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

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Emily Burton
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PUBLISHER'S NOTE

One of the most heart-warming things about Mother's Day is the opportunity it provides to express our gratitude and love for the amazing women in our lives. Whether it's through a thoughtful gift, a heartfelt card, or a simple phone call, acknowledging all that these women (wives, mothers, grandmothers, aunts, sisters, and daughters) have done for us is a wonderful way to show our appreciation!

Many of you know my wife, Emily. I have to give her a huge shout-out because she is not only one of the biggest encouragers in my life, but also cares for and supports our four children every day with so much love and grace. Emily is the one who believes in me even when I don't believe in myself. Her unwavering love and support give me the courage and strength to pursue this dream.

I cannot help but also think of all the amazing women I get to work with through the Real Producers platform. I am continuously in awe of how they show up for their teams and communities and thankful to call them both colleagues and friends.

So, as we welcome May, take a moment to think about all the women in your life who have cheered you on and helped you when you have fallen short. I know I will thank the women in my life for shaping me into the person I am today and for encouraging me to grow into an even better version of myself.

I am also happy to share that registration is officially open for the *Chicago Real Producers* spring event hosted by Kennedy Rooftop on Wednesday, June 14th from 1pm - 4pm. Be sure to check out more details on page 58. See you there!



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CHRIS ENGELMANN

▶ agent feature

By Lauren Young
Photos by Sonya Martin



Prayers and Patience

“I have an undergrad degree in mechanical engineering, work experience in the tech industry, and a master’s of divinity; I used to joke with friends that if they ever found a job that needed that background, I’m their guy,” says Chris Engelmann, lead REALTOR® at Redfin, smiling.

After graduating from the University of Minnesota in 2008, Chris spent most of his twenties and early thirties trying to find his ideal career. He first stayed in Minneapolis, Minnesota, and then moved to Madison, Wisconsin, to work in the technology industry at Accenture and then Epic Systems. But he couldn’t find the right job fit, no matter how hard he tried to power through.

“I just couldn’t settle in and felt very discontented,” recalls Chris. “I call that time my ‘quarter-life crisis,’ and in some ways it was really good because I started thinking more about the purpose of work and about the impact my work could have.”

With that impact in mind, Chris pursued his master’s degree with an eye toward becoming a Christian pastor. He liked the idea of being bi-vocational—working part-time for a small church while holding another job—so he wouldn’t be solely dependent on the church for his income. Coming up with the “other job” planted the real-estate seed.

“I still have a handwritten Post-It® Note with part-time work ideas I brainstormed during a workshop,” says

Chris. “One was real estate. It seemed unique in that I could grow my skills and earnings as I gained experience, whether as a full- or part-time career. Real estate also seemed like something I’d naturally like because it matched my mix of people and service skills and analytical and numbers aptitude.”

Real estate was just one option, however, and one he didn’t immediately pursue. In the interim, Chris worked as an Uber driver to make ends meet. During one fortuitous shift, Chris met several real estate professionals and that sparked his curiosity, once again.

“In the span of twenty-four hours I had three [real estate pro] passengers all tell me how excited they were about their work,” he says. “One guy was getting his license, one woman shared about her residential brokerage, and the last individual was a successful commercial broker.”

Inspired, Chris earned his license in 2017 and faced the usual challenges of a new REALTOR® who is trying to establish their name in this competitive business. He leaned on his go-getter personality and always-learning mindset to make his way. Plus, a little faith.



Chris with his fiancée, Brittney.



Similarly, Chris aims to fulfill a mentor-type role with his clients throughout the buying or selling process. He tries to focus less on getting things done and more on giving energy to the people he's working with.

"Some of the smartest clients can be the most anxious about the process," he explains. "I'm proud to do the daily tasks, like responding to miscellaneous questions, in a timely manner so they still feel confident. With me, they have someone with experienced perspective in their corner as they wrestle with big decisions."

Looking forward, Chris is hoping to nurture his community of past clients and be more of a resource after the sale. He also considers one day getting his general contractor license to complete small-scale renovation projects and build out his rental portfolio.

"The nature of a real estate transaction can lead to a lot of short-lived relationships with clients, but my goal is to offer better than that," Chris says. "I can see myself doing this for a long time."

"This is a great career," he adds, "and I'm fortunate to have a job that I enjoy as well as experience all the personalities and places I come across."

"Early on, my competency was growing even though I still felt out of place," says Chris. "Praying, trusting I was on this path for a reason, and learning from more experienced professionals helped a lot."

Now nearly \$115 million in closed sales later, Chris feels much more comfortable in his role as a client advocate. And even though it wasn't an easy journey, he's thankful for the circuitous path that led him to a career in real estate.

"I think patience was a big part of coming through that 'quarter-life crisis' phase and being glad I didn't settle for the wrong fit," says Chris. "In high school and college I was very achievement-focused and always just expected I'd excel in whatever field I was in, but it turns out having a sense of direction is needed too!"

When not building his business, Chris prioritizes giving back to his local community. Beyond serving in his church ("They're even letting me preach a little!" he says), he also volunteers at nonprofit organizations like GRIP Outreach for Youth and Feed My Starving Children.

"I've helped with GRIP's Slam program for about six years," he says. "It's such a cool program with an impressive reach throughout the city. They have large weekly gatherings that help build connections between students and mentors that lead to life-on-life relationships. We even get to play dodgeball with the students, which is just as much fun as it was growing up . . . until you pull a muscle," he says, laughing. "There are many inspiring stories of the mentor and mentee relationships that are built, some lasting for years."



Chris volunteering with GRIP Outreach for Youth's Slam program.

“““

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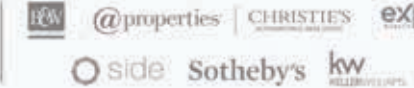
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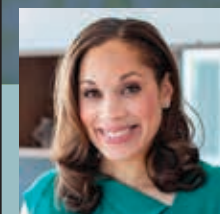
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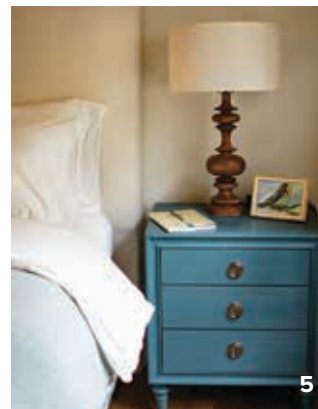
By Shauna Bryant, National Editor

Comfort. Color. Style.

Top interior design trends this year accentuate the elegance and character of your home.

For 2023, the hottest interior design trends are all about comfort, color and style. Bold window treatments, lamps and rugs make a personality-packed statement, while earthy color palettes, vintage pieces, and warm woods cozy up the kitchen and other living areas. Options for sustainable and performance fabrics and furnishings are ever-growing, making your home a serene, timeless space that's kinder to the planet and your peace of mind.

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Marc Cervantes

▶ partner spotlight
Photos by Caleb Pickman

with Cervantes Chatt & Prince PC

Client-Driven Growth

Having successfully navigated real estate transactions for over twenty years, Marc Cervantes has a proven track record of helping clients. He is a partner at Cervantes Chatt & Prince PC, a law firm that focuses on all aspects of real estate law. His extensive experience in the industry and ability to adapt to market changes have helped him build a solid reputation among his peers and clients.

Since its founding in 2017, Cervantes Chatt & Prince PC has become a respected and successful law firm in the Chicagoland area.

One of their key areas of focus is residential real estate transactions. The firm provides comprehensive legal services to help clients navigate the complexities of buying and selling property. They work closely with clients to help them understand the legal requirements and risks associated with real estate transactions, and ensure that their interests are protected throughout the process.

Marc and his team have a strong reputation and years of experience in the field of commercial real estate as well, representing everyone from individual investors to large corporations in all aspects of commercial real estate transactions—from negotiating contracts and leases to closing deals. The firm's attorneys are well-equipped to handle even the most complex transactions.

They are also dedicated to being accessible to their clients. “Every call we receive is answered by a person, not an answering service. I make phone calls as opposed to doing everything over email,” notes Marc.

It likely comes as no surprise, then, that Cervantes Chatt & Prince PC has grown and added more support staff since we last heard from them at the beginning of 2022. Aside from the measure of growth, Marc, who attends every buyer closing in person, is delighted that the additional support now allows him to focus on more direct client interactions.

Marc and his associate attorney, Elizabeth Kiggans, whom Marc refers to as “my right hand,” touch every file, but she focuses on the majority of his sale files. The team’s managing paralegal, Christina Rivas, runs their downtown office and ensures smooth communication with clients. John Pender, the newest member of the team, brings his REALTOR® mentality and experience to the mix and assists with file setup and correspondence drafting. Finally, Samantha Smith, their law clerk, brings her legal research skills to the team.



Marc with his family.



“Furthermore, I have my suburban team that has several lawyers [on it] who cover my suburban matters to ensure we always have an attorney at each and every purchase closing with clients.” says Marc.

“My team plays a vital role in the success and growth of the organization,” states Marc. In fact, Cervantes Chatt & Prince PC is already planning for more growth to accommodate its expanding client base.

What sets Marc and his team apart from their competitors is their commitment to handling all aspects of real estate law. In addition to commercial and residential real estate transactions, they handle litigation and association matters. Their motto, “All things real estate,” summarizes their comprehensive approach to client service.

The team regularly supports REALTORS® and their clients by speaking to brokerages about current topics in real estate and supporting organizations like the Chicago Association of REALTORS®. Over the next



“
My team plays a vital role in the success and growth of the organization.
”



five years, one of Marc’s top goals for Cervantes Chatt & Prince PC is to consistently offer in-person services while keeping up with technological trends.

In his personal life, Marc is the father of two five-year-olds, Sophia and Stephen, and is actively involved in their school activities and sporting events. He’s looking forward to sharing his big love of comics and superhero movies with them when they are older. He’s such a fan, in fact, that he sees every new superhero movie in the theater on opening weekend. Marc and his wife, Diana, are avid travelers, sports enthusiasts, and enjoy going to live sporting events.

Marc defines success today as keeping his clients engaged while making sure he is present for his family.

As Cervantes Chatt & Prince PC continues to grow, Marc’s goal is to expand their client base while maintaining their commitment to comprehensive real estate legal services. No matter what the market has in store, Marc is confident in his ability to navigate and negotiate because of his over twenty years’ experience with varying markets. With their experience and dedication to keeping up with technological trends, Cervantes Chatt & Prince PC seems set to become a leading force in the real estate legal landscape in the Chicago area and beyond.

To contact Cervantes Chatt & Prince PC to see how Marc and his team can help protect your client’s interests and ensure a successful transaction, visit www.ccpchicago.com or call 312-606-9529.



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MALONE

KATHLEEN



cover story
By Lauren Young
Photos by Caleb Pickman

Growing a Business, Raising a Family

“In many ways, I grew up in the real estate business,” says Kathleen Malone, REALTOR® at Compass in Chicago. “My dad owned a commercial and residential appraisal firm and also dabbled in residential real estate development and brokerage. I was often on-site or tagging along with my dad on his jobs.”

Kathleen and her four older sisters all worked for their dad, at one time or another, throughout high school and college. She also earned extra money by babysitting kids in her South Side neighborhood of Beverly. After putting the kids to bed, she would pass the time by “staging” and arranging the home decor.

“In retrospect, it must have seemed strange to the families employing me,” she laughs. “I was always just fascinated by people’s homes.”

Upon graduating from Marquette University, Kathleen chose to do a year of service with the Jesuit Volunteer Corp, running a children’s program in Boston at a transitional housing facility designed for families. Next, she returned to Chicago to work as a finance director for a United States Senate campaign. At the end, she found herself burnt out, broke, and disenchanted. She had to work multiple jobs while staying with her parents in order to rebuild financially. It was a humbling experience that made her hungry for success, but she didn’t quite know what career to pursue next.

“It seemed as though all of my friends were a few steps ahead of me, more established in their careers with money saved,” Kathleen says. “My dad suggested I get my real estate license and consider not only getting into appraisals but also brokerage.”

“At the time, I was really hung up on my idea of what a ‘meaningful’ career looked like. At the same time, I was miserable and totally broke. So I took his advice and jumped in.”

Like many REALTORS®, Kathleen struggled through the growing pains of establishing her new business. Her only regret is that she didn’t lean on the expertise of a more experienced REALTOR® in those days.



“I wish I had worked on a team or had a mentor to help guide me during that time,” says Kathleen. “I struggled a lot early on and it was incredibly stressful not having a steady paycheck or insurance. There is so much to know and learn about the business that people do not anticipate.”

Once she learned the ropes, Kathleen faced her next challenge: giving her clients excellent service while also carrying and raising her children—her son, Ethan, and her twins,

Margot and Claire (now ages 10 and 7, respectively). She credits the flexibility of being a REALTOR® and her own adaptability to this significant achievement.

“It’s been incredibly rewarding to build a business while raising three young children,” she says. “It can be a bit of a juggling act for sure, but I wouldn’t change a thing. I’ve been given tremendous opportunities, and I am so grateful to my clients for their partnership in my success.”



Kathleen with her team.
Photo credit: Lauren Sims Photography



In 2017 Kathleen founded her own team. “I feel fortunate to have such a great team,” she says. “We are small by design, and we are committed to delivering white glove, high-touch service to our clients.” Today, her teammates are: Meg Soden, a longtime friend of Kathleen’s, who came to real estate after an over ten-year career in the hospitality industry where she advanced through marketing and sales roles for luxury hotel brands, including the Peninsula, Andaz, and Park Hyatt. Broker Zach Kennedy is a former client who had a successful career in sales, marketing, and client services in the media industry. “I was so flattered when Zach decided to join the team!” says Kathleen. REALTOR® Emily Rux handles administration, and REALTOR® Alexander Pappas is the team’s rental specialist.

“I think it gives our clients comfort to know that on the rare occasion when one of us is not available, there is another experienced and diligent expert on the team who can handle their needs,” states Kathleen.

Kathleen continues to use her previous nonprofit work experience to serve others. Today, she contributes to many charitable organizations and serves on the board of the Grace Network in Chicago. This group partners with Chicago Public Schools to provide basic hygiene and comfort items to students who are in complicated living situations.

“During my volunteer year in Boston I saw firsthand the impact that economic and housing insecurity can have on young children,” Kathleen says. “We take for granted basic necessities like socks, deodorant, school supplies, and snacks. I can’t imagine the anguish parents must feel sending their children to school hungry and lacking supplies and basic hygiene items, so we help fill the gap where we can.”

“IT’S BEEN INCREDIBLY REWARDING TO BUILD A BUSINESS WHILE RAISING THREE YOUNG CHILDREN...I’VE BEEN GIVEN TREMENDOUS OPPORTUNITIES, AND I AM SO GRATEFUL TO MY CLIENTS FOR THEIR PARTNERSHIP IN MY SUCCESS.”

Looking forward, Kathleen is excited to expand and maintain the strong relationships and referral network that have helped her to close over \$500 million in sales over her sixteen-year career. To do so, she nurtures her existing client base, continues to evolve her service, and takes advantage of best-in-class technology and the nationwide referral network that Compass offers.

“For me, real estate is it. I have no plans or professional aspirations to do anything else; I can see myself selling real estate for the next thirty years,” says Kathleen. “It’s been a fun, fast-paced, and rewarding career so far, and I feel very fortunate to have found my place in the business.”



Kathleen with two of her children.



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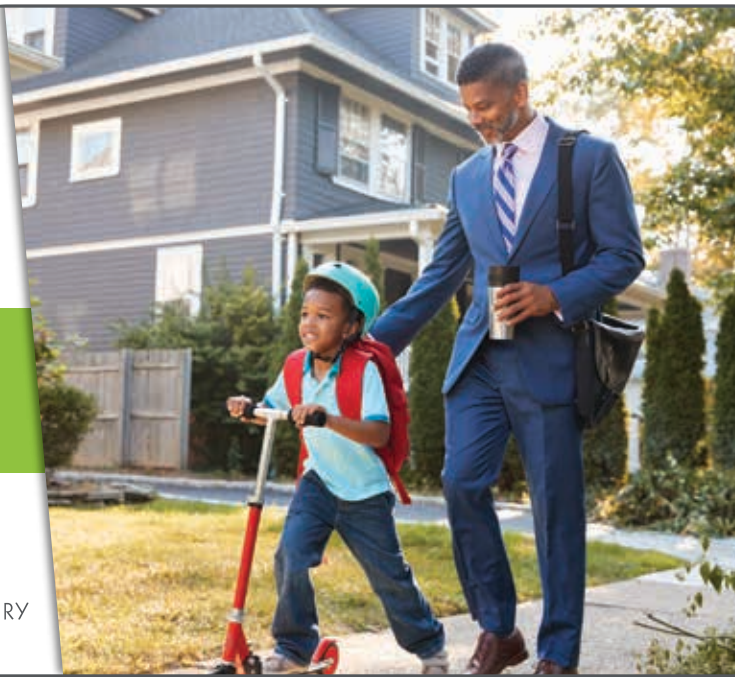
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Emily Phair & Kevin Hinton

▶ cover rewind
- July 2020

*The Power
of People*

...Emily has always been a doer. Having grown up on a farm in Wisconsin, getting her hands dirty—both figuratively and literally—is second nature. After receiving her undergraduate degree from the University of Wisconsin-Madison, she went on to work in supplementary and higher education before heading back to the classroom to earn an MBA. She ultimately decided to enter real estate, because, as she puts it, it “seemed like fun.”

Kevin is not afraid to dig into the nitty-gritty of success either, but he comes at it from the angle of teaching and instruction, diving into the fine mechanics to help the people around him perform at the top of their game. In fact, sports, coaching, and teaching runs in his blood.

When Emily found Kevin, she knew that they could accomplish more if they worked together. They formed PHG and made growth (professional, personal, and financial) their mission...



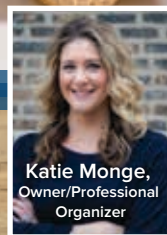
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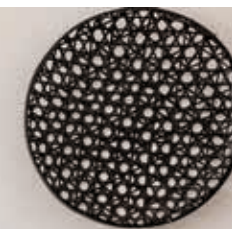
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KATE SANDERSON

REAL ESTATE ARTIST OF ALL TRADES

Kate Sanderson is a “jill-of-all-trades.” Her passion for hands-on home renovation, interior design, and vintage home preservation gives her real estate business a unique spark that’s all her own. With a sincere love for homes, Kate takes joy in helping others see the potential a property can hold, whether physically, financially, or emotionally.

Kate grew up in the south suburbs of Chicago and got an early start in the home trades. Her parents taught her to never be afraid to jump into a project, and to roll up her sleeves and get her hands dirty. They instilled in her many of the qualities that make her business what it is today.

“My dad is a business owner who always encouraged us to do what we wanted, but to do it right and with passion,” she says. “My mom is a talented jack-of-all-trades. They taught me to build, rebuild, tile, paint, sew, and wallpaper. I pride myself in knowing a lot about construction and renovation. This can help my clients envision a bigger picture, especially when they have a limited budget.”

Kate cultivated her creativity even more in college, obtaining her bachelor of fine arts with an emphasis in fashion design from the Columbus

College of Art & Design in Ohio. She started in textile design out of college, but switched to the tech world at Motorola, where she worked as an interaction designer for mobile apps for about eight years.

Real estate, though, had been on Kate’s radar for some time. Her sister, Julia Labuda, was a real estate agent, and Kate watched her career closely. She also purchased her first property, in Logan Square, at age twenty-five and fixed it up herself. By 2016, Kate was sick of sitting in a cubicle and wanted to get out of the corporate world. She already knew she loved real estate, so it just made sense for her to take the plunge.

Today, Kate and Julia work as an “unofficial team” with Julia Hamilton, Candice Shell, and Megan Rork at Always Home Real Estate Services under the moniker, The deVille Team. “We are more of a support team and not a rainmaking team,” Kate says. “We support each other beautifully—hosting open houses, covering for showings, and providing overall mental support.”

For Kate, the most rewarding part of real estate is seeing people who never thought they could afford to buy a home, purchase one and even end up owning multiple homes down the line. She doesn’t measure her success in production volume, but rather, in the number of people she has helped; she is always looking to help more and more people.

on the rise

By Chris Menezes
Photos by Prestige Real
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Kate is equally passionate about saving vintage and mid-century properties. "I love helping agents encourage their sellers to not rehab, replace, or change what is already beautiful and original in a vintage home," she says. "You don't have to keep it exactly the way it is, but if there is a great vintage sink in good condition, or a beautiful vintage kitchen or bath, then work with it, don't remove it for no reason. I would love for more agents who have these kinds of listings to call me and bounce ideas off me to relay to their clients."

“ We are more of a support team and not a rainmaking team...We support each other beautifully. ”



In addition to her real estate business, Kate is a part-owner of a wallpaper business called Just Wallpaper. She loves to geek out about wallpaper, sewing, interior design, and cars. When it comes to relaxing, she enjoys spending time with family and friends, cooking for people, and watching TV with her partner, Pete, and their dog.

Through her years of experience and her passionate love for home renovation, interior design, and vintage home preservation, Kate has been able to help countless people realize the potential of their dream homes. As her business continues to grow and thrive, she will no doubt help countless more people, and even their old homes, flourish.



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home matters
By Shauna Osborne

SAUCES, BREADS, CRACKERS, NUTS/SEEDS
Add a few spreads, jams, and a mustard; honey and olive oil with balsamic vinegar work well here, too. Marcona almonds, artisan breads, toasted seeds or baguette slices, and gourmet crackers with different shapes, textures, and flavors will keep things exciting.

CHEESES
If space allows, make use of several soft and hard cheese options, playing with flavor and texture. Consider a creamy brie; a firm, salty cheese such as Parmesan or pecorino; and a wedge of blue cheese, along with a universal crowd-pleaser, such as cheddar or Havarti. You'll need approximately 2-3 ounces per guest.

MEATS
Choose a variety of snackable meats – at least three types – such as prosciutto, salami, pepperoni, ham, chorizo links, and a spreadable pâté or mousse; you'll need approximately 2-3 ounces per guest.

FRUITS/VEGGIES
Mix in a colorful assortment of (preferably in-season) fresh and dried fruits, such as grapes, berries, sliced apples, dried apricots, and figs, as well as herbs like basil, rosemary, or thyme. Olives and other pickled or cured vegetables delightfully complement the meats and cheeses, while sweet, bright fruits and veggies should balance out their salt and fat content.

GET "ON BOARD" THE
CHARCUTERIE TRAIN!

Charcuterie, pronounced "shar-cu-tuh-ree," is a French culinary term referring to an assortment of (particularly smoked and cured) meats paired with accouterments such as crackers, fruit, cheeses, and sauces. Although the word has grown to encompass almost any selection of finger foods artfully arranged over the past few years, there's a certain flair to creating the perfect charcuterie tray, once considered a special-occasion dish.

The first rule to remember when preparing your charcuterie is ... **there are no "rules."** Want a breakfast board? Choose pancakes, muffins, and fresh fruit. Dessert charcuterie? A selection of truffles, cookies, and fruit with dippers will delight! A traditional charcuterie board, though, centers around the basics – meats and cheeses. Pick items – local, if possible – you and your guests will enjoy as well as those that will work well together visually, keeping in mind any known allergies.

Once you have your delectable ingredients chosen, decide how you want to assemble them. Begin with your cheeses and small bowls of various canapés, arranging the rolled-up meats around them. Scatter crackers and bread around the space, then add fruits, nuts, and herbs to keep the colors of your platter balanced and beautiful. Don't forget to choose a **lovely foundation** for your charcuterie spread, such as a large bamboo cutting board, marble slab, or ceramic platter.

Last, consider **beverage pairings** for your delightful delicatessen. Wine is most often paired with charcuterie to harmonize with the fattiness and saltiness of the proteins. Stick with less complex wines with subtle tannins and low alcohol, such as crisp, white wines (sauvignon blanc, pinot grigio, and sparkling white wines like prosecco) and lighter and fruitier red wines.



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financial fitness

By Shauna Bryant, National Editor

Impact investing, also known as socially responsible investing, has been a hot topic in the finance world lately, for good reason. The Global Impact Investing Network, an international research institute for impact investing, estimates that private impact investments grew to approximately \$1.2 trillion in 2021 — swelling by 63% in just two years. It's not hard to understand its popularity; as we grow more aware of the social and environmental challenges facing our communities, investors are increasingly eager to find ways to make their money work for them ... while making the world a better place.

WHAT is it? Impact investing is an investment strategy that strives to create financial returns while also carrying out positive social or environmental impacts. One well-known impact investment fund is the Bill & Melinda Gates Foundation's Strategic Investments Fund (SIF).

WHEN and WHERE did it begin? The term “impact investing” was coined in 2007 by the Rockefeller Foundation, an American philanthropic organization; however, many experts maintain that the practice of impact investing began as early as the 18th-century Methodist resistance to investment in companies promoting taboo liquor, tobacco products or gambling.

WHO'S investing? According to Forbes, “everyone from venture capitalists and investment banks to foundations and individuals.”

WHY invest? Investors call it the “double bottom line” — financial returns and added value to society. Impact investing has the potential to make sweeping positive changes in the world, helping to shape our children's futures.

Ready to explore impact investing? Learn more at thegiin.org/impact-investing, and talk to your financial advisor. First steps might include investing directly in private funds with explicit social missions you promote or withholding support from companies with practices or policies you oppose. Start small and make a big difference!

The Double Bottom Line and You



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▶ partner spotlight

By Lauren Young
Photos by Sonya Martin



CARRIE TANKSLEY

with Chicago Title Insurance Company

The Skill and Strength of Problem-Solving

“Helping people cross the finish line on one of the biggest transactions of their lives is very fulfilling,” says Carrie Tanksley, assistant vice president and branch manager at Chicago Title Insurance Company. “Every transaction is different—some take an hour, some take days. No matter how long it takes, the relief and excitement of the words ‘we are funded’ never gets old.”

Born and raised on the South Side of Chicago, Carrie has brought her passion for the city and for people into her role at Chicago Title. She began her seventeen-year tenure at the title insurance provider in 2006. While she was finishing her undergraduate degree at DePaul University, she took a customer service position there and has continued with the organization ever since.

“Working in a more focused role allowed me to quickly learn about every aspect of what we do,” explains Carrie. “Before I knew it, I was helping with closings, processing construction escrows, and clearing up title matters. At that point I was hooked.”

Within two years of beginning her career, the market crashed. Closings became more rare and increasingly complicated. Carrie had to adjust quickly in an industry where she was still finding her feet.



“Learning how to navigate deals during this time was challenging yet exciting,” she recalls. “It was during this period when I learned that problem-solving is one of my strong suits.”

After five years, Carrie was promoted to manager. Her customer service experience and approach brings more value to her partners and clients. Her



“AS AN INDUSTRY LEADER, OUR CUTTING-EDGE TECHNOLOGY ALLOWS US TO STAY AHEAD OF THE PACK AND BE VALUABLE IN ARENAS THAT OTHER COMPANIES HAVE NOT ENTERED YET... OUR REPUTATION FOR INTEGRITY, SERVICE, AND TITLE EXPERTISE IS SECOND TO NONE.”



main goals include making sure their customers feel heard, supported and successful. In March 2020, Carrie’s problem-solving skills were tested again. The COVID pandemic had almost everyone in the real estate world scrambling for new solutions.

“We thought we were in for more of 2008, but then the exact opposite happened,” she says. “The market went crazy, and we had to adapt fast: curbside closings, virtual closings, and hybrid closings were born. Some of these things have stuck around and increased productivity for clients and partners. Chicago Title was at the forefront of that evolution.”

Title insurance protects homeowners from future claims and rights to a home, and gives

buyers peace of mind. Chicago Title is part of the Fidelity National Financial family, which is one of the, if not the, nation’s largest title insurance companies and claims to capture nearly two of every four transactions within the US and Canada.¹

Since opening its doors over 175 years ago, Chicago Title has grown to almost 800 locations nationally. Twenty-five of its offices are conveniently located in the Chicago metro area. While Chicago Title’s stellar reputation is often what initially draws in partnerships with REALTORS®, attorneys, lenders, and developers, it’s their customer focus and commitment to innovation that keeps them coming back.

“As an industry leader, our cutting-edge technology allows us to stay ahead of the pack and be valuable in arenas that other companies have not entered yet,” says Carrie. “Our reputation for integrity, service, and title expertise is second to none.”

Carrie’s career highlights include the reopening of the Belmont office. Chicago Title had left the north side during the height of the pandemic, and the return was more challenging than they expected. Carrie’s team was able to power through supply chain issues, contractor walkouts, manufacturing delays, and other challenges to make a grand reentrance.

“We want to be and truly are your neighborhood title company,” says Carrie. “We offer expert knowledge, financial stability, solid partnerships, and multiple locations to close every real estate transaction quickly. And I truly enjoy helping our partners become more efficient and grow. It’s a great feeling to see those you have worked with succeed.”

¹ The website for Fidelity National Financial; “Companies;” “Title Insurance;” accessed April 9, 2023; <https://www.fnf.com/Companies/Title-Insurance>.

To reach Carrie and to learn more about the services Chicago Title Insurance Company provides its clients and partners, visit their website <https://cmetro.ctic.com/> or call 773-528-1816.

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▶ agent feature
By Lauren Young
Photos by Sonya Martin

NAJJA MORRIS & MICHELLE BROWNE

MB TEAM: SAYING YES TO COMMUNITY TRANSFORMATION

“I try to always say yes, and even find a way to turn my nos into yeses,” says broker Naja Morris of MB Team Chicago. “If I can’t accomplish something that day, I’ll say, ‘This will be the first item on my agenda in the morning.’ If I’m not a good fit [for that something], I’ll say, ‘I have the perfect person for you.’ You want your community to see you not as a resource, but as the resource and feel comfortable reaching out to you on all things.”

It took a few years for Naja, who grew up in Chicago, to say yes to becoming a full-time REALTOR®. After graduating from Purdue University, she spent a few years fundraising for organizations like United Way while also earning her real estate license and working as a part-time agent. Eventually, she transitioned to a full-time broker.

During her childhood, Naja gained inspiration from the many strong women and mothers in her neighborhood. Her mother, Dr. Elois Defrantz Washington-Steward, was a trailblazer in education and educational consulting as well as a dynamic entrepreneur who, Naja says, possessed unparalleled grit.

“I like to say that if you want something done, don’t ask the busiest person in the room, ask a mom,” Naja says. “My mother instilled in me a sense of self that is not easily shaken; a humility that keeps me rooted in what really matters: people; and showed me firsthand the power of a mother who prays over and speaks life into her children.”

A few years into her career, Naja met Michelle Browne, an experienced and dedicated agent and inspirational leader, when they were on opposite sides of a short sale. Ironically, the timeline of the sale was far from short. Over the course of the transaction, the two REALTORS® connected over a shared passion for community advancement and stabilization.

“The sale took a year and a half to close, so we talked regularly throughout the deal,” says Naja. “After we closed I asked Michelle to join me for a cup of coffee, and a few years and many cups of coffee later, we started working together formally. To this day, that ‘short sale’ is my longest transaction and smallest commission check, but the payoff has been priceless,” states Naja.

Michelle, a graduate of Loyola University Chicago, started her real estate career in 1987. Her many years of experience means she has an endless well of business and industry knowledge. She’s seen and done it all, and has actively participated in the renewal of many Chicago neighborhoods.



Naja Morris



Michelle Browne

She is a trailblazer in Chicago's residential new construction and development landscape. Michelle's experience and knowledge combined with Naja's energy to innovate, make the partners not only a dynamic team, but also influential change-makers in the communities they serve.

"I originally got into real estate to bring about positive change," says Michelle. "At the time, there were a lot of slumlords and the way to transform our area was to bring in new owners. Over the years, we have acted as community activists by selling real estate."

"We have helped better our neighborhoods by bringing stakeholders into the community," Michelle adds.

Michelle is a pioneer in community stabilization...I learn something new with every development and deal we work on together. – Naja

"REALTORS® do so much beyond transactions to stabilize our communities," adds Naja. "We help mom-and-pop rehabbers, introduce mid-sized developers to opportunities, and help buyers and sellers have access to superior consultative services and resources."

Together, the team has built a successful, go-to brokerage for developers, buyers, and sellers in Chicago. Last year, they surpassed \$50 million in volume and have received many accolades.

"Naja brings a fresh perspective, a positive spirit, and an amazing drive," says Michelle. "We talk and listen to each other constantly."

"Michelle is a pioneer in community stabilization," says Naja. "I learn something new with every development and deal we work on together."

Looking forward, the team aims to continue to grow, bring new construction to underserved and stabilizing neighborhoods, strengthen their client advocacy, and create access to ground-up development and real estate investing to people who otherwise wouldn't have the exposure to or curation of resources.

In their downtime, Naja and Michelle focus on their families, friends, and local charitable organizations.

Naja and her husband, Darius, stay busy with their active young children, Daniel (6) and Naomi (3). They also proudly support the Bronzeville Classical Elementary School and Congo Square Theatre. Michelle gives back through the Bronzeville Neighborhood Collaborative, 002 District Advisory Committee (DAC), Southern Poverty Law Center, Chicago Coalition for the Homeless, the NAACP, and the Greater Chicago Food Depository,



Naja brings a fresh perspective, a positive spirit, and an amazing drive...We talk and listen to each other constantly. – Michelle

among others. This avid fan of jazz enjoys cooking, finding new recipes, and trying new dishes, and always ensures she has quality time with her husband, children, and grandchild.

In everything they do, Naja and Michelle aim to elevate their communities and the real estate industry as whole. They say that by interweaving continuing education as a daily practice and just being open to opportunities, many opportunities come their way.

"Every day, we seek to find a way to solidly have our work serve our community," says Naja. "We do that by saying yes as often as possible and show up and do the work—all else will fall into place."

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	39	\$20,048,050	46	\$25,700,311	85	\$45,748,361
2	Jeffrey	Lowe	18	\$26,547,000	8.5	\$12,201,900	26.5	\$38,748,900
3	Leigh	Marcus	22	\$15,918,150	22	\$12,327,500	44	\$28,245,650
4	Benyamin	Lalez	10.5	\$7,127,000	45.5	\$20,849,569	56	\$27,976,569
5	Grigory	Pekarsky	7.5	\$2,624,500	47	\$22,662,200	54.5	\$25,286,700
6	Emily	Sachs Wong	8	\$10,568,750	8	\$14,026,000	16	\$24,594,750
7	Katherine	Malkin	3	\$11,115,000	2	\$12,065,000	5	\$23,180,000
8	Elizabeth	Brooks	16	\$18,696,858	0	\$0	16	\$18,696,858
9	Susan	Miner	2.5	\$15,237,500	1	\$785,000	3.5	\$16,022,500
10	Jennifer	Ames	10	\$12,757,000	1	\$1,355,000	11	\$14,112,000
11	Lauren	Mitrick Wood	4	\$2,054,750	12.5	\$12,019,750	16.5	\$14,074,500
12	Chezi	Rafaelli	7	\$8,610,000	5	\$4,685,000	12	\$13,295,000
13	Katharine	Waddell	10.5	\$7,451,500	9.5	\$5,636,165	20	\$13,087,665
14	Carrie	McCormick	8	\$5,305,400	5	\$7,507,500	13	\$12,812,900
15	Timothy	Sheahan	8.5	\$6,451,850	4	\$5,971,000	12.5	\$12,422,850
16	Hayley	Westhoff	6.5	\$5,244,500	8	\$6,797,360	14.5	\$12,041,860
17	Susan	Nice	2	\$1,037,500	4	\$9,905,000	6	\$10,942,500
18	Eugene	Fu	6	\$4,382,500	7	\$6,281,500	13	\$10,664,000
19	Melissa	Siegal	9	\$6,684,500	8.5	\$3,943,950	17.5	\$10,628,450
20	Joanne	Nemerovski	3	\$6,799,000	6	\$3,668,500	9	\$10,467,500
21	Alexandre	Stoykov	0	\$0	21.5	\$10,412,450	21.5	\$10,412,450
22	Karen	Biazar	8.5	\$5,187,000	10	\$5,178,500	18.5	\$10,365,500
23	Jason	O'Beirne	10	\$8,535,400	5	\$1,413,000	15	\$9,948,400
24	Daniel	Glick	8	\$6,340,500	3	\$3,440,500	11	\$9,781,000
25	Sam	Shaffer	1	\$1,120,000	14.5	\$8,316,335	15.5	\$9,436,335
26	Millie	Rosenbloom	5	\$3,583,250	3	\$5,173,000	8	\$8,756,250
27	Kimber	Galvin	0	\$0	9	\$8,696,000	9	\$8,696,000
28	Fadya	Kashkeesh	5	\$4,337,000	5	\$4,337,000	10	\$8,674,000
29	Konrad	Dabrowski	5	\$5,454,250	5.5	\$3,011,742	10.5	\$8,465,992
30	Michael	Hampton	7.5	\$8,284,439	0	\$0	7.5	\$8,284,439
31	Jill	Silverstein	5.5	\$5,912,500	3.5	\$2,349,500	9	\$8,262,000
32	Melanie	Everett	2.5	\$1,197,500	12	\$6,987,500	14.5	\$8,185,000
33	Patrick	Teets	4	\$4,920,000	2	\$3,225,000	6	\$8,145,000
34	Leila	Zammatta	3	\$7,518,770	1	\$520,000	4	\$8,038,770

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Kai	Schirmacher	1.5	\$2,508,750	2	\$5,470,000	3.5	\$7,978,750
36	Julie	Busby	3.5	\$1,564,750	11	\$6,172,000	14.5	\$7,736,750
37	Mario	Greco	11.5	\$5,317,490	5.5	\$2,382,750	17	\$7,700,240
38	Karen	Schwartz	5.5	\$4,597,500	7	\$2,979,900	12.5	\$7,577,400
39	Lindsey	Rivollier	6.5	\$7,549,592	0	\$0	6.5	\$7,549,592
40	Amanda	McMillan	2	\$1,362,500	8.5	\$5,936,213	10.5	\$7,298,713
41	Darrell	Scott	2.5	\$1,747,400	12	\$5,397,400	14.5	\$7,144,800
42	James	D'Astice	1.5	\$1,080,000	13	\$6,039,400	14.5	\$7,119,400
43	Thomas	Moran	1.5	\$2,217,000	4	\$4,838,000	5.5	\$7,055,000
44	Rafay	Qamar	11	\$3,729,000	8	\$3,245,500	19	\$6,974,500
45	Danielle	Dowell	7	\$4,287,000	5.5	\$2,642,500	12.5	\$6,929,500
46	Nicholaos	Voutsinas	3	\$2,875,000	4	\$4,039,000	7	\$6,914,000
47	Cynthia	Sodolski	1.5	\$1,257,500	6.5	\$5,531,400	8	\$6,788,900
48	Cadey	O'Leary	3	\$3,298,000	2	\$3,476,000	5	\$6,774,000
49	Elizabeth	Amidon	8	\$3,991,000	4	\$2,684,000	12	\$6,675,000
50	Karen	Ranquist	6	\$3,672,500	3	\$2,899,500	9	\$6,572,000

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51	Heather	Seidelman	6	\$3,544,500	4	\$2,967,000	10	\$6,511,500
52	Sophia	Klopas	4	\$3,000,000	6	\$3,495,000	10	\$6,495,000
53	Julie	Harron	3	\$4,370,000	1	\$2,100,000	4	\$6,470,000
54	Harry	Maisel	7	\$4,126,400	3	\$2,311,000	10	\$6,437,400
55	Brandon	Arnold	1	\$547,000	3	\$5,720,000	4	\$6,267,000
56	Kenneth	Dooley	4	\$3,448,320	3	\$2,757,520	7	\$6,205,840
57	Camille	Canales	2	\$951,000	8	\$5,193,988	10	\$6,144,988
58	Ioannis	Floros	1.5	\$796,000	10	\$5,131,800	11.5	\$5,927,800
59	Lance	Kirshner	4.5	\$2,134,000	2	\$3,740,000	6.5	\$5,874,000
60	Melanie	Giglio	3	\$1,481,000	8	\$4,334,500	11	\$5,815,500
61	Joelle	Cachey Hayes	3.5	\$5,809,000	0	\$0	3.5	\$5,809,000
62	Steven	Powers	4	\$2,544,000	3	\$3,187,000	7	\$5,731,000
63	Margaret	Baczkowski	5	\$3,205,802	1	\$2,500,000	6	\$5,705,802
64	Joshua	Lipton	2	\$2,134,500	3.5	\$3,564,500	5.5	\$5,699,000
65	Lisa	Blume	3	\$2,478,000	8	\$3,205,000	11	\$5,683,000
66	Jeanne	Martini	1.5	\$5,628,000	0	\$0	1.5	\$5,628,000
67	Michael	Rosenblum	5	\$5,560,000	1	\$20,000	6	\$5,580,000
68	Alexa	Hara	2	\$646,250	5	\$4,905,000	7	\$5,551,250
69	Debra	Dobbs	5	\$2,845,000	3	\$2,705,000	8	\$5,550,000
70	Edward	Grochowiak	2.5	\$2,051,250	6	\$3,404,600	8.5	\$5,455,850
71	Owen	Duffy	5	\$4,005,500	4	\$1,450,000	9	\$5,455,500
72	Rohit	Malik	1	\$925,000	2	\$4,525,000	3	\$5,450,000
73	Scott	Newman	9	\$2,483,350	6	\$2,883,250	15	\$5,366,600
74	Brittany	Strale	1	\$425,000	11	\$4,891,257	12	\$5,316,257
75	Diana	Grinnell	3	\$1,534,900	4	\$3,750,000	7	\$5,284,900
76	Stephanie	Loverde	3	\$1,339,400	6.5	\$3,922,250	9.5	\$5,261,650
77	Juliana	Yeager	2.5	\$1,341,750	6	\$3,907,500	8.5	\$5,249,250
78	Nicole	Hajdu	4	\$2,379,500	3	\$2,830,100	7	\$5,209,600
79	Maureen	Moran	0	\$0	1	\$5,200,000	1	\$5,200,000
80	Maria	Kernahan	1	\$735,000	4	\$4,455,000	5	\$5,190,000
81	Richard	Kasper	1.5	\$1,456,566	7	\$3,600,500	8.5	\$5,057,066
82	James	Sheehan	3.5	\$4,615,500	1	\$429,000	4.5	\$5,044,500
83	Colin	Hebson	2.5	\$1,477,500	8	\$3,554,000	10.5	\$5,031,500
84	Barbara	O'Connor	2.5	\$858,750	6.5	\$4,151,000	9	\$5,009,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Julie	Latsko	0	\$0	2	\$4,995,000	2	\$4,995,000
86	Caroline	Moellering	6	\$2,481,000	5	\$2,496,000	11	\$4,977,000
87	Jennifer	Mills	4	\$3,574,000	1	\$1,400,000	5	\$4,974,000
88	Richard	Aronson	3.5	\$4,155,000	1	\$737,500	4.5	\$4,892,500
89	Qiankun	Chen	6	\$2,250,300	5	\$2,579,000	11	\$4,829,300
90	Gail	Spreen	4	\$1,754,000	2	\$3,040,000	6	\$4,794,000
91	Dawn	Mckenna	4	\$4,254,750	0.5	\$462,500	4.5	\$4,717,250
92	Susan	O'Connor	1	\$1,520,000	2	\$3,145,000	3	\$4,665,000
93	Jeffrey	Herbert	2	\$920,000	4	\$3,701,900	6	\$4,621,900
94	Kathleen	Malone	2.5	\$3,064,000	1	\$1,549,000	3.5	\$4,613,000
95	Tommy	Choi	6	\$2,967,200	4	\$1,640,500	10	\$4,607,700
96	Michelle	Browne	3	\$2,791,300	1	\$1,810,000	4	\$4,601,300
97	Iris	Kohl	0	\$0	5	\$4,542,000	5	\$4,542,000
98	Leopoldo	Gutierrez	0	\$0	6	\$4,525,000	6	\$4,525,000
99	Victoria	Rezin	1	\$606,000	2	\$3,822,000	3	\$4,428,000
100	Jacob	Tasharski	1	\$1,130,000	2	\$3,290,000	3	\$4,420,000

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Brenda	Mauldin	3	\$3,365,100	1	\$1,050,000	4	\$4,415,100
102	Philip	Skowron	3	\$4,400,000	0	\$0	3	\$4,400,000
103	Lisa	Trace	0	\$0	1	\$4,350,000	1	\$4,350,000
104	Monica	McCarthy	0	\$0	9.5	\$4,349,300	9.5	\$4,349,300
105	Timothy	Salm	1.5	\$2,235,000	2	\$2,110,000	3.5	\$4,345,000
106	Gia	Devenyi	3	\$1,306,750	8	\$3,034,200	11	\$4,340,950
107	Kevin	Bigoness	4	\$3,864,000	1	\$465,000	5	\$4,329,000
108	Matthew	Liss	1.5	\$687,750	2	\$3,558,840	3.5	\$4,246,590
109	Stefanie	Lavelle	4	\$2,730,500	3	\$1,495,000	7	\$4,225,500
110	Alexander	Cohen	1	\$435,000	4	\$3,777,000	5	\$4,212,000
111	Kelsey	Mayher	1	\$521,000	2	\$3,680,000	3	\$4,201,000
112	Patricia	Young	3.5	\$2,631,500	2	\$1,544,000	5.5	\$4,175,500
113	Todd	Szwajkowski	4.5	\$2,409,650	5	\$1,726,500	9.5	\$4,136,150
114	Kathleen	Ullo	3	\$4,111,375	0	\$0	3	\$4,111,375
115	Diana	Radosta	2	\$1,728,000	2	\$2,362,500	4	\$4,090,500
116	Benjamin	Lissner	1	\$516,500	9	\$3,555,000	10	\$4,071,500
117	Shannon	Giampa	1	\$4,038,000	0	\$0	1	\$4,038,000
118	Staci	Slattery	6	\$4,022,000	0	\$0	6	\$4,022,000
119	Craig	Fallico	9	\$3,245,500	1	\$751,000	10	\$3,996,500
120	Michael	Maier	4	\$2,681,500	3	\$1,287,000	7	\$3,968,500
121	Gwen	Stark	5	\$3,060,000	2	\$888,500	7	\$3,948,500
122	Jeffrey	Proctor	2	\$1,448,000	2	\$2,500,000	4	\$3,948,000
123	Anna	Robertson	0	\$0	1	\$3,940,000	1	\$3,940,000
124	Mircea	Campean	0	\$0	1	\$3,902,000	1	\$3,902,000
125	Dennis	Huyck	3	\$1,715,000	2.5	\$2,175,000	5.5	\$3,890,000
126	Jennifer	Rivera	5.5	\$3,477,500	1	\$400,000	6.5	\$3,877,500
127	Shay	Hata	4.5	\$1,966,000	3	\$1,909,900	7.5	\$3,875,900
128	Hadley	Rue	3	\$2,875,000	1	\$977,000	4	\$3,852,000
129	Kimberly	Kappelman	2	\$2,390,000	3	\$1,455,000	5	\$3,845,000
130	Stephanie	Cutter	4.5	\$2,308,750	3	\$1,526,000	7.5	\$3,834,750
131	Suzanne	Gignilliat	2.5	\$3,829,500	0	\$0	2.5	\$3,829,500
132	Xiaojing	Frost	1.5	\$825,750	4	\$2,995,500	5.5	\$3,821,250
133	Ali	Bakir	0	\$0	6	\$3,816,000	6	\$3,816,000
134	Santiago	Valdez	4	\$1,331,000	3.5	\$2,484,750	7.5	\$3,815,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Linda	Levin	3	\$3,367,900	1	\$445,000	4	\$3,812,900
136	Caroline	Druker	2.5	\$2,677,000	3	\$1,119,000	5.5	\$3,796,000
137	Tedi	Smola	4	\$1,262,000	6	\$2,521,750	10	\$3,783,750
138	William	Goldberg	2.5	\$3,403,500	0.5	\$377,500	3	\$3,781,000
139	Ashley	Cox	4.5	\$2,175,500	3	\$1,605,300	7.5	\$3,780,800
140	Stacey	Dombar	7	\$3,541,400	1	\$217,500	8	\$3,758,900
141	Bari	Levine	3.5	\$1,825,800	2	\$1,915,000	5.5	\$3,740,800
142	Scott	Berg	9	\$3,356,500	1	\$350,000	10	\$3,706,500
143	Tony	Mattar	2	\$1,332,000	4	\$2,351,000	6	\$3,683,000
144	Elizabeth	Ballis	4.5	\$3,682,500	0	\$0	4.5	\$3,682,500
145	Christine	Hancock	7.5	\$2,900,500	2	\$780,000	9.5	\$3,680,500
146	Maria	Liancourt	1	\$2,600,000	1	\$1,050,000	2	\$3,650,000
147	Whitney	Wang	2.5	\$1,182,500	5	\$2,463,000	7.5	\$3,645,500
148	Sam	Jenkins	3	\$3,635,000	0	\$0	3	\$3,635,000
149	Elias	Masud	2.5	\$1,199,250	8	\$2,429,800	10.5	\$3,629,050
150	Tiffany	Meyers	2	\$830,000	6	\$2,785,000	8	\$3,615,000

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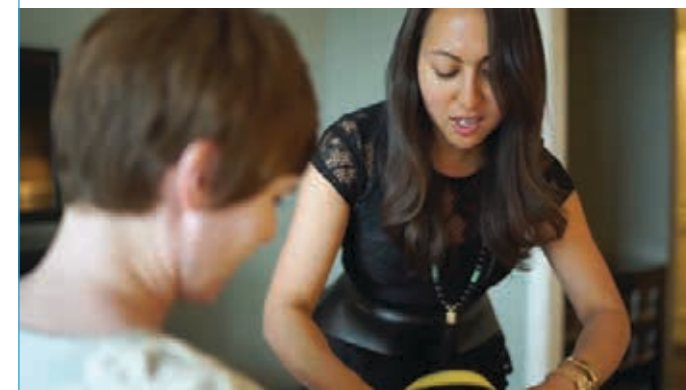


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Q: How can hiring tristinstyling save people money?

A: Clients love us for our ability to create new outfits by using pieces from their current wardrobe, combined with high end investment pieces, or fabulous inexpensive pieces to make a great outfit. While some stylists might find it challenging to work within a budget, I find it to be a lot of fun. I love to show clients how to find amazing pieces at unbelievable price points!

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 March 31, 2023

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Scott	Curcio	5	\$2,097,000	4.5	\$1,493,500	9.5	\$3,590,500
152	Andrew	Glatz	3	\$2,230,000	1	\$1,350,000	4	\$3,580,000
153	Connie	Engel	6	\$3,265,000	1	\$300,000	7	\$3,565,000
154	Michael	Battista	0	\$0	2	\$3,550,000	2	\$3,550,000
155	D	Waveland Kendt	5.5	\$2,859,900	1	\$690,000	6.5	\$3,549,900
156	Brad	Zibung	5	\$2,845,000	2	\$704,000	7	\$3,549,000
157	Christopher	Pertile	2.5	\$2,417,000	4	\$1,126,500	6.5	\$3,543,500
158	Kaylin	Goldstein	3.5	\$3,078,750	1	\$460,500	4.5	\$3,539,250
159	Arianna	Esper	5	\$3,232,000	1	\$285,000	6	\$3,517,000
160	Guido	Piunti	2	\$646,250	7	\$2,855,531	9	\$3,501,781
161	Monique	Pieron	2	\$2,811,000	1	\$689,800	3	\$3,500,800
162	Mark	Dollard	4.5	\$2,645,000	1	\$845,000	5.5	\$3,490,000
163	Katrina	De Los Reyes	2	\$1,162,500	3	\$2,295,000	5	\$3,457,500
164	Michael	Yeagle	2	\$3,450,000	0	\$0	2	\$3,450,000
165	Ryan	Hardy	1.5	\$950,000	3	\$2,470,000	4.5	\$3,420,000
166	Roman	Patzner	1	\$160,000	6	\$3,256,000	7	\$3,416,000
167	Misael	Chacon	9	\$3,412,399	0	\$0	9	\$3,412,399
168	Christopher	Engelmann	0	\$0	6	\$3,403,000	6	\$3,403,000
169	Robert	Yoshimura	5	\$1,731,000	3	\$1,665,000	8	\$3,396,000
170	Nicholas	Colagiovanni	3	\$1,142,000	1	\$2,250,000	4	\$3,392,000
171	Melissa	Edidin	1	\$345,000	4	\$3,043,500	5	\$3,388,500
172	Marlene	Rubenstein	3.5	\$1,936,250	2	\$1,445,000	5.5	\$3,381,250
173	Jennifer	Johnson	1	\$357,500	3	\$3,019,000	4	\$3,376,500
174	Stephanie	Klein Trout	0.5	\$1,550,000	1	\$1,750,000	1.5	\$3,300,000
175	Giancarlo	Bargioni	4	\$2,447,400	3	\$843,000	7	\$3,290,400
176	Julie	Chesne	3	\$1,375,000	2	\$1,904,500	5	\$3,279,500
177	Ryan	Huyler	5	\$2,911,000	1	\$363,000	6	\$3,274,000
178	Sherri	Hoke	0	\$0	2	\$3,265,000	2	\$3,265,000
179	Lucas	Blahnik	2	\$1,744,250	2	\$1,509,900	4	\$3,254,150
180	Anna	Theofanous	2.5	\$2,257,500	1.5	\$996,000	4	\$3,253,500
181	Dino	Sarancic	0	\$0	2	\$3,250,000	2	\$3,250,000
182	Brett	Boudart	4	\$1,760,000	4	\$1,487,500	8	\$3,247,500
183	Rachel	Martell	0.5	\$337,500	3	\$2,889,900	3.5	\$3,227,400
184	Philip	Schwartz	3	\$1,833,000	2	\$1,388,000	5	\$3,221,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Mike	Checuga	7	\$2,423,500	3	\$793,900	10	\$3,217,400
186	Tyler	Stallings	3	\$1,560,000	3	\$1,632,500	6	\$3,192,500
187	Amy	Duong	4.5	\$2,066,250	2.5	\$1,124,500	7	\$3,190,750
188	Michael	Olszewski	17	\$2,925,050	1	\$250,000	18	\$3,175,050
189	Janet	Robertson	5	\$2,349,000	2	\$819,000	7	\$3,168,000
190	Bo	Xu	1	\$422,000	5	\$2,734,500	6	\$3,156,500
191	Zachary	Redden	0.5	\$237,500	5	\$2,892,000	5.5	\$3,129,500
192	Victoria	Waliczek	0	\$0	5	\$3,114,111	5	\$3,114,111
193	Arthur	Cirignani	13	\$2,844,477	1	\$268,000	14	\$3,112,477
194	Stefanie	Campbell	2.5	\$1,738,750	2	\$1,340,000	4.5	\$3,078,750
195	Robert	Picciariello	11	\$3,078,000	0	\$0	11	\$3,078,000
196	Jacqueline	Alter	6.5	\$1,993,000	3	\$1,084,900	9.5	\$3,077,900
197	Layching	Quek	0	\$0	7	\$3,072,000	7	\$3,072,000
198	Daniel	Slivka	3.5	\$956,250	4	\$2,108,000	7.5	\$3,064,250
199	Thomas	Campone	3	\$786,000	4	\$2,263,500	7	\$3,049,500
200	Reve'	Kendall	5	\$2,432,500	2	\$615,000	7	\$3,047,500

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Peter	Angelo	4	\$3,045,000	0	\$0	4	\$3,045,000
202	Megan	Tirpak	5	\$3,042,500	0	\$0	5	\$3,042,500
203	Jeff	Kallas	5	\$2,262,500	1	\$775,000	6	\$3,037,500
204	Ryan	Smith	18	\$3,036,075	0	\$0	18	\$3,036,075
205	Sohail	Salahuddin	5	\$2,381,800	1	\$649,000	6	\$3,030,800
206	Craig	Isacson	3	\$2,730,000	1	\$300,000	4	\$3,030,000
207	Kimberly	Gleeson	2	\$3,025,000	0	\$0	2	\$3,025,000
208	Jake	Fugman	2	\$925,000	3	\$2,089,000	5	\$3,014,000
209	Carol	Collins	2.5	\$1,437,500	3	\$1,565,000	5.5	\$3,002,500
210	Susan	Kanter	2	\$1,326,000	2	\$1,654,000	4	\$2,980,000
211	Bridget	Sheahan	3	\$2,974,500	0	\$0	3	\$2,974,500
212	Vincent	Anzalone	4	\$2,965,000	0	\$0	4	\$2,965,000
213	Mark	Buckner	3	\$1,943,000	2	\$1,020,000	5	\$2,963,000
214	Miguel	Lopez	1	\$620,000	5	\$2,334,660	6	\$2,954,660
215	Anna	Huls	4.5	\$2,954,500	0	\$0	4.5	\$2,954,500
216	Marc	Kaufman	3.5	\$1,575,000	2	\$1,375,000	5.5	\$2,950,000
217	Tim	Mullet	1	\$615,000	4	\$2,334,000	5	\$2,949,000
218	Hilary	Kaden	0.5	\$850,000	1	\$2,095,000	1.5	\$2,945,000
219	Robert	Sikkel	0	\$0	7	\$2,940,000	7	\$2,940,000
220	Neil	Browne	3	\$2,936,500	0	\$0	3	\$2,936,500
221	Joseph	Chiappetta	5	\$1,955,000	3	\$975,000	8	\$2,930,000
222	Andres	Olaez	3	\$810,000	10	\$2,119,900	13	\$2,929,900
223	Eamonn	Stafford	5	\$1,609,300	4	\$1,314,000	9	\$2,923,300
224	Marzena	Frausto	1	\$330,000	7	\$2,592,500	8	\$2,922,500
225	Laura	Topp	1.5	\$964,750	2.5	\$1,955,249	4	\$2,919,999
226	Naja	Morris	3.5	\$2,542,800	1	\$372,500	4.5	\$2,915,300
227	Sarah	Basken	1	\$2,895,288	0	\$0	1	\$2,895,288
228	Neil	Hackler	3	\$1,125,750	3	\$1,765,703	6	\$2,891,453
229	Phillip	Buoscio	5	\$2,234,500	1	\$647,500	6	\$2,882,000
230	Shelly	Perkowski	2	\$2,875,000	0	\$0	2	\$2,875,000
231	Sharon	Gillman	0	\$0	1	\$2,865,000	1	\$2,865,000
232	Douglas	Smith	1.5	\$2,845,000	1	\$20,000	2.5	\$2,865,000
233	John	Ruder	3	\$2,505,500	1	\$355,000	4	\$2,860,500
234	Victor	Elting	0	\$0	1	\$2,850,000	1	\$2,850,000

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Jennifer	Breheny	1	\$2,850,000	0	\$0	1	\$2,850,000
236	Eric	Hublar	1	\$655,000	4	\$2,192,000	5	\$2,847,000
237	Jennifer	Gordon	2	\$1,000,000	2	\$1,839,900	4	\$2,839,900
238	Laura	Bibbo Katlin	2	\$1,457,500	1	\$1,377,980	3	\$2,835,480
239	Jesus	Rojas	0	\$0	6	\$2,831,000	6	\$2,831,000
240	Tom	McCarey	0	\$0	3	\$2,827,500	3	\$2,827,500
241	James	Diestel	1	\$157,000	1	\$2,650,000	2	\$2,807,000
242	Kim	Dipadova	0	\$0	1	\$2,800,000	1	\$2,800,000
243	Sander	Caren	1	\$2,800,000	0	\$0	1	\$2,800,000
244	Jesse	McGrath	3	\$2,799,700	0	\$0	3	\$2,799,700
245	Amie	Klujian	4.5	\$2,409,650	0.5	\$387,500	5	\$2,797,150
246	Matthew	Thomas	1	\$1,475,000	3	\$1,289,800	4	\$2,764,800
247	Heather	Ditlevsen	2	\$2,134,500	0.5	\$624,500	2.5	\$2,759,000
248	Sara	Mccarthy	2	\$1,243,500	3.5	\$1,514,500	5.5	\$2,758,000
249	Deborah	Hess	1.5	\$976,850	3.5	\$1,775,000	5	\$2,751,850
250	Nicole	Flores	2	\$1,372,000	3	\$1,375,000	5	\$2,747,000

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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