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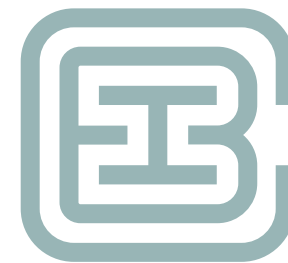
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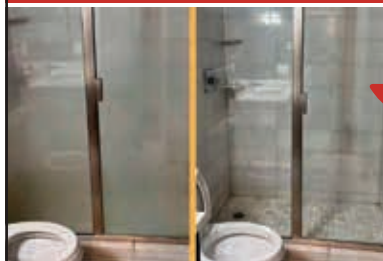


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I constantly struggle with thoughts of my work being significant. In the grand scheme of eternity, does what we produce really matter? To take it a level deeper, is the human definition of productivity actually accurate in an eternal sense? These questions don't necessarily need to be answered but are things to consider when conducting our day-to-day business. When we produce an issue of *Chicago Real Producers*, we obviously feel proud to create a product that adds value to the local real estate market; especially to the REALTORS® who are highlighted on any given month.

However, I have attempted to peel back the layers of our platform and my conclusion is that the physical product (the magazine) doesn't have as much of an impact on the market as the industry professionals that we bring together to collaborate. This is evident from our events and the growth we have experienced year over year in our three Chicagoland markets. It is an honor to be in this position and I'm thankful that the energy and effort we have put into our monthly efforts is attracting the right people. Please enjoy the photos from our fall event last month on page 54 at 400 West Huron!



Andy Burton
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Renee Greene

Unafraid, Unashamed, and Unstoppable

Renee Greene has a way of looking at things a bit differently than the average person. Always one to follow her own compass, she has never been afraid to challenge the status quo. This sense of self-trust and conviction is not self-serving, rather it's focused outwardly on the well-being of others. In real estate, this has translated into a thriving business built on the foundation of client happiness and deep, genuine connections.

These connections drive Renee to give her all in everything she does. So committed is Renee to her career and professional responsibilities, in fact, that she happily defies the societal norms, pressures, and romantic expectations of marriage and having children.

"I embrace my happily single and child-free status," explains Renee. "This choice, driven by my belief in prioritizing what truly matters, has shaped my approach to my career in a profound way. I'm not concerned about my own 'numbers,' rather, my clients' happiness and feeling of [having] genuine support are at the core of my work. Their best interests guide my decisions and actions, which creates an environment where they feel valued and cared for."

Renee's ability to see things through a different lens is largely attributed to her growing up with a learning disability, which had a profound impact



on her life. While others may perceive her "disability" as a challenge, she views it as one of her biggest gifts.

"Embracing my learning disability has allowed me to cultivate creative problem-solving skills, resilience, and determination," she says. "These qualities have not only helped me overcome challenges, but they have also shaped my identity in a positive way. By seeing the world through a different lens, I've gained insights that others might not readily have, allowing me to contribute to various aspects of life in distinct and valuable ways."

Although Renee may have not always taken the more traveled path in life, it

was never out of blind defiance. Even when she didn't pursue college out of high school, entering the workforce instead, she always felt "incomplete" for not obtaining a college degree. This feeling ultimately drove her to quit her day job at the age of twenty-seven and enroll in DePaul University.

With profound determination and resilience, Renee secured every grant and scholarship she qualified for, got a restaurant job at Stanley's Kitchen and Tap, and earned her degree exactly one day before her thirtieth birthday. Renee's interest in real estate was sparked one night after a conversation with one of her regulars at the restaurant.

▶▶ agent feature

By Chris Menezes
Photos by Prestige Real Estate Images Inc

In fact, it was Renee’s keen ability to foster close relationships with her customers that helped her realize her true potential in real estate. She realized that the warmth, understanding, and trust she developed with her regulars at Stanley’s could be translated into the world of property. For Renee, real estate was never just about buying and selling homes—it was about forging lifelong bonds.

“
I share
emotional
moments with
my clients
— I’m all-in for
all the ups
and downs.
”

Although it hasn’t been easy for Renee—especially in the beginning, entering real estate in 2008—when she sets her mind to something, nothing can stop her from seeing it through. Always willing to learn, evolve, and burn the midnight oil, she takes great pride in her relentless determination. And she should. As an individual agent with Compass, Renee not only runs a thriving business today, but she has also developed many close relationships because of it.

“My clients have become friends and even family,” she says. “I’ve witnessed incredible journeys within these relationships, like couples dating, later marrying, and their kids calling me Aunt Nee-Nee; clients who start together, then find happiness separately; and more. I share emotional

moments with my clients—I’m all-in for all the ups and downs—celebrating joyful marriages and comforting tears of clients in a home they were going to buy together. When the ups return, you bet I’ll be there, cheering even louder! Some clients entrust me to care for their children,



Photo credit: Kelli Kalish Photo

Renee has learned many valuable lessons over these past fifteen years in real estate that inform much of how she approaches life today. Like on the days when motivation is harder to come by, instead of trying to push through it, like she used to, she has learned to grant herself the gift of downtime without feeling guilt or shame.

“It’s a lesson I wish I’d grasped earlier,” she says. “But embracing it now has brought a new level of balance and self-compassion into my life. Recognizing that self-love is an unending adventure hits home for me. Looking back, I wish I’d been bolder in showing kindness to my younger self. And you know what? Embracing my uniqueness, without trying to be someone else, is what I’m all about. I’ve learned that shame doesn’t fuel growth—it’s being fearless that propels you forward.”

filling a void when family is far away. The connections are countless and truly special.”

Currently, Renee is taking on the challenge of finding a property to do a complete rehabilitation. She plans to take a hands-on approach and is looking forward to gaining practical knowledge and experience with interior design.

One of the things she loves most about Chicago is its design—how each neighborhood has its own particular culture and vibe. “It’s amazing how you can immerse yourself in a neighborhood’s distinct culture wherever you go. The city has it all. And the people, well, they carry an authentic heart and soul that’s pretty remarkable.”

When she’s looking to relax, you can often find Renee hanging out with her two dogs, Wrangler Austin Greene and Dino Bert Greene, watching their favorite TV shows or spending time in nature. With a strong affinity for “rooting for the underdog,” Renee also dedicates a lot of her time, resources, and support to animal rescues and individuals with disabilities.

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Closing with Confidence and Heart

Experience, reliability, and a whole lot of heart—these are just a few words that come to mind when thinking about the Michael H. Wasserman, P.C., Real Estate Law Firm. Although Mike has been helping people achieve their real estate dreams for over thirty years now, he still remembers his very first client and how that experience continues to inform his business today.

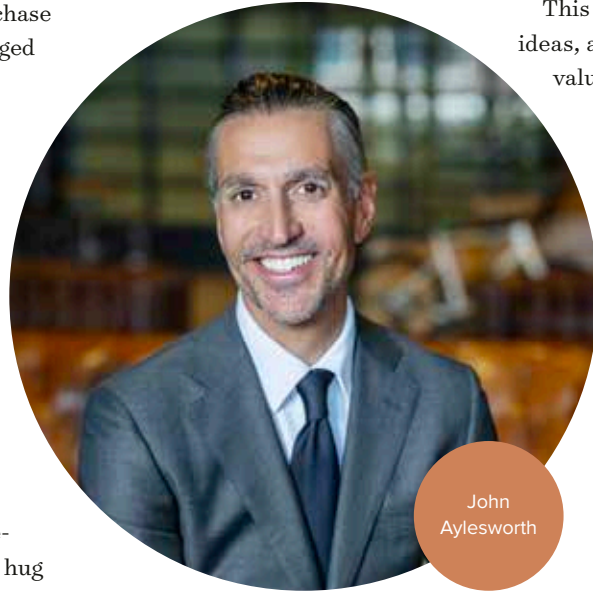
The year was 1990. Mike had been working as a trial lawyer for four years when his boss walked into the office and tossed a crumpled copy of a purchase contract on Mike's desk. It belonged to his boss's mechanic, who was buying his very first home that day. Despite Mike's complete unpreparedness, his boss told him to just go down to the bank and to "not screw it up."

Luckily, the transaction was straightforward, and Mike was able to wing his way through it. Although it went well, he didn't feel good about it. He knew how important the moment was for the client, especially after receiving a heartfelt hug from him, and it made Mike feel like a fraud.

"That first closing taught me two lifelong lessons," Mike explains. "First, I swore I would never put my clients in that position again—I didn't want to work for a law firm that sent an unprepared, untrained lawyer to represent a client. Second, I really liked real estate law!"



Michael H. Wasserman



John Aylesworth

Mike felt he found his calling as a lawyer and opened his own law firm shortly thereafter. He's been devoted to delivering the highest level of excellence ever since. And that excellence is predicated on hard work, good systems, and paying keen attention to emerging technologies and evolving consumer expectations over the years. As Mike explains:

"Nobody stays at the top by standing still. We are always updating our forms, systems, technologies, and best practices to meet the changing needs of clients and partners.

This includes testing new tools, new ideas, and new ways to bring added value to our clients and partners."

Of course, Mike can't do all this alone. He is the first to emphasize his team, especially Lead Attorney John Aylesworth. John, who worked for years as a special assistant attorney general for the State of Illinois and then had his own practice for a while, was Mike's principal backup attorney for years, filling in when times were busy or on the occasional day off. He officially joined the firm as an attorney in 2017 and has been the lead attorney since 2020.

Mike and John make for a dynamic duo. Mike tends to be more of an introvert. Yet, at the closing table, he fiercely protects and safeguards his clients' interests, confidently empowers and educates clients to make decisions, and genuinely loves working closely with his broker partners to strengthen contracts and solve issues.



The team at Michael H. Wasserman, P.C., Real Estate Law Firm.



“The goal is to help clients close with confidence, understanding, and communication, all while making everything less stressful for clients and broker partners.”
- Mike



John tends to be more outgoing, making clients feel at ease with his friendly and courteous demeanor and quick wit. John also complements Mike’s focus on residential transactions with acumen in commercial real estate that includes multi-unit buildings, industrial complexes, and mixed-use developments in addition to residential real estate and new constructions.

In addition to Mike and John’s complementary personalities and legal expertise, clients have an entire team working behind the scenes to

take care of every detail, chase down information, and communicate at every turn. Following Mike’s vision, the firm takes a white-glove approach to real estate closings. With the mantra “Selling and buying real estate can be hard. Let’s make closings easy,” they have proudly earned a reputation for successfully closing complicated transactions, and, of course, numerous straightforward deals as well.

“The goal is to help clients close with confidence, understanding, and communication, all while making everything less stressful for clients

and broker partners,” Mike says. “No broker wants a client calling them to ask what’s going on. Thus, we strive to keep brokers up-to-date—not just as a courtesy, but as a practice.”

Just as it was with his first client, Mike finds great fulfillment in receiving that big bear hug feeling at the end of a transaction—especially after solving seemingly unsolvable problems.

Gratefulness is a big part of his firm’s culture. In 2011, Mike established the Thanks to You program, which donates \$50 with every residential

transaction to a nonprofit of a client’s choosing (from a curated list) and in their name. The charities focus on enhancing Chicago-area communities through education, music, pet adoption, mental health, and more.

“We love Chicagoland,” Mike emphasizes. “We feel fortunate to live here, raise our families here, and truly enjoy the cultural richness of the city and suburbs. We are proud to help people live and thrive here with the security and peace of mind of homeownership.”

Outside of work, Mike and John both enjoy cycling, especially around Chicago’s neighborhoods. In fact, Mike is a year-round bike commuter, even in winter! He rides from his home in Edgewater to his Loop office every chance he gets. John is more of a weekend rider, hitting the trails for 50 to 100 miles at a stretch to soak in nature’s beauty.

A lover of music, Mike especially enjoys the Grateful Dead and summer music concerts and festivals at the Pritzker Pavilion. He also loves to sail with his wife, Susan Jenks, and is currently restoring a vintage sailboat to its former

1987 glory. All three of his kids live in the Chicago area and enjoy getting together as often as they can.

John is learning Spanish and loves to travel to Spanish-speaking countries. He recently saw his only son off to college and is looking forward to doing more traveling with him in the future.

To partner with Mike, John, and the whole team at Michael H. Wasserman, P.C., Real Estate Law Firm, give them a call at 312-726-1512 or visit MHWasserman.com.

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DEBRA DOBBS

Building a Business with an Attitude of Gratitude

» cover story

By Lauren Young
Photos by Caleb Pickman



“Every morning I wake up with a feeling and mindset of gratitude and recognize how fortunate I am. It’s a grounding practice that allows me to fully serve my clients,” says REALTOR® Debra Dobbs. “This practice is not necessarily mutually exclusive to running a business; I do think it enhances the ability to be successful.”

After nearly four decades as a broker, Debra has found it necessary to be both driven and empathetic—to have strong command and confidence while also being compassionate and understanding.

“Helping people buy and sell homes is personal, intimate, and yet still all business,” observes Debra. “Finding and walking that fine line takes empathy, authoritative knowledge, patience, and humor. To be successful in a career that embodies all of this is amazing.”

Born in South Deering on Chicago’s South Side, Debra grew up in a home with her parents, three brothers, and grandparents until the family moved to Dolton, Illinois, when Debra was six years old. Debra’s brothers often tell her that she was destined to be an entrepreneur.

“They tell me that from the age of five, I was bossy and in charge, and their go-to person for problem-solving,” Debra says. “As a teen, I was in charge of everything I could be in

charge of. I came up with creative marketing to raise money for every cause. I also had a knack for understanding the feelings of others and helping them solve their problems.”

Motivated by a desire to explore newer horizons, Debra completed her junior and senior years of high school in one, graduated early, and then moved to Lake Tahoe, Nevada.

“I never felt that I fit in, and I had a passionate curiosity to see the world and do something different from what I’d experienced growing up,” Debra says. “I was fortunate to have a family that was supportive, loving, and accepting.”

In a whirlwind next several years, Debra pursued a career in marketing, produced a play, studied gelato-making in Italy, then moved back to Chicago and opened Baci, the city’s first gelateria. But when her business partner moved to California, Debra had to sell the business and found herself in need of a new career direction.

“One of my favorite customers was a real estate developer who told me to take a week to have a pity party, and then go get my real estate license and come work for him on the sales team,” Debra says.



“I’m a fierce advocate for my clients and attentive to their every need. Behind-the-scenes, I am playful, fun-loving, and funny.”

After thirty-nine years in the business and maintaining a place in the top 1 percent in sales volume, Debra recently moved to Compass. She's grown her team to seven real estate professionals, including her daughter, Katharine, who attended her first showing at three months of age and is now a licensed agent working alongside her mom.

"While I'm on the job, I have a very data-driven, workaholic, type A personality," she says. "I'm a fierce advocate for my clients and attentive to their every need. Behind-the-scenes, I am playful, fun-loving, and funny."

The Debra Dobbs Group has a strong team that leverages new initiatives, tools, and client engagement methods to provide excellent support and service to their clients. Their mission is to "stay real" about who they represent: the client, not the brokerage firm or the commission.

"We are a collaborative team that supports our clients with a best practices approach to make sure every client is best served from start to finish, and beyond closing," says Debra.

When she's mentoring others—be they her team members, some real estate veterans, or a few new to the industry—Debra uses a simple, practical approach.

"My advice is nothing profound: work hard, be authentic, share and learn things, and do the grunt work," she says. "Be curious. Believe in yourself. Surround yourself with positive people."

One of the key positive people Debra spends her time with, both at work and after work, is Katharine. In their free time, the two regularly host "Sunday Supper"—an epic dinner party event with anywhere from six to twenty-six guests at the table. During these events, and at other times, Debra serves her own cocktails under the brand name Wacky Girl Margaritas. She also enjoys exploring new neighborhoods with her four dogs, as well as local hot spots with her close-knit group of friends.

Through it all, she's able to sustain an attitude of gratitude.

"I am so very lucky to be living my best life," Debra says. "It's a life filled with joy, love, laughter, family and friends, and financial independence."



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STELIANA MLADENOVA

with
Areté

partner spotlight
Photos by Prestige Real Estate Images Inc.



WHERE EXPERTISE MEETS CHICAGOLAND REAL ESTATE



The Areté team

Areté Enterprise, the parent company of Areté Renovators and Areté The Art of Design, has continued to grow. Areté Homes is the newest branch that has emerged, offering a new blend of expertise and comprehensive services to meet the diverse needs of the Chicagoland area.

Beginning in early 2023, REALTOR® Steliana Mladenova and Igor Jokanovic, president of Areté Enterprise, decided to fill a need they saw in the market. This dynamic team executes a full-service solution designed to guide clients through every aspect of their real estate journey.

“Our biggest standout differentiator from other teams is our backing of the Areté group of businesses,” shares Steliana. “In conjunction with Areté Renovators and Areté The Art of Design, we can help clients work through the process of remodeling a newly purchased property or make updates for higher ROI when they are ready to list for sale.” Steliana also shares how Areté Renovators, with two decades of experience as a leading contractor in Chicagoland, brings a wealth of knowledge to the table in this new venture. This knowledge extends beyond buying and selling properties: it encompasses renovation, design, and staging.

Areté Homes seamlessly integrates these aspects into their services, offering clients a comprehensive experience.

“Our team has extensive experience and knowledge across different spheres—from construction to design, property management, and investment funds,” notes Steliana. With a vast network of partnerships, too, that range from renowned



Steliana playing with her son.

kitchen and bath suppliers to furniture staging companies, Areté Homes brings an abundance of resources to every transaction.

Steliana’s journey into leadership began to develop at a young age through the profound influence of her mother, whose qualities and approach to life inspired her. She says her mother taught her to think openly, believe that anything was possible, and develop a strong, self-guided sense of responsibility, and that this foundation laid the groundwork for her success today.

After growing up in Varna, Bulgaria, she aspired to study public relations in the UK, but when that plan didn't work out, she embarked on a path, which included obtaining a degree in economics with a focus on real estate, that eventually brought her to the heart of Chicagoland's real estate landscape.

In 2015, Steliana found her way to the Areté team. She started her journey with Areté Renovators as a project coordinator, overseeing renovation projects in Lincoln Park and

“Our biggest standout differentiator from other teams is our backing of the Areté group of businesses...we can help clients work through the process of remodeling a newly purchased property or make updates for higher ROI when they are ready to list for sale.” - Steliana



they provide guidance on renovation updates that yield the highest returns when listing a property for sale. Many REALTORS® value this service and regularly refer Areté Renovators to their clients, reflecting the deep trust and partnerships that underpin Areté's business.

Alongside her thriving professional journey, Steliana treasures her family. At home, she's a proud mother to Evan, her vibrant three-year-old son. "Every day with him is a lively celebration filled with captivating conversations and curious questions," shares Steliana. She values these moments understanding how swiftly time flies, and cherishes the memories they create together. Steliana and Evan enjoy puzzles and bedtime stories that fuel Evan's imagination, and days that are filled with traveling to sunny destinations, spending quality time with friends, or focusing on well-being through staying active.

Interestingly, geography is one of Steliana's hidden strengths. She possesses a natural ability to navigate directions, enhanced by her instinctive internal compass. In the realm of music, Beyoncé holds a special place in her heart. Since her teenage years, Steliana has been an ardent fan, inspired by Beyoncé's empowering music, professionalism, creativity, and unwavering dedication to her fans. Steliana even had the privilege of attending three of Beyoncé's spectacular concerts, fulfilling a long-held dream.

downtown Chicago. Managing these projects in high-rise buildings provided her with invaluable insights into property management and the city's diverse neighborhoods and properties.

As Areté Enterprise expanded its business portfolio, it ventured into property management under Areté Property Development. Recognizing the significance of effective building management and maintenance in property value, Steliana transitioned to the property management division. This move further enriched her understanding of the real estate ecosystem.

Steliana and Igor fulfilled their plan of obtaining their real estate licenses together, then set out to find a real estate company that aligned with their vision. Keller Williams emerged as the perfect fit. They felt the unique approach of Keller Williams resonated with the overall vision that's deeply rooted in Areté. In this, Areté Homes was created.



And as you might expect, Areté Homes fits seamlessly into Areté Enterprise's broader vision.

“Our goal is to establish Areté as a trusted source of full-service home solutions,” shares Steliana. “From design and construction to buying, selling, investing, and property management, we provide a one-stop-shop for all real estate needs.”

The Areté group of businesses has been a steadfast partner to REALTORS® for years. Areté Homes plans to continue that tradition in the years to come by offering unique insights, consulting, and cost estimates for renovations before clients make offers on properties. For sellers,

When asked what motivates her on challenging days, Steliana says she finds it in her son's eyes each morning, propelling her toward a bright future and the realization of her dreams.

Areté Homes, under the visionary leadership of Steliana and Igor, represents a new era for Areté Enterprise. And their holistic approach, supported by the vast expertise within the Areté family, positions them to be a remarkable team.

As they continue to grow and evolve, Areté Homes stands ready to guide clients through every step of their real estate journey, ensuring that quality and expertise are at the forefront of every transaction.

To reach Steliana, call 312-721-0764 or email her at Steliana@kw.com; to reach Igor, call 773-610-4551 or email him at Igor.jokanovic@kw.com; or visit their website www.areté-homes.com, to learn more about the services Areté Homes provides its clients.

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LEONARDO ROJAS

► agent feature

By Chris Menezes
Photos by Sonya Martin

LIVING THE DREAM

Leonardo Rojas's journey into real estate was one of self-discovery, exploration, and development. By remaining true to his authentic self and having the confidence to step into the unknown and take a chance on a dream, he has been able to help over sixty families make their dreams come true in just under three years of being in real estate and five years of being in Chicago.

Leonardo was born and raised in Venezuela. With a passion for artistic creativity and a penchant for entrepreneurialism, his early childhood endeavors were but a peek into what he would go on to pursue and accomplish in life. In his preteen years, Leonardo was a singer, first and foremost.

"My friends used to laugh about me because I would sing in front of the whole school every Monday morning," he explains. "At the same time, my dad wanted me to be a soccer player, but I was terrible at it. I ended up giving up on both."



Leonardo celebrating Mother's Day with his mother and sister.

Moving on from singing and soccer, Leonardo discovered the world of business and entrepreneurship at the age of fourteen, traveling to Caracas to work with his uncle one summer. "My uncle drove a bus and I helped collect fares from the passengers," explains Leonardo. "With the money I earned, I started buying discounted clothes and sold them to my mom's friends and their families and coworkers. It was quite an adventure!"

Leonardo looked up to his mother the most while he was growing up. "We faced tough times economically, but she always did everything to steer our family away from that," he says. "She's been like a superhero to me. I saw her working hard to give us a better life, and she still does for her loved ones who are still facing a hard time back home."

Leonardo got his first job at age sixteen. He worked at an insurance company as an assistant to a claims adjuster. Working his way up, he eventually became the main claims adjuster, and then a producer agent, managing insurance portfolios for large institutions such as universities and government agencies.



During this time, Leonardo also earned his degree in public accounting from Los Andes University in Mérida, Venezuela. Then, in 2018, he got the opportunity to relocate to Chicago, where he continued his insurance career as a financial representative for Country Financial.

"It was a tough decision to leave my family, friends, and the life I knew, due to the crisis in Venezuela," says Leonardo. "After overcoming many obstacles in my childhood and building a successful career there, this was a major challenge for me."

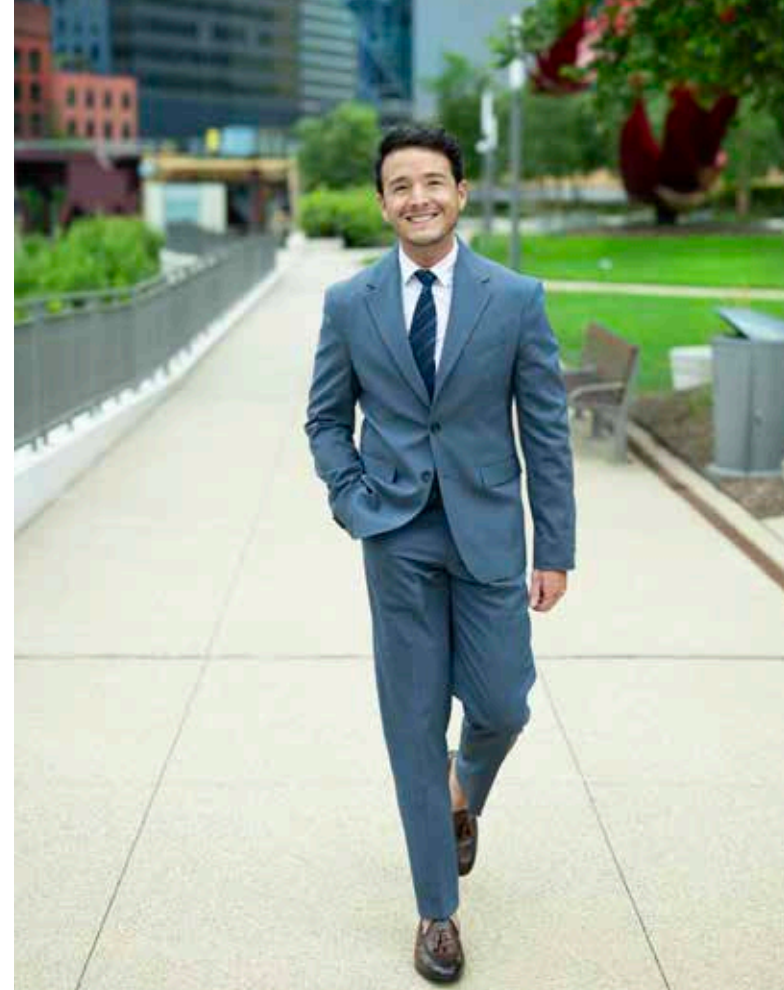
Leonardo arrived in the United States without knowing English and having no family or friends or financial support from family back home. In fact, he was his family's main source of support. With just his savings and a strong determination to adapt to a new culture, he worked hard to help his family from afar while also trying to grow his professional life. He enrolled in language courses offered at Solex College in Chicago and the City Colleges of Chicago, and immersed himself in the local culture, finding some good friends to live with and build a support network around.



Leonardo embarked on his new career in November of 2020. Of course, starting out in one of the most competitive markets in the country with no real sphere of influence wasn't easy. Through hard work, determination, and an unwavering commitment to self-improvement, Leonardo overcame all these challenges and built his business on delivering highly personalized service, carefully tailored to each of his clients' various needs. He

“I WANTED TO DEDICATE MYSELF TO SOMETHING THAT MATTERS TO ME AND MAKES A POSITIVE IMPACT ON THOSE AROUND ME.”

This time also marked a huge turning point for Leonardo. It made him reevaluate his life and future. It opened his world and perspective, cultivating a sense of adventure—to pursue new possibilities and opportunities—to focus on doing something professionally that didn't feel like work but truly made him happy. “I felt deep down that I have always had an artist and an architect living inside of me—that the synergy of art, architecture, and design within real estate had been calling to me for many years,” he explains. “I've worked in sales for almost fifteen years, and I've developed a special ability to connect with people and help them achieve their goals. Real estate brought all those elements together. I wanted to dedicate myself to something that matters to me and makes a positive impact on those around me.”



also credits all the support he received from colleagues who generously shared their years of experience and knowledge with him—something he looks forward to passing on in the future.

For Leonardo, success is about making a positive impact on the lives of the people around him while continuously growing as a person. He not only plans to do that in real estate—through helping his clients and mentoring other agents who are starting out in the industry—but he also plans to help make a difference in the local Latino community.

One of the ways he currently does that today is through the Erie Neighborhood House, an organization

committed to helping immigrants. The Erie House stands as a modern nonprofit, offering a range of programs and resources for children, mental health, community well-being, adult education, legal services, and more.

In his free time, you can often find Leonardo playing tennis, running by the lake, discovering a new restaurant in the city, hanging out in a local venue listening to music, or traveling abroad when he can. Family is still extremely important to him as well. In fact, he is happy to say that just last year he was able to sponsor his whole family to come to the United States.

“Success is having my family back again with me, doing par-rilla venezolana (Venezuela BBQ) for my family and friends, and living the dream in America.”

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REPUTATION ► business article



aspects, they empower their clients to make well-informed decisions, further solidifying the trust they have built.

Of course, being a top REALTOR® also requires prioritizing client satisfaction by actively listening to clients' needs, preferences, and concerns, and tailoring services to meet individual requirements. By providing personalized attention and going the extra mile to ensure client satisfaction, you are able to establish yourself as a trusted advisor, earning not only repeat business but also enthusiastic referrals: Happy, satisfied clients usually become advocates, who not only spread the word about their positive experiences but also refer friends, family, and colleagues. Word-of-mouth promotion carries immense weight and is a key factor in long-term success.

An agent's reputation is everything. A stellar one is gold.

Trust is the bedrock upon which any successful real estate career is built. We understand that establishing a stellar reputation is the key to unlocking near-limitless potential in this industry. By consistently delivering exceptional service, prioritizing client satisfaction, and maintaining transparency, REALTORS® forge lasting relationships, earn referrals, and cultivate a positive reputation that becomes a powerful marketing tool, attracting better clients and ensuring continued success.

In a role where trust is paramount, REALTORS® who stand out prioritize integrity and reliability in every interaction—with clients and colleagues alike. They go above and beyond to provide exceptional service, striving to exceed client expectations at every turn. By consistently delivering on promises and delivering results, they instill confidence in their clients, and prove themselves, over and over, worthy of their reputation.

It's important to understand the importance of open and honest communication which is why transparency is a fundamental element of a stellar reputation. REALTORS® who go above and beyond will keep clients informed throughout the entire process, sharing pertinent information and addressing any concerns promptly. By being transparent about market conditions, property details, and transactional

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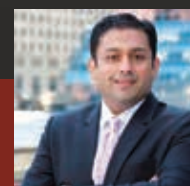
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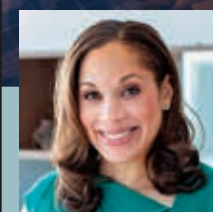
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► on the rise

By Lauren Young
Photos by Jaclyn
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Wendy Andrade

Establishing a New Heritage

“Even though I’ve only been an agent for a little over a year, I saw my first real estate contract at age twelve,” says REALTOR® Wendy Andrade of @properties in Chicago. “I was involved in helping my parents move [our family] seven times while growing up.”

Wendy’s parents migrated to Chicago in the 1980s from Moreila, Michoacan in Mexico. The youngest of four siblings, Wendy and her next oldest sibling are the only two family members who were born in the US. Growing up as a child of immigrants gave Wendy deep admiration for her parents’ work ethic and determination.



“They taught me to always put forth my absolute best effort in anything I set my mind to,” says Wendy. “I watched them face endless adversity, yet manage to handle every instance with such empathy, calmness, generosity, and patience.”

With moving houses so often as a kid, Wendy eventually associated real estate with both exciting and sad times in her life. But she always enjoyed visiting new homes, choosing her room, and making friends in her new neighborhoods.

Despite her enjoyment and interest, pursuing real estate as a career would come later. Wendy chose first to work in the medical field. She earned a PharmD (doctor of pharmacy) degree from University of Health Sciences & Pharmacy (formally St. Louis College of Pharmacy), a rigorous six-year program.

“[The training and demands] allowed me to develop a strong sense of responsibility, discipline, maturity, and an extreme level of attention to detail,” Wendy says.

She also learned how to successfully navigate an environment where her differences made her stand out.

“I was the only Mexican in my entire college and the first in my family to graduate with any level of higher education,” she explains. “My high school counselor wrote the college to say that I did not hold the academic standards to excel in a doctoral program. But I did it.” In fact, Wendy graduated cum laude while holding a part-time hospital pharmacy tech position and serving as president of several student organizations she was part of during college. She says, “Not only have I been able to successfully navigate new spaces that people who look like me are not usually in, but I’ve excelled in those spaces.”

At age twenty-four, Wendy entered the workforce holding, among her peers, an unusually high level of responsibility for the health and well-being of others.

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BEING ABLE TO REACH A GLOBAL AUDIENCE THROUGH MY SOCIAL MEDIA PRESENCE ALLOWS ME TO MEET INCREDIBLE PEOPLE ALL AROUND THE WORLD.

She held roles as a floater pharmacist at CVS, a pharmaceutical consultant at a start-up, and as a full-time clinical pharmacist at Northwestern Medicine Hospital. Regardless of which job she tried, it wasn't quite what she thought it would be.

"I really tried it all within the industry," she says. "But I ended up burned out. Even as a twentysomething making six figures, I felt absolutely miserable and unfulfilled by my career."

At the time she was reconsidering her career, Wendy was under contract on a triplex, multifamily investment property in Aurora. Her real estate agent encouraged Wendy to earn her real estate license and join his realty group. In August 2022 she moved to @properties, where she works now.

"Establishing friendships with my clients is absolutely the most rewarding part of the business," says Wendy. "I've welcomed them into my home, driven them around the city with airport pickups to hotel drop-offs—my clients become

extended family members to me. Like my parents always say, 'Mi casa es tu casa' (My home is your home). My work is intimate like the home buying process usually is."

Wendy also finds it rewarding to work within the Latino community.

"It allows me to utilize my Spanish-speaking abilities and provide a welcoming environment," Wendy says. "Also, being able to reach a global audience through my social media presence allows me to meet incredible people all around the world."

Unsurprisingly, outside of business, Wendy spends much of her free time with her tight-knit family. They enjoy family nights on Sundays, gathering at her parents' house to share a meal, laughs, and memories. She also values going for long walks, especially along the lakefront, and having deep conversations with friends. Wendy also gives back to the James R. Jordan Foundation, a charity that provided technology and scholarships to her underserved community as a kid.

As a "five-foot-tall woman of color," Wendy is aware of the challenge she faces in the industry. It's nothing new. She continues to lean on the lessons of determination learned from her parents and her own experiences. Plus, she holds herself to a higher level of service to her clients.

"Although I may not look like the traditional agent, I am confident that I offer value to my clients in the way I have chosen to practice within my real estate career, and my background surpasses my actual years in this field," she says.

"Times are changing, truly for the best," she says, noting NAR's latest data that the number of Hispanic/Latino first-time home buyers has increased. However, she also states there is more to do. "My goal is to make resources available for all communities, in an effort to help all attain generational, financial, and social equity," she adds "I will continue to hold myself to the highest standards of practice in this career."

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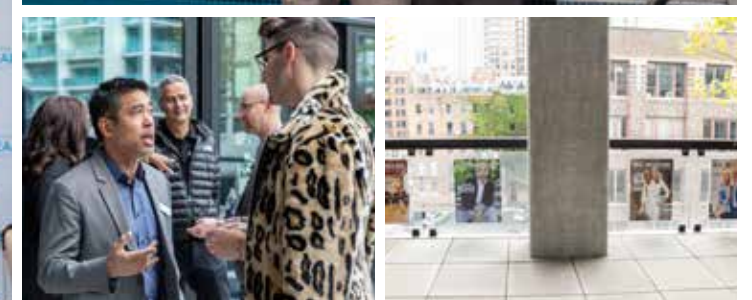
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Photos by Sonya Martin, Caleb Pickman, and Prestige Real Estate Images Inc.

Our appreciation goes out to all of those who attended, provided raffle prizes, and helped make the event such a success. We look forward to seeing you again in the winter. Enjoy the photos.





Fall Event Raffle Winners

Chicago Real Producers Preferred Partners never fail to deliver great raffle prizes at all events! Check out the winners.

Elizabeth Caya won AirPods Pro and AirTags from David Frank with The David Frank Law Group.



Kelsey Mayher won a cozy throw blanket and gift card to The Langham for a spa day from Paula Rodriguez with Paula Interiors.



Leopoldo Gutierrez won a Meta Quest All-In-One Virtual Reality Headset from Marc Cervantes with Cervantes Chatt & Prince P.C.







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TOP 250 STANDINGS

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#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Matt	Laricy	157	\$79,003,591	170.5	\$93,875,023	327.5	\$172,878,614
2	Jeffrey	Lowe	65	\$94,412,270	28	\$42,181,700	93	\$136,593,970
3	Emily	Sachs Wong	46.5	\$85,541,579	32	\$38,743,250	78.5	\$124,284,829
4	Benyamin	Lalez	47	\$33,298,097	146	\$71,269,419	193	\$104,567,516
5	Leigh	Marcus	97.5	\$62,387,840	64	\$41,590,500	161.5	\$103,978,340
6	Carrie	McCormick	50.5	\$60,888,750	22.5	\$29,575,300	73	\$90,464,050
7	Grigory	Pekarsky	33.5	\$14,999,375	144	\$62,537,400	177.5	\$77,536,775
8	Chezi	Rafaelli	30	\$36,917,502	18	\$22,751,002	48	\$59,668,504
9	Alexandre	Stoykov	16.5	\$8,851,000	94.5	\$45,432,234	111	\$54,283,234
10	Joanne	Nemerovski	14	\$23,708,000	19	\$29,137,500	33	\$52,845,500
11	Brad	Lippitz	29.5	\$31,547,150	22	\$18,701,300	51.5	\$50,248,450
12	Melissa	Siegal	31	\$21,039,000	36.5	\$25,081,967	67.5	\$46,120,967
13	Katharine	Waddell	31	\$22,323,000	39	\$23,163,415	70	\$45,486,415
14	Jennifer	Ames	22	\$32,464,000	8	\$8,936,500	30	\$41,400,500
15	Konrad	Dabrowski	27.5	\$25,995,498	20.5	\$14,900,780	48	\$40,896,278
16	Hayley	Westhoff	25	\$16,288,755	28.5	\$23,525,680	53.5	\$39,814,435
17	Mario	Greco	42.5	\$24,647,815	22	\$12,591,035	64.5	\$37,238,850
18	Timothy	Sheahan	25.5	\$18,214,376	18	\$18,707,500	43.5	\$36,921,876
19	Leila	Zammatta	13.5	\$35,865,528	1	\$520,000	14.5	\$36,385,528
20	Bari	Levine	21.5	\$13,556,458	20	\$21,646,997	41.5	\$35,203,456
21	Julie	Busby	18	\$13,450,900	30.5	\$21,303,908	48.5	\$34,754,808
22	Sam	Shaffer	8	\$6,859,600	46	\$27,177,635	54	\$34,037,235
23	Daniel	Glick	20	\$17,773,500	18.5	\$14,583,500	38.5	\$32,357,000
24	Layching	Quek	14	\$7,168,000	35	\$24,782,399	49	\$31,950,399
25	Susan	Miner	6.5	\$19,349,000	7	\$12,426,400	13.5	\$31,775,400
26	Amanda	MiMillan	28	\$19,949,000	15.5	\$11,719,113	43.5	\$31,668,113
27	Suzanne	Gignilliat	11	\$28,233,500	3	\$2,988,000	14	\$31,221,500
28	Karen	Biazar	28.5	\$18,015,050	26	\$13,111,400	54.5	\$31,126,450
29	Melanie	Everett	15	\$7,696,028	44	\$22,878,100	59	\$30,574,128
30	Darrell	Scott	10.5	\$7,767,200	44.5	\$22,619,800	55	\$30,387,000
31	Kelly	Parker	6	\$3,236,000	35.5	\$26,706,000	41.5	\$29,942,000
32	Rafay	Qamar	42	\$16,089,150	39	\$13,800,116	81	\$29,889,266
33	Lauren	Mitrick Wood	9.5	\$5,357,700	33.5	\$24,171,250	43	\$29,528,950
34	Sam	Jenkins	14.5	\$17,902,337	8	\$11,497,850	22.5	\$29,400,187

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Patrick	Teets	18	\$23,708,500	5	\$5,570,000	23	\$29,278,500
36	Elizabeth	Brooks	24.5	\$28,372,473	1	\$775,000	25.5	\$29,147,473
37	Timothy	Salm	6.5	\$16,450,000	7	\$12,257,400	13.5	\$28,707,400
38	James	D'Astice	10	\$5,226,400	42.5	\$23,234,549	52.5	\$28,460,949
39	Jason	O'Beirne	26	\$22,542,500	14	\$5,872,000	40	\$28,414,500
40	Sophia	Klopas	19	\$12,244,500	27	\$15,727,000	46	\$27,971,500
41	Lance	Kirshner	27	\$14,659,800	13	\$12,954,500	40	\$27,614,300
42	Millie	Rosenbloom	16	\$15,153,250	9	\$12,408,500	25	\$27,561,750
43	Colin	Hebson	14	\$7,722,250	35.5	\$19,722,500	49.5	\$27,444,750
44	Eugene	Fu	17.5	\$14,405,350	19.5	\$12,953,000	37	\$27,358,350
45	Tommy	Choi	18	\$9,947,212	30	\$17,183,125	48	\$27,130,338
46	Nicholaos	Voutsinas	17	\$9,092,550	25	\$17,806,300	42	\$26,898,850
47	Melanie	Giglio	13	\$9,437,500	30	\$16,978,100	43	\$26,415,600
48	James	Sheehan	16	\$19,813,050	5	\$6,530,000	21	\$26,343,050
49	Jennifer	Mills	14.5	\$18,933,400	8	\$6,626,500	22.5	\$25,559,900
50	Owen	Duffy	27.5	\$20,351,618	13	\$5,066,700	40.5	\$25,418,318

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51	Elias	Masud	18	\$8,841,000	37.5	\$16,321,701	55.5	\$25,162,701
52	Katherine	Malkin	3	\$11,115,000	3	\$13,258,000	6	\$24,373,000
53	Camille	Canales	7	\$3,602,250	31	\$19,990,988	38	\$23,593,238
54	Cadey	O'Leary	10	\$14,619,500	8	\$8,952,900	18	\$23,572,400
55	Jill	Silverstein	17	\$12,334,438	15.5	\$10,727,375	32.5	\$23,061,812
56	Danielle	Dowell	13.5	\$10,525,750	18	\$11,727,000	31.5	\$22,252,750
57	Michael	Maier	25.5	\$17,177,751	11	\$5,008,000	36.5	\$22,185,751
58	Benjamin	Lissner	5.5	\$2,097,000	36	\$20,006,000	41.5	\$22,103,000
59	Karen	Schwartz	20	\$14,011,800	14	\$7,581,900	34	\$21,593,700
60	Debra	Dobbs	16	\$8,820,450	18	\$12,386,799	34	\$21,207,249
61	Juliana	Yeager	10	\$5,923,074	24	\$14,767,121	34	\$20,690,196
62	Ioannis	Floros	5.5	\$2,340,000	39	\$18,301,050	44.5	\$20,641,050
63	Julie	Harron	9	\$11,006,000	7	\$9,420,000	16	\$20,426,000
64	Stephanie	Loverde	13.5	\$7,888,301	16.5	\$12,489,073	30	\$20,377,374
65	Vincent	Anzalone	10	\$8,865,000	13	\$11,362,200	23	\$20,227,200
66	Daniel	Close	8	\$4,896,500	23.5	\$15,156,800	31.5	\$20,053,300
67	Michael	Rosenblum	18.5	\$17,855,000	3	\$1,842,500	21.5	\$19,697,500
68	Ivona	Kutermankiewicz	12.5	\$14,585,900	6	\$4,739,900	18.5	\$19,325,800
69	Ryan	Preuett	12	\$14,119,899	3	\$5,164,900	15	\$19,284,799
70	Margaret	Baczkowski	13.5	\$10,685,552	9	\$8,581,750	22.5	\$19,267,302
71	Nancy	Tassone	7.5	\$13,363,000	3	\$5,880,000	10.5	\$19,243,000
72	Stefanie	Lavelle	16	\$11,855,000	10	\$7,313,100	26	\$19,168,100
73	Rubina	Bokhari	6.5	\$5,463,150	11	\$13,482,199	17.5	\$18,945,349
74	Todd	Szwajkowski	15.5	\$7,283,150	27.5	\$11,356,800	43	\$18,639,950
75	Kevin	Hinton	13.5	\$6,533,950	24.5	\$12,048,764	38	\$18,582,714
76	Gail	Spreen	25	\$10,219,750	12	\$7,944,500	37	\$18,164,250
77	Stacey	Dombar	30	\$13,903,080	8	\$4,122,500	38	\$18,025,580
78	R. Matt	Leutheuser	4.5	\$12,707,500	2	\$5,300,000	6.5	\$18,007,500
79	Cynthia	Sodolski	13.5	\$9,235,650	13	\$8,753,900	26.5	\$17,989,550
80	P Corwin	Robertson	7.5	\$17,895,834	0	\$0	7.5	\$17,895,834
81	Eudice	Fogel	7	\$5,917,250	11	\$11,892,000	18	\$17,809,250
82	Scott	Curcio	26.5	\$10,174,050	19.5	\$7,538,801	46	\$17,712,851
83	Jennifer	Liu	23	\$17,704,650	0	\$0	23	\$17,704,650
84	Scott	Newman	29.5	\$8,028,087	15	\$9,611,101	44.5	\$17,639,188

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Richard	Kasper	9	\$5,487,016	17	\$11,999,250	26	\$17,486,266
86	Jeffrey	Herbert	8.5	\$5,246,500	17	\$12,112,675	25.5	\$17,359,175
87	Shay	Hata	14	\$6,979,435	15.5	\$10,281,800	29.5	\$17,261,235
88	Scott	Berg	40	\$15,848,722	2	\$1,275,000	42	\$17,123,722
89	Michael	Greco	11	\$6,571,000	16	\$10,458,000	27	\$17,029,000
90	Matthew	Liss	10.5	\$8,807,500	7	\$7,983,840	17.5	\$16,791,340
91	Kimber	Galvin	2.5	\$2,014,250	19	\$14,721,500	21.5	\$16,735,750
92	Elizabeth	Ballis	12	\$9,484,017	4.5	\$7,216,000	16.5	\$16,700,017
93	Barbara	O'Connor	13.5	\$6,916,750	17.5	\$9,763,450	31	\$16,680,200
94	Cory	Tanzer	27	\$10,820,499	17.5	\$5,805,950	44.5	\$16,626,449
95	Melanie	Carlson	11	\$6,133,500	15	\$10,462,500	26	\$16,596,000
96	Kathleen	Ullo	15	\$16,262,588	0.5	\$262,500	15.5	\$16,525,088
97	Joshua	Lipton	7.5	\$6,831,178	8.5	\$9,361,500	16	\$16,192,678
98	Brian	Moon	8.5	\$4,091,000	17	\$12,069,000	25.5	\$16,160,000
99	Nicholas	Colagiovanni	19	\$9,737,000	9	\$6,390,000	28	\$16,127,000
100	Keith	Brand	13	\$5,156,980	19	\$10,946,498	32	\$16,103,478

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Susan	Nice	6	\$3,267,500	9	\$12,790,900	15	\$16,058,400
102	Nadine	Ferrata	16	\$11,177,500	8	\$4,860,000	24	\$16,037,500
103	Lucas	Blahnik	6.5	\$5,840,500	16	\$10,159,800	22.5	\$16,000,300
104	Brad	Zibung	18	\$8,753,000	15	\$7,217,300	33	\$15,970,300
105	Tere	Proctor	7	\$14,432,500	1	\$1,310,000	8	\$15,742,500
106	Pasquale	Recchia	14	\$9,641,750	6	\$6,091,500	20	\$15,733,250
107	Leopoldo	Gutierrez	6	\$2,430,500	28	\$13,250,400	34	\$15,680,900
108	Dennis	Huyck	11.5	\$6,928,500	12	\$8,650,250	23.5	\$15,578,750
109	Nicole	Hajdu	17.5	\$8,058,500	14	\$7,474,600	31.5	\$15,533,100
110	Nicholas	Apostal	18.5	\$9,835,600	5	\$5,553,500	23.5	\$15,389,100
111	Philip	Skowron	9.5	\$11,392,501	3	\$3,960,000	12.5	\$15,352,501
112	Annie	Schweitzer	15	\$8,216,399	7	\$7,088,557	22	\$15,304,956
113	Kathryn	Schrage	18	\$7,721,000	10	\$7,523,000	28	\$15,244,000
114	William	Goldberg	11.5	\$14,862,498	0.5	\$377,500	12	\$15,239,998
115	Dominic	Irpino	16	\$7,540,600	15	\$7,664,800	31	\$15,205,400
116	Staci	Slattery	22.5	\$15,095,400	0	\$0	22.5	\$15,095,400
117	Ian	Schwartz	7.5	\$4,464,000	11	\$10,554,500	18.5	\$15,018,500
118	Steve	Dombar	5	\$2,355,000	24	\$12,640,700	29	\$14,995,700
119	Zachary	Redden	10	\$4,554,750	16	\$10,394,120	26	\$14,948,870
120	Sara	McCarthy	11.5	\$5,350,750	18	\$9,596,800	29.5	\$14,947,550
121	Hadley	Rue	16	\$10,861,000	6	\$4,066,900	22	\$14,927,900
122	Brady	Miller	10	\$3,886,000	32	\$10,661,650	42	\$14,547,650
123	Dawn	McKenna	11	\$11,373,000	4.5	\$3,134,462	15.5	\$14,507,462
124	Edward	Grochowiak	6.5	\$3,888,700	19	\$10,560,500	25.5	\$14,449,200
125	Lisa	Blume	11	\$6,232,500	20.5	\$8,180,400	31.5	\$14,412,900
126	Bradley	Brondyke	4.5	\$10,447,500	3	\$3,904,000	7.5	\$14,351,500
127	Lisa	Kalous	4	\$2,978,250	20.5	\$11,358,100	24.5	\$14,336,350
128	Santiago	Valdez	17.5	\$6,170,250	17	\$8,129,150	34.5	\$14,299,400
129	Steven	Powers	9	\$5,908,020	9	\$8,344,500	18	\$14,252,520
130	Michael	Gaffney	16.5	\$9,279,886	7	\$4,968,400	23.5	\$14,248,286
131	Ryan	Huyler	14	\$10,468,600	5	\$3,765,500	19	\$14,234,100
132	Linda	Levin	10	\$9,160,900	7	\$5,014,400	17	\$14,175,300
133	Alex	Wolking	14	\$8,066,975	10.5	\$6,002,751	24.5	\$14,069,726
134	D	Waveland Kendt	20.5	\$11,748,900	4	\$2,290,000	24.5	\$14,038,900

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Patrick	Shino	6	\$2,209,450	26.5	\$11,787,950	32.5	\$13,997,400
136	Elena	Theodoros	17	\$11,753,658	3	\$2,180,000	20	\$13,933,658
137	Robert	Picciariello	39	\$13,924,367	0	\$0	39	\$13,924,367
138	Sherri	Hoke	6	\$6,737,000	6	\$7,042,500	12	\$13,779,500
139	Thomas	Moran	3.5	\$4,497,000	7	\$9,233,000	10.5	\$13,730,000
140	Mark	Icuss	4	\$3,633,750	7	\$9,987,750	11	\$13,621,500
141	Victoria	Singleton	15	\$13,520,560	0	\$0	15	\$13,520,560
142	Kathleen	Malone	11	\$7,861,200	6	\$5,594,000	17	\$13,455,200
143	Douglas	Smith	6	\$7,514,850	6	\$5,835,000	12	\$13,349,850
144	Amy	Duong	13	\$5,825,400	20.5	\$7,412,150	33.5	\$13,237,550
145	Susan	Kanter	9.5	\$5,931,500	11.5	\$7,213,000	21	\$13,144,500
146	Diana	Radosta	3	\$2,353,000	7.5	\$10,756,500	10.5	\$13,109,500
147	Danny	Lewis	6	\$2,374,000	21	\$10,721,000	27	\$13,095,000
148	Ken	Jungwirth	13	\$6,038,500	8	\$7,040,000	21	\$13,078,500
149	Robert	Sullivan	17.5	\$10,544,500	5	\$2,484,000	22.5	\$13,028,500
150	Matthew	Engle	9	\$3,872,399	20.5	\$9,075,400	29.5	\$12,947,799

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Qiankun	Chen	15	\$5,362,650	18	\$7,504,000	33	\$12,866,650
152	Alishja	Ballard	10.5	\$4,902,150	14	\$7,901,387	24.5	\$12,803,537
153	Pamela	Rueve	9	\$7,769,000	6	\$5,027,000	15	\$12,796,000
154	Diana	Grinnell	9	\$5,051,900	9	\$7,727,000	18	\$12,778,900
155	Michelle	Browne	13.5	\$6,811,600	8	\$5,935,600	21.5	\$12,747,200
156	Meg	Daday	9	\$4,457,000	12	\$8,263,500	21	\$12,720,500
157	Nancy	Huetteman	21	\$9,147,300	6	\$3,533,000	27	\$12,680,300
158	Caitlin	Skogsbergh	4	\$3,879,000	10	\$8,766,500	14	\$12,645,500
159	Kai	Schirmacher	4	\$3,866,650	6	\$8,740,000	10	\$12,606,650
160	Ali	Bakir	3	\$1,050,000	22	\$11,543,000	25	\$12,593,000
161	Paul	Mancini	13.5	\$6,615,900	7	\$5,930,000	20.5	\$12,545,900
162	Mark	Zipperer	16	\$6,157,500	15.5	\$6,314,500	31.5	\$12,472,000
163	Peter	Angelo	10.5	\$11,356,556	0.5	\$1,100,000	11	\$12,456,556
164	Michael	Yeagle	5	\$7,835,000	3	\$4,600,000	8	\$12,435,000
165	Jason	Davis	5	\$3,336,000	6	\$9,043,900	11	\$12,379,900
166	Marzena	Frausto	4	\$1,941,000	23	\$10,438,000	27	\$12,379,000
167	Lauren	Goldberg	8	\$10,597,750	1	\$1,712,500	9	\$12,310,250
168	Brian	Loomis	6	\$4,500,000	3	\$7,695,000	9	\$12,195,000
169	Samantha	Porter	8	\$10,597,750	2	\$1,550,000	10	\$12,147,750
170	Stephanie	Cutter	16.5	\$8,805,775	6	\$3,326,000	22.5	\$12,131,775
171	Jacqueline	Alter	26.5	\$10,434,750	4	\$1,679,900	30.5	\$12,114,650
172	Lawrence	Dunning	16.5	\$7,182,450	7	\$4,924,350	23.5	\$12,106,800
173	Eric	Hublar	9	\$3,834,400	14	\$8,270,520	23	\$12,104,920
174	Michael	Hall	15	\$7,575,000	7	\$4,389,000	22	\$11,964,000
175	Nick	Kluding	4	\$3,255,000	7	\$8,647,000	11	\$11,902,000
176	Megan	Tirpak	11	\$7,030,250	4	\$4,848,856	15	\$11,879,106
177	Elizabeth	Lassner	11	\$5,023,775	8	\$6,789,900	19	\$11,813,675
178	Bogdan	Popovych	17	\$11,793,300	0	\$0	17	\$11,793,300
179	Michael	Shenfeld	10.5	\$5,656,805	10.5	\$6,132,500	21	\$11,789,305
180	Karen	Ranquist	12.5	\$8,102,500	5	\$3,572,000	17.5	\$11,674,500
181	Peter	Green	5.5	\$2,845,099	13	\$8,810,500	18.5	\$11,655,599
182	Laura	Meier	7	\$3,079,750	13	\$8,558,400	20	\$11,638,150
183	Janelle	Dennis	11.5	\$7,885,500	5	\$3,746,511	16.5	\$11,632,011
184	Ashley	Cox	13	\$6,817,623	9	\$4,753,550	22	\$11,571,173

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Stefanie	D'Agostino	28	\$9,512,400	5	\$2,057,500	33	\$11,569,900
186	Christopher	Mundy	12	\$7,259,000	7	\$4,298,500	19	\$11,557,500
187	Misael	Chacon	29	\$10,890,299	2	\$662,000	31	\$11,552,299
188	Charles	Gullett	8	\$2,262,000	13	\$9,286,000	21	\$11,548,000
189	Elizabeth	Amidon	12	\$5,152,000	15	\$6,392,000	27	\$11,544,000
190	Elizabeth	Caya	7	\$3,072,500	17	\$8,457,500	24	\$11,530,000
191	Whitney	Wang	6.5	\$2,870,000	17	\$8,598,500	23.5	\$11,468,500
192	Armando	Chacon	11	\$7,808,000	5	\$3,658,000	16	\$11,466,000
193	Steve	Otwell	16	\$5,540,600	9	\$5,908,500	25	\$11,449,100
194	Annika	Valdiserri	5	\$2,664,000	7	\$8,780,000	12	\$11,444,000
195	Greg	Whelan	3	\$3,309,500	13	\$8,122,750	16	\$11,432,250
196	Julie	Latsko	4	\$5,065,000	5	\$6,308,000	9	\$11,373,000
197	Mariah	Dell	15	\$8,093,119	6	\$3,264,000	21	\$11,357,119
198	Carol	Collins	11	\$7,272,500	7	\$3,980,000	18	\$11,252,500
199	Jeremiah	Fisher	11.5	\$6,033,000	11.5	\$5,197,500	23	\$11,230,500
200	Marlene	Rubenstein	9.5	\$5,841,000	7	\$5,344,730	16.5	\$11,185,730

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TOP 250 STANDINGS

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

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Harry	Maisel	11	\$7,499,400	6	\$3,657,500	17	\$11,156,900
202	Christie	Ascione	3.5	\$2,263,000	5	\$8,892,500	8.5	\$11,155,500
203	Lauren	Dayton	6.5	\$4,757,000	10	\$6,391,668	16.5	\$11,148,668
204	Joelle	Cachey Hayes	9	\$9,955,500	3	\$1,170,000	12	\$11,125,500
205	Naomi	Wilkinson	7	\$4,596,000	5	\$6,463,000	12	\$11,059,000
206	Patricia	Young	8	\$5,494,000	5	\$5,539,000	13	\$11,033,000
207	Tiffany	Meyers	5	\$2,077,500	20	\$8,927,400	25	\$11,004,900
208	Mario	Barrios	4.5	\$2,740,000	11	\$8,242,500	15.5	\$10,982,500
209	Reve'	Kendall	20	\$10,169,750	3	\$807,000	23	\$10,976,750
210	Craig	Fallico	17	\$6,131,000	13	\$4,775,800	30	\$10,906,800
211	Robert	Yoshimura	13	\$5,244,668	12	\$5,651,500	25	\$10,896,168
212	Tiffany	Bishop	4.5	\$10,895,527	0	\$0	4.5	\$10,895,527
213	Liz	Jones	4.5	\$1,919,500	14	\$8,940,500	18.5	\$10,860,000
214	Prashanth	Mahakali	8	\$10,834,000	0	\$0	8	\$10,834,000
215	Roman	Patzner	5	\$1,650,000	16	\$9,135,079	21	\$10,785,079
216	James	Buczynski	4	\$1,391,000	10	\$9,362,400	14	\$10,753,400
217	Ryan	Gossett	6	\$3,506,750	10.5	\$7,231,050	16.5	\$10,737,800
218	James	Gurick	10	\$4,592,350	8	\$6,070,000	18	\$10,662,350
219	Sharyl	Mackey	0	\$0	1	\$10,650,000	1	\$10,650,000
220	Frank	Montro	33	\$7,806,374	15.5	\$2,838,200	48.5	\$10,644,574
221	James	Kinney	8.5	\$4,585,000	6	\$6,035,000	14.5	\$10,620,000
222	Brooke	Daitchman	7	\$4,466,950	7	\$6,130,000	14	\$10,596,950
223	Tim	Mullet	6	\$2,892,000	12	\$7,662,900	18	\$10,554,900
224	Natasha	Motev	5.5	\$8,029,138	3	\$2,519,000	8.5	\$10,548,138
225	Brett	Boudart	6	\$2,764,000	16	\$7,769,000	22	\$10,533,000
226	Kelsey	Mayher	4	\$3,046,000	7	\$7,462,672	11	\$10,508,672
227	Benjamin	Turbow	11	\$4,633,612	10	\$5,855,900	21	\$10,489,512
228	Lindsey	Rivollier	8.5	\$10,418,636	0	\$0	8.5	\$10,418,636
229	Sheila	Dantzler	10.5	\$5,269,050	5	\$5,100,500	15.5	\$10,369,550
230	Chris	Gomes	1	\$605,000	17	\$9,764,100	18	\$10,369,100
231	Lauren	Shimmon	8	\$2,838,000	12	\$7,485,500	20	\$10,323,500
232	Vikas	Wadhwa	5.5	\$4,885,000	4	\$5,401,000	9.5	\$10,286,000
233	Alice	Berger	6	\$3,970,300	6	\$6,315,000	12	\$10,285,300
234	Kevin	Snow	5	\$5,423,750	5	\$4,852,500	10	\$10,276,250

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Susan	O'Connor	5.5	\$4,753,000	6	\$5,512,300	11.5	\$10,265,300
236	Thomas	Campone	12	\$3,915,500	11	\$6,337,500	23	\$10,253,000
237	Ryan	Smith	60	\$10,042,700	1	\$186,375	61	\$10,229,075
238	Joel	Holland	9	\$5,165,500	10	\$5,055,750	19	\$10,221,250
239	Ilsa	Conover	10.5	\$6,734,256	7	\$3,456,400	17.5	\$10,190,656
240	Steven	Jurgens	5	\$6,842,500	5	\$3,347,000	10	\$10,189,500
241	Guido	Piunti	7.5	\$2,344,200	21	\$7,831,531	28.5	\$10,175,731
242	David	Dominguez	11.5	\$3,122,542	30.5	\$7,039,800	42	\$10,162,342
243	Anne	Fan	2	\$863,000	3	\$9,299,000	5	\$10,162,000
244	Nick	Rendleman	6	\$2,205,000	25	\$7,904,118	31	\$10,109,118
245	Miguel	Lopez	3	\$1,275,000	18	\$8,834,060	21	\$10,109,060
246	Giancarlo	Bargioni	9	\$7,041,400	7	\$3,053,000	16	\$10,094,400
247	Christopher	Pertile	5.5	\$3,940,000	10.5	\$6,104,900	16	\$10,044,900
248	Olivia	Carlson	7.5	\$3,605,538	8	\$6,392,000	15.5	\$9,997,538
249	Blazena	Bilic	10	\$8,348,000	3	\$1,645,000	13	\$9,993,000
250	Elizabeth	Lothamer	12.5	\$5,944,450	8.5	\$4,036,900	21	\$9,981,350

Disclaimer: Information is pulled directly from the MLS. New construction or numbers not reported to the MLS within the date range listed are omitted. 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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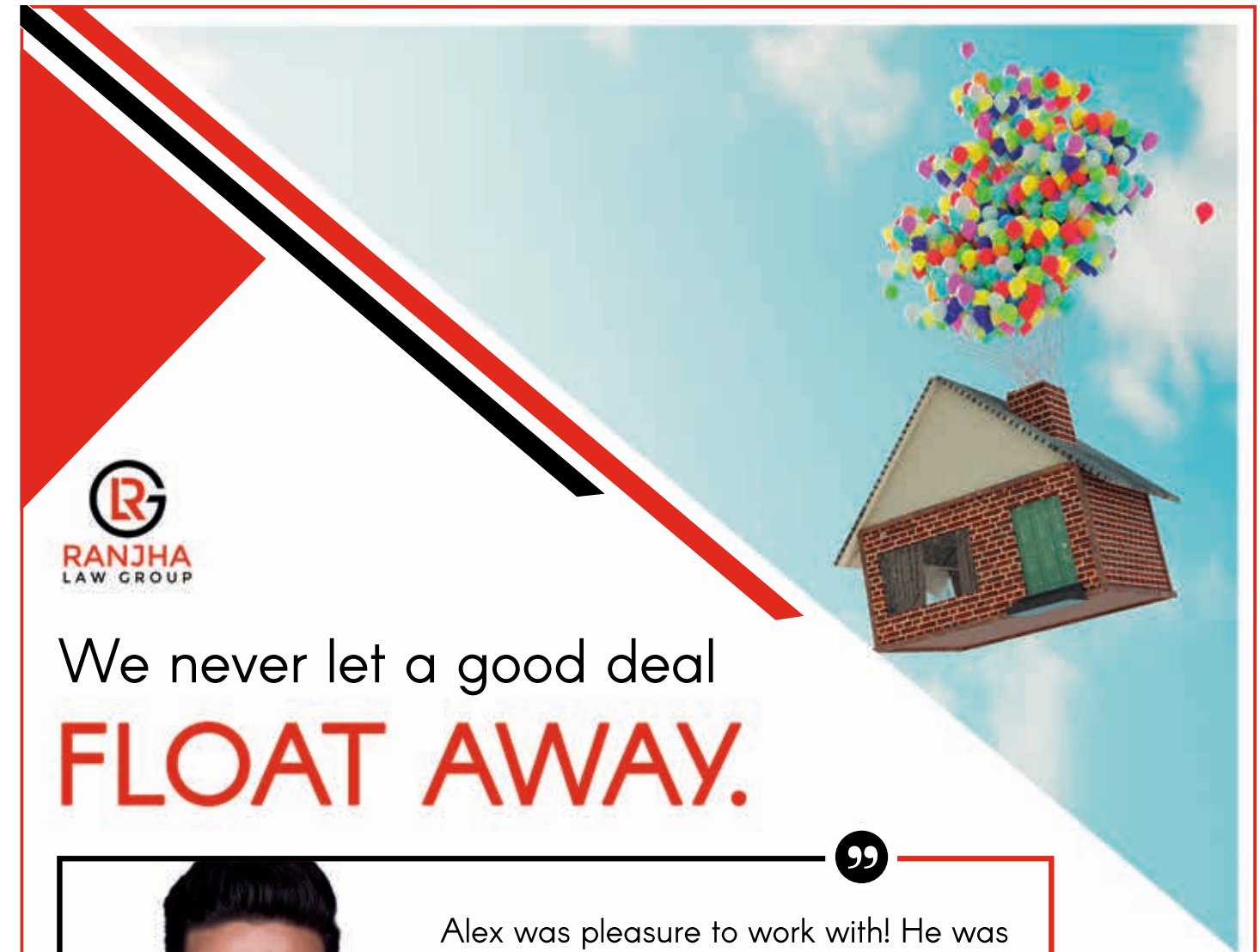
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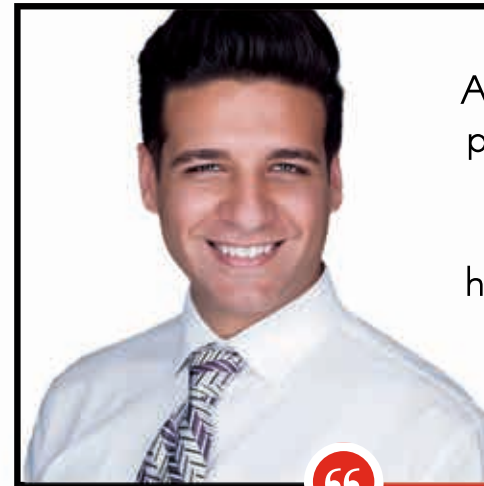
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