwaukee-based advertising agency as a broadcast producer executing commercial, radio, photography and podcast production for her clients. She is a local filmmaker, having recently directed the short film "Direct Positive" for a women's leadership nonprofit, TEMPO Milwaukee, that won Best Documentary at the 2022 Feedback Female Film Festival.

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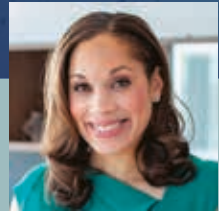
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▶▶ partner spotlight

By Lauren Young

Photos by Caleb Pickman

Leon Mann

with Home Advantage Inspections, LLC

A Taste for Inspections

“From age five I was watching Bob Vila on the PBS series *This Old House* and helping my family work on my childhood house,” says Leon Mann, owner of Home Advantage Inspections, LLC. “I learned early about the importance of proper construction.”

Leon started his career journey in retail but quickly switched to the restaurant industry. He got his feet wet working at the once-famous Melvin B’s on State Street. Later, Leon opened Mickey’s Snack Bar in Lincoln Park with the

owners of Melvin B’s and Stanley’s Kitchen & Tap. He also held a stint down at the Capital Grille, and even moonlighted as a licensed stockbroker for a while. During these years, he met lifelong friends, celebrities, sports heroes, CEOs, “poets and pirates,” and other interesting characters.

“It was an amazing time to be part of the Chicago [restaurant] scene,” reflects Leon. “Starting out in retail and then being in the food service industry taught me how to listen and respond to people.”



Eventually, Leon sensed it was time for a career change. Construction was booming in Chicago, and Leon moved in that direction when he was taken under the wing of a developer. During his years as a project manager for single-family homes, and multi-unit and multi-use buildings, Leon learned nearly every aspect of construction and the building sciences. He was on his way to buying in as a partner when the housing bubble burst.

“I was trying to figure out my next move when my wife, Rachael, a REALTOR®, suggested I move into home inspection,” says Leon. “I was always telling her about when I would escort home inspectors around our construction projects and was surprised at their lack of knowledge or attention to detail. I knew I could do better.”

Leon launched Home Advantage Inspections (HAI) in 2007—a low point in the real estate industry, but HAI quickly differentiated itself through Leon’s thoroughness, eye for detail, and ability to clearly explain the inspection process and any uncovered issues to clients. By the time Leon was celebrating his company’s first anniversary in business, he had earned a stellar reputation and could no longer serve all the demand by himself.

“When I started adding more inspectors, I had specific qualities in mind,” he explains. “A background in construction was a must, but I also looked for people who were hungry to learn, had a desire to help families, and wanted to be part of something that they could be proud of.”

The team at HAI now includes seven inspectors. They cover all home,

commercial building, and service types, including radon, termite, mold, and sewer scoping. “We inspect as if our family would be moving into the home,” affirms Leon. And true to their roots, the team is always finding new ways to stand out among other inspection companies.

“It was unheard of when we added warranties—including mold, sewer guard, and five-year roof warranties, which we offer free to clients—to help our clients and agents, even after the inspection, should an issue arise after move-in,” claims Leon.

“We’ve also grown our firm via our use of the latest technology to deepen the quality of our inspections.”

“The advancements in thermal imaging, moisture detection, radon, and even sewer scope weren’t around when



“
I see us as an extension assistant or a concierge [service] for the agent... We give [agents] access to ask questions and send pictures of walk-throughs.
”



we opened our doors sixteen years ago,” he adds. “Leveraging these tools helps us perform a much better job for our clients.”

In addition to keeping up on new techniques, Leon has leaned on his ability to build strong relationships with REALTORS®. Because he’s married to one, he knew that maintaining these partnerships was key to improving their customer service to clients and agents alike.

“I see us as an extension assistant or a concierge [service] for the agent,” says Leon. “I receive calls, texts, and emails early morning, late at night, and on holidays. We give [agents] access to ask questions and send pictures of walk-throughs, and at times, we even help with other inspection reports.”

HAI is invested in educating agents because they know that that makes the entire inspection experience better for everyone, especially for the homeowner client. “We are thankful for agent referrals,” continues Leon. “We strive to uphold not only our reputation but the agent’s as well.”

Recently, Leon’s wife, Rachael, joined the company, bringing her decades of real estate knowledge to the team. When not working on the business together, the couple stays busy supporting the activities of their three children: Devyn (19), Makenzie (17), and Hunter (15). While three teenagers and a family business keep their planners packed, Leon and Rachael still find time to find fulfillment in the every day while looking forward to the future and building more businesses.

“I try to keep my plate full, and I constantly move things around in my head to prioritize as needed,” Leon says. “This helps me not to get bogged down in the maintenance of the company—it allows me to think about growth, innovation, and expansion. As the saying goes, ‘If you love what you do, you will never work a day in your life.’”

To reach Leon and to learn more about the services Home Advantage Inspections, LLC provides its clients, including their warranties, visit their website www.haipro.com or call 312-401-0299.

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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
Sundays	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
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Matt & Nicole LARICY

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By Chris Menezes
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*Welcome
Baby Cru*

Matt Laricy may not strike you as the kind of guy who has kids. He's the first to admit that he can be rather independent. However, on October 2, 2022, he and his wife, Nicole, welcomed their third child, Cru, into the world. And Matt couldn't be more excited.



Cru seemed to be pretty excited as well. Within 28 minutes of Nicole telling Matt they needed to get to the hospital, Cru was taking his first breath of air. And that excitement hasn't waned, as he hasn't taken to sleeping quite yet. In fact, out of all their kids, Cru has kept Matt and Nicole up the most.

"I will be sure to remind him of that [fact] when he is older," Matt says, laughing. "But this is why I know he will be hardworking; he doesn't like sleep."

Just hearing about
their day makes me
happy...It's the best
part of my day.

Cru would then take after Matt in that way, just as Matt took after his father. A third-generation real estate professional, Matt remembers his father working a lot. While Matt may have not fully appreciated it at the time, when he got older, he saw that nothing in life worth having was easy to get or do. But he also knew he could separate himself from everyone else by outworking them.

Matt sees the same for Cru. After all, Cru was named after the highest classification of wine, which indicates superior quality. "We knew the kid would be great, so we named him after the best quality of wine," confirms Matt.



Matt and Nicole's other kids have wine/French-related names too: Rhône (4), who is named after the Rhône Valley wine region in France; and Remi Bleu (2). Matt describes his son Rhône as charismatic, smart, a natural leader who can carry a room easily, is able to negotiate better than anyone he knows, and is always a few steps ahead of where he is going with things. Matt says his daughter Remi Bleu is also incredibly smart, and is hilarious, an adventurous eater, and always seems to know what's going on.

Matt loves being with his kids, but the reality is he works a lot. So he makes it a point to enjoy the little things. "Just hearing about their day makes me happy," he says. "I love our bedtime routine no matter how frustrating it can be sometimes. It's the best part of my day."

Matt also loves cooking together with Nicole and the kids, eating, drinking wine, catching up about the day, and hanging out casually.

With all Matt has going on in life, he stays motivated and passionate about being the best version of himself every day: "le crème de la crème," as he puts it. When asked how he manages it all or what others can learn from his experience, he says, "Just figure out a routine that works for you, not what works for everyone else. Everyone is different. People will hate or judge [as they will]. Do what works and don't listen to anyone else. Only you know you."



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ANNE ROSSLEY

agent feature

By Lauren Young
Photos by Caleb Pickman



Always Be Learning

REALTOR® Anne Rossley of Baird & Warner Gold Coast lives out her motto, Always Be Learning, to ensure all of her clients have the home-buying experience she should have had right from the beginning.

“I bought my first home at age twenty-three. I was so determined to buy something that wasn’t a cookie-cutter tract home that I got in way over my head,” remembers Anne. “I didn’t understand that real estate agents are subagents of the seller and that they didn’t really represent me.”

Anne had grown up in Central Illinois and attended DePauw University in Indiana before starting her career in sales at Procter & Gamble (P&G) in Louisville, Kentucky. Not long after she moved to Champaign, Illinois, and bought that first house, she was recruited to Indianapolis by Playtex, Inc.

“Buying that first home was a terrible decision, and I only got out ‘clean’ because the relocation package covered the selling expenses,” Anne says. “You would have thought I would learn from that mistake, but I next bought a townhouse, not

thinking about resale, only ease of living. When I sold to move again, I recouped my down payment but not much more.”

For her next transition, Anne chose Chicago; she moved and married her husband, Tom, in the same week. While buying a new-construction townhouse, her agent suggested she become a REALTOR®, learn the business, and then come work for her. For Anne, then on her third property, homes and new construction had become an obsession, so the career change suggestion was an easy sell.

“I didn’t end up working with that agent, but I did earn Rookie of the Year at Coldwell Banker in 1988,” says Anne. “The next year, I became the managing broker at the Lincoln Park office. We had twenty-eight agents there who were all young and hungry.”

At the outset, Anne vowed she would never let a buyer make the same mistakes she did during her first two home purchases. Her goal became to educate buyers about the process; help them make wise decisions based on information, not emotion; and earn repeat business because of the experience she provided. She credits her approach to customer service to her time at P&G.



“I benefited greatly from the renowned P&G sales and management training,” says Anne. “By age twenty-four, I was managing a territory for them and having success. There is a dynamic group of P&G alumni. Many wonderful people launched their careers at that respected company.”

The biggest challenge during her first years as a REALTOR® was to establish a clear balance between work and her personal life. Finding balance was a source of constant tension for Anne, and it took her years to master it.

“When I started in 1987, we didn’t have cell phones or portable computers, so I was tied to

the phone and the desk when I wasn’t showing properties,” she says. “I saw many successful, divorced women REALTORS® pouring their lives into their careers, and I just wasn’t sure how to do well without sacrificing personal time and my relationship with Tom.”

In the mid-1990s, Anne was once again faced with the tension between her professional and personal worlds. Between 1994 and 1998, Anne and Tom adopted three children from Central and South America. Needing to devote more time at home, Anne stepped away from her business for a few years. She returned in 2008, just in time for a recession and market disruption.

“By then, the industry had changed dramatically, and I needed to learn new skills. But what stayed the same was my passion for my clients,” affirms Anne. “I will always move heaven and earth to help them achieve their goals.”



“I WILL ALWAYS MOVE HEAVEN AND EARTH TO HELP THEM [CLIENTS] ACHIEVE THEIR GOALS.”

When not busy serving her clients, Anne finds ways to give back to the community. She is a champion of historic homes. The cause is near and dear to her as she lived for twenty-four years in a double American foursquare in the Lakewood Balmoral Historic District (built in 1908) and a Queen Anne/Stick Victorian home in East Ravenswood. She works on behalf of veterans causes, too. Most recently, she spearheaded the Wreaths Across America program at Rosehill Cemetery. Anne also supports organizations that work to improve education and help the homeless. The Union League Boys & Girls Clubs and Baird & Warner’s Good Will Network are very important to her. She also regularly donates blood with her husband.

Looking forward, Anne doesn’t have any plans to slow down. She is motivated by recent technology evolutions that save her time and help her provide a superior experience to the clients in the city she has grown to love so much. She lives by the mantra ABL: Always Be Learning.

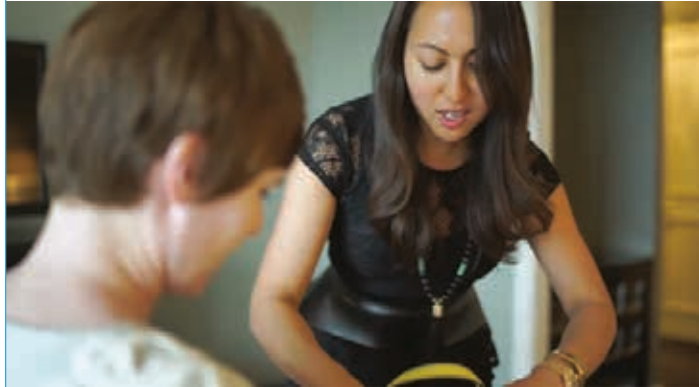
“I’ve sold in twenty-five different communities in Chicago,” Anne says. “I truly don’t have a favorite neighborhood. There are so many wonderful areas in this city.”

“I don’t think I’ll ever retire,” adds the veteran with over thirty-five years’ experience under her belt. “The business keeps changing, the city evolves, and I truly enjoy both helping my old clients and working with interesting and charming people I meet for the first time. Why would I give that up?”



WITH CHRISTINE MATSUNAGA FASHION STYLIST OF

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Q: Why do people need tristinstyling when so many retailers offer styling services for free?

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JENNIFER MILLS KLATT

A MAINSTAY IN CHICAGO REAL ESTATE

Jennifer Mills Klatt is a real estate mainstay who has seen every market cycle over the past thirty-four years. She has been a constant source of knowledge and support for people—a leader and mentor to countless agents and clients looking to build a better life for themselves through real estate.



► cover story

By Chris Menezes
Photos by Prestige Real Estate Images Inc

The oldest of two girls growing up in Elmhurst, Illinois, Jennifer was always a leader. In high school she was elected the captain of the cheerleading team, the junior class president, and the president of the student council. It was her tenacity and unbridled confidence that landed her a job as a leasing agent for Draper and Kramer at eighteen years old.

“I’ll never forget that job interview,” Jennifer recalls. “The manager was smoking and blowing smoke in my face, telling me I had a lot of nerve coming to the interview because I had no experience and no college degree. I said I felt that real estate was my niche. My father was a real estate broker, so his success was always in the back of my mind, and I knew it was a job I could do.”

Jennifer thrived as a rental agent and led many other people into the business, including family members and some of today’s top brokers. In 1999, Jennifer started the Home Discovery Team as a rental-finding service. “This was back in the day when there were no computers, so I would run ads in the *Chicago Reader* to get landlords’ numbers to call on and renters to call off of my ads. I started my client base that way,” she explains.

That base of renters and landlords eventually grew into a base of buyers and sellers, and the Home Discovery Team grew into a full-service brokerage. Jennifer learned to thrive in difficult markets, equipped with the knowledge and experience to see people through tough times. She welcomes such times as an exciting new challenge for her to overcome.

The most difficult moments for Jennifer haven't involved the market, but when she has to say goodbye to people she cares for. She loves mentoring agents and finds it so bittersweet when the time comes to set them free to do their own business. "I genuinely care for the people that I have taken care of over the years," she says. "I truly miss each and every one of them, but it's the most fulfilling thing to see them prosper, grow, and follow my lead."

Today, the Home Discovery Team consists of Luke Jorwic (Jennifer's nephew), Landon Heck, Mary Higley, Mary Hanburger, and Jenny Stavros Hulls. Looking into the future, Jennifer plans to continue to be the number one team at Jameson Sotheby's International Realty and to expand by helping her current team members build teams of their own.

Stay in contact with every possible person within your sphere of contacts on a very regular basis and constantly let them know what makes you special in real estate and why they should use you.

"My goals for the future are to continue to be the best broker I can be and make sound financial decisions with new investments. I also want to help my husband, James Klatt, with his dream of building a school in Africa, and to volunteer more with helping the homeless," she says.

Jennifer is a devout Catholic who prays often, loves listening to gospel music and Christian rock, and has been known to hide a statue of Saint Joseph at her listings. Her kids, Joseph and Judith, attend Saint Josaphat School, so she tries to support the parish as much as she can. As a family, the Klatts enjoy cooking together, playing tennis and board games, watching movies, and traveling. Jennifer loves acting like a tourist in Chicago: finding new neighborhoods to explore, new church buildings to admire, and new restaurants to try.

Given her extensive experience and success in real estate, Jennifer offers the following words of wisdom to other agents: "Stay in contact with every possible person within your sphere of contacts on a very regular basis and constantly let them know what makes you special in real estate and why they should use you. Focus on relationships and commit to having a lifelong fiduciary responsibility to your clients."

As Jennifer continues to lead her team and brokerage into the future, she will continue to be a positive force and beacon of support for those who need it most.



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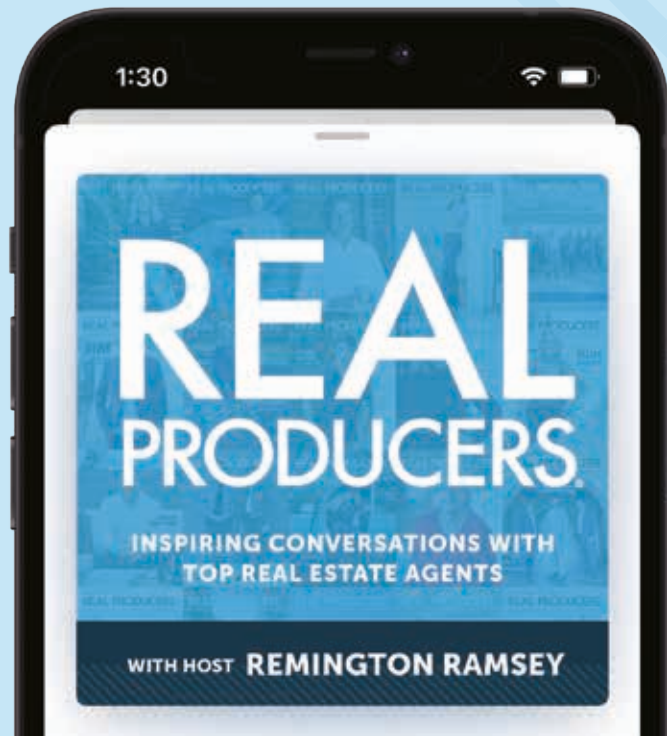
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Chris Titcomb

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A WELL-PRACTICED ATTORNEY

“Growing up, Monopoly was always my favorite game,” says Chris Titcomb, attorney at Titcomb Law Group, P.C. in Chicago. “Now, I love playing the real-life game of Monopoly and finding the next good deal for myself and for others.”

Chris grew up in Seattle and attended the University of Denver for undergrad. After college, he moved to Michigan for law school where he met his wife, Blair.

The couple moved to Chicago after graduation, in 2007. Chris’s first legal position was with the City of Chicago’s Department of Administrative Hearings, where he prosecuted city building code violations. When the financial crisis hit, Chris knew that he had to distinguish himself in order to get his foot in the door at a real estate law firm.

“For this reason, I went back to school to earn my LLM in real estate law at the John Marshall Law School,” he explains. “This is an advanced legal degree that focuses on various aspects of real estate law. Upon graduation from the LLM program, I was hired and immediately started work at a law firm that handled real estate closings.”



Chris with his wife, Blair.



After years of building his book of business, Chris opened his own office in 2018. His clients range from first-time home buyers to small business owners and seasoned developers. He represents, counsels, and negotiates in all areas of buying and selling. Because of his combination of expertise and personal experience, he has earned a reputation for a personalized approach to client service, working closely with clients to understand their goals and develop strategies to achieve them.

“Real estate is not just my business, it’s really a passion of mine,” states Chris. “Actively investing in multi-family apartment buildings, I’ve gained real-world, first-hand experience in all aspects of real estate investing,

including acquisition, development, stabilization, property management, operation, and tax savings techniques such as 1031 exchanges and cost segregation studies.”

Over his career, Chris has closed thousands of real estate deals—representing over \$1 billion in transaction volume. He is also the co-founder of NXT Realty, LLC, a real estate investment company that has grown a portfolio of over 130 units on the north side of Chicago. One of the keys to this success is Chris’s ability to underwrite a deal, as well as his timely response time, and his constant attention to detail—even while managing many transactions at once.

“Implementing systems and understanding that ‘time kills all deals’ is so important in a real estate transaction,”



states Chris. “If you’re not actively moving the deal forward, while effectively managing all of the moving parts, you risk the deal falling apart.”

“Given the number of parties involved in a real estate transaction, everyone needs to be accountable for their role, and you need to know what must happen to keep the deal on the right track,” he adds. “I never want to be the person delaying a deal.”

By focusing on cultivating relationships and making the job easier for each broker, Chris has developed

a network of trusted partnerships. Deals often come to him through his relationships with a close group of well-known, highly successful REALTORS®, whose continuous referrals demonstrate their trust and confidence in his abilities. Chris is also constantly adapting his advice and services to the changing needs of clients and the market.

“Within the last year, interest rates have spiked rapidly,” says Chris. “This has created a new sense of fear in the market. But even with rate increases, people need to remember that the

market is always cyclical, so I advise to plan for the long-term: budget what’s right for you and your family, and try to find ways to mitigate risk. That helps put people at ease.”

When not advising brokers and clients, Chris spends his downtime with Blair and their shih tzu, Piki. To keep himself at ease and focused for his clients, Chris follows the same daily regimen of

exercise—often running up to five miles a day—and quiet time.

“It’s always the same thing for me: I wake up early, Blair and I walk the dog, and we grab a coffee,” he says. “Then I work to clean out my inbox or respond to time-sensitive emails, and then I immediately go to the gym to run and clear my mind. After that, I feel energized and rejuvenated and ready to tackle whatever comes next.”

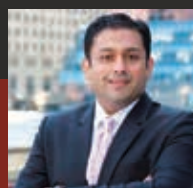
To reach Chris and to learn more about the services Titcomb Law Group, P.C. provides its clients, visit www.TitcombLawGroup.com, email him directly at Chris@TitcombLawGroup.com, or call 773-537-4945.

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Jim Buczynski

agent feature



Brew Master of Businesses

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

Over the past nearly twenty years in real estate, Jim Buczynski, known to all as “JimB.,” has established a reputation of trust, professionalism, and leadership. From the very beginning of his career, he has been a source of support and confidence to both his clients and agents alike. And it’s that hard-won reputation that sustains his business on 100 percent referrals today, allowing him to lead his team, JimB. & Partners with Compass, through the challenges of the market.

JimB.’s previous background in construction and corporate marketing helped pave his way into real estate in 2004. He worked with a builder during college, and got into advertising and marketing after earning his degree in business with a minor in journalism from Southern Illinois University in 1998.

“My first marketing client was Miller Brewing Company,” he recalls. “I got free beer, worked on the first plastic bottle campaign, and was a part of some really cool concert events like the MGD Blind Date. As you can imagine, it was a fun job and a lot of my friends and coworkers envied my position.”

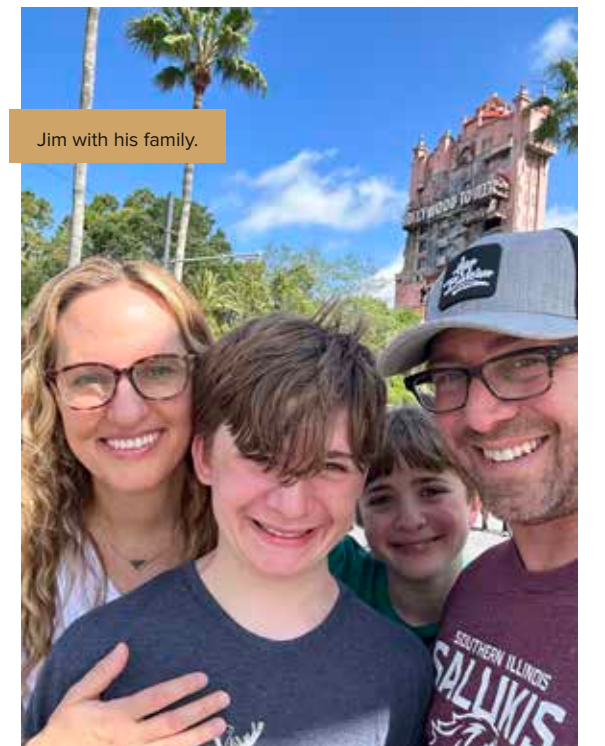
While JimB. only worked with Miller Brewing Company for about a year, he quickly learned the power of reputation and how people perceived him, as he found that over the next five to seven years, people automatically associated him with beer even though he had worked on other significant brands since then. So, when he decided to become a full-time real estate broker in 2006, he knew he would not only have to hustle for his business, but would also have to work hard to change “the beer guy” association and establish himself as a true expert in the field.



“Changing careers is always difficult, especially when you get into real estate. But my passion for client service, mentoring, and construction all fit my description of how to be a successful broker..”



Jim with his dog, Barley.



Jim with his family.

“Changing careers is always difficult, especially when you get into real estate. But my passion for client service, mentoring, and construction all fit my description of how to be a successful broker,” he says.

JimB. got his start at Real Living Helios Realty, which was a brokerage that was started by two brothers who were good friends of JimB.’s, and previous roommates. Together, with JimB. as a fellow partner, sales manager, and marketing manager, they built a strong residential and commercial brokerage in the West Loop. They ultimately sold the company to Jameson Sotheby’s International Realty in 2010.

JimB. has always seen himself as a marketer first and foremost—a marketer who sells real estate. This professional approach and focus on

providing superior customer service catapulted his career, earning him Top Producer status with Chicago Association of REALTORS® in 2007, just a year after going full-time, and then every year since.

Today, JimB. and his business partner Debbi Nick are the dynamic duo behind JimB. & Partners. They have been working together for the past nine years. A successful businesswoman and mother of two, Debbi, a font of positivity, is the team’s “public school expert” and has “a knack for finding inventory.”

“I feel like a lot of outside brokers know my team solely from her contribution to the market. She’s a great partner and a top-producing broker,” says JimB. “Debbi and I trust each other implicitly, and we truly feel that

when our clients get to work with both of us, they really see how our high value of service and knowledge stems from the strength of our partnership.”

JimB. loves mentoring and prides himself on being available to his team. He loves having a small team, but envisions adding one or two more partner-level brokers to the team. “Our clients’ happiness is what is most important and most rewarding,” he says. “The referrals are still, to this day, what puts a smile on my face. The other rewarding part is seeing the development of the brokers I have mentored, as well as developing a dynamic synergy within my team.”

Outside of real estate, JimB. gets to regularly relive the glory days of a kid playing competitive sports: he plays “C-level beer league hockey”

at Johnny’s IceHouse. He also loves golf and tries to play just enough to feel like he’s getting good. Beer is still another great passion of his. He brews his own and even built a small brewery in the basement of his house.

“I’ve been all-grain brewing for about ten years, which stemmed from my working at a brewery in college. While I was a server at the restaurant there, I learned about a lot of different types of beer and their flavor profiles from the head brewer. When I bought my house in 2011, I apprenticed a brewer buddy of mine for a couple batches,” he says.

Perhaps bigger than his love of beer is JimB.’s love of live music, especially if it involves watching the band Phish, which he’s seen roughly seventy-five times. “I love going to shows—whether at big venues, festivals, or small clubs. I’ve also been on tour a few times—lots of stories there!”

But of course, JimB. loves spending time with his wife, Molly; their twin boys, Henry and Rocco—who also play hockey and are members of the Chicago Stallions hockey club; and their dog, Barley; and their cat, Leo. When it comes to your typical outdoor family barbecues, though, what is probably the most shocking piece of JimB. trivia is that he has never eaten a hot dog in his life.

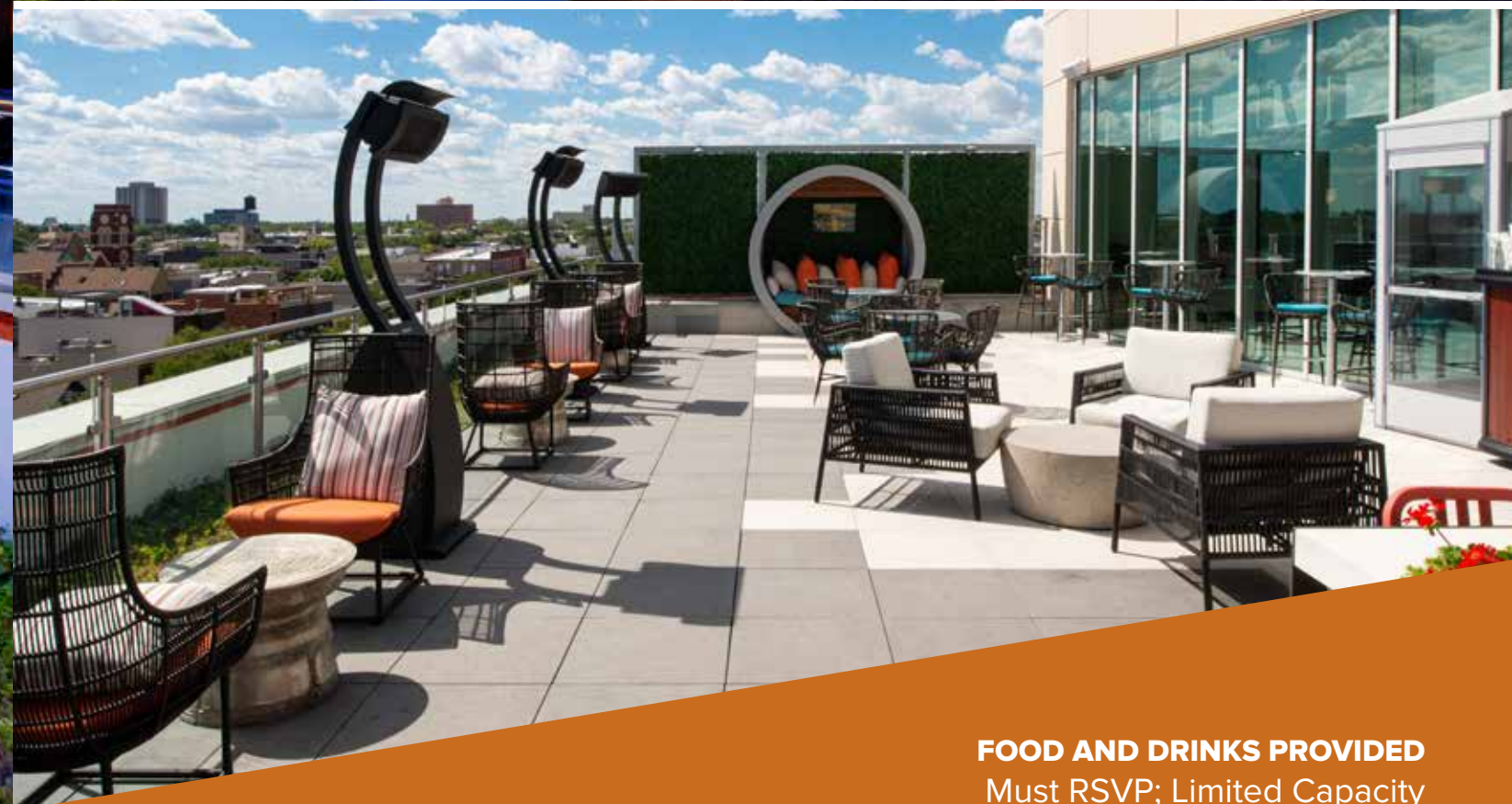
What JimB. may lack in hotdog experience, he more than makes up for when it comes to building a successful real estate business, taking care of clients, and mentoring agents with the knowledge they need that’s beyond lead generation. As JimB. continues into the next twenty years, it will be exciting to see how he will try to influence the industry.

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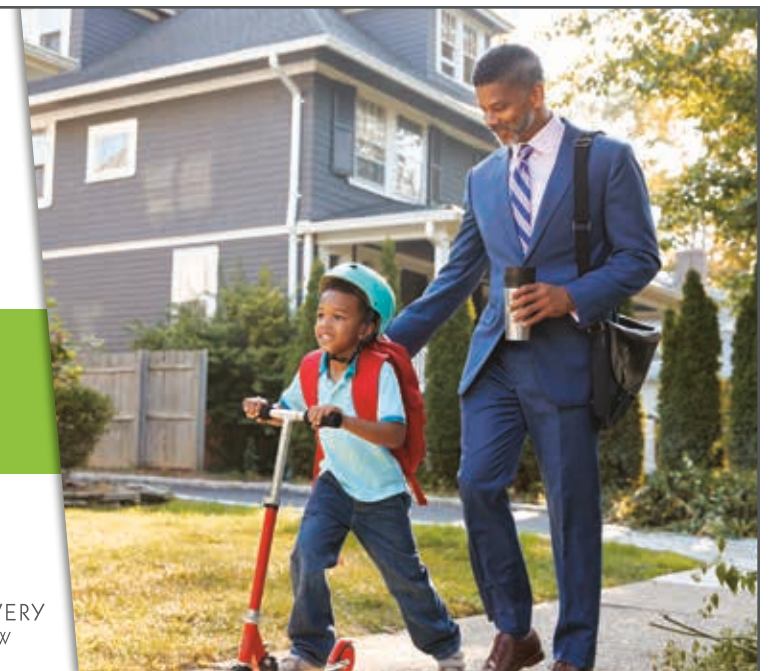
Bringing together the knowledge and expertise in the three roles I embrace the most, I impart finesse and proficiency to a fast-paced and challenging real estate market.



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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to April 30, 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

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TOP 250 STANDINGS

Teams and individuals from January 1, 2023 to April 30, 2023

#	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 April 30, 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 April 30, 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 April 30, 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

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