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SPRING EVENT:

Greenwood American Kitchen & Bar
Tuesday, June 13th
1PM - 4PM
Details on page 44

AGENT FEATURE:

Justin Greenberg

ON THE RISE:

Sami Worth

PARTNER SPOTLIGHT:

John Iskalis
The Iskalis Flooring Group

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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 Tuesday, June 13th from 1pm-4pm at Greenwood American Kitchen & Bar (200 Green Bay Rd. Highwood, IL 60040). Details are on page 44 and be sure to register if you plan on attending!



Andy Burton
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SAWORTH

▲ on the rise

By Chris Menezes
Photos by Travis Heberling



HERE TO STAY

In less than a year of entering real estate, Sami Worth is already making waves. Since starting her career in July 2022, she has produced nearly \$5 million in sales. Her success is a testament to the rewards of betting on yourself and believing it's never too late to make a change.

Sami has identified with many roles throughout her life, but none have been more exciting than real estate professional. Raised in Highland Park, Illinois, as the granddaughter of a German immigrant who escaped Nazi Germany in 1938, Sami was instilled with the tenets of hard work, of beating the odds, and the 'can do' of starting from nothing and making something of yourself.

"My grandfather was a hardworking, humble, and simple man," Sami says. "Both of my parents came from people who worked hard and loved their children. This is how I was raised as well. I never experienced a life like my grandparents did, but they instilled [in me] that hard work pays off."

Sami loved to work as a kid. She was always hustling to put a little money away in her savings account. She was a babysitter at first. Once she was old enough to get a job, she worked at the local Confection Connection, as a receptionist for a podiatrist, as a camp counselor, and as an assistant chef at Northshore Cookery in Highland Park.

While Sami had a lot of jobs, she was also very career-minded. She knew she wanted to be a teacher ever since she was in fourth grade when her teacher taught her about experiential learning and empowered her to go beyond textbooks. She was further inspired after attending her grandmother's funeral where she was taken aback by the number of attendees:

"I remember asking my mom why there were so many people at the funeral, and she explained that many of them were her [my grandmother's] former students," says Sami.

Sami studied elementary education at Indiana University and then taught fifth grade for twelve years. She was a general studies teacher who taught every single subject area. At one point in her career, she taught mixed-aged students with special needs. She was also an after-school activity coordinator and educator and held programming and leadership roles at a summer day camp.



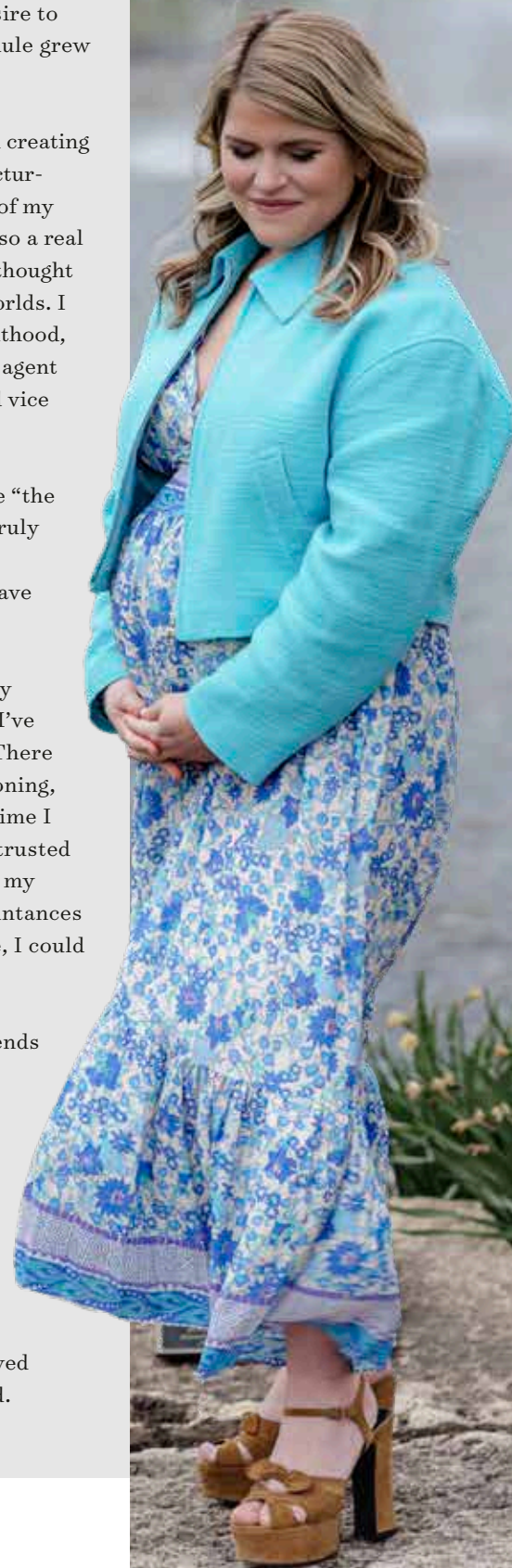
After having her two kids, Penelope and Wesley, Sami went from identifying as a teacher to identifying as a mother. With her kids a top priority, her desire to have a more flexible schedule grew stronger and stronger.

“I was always interested in creating my own schedule and structuring my own business. One of my fifth-grade teachers was also a real estate agent, and I always thought she had the best of both worlds. I quickly realized in my adulthood, however, that no thorough agent could also be a teacher and vice versa,” Sami explains.

Knowing she couldn’t have “the best of both worlds” and truly be happy with her performance, Sami decided to leave teaching behind.

“Switching careers entirely was the biggest challenge I’ve faced to date,” she says. “There was fear, newness, questioning, and doubt, but the entire time I stayed true to myself and trusted the process. I knew that if my family, friends, and acquaintances trusted and believed in me, I could do anything.”

Talking to some of her friends and old colleagues helped Sami with the change. When Sami called one very close friend to tell her about the switch, she said, “Sami, you could convince me which free brown paper bag at the store is best.” The faith that her friends showed in her was all Sami needed.



As an agent with Compass today, Sami loves meeting new people and helping others. She is passionate about building relationships with agents who, given the current market, share listings before they hit the market. She frequents networking groups and attends events to make connections that can get her ahead of both the competition and technology—anything she can do to help her clients.

“It’s amazing walking a client through such a big change in their life. The excitement and joy you get to experience with clients when they go through the process, such as winning a multiple-offer situation, pivoting to a different home when the contract falls through, strategizing with them, or finding an off-market listing for them, is such an amazing feeling!”

When Sami is not working, she enjoys being with her husband, Jason, and their two kids. They enjoy frequenting their favorite eateries like Tacos El Norte and Night ‘N Gale, as well as traveling to southern Florida; South Haven, Michigan; and Arizona. Their kids are currently obsessed with all

life found underwater, so they have been busy building their fish tank and going to aquariums.

When she gets the chance, Sami loves visiting farmer’s markets and getting spa treatments. She also loves cooking and volunteering. She hosts a cooking class for children at her house every week and supports several kid-related nonprofit organizations, such as Fill a Heart 4 Kids, Reading in Motion, and the family school program at Sukkat Shalom synagogue in Wilmette.

While Sami is just getting started in real estate, her passion for helping others, combined with her stellar work ethic and long-standing roots in the community, will no doubt lead to years of continued success.

“I don’t know what my future holds in real estate, but I am hungry, excited, and eager to succeed, and to connect with all of you. I know that I’m here to stay,” she says. “I look forward to building my business, and I can’t wait to see how my team continues to evolve and grow together.”

“
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Sami with her family.



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A man in a dark suit and light blue shirt stands in a flooring showroom. He is surrounded by stacks of various flooring materials, including wood-look laminate and solid wood. The background shows more stacks and a large window.

▶▶ partner spotlight

By Chris Menezes
Photos by Joseph Castello

JOHN ISKALIS

WITH THE ISKALIS FLOORING GROUP

GROUNDING IN FAMILY

AND COMMUNITY

When you visit the Iskalis Flooring Group showroom, there is one thing that quickly stands out: their inventory. Their long-standing history as a local, family business with a commitment to quality has translated to an extensive selection of goods, a deep knowledge of commercial and residential flooring and bathroom remodeling, as well as unparalleled service that keeps their customers coming back.

“We choose only the best products, and we are proud to be affiliated with Flooring America, so we can bring you even more selection, services, and savings including expert carpet cleaning. Our professional team completes ongoing education and training so that we can guarantee efficiency and knowledge with any questions you may have. We are with you every step of the way!” says John Iskalis, owner.

In many ways, the Iskalis Flooring Group extends back to John’s grandfather, an Albanian immigrant who owned an upholstery business. John’s father, Tom Iskalis Sr., grew up with a love of textile design, which later translated into interior design, and him purchasing K&K Rugs and Carpet in 1976.

John grew up in the family business and cultivated a strong work ethic from a young age. When he officially joined the business in 1991, after graduating from the University of Illinois Urbana-Champaign, he became the driving force in the expansion of their commercial work. With dogged persistence, strengthened by his natural ability to always see the bright side and find humor in situations, he has grown the business into what it is today, and he takes great pride in their work of “transforming the community one project at a time.”

“Our humble beginnings started with a 400 sq. ft. space,” explains John. “Today, we have a combined space of more than 70,000 sq. ft., which includes a corporate office, two recently renovated residential and commercial retail showrooms, and a warehouse in Gurnee. We are planning to add other retail showrooms too.”

John says he is fully invested in the future. He is continually upgrading processes to provide estimates and quotes quicker and to better manage their work crews, installations, and communications with clients. He knows that above everything, they are in the relationship business and

he places the customer’s experience above everything.

“Our family works hard to actually listen to our customers’ wants and needs and to provide professional services to help them achieve their goals,” he says. “We simply provide a better customer experience than the

big box stores do. Iskalis Flooring Group is a family business that values relationships.”

When John is not working in the family business, he prefers nothing more than being with his family: his wife, Dana, and their three kids, Taylor, Tommy, and Sydney. They

enjoy following Chicago sports, going to games, and supporting other local businesses around town. He believes in giving back to the community, too, and proudly serves the St. Demetrios Greek Orthodox Church in Libertyville.

“Our family business is grateful to the real estate professionals who have

utilized our business, and we welcome the opportunity to do business with those who are new to us,” says John.

To learn more about the products and services the Iskalis Flooring Group offers, visit <https://www.iskalisamericanfloorshow.com>. You can reach John by calling him at **847-662-7900** (Gurnee office) or **847-475-1190** (Evanston office), or by emailing him at jiskalis@iskalisfloor.com.

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John with Tom Iskalis, Jr. (his son and Sales Manager).



John and his family.





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▶▶ cover story

By Chris Menezes
Photos by Elliot Powell



Lori ROWE

Always on Her Game

Lori Rowe is a consummate professional and a passionate pursuer of excellence. An overachiever as a child, she loved extra credit, sought straight A's and perfect attendance, and earned countless awards. She plays by the book and does not abide shortcuts or excuses. It's this passion for perfection that has fueled her business these past thirty-seven years in real estate and continues to propel her team today.

"I tell the agents on my team that there is more than one way to accomplish something: good, better, or best. I strive to operate at the highest level every time I do something. I don't always succeed, but the wins outnumber the losses. And I won't give up until I have tried everything," Lori says.

Lori's drive to be the best has little to do with competition. In fact, before she became a broker, she would have never described herself as being competitive. Excellence was always a mentality for

Lori. It's why she dresses for success and was voted "Best Dressed Agent in Chicago" by her peers in 2015 (*Chicago Agent Magazine*). Even during finals week in college, you wouldn't find her wearing scrubs or a baseball cap.

"My friend and I would study, go to bed, and then shower and dress for class in the morning. We told each other, 'If you look good, you will perform well.' Perception is reality. Look like a winner and you will be a winner," she says.

Lori took classes at University of California at Berkeley and graduated from University of Illinois Urbana-Champaign with a degree in education. While she always excelled in academics and even tutored Muhammed Ali's twin daughters for two summers while in college, she wasn't afraid of doing manual labor. In fact, she worked on the Ford assembly line making Thunderbirds at one point.



“
OUR TEAM IS GOOD AT
BRAINSTORMING WHEN SOMEONE
NEEDS A SOLUTION, FRESH IDEA, OR
SOUNDING BOARD...WE SUPPORT EACH
OTHER’S WINS AND FIGURE OUT HOW
TO NOT REPEAT OUR LOSSES.

Everyone is generous with their knowledge.”

Lori has also worked as an elementary school teacher, an operations manager at Allstate, and an aerobics instructor. She was living in California’s Bay Area when Allstate said she’d be transferred to Chicago. One of her friends was opening a mortgage banking branch in Chicago and wanted Lori and her husband, Kevin, to oversee it. Upon researching the requirements, Lori learned she had to have a real estate license.

“While taking the class, I decided I wanted to try real estate,” she says. “I was not enjoying my new job. I wanted a career where every day was different and I could use all the skills I’d garnered from past careers and experiences. I enjoy wearing many hats: marketeer, chauffeur, negotiator, designer, cleaning woman, tour guide, mover, concierge, counselor, accountant, manager, and volunteer. Plus, I knew I wanted to have a baby, so I interviewed with the Coldwell Banker office closest to my house and I started in June 1986.”

As she did with everything before, Lori gave everything she had into building her business. And she did it while raising her two kids, Leslie and Hailey. “I think I was like many female agents who worked long hours while raising a family. Every day you ask yourself if you are making the right decisions and if it will have a long-term, negative effect on your children and family. Now that my girls are grown, I know choosing real estate was exactly the right decision,” Lori says.

Lori has been named the number one Coldwell Banker Agent in the Northwest Region twelve times and is no stranger to the “Top 20 Agents” list for Lake County found in *Chicago Agent Magazine*. She runs the Lori Rowe Team with her husband, Kevin, who is their business manager and Lori’s “double” when she needs to be in two places at once. The team also consists of operations manager, Jennifer Dee; marketing manager, Jill Hermes; agents, Susan Bro, Val Domain, and Caleb Brandholt; and in-house stagers, Laurie Tucker and Tiffani Floros.



“Our team is good at brainstorming when someone needs a solution, fresh idea, or sounding board,” says Lori. “In addition to covering for one another, we help each other with pricing properties and strategies for marketing.

We support each other’s wins and figure out how to not repeat our losses. Everyone is generous with their knowledge.”

Lori operates her business on 70 percent referrals and repeat business. She has built longtime relationships with many industry professionals over the years and even publishes an annual list of preferred contractors and service providers that she sends to over 3,000 clients and farm areas. Her team recently hosted a major client event for over 100 guests and is planning to do bigger events in the future.



Lori and the Wynstone Tennis B Team celebrating winning the Fox Valley League in summer 2022.

Lori is a big believer in working hard and playing hard. When she isn’t working, she loves to play tennis and take walks around her neighborhood golf course where she can wander up to the clubhouse for cocktails with Kevin or a friend. She can talk forever about her grandkids, cats, the music business, books (she is in two book clubs), and, of course, real estate. She was a longtime Girl Scout leader, and she has served on the board for Cowboy Dreams at Kickapoo Farms, as president of Second Set Theater Group, and as entertainment chairperson for Barrington’s Relay for Life. Currently, Lori is in the midst of a major capital campaign for Parker Players Theatre Company to build a state-of-the-art performance center in Barrington, a cause near and dear to her heart.

Tennis is one of Lori’s biggest passions. Having played for over twenty-five years, she can apply many concepts from tennis to real estate—many serve as great words of advice for other agents:

“Practice makes perfect: you can always get better,” she says. “Don’t cheat. If your opponent cheats, let it go and don’t let it impact how you play. Be collaborative, even when it kills you. Don’t get cocky. If you won today’s match, don’t assume you don’t have to work as hard to get the win the next time. There is more than one way to win. Know your strengths and your weaknesses and adapt accordingly. Be in the moment for whatever you are doing, and make sure you come to play.”



Lori with her daughter, Hailey, at the Big Break singing competition in Chicago.



Lori's daughter, Leslie, and son-in-law, Jared, with her grandchildren.

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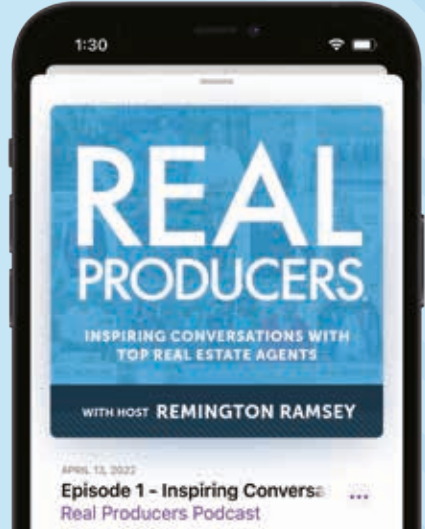
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JUSTIN GREENBERG FREE TO SERVE

JUSTIN GREENBERG has had a rather unconventional path within real estate. After years of climbing the management ladder and becoming the vice president and designated managing broker of two branch offices, he found himself wanting to become an agent again.

“I didn’t get into real estate at twenty-two years old to sit behind a desk or be tied to a phone,” he says. “I got into the business because I was sold on the fact that every day was different. There were always new and exciting people to meet, and incredible homes to see and show. Being tied to a desk and computer and reports and P&L sheets was not part of that original job description.”

Justin started in real estate straight out of college in 2007. He grew up caddying for a couple of commercial real estate agents at Twin Orchard Country Club in Long Grove, who told him he’d make a good agent. Shortly after starting his career, Justin co-founded a real estate technology company, which took him out of real estate sales full-time. After a few short years of success, they ultimately had to shut the business down, however, and Justin was left to restart his real estate business.

As Justin was rebuilding his real estate business, he was soon asked to help train other agents on how to use the new tools and technology at the company. He went from office to office, teaching agents how to set up their websites and organizing training classes on utilizing social media. Then one day, he was approached by his manager, who informed him that he, Justin, was going to meet with their CEO to interview to become an assistant manager.

Eight months into being an assistant manager at their Northbrook, Deerfield, and Glenview offices, Justin was promoted to take over as manager of the Park Ridge office. Eight months after that, he was asked to manage the Schaumburg office too. While he enjoyed working with agents—helping new agents grow their businesses, as well as helping experienced agents find more balance in their lives to spend more time with their families and have more fun—he soon missed the freedom of agent life.



“I’VE GOT A SOLID GROUP OF AGENTS,
and I’m working hard on building the
foundation of the business to
allow me to expand in a way I’ve
never been able to previously.”

Upon expressing his desire to leave the corporate side of real estate to his CEO, Justin took a last-minute trip to Alaska with his wife, where he further reflected on his future in real estate. Ironically, when he returned, he was called into corporate headquarters and told he would be relieved from his management duties.

“When I look back at it, it was a blessing in disguise,” Justin says. “Since working as a REALTOR® again, I have steadily grown my business, and in 2020, I founded the JG Group with Berkshire Hathaway HomeServices. Now I get to do the things I loved to do when I was in management without having to do the corporate side of things that I didn’t enjoy. I’ve got a solid group of agents, and I’m working hard on building the foundation of the business to allow me to expand in a way I’ve never been able to previously.”

Justin was so ready to be free from his corporate job that after he was let go in 2016, he took to the skies and started taking flying lessons with the aim of getting his private pilot certification. While he has been too busy to fly as of late, he is having much more fun now and it shows in his work. He genuinely loves mentoring his agents and tries to make his transactions fun for everyone. His passion today revolves around growing his business, helping his team members, being part of his clients’ lives, and giving back to the community. He’s always willing to help someone in need, including other agents.

“If there are agents out there who are struggling to live up to their potential or just don’t know where to go to have real success and mentorship, I’m here as a resource,” Justin says. “Both of my team members, Beth and Ricky, have grown their business every single year that they’ve worked with me. I want to be able to help more people make a career out of real estate and have fun while doing it.”

While Justin hasn’t had much time to relax outside of work recently, having two young kids and a husky lab mix at home, he enjoys sitting around a bonfire with friends and enjoying a good glass of scotch and a cigar, or spending a summer day laying out at the



pool. He and his wife, Carrie, also enjoy traveling, which they did much more of before having children.

Golf is Justin’s main hobby. He says he could literally watch it, play it, and talk about it all day, every day. Recently, he has also taken up woodworking. During COVID he really got into building things. In fact, during the shutdown, he completely remodeled their kitchen and built new cabinets and doors/drawers. He’s also used a large section of a tree from his front yard to build a buffet cabinet, some small tables, and a soon-to-be new dining room table.

As Justin continues his unconventional real estate journey, taking what he has learned about helping people along the way, two things are certain: he will continue making a difference in the lives of others as his business grows, and he won’t ever be trapped behind a desk again.



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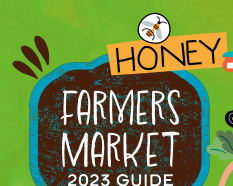
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Saturdays	Palatine	7am - 1pm	May - Oct
Saturdays	Rolling Meadows	10am - 2pm	May - Sep
Saturdays	Roselle	8am - 12pm	June - Sept
Saturdays	Wheaton	8am - 2pm	Apr 8 - Oct 28
Saturdays	Wilmette	8am - 1pm	Apr 15 - Oct 28
Sundays	Cary	9am - 1pm	Jun - Sep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

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

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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	34.5	\$18,745,500.00	21	\$12,755,480	55.5	\$31,500,980
2	Anita	Olsen	62	\$25,114,670.00	0	\$0	62	\$25,114,670
3	John	Morrison	14	\$13,296,000.00	10	\$8,940,000	24	\$22,236,000
4	Connie	Dornan	14	\$9,826,302.00	15.5	\$11,785,800	29.5	\$21,612,102
5	Jena	Radnay	7	\$16,225,500.00	3	\$4,110,000	10	\$20,335,500
6	Sarah	Leonard	32	\$10,612,395.00	30.5	\$8,507,540	62.5	\$19,119,935
7	Paige	Dooley	6.5	\$10,957,100.00	5	\$7,414,000	11.5	\$18,371,100
8	Kim	Alden	7	\$4,059,750.00	40.5	\$13,576,772	47.5	\$17,636,522
9	Maria	DelBoccio	15	\$8,862,022.00	16	\$8,042,418	31	\$16,904,440
10	Leslie	McDonnell	16	\$7,062,300.00	12	\$8,331,516	28	\$15,393,816
11	Holly	Connors	15	\$7,422,000.00	14.5	\$7,262,900	29.5	\$14,684,900
12	Elizabeth	Wieneke	5	\$10,336,000.00	1.5	\$3,220,000	6.5	\$13,556,000
13	Janet	Borden	5	\$6,407,250.00	9	\$6,191,500	14	\$12,598,750
14	Pam	MacPherson	6.5	\$6,097,500.00	6.5	\$6,452,450	13	\$12,549,950
15	Craig	Fallico	15	\$8,748,000.00	6	\$3,387,000	21	\$12,135,000
16	Dinny	Dwyer	1.5	\$6,324,000.00	2	\$5,422,000	3.5	\$11,746,000
17	Jim	Starwalt	20	\$4,699,100.00	25.5	\$6,668,957	45.5	\$11,368,057
18	Michael	Thomas	9	\$3,785,000.00	10	\$7,321,746	19	\$11,106,746
19	Mary	Grant	3.5	\$6,178,500.00	2	\$4,550,000	5.5	\$10,728,500
20	Dean	Tubekis	14	\$8,519,050.00	5.5	\$2,008,550	19.5	\$10,527,600
21	Nancy	Adelman	3	\$6,795,000.00	3	\$3,619,500	6	\$10,414,500
22	Alyson	Tesar	2	\$2,532,500.00	3.5	\$7,451,500	5.5	\$9,984,000
23	Anne	Dubray	6	\$4,531,000.00	6	\$5,071,000	12	\$9,602,000
24	James	Ziltz	19	\$9,573,930.00	0	\$0	19	\$9,573,930
25	Alan	Berlow	9.5	\$6,014,000.00	5.5	\$3,361,000	15	\$9,375,000
26	Jeff	Ohm	5	\$5,605,958.00	4	\$3,345,729	9	\$8,951,687
27	Cathy	Oberbroeckling	14	\$6,605,428.00	6	\$2,287,895	20	\$8,893,323
28	Meredith	Schreiber	4	\$3,190,500.00	8	\$5,525,000	12	\$8,715,500
29	Kati	Spaniak	8	\$4,522,000.00	5.5	\$4,122,400	13.5	\$8,644,400
30	Robbie	Morrison	9	\$5,951,500.00	4	\$2,624,900	13	\$8,576,400
31	Catherine	Caravette	0	\$0.00	2	\$8,300,000	2	\$8,300,000
32	Linda	Little	14	\$8,178,047.00	0	\$0	14	\$8,178,047
33	Cheryl	Bonk	14	\$8,178,047.00	0	\$0	14	\$8,178,047
34	Susan	Maman	4.5	\$6,623,000.00	1	\$1,470,000	5.5	\$8,093,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jamie	Hering	9	\$3,254,400.00	14.5	\$4,610,899	23.5	\$7,865,299
36	Jackie	Mack	6.5	\$4,528,150.00	5.5	\$3,326,125	12	\$7,854,275
37	Kelly	Malina	15	\$6,302,200.00	5	\$1,529,600	20	\$7,831,800
38	Nicholas	Solano	14	\$7,761,839.00	0	\$0	14	\$7,761,839
39	Karina	Kolb-Formento	3	\$1,953,000.00	1	\$5,750,000	4	\$7,703,000
40	Jacqueline	Lotzof	2.5	\$1,970,000.00	6	\$5,614,000	8.5	\$7,584,000
41	Andra	O'Neill	5	\$4,435,500.00	3	\$3,010,000	8	\$7,445,500
42	Joseph	Giampa	3	\$5,465,000.00	1	\$1,900,000	4	\$7,365,000
43	Houda	Chedid	3	\$5,398,750.00	1	\$1,925,000	4	\$7,323,750
44	Sally	Mabadi	4	\$6,217,500.00	1	\$960,000	5	\$7,177,500
45	Kate	Fanselow	3	\$2,685,000.00	4.5	\$4,455,000	7.5	\$7,140,000
46	Beth	Wexler	5.5	\$3,513,500.00	5	\$3,422,960	10.5	\$6,936,460
47	Nevin	Nelson	6	\$2,392,500.00	3	\$4,500,000	9	\$6,892,500
48	Lisa	Wolf	14	\$5,614,900.00	4	\$1,224,900	18	\$6,839,800
49	Mary	Hoffman	18	\$6,820,601.00	0	\$0	18	\$6,820,601
50	Katharine	Hackett	1	\$1,261,000.00	5	\$5,470,000	6	\$6,731,000

Disclaimer: Information is pulled directly from the MLS. New construction, commercial transactions, or numbers not reported to the MLS within the date range listed are not included. The MLS is not responsible for submitting this data. Some teams may report each agent individually, while others may take credit for the entire team. Data is filtered through the North Shore-Barrington Association of REALTORS® (NSBAR) and may not match the agent's exact year-to-date volume. North Shore Real Producers and NSBAR do not alter or compile this data nor claim responsibility for the stats reported to/by the MLS.



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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Geoff	Brown	2.5	\$2,020,625.00	2	\$4,660,000	4.5	\$6,680,625
52	Corey	Barker	10	\$4,360,000.00	5	\$2,317,000	15	\$6,677,000
53	Cory	Green	1	\$380,000.00	5	\$6,290,000	6	\$6,670,000
54	Nancy	Gibson	6	\$4,060,000.00	2	\$2,500,000	8	\$6,560,000
55	Bonnie	Tripton	1	\$1,057,000.00	3	\$5,469,000	4	\$6,526,000
56	Katrina	De Los Reyes	3	\$1,380,875.00	6	\$5,130,000	9	\$6,510,875
57	Amy	Derango	7.5	\$3,415,250.00	5	\$2,969,000	12.5	\$6,384,250
58	Laura	Cartwright	7	\$3,559,500.00	5	\$2,806,000	12	\$6,365,500
59	Ted	Pickus	4.5	\$2,954,960.00	4	\$3,385,000	8.5	\$6,339,960
60	Bill	Flemming	10	\$5,691,118.00	1	\$610,741	11	\$6,301,859
61	Caroline	Starr	5.5	\$4,649,950.00	4	\$1,546,000	9.5	\$6,195,950
62	Esther	Zamudio	9.5	\$2,644,800.00	13.5	\$3,525,101	23	\$6,169,901
63	Jacquelynn	Gordon	1	\$3,050,000.00	2	\$3,100,000	3	\$6,150,000
64	Tamara	O'Connor	10	\$4,076,500.00	4	\$1,968,000	14	\$6,044,500
65	Linda	Levin	4	\$3,482,500.00	2	\$2,560,000	6	\$6,042,500
66	Joanne	Hudson	3	\$4,610,000.00	1	\$1,365,000	4	\$5,975,000
67	Vaseekaran	Janarthanam	4	\$1,669,900.00	11	\$4,303,725	15	\$5,973,625
68	Matthew	Messel	5	\$1,676,550.00	10.5	\$4,194,500	15.5	\$5,871,050
69	Harris	Ali	1	\$829,000.00	11	\$4,965,100	12	\$5,794,100
70	Abhijit	Leekha	2	\$515,000.00	13	\$5,261,689	15	\$5,776,689
71	Samantha	Kalamaras	7	\$5,122,000.00	1	\$627,000	8	\$5,749,000
72	Suzanne	Myers	2	\$3,774,000.00	2	\$1,963,000	4	\$5,737,000
73	Ann	Lyon	1	\$1,240,000.00	1	\$4,495,000	2	\$5,735,000
74	Missy	Jerfita	5	\$3,674,500.00	3	\$2,055,000	8	\$5,729,500
75	Sheryl	Graff	3.5	\$4,535,000.00	1	\$1,150,000	4.5	\$5,685,000
76	Jodi	Cinq-Mars	6	\$1,722,800.00	12.5	\$3,885,501	18.5	\$5,608,301
77	Tyler	Lewke	7	\$3,035,050.00	6.5	\$2,541,275	13.5	\$5,576,325
78	Shannon	Bernard	0	\$0.00	2	\$5,535,000	2	\$5,535,000
79	Lori	Baker	2.5	\$2,124,250.00	2.5	\$3,336,875	5	\$5,461,125
80	Julia	Alexander	9	\$2,694,300.00	10	\$2,721,300	19	\$5,415,600
81	Maureen	O'Grady-Tuohy	6	\$4,338,250.00	1	\$1,056,000	7	\$5,394,250
82	Gina	Shad	3	\$2,691,000.00	1	\$2,700,000	4	\$5,391,000
83	Elizabeth	Bryant	5	\$3,449,000.00	1	\$1,900,000	6	\$5,349,000
84	Ralph	Milito	3	\$1,840,000.00	6	\$3,495,000	9	\$5,335,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Robert	Wisdom	10.5	\$3,181,100.00	7	\$2,012,490	17.5	\$5,193,590
86	Leslie	Maguire	2	\$2,855,000.00	2	\$2,337,200	4	\$5,192,200
87	Patti	Furman	15	\$5,119,974.00	0	\$0	15	\$5,119,974
88	Alissa	McNicholas	2.5	\$2,124,250.00	3.5	\$2,985,775	6	\$5,110,025
89	Susan	Pickard	6	\$2,175,000.00	8	\$2,905,915	14	\$5,080,915
90	Amy	Kite	5	\$2,117,276.00	7	\$2,929,995	12	\$5,047,270
91	Liz	Watson	3	\$5,042,500.00	0	\$0	3	\$5,042,500
92	Stephanie	Andre	5	\$2,982,000.00	5	\$2,043,000	10	\$5,025,000
93	Anthony	Mehrabian	2	\$852,000.00	2	\$4,150,000	4	\$5,002,000
94	Katherine	Hudson	2	\$2,435,000.00	2	\$2,551,000	4	\$4,986,000
95	Mary	Summerville	4	\$2,344,500.00	6	\$2,613,250	10	\$4,957,750
96	Marybeth	Dazzo	2.5	\$1,170,750.00	5	\$3,713,000	7.5	\$4,883,750
97	Dominick	Clarizio	2.5	\$3,998,000.00	1	\$860,000	3.5	\$4,858,000
98	Julie	Pawl	3	\$2,864,000.00	2	\$1,950,000	5	\$4,814,000
99	Scott	Shapiro	10	\$4,780,000.00	0	\$0	10	\$4,780,000
100	Michael	Herrick	3	\$1,180,000.00	5	\$3,579,800	8	\$4,759,800

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Join the *North Shore Real Producers* community for an afternoon on the fantastic patio at Greenwood while we enjoy all spring has to offer and network with the top producers on the North Shore.

TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Carrie	McCormick	4	\$4,711,000.00	0	\$0	4	\$4,711,000
102	Judy	Greenberg	4.5	\$3,041,778.00	3.5	\$1,643,500	8	\$4,685,278
103	Jen	Ortman	4.5	\$2,375,750.00	4	\$2,292,999	8.5	\$4,668,749
104	Randall	Brush	13.5	\$4,658,349.00	0	\$0	13.5	\$4,658,349
105	Frank	Denovi	13	\$4,655,000.00	0	\$0	13	\$4,655,000
106	Andee	Hausman	5	\$2,492,900.00	3.5	\$2,100,000	8.5	\$4,592,900
107	Elizabeth	Goodchild	4	\$1,124,500.00	11	\$3,465,400	15	\$4,589,900
108	Beth	Alberts	2	\$2,694,000.00	3	\$1,862,500	5	\$4,556,500
109	Carly	Jones	2	\$1,805,000.00	2	\$2,750,000	4	\$4,555,000
110	Darragh	Landry	2	\$1,829,000.00	3	\$2,715,500	5	\$4,544,500
111	Jody	Dickstein	3	\$3,724,000.00	1	\$775,000	4	\$4,499,000
112	Danny	McGovern	3	\$3,544,000.00	2	\$925,000	5	\$4,469,000
113	Ashley	Arzer	2.5	\$980,050.00	10	\$3,476,500	12.5	\$4,456,550
114	Lindsey	Kaplan	3	\$1,173,250.00	5.5	\$3,277,000	8.5	\$4,450,250
115	Linda	Martin	0.5	\$1,237,500.00	3	\$3,210,000	3.5	\$4,447,500
116	Ann	Challenger	0	\$0.00	2	\$4,440,000	2	\$4,440,000
117	Diana	Matichyn	8	\$3,163,000.00	3.5	\$1,268,250	11.5	\$4,431,250
118	Kate	Huff	2	\$1,660,000.00	2	\$2,757,500	4	\$4,417,500
119	Kathleen	Menighan	1	\$3,950,000.00	1	\$465,000	2	\$4,415,000
120	Winfield	Cohen	5	\$2,087,500.00	3	\$2,314,250	8	\$4,401,750
121	Robert	Picciariello	13	\$4,394,400.00	0	\$0	13	\$4,394,400
122	Leslie	Dhamer	2	\$3,907,740.00	1	\$419,000	3	\$4,326,740
123	Susan	Teper	4	\$2,883,500.00	3	\$1,435,140	7	\$4,318,640
124	Feliberto	Salgado	10	\$3,949,900.00	1	\$365,000	11	\$4,314,900
125	Marina	Carney	1.5	\$1,311,750.00	4	\$2,945,000	5.5	\$4,256,750
126	Jodi	Taub	2	\$1,742,000.00	3	\$2,499,000	5	\$4,241,000
127	Christopher	Davis	6	\$1,946,000.00	6	\$2,249,700	12	\$4,195,700
128	Mariusz	Bilotas	4	\$2,131,000.00	3	\$2,062,500	7	\$4,193,500
129	Shaunna	Burhop	6	\$2,715,675.00	3	\$1,460,500	9	\$4,176,175
130	Ken	Snedegar	2	\$488,230.00	6	\$3,686,698	8	\$4,174,928
131	Shaun	Raugstad	4	\$3,786,000.00	1	\$335,000	5	\$4,121,000
132	Connie	Antoniou	3	\$4,105,000.00	0	\$0	3	\$4,105,000
133	Mark	Nesci	1	\$445,000.00	4	\$3,633,000	5	\$4,078,000
134	Jeffrey	Taylor	6.5	\$2,517,000.00	4	\$1,542,500	10.5	\$4,059,500

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Michael	Lohens	6.5	\$3,408,000.00	1	\$618,000	7.5	\$4,026,000
136	Judie	Fiandaca	2.5	\$3,998,000.00	0	\$0	2.5	\$3,998,000
137	Cherie	Smith Zurek	11	\$3,348,900.00	2	\$640,000	13	\$3,988,900
138	Teresa	Stultz	6	\$1,792,800.00	8	\$2,104,400	14	\$3,897,200
139	Jill	Okun	2	\$2,240,000.00	1	\$1,640,000	3	\$3,880,000
140	Milena	Birov	1	\$2,485,000.00	1	\$1,349,917	2	\$3,834,917
141	Carrie	Tarzon	1	\$1,225,000.00	1	\$2,585,000	2	\$3,810,000
142	Mandy	Montford	6	\$2,376,975.00	3	\$1,413,450	9	\$3,790,425
143	Kathryn	Mangel	0.5	\$1,136,000.00	2	\$2,650,000	2.5	\$3,786,000
144	Kelly	Janowiak	5.5	\$2,225,000.00	3	\$1,535,000	8.5	\$3,760,000
145	Tara	Kelleher	5	\$2,667,500.00	3	\$1,082,550	8	\$3,750,050
146	Lori	Rowe	5	\$2,635,025.00	2.5	\$1,075,500	7.5	\$3,710,525
147	Mark	Kloss	5	\$2,124,000.00	2	\$1,560,000	7	\$3,684,000
148	Rafay	Qamar	4	\$1,959,900.00	4	\$1,723,000	8	\$3,682,900
149	Jesus	Perez	4	\$817,000.00	12	\$2,841,140	16	\$3,658,140
150	Melissa	Siegal	2	\$1,240,000.00	4.5	\$2,384,260	6.5	\$3,624,260

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TOP 200 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Hebert	Garcia	4	\$1,030,000.00	10	\$2,589,000	14	\$3,619,000
152	Nano	Engdahl	2	\$1,116,000.00	6	\$2,485,500	8	\$3,601,500
153	Hadley	Rue	1	\$1,800,000.00	1	\$1,800,000	2	\$3,600,000
154	Thomas	Zander	7	\$2,892,900.00	3	\$688,900	10	\$3,581,800
155	Nicholas	Blackshaw	0.5	\$207,500.00	6	\$3,363,500	6.5	\$3,571,000
156	Tami	Levy	3.5	\$2,535,000.00	3	\$1,035,890	6.5	\$3,570,890
157	Sarah	Toso	7	\$3,568,560.00	0	\$0	7	\$3,568,560
158	Matthew	Lysien	8	\$1,861,900.00	6	\$1,692,172	14	\$3,554,072
159	Sarah	Anderson	4	\$1,715,000.00	3	\$1,837,500	7	\$3,552,500
160	Lisa	Trace	1	\$530,000.00	4	\$3,009,000	5	\$3,539,000
161	Lyn	Wise	3	\$1,327,500.00	2	\$2,205,000	5	\$3,532,500
162	Justin	Tesar	2	\$2,532,500.00	0.5	\$977,500	2.5	\$3,510,000
163	Connie	Barhorst	6	\$2,272,300.00	3	\$1,222,000	9	\$3,494,300
164	Debbie	Glickman	2.5	\$1,660,000.00	3	\$1,828,500	5.5	\$3,488,500
165	Tim	Ratty	4	\$3,093,000.00	1	\$392,500	5	\$3,485,500
166	Lakenya	Reid	2	\$1,133,000.00	6	\$2,351,900	8	\$3,484,900
167	Margie	Brooks	1	\$1,822,000.00	2	\$1,635,000	3	\$3,457,000
168	Marlene	Rubenstein	0.5	\$674,958.00	4	\$2,761,000	4.5	\$3,435,958
169	Judy Ann	Bruce	6	\$3,122,000.00	1	\$297,190	7	\$3,419,190
170	Lori	Nieman	1	\$1,200,000.00	1	\$2,212,058	2	\$3,412,058
171	Cheryl	Chambers	3	\$3,361,300.00	0	\$0	3	\$3,361,300
172	Sam	Shaffer	0.5	\$410,000.00	2	\$2,950,000	2.5	\$3,360,000
173	Tetiana	Konenko	1	\$330,950.00	8	\$3,018,000	9	\$3,348,950
174	Marla	Schneider	2.5	\$938,450.00	5	\$2,395,000	7.5	\$3,333,450
175	Tania	Forte	3	\$1,925,000.00	2	\$1,398,900	5	\$3,323,900
176	Mohammed	Iftikhar	6	\$2,473,000.00	3	\$836,786	9	\$3,309,786
177	Miranda	Alt	5	\$1,731,000.00	4	\$1,574,900	9	\$3,305,900
178	Nancy	Karp	2	\$1,284,502.00	3	\$2,020,000	5	\$3,304,502
179	Amy	Foote	4.5	\$1,727,500.00	6	\$1,576,000	10.5	\$3,303,500
180	Chris	Veech	0.5	\$292,750.00	3	\$3,002,000	3.5	\$3,294,750
181	Sara	Cohen	1	\$2,250,000.00	1	\$1,035,000	2	\$3,285,000
182	Marsha	Schwartz	4	\$2,166,500.00	2	\$1,117,500	6	\$3,284,000
183	Daniel	Timm	6	\$2,987,000.00	1	\$288,000	7	\$3,275,000
184	Craig	Stein	5	\$1,709,900.00	5	\$1,562,000	10	\$3,271,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Mario	Greco	0	\$0.00	2	\$3,250,000	2	\$3,250,000
186	Nathan	Wynsma	2	\$2,192,787.00	1	\$1,052,611	3	\$3,245,398
187	Jenifer	McCartney	3	\$2,043,000.00	2	\$1,180,000	5	\$3,223,000
188	Heather	Fowler	2.5	\$3,219,500.00	0	\$0	2.5	\$3,219,500
189	Joan	Couris	7	\$2,350,500.00	3	\$861,000	10	\$3,211,500
190	Holly	Cooper-Belconis	3	\$1,995,000.00	2	\$1,207,500	5	\$3,202,500
191	Maria	Ruiz	4	\$1,478,000.00	2	\$1,719,900	6	\$3,197,900
192	Lisa	Wisdom	10.5	\$3,181,100.00	0	\$0	10.5	\$3,181,100
193	David	Schwabe	3.5	\$1,637,450.00	4	\$1,516,000	7.5	\$3,153,450
194	Amy	Philpott	2	\$1,265,900.00	3	\$1,885,000	5	\$3,150,900
195	Jennifer	Stokes Habetler	7	\$2,827,900.00	1	\$322,500	8	\$3,150,400
196	Nathan	Freeborn	2	\$1,506,000.00	3	\$1,627,000	5	\$3,133,000
197	Vilma	Alvarez	6.5	\$2,179,950.00	2	\$939,900	8.5	\$3,119,850
198	George	Seaverns	7	\$3,117,000.00	0	\$0	7	\$3,117,000
199	Stefanie	Ridolfo	3	\$570,000.00	7	\$2,539,540	10	\$3,109,540
200	Analyd	Portee	3	\$1,110,000.00	4	\$1,996,224	7	\$3,106,224

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