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PAT CANNONE
LOANDEPOT

SPRING EVENT:

Thassos Greek Restaurant
Thursday, June 8th
12PM - 3PM
Details on page 44

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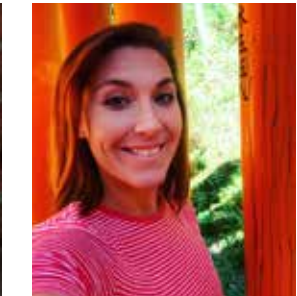
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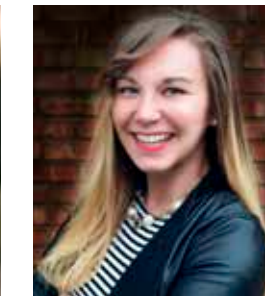
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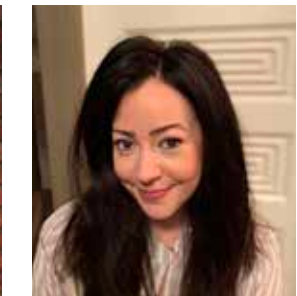
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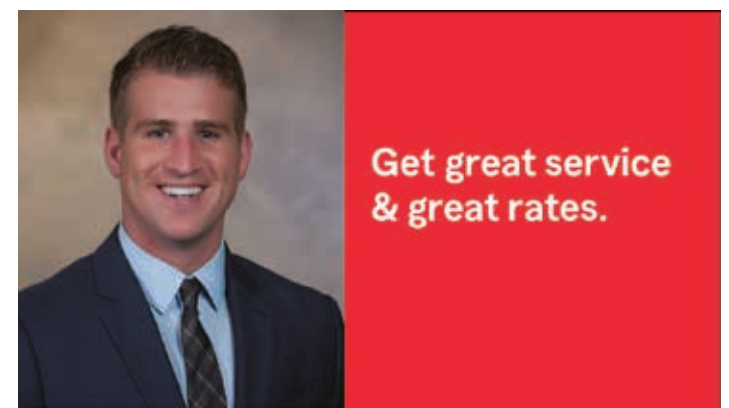
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After the Cubs won the World Series in 2016, my wife and I jokingly put our names on the waiting list for season tickets. To my dismay, we received an email that graciously communicated that there were 107,598 other people in line ahead of us. Fast 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 Thursday, June 8th from 12pm-3pm at Thassos Greek Restaurant (1 Walker Ave. Clarendon Hills, IL 60514).



Details are on page 44 and be sure to register if you plan on attending!

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MEGAN BEECHEN



New Priorities, Continued Growth

▶ agent feature

By **Lauren Young**
Photos by **KDE Photography**

“I’ve definitely always been an entrepreneur,” says Megan Beechen, REALTOR® at Realty Executives in Lemont. “As a kid, I gathered up my neighborhood friends and started a pet walking and grooming business called the Pet People.”

“We hand-created colorful flyers and delivered them to every mailbox in our subdivision,” she continues.

“We had a bake sale to raise money and bought supplies so we would be ready when needed. We only ended up having one customer, an elderly woman who let us bathe her dog, but our marketing and branding efforts were extensive. In that regard, I guess not much has changed!”

Megan says of her upbringing in Lemont, IL, where a tight-knit community looked out for each other, “It was about as Midwest as it gets.” Megan’s early entrepreneurial spirit came from her dad, a self-starter who launched and maintained his own business.

“He grew his business by working every single day, [from] sunrise to well past sunset,” she says. “He taught me what it means to keep your head up, work harder than anyone else, and do the job you promised you’d do with the utmost quality and pride in your work.”

Megan maintained her work ethic through various job experiences. In high school and college, she worked as a waitress and held roles in retail. While attending DePaul University, she worked full-time hours while juggling a double major in real estate and marketing. When it came time to select her required junior-year internship, she was guided by fate.

Megan with her family.



“At that point in my life, I was an incredibly reserved introvert who was terrified of interviews,” Megan explains. “Chatting with my then-boyfriend’s mom, who was a REALTOR®, she suggested I intern for her and help her with her day-to-day tasks, and marketing and client-retention projects.”

During her two years working in that real estate office, Megan discovered that being a REALTOR® was nothing like what she thought it was: every transaction came with its own set of problems, solutions, personalities, and things to learn.

“I had so much fun creating ways to stay in touch with clients and show them they were appreciated,” she says. “I was able to express my creativity and love for people, as well as my project management skills, more than in anything I had done before. As I neared graduation, it became clear that real estate would be a great career for me.”

So, at the age of twenty-two, Megan earned her license. To counteract her youth and experience level, she focused on displaying professionalism in everything she did: how she treated clients and other agents, in her dress, and how she engaged in communication.



Megan and her daughter, Mylah.



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“I knew that the first thing new clients were going to think when I showed up to an appointment would be ‘Wow, she’s young,’” says Megan. “I wanted their next thought to be ‘Wow, she knows what she’s doing.’”

After nearly a decade of working as a REALTOR®, Megan faced her biggest challenge this past year: she became a mom. When she returned to work after only a few months, she had to learn, all over again, how to manage her time, clients, and everyday tasks.

Accomplishing goals, hitting milestones, and getting better each year were challenges Megan always thrived on. “But they all took on a whole new meaning when I became a mother,” she says.

“Since then, I’ve had to work at balancing two very different roles. I have had to find out ‘what goes where’ in my life and be present, productive, and intentional in everything that I do,” she explains. “My days, nights, and everything as I knew it were suddenly completely different. I had to set up boundaries I’d never set before.”



To better prioritize life and work, she's had to be more disciplined. Because time is more valuable than ever before, she's had to become more direct and know when to say no to non-essential things.

"There was a time when I took on everything," she says. "I strived to be everything to everyone at all times, sacrificing so much of my personal life for work. I have now learned that I can create successful outcomes for my clients without making those sacrifices by focusing on what is important."

Looking forward, Megan aims to continue growing her business while spending quality time with her husband, John, and daughter, Mylah. She's also constantly expanding her knowledge to serve her

clients and reach her goal of creating a future portfolio of investment properties. To give back, she helps run her office's annual Winter Wonderfest Toy Drive event which benefits the Pediatric Oncology Treasure Chest Foundation.

"John and I are creating a life that we love, and we have big goals for our future," says Megan. "Real estate is an incredible vehicle by which to get to places you never imagined you could go."

"For me, 'home' was always a feeling of immense belonging," she adds. "I've strived every day to give the gift of that feeling to my clients. There are so many beautiful parts of this career, but that is my favorite."

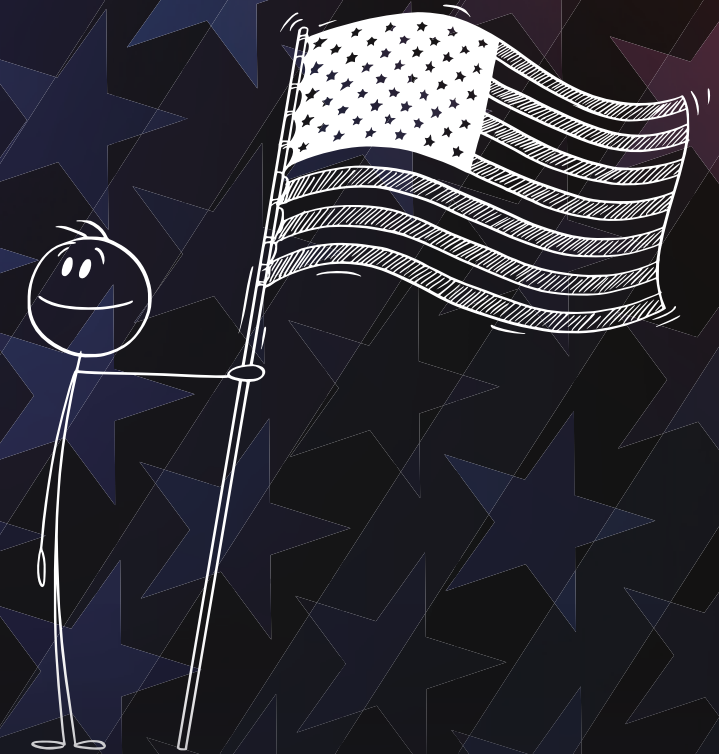


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Pat Cannone

▶ partner spotlight
Photos by ABIV Photography

with loanDepot

Meet Your Lender for Life

Pat Cannone, senior loan consultant at loanDepot, has made it his objective to be “Your lender for life.” “I will move mountains to close on time,” he excitedly shares. “I consider myself a financial coach who assists his customers in building generational wealth through homeownership.”

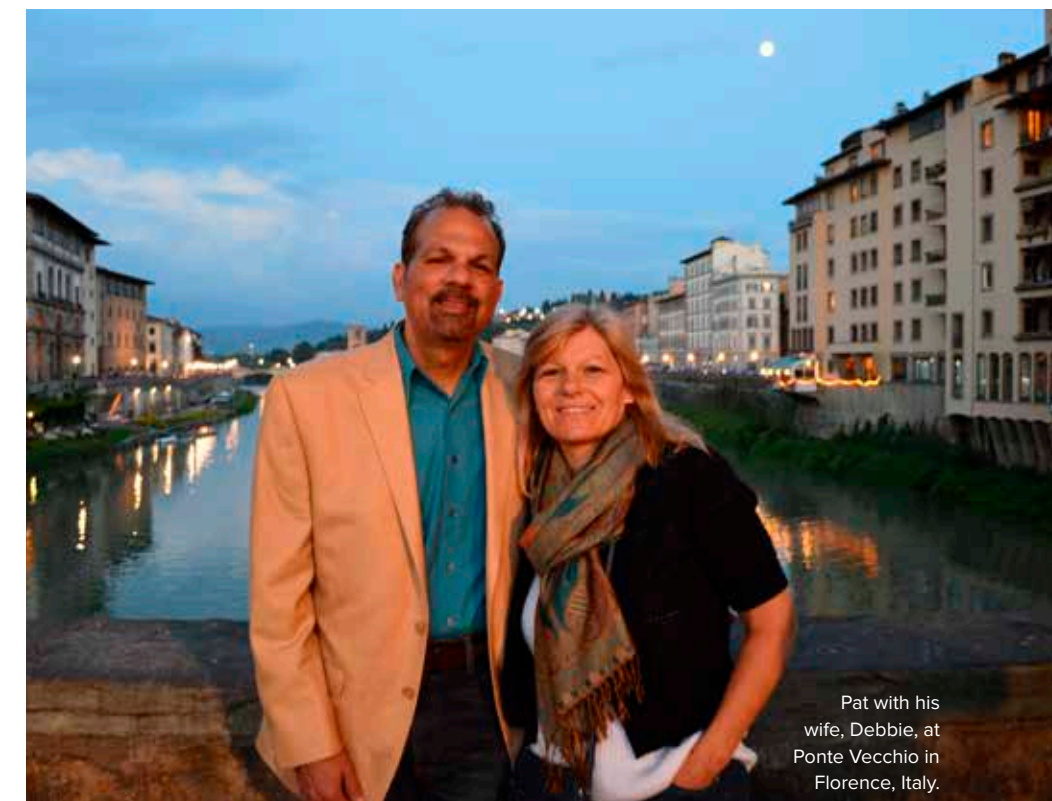
loanDepot is one of the leading mortgage lenders that has helped millions of Americans achieve their homeownership dreams in all fifty states. They expertly provide many kinds of loans including conventional, jumbo, FHA, VA, and all types of renovation loans. With their cutting-edge technology and innovative lending products, Pat shares how loanDepot offers a seamless and personalized mortgage experience: “Whether you’re a first-time homebuyer or a seasoned real estate investor, I am there to guide you every step of the way,” says Pat. “And I take this responsibility seriously.”

Pat, who obtained his undergraduate degree in finance from the University of Illinois Chicago, has both a financial services background and over twenty-five years of experience in the real estate industry. He transitioned to the industry in 1993 and has been helping working Americans achieve the dream of homeownership ever since.

As the son of Italian immigrants he knows this dream himself, so helping others achieve this same dream is paramount in all he does. “Seeing what my parents

endured to come to America, to grab a piece of the American dream not only for themselves but also for me, drives me to do the same for not only my family but for everyone I encounter,” shares Pat.

Pat’s goal is to provide a wow experience for clients from the very first contact through to closing and beyond. To achieve this, Pat works to create an unforgettable experience that will encourage clients to refer friends, family, and colleagues in the future. By putting his clients’ needs first and striving to exceed their expectations, Pat hopes to build long-lasting relationships and a strong reputation in the industry.

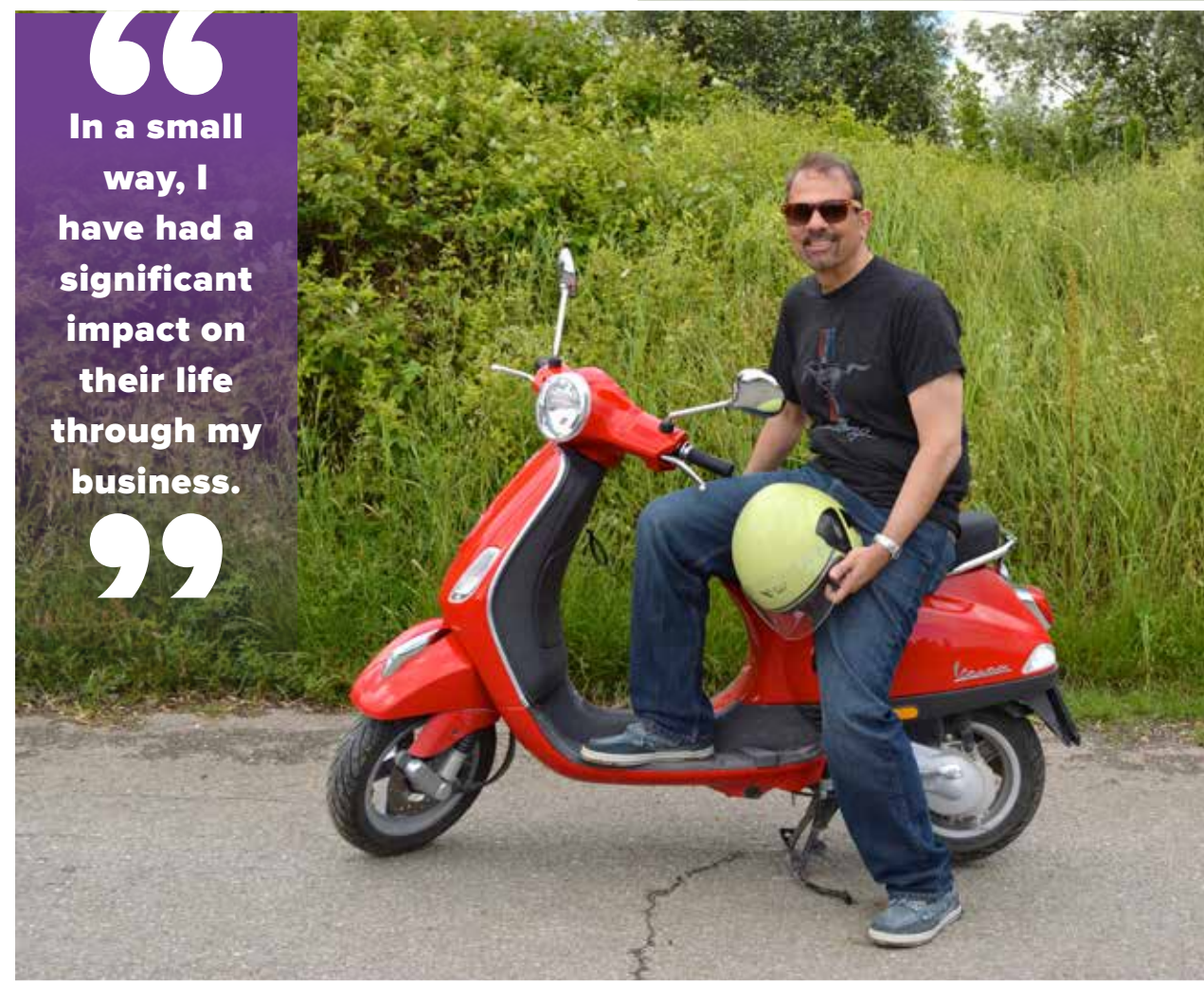


Pat with his wife, Debbie, at Ponte Vecchio in Florence, Italy.

With tight inventory levels in today's real estate market, he emphasizes that REALTORS® should not overlook a dated, or poorly maintained house. Through their stellar renovation financing solutions, He states, "loan-Depot is capable of transforming a less-than-perfect home into the dream home your clients are looking for." Through loanDepot's renovation financing solutions, clients can purchase and renovate a property all with one loan, simplifying the home buying process and creating opportunities to turn a fixer-upper into a dream home.

With the advent of online applications and verifications, the loan industry seems to be moving further away from including the human touch in processes. However, Pat prides himself on being there for all his borrowers and REALTOR® partners every step of the way, making the human element present and relevant.

What Pat finds most fulfilling about his work is the joy a first-time homeowner experiences when they receive the keys to their new home. "In a small way, I have had a significant impact on their life through my business," says Pat.



“
In a small way, I have had a significant impact on their life through my business.
”



Pat has always had an entrepreneurial spirit. As a child, he was constantly looking for ways to make money. "I would do everything from selling Christmas cards door-to-door to working at a traveling carnival selling corn dogs," says Pat. "I was always on the lookout for opportunities to earn some extra cash." Even at the age of fourteen, Pat was working at his uncle's produce market, packaging oranges and other fruits. Working hard and making money has been a part of Pat's life for as long as they can remember.

Pat and his wife, Debbie, have three adult children: Mike, Daniella, and Brandon, and four grandchildren. Pat and Debbie also have three cats; Ringo, Crystal, and Daphne. Pat has always been a family-oriented man, and they all love to vacation together. These vacations include many trips to Italy and Mexico and national parks, going camping, and gathering with the grandchildren for fun and games.

Pat's love for helping others and all things real estate is further evidenced by his role as a co-host of the *Real Estate Revealed* radio show. "It is a fun way to convey my thoughts on what's happening in our local real estate and mortgage industry," says Pat. He also hosts the podcast *Lend Me Your Ear* on which he invites industry experts to share their experiences in real estate as well as their particular specialty. It is nationally available on popular platforms such as Spotify, iHeart Radio, and Apple.

Always-working Pat says that if he could go back and talk to his twenty-five-year-old self, he'd advise, "Do it. Don't hold back. The world is limitless: the only things holding you back are the limitations that you are placing upon yourself." He recalls Napoleon Hill's (author of *Think and Grow Rich*) famous quote: "Whatever the mind of man can conceive and believe, it can achieve."

To reach Pat and to learn more about the services loanDepot provides its clients, go to <https://www.loandepot.com/loan-officers/pcannone> or call 630-965-8138. You can also find Pat on various social media platforms, including Facebook and Instagram.

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AMY KITE

cover story

By Lauren Young
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We've Got You



“When you are sitting across from the table of a seller who is underwater and feeling so much stress they haven’t been sleeping well, and you say, ‘Listen, I’ve got you,’ and you see the relief on their faces... that’s what is most rewarding to me,” says REALTOR® Amy Kite, leader of the Kite Real Estate Team at Keller Williams Infinity in Naperville.

Amy grew up in the small town of Fremont, Michigan, the oldest of five children. Her father was a farmer, and her mother ran a daycare out of their home. Both worked “sunup to sundown” to provide for the family. By fourth grade, Amy had a job of her own, following their example.

“My first job was a paper route,” says Amy. “My parents taught us young that it was important to respect money and how to balance a checkbook. I was able to buy my own clothes and other things I wanted, so it was a big deal.”

The paper route was just the beginning. Not long after, Amy found she had a natural knack for sales—an aptitude and skill that has never left her.

“I was top in Girl Scout cookie sales every year,” she remembers. “In high school, I earned money for my class ring by selling magazines. I was number one in that, too.”

After graduating high school in the late 1980s, Amy followed a soldier to Germany. While the relationship didn’t work out, she stayed in Europe and started a career in sales, and gained many valuable lessons along the way.

“It was an incredible experience. I really learned a lot about who I am,” she says. “I was alone and had to take care of myself in a foreign country. At that point, I realized I really could do anything I wanted.”

Amy would remain in Europe for several years—she was there when the Berlin Wall finally fell—before deciding to move stateside in 1997. Love came into her life soon after. She and her now husband, Michael, met in 1998 and married in 1999.

Amy had been working as a headhunter for a large staffing and recruiting firm, but after she and

Michael welcomed their third child into the world in 2002, she reluctantly gave being a stay-at-home mom a try. It was an experiment that didn’t stick.

“One day, Mike came home and hadn’t appreciated what a tough day it had been for me,” Amy says. “After a verbal exchange, he said, ‘You probably need to get a job.’ I had never wanted to stay at home, so I jumped all over the comment: I was not going to let him change his mind. Being a stay-at-home mom is the hardest job in the world.”

She ruled out going back into the corporate world, so Michael suggested she become a REALTOR® because of the flexibility it offers. A motivated Amy completed her courses, passed her licensing exam, and hired an au pair all within thirty days.

Real estate ended up being a perfect fit. She could get out of the house while still checking in on the kids throughout the day, all while connecting with her professional passions.



“Aside from sales, my biggest passion is creatively thinking through a problem and finding the best solution,” says Amy. “In the daily meetings with my team, we discuss solutions to the issues they are facing with their clients and other agents, and often roleplay through different options.”

The Amy Kite Team includes Sherry Landa, listing agent; Halina Levterov, Capri Cutchin, Rick Feingold, Jodi McLellan, and Amie Merrick, buyers agents; Katy Dito, director of operations; Michael Kite, CFO; Tim Madden, Raul Ventura, Carlton Kindred, Tessa Figley, Henric Lique, Christian Ciento, and Jessica Heflin, inside

sales team/concierge services; Esther Hubbell and Christine Lao, transaction coordinators; and Doug Study, runner. Together, they work to create win-wins for their clients and the agency. Since the office opened in 2004, Amy has grown her business every year and earned many accreditations, certifications, and accolades along the way.

“Even though I’ve been an agent for nearly twenty years, my role now has become more about providing opportunities for the people on our team to grow and create their [vision of a] life worth living,” she says. “Watching people live in their joy while serving their community is incredible.”

Looking forward, Amy aims to continue building on the nearly two decades of success by not only finding more ways to help her clients but to further develop her team. One way they bond is through giving back to local charitable organizations. The team has cooked for PADS Lake County, a nonprofit organization that helps the homeless; helped out at Feed My Starving Children, hosted food drives, filled bags of personal care supplies for the homeless, and donated dog beds to animal shelters.

“We really like things we can be involved in as a team. One of our team values is ‘we give our time, resources, and efforts to improve the lives of others,’” states Amy. “To me, finding a career you love is about doing what you love with those you love.”

Amy Kite has clearly done just that.

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DR. JESSICA LAUTZ SPEAKS ON MARKET DATA AND HOME BUYER TRENDS



▶▶ business
article
By Amy Robey



In February, Dr. Jessica Lautz, deputy chief economist and vice president of research at the National Association of REALTORS®, met with members of Mainstreet Organization of REALTORS® to share data about where we are in the housing market, what's next, and overall home-buyer trends.

Dr. Lautz shared what many agents know, which is that for buyers over the last year, low inventory coupled with rising interest rates has posed challenges. In March of 2022, an average of 5.5 offers were made on every home that was listed. This year, the average is 2.5 offers.

In January of last year, 22 percent of buyers were investors. Today, that number is down to 16 percent—a number that Dr. Lautz says is indicative of a healthier market that is slightly better for primary residence buyers.

Importantly, distressed sales are now down to 1 percent—a stark contrast to 2009 when up to half of all REALTORS® were working with a distressed seller. Dr. Lautz also shared that most homeowners seem to have housing equity and the ability to sell a home for a profit, if needed.

Dr. Lautz went on to say that 2023 home prices are gaining just minimally. Looking forward, in 2024 she expects mortgage rates to decline and anticipates more unit sales. She says there will be positive home price gains, too—they will not be in the double digits but more in line with a healthy market.

When looking at who bought homes in 2022, the share of first-time buyers dropped to 26 percent, the lowest ever recorded. First-time home buyers typically make up 40 percent of all buyers in a healthy market. Additionally, all-cash buyers made up 29 percent of the market. That's the highest

percentage we've seen since 2014. And it was not just investors who paid all-cash: 17 percent of repeat buyers paid all-cash in 2022.

Other statistics changed too. Dr. Lautz shared that the profile of a first-time buyer in 2022 was different from years past: they were a median age of thirty-six, whereas previously, these buyers were between the ages of twenty-eight and thirty-three. The median age of thirty-six used to be more typical of repeat buyers, but in 2022, the median age of repeat buyers was fifty-nine. According to Dr. Lautz, these shifts will be reflected in the market. Buying a home at age thirty-six likely means the first home will not be an entry-level home, but rather a family home, and that these buyers are likely thinking about buying a home where they would like their kids to go to school.

Between 1985 and 2022 the market saw a shift in first-time home buyer composition. For example, in 1985, 75 percent of first-time buyers were married couples. In 2022, 50 percent were married couples. In 1985, 11 percent of first-time buyers were single women. In 2022, 19 percent were single women. The number of unmarried couples rose from 4 percent in 1985 to 18 percent in 2022. And notably, in 2022, roommates made up 5 percent of all first-time buyers, a trend that didn't even exist in 1985.

Also, the number of children under the age of eighteen in the home decreased from 58 percent in 1985 to 31 percent in 2022. Dr. Lautz indicated that this change is going to influence buyers' neighborhood and home preferences. For example, home buyers who don't have children may not have schools or extra rooms for bedrooms on their shopping list.

When it comes to seniors, trends are indicating they are often moving to follow a grandchild—they are moving close to where one or more of their grandchildren live. Downsizing seems to be out: senior buyers are looking for newer homes, and with trend for aging-in-place on the rise, they are also looking to buy their "forever" homes. This buyer segment values smart home features, and according to Dr. Lautz, the market is also seeing an increase in the number of seniors buying homes with a roommate.

Across demographics, the role of the agent is still highly valued. Buyers and sellers are turning to REALTOR® expertise nine times out of ten, and are most commonly working with an individual or company that is full-service.

About the Author:

Amy Robey is Vice President of Marketing & Communications for Mainstreet Organization of REALTORS®. Mainstreet Organization of REALTORS® is a professional membership association located in Downers Grove, IL that serves more than 20,000 REALTORS® in DuPage, Lake, and Western and Southern Suburban Cook County. Mainstreet is the largest local REALTOR® member organization in Illinois and the seventh largest in the nation.

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Niki Rocco

A FAMILY AFFAIR:
YOUNG MOM JUGGLES KIDS & CLIENTS

▶ agent feature

By Lauren Young
Photos by ABIV Photography

“I love doing things differently than what everyone else does,” says Niki Rocco, REALTOR® with @properties in Orland Park. “From the start, I’ve wanted to do my own thing and steer away from traditional real estate marketing efforts. [That choice] has helped me build strong business relationships rather than try to be the agent for everyone.”

In her nearly four short years as an agent, Niki has become a top-producing REALTOR® by sticking to her main goal: service over sales. Whether she is working with a buyer or a seller, she wants them to have the best experience possible. With listings, Niki pulls out all the stops per her know-how of marketing and social media, as well as prepping and staging homes. And Niki says of her buyer clients: “They become one of my best friends. I work



Niki with her family.

hard to make sure that what starts with a casual talk, usually over coffee at a local shop, ends with a champagne celebration on the day of closing.”

Niki grew up in Chicago’s southwest suburbs in a close-knit family. In 1999, when she was six years old, Niki’s grandparents built a home and



she remembers taking frequent trips to the construction site. Her grandparents hosted many parties in that home, and anytime there were new guests, Niki was always so excited to show them around the house.

“My family joked that one day I would become a REALTOR®,” she says, laughing.

She attended North Central College in Naperville, where she majored in marketing, and then jumped into real estate. Wishing to make use of her marketing degree, she got a job in an office training agents on new tools and marketing ideas to grow their businesses. While gaining valuable experience there, Niki also worked as a waitress, continuing her trend of maximizing her opportunities.

“I was always a self-starter. As soon as I turned sixteen, before I even had my driver’s license, my dad drove me all around town helping me to apply for jobs,” Niki says. “I maintained multiple jobs from the age of sixteen through to my early career days.”

After working two years in support roles, Niki felt comfortable enough to jump into a REALTOR® career full-time, earning her license in 2019. She found the entrepreneurial nature, constant change, and personal connections associated with the job all appealing. She also hoped her age and life stage would help her be relatable to young home buyers.

“I knew a lot of my peers would be buying their first home soon,” says Niki. “I wanted to be the best resource I could be to these buyers while they were navigating something that’s pretty intimidating. I don’t think of myself as a salesperson at all. I think of myself as a service provider.”

Though Niki is just getting started in her REALTOR® career, she’s already working hard to establish her own kind of business. A huge priority for her is finding the best work-life balance. This often means including her growing family in the fun, everyday part of her work. Her husband, Tim, and two young daughters, Charlie (3) and Gigi (1), frequently tag along to open houses and showings.



“ I WANTED TO BE THE BEST RESOURCE I COULD BE TO THESE BUYERS WHILE THEY WERE NAVIGATING SOMETHING THAT’S PRETTY INTIMIDATING. I DON’T THINK OF MYSELF AS A SALESPERSON AT ALL. I THINK OF MYSELF AS A SERVICE PROVIDER.”



“My daughters are starting to see how much I work, but also that I am there for them whenever I’m needed,” Niki explains. “On the weekends, if I’m showing two or three houses and the girls could use a nap, we will all load up into the car—we bring them with us. Tim will be my chauffeur while I prepare for the showing, and the girls get a nap in the back. The days are so fun when they get to come along with me.”

Tim and Niki met in middle school, started dating in high school, attended the same college, and then were married during the height of the COVID pandemic. In many ways, Tim has been Niki’s biggest cheerleader at every stage of her journey.

“When I started in this business I would do an open house almost every single weekend,” she says. “My husband was always there with me as my own personal security guard. He set up my signs while I set up inside. He would sit and read a book while I did my thing. He has always been the biggest support.”

Looking forward, Niki aims to continue evolving. She’s focusing on finding efficiencies in her work processes, and maximizing her attention to her clients while also making time for family.

“I’m so thankful I’ve been able to grow in this career while growing my family,” she adds. “Real estate has made it possible to juggle both a rewarding career and a thriving family. If you put in the work every day and stay consistent, you can meet your goals.”

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TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to April 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Tim	Schiller	20	\$12,041,650	20	\$10,773,900	40	\$22,815,550
2	Larysa	Domino	9	\$10,727,329	10	\$11,382,000	19	\$22,109,329
3	Dawn	McKenna	5	\$11,035,000	6	\$9,684,000	11	\$20,719,000
4	Kim	Dalasky	10	\$8,598,500	13	\$8,404,000	23	\$17,002,500
5	Nicholas	Solano	22	\$13,718,293	0	\$0	22	\$13,718,293
6	Tracy	Anderson	8	\$7,254,552	7	\$6,412,798	15	\$13,667,350
7	Patricia	Wardlow	14	\$6,484,100	15	\$6,693,000	29	\$13,177,100
8	Pat	Murray	17	\$8,935,000	10	\$3,893,500	27	\$12,828,500
9	Bryan	Bomba	8	\$8,419,000	6	\$4,300,000	14	\$12,719,000
10	Lina	Shah	5	\$7,323,500	6	\$4,995,000	11	\$12,318,500
11	Nathan	Stillwell	11	\$6,900,477	9	\$5,164,400	20	\$12,064,877
12	Maureen	Rooney	13	\$7,211,000	6	\$4,265,000	19	\$11,476,000
13	William	White	9	\$6,300,000	6	\$4,598,000	15	\$10,898,000
14	Ginny	Stewart	3	\$3,033,000	4	\$6,905,000	7	\$9,938,000
15	Lance	Kammes	11	\$4,234,500	14	\$5,469,150	25	\$9,703,650
16	Christine	Wilczek	14	\$8,781,068	3	\$879,000	17	\$9,660,068
17	John	Barry	7	\$7,888,510	1	\$645,000	8	\$8,533,510
18	Kelly	Stetler	5	\$4,685,000	5	\$3,795,000	10	\$8,480,000
19	Katie	Minott	4	\$4,467,389	4	\$3,705,389	8	\$8,172,778
20	Julie	Sutton	4	\$5,030,000	2	\$3,100,000	6	\$8,130,000
21	Julie	Schwager	7	\$4,609,000	8	\$3,383,000	15	\$7,992,000
22	Linda	Little	17	\$7,253,350	0	\$0	17	\$7,253,350
23	David	Gust	5	\$3,954,000	3	\$3,267,500	8	\$7,221,500
24	Linda	Feinstein	7	\$4,250,000	5	\$2,959,000	12	\$7,209,000
25	Kris	Berger	6	\$5,741,500	1	\$1,350,000	7	\$7,091,500
26	Alice	Chin	5	\$2,885,000	7	\$4,180,000	12	\$7,065,000
27	Alexandra	Shaban	0	\$0	4	\$7,025,000	4	\$7,025,000
28	Christopher	Lobrillo	22	\$6,618,750	0	\$0	22	\$6,618,750
29	Michael	Berg	13	\$6,250,400	1	\$361,130	14	\$6,611,530
30	Margaret	Smego	2	\$1,655,000	4	\$4,813,000	6	\$6,468,000
31	Laura	McGreal	3	\$1,698,000	7	\$4,724,000	10	\$6,422,000
32	Jeff	Stainer	4	\$2,354,215	6	\$3,719,500	10	\$6,073,715
33	Natasha	Miller	6	\$4,555,000	2	\$1,457,000	8	\$6,012,000
34	Jan	Morel	5	\$4,066,249	2	\$1,933,249	7	\$5,999,498

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Diane	Coyle	6	\$2,655,800	6	\$3,271,000	12	\$5,926,800
36	Sarah	Swanson	2	\$3,465,000	2	\$2,355,000	4	\$5,820,000
37	Tom	Fosnot	10	\$3,909,900	7	\$1,909,500	17	\$5,819,400
38	Betsy	Stavropoulos	5	\$1,861,400	6	\$3,899,500	11	\$5,760,900
39	Lori	Johanneson	6	\$3,397,000	5	\$2,358,000	11	\$5,755,000
40	Sarah	Leonard	5	\$1,761,000	12	\$3,937,700	17	\$5,698,700
41	Elaine	Pagels	8	\$4,515,000	2	\$980,000	10	\$5,495,000
42	Vipin	Gulati	3	\$781,000	11	\$4,536,190	14	\$5,317,190
43	Mike	Long	4	\$2,035,000	5	\$3,235,000	9	\$5,270,000
44	Diane	Salach	3	\$2,302,000	5	\$2,761,500	8	\$5,063,500
45	Megan	McCleary	3	\$4,864,900	0	\$0	3	\$4,864,900
46	Patti	Michels	6	\$4,262,900	1	\$544,900	7	\$4,807,800
47	Paul	Baker	9	\$4,026,500	4	\$670,000	13	\$4,696,500
48	Michael	Thornton	3	\$1,530,000	7	\$3,057,600	10	\$4,587,600
49	Beth	Gorz	4	\$1,950,100	4	\$2,565,500	8	\$4,515,600
50	Bridget	Carroll	3	\$2,221,950	3	\$2,160,000	6	\$4,381,950

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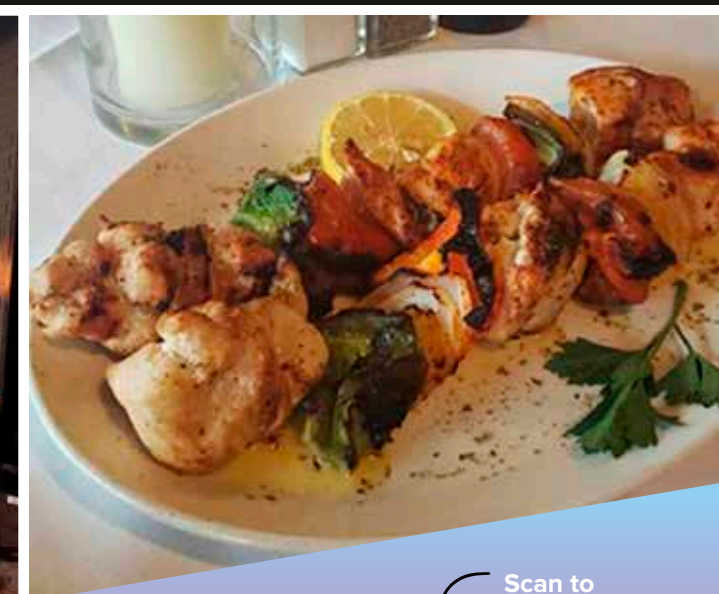
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TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to April 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Jennifer	Iaccino	1	\$1,840,000	4	\$2,535,900	5	\$4,375,900
52	Margaret	Giffin	4	\$2,839,500	4	\$1,513,500	8	\$4,353,000
53	Thomas	Pilafas	7	\$4,349,000	0	\$0	7	\$4,349,000
54	Kevin	Layton	4	\$2,355,900	4	\$1,966,000	8	\$4,321,900
55	Kris	Maranda	6	\$2,860,500	4	\$1,420,000	10	\$4,280,500
56	Eric	Andersen	3	\$2,518,000	3	\$1,715,000	6	\$4,233,000
57	Jessica	Lee	0	\$0	1	\$4,200,000	1	\$4,200,000
58	Justin	Greenberg	2	\$582,500	12	\$3,598,500	14	\$4,181,000
59	Penny	O'Brien	5	\$4,154,100	0	\$0	5	\$4,154,100
60	Michael	Muisenga	3	\$1,947,853	3	\$2,183,400	6	\$4,131,253
61	Ryan	Smith	10	\$4,104,686	0	\$0	10	\$4,104,686
62	Julie	Kaczor	3	\$2,197,000	3	\$1,883,870	6	\$4,080,870
63	Christine	Thompson	4	\$2,256,500	3	\$1,778,000	7	\$4,034,500
64	Courtney	Stach	3	\$3,245,000	2	\$770,000	5	\$4,015,000
65	Trevor	Pauling	2	\$2,310,135	2	\$1,700,000	4	\$4,010,135
66	Simran	Dua	6	\$2,409,501	3	\$1,597,000	9	\$4,006,501
67	Tom	Makinney	5	\$1,516,601	4	\$2,336,400	9	\$3,853,001
68	Ginny	Leamy	6	\$2,170,500	4	\$1,680,000	10	\$3,850,500
69	Virginia	Jackson	3	\$1,685,100	3	\$2,145,500	6	\$3,830,600
70	Josie	Morrison	7	\$1,908,100	5	\$1,897,000	12	\$3,805,100
71	Rick	OHalloran	5	\$2,221,000	3	\$1,566,000	8	\$3,787,000
72	Kelly	Kirchheimer	2	\$1,140,000	2	\$2,590,000	4	\$3,730,000
73	Christopher	Crawford	4	\$2,897,000	1	\$830,000	5	\$3,727,000
74	Diana	Ivas	4	\$3,685,000	0	\$0	4	\$3,685,000
75	Kathy	McKinney	1	\$825,000	4	\$2,844,500	5	\$3,669,500
76	Joe	Cirafici	3	\$3,657,500	0	\$0	3	\$3,657,500
77	Kim	Alden	2	\$753,000	8	\$2,875,853	10	\$3,628,853
78	Crystal	DeKalb	3	\$1,060,000	2	\$2,545,000	5	\$3,605,000
79	Jeff	Salhani	2	\$1,155,000	3	\$2,366,000	5	\$3,521,000
80	Agnieszka	Janowski	2	\$3,049,900	1	\$470,000	3	\$3,519,900
81	John	Wilt	4	\$2,148,000	3	\$1,366,000	7	\$3,514,000
82	Cynthia	Stolfe	2	\$646,500	6	\$2,860,000	8	\$3,506,500
83	Peggy	Sersen	0	\$0	5	\$3,480,000	5	\$3,480,000
84	Cindy	Banks	10	\$3,188,300	1	\$270,000	11	\$3,458,300

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	David	Fidanza	2	\$721,000	3	\$2,737,000	5	\$3,458,000
86	Mary	Braatz	6	\$2,390,000	2	\$1,031,000	8	\$3,421,000
87	Joseph	Champagne	4	\$1,859,400	3	\$1,517,000	7	\$3,376,400
88	Yvonne	Despinich	5	\$3,375,000	0	\$0	5	\$3,375,000
89	Doreen	Booth	2	\$1,002,000	4	\$2,348,900	6	\$3,350,900
90	Sylvia	Kos	2	\$3,300,000	0	\$0	2	\$3,300,000
91	Cindy	Purdum	3	\$1,444,000	4	\$1,848,400	7	\$3,292,400
92	Slav	Polinski	4	\$1,804,000	3	\$1,460,000	7	\$3,264,000
93	Holly	Mateer	2	\$3,251,900	0	\$0	2	\$3,251,900
94	Lisa	Byrne	5	\$2,474,000	2	\$750,000	7	\$3,224,000
95	Terri	Christian	4	\$3,223,000	0	\$0	4	\$3,223,000
96	Indu	Sethi	5	\$2,501,500	2	\$721,000	7	\$3,222,500
97	Eric	Logan	4	\$1,168,000	5	\$2,044,000	9	\$3,212,000
98	Michael	Oliverio	1	\$3,200,000	0	\$0	1	\$3,200,000
99	Stephanie	Herbert	0	\$0	1	\$3,200,000	1	\$3,200,000
100	Denis	Horgan	5	\$2,460,000	2	\$714,000	7	\$3,174,000

Disclaimer: Information is pulled directly from MRED, LLC. New construction, commercial transactions, or numbers not reported to MRED within the date range listed are not included. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through Mainstreet Organization of REALTORS® and may not match the agent's exact year-to-date volume. *DuPage Real Producers* and Mainstreet REALTORS® do not alter or compile this data nor claim responsibility for the stats reported to/by MRED.



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FARMERS MARKET 2023 GUIDE



Saturdays	Arlington Heights	8am - 12pm	May 13 - Oct 14	Saturdays	Palatine	7am - 1pm	May - Oct
Saturdays	Aurora	8am - 12pm	Jun 10 - Oct 14	Saturdays	Rolling Meadows	10am - 2pm	May - Sep
Saturdays	Batavia	8am - 12pm	May 20 - Oct 28	Saturdays	Roselle	8am - 12pm	June - Sept
Saturdays	Chicago (Northcenter)	8am - 1pm	Jun 10 - Oct 28	Saturdays	Wheaton	8am - 2pm	Apr 8 - Oct 28
Saturdays	Chicago (Lincoln Park)	7am - 1pm	Apr - Nov	Saturdays	Wilmette	8am - 1pm	Apr 15 - Oct 28
Saturdays	Chicago (Lakeview)	8am - 2pm	Apr 15 - Oct 28	Sundays	Cary	9am - 1pm	Jun - Sep
Saturdays	Downers Grove	7am - 12:30pm	May - Sept	Sundays	Chicago (Roscoe Village)	8am - 12pm	Jun 11 - Oct 8
Saturdays	Huntley	8am - 1pm	May - Oct	Sundays	Chicago (Wicker Park)	8am - 2pm	May 15 - Oct 30
Saturdays	Lisle	8am - 1pm	May 6 - Oct 14	Sundays	Chicago (Maxwell Street)	9am - 3pm	Apr - Dec
Saturdays	Morton Grove	8am - 12pm	Jun - Oct	Sundays	Geneva	9am - 2pm	Apr - Nov
Saturdays	Naperville	7am - 12pm	Jun - Nov	Sundays	Glen Ellyn	9am - 1pm	May 7 - Oct 22
Saturdays	Oak Lawn	8am - 12pm	May - Sep	Sundays	Highland Park	10am - 3pm	Jul 2 - Sep 24
				Sundays	Mount Prospect	8am - 1pm	Jun 4 - Oct 29
				Sundays	Oswego	9am - 1pm	Jun 4 - Sep 24
				Sundays	Plainfield	12pm - 4pm	Jun 2 - Sep 15
				Sundays	Western Springs	4pm - 7pm	May 5 - Sep 29

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TOP 150 STANDINGS

Teams and Individuals January 1, 2023 to April 30, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Bernard	Cobb	2	\$1,250,000	3	\$1,917,100	5	\$3,167,100
102	Craig	Doherty	4	\$2,062,650	3	\$1,099,000	7	\$3,161,650
103	Jay	Rodgers	1	\$1,575,000	1	\$1,575,000	2	\$3,150,000
104	Amy	Kite	7	\$2,877,500	1	\$269,500	8	\$3,147,000
105	Sophia	Su	4	\$1,675,000	3	\$1,455,000	7	\$3,130,000
106	Shannon	Hormanski	3	\$1,150,100	3	\$1,970,000	6	\$3,120,100
107	Victoria	Tan	2	\$1,355,000	4	\$1,762,800	6	\$3,117,800
108	Oriana	Van Someren	1	\$1,235,000	2	\$1,880,000	3	\$3,115,000
109	Richard	Babb	7	\$1,919,900	3	\$1,185,000	10	\$3,104,900
110	Laura	Michicich	3	\$1,600,000	3	\$1,490,000	6	\$3,090,000
111	Julie	Roback	4	\$1,697,500	4	\$1,389,000	8	\$3,086,500
112	Kenneth	Carn	0	\$0	1	\$3,075,000	1	\$3,075,000
113	Andrew	Burdick	1	\$2,250,000	1	\$790,000	2	\$3,040,000
114	Nicole	Giudice	2	\$1,810,000	2	\$1,190,000	4	\$3,000,000
115	Geri	McCafferty	0	\$0	1	\$3,000,000	1	\$3,000,000
116	Simmi	Malhotra	2	\$1,288,000	4	\$1,701,000	6	\$2,989,000
117	Joanna	Matthies	4	\$2,355,000	1	\$611,000	5	\$2,966,000
118	Tina Marie	Mateja	3	\$1,125,000	5	\$1,837,600	8	\$2,962,600
119	Beverly	Lannon	6	\$2,951,000	0	\$0	6	\$2,951,000
120	Cathy	Balice	1	\$900,000	3	\$2,020,000	4	\$2,920,000
121	Joann	Coghill	4	\$2,285,000	1	\$625,000	5	\$2,910,000
122	Wendy	Pawlak	5	\$1,665,000	2	\$1,215,900	7	\$2,880,900
123	Naveenasree	Ganesan	0	\$0	6	\$2,871,500	6	\$2,871,500
124	Linda	Conforti	4	\$2,059,750	2	\$809,000	6	\$2,868,750
125	Gail	Niermeyer	2	\$1,480,000	2	\$1,373,000	4	\$2,853,000
126	James	Garry	4	\$1,138,896	5	\$1,713,600	9	\$2,852,496
127	William	Anderson	2	\$1,200,000	3	\$1,650,000	5	\$2,850,000
128	Courtney	Monaco	3	\$1,337,500	6	\$1,501,600	9	\$2,839,100
129	Steve	Johnstone	5	\$2,173,000	1	\$650,000	6	\$2,823,000
130	Sanjay	Marathe	1	\$443,000	7	\$2,380,000	8	\$2,823,000
131	Jackie	Angiello	1	\$480,000	4	\$2,327,000	5	\$2,807,000
132	Sanjay	Kumar	0	\$0	1	\$2,800,000	1	\$2,800,000
133	Anna	Fattore	2	\$867,000	6	\$1,932,900	8	\$2,799,900
134	Natalie	Weber	4	\$2,445,900	1	\$348,000	5	\$2,793,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Catherine	Smith	6	\$1,380,000	5	\$1,390,000	11	\$2,770,000
136	Michael	Odeh	7	\$2,267,400	2	\$490,000	9	\$2,757,400
137	Linda	Weber	1	\$305,000	3	\$2,444,900	4	\$2,749,900
138	Edward	Hall	4	\$1,735,074	2	\$1,010,000	6	\$2,745,074
139	Kristen	Jungles	2	\$2,019,800	1	\$725,000	3	\$2,744,800
140	Gary	Leavenworth	4	\$1,980,000	1	\$750,000	5	\$2,730,000
141	Cheryl	Dudek	5	\$2,727,000	0	\$0	5	\$2,727,000
142	Misael	Chacon	7	\$2,540,662	1	\$178,662	8	\$2,719,324
143	Susan	Hoerster	3	\$1,667,500	2	\$1,050,000	5	\$2,717,500
144	Debra	Cuchna	1	\$637,500	2	\$2,073,500	3	\$2,711,000
145	Juliet	Mills-Holubowicz	3	\$2,400,000	1	\$290,000	4	\$2,690,000
146	Erik	Sachs	1	\$665,000	3	\$1,975,680	4	\$2,640,680
147	Madison	Verdun	3	\$915,000	4	\$1,715,000	7	\$2,630,000
148	Margy	Sigerich	3	\$1,812,000	2	\$810,000	5	\$2,622,000
149	Briana	Murray	1	\$755,000	2	\$1,860,000	3	\$2,615,000
150	Patricia	DiCianni	3	\$2,605,000	0	\$0	3	\$2,605,000

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