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**WINTER EVENT:**  
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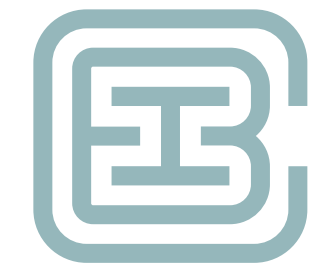
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [andy.burton@realproducersmag.com](mailto:andy.burton@realproducersmag.com)

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## publisher's note

I was going through my calendar the other day and realized that it has been over three years since we've run a Chicago Real Producers panel for an event. Based on the feedback from the REALTORS® and Preferred Partners on our distribution list, the winter event we held last month at Victory Tap was arguably our best one since the COVID-19 shutdown. For those of you who could not attend, the panel topic pertaining to how to be victorious (pun very much intended) in 2023 was extremely applicable. Everyone seemed to glean insights from our panelists and was better equipped in their business after the event. I'm grateful to be surrounded by such successful entrepreneurs and minds that never stop innovating. A big thanks to Sarah Ware, Jennifer Mills, Leigh Marcus, Ben Lalez, and Phil Byers for carving out time in their schedules to deliver immense value to the *Chicago Real Producers* community! Please enjoy the photos from the event on page 58 and be on the lookout for an announcement soon with details about our spring event.



Andy Burton  
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# LP IE ST AR IK



## STOKING THE LIGHT

Lisa Petrik operates on a higher vibration. Highly disciplined in meditation, hypnotherapy, and mindfulness, she is the calm in the storm of real estate—ever cool, collected, and cognizant of maintaining peace for all parties. In fact, the guidance she gives her clients often transcends the transaction and touches their lives in an inspiring way.

“Somehow after touring together, many of my clients make major life shifts in their relationships or career. They often reflect and say I helped them to feel strong enough or motivated enough to try. I love that!” she says.

Lisa has had this light about her since she was a child. She recalls one of her grade-school teachers telling her she was like an Amazon female warrior from Wonder Woman, possessing an inspiring energy of bravery and leadership.

Lisa’s innate bravery fueled her entrepreneurship and passion for sales at a young age. She was in first grade when she decided to start her own business, selling candy at school. She loved pricing products, marketing, and charting her sales for the day. Later, she developed a passion for door-to-door sales, selling everything from wrapping paper to Girl Scout cookies. She used a map and highlighter to keep track of the houses she needed to follow up with and the ones that held the most potential for her next sale.

Her mother always said she should be an attorney because she was good at negotiating, while her high school career placement test said she should be a therapist.



But her grandfather “said” the most: Lisa always looked up to him and tried to emulate his kindness.

“I loved how when we would go to the grocery store he knew every clerk’s name and a fact about them, and he was able to make them all light up when they saw him walk in. I get such joy when that happens to me now. It makes me feel like my grandfather is with me; I am so proud to carry on his kindness.”

Lisa wanted to become a real estate agent when she was seventeen, but she was encouraged by her father to obtain a college education. She majored in marketing, minored in business, later obtained an associate’s degree in air traffic control, and finally became certified in hypnotherapy. “Hypnosis helped me recover from an eating disorder I’d developed in my twenties. I became certified in it when I was thirty, and used it to help heal old patterns and trauma,”

she explains. “It’s become the foundation for how I live my life today, every day, with intention.”

Lisa pursued air traffic control for a while, but real estate and the big city kept tugging at her heart. Nearly two decades after she first thought to do so, Lisa jumped into real estate after moving to Chicago in 2014 and has never looked back. A top producer with Jameson Sotheby’s International, Lisa is most passionate about growing and expanding the referrals she receives from past clients and friends. And she says that meeting new people and developing new friendships is the most rewarding part of her career.

“I attract the most polite, loyal, and kind clients who trust me to do the best job for them,” she says. “It’s been truly lovely and it feeds my soul, to see how kind those I connect with are. In real estate, I get to help others reach their goals, and that has always been a ‘give back’ for me.”

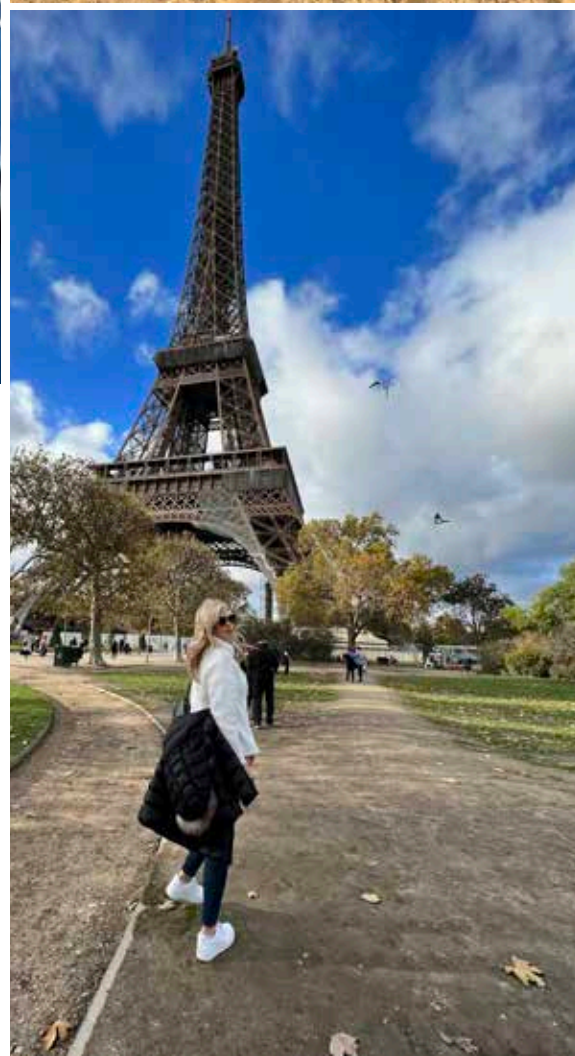


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While Lisa has always been mindful of the impact she has on others, personal events in recent years have deepened her perspective on spirituality and life: after enduring the loss of her mother from brain cancer in 2020 (followed by the death of her first dog as well), she witnessed her brother pass away just two years later.

elevator with me to smile, means I am living with intention and that I've made the world a better place in seconds, which is my true passion and purpose."

Recently, Lisa has been focusing on giving back to organizations that help animals (her brother was a huge cat lover) and Big Brothers Big Sisters of America, and she volunteers to babysit at women's shelters while the mothers learn new life skills. "Some of the kids I've spent time with have left permanent spots in my heart. I will never forget them," she says.



I'VE ALWAYS HAD A LIGHT WITHIN ME TO HELP PEOPLE, BUT NOW IT'S EVEN BRIGHTER AND I WANT TO HELP OTHERS WITH THEIR DEPRESSION AND ANXIETY.



"He drowned in the lake while we were on a boat together," she explained. "I saw his spirit leave his body. That really changed my relationship with the city and with death and life. My brother had been struggling with our mother's passing, and I wish now that I had been more aware of his pain. I've always had a light within me to help people, but now it's even brighter and I want to help others with their depression and anxiety. I wake up reminding myself that today is a gift. Even the small things, like helping someone in the

Outside of working and giving back, Lisa enjoys traveling, Lagree Pilates workouts, updating her vision board, watching the sunrise, and walking the city with a matcha latte. She absolutely loves trying all the great places to eat throughout the city, but she takes everyone to her favorite restaurant, Le Colonial. "Make sure you order a 'Lisa' shot when you sit at the bar!" she says.

As Lisa continues tapping into that higher vibration, maintaining mindful awareness of how she can promote peace in a tumultuous situation, or simply bring a smile to a person's face, her light will continue to shine brighter every day, and no doubt stoke the light in others as well.

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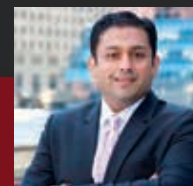
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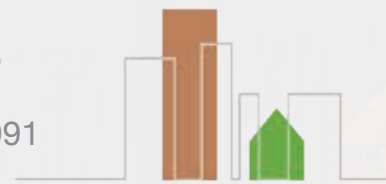


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As for advising up-and-coming REALTORS®, he encourages them to become an expert in one thing: brokers need to be generalists by nature, but he notes that it helps to have a specialty in which you really excel.

"My forte when I started was buying foreclosures at auction," says Luke. "I went to the auctions every day for years at the beginning of my career. I learned a great deal from experienced people around me, I asked a lot of questions, and became good at navigating the complicated transaction. I landed many of my first clients because they were looking for the special skill that I had. Whatever your specialty is, figure it out and be really good at it."

cover rewind - march 2020

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# MICHAEL MAZEK

WITH MAZEK LAW GROUP LLC

## ▶ partner spotlight

By **Lauren Young**  
Photos by **Sonya Martin**

## Fair Housing Advocate Savors Complex Cases

“I grew up in Chicago, and I was the first person in my family to speak English fluently,” says Michael Mazek, founder of Mazek Law Group LLC. “My parents left Poland and worked in factories for all of their working lives in the United States. They were very proud, hard-working people, and did the best with what they had.”

During his childhood, the family lived in various housing situations—they rented small rooms and apartments while saving up to buy a home. Like many children of immigrants, Michael was often thrust into the role of family representative whenever speaking or reading English was required.

“When my parents were finally able to buy a home, they bought a two-flat in Humboldt Park. We lived in one unit and used the rent from the other unit to offset the mortgage,” explains Michael. “From a very young age, I was involved in finances, lease review, property management, and various negotiations.”

“It was a great education for me,” he adds. “I became interested in how housing affects nearly everything in someone’s life: school, work, friends, finances, and life opportunities.”

Michael’s knowledge about real estate continued to grow throughout his high school and college years, but it wasn’t his first career choice. After graduating with a bachelor’s in English and writing with a minor in linguistics from the University of Illinois Chicago, Michael worked as a journalist. While covering the city beat, he learned more about urban planning and public housing. It motivated him to enter the legal field, where, using all of his knowledge and experience, he could make a difference for people facing challenges in these areas, advocating for them as he had for his parents.

“I love seeing clients make their dreams come true,” says Michael. “All of it usually starts pretty simply, usually with just an agreement between two parties. But in this line of work, we often deal with worst-case scenarios. I see what can go wrong. So when I can help it go right, it’s the most rewarding part of this profession.”

In 2009, just a handful of years after obtaining his J.D. from the John Marshall Law School, Michael opened his own boutique firm. Mazek Law Group LLC handles all types of residential and commercial real estate transactions—closings, short sales, foreclosures, etc.; real estate litigation—adverse possession, lot line disputes, condo association conflict, etc.; civil litigation; estate planning; tax appeals; probate work; and more.

A key champion of access to fair housing in Chicago, one of the most significant contributions Michael made to the John Marshall Fair Housing Legal Clinic was as co-counsel for the *Godinez v. Sullivan-Lackey* case. The successful appeal clarified whether Section 8 housing vouchers qualified as “sources of income” for purposes of the City of Chicago Fair Housing Ordinance. ●●●





•••

Michael's spirit for advocacy informs all of his work and inspires his team. He says of his firm, "Our main focus is to solve problems," explains Michael. "That's what we live for. It's what I take pride and joy in."

Some of the firm's cases may be smaller or less complex than others, but the team treats each client with the same level of respect and care, and they approach each problem with the same degree of passion and attentiveness. A classic example of their work ethic can be found during the probate process. The team knows that when dealing with complex family dynamics and the emotions that come with tragedy and loss, no issue is too small. A minor conflict that arises after a family member passes, for instance, can turn into a much bigger problem—one that can potentially divide a family or lead to the loss of assets that family member left behind.

"To us, it doesn't matter whether the client is a business owner suing over hundreds of thousands of dollars for a breach of contract or a first-time homebuyer looking to resolve inspection items during a transaction—the dollar amount may differ, but to the client, the concern is just as important," states Michael.

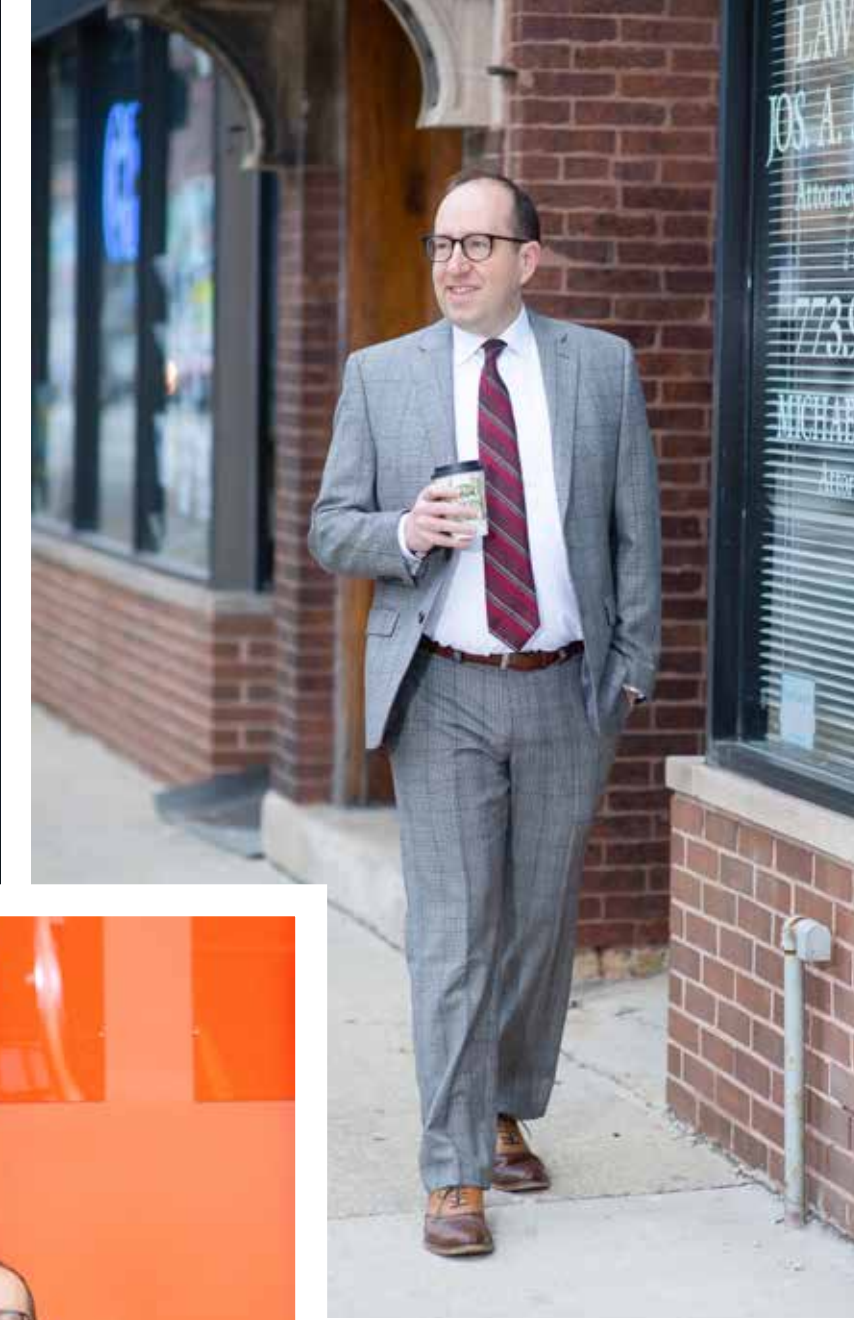
Michael also sees real estate as one part of a thorough asset protection plan. "We provide a comprehensive look at what will best protect our client's interests using our lens of experience. Our advice is based on our collective expertise in estate planning, business entity formation, and liability prevention," says Michael.



“

I see what can go wrong. So when I can help it go right, it's the most rewarding part of this profession.

”



"The real estate transaction has become more distant, in some ways," he observes. "Negotiations done via email make it [the transaction process] more challenging, but that just gives us a way to offer better service to our clients. I can't tell you how many times I've seen a week-long email battle be resolved with a simple, five-minute phone call."

"We love the most challenging cases," notes Michael. "We love solving problems that others couldn't, especially if it gives the client an outcome that they didn't think was possible."

To reach Michael and to learn more about the services the Mazek Law Group LLC provides its clients, visit their website [www.MazekLaw.com](http://www.MazekLaw.com) or call/text 773-800-0141.



# STAIN REMOVAL GUIDE

## OOPS, I SPILLED!

**BABY FORMULA SPIT-UPS** Remove any residue. Blot stain with dish detergent. Let rest for 15 minutes. Rinse with cold water. Or, add baking soda to stain and rinse with cold water.

**BLOOD** Fresh stain: rinse with cold water. Pour hydrogen peroxide on the stain and repeat as needed. Rinse stained item with cold water and normally used detergent. **Tough stain:** pour a solution of 1 TBS of ammonia with 1/2 cup of cold water. When the stain is gone, rinse with more cold water.

**CANDLE WAX/CRAYON** Freeze wax until it hardens. Scrape off excess. Place stain between two pieces of white paper and press with a warm iron. On colorfast whites, try pouring boiling water through the stain. Let dry. If any stain remains, sponge it with 1 part rubbing alcohol in 2 parts water.

**CHOCOLATE** Dab white vinegar onto stain and let it sit for 5 minutes. Rinse the stain with cold water to remove the vinegar. Saturate reverse side of stain area with solution of 1 TBS of grease-cutting dish detergent and 3 cups of warm water. Launder as usual.

**COFFEE** Blot stain with the wet paper towels/cloth to remove excess. Treat stain with dishwashing liquid. Rinse away the soapy residue with white vinegar. Repeat as needed. If stain persists, use commercial stain remover in bar soap form and rub into stain or try liquid form and soak. Rinse with cold water.

**DIRT/MUD** Wait for dirt/mud to dry. Scrape off any excess. Put a few drops of liquid dish detergent onto stain. Add a drop or two of cold water and rub with toothbrush. If stain remains, apply a stain remover or laundry pre-treatment and let it sit for 3-5 minutes.

**FOUNDATION MAKE-UP** Cover the stain with foam shaving cream. Let shaving cream sit for 2-3 minutes then rub into stain. If stain remains, add in a little rubbing alcohol with shaving cream. Rinse with cold water. Blot area with clean, dry towel.

**FRUIT JUICE** Blot stain with a cloth to remove excess juice. Then, blot stain with solution of 1 TSP detergent, 1 TSP white vinegar and 1 quart cold water. Or, lay stained garment over a bowl with stain centered over bowl. Pour the boiling water over stain. If stain remains, treat with vinegar and water solution.

**GRASS** Blot away excess grass from stain. Pre-treat stain by dabbing a 50/50 mixture of warm water and white vinegar. Let sit for 5 minutes. Apply and massage laundry detergent to stain. Rinse with cold water. Or, wet stain with isopropyl alcohol. Air dry and rinse with cool water.

**GREASE** Cover the grease spot with grease-cutting liquid dish detergent. Work foam from detergent into the stain. Rinse the area with water then follow with a rinse solution of 1 part vinegar with 2 parts water. Repeat steps for persistent stains. Or, spray commercial spot remover over stain and scrub with toothbrush.

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# SANTIAGO VALDEZ



# ELIZABETH PYLE

► cover story  
By Lauren Young  
Photos by Caleb Pickman

## Two Unique Journeys, One Powerful Partnership

Partners in both life and business, Santiago Valdez and Elizabeth Pyle had very different life journeys, but happily found each other and their professional passion in real estate.

Santiago's family moved to the United States from Peru when he was thirteen years old. Two women in particular helped them move and adjust to life in the US and became family friends.

"They were, and still are, very much into real estate," says Santiago. "I used to go to open houses and investment courses with them. I loved everything about it. A seed was planted."

After high school, Santiago served in the US Army. He was stationed in Germany and deployed to Bosnia as a 19K Tanker. When his service ended, he worked as a shift sergeant for the university police at Loyola University Chicago. While he was working at the university, he noticed that his condo appreciated in value more each year than he would earn. He traded that condo for a larger one and enjoyed the process so much that he decided to pursue real estate as his next career move.

"It took a lot of courage [to make that change], but within the first four months or so of working only part-time as a REALTOR®, I had earned more than my annual salary at Loyola. So I switched to real estate full-time. It was a natural fit. I enjoyed pretty much everything about the challenge of real estate." ●●●



Santiago Valdez



Elizabeth Pyle



••• Elizabeth grew up in Branson, Missouri. In high school, she watched her parents transition from employees to real estate entrepreneurs, owning and operating a small business. They were self-employed real estate investors, and she saw the financial benefits that that provided to the family. Later, one of her real estate professors at the University of Missouri inspired her to follow her own interests in the industry.

“He had suffered from Polio as a child and was in a wheelchair. He also owned rental properties and used to say he could do anything in real estate with a checkbook and a telephone,” says Elizabeth. “His story made me realize that real estate was accessible to everyone—it allowed my dream of finding success in real estate to seem attainable.”

After college, Elizabeth took a job at a property management company in Chicago. There, she had three key mentors who spurred her passion, showed her what it took to run a small business and how to acquire rental properties, and helped her meet other successful real estate pros.

“My ‘aha moment’ came when I learned that one of the complexes I managed netted more income in one month than I would earn in one year [at the time],” says Elizabeth. “I knew then that I was in the right industry, just not in the right position within it.”

So Elizabeth began to focus on purchasing her own investment properties. When the opportunity to become a REALTOR® surfaced, she jumped at the chance.

“My mom told me that if I wanted to succeed as a REALTOR®, I would need to want it as much as I wanted to breathe,” she recalls. “That’s the mindset I brought to my first several years in the business.”

In 2012, Santiago and Elizabeth decided to combine their real estate expertise and now lead the six-agent strong RELUX Group at Compass. The couple’s enthusiasm and individual strengths are the foundational elements of their dynamic balance.

**“The magic is in staying with the plan, continuing to push forward in any way possible, doing whatever it takes to do what needs to be done today.”**

– Santiago

**“I’m fascinated by the industry; the actual properties; and the puzzle, the game that is real estate; as well as the opportunities that are around every corner and their benefits.”**

– Elizabeth

“I like to focus on the business side of real estate: staying profitable, creating systems and plans ahead of execution, etc.,” Santiago says. “In short, treating the business like a business.”

“I’m fascinated by the industry; the actual properties; and the puzzle, the game that is real estate; as well as the opportunities that are around every corner and their benefits,” says Elizabeth.

Both highly value the personal and professional growth real estate requires and inspires. “Real estate really forces you to learn, challenge yourself, and face hurdles you never thought you could or wanted to face,” notes Elizabeth. “It builds you up, tears you down, makes you ask why, and then gives you the power, tools, and skills to overcome and succeed.” Adds Santiago, “The magic is in staying with the plan, continuing to push forward in any way possible, doing whatever it takes to do what needs to be done today.” •••



...

When they're not managing their firm, the couple supports various charitable organizations in their local community, but in particular, the Daniel Murphy Scholarship Foundation. The foundation made a big difference in Santiago's life, and they want to ensure it can continue to provide financial aid to disadvantaged Chicago high school students. Santiago is also in the process of creating his own foundation with which he intends to assist people of native backgrounds bring honor back to their communities.

In their downtime, they travel to see Santiago's daughter, Cecilia; visit his mother, Consuelo, in Peru; and visit Elizabeth's family in Missouri. They also love to relax in their second home in Miami, explore local restaurants, and spend time on the lakefront.

Looking forward, Santiago and Elizabeth are focused on growing their business and increasing its profitability, adding to their investment portfolio, and serving clients through their partnership.

"We have a somewhat unique setup in that we treat each other as equals in our business, and that has allowed us to grow more," says Elizabeth. "We listen to each other and collaborate together; we are lucky to have this synergy," she adds. "Matched with our passion for real estate, we make a pretty good team."

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# ANDY TISLER WITH CHASE BANK

## *A Dream Team*

Teamwork makes the dream work. Andy Tisler seems to know this better than most. While Andy is one of the most hard-working and knowledgeable people in the mortgage industry today—not only did he grow up in the business, but he has also been ranked the number one home-lending advisor nationally by Chase for the past seven years—he will be the first to say that he would be nothing without his team.

Claudet supports the team's real estate agent partners in all aspects. She puts together co-marketing materials, provides open house support and event planning, and is the one who oversees Chase's Agent Express program for the team. This program refers the team's pre-approved clients out to its real estate agent partners. •••

"I have a phenomenal team. They support my clients and partners with a very high level of service and provide excellent results. We're proud to say we've closed over \$1 billion of funded volume over that time."

When an agent or buyer chooses to partner with Andy, they get an entire team of people devoted to securing their loan and getting them to closing. This team consists of David Schaefer, Claudet Sanchez, Karan Bagga, Nicole Drzewicki, and Renee Burgin.

David supports the team's clients at the initial contact and pre-approval stages. "David is detailed in his follow-ups, and is an expert at structuring files and finding the best path to pre-approve buyers," says Andy







Nicole Drzewicki, Home Lending Assistant



Karan Bagga, Home Lending Assistant



Claudet B. Sanchez, Home Lending Assistant



Andrew Tisler, Sr. Home Lending Advisor CPC

**“OVER THE YEARS, I HAVE LEARNED THAT THE BEST WAY TO APPROACH MY JOB IS, TO BE HONEST AND TO CARE FOR OTHERS.”**



David Schaefer, Home Lending Assistant

... Karan and Nicole run the pipeline for both purchase and refinance applications. They work to submit files into underwriting, as well as provide regular updates to the team’s clients and partners, and an overall seamless experience. “Karan and Nicole are very friendly and always willing to go the extra mile to help our clients,” states Andy.

Renee is the team’s client care specialist. She works directly with underwriting and behind the scenes to get their applications “clear to close” as quickly as possible.

“My team provides 24/7 support for our clients and real estate partners,” Andy explains. “We regularly take on the late-night, pre-approval requests and expedite our short-close contracts with on-time closings. We have a great track record and reputation that we have built over the years— the hundreds of positive online client reviews we’ve received are a testament to that.”

“Andy leads the team as the senior home lending advisor. He brings a lifetime of experience and knowledge to the team, having started in the business as a kid. His parents owned their own real estate and mortgage companies. They emigrated from Romania and built their businesses around helping Romanians in Chicago achieve their own dream of homeownership in the United States. Constantly immersed in real estate and mortgage discussions while growing up, Andy could read a rate sheet, calculate a mortgage payment, and know what it took to qualify for a mortgage before he was in high school. Studying finance in college was a natural transition for him, and the day after he graduated, he officially started his mortgage career and has never looked back.

“Over the years, I have learned that the best way to approach my job is, to be honest and to care for others. A buyer wants to know that they are working with someone who is honest and has their best interests in mind. This is something that I have instilled in my team as well. As we have followed through with this principle, we have seen so many of our clients become repeat clients, as well as refer us to their friends and family,” Andy says.

Because Andy’s workdays tend to be long and nonstop, when he has some free time he savors the moments he gets to have with his wife, Andrea, and their three boys, Camden, Theo, and Zeke; and with friends too. Those times include going on bike rides around the neighborhood with the kids, going on a date night with Andrea, and catching a Cubs or Sox game with friends.

Because his parents worked so much when he was a kid, Andy’s family didn’t do many activities outside of work and they rarely went on vacation. As an adult, Andy enrolled himself in swimming lessons because he had never learned how to swim. He learned how to ski a few years ago, and

lately has developed a passion for pickleball. He loves to travel too, and just recently spent six months living and working remotely from Hawaii with his family.

Instilled with a strong work ethic and passion for helping others, Andy continues to devote his life to his parents’ mission of fulfilling the dream of homeownership for as many people as he can.

To harness the experience and expertise of Andy and his team for your clients, give him a call at 773-469-8174, email him at [andrew.d.tisler@chase.com](mailto:andrew.d.tisler@chase.com), or visit <http://homeloan.chase.com/andrew.d.tisler>.





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
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# Kristin Donohue

## LIVING THE JOY OF CLAIMING HER COURAGE

Many REALTORS® are in the industry today because they followed the footsteps of their parents or other family members—they wanted to continue their legacy. Although Compass REALTOR® Kristin Donohue is the first person in her immediate family to become an agent, she absolutely knows what it is to be part of a proud family legacy.

“I’m a fifth-generation University of Kansas Jayhawk,” states Kristin. “It is obviously a big theme and bond in my family.”

Kristin’s family resided in Kansas City, where she was born, until she was four. They then lived in Birmingham, Alabama, for four years before finally moving and settling in Westmont, Illinois. After graduating from Benet Academy High School in Lisle, Kristin headed off to the University of Kansas where the honor student earned her degree in accounting and marketing, and worked at the go-to bar, the Hawk. At both institutions, she came in not knowing any of her classmates.

“Those experiences taught me to push through any social anxieties I had, and how to quickly make new friends out of perfect strangers,” says Kristin. “Those are helpful skills to have as a REALTOR®.”

Right after college, some friends who worked at an IT staffing agency encouraged Kristin to join them. The role required her to meet a quota of outbound phone calls and feign expertise in software systems she’d never heard of. After struggling with the job



Kristin sharing a new dinner recipe! Cooking is one of her favorite hobbies.



for eight months, she resigned. An overachiever by nature, her inability to excel at the job hit her hard.

“I was pretty terrible at the job, and that was very difficult for me to accept,” she reflects. “I always pictured myself as a successful businesswoman—someone who would crush it in the corporate world. So, leaving that job was hard for me because I felt like I’d failed.”

Kristin decided to take a bartending job until she figured out what to pursue next. She ended up staying there for four years. She lost her job when the pandemic forced the establishment to close. The resulting shock caused her to rethink her future plans.

“I realized I’d been so surprised by my failure at the IT company, not recognizing that it simply wasn’t a good job for me, that I was afraid to try anything else,” Kristin admits. “It really took losing my job to snap me out of complacency.”

Kristin had been thinking about pursuing a career in real estate for several years. Now, motivated to make her own way, she began to see real estate as the ideal path.

“Real estate became more appealing because, as a business owner, it would be completely up to me what I made of it,” she says. “[I realized] No one could take that away, and I felt that if I worked as hard as I could, I would earn success.”

Now, two years after taking the leap into REALTOR® life, Kristin has found the rewards worth the risk. She says she has found the industry incredibly fair: you get out of it what you put in. It rewards the agents who put in the work and put their clients first. Plus, she has found her job to be the perfect way in which she can apply both her degree and the professional skills she honed working in the hospitality industry: she regularly gets to analyze market data, create marketing strategies, determine investment opportunities, and build personal relationships.



...

“Real estate is not an ‘easy buck’ or get-rich-quick type of industry,” she affirms. “In the beginning, it felt like everyone was always asking me questions for which I didn’t know the answers. But I just stuck with it.”

Now that she has a solid handle on the everyday tasks, Kristin is looking for ways to improve her service, better the experience for her clients, and find the best work-life balance for herself. She also hopes to expand further into investment properties and mentor other agents who are new to the industry.

“For brand-new agents, I strongly advise starting off on a team,” she says. “Being on a team allows you to jump in and start learning from day one. Hands-on experience is so important. When you have no business of your own [yet], it’s difficult to get that.”



Kristin preparing a family dinner with her older brother.

## “BEING ON A TEAM ALLOWS YOU TO JUMP IN AND START LEARNING FROM DAY ONE.”

When not working with her team at Chicago Residential Partners, Kristin spends her downtime perfecting her other passion: cooking. At the end of a long day working a dozen showings all over the city, she relaxes by making an extravagant dinner and enjoying a glass of wine. Kristin and her older brother, JJ, who also loves to cook, frequently take over the kitchen when the generations of Jayhawks gather for the holidays.

Looking back, Kristin’s only regret is not having the courage to move into real estate sooner. Today, she revels in the control her new career has given her and is empowered by the confidence she continuously gains through her growing knowledge.

“Initially, real estate appealed to me because I felt that I could control my success based on how hard I worked, and I still believe that to be true,” states Kristin. “It is a slow road, and you have to have patience,” she continues. “But if you give it your all, the clients will come.”



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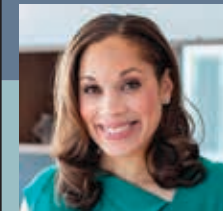
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# Good CREDIT Habits

By Shauna Osborne

We look forward to the month of March for many reasons: Sports fans anticipate March Madness, outdoor lovers hail the coming of spring, and all carousers revel in St. Patrick's Day. A lesser-known, perhaps equally important March event is National Credit Education Month, the perfect time to educate yourself and others on the intricacies of credit, including types of credit and how to build or repair credit.

The latest data from LendingTree indicates that nearly 40% of Americans don't know their credit score, which leads to the first and most important way to observe National Credit Education Month: Check your credit score. Nearly every major purchase an adult will make — mortgages, car loans — is in some way impacted by their credit score, and many utility companies and landlords now use credit data to make crucial decisions about consumers. Make it a habit to check your credit score.



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Next, study your credit report comprehensively. Familiarize yourself with the major factors that contribute to credit scores: the amount of debt carried, the age of debt, whether payments are made on time, and the number of loans a consumer has. Check your report for inaccuracies, including accounts you don't recognize or balances you thought were paid off, and report any errors right away. Sign up for a free credit monitoring program, such as Credit Karma or Credit Sesame, to help you control your data.

One last — and critical — way to observe National Credit Education Month is to pass along your knowledge to the next generation of consumers. It's never too early to start sharing financial wisdom with children and grandchildren, especially when it comes to prudent credit card usage and building good credit.

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# BEN BODELSON

*Love for Learning*

▶ agent feature

By Lauren Young  
Photos by Sonya Martin



**“I took the ‘sample pack’ option in terms of my education and work life,” jokes Coldwell Banker REALTOR® Ben Bodelson. Born and raised in Fargo, North Dakota, Ben studied a range of topics in college—everything from communications to design and beyond—before holding jobs in various fields.**

“My learning and working in different professions gave me a broad background that allowed me to be successful in various industries,” says Ben. “My real estate career is a culmination of all my previous endeavors.”

After holding roles in marketing, advertising, public relations, and interior design, as well as working for many years as a music and costume design faculty member for a university summer program, Ben finally moved into sales. It was while Ben was taking a break that a contact who was starting a real estate company found his résumé on a job board website, called him, and hired him as a broker.



“I was in my early fifties then, so starting from scratch in a new career at that point in my life was challenging,” says Ben. “I spoke to every experienced agent I could to find out how they worked. I went to networking events, read constantly, and worked 24/7 to build my career.”

In the thirteen years since jumping into real estate, Ben has sold more than 240 properties and rented over eighty, and started a small team named Guide Group, for a career sales volume topping \$150 million. Beyond the value of his success, Ben has found that he enjoys all the little things that make up his day-to-day work—from calculating property worth, to finding new clients, to understanding each client’s unique goals, and everything in-between. Ben dives into it all headfirst with gusto.

“I’m especially appreciative of the people-facing parts of my work,” notes Ben. “Meeting new people all the time, working with various agents to increase their skills, working with clients and finding them the perfect place to live, and finding great investment opportunities. It’s all great.”

Real estate’s ever-changing marketplace also provides him with the means to satiate his thirst to be constantly learning. Ben enjoys the time he spends increasing his knowledge and staying up-to-date on pricing, buying trends, interest rates, and other changes. ...



•••

“Real estate has become both my passion and my work,” he says. “I can talk about it all day, every day, as my friends will attest! I don’t really have days when I’m unmotivated.”

“I’ve always said that real estate will be my last career,” he adds. “Success, to me, is simple: make a good living doing something you love. I found just that in real estate.”

When Ben is not managing his real estate business, you will find him trying new restaurants and discussing current events with friends. Ben is especially interested in art, culture, politics, interior design, and architecture.

**My learning and working in different professions gave me a broad background that allowed me to be successful in various industries.**



Ben enjoying a dinner at Maple & Ash with his friend, Nick Johnson.

“I really love being out and about, exploring neighborhoods and the architecture of the city,” says Ben.

Ben has become passionate about passing on his knowledge to agents who are just starting out too. Because he often felt like a fish out of water at the beginning of his REALTOR® journey, he wants to share as many lessons as he can with new brokers.

“I recommend to all new REALTORS® that they learn from every person they meet, explore the constantly-changing market, know their product, and be relentless,” says Ben. “I hope sharing my story can inspire others to chase the success that they’re dreaming of, knowing that it’s possible to achieve [it] no matter where or when you’re starting out.”

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# Chicago Real Producers WINTER EVENT

## Panel and Winter Social Hosted by Victory Tap

We were thrilled to host this year's *Chicago Real Producers* panel and winter social! The dialogue the all-star panel of real estate experts Sarah Ware, Leigh Marcus, Jennifer Mills, and Ben Lalez shared was outstanding. Thank you Phil Byers for moderating the morning.

Following the panel, we hope you all had an opportunity to connect while enjoying the hospitality at Victory Tap.

We are grateful to everyone who joined us, provided raffle prizes, and helped make it an unforgettable event. We look forward to seeing you again in the spring for the next event. Enjoy the photos!





## Raffle Winners

We are extremely grateful to our Preferred Partners who never disappoint with great prizes at all the events! Check out the winners!



Heather Seidelman won a Bearfoot Dreams throw blanket and Stanley tumblers from Emma Butler with Neighborhood Loans.



Dan Kieres won Beats Studio3 wireless headphones with a case from Jennifer Brown and BMO Harris Bank!



Susan Morrow with Melissa Lopez (from the RP team) after winning a Longchamp expandable travel bag from Brent Moree and Robert Reese with AAA-1 Masonry & Tuckpointing, Inc.











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# TOP 250 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Katherine	Malkin	0	\$0	1	\$11,200,000	1	\$11,200,000
2	Susan	Miner	1	\$11,200,000	0	\$0	1	\$11,200,000
3	Eugene	Fu	4.5	\$3,475,000	4	\$3,545,000	8.5	\$7,020,000
4	Matt	Laricy	3	\$970,000	11	\$6,014,500	14	\$6,984,500
5	Grigory	Pekarsky	3.5	\$1,097,500	14.5	\$5,571,200	18	\$6,668,700
6	Benyamin	Lalez	4	\$1,640,000	9.5	\$4,928,119	13.5	\$6,568,119
7	Elizabeth	Brooks	6	\$6,493,068	0	\$0	6	\$6,493,068
8	Susan	Nice	1	\$460,000	1	\$5,000,000	2	\$5,460,000
9	Maureen	Moran	0	\$0	1	\$5,200,000	1	\$5,200,000
10	Philip	Skowron	3	\$4,400,000	0	\$0	3	\$4,400,000
11	Amanda	McMillan	1	\$942,500	4	\$2,847,500	5	\$3,790,000
12	Kelsey	Mayher	1	\$521,000	1	\$3,180,000	2	\$3,701,000
13	Melissa	Siegal	3	\$2,115,000	3	\$1,570,000	6	\$3,685,000
14	Hayley	Westhoff	1.5	\$1,305,000	3.5	\$2,374,250	5	\$3,679,250
15	Lauren	Mitrick Wood	2.5	\$1,120,000	2	\$2,461,250	4.5	\$3,581,250
16	Fadya	Kashkeesh	2	\$1,730,000	2	\$1,730,000	4	\$3,460,000
17	Kenneth	Dooley	1	\$1,243,520	2	\$2,038,520	3	\$3,282,040
18	Nicholaos	Voutsinas	1	\$1,075,000	2	\$2,130,000	3	\$3,205,000
19	Joelle	Cachey Hayes	1.5	\$3,195,000	0	\$0	1.5	\$3,195,000
20	Jeffrey	Lowe	4	\$2,358,500	0.5	\$764,950	4.5	\$3,123,450
21	Cadey	O'Leary	1	\$570,000	1	\$2,550,000	2	\$3,120,000
22	Lindsey	Rivollier	3	\$3,050,310	0	\$0	3	\$3,050,310
23	Melanie	Everett	0.5	\$340,000	4	\$2,619,000	4.5	\$2,959,000
24	Jennifer	Breheny	1	\$2,850,000	0	\$0	1	\$2,850,000
25	Kathleen	Malone	1	\$1,210,000	1	\$1,549,000	2	\$2,759,000
26	Leigh	Marcus	1	\$1,500,000	3	\$1,240,000	4	\$2,740,000
27	Michael	Battista	0	\$0	1	\$2,700,000	1	\$2,700,000
28	Joanne	Nemerovski	2	\$2,399,000	1	\$299,000	3	\$2,698,000
29	Iris	Kohl	0	\$0	2	\$2,619,000	2	\$2,619,000
30	Diana	Grinnell	3	\$1,534,900	1	\$1,050,000	4	\$2,584,900
31	Carrie	McCormick	2	\$859,900	2	\$1,700,000	4	\$2,559,900
32	Kevin	Bigoness	2	\$2,044,000	1	\$465,000	3	\$2,509,000
33	Harry	Maisel	2	\$1,158,500	1	\$1,330,000	3	\$2,488,500
34	Leopoldo	Gutierrez	0	\$0	3	\$2,361,000	3	\$2,361,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Carol	Collins	1.5	\$712,500	3	\$1,565,000	4.5	\$2,277,500
36	Nicholas	Apostal	3	\$2,253,500	0	\$0	3	\$2,253,500
37	Marlene	Granacki	0	\$0	1	\$2,250,000	1	\$2,250,000
38	Bradley	Brondyke	1	\$815,000	1	\$1,340,000	2	\$2,155,000
39	Ryan	Hardy	0	\$0	2	\$2,135,000	2	\$2,135,000
40	Julie	Harron	0	\$0	1	\$2,100,000	1	\$2,100,000
41	Lissa	Weinstein	1	\$1,030,000	1	\$1,030,000	2	\$2,060,000
42	Andre	Nguyen	1	\$2,050,000	0	\$0	1	\$2,050,000
43	Michael	Hampton	2	\$2,023,822	0	\$0	2	\$2,023,822
44	Michael	Maier	1	\$975,000	2	\$1,002,000	3	\$1,977,000
45	Anthony	Freeman	0	\$0	1	\$1,970,000	1	\$1,970,000
46	Katharine	Waddell	1.5	\$1,320,000	2	\$647,000	3.5	\$1,967,000
47	Melinda	Jakovich	0	\$0	1	\$1,900,000	1	\$1,900,000
48	Emily	Wells	1	\$1,900,000	0	\$0	1	\$1,900,000
49	Robert	Sikkel	0	\$0	6	\$1,900,000	6	\$1,900,000
50	Kimberly	Kappelman	1	\$1,300,000	1	\$590,000	2	\$1,890,000

**Disclaimer:** Information is pulled directly from the MLS. New construction 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. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

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51	Wesley	Walker	2	\$1,877,000	0	\$0	2	\$1,877,000
52	Scott	Newman	3	\$1,359,100	1	\$515,000	4	\$1,874,100
53	Chezi	Rafaelli	1	\$935,000	1	\$935,000	2	\$1,870,000
54	Matt	Mercer	1	\$350,000	2	\$1,512,500	3	\$1,862,500
55	Caroline	Moellering	1	\$870,000	2	\$947,500	3	\$1,817,500
56	Mark	Rantis	3	\$1,795,000	0	\$0	3	\$1,795,000
57	Joshua	Lipton	0	\$0	2	\$1,790,000	2	\$1,790,000
58	Megan	Tirpak	2	\$1,785,000	0	\$0	2	\$1,785,000
59	Michael	Michalak	1	\$196,000	2	\$1,582,500	3	\$1,778,500
60	Penny	Bagherpour	0	\$0	1	\$1,775,000	1	\$1,775,000
61	Stephen	Hnatow	3	\$1,174,500	1	\$579,100	4	\$1,753,600
62	Stephanie	Klein Trout	0	\$0	1	\$1,750,000	1	\$1,750,000
63	Caroline	Druker	1	\$1,750,000	0	\$0	1	\$1,750,000
64	John	Mola	1	\$1,750,000	0	\$0	1	\$1,750,000
65	Matthew	Druker	1	\$1,750,000	0	\$0	1	\$1,750,000
66	Karen	Biazar	0.5	\$371,250	2	\$1,347,500	2.5	\$1,718,750
67	Stacey	Dombar	2	\$1,710,000	0	\$0	2	\$1,710,000
68	Ivan	Petrov	0.5	\$175,000	1	\$1,532,500	1.5	\$1,707,500
69	Daniel	Xia	1	\$730,000	1	\$974,900	2	\$1,704,900
70	Vincent	Anzalone	1.5	\$1,700,000	0	\$0	1.5	\$1,700,000
71	Brooke	Vanderbok	0	\$0	1	\$1,699,000	1	\$1,699,000
72	Scott	Berg	5	\$1,685,000	0	\$0	5	\$1,685,000
73	Monica	McCarthy	0	\$0	4	\$1,684,900	4	\$1,684,900
74	Darrell	Scott	0.5	\$125,000	3	\$1,555,000	3.5	\$1,680,000
75	Lawrence	Dunning	1	\$825,000	1	\$850,000	2	\$1,675,000
76	Jake	Fugman	1	\$305,000	2	\$1,350,000	3	\$1,655,000
77	Jacob	Tasharski	0	\$0	1	\$1,650,000	1	\$1,650,000
78	James	La Ha	2	\$775,000	2	\$875,000	4	\$1,650,000
79	Heather	Hillebrand	1	\$1,650,000	0	\$0	1	\$1,650,000
80	Tiffany	Meyers	1	\$380,000	3	\$1,267,000	4	\$1,647,000
81	Jennifer	Rivera	3	\$1,635,000	0	\$0	3	\$1,635,000
82	Sharon	O'Hara	1	\$1,619,000	0	\$0	1	\$1,619,000
83	Scott	Curcio	1	\$508,750	3	\$1,102,500	4	\$1,611,250
84	Alexandre	Stoykov	0	\$0	3	\$1,610,000	3	\$1,610,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Armando	Vargas	0	\$0	2	\$1,610,000	2	\$1,610,000
86	Michael	Max	0.5	\$562,500	1	\$1,043,875	1.5	\$1,606,375
87	Ryan	Luu	0	\$0	3	\$1,604,900	3	\$1,604,900
88	Michael	Olszewski	6	\$1,342,150	1	\$250,000	7	\$1,592,150
89	Guido	Piunti	1	\$360,000	2	\$1,223,031	3	\$1,583,031
90	Gwen	Stark	2	\$1,220,000	1	\$332,500	3	\$1,552,500
91	Juliana	Yeager	0.5	\$273,750	2	\$1,275,000	2.5	\$1,548,750
92	Brian	Connolly	2.5	\$1,545,350	0	\$0	2.5	\$1,545,350
93	Joseph	Nicastro	1	\$1,537,500	0	\$0	1	\$1,537,500
94	Kyle	Jamicich	1	\$1,532,500	0	\$0	1	\$1,532,500
95	Douglas	Misko	1	\$1,529,900	0	\$0	1	\$1,529,900
96	Greg	Whelan	0	\$0	2	\$1,518,500	2	\$1,518,500
97	Mariah	Dell	3	\$1,490,119	0	\$0	3	\$1,490,119
98	Victoria	Rezin	0.5	\$415,000	1	\$1,047,000	1.5	\$1,462,000
99	Brian	Murphy	1	\$400,000	1	\$1,050,000	2	\$1,450,000
100	Daniel	Glick	2	\$1,138,000	1	\$292,500	3	\$1,430,500

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Edrick	Salomon	3	\$1,322,250	1	\$103,000	4	\$1,425,250
102	Lorena	Ramirez-Carrillo	2	\$532,500	4	\$882,000	6	\$1,414,500
103	Brett	Pechter	0	\$0	2	\$1,410,000	2	\$1,410,000
104	Catherine	Rosenberg	0	\$0	1	\$1,400,000	1	\$1,400,000
105	Adam	Zenullahi	0	\$0	2	\$1,397,700	2	\$1,397,700
106	Mike	Mcelroy	0	\$0	2.5	\$1,396,950	2.5	\$1,396,950
107	Julie	Chesne	2	\$1,180,000	1	\$216,500	3	\$1,396,500
108	Kelly	Parker	0	\$0	3	\$1,396,000	3	\$1,396,000
109	Jennifer	Gordon	0	\$0	1	\$1,385,000	1	\$1,385,000
110	Lauren	Dayton	1	\$1,385,000	0	\$0	1	\$1,385,000
111	Stefanie	Campbell	2	\$1,375,000	0	\$0	2	\$1,375,000
112	Erica	Cuneen	1	\$285,000	1	\$1,089,400	2	\$1,374,400
113	Susan	Morrow	3	\$1,357,000	0	\$0	3	\$1,357,000
114	Anna	Prodanovic	1	\$765,000	1	\$587,500	2	\$1,352,500
115	Natasha	Motev	1.5	\$1,350,888	0	\$0	1.5	\$1,350,888
116	Rachel	Krueger	1	\$1,350,000	0	\$0	1	\$1,350,000
117	R. Matt	Leutheuser	0	\$0	1	\$1,350,000	1	\$1,350,000
118	Marc	Zale	1	\$701,500	1	\$645,000	2	\$1,346,500
119	Ryan	Huyler	3	\$1,336,500	0	\$0	3	\$1,336,500
120	Richard	Kasper	0.5	\$424,066	1.5	\$912,000	2	\$1,336,066
121	Brian	Henderson	1	\$1,330,000	0	\$0	1	\$1,330,000
122	Margaret	Nagel	0	\$0	1	\$1,325,000	1	\$1,325,000
123	Michael	Kaufman	0	\$0	1	\$1,320,000	1	\$1,320,000
124	Alice	Tse	2	\$1,302,500	0	\$0	2	\$1,302,500
125	Grace	Sergio	1	\$1,300,000	0	\$0	1	\$1,300,000
126	Thomas	Moran	0	\$0	1	\$1,300,000	1	\$1,300,000
127	Phillip	Buoscio	1	\$647,500	1	\$647,500	2	\$1,295,000
128	Tyler	Stallings	1	\$550,000	1	\$742,500	2	\$1,292,500
129	Dan	Nelson	1	\$500,750	2	\$790,000	3	\$1,290,750
130	Whitney	Wang	0	\$0	2	\$1,280,000	2	\$1,280,000
131	John	Ruder	2	\$913,000	1	\$355,000	3	\$1,268,000
132	Joseph	Kotoch	0.5	\$985,000	1	\$283,000	1.5	\$1,268,000
133	Marc	Kaufman	1.5	\$615,000	1	\$650,000	2.5	\$1,265,000
134	Bo	Xu	0	\$0	2	\$1,265,000	2	\$1,265,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Robert	Golden	0	\$0	2	\$1,255,000	2	\$1,255,000
136	Elizabeth	Caya	0	\$0	3	\$1,252,000	3	\$1,252,000
137	James	Sheehan	1	\$1,245,000	0	\$0	1	\$1,245,000
138	Julie	Latsko	0	\$0	1	\$1,245,000	1	\$1,245,000
139	Virgil	Jones	1	\$620,000	1	\$620,000	2	\$1,240,000
140	Neil	Browne	1	\$1,227,500	0	\$0	1	\$1,227,500
141	Frank	Furio	0	\$0	1	\$1,227,500	1	\$1,227,500
142	Lucas	Baker	1	\$875,000	1	\$342,000	2	\$1,217,000
143	Mohammed	Iftikhar	0	\$0	2	\$1,215,000	2	\$1,215,000
144	Gaspar	Flores	4	\$1,060,300	1	\$149,900	5	\$1,210,200
145	John	Wyman	1.5	\$551,500	1	\$650,000	2.5	\$1,201,500
146	Jacob	Reiner	3	\$979,500	1	\$220,000	4	\$1,199,500
147	Mario	Greco	2	\$781,250	2	\$408,500	4	\$1,189,750
148	Vickie	Liu	0.5	\$422,500	1	\$753,500	1.5	\$1,176,000
149	Melanie	Carlson	0	\$0	1	\$1,175,000	1	\$1,175,000
150	Julie	Dunne	0	\$0	2	\$1,175,000	2	\$1,175,000

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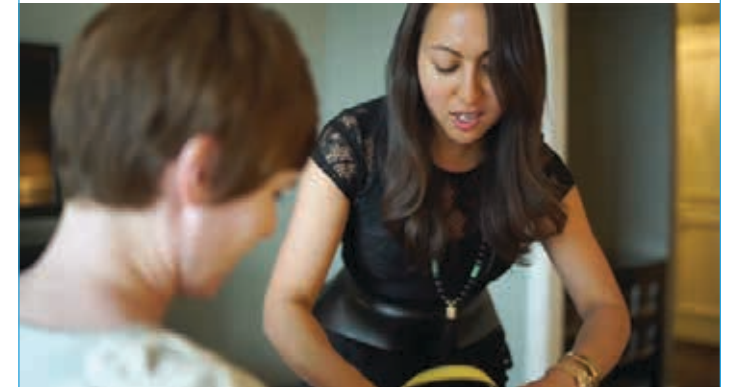
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**Q: How can hiring tristinstyling save people money?**

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

**A:** While styling services in retail stores are nice to have access to, customers are limited to shopping only in that one store. Clients who want to create a cohesive wardrobe that is unique to their personal style choose to hire us for personal shopping audits because they benefit from learning how to expand their own wardrobe by shopping all the current trends available from all retailers.

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Frank	Oliva	1	\$1,175,000	0	\$0	1	\$1,175,000
152	Ali	Bakir	0	\$0	2	\$1,165,000	2	\$1,165,000
153	Jean	Walker	2	\$640,000	1	\$515,000	3	\$1,155,000
154	Jennifer	Bell	1	\$1,150,000	0	\$0	1	\$1,150,000
155	Leticia	Herrera	0	\$0	1	\$1,150,000	1	\$1,150,000
156	Ryan	Mosele	0	\$0	1	\$1,150,000	1	\$1,150,000
157	Melinda	Jordan	0	\$0	2	\$1,147,440	2	\$1,147,440
158	Janet	Robertson	1	\$572,000	1	\$572,000	2	\$1,144,000
159	Kathryn	Barry	1	\$342,000	2	\$798,500	3	\$1,140,500
160	Ian	Halpin	0	\$0	2	\$1,137,500	2	\$1,137,500
161	Sophia	Klopa	1.5	\$1,132,500	0	\$0	1.5	\$1,132,500
162	Serena	Phillips	1	\$282,000	2	\$847,900	3	\$1,129,900
163	Mark	Buckner	1	\$735,000	1	\$390,000	2	\$1,125,000
164	Gabriel	Horstick	0	\$0	1	\$1,125,000	1	\$1,125,000
165	Joy	Larkin	0.5	\$353,000	0.5	\$764,950	1	\$1,117,950
166	Elizabeth	Andrews	2	\$932,500	1	\$179,000	3	\$1,111,500
167	Jeanine	Wheeler	1	\$425,000	1	\$685,000	2	\$1,110,000
168	Uriel	Ayala	0	\$0	5	\$1,109,900	5	\$1,109,900
169	Michael	Eldridge	0	\$0	1	\$1,100,000	1	\$1,100,000
170	Emily	Smart Lemire	0	\$0	1	\$1,100,000	1	\$1,100,000
171	Scott	Siegel	0	\$0	2	\$1,100,000	2	\$1,100,000
172	Carlos	Escalante	1	\$1,100,000	0	\$0	1	\$1,100,000
173	Kevin	Hinton	2	\$578,000	1	\$520,000	3	\$1,098,000
174	Robin	Phelps	0	\$0	1	\$1,090,000	1	\$1,090,000
175	D	Waveland Kendt	1.5	\$1,090,000	0	\$0	1.5	\$1,090,000
176	Steven	Powers	1	\$1,090,000	0	\$0	1	\$1,090,000
177	Patricia	Young	1.5	\$1,087,500	0	\$0	1.5	\$1,087,500
178	Sandra	Farrell	1.5	\$1,087,500	0	\$0	1.5	\$1,087,500
179	Jeff	Kallas	1	\$312,500	1	\$775,000	2	\$1,087,500
180	Brandon	Cleaton	1	\$540,000	1	\$540,000	2	\$1,080,000
181	Fernando	Rocha	1	\$568,750	1.5	\$507,000	2.5	\$1,075,750
182	Bari	Levine	0	\$0	1	\$1,075,000	1	\$1,075,000
183	Olivia	Angel	0	\$0	1	\$1,075,000	1	\$1,075,000
184	Rachna	Jain	1	\$537,000	1	\$537,000	2	\$1,074,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Ryan	Lee	0	\$0	1	\$1,072,020	1	\$1,072,020
186	Tommy	Choi	2.5	\$1,071,750	0	\$0	2.5	\$1,071,750
187	Naja	Morris	1	\$694,800	1	\$372,500	2	\$1,067,300
188	Lynn	Reidl	2	\$1,059,000	0	\$0	2	\$1,059,000
189	Patrick	McEneely	1	\$1,050,000	0	\$0	1	\$1,050,000
190	Craig	Rogner	2	\$705,000	1	\$345,000	3	\$1,050,000
191	Lauren	Kaczperski	0	\$0	1	\$1,050,000	1	\$1,050,000
192	Brenda	Mauldin	0	\$0	1	\$1,050,000	1	\$1,050,000
193	Andrew	Hasdal	1	\$1,050,000	0	\$0	1	\$1,050,000
194	Anthony	Rodriguez	2	\$1,048,000	0	\$0	2	\$1,048,000
195	Tony	Mattar	1	\$1,047,000	0	\$0	1	\$1,047,000
196	Hermilo	Hinojosa	0	\$0	1	\$1,046,119	1	\$1,046,119
197	Michael	Samm	0	\$0	2	\$1,040,000	2	\$1,040,000
198	Thomas	Gosse	1	\$256,000	2	\$779,500	3	\$1,035,500
199	Sonny	Ruan	0	\$0	2	\$1,029,500	2	\$1,029,500
200	Wenxue	Zhang	0	\$0	2	\$1,020,800	2	\$1,020,800

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# TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Roman	Patzner	0	\$0	2	\$1,020,000	2	\$1,020,000
202	Christopher	Paradis	0	\$0	2	\$1,020,000	2	\$1,020,000
203	Jillian	Haynes	2	\$1,020,000	0	\$0	2	\$1,020,000
204	Jessica	Teuthorn	2	\$589,000	1	\$430,000	3	\$1,019,000
205	Dawn	McKenna	1.5	\$1,011,250	0	\$0	1.5	\$1,011,250
206	Salvador	Gonzalez	1.5	\$705,000	2	\$300,500	3.5	\$1,005,500
207	Nancy	Thomas	1	\$1,005,000	0	\$0	1	\$1,005,000
208	Brittany	Strale	0	\$0	1	\$1,005,000	1	\$1,005,000
209	Guangling	Yu	0	\$0	1	\$998,000	1	\$998,000
210	Timothy	Sheahan	1.5	\$867,500	1	\$130,000	2.5	\$997,500
211	John	Corry	0	\$0	1	\$995,000	1	\$995,000
212	Noel	Hermosillo	1	\$560,000	1	\$435,000	2	\$995,000
213	Melanie	Giglio	0.5	\$325,000	1	\$670,000	1.5	\$995,000
214	Ressie	Krabacher	1	\$440,000	1	\$552,000	2	\$992,000
215	Qiankun	Chen	2	\$713,000	1	\$269,000	3	\$982,000
216	Sophia	Worden	1.5	\$977,500	0	\$0	1.5	\$977,500
217	Hadley	Rue	0	\$0	1	\$977,000	1	\$977,000
218	Kevin	Williams	1	\$977,000	0	\$0	1	\$977,000
219	Sara	Press	1	\$435,000	1	\$525,000	2	\$960,000
220	Nicole	Hajdu	2	\$959,500	0	\$0	2	\$959,500
221	Philip	Schwartz	0	\$0	1	\$955,000	1	\$955,000
222	John	Creighton	1	\$955,000	0	\$0	1	\$955,000
223	Colin	Hebson	1.5	\$953,500	0	\$0	1.5	\$953,500
224	Sharon	Lynch	1	\$287,500	1	\$665,000	2	\$952,500
225	Renee	Pehanich	0	\$0	1	\$950,000	1	\$950,000
226	Blaine	Kosek	1	\$950,000	0	\$0	1	\$950,000
227	Sam	Jenkins	1	\$950,000	0	\$0	1	\$950,000
228	Karen	Breen Elia	0	\$0	1	\$950,000	1	\$950,000
229	Braden	Robbins	3	\$950,000	0	\$0	3	\$950,000
230	Frederick	Carmean	0	\$0	1	\$950,000	1	\$950,000
231	Armando	Chacon	0	\$0	2	\$950,000	2	\$950,000
232	Keith	Goad	1.5	\$936,500	0	\$0	1.5	\$936,500
233	Michael	McLenighan	2	\$660,000	1	\$275,000	3	\$935,000
234	Demetrios	Chronis	1	\$930,000	0	\$0	1	\$930,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	David	Greene	1	\$414,900	1	\$512,350	2	\$927,250
236	Eileen	Casey	2	\$915,000	0	\$0	2	\$915,000
237	Melissa	Young	0	\$0	2	\$914,000	2	\$914,000
238	Nick	Nastos	0	\$0	2	\$909,500	2	\$909,500
239	Michelle	Liffick	2	\$565,000	1	\$340,000	3	\$905,000
240	Robert	Picciariello	4	\$903,000	0	\$0	4	\$903,000
241	Ryan	Smith	8	\$902,675	0	\$0	8	\$902,675
242	Camille	Canales	0	\$0	1	\$900,888	1	\$900,888
243	Oliver	Levy	1	\$625,000	1	\$275,000	2	\$900,000
244	Diana	Soldo Massaro	2	\$635,000	1	\$255,000	3	\$890,000
245	Chris	Amatore	3	\$887,000	0	\$0	3	\$887,000
246	Maria	Gutierrez	0	\$0	3	\$885,500	3	\$885,500
247	Maria	DelBoccio	2	\$885,000	0	\$0	2	\$885,000
248	Helaine	Cohen	1.5	\$882,500	0	\$0	1.5	\$882,500
249	Debra	Buckner	0	\$0	2	\$878,000	2	\$878,000
250	Robert	Rubin	1	\$875,000	0	\$0	1	\$875,000

**Disclaimer:** Information is pulled directly from the MLS. New construction 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. *Chicago Real Producers* does not alter or compile this data nor claim responsibility for the stats reported to/by the MLS. Data is based on Chicago proper only and may not match the agent's exact year-to-date volume.

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